

IN THIS ISSUE: GREATER LOUISVILLE REGION COUNTY PROFILES

# The Lane Report<sup>®</sup>

KENTUCKY'S BUSINESS NEWS SOURCE FOR 34 YEARS

AUGUST 2019

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## ALLTECH AGRIBIZ RESEARCH KEEPS FINDING ... GROWTH

Innovation strategy feeds further ambition  
at Kentucky's multibillion-dollar animal nutrition  
and wellness company

LANE ONE-ON-ONE:  
TERRY E. FORCHT

Founder, CEO & President, Forcht Group of Kentucky



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# PLOWING NEW GROUND

## THE STATE AG DEPARTMENT PROMOTES KENTUCKY FARM PRODUCTS ACROSS THE U.S. AND AROUND THE WORLD

When I travel the world and ask people what they think of when they think of Kentucky, I usually get three responses: horses, bourbon, and Kentucky Fried Chicken. While we are proud of those products, the Kentucky Department of Agriculture (KDA) is focused on promoting all of Kentucky agriculture to increase market access here at home and abroad. KDA officials and marketing specialists are hard at work helping Kentucky family farmers and small businesses find new markets for their products.

A few years ago, the KDA secured funds from the Kentucky Agricultural Development Fund to co-host regional meetings with the Kentucky Association of Manufacturers (KAM). And this year, we are grateful to have the support of not only economic leaders, but educational leaders such as the Kentucky Community and Technical College System (KCTCS) and ag leaders like Kentucky Farm Bureau as co-sponsors. The LAND (Linking Agriculture for Networking and Development) forums connect manufacturers to Kentucky Proud farmers and agribusinesses in an effort to encourage partnerships that will increase income and create jobs. At a recent conference, we heard stories from Joyce Pinson, an agribusiness leader from eastern Kentucky, about her success sourcing local ingredients for her jam company and working with Bourbon

Barrel Foods of Louisville to expand her market reach. These forums will continue to take place in the months of August and September. You can sign up for one of these forums at <https://kam.us.com/land-forums/>.



Commissioner Quarles, standing, has a word with Megan Bankemper, field representative for U.S. Senate Majority Leader Mitch McConnell, and Bob Porter, district field director for U.S. Rep. Thomas Massie.

We are also actively cultivating new international connections. KDA has developed a relationship with the World Trade Center of Kentucky, and due to the generous support of Alltech Masterfeeds and Kentucky Farm Bureau, I led the first-ever Kentucky agriculture trade mission to Canada during trade negotiations between our two countries. We are also strengthening our relationship with the Southern United States Trade Association (SUSTA) to coordinate trade advocacy for our region.

Trying to cultivate a trade relationship from scratch is hard; agreeing with a longtime trade partner should be easy. Low-hanging trade fruit is right in front of our eyes with the USMCA sitting before Congress. The potential economic impact of USMCA is considerable. According to the National Association of State Departments of Agriculture (NASDA), the USMCA would increase market access in Canada and Mexico by \$450 million for



Commissioner Quarles talks to Royce Neeley, general manager of Neeley Family Distillery in Sparta.

American agricultural exports. Consider also that the deal would open access to Canada for United States dairy, eggs, and poultry products, and keep in place the agreement that Mexico will not put tariffs on our agricultural products. This deal is a good one, and the United States should take it. As NASDA's Second Vice President, I will continue to advocate for Congress to ratify USMCA this year.

These are just a few things the KDA is doing to elevate all of Kentucky agriculture to get international acclaim. To coordinate and support these efforts, I have appointed Tim Hughes as my senior trade advisor at the Department. I encourage you to contact him at [timd.hughes@ky.gov](mailto:timd.hughes@ky.gov) if you would like to learn more or get involved with expanding global markets for Kentucky farmers. In the meantime, we will keep promoting Kentucky horses, bourbon, fried chicken, and everything else that makes Kentucky Proud.



James Ray, center, of the Henry County Economic Development Council and John Johnson, right, of USDA chat with Commissioner Quarles.

Ryan Quarles serves as Kentucky's Commissioner of Agriculture.



Agriculture Commissioner Ryan Quarles addresses the audience at the LAND Forum in Warsaw on July 16.

## 34 COVER STORY

### ALLTECH AGRIBIZ RESEARCH KEEPS FINDING ... GROWTH

Innovation strategy feeds ambition at Kentucky's  
multibillion-dollar animal nutrition and wellness company

## 39 TAPPING INTO THE CRAFT BEER TREND

Brewery operations are growing, but  
Kentucky remains a land of opportunity

## 42 WOMEN WORTHY OF NOTE

Women who are making a difference  
in the commercial life of Kentucky

## 48 HEMP, HORSE LENDING HEALTHY IN KENTUCKY

Both sectors have room to grow,  
for very different reasons

### IN THIS ISSUE:

#### Special Spotlight: Greater Louisville Region County Profiles

A special section highlighting the counties of Greater Louisville begins on page 26.



### On the Cover

Through continuous research to develop products supporting animal nutrition and wellness, Alltech of Nicholasville has grown its operations to 120 countries and its revenues past \$2 billion. Having added product to support plants and now humans, the agribusiness company has aspirations to grow much larger still.

## Departments

4 Perspective

6 Fast Lane

16 Interstate Lane

17 Kentucky Intelligencer

18 Corporate Moves

20 On the Boards

22 Lane One-on-One:  
Terry E. Forcht

Founder, CEO & President,  
Forcht Group of Kentucky



52 Emerging Lane

54 The Lane List

55 Spotlight on the Arts

56 Exploring Kentucky

58 Passing Lane

60 Kentucky People



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## PERSPECTIVE

### DESTIGMATIZE AND INCENTIVIZE

Employers' role in combatting  
opioid epidemic is important

BY BETH DAVISSON

KENTUCKY employers have a growing front-line awareness of the devastating impact the opioid epidemic is having on our state. They know that this epidemic is more than a public health issue. It is also a serious workforce issue that must be addressed – with employers playing a key role if they are going to meet their challenges of finding and retaining workers.

As Jonathan Copley, CEO of Aetna Better Health of Kentucky, puts it: "As business leaders, we cannot sit idle in the face of this epidemic. We must be an active part of the solution to recover our citizens and our workforce."

Copley is chairing a task force of business and industry representatives who are leading a new initiative, the Opioid Response Program for Business. The Kentucky Chamber Workforce Center is leading this work in partnership with the state cabinets for Health and Family Services and Justice and Public Safety as well as the biopharmaceutical company Alkermes and Aetna Better Health of Kentucky.

The Response Program for Business will work directly with employers to help audit their policies and recommend best practices to maintain a drug-free workplace while supporting a recovery-friendly culture. It will focus on destigmatizing the addiction epidemic and supporting employers' role in opioid prevention, treatment and recovery in the workplace.

The need is urgent as employers are feeling the impact firsthand. Economic research has found a strong link between rising opioid prescriptions and declining workforce participation rates, estimating that nearly half of men age 25 to 54 who are not in the workforce take pain medication daily and that there is a higher rate of absenteeism among opioid abusers who work.

This Response Program for Business is the first of its kind in the nation and represents a groundbreaking opportunity to tackle the scourge of addiction.

The scope of the problem is the focus of a recent Kentucky Chamber of Commerce publication, "Opioid Abuse in Kentucky: The Business Community's Perspective," that reports Kentucky's drug overdose rate was fourth highest among

the states in 2017, when 1,565 Kentuckians died of an overdose, and the rate of opioid prescriptions that year was seventh highest in the nation.

The report notes: "To put these numbers in perspective, while 1,565 Kentuckians died from a drug overdose in 2017, 782 people died in traffic accidents, and 263 were murdered. Even more alarming: The problem continues to get worse. The number of Kentucky drug overdose deaths in 2017 represented an 11.5% increase over 2016."

In addition to the devastating impact of opioid abuse on Kentuckians and the state's efforts to build and sustain a quality workforce, the criminal justice system also experiences the negative effects – at a high personal and financial cost.

The number of offenders sent to state prison for drug possession more than doubled from 2012 to 2016, and 38 percent of all offenders were sentenced for drug offenses, according to the state CJPAC Justice Reinvestment Work Group. As the cost of incarceration is \$18,406 annually per inmate, the approximately 4,500 additional inmates in prison for drug offenses in 2016 cost Kentucky taxpayers more than \$82 million per year – and this doesn't include those previously incarcerated or sent to prison since 2016.

Kentucky has taken a number of actions in recent years to combat the opioid epidemic, but the persistent need requires additional effort. The Chamber believes state policy should stress treatment over punishment for opioid abusers and is recommending the following measures:

- Reclassifying drug possession as a misdemeanor to reduce the number of offenders jailed for that offense.
- Increasing state support for substance abuse treatment.
- Continuing efforts to make naloxone, a medication that can reverse an opioid overdose, widely available.
- Continuing use of mandatory prescription programs.
- Encouraging the creation of local needle exchange programs.
- Creating local collaboratives with community and business leaders to develop solutions.
- Supporting efforts to hire people in recovery.

Kentucky employers are encouraged to become part of the Response Program for Business. More information is available at [kychamber.com](http://kychamber.com) on how the program can help your business. ■



Beth Davison is executive director  
of the Kentucky Chamber of Commerce  
Workforce Center.





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# FAST LANE

A compilation of economic news from across Kentucky

## MOREHEAD

### APPHARVEST SECURES \$82M INVESTMENT TO BUILD 60-ACRE GREENHOUSE THAT WILL CREATE 285 JOBS



*AppHarvest's new greenhouse in Morehead will grow tomatoes and cucumbers that will be shipped to grocery stores throughout the nation.*

**A**PPHARVEST has closed on an \$82 million deal with Equilibrium Capital to build a 60-acre greenhouse in Morehead that will create 285 permanent, full-time jobs along with 100 construction jobs.

The 2.7 million-s.f. greenhouse – AppHarvest's first controlled-environment facility – will grow tomatoes and cucumbers to be distributed to the nation's top grocers via the company's distribution partner, **Mastronardi Produce**.



The controlled-environment agricultural technology will allow AppHarvest to grow non-GMO (genetically modified organisms), pesticide-free produce year-round, using 90% less water than traditional farming. The facility's water needs will be met entirely by a 10-acre retention pond combined with sophisticated circular irrigation systems.

AppHarvest has selected **Dalsem**, a company headquartered in The Netherlands, to build the facility. Farmers in The Netherlands have been using controlled-environment ag

technology for some time and the country has become one of the world's largest exporters of agricultural products, despite a land mass similar in size to Eastern Kentucky.

AppHarvest executives point out that the facility's central location in Appalachia puts the greenhouse within a day's drive of 70% of the U.S. population, meaning that the produce grown by AppHarvest can be picked and on grocery shelves within the same day.

Construction on the facility is already underway and is expected to be complete by 2020.

## PARIS

### COLORPOINT MERGES WITH AGTECH SCIENTIFIC, WILL NOW FOCUS EXCLUSIVELY ON PRODUCTION OF HEMP

**C**OLORPOINT, one of the nation's largest greenhouse companies, has merged operations with **AgTech Scientific** of Paris and is now focusing exclusively on hemp.

The operations have already been granted licenses to grow and process hemp by the **Kentucky Department of Agriculture**.

ColorPoint's facilities in Paris include a massive 1.8 million-s.f. greenhouse that includes more than 145,000 s.f. for production and shipping and an agricultural processing center that has the capacity to dry, strip and mill more than 100,000 plants per day. The greenhouse facility will enable the company to grow hemp year round. In addition, ColorPoint has more than 100 tractor-trailers with an experienced logistics team to handle distribution.

AgTech Scientific was established in 2015 as a pet food research project with an emphasis on dosage and delivery of cannabidiol (CBD) to pets and equine.

The two companies first met in 2017 and late last year launched a successful beta test of an indoor hemp crop. That led to a supply agreement that included agricultural processing, clones and an indoor grow during the recent summer months.

Construction of a 50,000-s.f. extraction facility in the Bourbon County Business Park is expected to be complete and operational this month.

ColorPoint photo



*ColorPoint's 1.8 million-s.f. greenhouse in Paris is now being used to grow hemp indoors.*

## LOUISVILLE

### \$52M PHARMACORD EXPANSION WILL ADD 850 JOBS BY 2023

**P**HARMACORD, a Louisville-based company that provides customized patient support services, is investing more than \$52 million to establish an operations center across the Ohio River in Jeffersonville, Ind., that will create up to 850 new jobs by the end of 2023.

The company is initially leasing two floors at America Place's Gallery Building in the **River Ridge Commerce Center** and will later construct an 80,000-s.f. facility within River Ridge to serve as a call and operations center. The expansion will allow



*Nitin Sahney, founder and CEO, PharmaCord*

PharmaCord to enhance its patient access and support services and grow its client base of pharmaceutical companies.

PharmaCord offers a full suite of commercialized health-care solutions designed to increase accessibility, clinical oversight and market acceptance of prescription therapy. The company links reimbursement services, mail-order pharmacy operations, care coordination, clinical services and patient assistance programs through its technology-based platform.

Founded in 2017, PharmaCord has experienced exponential growth. At the beginning of 2017, the young company had fewer than 20 employees; by the end of 2019, company officials estimate the employee count will reach 200.

"It was important to us to find an expansion site that would not only afford us the space to grow and fulfill our potential as a company, but also to expand our presence in the Louisville metro area," said Nitin Sahney, founder and CEO of PharmaCord.



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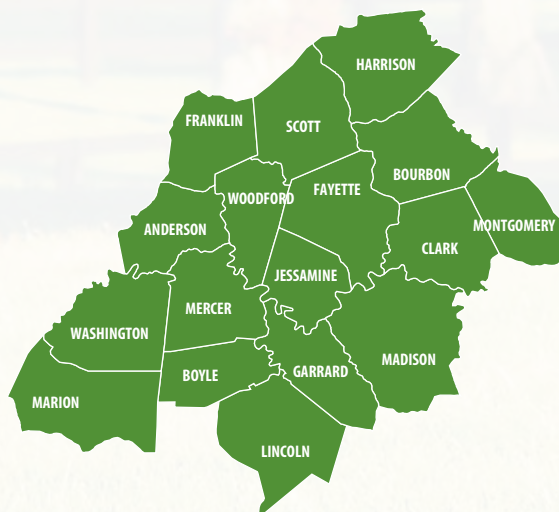


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# FAST LANE

## BUSINESS BRIEFS

### BELCHER

■ **Cambrian Coal**, a leading producer of coal products for the steel and power generation industries, has filed for Chapter 11 bankruptcy. Cambrian operates **Perry County Coal** near Hazard, **Elkhorn Coal LLC** near Dorton, and **Clintwood Elkhorn Mining LLC** in Eastern Kentucky and western Virginia. Company officials say they expect mining operations and customer shipments to continue during the course of the bankruptcy process.



Wendy's photo

### BOWLING GREEN

■ **Wendy's of Bowling Green** (WBG), a franchisee of Wendy's restaurants, has acquired 44 locations in the Nashville market, making it the 13th largest franchisee in the Wendy's system. With the acquisition, WBG now owns and operates 101 restaurants in Kentucky, Indiana, Tennessee and Alabama. The Nashville restaurants were acquired from Louisville-based **Manna Inc.**, which owns and

operates numerous restaurant concepts, including **Chili's**, **Golden Corral**, **Fazoli's**, **Perkin's**, **Blaze Pizza** and **Wendy's**, among others.

■ **TriStar Greenview Regional Hospital** has partnered with **Graves Gilbert Clinic** and physicians Wayne Bush, Mark Jessen and D. Nagy Morsi to open the **Greenview Surgery Center**, the region's first ambulatory surgical center. The \$10 million, 14,000-s.f. facility features three surgical suites and a dedicated endoscopy procedure room. The Greenview Surgery Center will provide surgical services for ENT, general surgery, gynecology, gastroenterology, ophthalmology, orthopedics and urology that do not require an overnight visit.

■ **Taz Trucking Inc.** has opened a new \$10 million, 50,000-s.f. facility in Bowling Green. The company has added 50 new jobs in conjunction with the expansion, bringing the total workforce to 140. Founded in 2004 by Bosnian immigrants Tahir and Amira Zukic, the company has grown into a \$20 million a year operation with more than 100 trucks.

### CLIFTON

■ **Advanced Business Solutions** has recently held a ribbon-cutting ceremony for its new 30,000-s.f. corporate headquarters building in Clifton. The full-service IT company was founded in Louisville in 1995 and has become one of the region's largest managed service providers.



### COVINGTON

■ **Braxton Brewing Co.** plans to open a new taproom and brewery in nearby Fort Mitchell this fall. The taproom will feature 20 taps as well as a 20,000-s.f. storage facility for housing bourbon and other types of barrels for aging beer. The Covington-based company currently operates **The Taproom** and **The Rooftop** in Covington and **Braxton Labs** in Bellevue.

### EASTERN KENTUCKY

■ The **Appalachian Regional Commission** has approved a \$500,000 grant to help create a new leadership program targeting young professionals in Eastern Kentucky. A major focal point of the **BRIGHT Kentucky** program will be to help participants fully understand local economic context and build robust skill sets they can use to lead the region to a more prosperous future.

### ERLANGER

■ **Perfetti Van Melle USA** has opened a new 400,000-s.f. warehouse and distribution center in the new **Erlanger Commerce Center**, the former site of **Showcase Cinemas**. The new facility allows the confectionary and gum company to ship nearly 13,000 cases of product each year to more than 500 customers in over 1,100 locations. Perfetti Van Melle's corporate headquarters are located in Italy and The Netherlands but its U.S. operations are located solely in Erlanger, making it one of Northern Kentucky's largest employers.

### BOWLING GREEN

## GEORGIA-PACIFIC INVESTING \$100M TO EXPAND PAPER PLATE PRODUCTION

**G** **GEORGIA-Pacific** is investing nearly \$100 million to expand its operations in Bowling Green's South Central Kentucky Industrial Park, where it produces **Dixie**-brand paper plates and bowls.

Expansion plans call for a new 80,000-s.f. building and the addition of a new printer and several new plate-forming presses. The project is expected to be complete by the first half of 2020 and will create more than 50 full-time jobs, increasing total employment at the plant to approximately 200.

Georgia-Pacific opened the Bowling Green operation in 1992, and the plant has seen several expansions over the past 27 years. Production at the facility represents about 25% of all paper plates and bowls produced by Georgia-Pacific. The Atlanta-based company also operates a Dixie facility in Lexington. Since 2013, the company has invested \$66 million in its Kentucky operations.



*Georgia-Pacific's Bowling Green facility produces approximately 25% of all paper plates and bowls produced by the company.*

### HENDERSON

## ELLIS PARK RACETRACK SOLD FOR \$11M, NEW OWNERS PLAN \$100M IN UPGRADES



*The new owners of Ellis Park Racetrack plan to widen the track and add lights for nighttime racing.*

**E** **LLIS Park Racetrack** in Henderson has been sold to a subsidiary of New Mexico-based **Laguna Development Corp.** for \$11 million.

**Saratoga Casino and Hospitality Group**, which sold Ellis Park after acquiring it just last year, will continue to operate the racetrack and serve as managers

and operators for the remainder of the 2019 racing season. Laguna subsidiary **Ellis Entertainment** will operate the historical horse racing facility.

According to a report by **The (Henderson) Gleaner**, Ken Mimmack, a member of Ellis Entertainment's board of managers, outlined for the Kentucky Racing Commission a three-phase expansion plan for the Ellis Park that would involve an investment of some \$100 million.

The new owners have already initiated maintenance and facility upgrades as part of a comprehensive remodeling and expansion plan and once the 2019 live meet concludes in early September, a \$55 million expansion will get underway for the second phase of the remodeling/expansion. That phase will include widening the turf track, adding lights for evening racing and construction of a new entertainment facility to house the simulcast area, historical horse racing and restaurants. The third phase of the project would include building a hotel on the property that would feature balconies and a viewing area at the top of the hotel.

Ellis Park has also received approval from the Kentucky Racing Commission to add up to 900 more historical racing machines to the 300 machines for which it is currently authorized.



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# FAST LANE

## BUSINESS BRIEFS

### GEORGETOWN

■ **Country Boy Brewing** has launched a \$1.8 million expansion of its Georgetown production brewery and taproom. The project will add 19,000 s.f. for additional storage, a future testing lab, and a future canning line and will allow the brewery to produce upwards of 30,000 barrels of beer. Country Boy opened in Lexington in 2012 and expanded to Georgetown in 2017.



### HEBRON

■ The **Cincinnati/Northern Kentucky International Airport** (CVG) has become the 30th airport in the nation to offer CLEAR, a security system that uses biometrics to verify passengers' identity. Instead of using traditional ID documents, CLEAR uses a person's eyes and fingerprints and transforms those unique biometrics into an encrypted code, then matches the fingerprints and irises to the code at each check in. CLEAR, which costs \$180 per year, can be used in conjunction with TSA Precheck and Global Entry screening programs.



Amazon photo

■ Construction is officially underway on **Amazon's** new air hub at the **Cincinnati/Northern Kentucky International Airport**. The project is slated to open in 2021 and represents an investment of more than \$1 billion. When complete, the air hub will bring more than 2,000 jobs to the Northern Kentucky area.

### LEXINGTON

■ **Field & Main Bank** has opened its first full-service banking center in Lexington, located in the heart of downtown. Field & Main is a Kentucky-chartered community bank serving Kentucky and Indiana, formed in 2015 through the merger of **Ohio Valley Financial Group** and **BankTrust Financial**.



LBX photo

■ **LBX Co.**, which produces **Link-Belt** excavators, material handlers and forestry equipment, has opened a \$10 million customer experience and training center in Lexington. The 23,000-s.f. facility will be used for dealer training, product demonstrations and community events.

### LOUISVILLE

■ This fall, the **University of Louisville** will begin offering a master of science degree in health data analytics. Program Director Bert Little said students will learn how to use health data to improve outcomes for patients with chronic diseases such as heart disease or diabetes and will learn real-world skills such as analyzing patient-level data, ranging from blood pressure information to genomics.



■ **DDW, The Color House**, a Louisville-based company that is an industry leader in supplying colorings for food and beverages, has completed its acquisition of **DuPont's Natural Colors** business. The acquisition adds two DuPont manufacturing facilities in the United Kingdom and Chile as well as all related customer contracts.

### RICHMOND

## EKU LAUNCHES PROGRAM TO TRAIN AVIONICS SPECIALISTS IN APPALACHIA

**E**ASTERN Kentucky University is launching the **Kentucky Appalachia Aviation Maintenance Technician Training Program** to help meet a growing need for technicians in the state's expanding aerospace industry.

The 18-month, FAA-certified program – which has been awarded a \$1.4 million grant from the **Appalachian Regional Commission** – is set to begin in January 2020, with classroom instruction offered at ECU campuses in Richmond and Corbin as well as at **Hazard Community and Technical College** and **Big Sandy Community and Technical College**. Hands-on training will take place at the **London-Corbin Airport**, **Central Kentucky Regional Airport**, **Hazard-Perry County Regional Airport** and **Big Sandy Regional Airport**. Class enrollments will range from 12 to 32 students.

Currently, regional airport directors report that aviation mechanics already on site are overbooked and are turning away airplane maintenance work that is going outside of the Appalachian region.

State officials have noted that helping to fill the growing demand for avionics specialists will spur growth for the commonwealth's regional airports and could lead to FAA priority funding for infrastructure upgrades. That, in turn, could help Kentucky recruit new business and industry to the state.



*EKU's aviation maintenance technician training program is designed to meet the need for more avionics specialists in Eastern Kentucky.*

### LOUISVILLE

## HUMANA, UofL JOIN WITH INTERAPT TO OFFER TECH TRAINING FOR UNEMPLOYED

**T**HE Humana Foundation, Interapt and the **University of Louisville** are partnering to bring a paid, immersive training program that teaches information technology skills to the underemployed and unemployed in Louisville, particularly residents of West Louisville.

Interapt's training program has been called "a national model of creating next-generation opportunity" and graduates have worked for and with companies such as **Humana**, **Kindred**, **NetSmart**, **Elavon**, **Accenture**, **GE**, **Chase**, **El Toro** and **Eagle6**. Through Interapt's registered apprenticeship model with the **U.S. Department of Labor**, top graduates have seen their earnings potential increase to \$90,000 just three years out of the program.

"Companies across the world are realizing that investing in skills and human capital is a cost-effective way to create new, high-wage jobs in the community while solving a major technology talent shortage. We are excited to start this partnership and create new and innovative pathways with the University of Louisville," said Ankur Gopal, founder and CEO of Interapt.

This is Interapt's first partnership with a major university. The training will be taught at UofL's **Hite Art Institute** in West Louisville and will include foundational software programming concepts and software development skills. To ease the burden for students, they will receive a stipend of \$100 per week during the program.

The Humana Foundation has earmarked \$325,000 for the project. The program will provide training for up to 25 individuals.





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## BUSINESS BRIEFS

### LOUISVILLE

■ **Praxis by Landmark Recovery**, a **Medicaid**-focused drug and alcohol rehabilitation center, has opened new residential treatment center in Louisville. The facility houses 36 beds and provides an array of treatment services to those struggling with addiction and co-occurring mental health concerns.

■ The 600-acre community of **Norton Commons** in Louisville has won a Charter Award from the Congress for the New Urbanism, an award regarded as the preeminent award for excellence in urban design. The awards recognize architecture, planning, development, and landscape designs that offer choices for affordable housing, a lively mix of uses, and public space in a wide variety of settings. Norton Commons was first conceived in 1997 when sprawl was poised to overtake the Norton family farm. Master planning was led by Andrés Duany of **DPZ CoDESIGN**, with design development and town architect review under the direction of **Michael Watkins Architect LLC**. The developer, **Traditional Town LLC**, began construction in 2003 and is now in the later phases of building.



■ **Turning Point Brands**, a Louisville-based marketer of tobacco products and tobacco alternatives, has received conditional approval from the **Kentucky Department of Agriculture** to participate in the industrial hemp research pilot program and has been awarded a processor/handler license.

■ The **Sullivan University College of Pharmacy and Health Sciences** and **Spalding University** have signed a partnership agreement that allows Spalding students to complete Sullivan's pharmacy program at an accelerated pace while completing their bachelor of science degree at Spalding. The agreement gives students the ability to complete a Pharm.D. degree up to two years faster than a more traditional academic path.

■ **Payment Alliance International**, a Louisville company that specializes in ATM portfolio management products and services, has acquired Massachusetts-based ATM operator **ISA-Ecash** for an undisclosed amount. The acquisition adds more than 40 financial institution customers with 960 ATMs through the Northeast to PAI's existing nationwide network of more than 75,000 ATMs. ISA-Ecash employees will remain in the company's Norwood, Mass., offices.



Wikimedia photo

### MOREHEAD

■ The **Morehead State University** equine program has established a quarter horse breeding program with the support of the university's Department of Agricultural Sciences. The program will not only directly benefit equine science students but will also benefit students majoring in animal sciences, veterinary science and veterinary technology.

### MURRAY

■ **Murray State University** will offer a graduate certificate in economic development beginning this fall. The certificate, available either in person or online, will blend courses in its existing master of science in economic development program to provide more ways to succeed in a diverse range of business industries. MSU is also adding new Japanese and Spanish programs this fall.

### NELSON COUNTY

■ A new startup company is investing \$12 million to establish a premium bourbon and rye whiskey operation in Nelson County. **Log Still Distilling** will be located between New Haven and New Hope and will include a distillery, bottling operation, rickhouses and a visitor's center with a gift shop and tasting room. Log Still owner J. W. "Wally" Dant's family has operated multiple distilling operations in the area since the 1800s.

### EDMONTON

## STARTUP COMPANY TO OPEN \$34 MILLION BARREL STAVE MILL, CREATING 126 JOBS

A new startup manufacturer has announced plans to establish a stave mill in Edmonton that is expected to create up to 126 new jobs.

**Pennington Stave and Cooperage Corp.** is investing more than \$34.4 million in the project and has selected a 38-acre site in the Edmonton-Metcalf Industrial Park that includes a 30,000-s.f. spec building. The building will be finished and outfitted with equipment and technology to accommodate stave and heading production, timber seasoning and an on-site kiln for wood drying.

The Edmonton-Metcalf County Industrial Authority also will construct a new 80,000-s.f. facility for lease by the company. The structure will operate as a cooperage for barrel assembly, charring and toasting to client specifications. Company leaders plan to use American white oak secured primarily from local logging companies and other regional sources.

The new mill will help fill a growing need in the bourbon and whiskey market. Annually, the industry requires production of more than 1.8 million barrels and a lack of suppliers poses potential challenges for the industry. The company also plans to implement state-of-the-art production methods and technology developed by **Bohnert Equipment Co.** and other entities to ensure a greater supply of high-quality barrels in place of more labor-intensive traditional methods.



*Pennington Stave and Cooperage's new mill will help meet a growing demand for barrels used by the spirits and wine industry.*

### PARIS

## CENTRAL MOTOR WHEEL RAMPS UP PARIS EXPANSION, PLANS TO ADD 145 NEW JOBS



Central Wheel photo

**CENTRAL Motor Wheel of America Inc.** has doubled the size of its Paris expansion project and plans to add 145 new full-time jobs, 60 more than initially anticipated.

The scope of the project has grown to nearly \$112 million and includes adding 270,000 s.f. onto the company's existing 300,000-s.f. aluminum wheel manufacturing facility in Paris. When the project was originally announced in late 2015, CMWA outlined a \$45.5 million project that included 85 new jobs.

The broadened project will increase CMWA's production by 50%. The 145 new jobs – atop the operations current 550-member workforce – include production, maintenance and engineering. Work is now underway and production is expected to begin in July 2021.

Founded as Central Manufacturing Co. in 1986, CMWA is a joint venture between **Central Motor Wheel Co. Ltd.** and **Toyota Tsusho Corp.** The company began producing steel wheels in 1988 and manufactured its first aluminum wheels in 1990. Adopting its current name in 2007, the company produces aluminum wheels for **Toyota** and steel wheels for **Toyota, Honda, Hyundai** and **Subaru**.

*The expansion of CMWA's Paris plant will increase production by 50%.*

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## BUSINESS BRIEFS

### NEWPORT

■ Newport-based **EGC Construction** is now part of **Messer Construction**, one of Greater Cincinnati's largest general contractors. The acquisition makes EGC a wholly owned subsidiary of Messer and takes the company from private ownership to that of an employee stock ownership plan. EGC was founded in 1978 and has approximately 125 employees.

■ **CompMed Ltd.** is investing more than \$1 million to expand its office in Newport, which provides billing services for the health care industry. The expansion project will include leasing an additional 2,000 s.f. to accommodate more staff to meet growing demand from new and existing customers. The company plans to add 150 full-time jobs to the existing 115-member workforce.



Ion/Apex photo

### NORTHERN KENTUCKY

■ **Northern Kentucky University** and **Ion/Apex**, one of the region's largest electrical contractors, have signed a memorandum of understanding that enables paid apprentices in the electrical construction trade to earn college credit toward a degree at NKU. "For too long the choices presented to young people have been 'college or the trades' but through

innovation in education and quality partnerships, now we have both," said Ion/Apex President/CEO Jeff Kennedy. "We see this as a critical step as we grow our organization as well as recruit, retain and develop our workforce. This initiative will have a direct impact on our growth as we expand our presence in the markets where we do business."

### PIKEVILLE

■ Pikeville-based **Mountain Top Media** has completed its acquisition of the business operations of **East Kentucky Broadcasting (EKB)** and **East Kentucky Radio Network**. Cindy May Johnson, the former president of EKB, is now the managing member of Mountain Top Media and serves as president/general manager of the company's 14 radio stations, cable TV station, multiple digital properties and other business services. Mountain Top serves central Appalachia, including Eastern Kentucky and several counties in West Virginia and Virginia.

■ The **University of Pikeville** has launched a podcast with the goal of transforming the narrative of Appalachia by highlighting leaders who are creating positive change in the region. "Appalachia Rising" is hosted by UPIKE President Burton Webb and features guests who are advancing Appalachia with inventive ideas and solutions to issues faced by rural areas. The podcasts are available on **Apple Podcasts**, **Google Podcasts** and **Spotify** and can also be found at [upike.edu/appalachiarising](http://upike.edu/appalachiarising).



### SCOTTSVILLE

■ **Halton** has opened a new 40,000-s.f. production plant near its existing Scottsville facility. The new plant will focus on the manufacture of air handling units, make-up air units and exhaust air pollution control systems for commercial kitchens. The expansion enables the existing 86,000-s.f. plant to focus on commercial kitchens' hood and air distribution solutions. The expansion represents an \$8 million investment, with machinery accounting for approximately half of that. The new facility employs 20 employees, six of whom are new hires.



### SHELBYVILLE

■ **Bulleit Distilling Co.** has opened its new visitor experience that utilizes technology to provide guests with a heightened multisensory tasting experience intended to enhance the flavors of Bulleit whiskeys. With the opening, Bulleit becomes the 17th stop on the popular **Kentucky Bourbon Trail**.

### STATE

## FIRST PHASE OF STATEWIDE HIGH-SPEED INTERNET NETWORK NOW COMPLETE

THE first phase of **KentuckyWired**, the commonwealth's high-speed fiber-optic network, has been completed, marking a major milestone for the project. The first portion of the network includes Louisville, Lexington and Cincinnati/Northern Kentucky. An 80-mile segment from Lexington to Somerset has also been completed, allowing for expansion of the network into Eastern Kentucky as the project moves into the next phase.



The goal of the project is to bring high-speed internet to each of the state's 120 counties, creating opportunities for

increased job creation and economic investment.

In 2017, Kentucky ranked 48th in the nation for access to broadband, according to *U.S. News & World Report*. When the KentuckyWired project is completed, the commonwealth will be the first state in the nation to build an open-access fiber optic cable network in every county. Studies estimate that closing the broadband gap could generate as much as \$32 billion in annual economic value.

The KentuckyWired network will link directly to state facilities and will also provide broadband access to state universities and community colleges. In addition, private companies will be able to connect to the network and lease its fiber, enabling private internet companies to expand their service farther out into more remote areas. Similarly, cellular companies will be able to lease capacity to connect to more cell phone towers throughout the commonwealth.

KentuckyWired officials continue to work with project partners to meet the 2020 scheduled completion date.

### LOUISVILLE

## NEW PROGRAM HELPS BUSINESS OWNERS DEVELOP, EXECUTE PLANS FOR GROWTH

THE **Louisville Small Business Development Center** has partnered with **Louisville Forward Economic Development**, the **Small Business Administration**, **SCORE** and **Sullivan University** to launch a new program designed to help small-business owners develop and execute a growth plan.

The program will launch Aug. 21 and provide direct support to a cohort of 15 business owners selected through a competitive application process. Participating entrepreneurs will develop a detailed strategic plan with guidance from subject-matter experts, successful local entrepreneurs, business mentors and peer support. Participants will learn to execute their vision and goals via one-on-one consulting and group coaching held at Sullivan University's main campus.

To qualify for the program, companies must have been in business for at least three years, have sales in excess of \$350,000, at least two W2 employees and a leader willing to commit to an initial intensive 12-week program for three hours a week. After the initial phase, participants will take part in a CEO performance roundtable to share peer insights for the remainder of the program year.

Application information is available at [scaleuplouisville.com](http://scaleuplouisville.com).





*The new Takigawa plant in Bardstown is the first U.S. manufacturing facility for the Japan-based company.*

#### BARDSTOWN

### TAKIGAWA OPENS \$46M PACKAGING PLANT IN BARDSTOWN, CREATING 180 NEW JOBS

**TAKIGAWA Corp.**, a Japan-based company that specializes in flexible packaging and high-performance films, has opened a \$46 million manufacturing plant in Bardstown's Nelson County Industrial Park.

The 180,000-s.f. facility is the company's first plant in the United States, built to help meet growing demand for the company's packaging products that are used for everything from food, coffee and sports nutrition products to detergents and lawn and gardening supplies. The company has already hired approximately 30 employees and plans to ramp up to 180 within the next two years.

Takigawa, which began producing plastic goods in 1949, also has factories in Vietnam, Canada, Europe and Singapore, as well as a sales office in Torrance, Calif.

## BUSINESS BRIEFS

#### WINCHESTER

■ **Clark Regional Medical Center** has been named one of the nation's top 100 rural and community hospitals by The Chartis Center for Rural Health. The award is based on the results of the Hospital Strength INDEX, which leverages 50 rural-relevant indicators across eight categories of hospital strength: inpatient market share, outpatient market share, cost, charge, quality, outcomes, patient perspective and financial stability. Clark Regional was the only Kentucky hospital included on the list.

#### WOODFORD COUNTY

■ Officials have determined that lightning was the cause of a massive fire at a **Jim Beam** warehouse in Woodford County on July 2. The fire, which took several days to control, destroyed 45,000 barrels of Jim Beam bourbon and the resulting runoff into the nearby Kentucky River killed thousands of fish. From a business standpoint, parent company **Beam Suntory** said the bourbon was "relatively young whiskey" and would not affect the availability of Jim Beam for consumers.

#### STATE

■ The Kentucky Public Service Commission has ruled that **electric vehicle (EV) charging stations** are not utilities and therefore should not be subject to regulation, a decision that could pave the way for more charging stations across the state. The PSC noted in the order that Kentucky has lagged behind neighboring states in the availability of public EV charging stations, with only 94 in the state thus far.



■ Kentucky's **salary scale for state employees** has been increased for the first time in more than a decade. The adjustment allows governmental entities to increase the salary of employees who are currently below the midpoint range, if that agency has the necessary budget resources.

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# INTERSTATE LANE

Business news from Indiana, Ohio, Tennessee and West Virginia

## BUSINESS BRIEFS

### INDIANA

■ **BCforward**, a global information technology consulting and staffing firm headquartered in Carmel, Ind., is investing more than \$1 million to establish a “digital innovation academy” within its headquarters to serve both employees and customers. The expansion is expected to create up to 300 new jobs by 2021.

■ **Zotec Partners**, a provider of medical revenue cycle management solutions, is investing nearly \$47 million to construct a new national headquarters facility in Carmel, Ind. The project, which is expected to be complete by the end of 2020, will nearly triple the company’s existing footprint there and will add up to 300 new jobs by the end of 2022. Zotec serves 17,000 physicians in all 50 states and currently employs a team of 850 nationwide, including more than 250 in Indiana.

### OHIO

■ **Nexient**, a software development company headquartered in Silicon Valley, has announced plans to locate its newest product development center in Columbus, Ohio. The new location will create 200 new tech jobs.



■ **Bon Secours Mercy Health** is expanding its presence in Cincinnati with the addition of 500 new jobs. With an average annual wage of nearly \$100,000, the new jobs at the company’s Bond Hill headquarters will consist primarily of shared services positions to support the company’s operations. The expansion follows the 2018 merger of Cincinnati-based **Mercy Health** and Maryland-based **Bon Secours**.

### TENNESSEE

■ **Spirit Airlines** has announced plans to begin serving **Nashville International Airport** this coming fall. The low-cost carrier will offer daily nonstop flights to Baltimore, Fort Lauderdale, Las Vegas, New Orleans, Orlando and Tampa.



■ Memphis-based **FedEx Corp.** will extend its U.S. residential delivery service to seven days a week, beginning January 2020. Previously, the company offered daily deliveries only during the peak holiday season. The company also said it will not renew the FedEx Express U.S. domestic contract with **Amazon**, citing its decision to focus on serving the broader e-commerce market. Company officials noted that total revenue attributable to Amazon was less than 1.3% for 2018.

■ **Clayton**, a Maryville, Tenn.-based company that is one of the nation’s largest home builders, is investing \$14 million to establish a supply facility in Westmoreland, just outside of Nashville. The supply facility will produce wall panels and trusses for site-built homes. Clayton plans to hire approximately 110 new employees over the next two years.

■ **Mitsubishi Motors North America** is moving its headquarters from California to Franklin, Tenn. The move represents an investment of some \$18.25 million and will bring approximately 200 jobs to Williamson County, just south of Nashville. All departments will be relocating, including sales, marketing, IT, human resources, communications, parts and services, product planning, dealer operations, finance and legal.



### WEST VIRGINIA

■ West Virginia-based **Revelation Energy LLC** and its affiliate, **Blackjewel LLC**, have filed for Chapter 11 bankruptcy, citing declining demand for thermal and metallurgical coal, decreased commodity prices and the burden of stringent government oversight in addition to increased competition from natural gas and renewable energy. The company, one of the nation’s largest coal producers, employs approximately 1,100 workers across mines in Kentucky, Virginia and West Virginia and another 600 in Wyoming mines. According to the bankruptcy filing, the company’s estimated liabilities are between \$100 million and \$500 million.

### INDIANA

## NATION'S FIRST PLASTICS-TO-FUEL FACILITY BEING BUILT IN INDIANA

**BRIGHTMARK Energy**, a San Francisco-based waste and energy development company, is building the nation’s first commercial-scale plastics-to-fuel plant in Ashley, Ind.

The 112,000-s.f. plant will utilize a process that sustainably recycles waste that has reached the end of its useful life – including items that cannot readily be recycled, like plastic film, flexible packing and Styrofoam – directly into useful products like fuels and wax.

“More than 91% of the 33 million tons of plastic produced in the U.S. each year is not recycled,” said Brightmark Energy CEO Bob Powell. “These products end up sitting in landfills for thousands of years or littering our communities and waterways. This technology offers a tremendous opportunity to combat a major environmental ill and create positive economic value in the process.”

The facility will convert approximately 100,000 tons of plastics into over 18 million gallons a year of ultra-low sulfur diesel and naphtha blend stocks and nearly 6 million gallons a year of commercial-grade wax each year. **BP** will purchase the fuels produced by the facility and **AM WAX** will purchase the wax.

Last month, Brightmark closed a \$260 million financing package for the construction of the plant, which includes \$185 million in Indiana green bonds. As part of the financing closure, Brightmark became the controlling owner of **RES Polyflow**, the Ohio-based energy technology company that innovated the process for converting plastics directly into transportation fuel and other products.



*Brightmark's new facility in Ashley, Ind., will recycle plastic waste to be used for products like fuel and wax.*

### TENNESSEE

## BOOKKEEPING COMPANY TO HIRE 450 FOR NEW ACCOUNT MANAGEMENT HQ

**PILOT.com Inc.**, a software-based bookkeeping company, has announced plans to locate its account management headquarters in Nashville, creating more than 450 new jobs over the next five years.

Founded in 2017 in San Francisco, Pilot.com provides bookkeeping solutions for startups and small businesses. The company specializes in freeing up founders and CEOs of companies from the process of keeping their company’s books by providing software-based bookkeeping and customer support services to its clients.

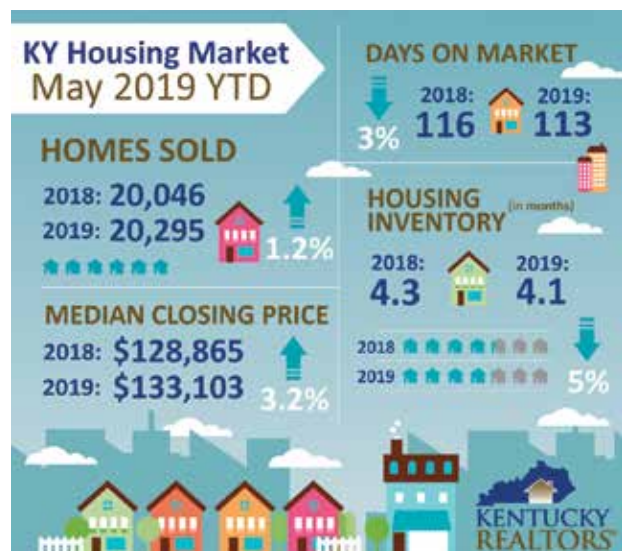
Pilot.com’s new office will house its finance operations and customer support teams. The company also plans on growing its base of software engineers at the facility.

Pilot.com attributed its decision to locate in Nashville to the city’s growing tech and startup scene, coupled with a strong group of accounting professionals stemming from the city’s accounting and financial management schools.

“Nashville was always at the top of our list of candidate locations for a second office,” said Pilot.com founder Jessica McKellar. “The city has great schools, attracts incredible, diverse talent, and is making smart investments to support its burgeoning startup scene.”

## KENTUCKY'S HOT REAL ESTATE MARKET

In May, the number of available homes for sale in Kentucky reached its lowest point in six years. In fact, based on recent figures from the Kentucky REALTORS, if no more homes were placed on the market in Kentucky, it would take only 3.1 months to sell everything in the inventory. Right now, the commonwealth's housing supply just can't keep up with the increasing demand, leading to rising prices. Economists say a healthy housing market has about a six-month inventory level.



**Housing Inventory** - In this representation, this is the estimated amount of time it would take to sell all homes currently on the market statewide.

**Days on Market** - This is the average number of days a home will be for sale statewide.

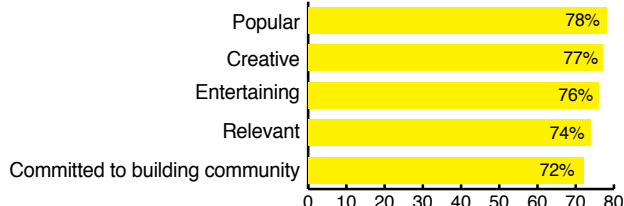
**Median Closing Price** - The middle price in the entire range of home prices in the distribution statewide.

Source: Kentucky REALTORS

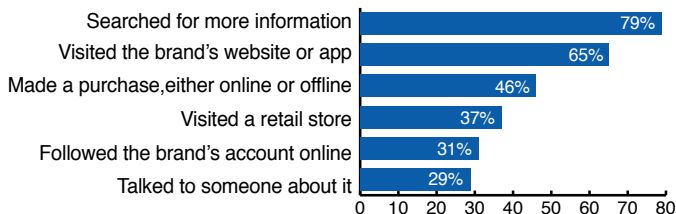
## THE INSTAGRAM IMPACT

There's no question that social media has drastically changed how marketing is done. And – at least for today – if your company doesn't have a presence on Instagram, you may be losing customers. A study commissioned by Facebook of more than 21,000 people ages 13-64 across 13 countries revealed the following consumer insights:

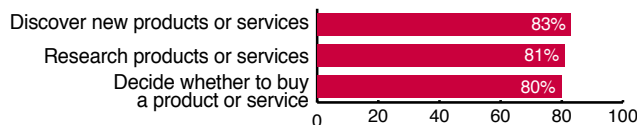
### RESPONDENTS SAY THEY PERCEIVE BRANDS ON INSTAGRAM AS BEING:



### AFTER SEEING A PRODUCT OR SERVICE ON INSTAGRAM, PEOPLE SURVEYED SAID THEY TOOK THE FOLLOWING ACTION:



### RESPONDENTS SAID INSTAGRAM HELPS WITH THE FOLLOWING:



Source: ClickZ.com/Facebook

## EDUCATION IN KENTUCKY: IMPROVING BY DEGREES

A new report from the Kentucky Council on Postsecondary Education shows that Kentuckians attaining postsecondary degrees and credentials has increased 11.4% over the last five years. The state's most significant gains were made in closing the achievement gaps for underrepresented minority students, with that group's attainment statistics rising 23% over the last five years. STEM (science, technology, engineering and math) was the area of study with the largest growth in awards, with a five-year increase of 45.4% at the undergraduate level and an increase of 85.3% at the graduate level.

KENTUCKY'S DEGREE AND CREDENTIAL PRODUCTION, 2013-2019

	2013-14	2014-15	2015-16	2016-17	2017-18	5-year Change
Short-Term Certificates	22,325	20,690	21,461	24,953	26,405	18.3%
Associate	10,846	10,789	10,665	10,867	10,652	-1.8%
Bachelor's	21,634	22,041	22,799	23,189	23,666	9.4%
Graduate Certificate	491	462	542	498	575	17.1%
Specialist	166	234	322	412	416	150%
Master's	8,161	8,108	8,121	8,274	9,114	11.7%
Doctorate	1,858	1,804	1,919	1,953	2,110	13.6%
<b>Total</b>	<b>65,481</b>	<b>64,128</b>	<b>65,829</b>	<b>70,146</b>	<b>72,936</b>	<b>11.4%</b>

Source: Kentucky Council on Postsecondary Education



# CORPORATE MOVES

New leadership for Kentucky businesses

## BIG MOVES

■ **Christopher W.D. Jones** has been named co-chair of the business services department in the law firm of Bingham Greenebaum Doll LLP.



*Christopher W.D. Jones*

■ McBrayer PLLC has added seven attorneys from the Louisville law firm of Reed Weitkamp Schell & Vice PLLC to expand its reach in the Louisville market. Joining McBrayer are: **Ivan J. Schell, Alan D. Pauw, Maria C. Doyle, Michael W. Oyler, Trevor L. Earl, Ridley M. Sandidge Jr. and Maxine E. Bizer.**



*Ivan J. Schell*



*Alan D. Pauw*



*Maria C. Doyle*



*Michael W. Oyler*



*Trevor L. Earl*



*Ridley M. Sandidge Jr.*



*Maxine E. Bizer*

## PROMOTED LISTINGS

## AGRICULTURE

■ **Brian McCawley** has been named senior vice president of sales for Nicholasville-based Alltech Inc.

## ARCHITECTURE/ENGINEERING

■ **Mitch Long** has been named vice president of Lexington-based GRW. **Cory Sharrard** has joined the firm as director of mechanical engineering.



*Mitch Long*



*Cory Sharrard*

■ **Bob Haffermann** has been named managing principal of Louisville-based K. Norman Berry Associates Architects.

## ARTS

■ **Jeff Worley** has been named as Kentucky's poet laureate for 2019-2020.

■ **Lori Halligan** has joined the Living Arts and Science Center in Lexington as executive director.

## BANKING/FINANCE

■ Community Trust Bank has announced the following appointments: **Kim Boggs** – recovery manager, vice president; **Donna D. Smith** – vice president; **Betty Cameron Frederick** – market president, Mt. Vernon; **Joe Anderson** – collections department manager, vice president; **Dale Taulbee** – assistant vice president, business banking, Versailles/Frankfort/Georgetown market; and **David Akers** – market vice president, Pikeville.



*Kim Boggs*



*Donna D. Smith*



*Betty Cameron Frederick*



*Joe Anderson*



*Dale Taulbee*



*David Akers*

■ **Zachary Moore and Mike Feldman** have joined Traditional Bank in Frankfort as senior vice president commercial loan officer.



*Zachary Moore*



*Mike Feldman*

■ **Nicole Record** has joined Community Trust and Investment Co. as a relationship officer for private wealth services. **Lee R. Topley** has joined the company's wealth and trust management team as vice president, business development officer.



*Nicole Record*



*Lee R. Topley*

■ Traditional Bank has announced the following appointments: **Richard Fuller** – senior vice president; **Chuck Redwine** – senior vice president; **Mark Steger** – assistant vice president; and **Erin Soard** – assistant vice president.



*Richard Fuller*



*Chuck Redwine*



*Mark Steger*



*Erin Soard*

## COMMUNICATIONS

■ Windstream has named **Stephanie Bell** as vice president for government affairs in Kentucky.



*Stephanie Bell*

## ECONOMIC DEVELOPMENT

■ **Beth Avey** has been named vice president of operations for the Knox Regional Development Alliance.



*Beth Avey*

## EDUCATION

■ **Shannon Gilkey** has been named vice chancellor of academics and workforce development for the Kentucky Community and Technical College System.



*Shannon Gilkey*

■ **Justin "Jay" Miller** has been named dean of the College of Social Work at the University of Kentucky.

■ **Bonita J. Brown** has been named vice president and chief strategy officer for Northern Kentucky University.



*Bonita J. Brown*

■ **Michelle Carter** has been named campus director for Bluegrass Community and Technical College's Danville campus.

■ **Adrijana Kowatsch** has been named vice president of development and external relations for Gateway Community and Technical College in Florence.



*Adrijana Kowatsch*

■ **John Norton Williams Jr.** has been named interim president of Transylvania University in Lexington. He succeeds **Seamus Carey**, who has been named president of Iona College in New York.



*John Norton Williams Jr.*

■ **Jennifer Dugan** has been named dean of the College of Arts and Sciences at the University of Pikeville.

■ **Jennifer D. Greer** has been named dean of the University of Kentucky College of Communication and Information.



*Jennifer D. Greer*

■ **Kevin J. Brown** has been elected president of Asbury University. Brown succeeds **Sandra C. Gray**, who has retired.



*Kevin J. Brown*

■ **Joseph L. Chillo** has been named president of Thomas More University.

■ **Alex McAllister** has been named associate dean of Centre College.

■ **Matthew Saderholm** has been named Berea College's new dean of faculty.

## FOOD/SPIRITS/ HOSPITALITY

■ **Chris Turner** has joined Louisville-based Yum! Brands Inc. as chief financial officer.

## GOVERNMENT

■ **Duane S. Curry** has been named deputy commissioner of the Kentucky Department of Housing, Buildings and Construction.

■ **Wayne West** has been appointed county judge-executive for McLean County.

■ **Andrew English** has been named general counsel for the Kentucky Office of the Auditor of Public Accounts.

■ **Lana Gordon** has been appointed as the new commissioner of the Kentucky Department of Workforce Investment.

■ The Kentucky Cabinet for Health and Family Services has announced the following appointments: **Christina (Mora) Dettman** – executive director of public affairs; **Jordan Rowe** – director of strategic communications; **Doug Hogan** – director of employee engagement and internal communications; **Jim Musser** – director, Office of Legislative and Regulatory Affairs; **David Wu** – director, process improvement and business innovation; Dr. **Judy Theriot** – medical director, Department for Medicaid Services; **Genevieve Brown** – chief of staff, Department for Medicaid Services; **Jessica Brown** – executive advisor for Family First Prevention Services Act, Department for Community Based Services; **Pamela S. Wright** – executive advisor, Office of Health Policy and Data Analytics; **Robin O'Neil** – special assistant, Office of Legal Services; **Kathleen Hines** – executive advisor, Office of Health Data and Analytics; **Kelly Alexander** – executive advisor, Department of Public Health; and **Devon McFadden** – director, Division of Prevention and Quality Improvement.

## HEALTH CARE

■ **Leigh Ann Barney** has been named president and CEO of Louisville-based Trilogy Health Services. She succeeds **Randall Bufford**, who will be transitioning to the role of chairman of the board, effective Oct. 1.

■ **Nancy Galvagni** has been named president and chief executive officer of the Kentucky Hospital Association.

■ **Gregory W. Goins** has been named director of the Lexington VA Health Care System.



*Chris  
Turner*



*Duane S.  
Curry*



*Andrew  
English*



*Randall  
Bufford*



*Nancy  
Galvagni*

## INSURANCE

■ **Robert Hardy** has been named chief executive officer of Frankfort-based Investors Heritage Life Insurance Co. Hardy succeeds **Harry Lee Waterfield II**, who is now vice chairman. **Raymond Carr** and **John Frye** have been named co-presidents of the company.



*Robert  
Hardy*



*Harry Lee  
Waterfield II*

## LEGAL

■ **Forrest Ragsdale** has joined Frost Brown Todd as a member of the firm.



*Forrest  
Ragsdale*

■ **Andrew Noland** has joined Stites & Harbison's Louisville office as part of the firm's real estate service group.

■ **Travis Armstrong** has been promoted to chief operating officer of the Bowling Green firm of English, Lucas, Priest & Owsley.



*Travis  
Armstrong*

■ **Cassandra Welch** has joined Stites & Harbison's Covington office as part of the firm's construction service group.

## LOGISTICS

■ **Jon Haselwood** has joined Louisville-based Road & Rail Services Inc. as assistant vice president commercial.

## MEETINGS/CONVENTIONS

■ **Blake Henry** has been named general manager of the Kentucky International Convention Center in Louisville.

## NONPROFIT

■ **Shari A. Baughman** has joined Louisville-based Supplies Over Seas as director of development.



*Shari A.  
Baughman*

## REAL ESTATE

■ **David Woods** has been promoted to vice president of finance and operations for Lexington-based NAI Isaac.



*David  
Woods*

## TECHNOLOGY

■ **Kurt Guenther** has joined Paducah-based Computer Services Inc. as president of the business solutions group.



*Allen  
Waugerman*

■ **Allen Waugerman** has been named president and chief executive officer of Lexington-based Lexmark.

## TOURISM

■ **Chris Fugate** has been promoted to park manager of Buckhorn Lake State Resort Park.

■ **Rachel Collier** has joined the Kentucky Derby Museum in Louisville as director of communications.



*Rachel  
Collier*

■ **Chris Cary** has been named park manager of Mineral Mound State Park.

■ **Sean Preston** has been named president and chief executive officer of the National Corvette Museum in Bowling Green.



*Sean  
Preston*

## UTILITIES

■ **David Farrar** has been appointed vice president of operations for Kentucky American Water Co.



*David  
Farrar*

## OTHER

■ **Markus Augeneder** has been named chief executive officer of international for Louisville-based Material Handling Systems Inc.

■ **Roger D. Shannon** has been appointed chief financial officer and treasurer of Charah Solutions Inc., a Louisville-based provider of environmental and maintenance services to the power generation industry.



*Roger D.  
Shannon*

## DEPARTURES

■ **Linda Edwards** has retired as executive director of business development, sales and marketing for Kentucky Venues in Louisville.



*Linda  
Edwards*

■ **Scott Colosi** has retired as president of Louisville-based Texas Roadhouse.

■ Centre President **John Roush** has announced that he will retire June 30, 2020.



*John  
Roush*

■ **David Karem** has retired as president of Waterfront Development Corp. in Louisville.



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# ON THE BOARDS

*Kentuckians named to organizational leadership roles*

## AMERICAN ASSOCIATION OF COLLEGES OF PHARMACY

■ **Dr. Kimberly Daugherty**, an assistant dean and professor at the Sullivan University College of Pharmacy and Health Sciences, has been elected chair of the American Association of Colleges of Pharmacy Assessment Special Interest Group.



*Kimberly Daugherty*

## COMMUNITY TRUST BANK

■ **Anne Gay Donworth** and **James M. Schrader** have been named to the Community Trust Bank advisory board for the Lexington market. Donworth is the director of development for the Lexington Public Library Foundation and a partner of Scarteen Stud LLC, a Scott County Thoroughbred breeding and boarding operation. Schrader is the owner of Schrader Commercial Properties LLC, a full-service commercial real estate firm.



*James M. Schrader*

## CONSUMERS' ADVISORY COUNCIL

■ **John Paul Vincent** has been appointed as a member of the Consumers' Advisory Council. Vincent, of Dayton, is a realtor.

## KENTUCKY AGRICULTURAL DEVELOPMENT BOARD

■ Flemingsburg business owner **Matthew Russell Hinton** has been appointed as a member of the Agricultural Development Board.

## KENTUCKY AMERICAN WATER

■ **Dave Adkisson**, Dr. **Karen Hill** and **Glenn Leveridge** have joined the board of directors of Kentucky American Water. Adkisson is president and chief executive officer of the Kentucky Chamber of Commerce. Hill is chief operating officer and chief nursing officer for Baptist Health Lexington. Leveridge is president of Central Bank's Winchester market.



*Dave Adkisson*



*Karen Hill*



*Glenn Leveridge*

## KENTUCKY BAR ASSOCIATION

■ **J. Stephen Smith** has been named to serve as president of the Kentucky Bar Association for a one-year term. Smith, of Fort Mitchell, is an attorney with Graydon.



*J. Stephen Smith*

## KENTUCKY BOARD OF ARCHITECTS

■ Architects **Anne St. Aignan Muller**, of Louisville, and **Lawrence W. Brandstetter**, of Lexington, have been appointed as members of the Kentucky Board of Architects.

## KENTUCKY BOARD OF NURSING

■ **Adam Wayne Ogle** and **Carl H. Vinson**

have been appointed as members of the Board of Nursing. Ogle, of Paducah, is a registered nurse. Vinson, also of Paducah, is an emergency room licensed practical nurse.

## KENTUCKY COMMUNITY AND TECHNICAL COLLEGE SYSTEM

■ **Gail R. Henson** has been named chair of the Kentucky Community and Technical College System board of regents. Henson is retired from Bellarmine University, where she was a professor and past chair of the Department of Communication.

## KENTUCKY COUNCIL ON POSTSECONDARY EDUCATION

■ **Onyejindu Oleka**, **Brandon Kyle Wilson** and **Kristi P. Nelson** have been appointed as members of the Kentucky Council on Postsecondary Education. Oleka, of Louisville, is a chief of staff for State Treasurer Allison Ball. Wilson, of Cunningham, is a farm manager. Nelson, of Union, is an attorney.

## KENTUCKY FINANCIAL INSTITUTIONS BOARD

■ **Gwendolyn C. Collins** has been appointed as a member of the Kentucky Financial Institutions Board. Collins, of Lexington, is a retired financial consultant.

## KENTUCKY FISH AND WILDLIFE RESOURCES COMMISSION

■ **Jeffery Douglas Morgan**, of Morehead, has been appointed to the Kentucky Fish and Wildlife Resources Commission.

## KENTUCKY LAW ENFORCEMENT COUNCIL

■ **William Michael Coyle**, **Charles Edward Dills II**, **William C. Dieruf** and **Anthony J. Lucas** have been appointed to the Kentucky Law Enforcement Council. Coyle, of Berea, is a county sheriff. Dills, of Williamstown, is the Grant County judge/executive. Dieruf is the mayor of Jeffersonton. Lucas is the Independence police chief.

## KENTUCKY OIL AND GAS ASSOCIATION

■ The Kentucky Oil and Gas Association has announced its newest class of directors: **Reece Brown**, Stand Energy Corp.; **Harry Callicotte**, Harry D. Callicotte PLLC; **Wes Cate**, Eco-Energy LLC; **Stacey Dover**, Country Mark; **Doug Hyden**, Clean Gas Processing; **Bryan Reynolds**, Sullivan Mountjoy PSC; **Maurice Royster**, EQT Corp.; **Rudy Vogt**, Cumberland Valley Resources LLC; and **Jed Weinberg**, Clean Gas Inc. Members of the executive committee include: President – **Mark Hughes**, Hughes Land LLC; President-elect – **Maverick Bentley**, Diversified Gas & Oil PLC; Immediate Past President – **Maurice Royster**, EQT Corp.; Treasurer – **John Henderson**, Stoll Keenon Ogden PLLC.

## KENTUCKY PERSONNEL BOARD

■ **Beverly H. Griffith** has been appointed as a member of the Kentucky Personnel Board. Griffith, of Owensboro, is a retired attorney.

## KENTUCKY PUBLIC SERVICE COMMISSION

■ **Michael J. Schmitt** has been appointed as chairperson of the Public Service Commission.

Schmitt, of Paintsville, is a public service commission attorney.

## KENTUCKY STATE BOARD OF ELECTIONS

■ **James Lewis** has been appointed to the state board of elections. Lewis, of Wooten, is a retired county clerk.

## KENTUCKY STATE CORRECTIONS COMMISSION

■ **Louis Kelly** has been appointed as a member of the Kentucky State Corrections Commission. Kelly, of Union, is a commonwealth's attorney.

## KENTUCKY TEACHERS' RETIREMENT SYSTEM

■ **Frank Edward Collecchia** has been appointed as a member of the board of trustees of the Kentucky Teachers' Retirement System. Collecchia, of Louisville, is a part-time faculty member at the University of Louisville.

## KENTUCKY TOURISM DEVELOPMENT FINANCE AUTHORITY

■ **Kathryn M. Stocks**, **George Ward** and **Keith Jason Williams** have been appointed as members of the Tourism Development Finance Authority. Stocks, of Midway, is vice president of an analytical laboratory. Ward, of Lexington, is an administrator. Williams, of Bowling Green, is a purchasing agent.

## KENTUCKY WORKFORCE INNOVATION BOARD

■ **Patrick Murphy** has been appointed chair of the Kentucky Workforce Innovation Board. Murphy is workforce planning manager for United Parcel Service.



*Patrick Murphy*

## NORTHERN KENTUCKY CONVENTION CENTER CORP.

■ **Steven Louis Frank** has been appointed as a member of the Northern Kentucky Convention Center Corp. board of directors. Frank, of Covington, is a certified financial planner.

## REAL ESTATE APPRAISERS BOARD

■ Barbourville banker **Donald Corey Chesnut** has been appointed as a member of the Real Estate Appraisers board.

## SOUTHERN ASSOCIATION OF STATE DEPARTMENTS OF AGRICULTURE

■ Kentucky Agriculture Commissioner **Ryan Quarles** has been elected president of the Southern Association of State Departments of Agriculture (SASDA) for 2019-2020.



*Ryan Quarles*

## SOUTHEASTERN CONFERENCE

■ University of Kentucky President **Eli Capilouto** has been named president of the Southeastern Conference.



*Eli Capilouto*

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# LANE ONE-ON-ONE

Kentucky's leaders express their opinions



## Terry E. Forcht

Terry E. Forcht is founder, chairman and CEO of Forcht Group of Kentucky, which encompasses 93 companies. A native of Louisville, Forcht earned his Bachelor of Finance and Juris Doctorate degrees from the University of Louisville and an MBA from the University of Miami (Fla.) He taught in the Cumberland College (now University of the Cumberlands) Commerce Department then opened a law practice in Corbin and later built Hillcrest Nursing Home in Corbin in 1972. In 1985, he and a group of investors founded Tri-County National Bank, which has grown to 26 Forcht Banks with assets of \$1.2 billion. Forcht serves on the Kentucky Economic Development Partnership Board and has numerous awards, including the Boy Scouts Bluegrass Chapter Daniel Boone Visionary Award, UofL College of Business Entrepreneurship Circle of Fame, and Kentucky Entrepreneur Hall of Fame. He and his wife, Marion, have been major contributors to institutions across the state.

## LEARN A BUSINESS, START SMALL, BE HANDS ON, TAKE YOUR TIME

Terry Forcht built a Kentucky group of 90-plus businesses one small-town step at a time

BY MARK GREEN

**Mark Green:** The Forcht Group today has 93 business entities spread across 12 divisions – by any measure a large business enterprise. How many employees do you have today and how has that number changed in the last five or 10 years?

**Terry Forcht:** We have approximately 2,100 employees. It does vary with part-time people we're not counting in the 2,100. Employee numbers grow as we've acquired, but IT, particularly in banking, has cut down on the number. So employees have been holding pretty steady.

**MG:** People speculate about the value of the Forcht Group. The banking-sector numbers are available going through the FDIC (deposits were \$934.5 million and total assets were \$1.252 billion as of March 31, 2019), but do you make public your revenue or asset numbers for the group?

**TF:** The banking figures, of course, are public; we are (chartered as) a national bank and the largest private national bank in Kentucky with approximately \$1.2 billion assets. But we do not make any other figures public.

**MG:** You are 81, an age where nearly 100% of the population is retired, but you maintain a six-and-a-half-day, 60- to 70-hour a week schedule. How and why do you do that?

**TF:** Number one, people only work as much as (the example set for them) and if you're not around...I try to be around, six and seven days a week. It's good for one's health if you continue doing what you enjoy, and I enjoy working, enjoy getting up at 3:25 in the morning and reporting in at our Corbin office at about 5:30. Then, making the trip up here to Lexington. During the 90-mile drive I am continuously on the phone checking in with (division leaders) as I am heading north. You get a sense of utility that is very satisfying. I go to bed early, at 7. If I'm going to be out late, I generally take a nap and I'm pretty good at snoozing for 10 minutes.

**MG:** How do you manage your time and apportion your energy? Is there a lot of routine?

**TF:** Yes, it's been with me ever since growing up that you stay on a routine – you don't have to think about what you're going to do; you only worry if you can't get the routine accomplished by the time you set forth. I do have a routine in everything that I do and plan the routine. I don't look too far ahead. I have a calendar that goes through the year, but I make no real effort to plan out beyond maybe a week ahead, just a short time.

**MG:** The initial cornerstone of today's Forcht Group was a small legal practice with tax and real estate work in the 1960s.

**When you started, did you aspire to the growth outcome you have achieved today?**

**TF:** No. I just took it a step at a time and went about my routine. As a youngster I was always working jobs: delivering for drug stores, working in grocery stores, catching and selling night crawlers, operating concession stands in parks, delivering the weekly West End News in Louisville. I stayed busy and I like to save. I had an Avery book (at Avery Savings and Loan, acquired by Fifth Third Bank in 1982). I enjoyed working and saving.

**MG:** When you were growing, did you use financing or your own money as you grew?

**TF:** We did finance what we were buying. The first things were single-dwelling houses; we'd have the down payment and borrow the mortgage. We stayed within what we could handle, always paid on every loan every month and still do; set it up so it amortizes, and that lets you know right away whether you're doing good with what you're engaged in. We started with that, then continually added to the dollar volume and the bank loans and other loans we took out.

**MG:** Under what circumstances would you advise a business leader to use financing for growth and/or operations?

**TF:** You want to be very selective in what you're financing and have a backup to help pay the loan if you get behind in the business you are involved in. You want to have a good down payment and make a payment on that loan every month rather than just borrowing to be borrowing with no payback schedule.

**MG:** Is banking your biggest and most significant sector?

**TF:** It probably is by volume. I worked at the Federal Reserve Bank of St. Louis branch in Louisville when I was going through night law school at the University of Louisville. I've always enjoyed banking and understand that well. Health care is the other sector we have a lot of volume in – operating nursing homes and things attached to it. But the thing I like best is banking.

**MG:** Do you, or does the Forcht Group, ever take investment positions in other people's businesses?

**TF:** Short answer, no. We like to operate what we have in the way of ownership. If you're into (investment positions in) other companies, then you may not have the same control that you would have. We do invest occasionally in other companies by buying stock that is listed

on exchanges. But we do not operate in conjunction with anyone else; when we have a shareholder's meeting, we know what the outcome is going to be.

**MG: You have made a lot of acquisitions over the years. What are your essential elements of due diligence in evaluating a company being considered for acquisition?**

**TF:** We see if it would fit our premise of maintaining the lines of communication with companies; we basically stay in Kentucky. We occasionally have gone outside Kentucky with acquiring a bank – we acquired one in Ohio recently – and we've acquired a radio station or two in Indiana and Illinois, but we want to be able visit what we own within as short a drive as possible. Also, cash flow is very important. We have to figure out if this is going to pay for itself; we look at earnings and cash flow, the monies coming in.

And most important, we look at management to see if they would have an opportunity with us, and if they would like to stay with us.

**MG: Businesses generate wide varieties of cash flow – the grocery business is 1.5% while others can be 50% or more. Do you have a threshold cash flow number for a potential acquisition, or does it just have to be able 'to pay for itself'?**

**TF:** That's the main thing, to pay for themselves. We look (for a price) in the area of six to 12 times earnings. In other words, we'd like to pay for something within six years or at the most 12 years when we're acquiring (a business). Real estate would be longer, of course. If something has a lot of real estate then there may be a longer cash flow than if it's an operating situation like in radio stations or something like that.

**MG: What portion of potential acquisitions do not make it through your screening process?**

**TF:** We stay with things that will fit within our organization, and we pass on very competitive types of businesses; restaurants for example. Most of what we have is banking, health care, insurance, finance company locations; for these you either have to have a charter or certificate of need, and that eliminates entry into the business (by many competitors). Pure competition does not appeal to us as much as having limited entry into a category.

**MG: Would you explain the process you refer to as "base lining" to grow business?**

**TF:** Base lining is basically when your businesses buy something, you think, 'Can we do that cheaper for ourselves?' And maybe by some type of setup we can both

sell retail and serve ourselves. It works both ways, running the base line. For example, once we had ongoing activity in the nursing homes and banking, and we find it's true in insurance, we were constantly getting furniture and renewing situations. So we developed a retail store here in Lexington (My Favorite Things provides furniture, home décor and interior design services) that sells to the public and we use that for refurbishing our needs or setting up new locations. We just recently opened a branch in St.

Matthews in Louisville and (My Favorite Things) was part of that. They were part of our acquisition of a bank branch in Ohio in the last few months.

**MG: Before entering business, you had a business bachelor's degree, an MBA in finance, a law degree, and you'd taught college business classes. Was your training essential to the success you have experienced?**

**TF:** Yes. The training has been very helpful. By the time I got out of law



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school, I was 26 and we had four children and teaching was something that appealed. I registered with an agency that sent me an opportunity in Wisconsin and one in Williamsburg, Kentucky. We visited both and thought Williamsburg was a good place to start. It was a small town and I got to know the people, and that was really a cornerstone of opportunity for us, the people that you meet along the way.

I was teaching and had a law degree and an MBA, and I did a lot of tax preparation work on the side. That introduced me to several businesspeople who didn't like to worry about taxes or contracts or regulations, and that opened up opportunity. I'm a great believer in partners. I did that a lot in the business, but eventually if you stay in long enough you buy the partners out. That has worked well for us.

**MG: Do you do anything differently that has led to a greater business success than most people experience?**

**TF:** I think so. When you talk about starting a business, a lot of people have an idea they want to do or something that appeals to them and they start looking for backers, angel investors, some of the other things you can do. They want to get in with having stockholders and things like this.

We chose the route of trying to start small and work our way along. You have a partner occasionally who knows more than you do about the business, but you can help them with some things they need to know. But again it's on a small scale. That works better than the approach of, 'Oh, I've got an idea for a great new software' and then going out and raising a couple million dollars to get this thing underway – which you might have to if you are in some businesses in which an entry situation would require a lot of money.

The businesses that I have operated, we have made the entry by what we can afford to put down payments on and working from there and not wanting to hit a homerun. Success comes from focusing on steady income that comes from whatever needs your attention at the particular time and not trying to be too big.

**MG: You have contributed money to entrepreneurship education at the University of Louisville and University of Kentucky and donated to the University of the Cumberlands. Regarding entrepreneurship and business, what general advice do you give?**

**TF:** My track is that you start with learning whatever it is you want a business to do. Going to school is one way you learn, and

you learn by attending seminars. But you learn the most by doing. I like to use the example of a basketball game. I'd rather go to Rupp Arena and sell popcorn than watch a basketball game. You make money when you're selling the popcorn. You're paying money when you're watching the ball game; I've never seen Coach Cal come up in the stands and give everybody \$50 or \$100.

You want to participate as an entrepreneur to gain experience, and experience can come from many different areas. You probably learn as much working at McDonalds as going to any type of school or seminar; you're dealing with people and seeing what has to be done to make an operation a success.

My advice is to get in and learn what you're seeking to do and then see if you can do it on a small scale rather than involving a lot of outside capital and business partners who want to tell you what to do. You should have a thing you feel strongly about and start small.

**MG: Many entrepreneurs have very good business ideas, but how does someone assess whether or not they can execute an idea as a business? Is this part of what you're saying with your advice to start small and do it yourself?**

**TF:** Yes, I think so. You don't start in a small business at the top and hope to get people to do the work. If you have an idea, you will be better off working that idea yourself in the beginning and then begin to add people and rise with the information and hard work that goes with you and other people. You can't start at the top.

**MG: You have tracked business and the economy closely for decades. What means do you use, and are there key metrics or activities you find most important to track?**

**TF:** Yes. I faithfully read the *Wall Street Journal*, every day. And *Barron's* and other financial publications. I listen to talk radio when I'm not making phone calls when I'm driving. I listen to books on CD and get ideas there. I watch certain indicators: the Dow Jones and Standard & Poor's stock market averages, reports of the economy, on employment and things like this. But they don't necessarily apply to someone in our (Main Street) position; there is an old saying, "Wall Street failed, but we didn't realize it." We have a smaller type of situation. Your business is not necessarily led by the bigger standards. You have to apply what has taken place in your particular sector. Oftentimes a good 'indicator' is just to be out and talk to people in different places. Maintain your habits of work and try to feed the other information back to what you're doing.

**MG: The current economic expansion is hitting a record length now at 10 years. Do you have a sense how long it might continue?**

**TF:** I don't really, but I think the expansion will continue. We've got good leadership in Washington with President Trump and in Frankfort with Gov. Bevin. It could go on for any length of time ... as long as we're not overextending ourselves, whether it's geographic, whether it's finances, whether it's getting outside what you really know how to do well. Be prepared; the Forcht Group was when we experienced the last downturn in '07/'08. The economy can continue on (if we do not overextend).

**MG: Kentucky enacted tax reforms in early 2018 to decrease its income tax and expand sales tax to more services. What is your view of what was done and do you recommend further changes in Kentucky's tax structure?**

**TF:** Kentucky is trying to be very attractive for business and has changed its tax structure for business. I recommend to look at the example of the state of Tennessee; it has no income tax. When you're starting or having a business and bringing personnel in, those people have to pay tax in Kentucky. Even though the economy is good, it makes it difficult sometimes on the individual. It would help if we could get rid of the income tax, through either replacing it with a consumption tax or another thing – if everyone wants to allow gambling (to tax it for public revenue), then that.

Another area is the Kentucky inheritance tax. Florida doesn't have any inheritance tax, so where do people go? They go to Florida and they spend years down there spending money. Gov. Bevin has said if we can get 2 million more people in Kentucky like Tennessee has and get them spending money, or if we could keep them in Kentucky, that works out well. These are things you have to look at, along with the incentives to bring business in. We're doing very well on bringing in businesses, but we can do more. Compare Louisville to Nashville as an example.

**MG: Although born and raised in Louisville, you went into business in a small town, Williamsburg, and have lived in Corbin nearly 50 years. Most of your business operations have been in smaller towns. What are the benefits of smaller towns?**

**TF:** There are benefits such as the amount of investment you have to make. If you're putting in a bank branch, which we did a lot of – about 10 – you don't have as much invested as you would if you went into Louisville and really wanted to be a player.



Administrative office in Corbin and Lexington. More than 70 companies listed here do business with the public. A few more operations work only with other Forcht entities.

#### Divisions

##### Financial Services

- Forcht Bank – 26 locations throughout 15 Kentucky community markets and in Cincinnati offering loans, mortgages, checking accounts and more.
- First Financial Credit – 20 locations in 20 Kentucky communities offering personal and other loan services.

##### Healthcare

- Nine health and rehabilitation centers in 9 southeastern Kentucky communities, Forcht Pharmacy in Corbin and Management Advisors in Hazard.

##### Insurance

- Four companies in two Kentucky cities provide property, life and disability coverage. Cumberland Valley Insurance Management in London is an employee benefits brokerage.

##### Retail

- My Favorite Things in Lexington retails furniture, unique gifts, home decor and interior design consultation.

##### Service

- Forcht Construction.

With a small town that meets your (business) profile, there is limited investment. And when you do get to know the people, you do a lot of personal activity – you give out ice cream and things like this. We believe in high school sporting activity and do this with our radio stations

and other things. You don't have as much competition to worry about with the Corbin high school team as you would with (marketing through) UK or UofL. You get to know the people, and it helps a lot; they give feedback to you.

**MG: Forcht Group has significant financial business operations. Is personal knowledge of customers more important in that sector and are you better able to achieve it in smaller towns?**

**TF:** I think so because you have more background (for business decisions). Even in Louisville versus Lexington, for example. Louisville has more neighborhoods as a result of ethnic groups that came in from different times – you have Germantown, Irish Hill and more – while Lexington is more homogeneous. If we go into a bigger town, we generally have to take a section that is our spot, that we want to compete for business in. Then in that section you want to work with the high school, work with the social clubs and things like that. You have a better opportunity to meet people in the small towns if you're a small business.

**MG: Many companies find the succession issue difficult to handle. How has the Forcht Group approached succession?**

**TF:** We have 11 grandchildren. We have run a 'boot camp' for them when they get out of high school and have brought them in for the summer; that is one way you try to interest people in that. We try to interest groups of people who are very successful within our company to have a succession attitude, and you just work it along. It's hard to say how succession is going to be when you get right down to it. We may eventually want to change our way of

doing business and rather than being a private company become more public – and when you say "public," you are saying listed on one of the exchanges like the NASDAQ. That is an option. But it's hard. Many companies I've looked at have found it to be difficult. We just have to continuously keep it in mind. I'd like to think I'm going to live a few more years. We're happy with the people we've got right now. We do have to do a little more thinking in that area, and we will.

**MG: Do you have a closing statement?**

**TF:** If you're interested in entrepreneurship and starting a business, work in that area. Have something to offer people who are in that area. For example, I had a coal partner and he knew more about coal than most people have forgotten, but he didn't like the taxes and contracts and legal work. Later I partnered with a doctor who was interested in going into health care, nursing homes, etc., and there is a lot of legal work involved there. If you're interested, a good way is to prepare yourself to offer something to people who are in the business that you feel like you would like to get into.

It can be any type of thing, mechanics, anything you want to start. Work in what you are interested in – hands on – and take your time. Find something that people really need in that particular industry and make acquaintances. Start small and try to keep your ownership. ■



*Mark Green is executive editor of The Lane Report. He can be reached at [mark@lanereport.com](mailto:mark@lanereport.com).*

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**[GLI]**

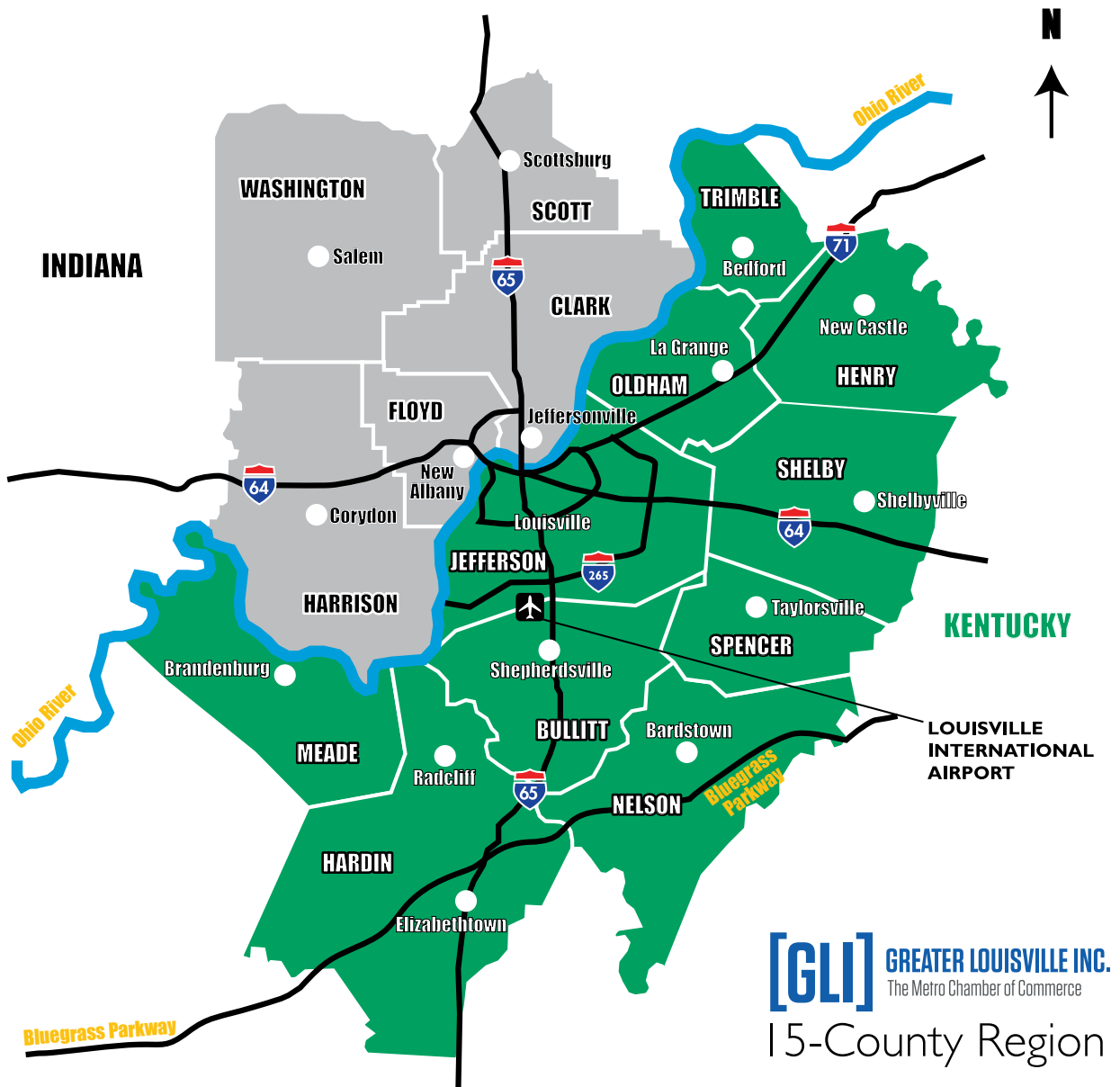
**GREATER LOUISVILLE INC.**

**2019 NATIONAL  
CHAMBER OF THE YEAR**

BY THE ASSOCIATION OF CHAMBER OF COMMERCE EXECUTIVES

**#OURCHAMBER**





## Population

	Actual				Estimates			
	1980	1990	2000	2010	2016	2018	2020	2025
<b>Bullitt (Ky.)</b>	43,346	47,567	61,236	74,319	79,151	81,069	83,186	87,470
<b>Clark (Ind.)</b>	88,838	87,777	96,472	110,232	109,481	117,360	119,944	124,984
<b>Floyd (Ind.)</b>	61,205	64,404	70,823	74,578	72,977	77,781	78,826	80,355
<b>Hardin (Ky.)</b>	88,917	89,240	94,174	105,543	107,316	110,356	112,494	118,413
<b>Harrison (Ind.)</b>	27,276	29,890	34,325	39,364	40,474	40,350	40,636	42,091
<b>Henry (Ky.)</b>	12,740	12,823	15,060	15,416	15,747	16,106	15,617	15,514
<b>Jefferson (Ky.)</b>	685,004	665,123	693,604	741,096	773,163	770,517	790,010	815,058
<b>Meade (Ky.)</b>	22,854	24,170	26,349	28,602	30,035	28,715	27,395	26,780
<b>Nelson (Ky.)</b>	27,584	29,710	37,477	43,437	47,456	45,851	47,473	49,702
<b>Oldham (Ky.)</b>	27,795	33,263	46,178	60,316	68,927	66,470	69,419	74,806
<b>Scott (Ind.)</b>	20,422	20,991	22,960	24,181	25,470	23,878	23,507	23,664
<b>Shelby (Ky.)</b>	23,328	24,824	33,337	42,074	47,859	48,518	49,988	54,637
<b>Spencer (Ky.)</b>	5,929	6,801	11,766	17,061	20,856	18,794	19,451	21,069
<b>Trimble (Ky.)</b>	6,253	6,090	8,125	8,809	9,240	8,515	8,673	8,554
<b>Washington (Ind.)</b>	21,932	23,717	27,223	28,262	29,533	27,943	30,015	30,436
<b>Totals</b>	<b>1,163,423</b>	<b>1,166,390</b>	<b>1,279,109</b>	<b>1,413,290</b>	<b>1,477,685</b>	<b>1,482,223</b>	<b>1,516,634</b>	<b>1,573,533</b>

Sources: Kentucky State Data Center, University of Louisville; STATS Indiana-Population Projections; U.S. Census Bureau: State and County QuickFacts and stats.indiana.edu



**County Seat:** Louisville

Greg Fischer, mayor  
louisvilleky.gov

**Estimated 2019 population:**

770,517

**No. of households:**

309,888

**Median household income:**

\$52,237

**Louisville Forward:**

Mary Ellen Wiederwohl, chief  
louisvilleforward.com

**Metro Council:** President David James, Jessica Green, Barbara Shanklin, Keisha Dorsey, Barbara Sexton Smith, Donna Purvis, Paula McCraney, Brandon Coan, Bill Hollander, Pat Mulvihill, Kevin Kramer, Rick Blackwell, Mark Fox, Cindi Fowler, Kevin Triplett, Scott Reed, Markus Winkler, Marilyn Parker, Anthony Piagentini, Stuart Benson, Nicole George, Robin Engel, James Peden, Madonna Flood, David Yates, Brent Ackerson



Greg  
Fischer



Mary Ellen  
Wiederwohl

## The place that has it all

ONE of the "Top Cities to Visit in 2019" by TripAdvisor; a "Top 10 City Where Manufacturing Is Thriving," by *Forbes*; one of the "Top 5 Hip Cities," according to *Jetsetter*, and the list goes on. Louisville earns its national accolades the old-fashioned way: by government and civic organizations communicating and working together for the good of everyone. For the fifth year in a row, Louisville Forward was recognized by *Site Selection* magazine as a "Top Economic Development Group."

Last November, Mayor Greg Fischer announced that Louisville had once again been ranked a top digital city in the country by the Center for Digital Government. Third, in fact, just behind Los Angeles and San Diego. Last year, the city made improvements in disaster security and business continuity, replaced the city's primary work order and service request system, expanded WiFi hotspots and developed a plan to enhance residents' access to technology. The Digital Inclusion Plan is an effort to eliminate the digital and economic divides in the community. The program focuses on improving connectivity, teaching digital skills to those who particularly need to use the internet to secure jobs, and providing hardware to residents in typically underserved neighborhoods.

As just one example of booming business in Jefferson County, Piston Automotive announced in April an investment of \$1.5 million to expand its Louisville operation. The auto components supplier will install a new production line and create 50 more full-time jobs.

For visitors and locals, there's no shortage of attractions and events throughout the county, throughout the year. Tourist dollars have made possible close to 28,000 jobs in the hospitality industry.



Jefferson County is one of the top emerging markets in the United States. The metro area is progressive and affordable, full of diverse neighborhoods and housing options. Its job market is expanding rapidly.

## BULLITT COUNTY, KY.

### Sustainability, beauty and wildlife

BULLITT County Public Schools was one of five Kentucky organizations to receive the 2019 ENERGY STAR Award by the EPA and U.S. Department of Energy. Last year, the school system saved more than \$930,000 in energy costs.

Additionally, Bernheim Arboretum and Research Forest created a new staff position this year, director of conservation, as it celebrates its 90th anniversary. This spring, three "Forest Giants" were sculpted by Danish artist Thomas Danbo out of reclaimed wood and have "made for record-breaking attendance at the Forest here in Bullitt County," said Troy Beam, executive director of Shepherdsville/Bullitt County Tourism. Tourism generated \$96,657,551 in direct tourist spending and supported 1,732 jobs, according to the latest report in 2017. Top attractions include Knobs State Forest and wildlife management area, and the six stops on the Bullitt County Wine & Whiskey Trail (Jim Beam American Stillhouse, Four Roses Warehouse & Bottling and four wineries). Shepherdsville is the trailhead of the Kentucky Bourbon Trail tour.



**County Seat:** Shepherdsville; Curtis Hockenbury, mayor; shepherdsville.net

**Estimated 2019 population:** 81,069

**No. of households:** 29,014

**Median household income:** \$59,917

**Bullitt County Chamber of Commerce:**

Anita Stump, executive director; bullittchamber.org

**Bullitt County Economic Development Authority:**

John Snider, executive director; gobullittky.com

**Shepherdsville/Bullitt County Tourism:**

Troy Beam, executive director; travelbullitt.org

**Judge-Executive:** Jerry Summers; bullittcountyc.com

## CLARK COUNTY, IND.

### New business, thriving culture

THE River Ridge Commerce Center along the Ohio River in Jeffersonville is getting a new tenant this summer, DENSO Products and Services Americas (DPAM), which is part of DENSO Corp., an automotive supplier with global headquarters in Japan and North American headquarters in Southfield, Mich. DPAM is investing \$9.5 million for the distribution facility in Clark County.

Jeffersonville's arts and cultural district started 2019 with a new name, NoCo, due to its location north of Court Avenue. NoCo is a 22-acre area of colorful creativity and artistic expression for the entire community. For outdoor enthusiasts, Clarksville is officially on the Lewis and Clark National Historic Trail, thanks to the trail's 1,200-mile extension, completed in March, as part of the John D. Dingell Jr. Conservation Management and Recreation Act.



**County Seat:** Jeffersonville; Mike Moore, mayor; cityofjeff.net

**Estimated 2019 population:** 117,360

**No. of households:** 43,657

**Median household income:** \$52,834

**One Southern Indiana Chamber & Economic Development:**

Wendy Dant Chesser, president/CEO; lsi.org

**River Hills Economic Development**

**District & Regional Planning Commission:**

Jill Saegesser, executive director; riverhills.cc

**Clark-Floyd Counties Convention & Tourism Bureau:**

Jim Epperson, executive director; GoSoln.com

**County Commissioners:**

Jack Coffman, Connie Sellers, Bryan Glover; co.clark.in.us

## FLOYD COUNTY, IND.

### Bicentennial celebration

AT the 31st annual “ONE Awards” in April, local and regional businesses were recognized in six categories by One Southern Indiana. Sazerac Co., one of the largest distilling companies in the country, was honored for its economic development impact. With a \$66 million capital investment, Sazerac purchased and renovated the vacant General Mills Pillsbury Plant in New Albany and has started two production lines.

To celebrate Floyd County’s 200th anniversary in 2019, the Greenville Historic Preservation Commission organized bicentennial events in May, including a parade, the first in town for 30 years, and the dedication of a historical marker recognizing entrepreneur John Baptiste Ford, who is credited with building the first commercial plate glass operation in the U.S.



#### County Seat:

New Albany; Jeff Gahan, mayor; cityofnewalbany.com

**Estimated 2019 population:** 77,781

**No. of households:** 29,046

**Median household income:** \$59,451

#### One Southern Indiana Chamber & Economic Development:

Wendy Dant Chesser, president/CEO; isi.org

#### River Hills Economic Development District & Regional Planning Commission:

Jill Saegesser, executive director; riverhills.cc

**Clark-Floyd Counties Convention & Tourism Bureau:** Jim Epperson, executive director; GoSoln.com

**County Commissioners:** Shawn Carruthers, John Schellenberger, Billy Stewart; floydcounty.in.gov

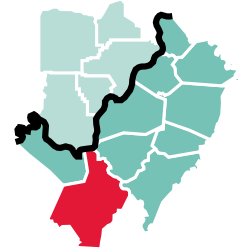
## HARDIN COUNTY, KY.

### Quality of life and corporate growth

IN March, Gov. Matt Bevin announced that GossHall Systems will locate its corporate headquarters in Elizabethtown. The provider of “last-mile delivery” services has operations in Louisville and Lexington, and is investing \$775,000 in the construction of a 10,000-s.f. corporate office in Hardin County, with the expectation of creating 20 jobs.

“GossHall Systems’ plans for a new corporate headquarters in Elizabethtown speaks to the city’s incredible quality of place and skilled workforce,” newly elected Mayor Jeff Gregory said in a press release. The Elizabethtown-Hardin County Industrial Foundation assisted in the site selection process.

Elizabethtown has two new hotels off I-65. The Hilton Garden Inn opened last fall on Commerce Drive and SpringHill Suites by Marriott opened in March on Executive Drive. Visitors and locals alike can take in a history museum, the Hardin County Veterans Tribute and outdoor activities at Freeman Lake and nature parks.



#### County Seat:

Elizabethtown; Jeff Gregory, mayor; elizabethtownky.org

**Estimated 2019 population:** 110,356

**No. of households:** 41,051

**Median household income:** \$51,923

**Hardin County Chamber of Commerce:** Brad Richardson, president; hardinchamber.com

#### Elizabethtown Hardin County Industrial Foundation:

Richard Games, president/COO; eifky.com

#### Elizabethtown Tourism and Convention Bureau:

Janna Clark, executive director; touretown.com

**Judge-Executive:** Harry L. Berry; hcky.org

## HARRISON COUNTY, IND.

### Historical and high tech

HARRISON County became a 1 Gigabyte Community in 2018 a year ahead of schedule, completing the high-speed internet fiber backbone project that features 550 miles of high-speed cable throughout the county.

Historic downtown Corydon has seen progress with Stellar Communities projects bringing in additional market-rate apartments, as well as businesses and dining options. Examples include the completion of the 45-unit Corydon School Senior Lofts and rehabilitation of the historic Emmett Beanblossom and JJ Bulleit buildings. At the Lanesville Business Park, eight miles east of Corydon, the J.C. Moag glass fabrication corporation will soon relocate there from Jeffersonville. New infrastructure will be in place with the Lanesville Connector Road project.

For outdoor adventurers, there’s the 3-mile Indian Creek Trail from downtown Corydon to the Hayswood Nature Reserve. For tourists who prefer virtual spelunking instead of visiting the 600 known caves in the county, the Harrison County Discover Center in Corydon offers cave-crawling simulations, along with other interactive galleries and exhibits.



#### County Seat:

Corydon; Eva North, town council president; townofcorydon.com

**Estimated 2019 population:** 40,350

**No. of households:** 14,693

**Median household income:** \$53,897

**Harrison County Chamber of Commerce:** Lisa Long, president; harrisonchamber.org

**Harrison County Economic Development Corporation:** Darrell Voelker, executive director; hcedcindiana.org

**Harrison County CVB:** Jeremy Yackle, executive director; thisisindiana.org

**County Commissioners:** Charlie Crawford, Kenny Saulman, Jim Heitkemper; harrisoncounty.in.gov

## HENRY COUNTY, KY.

### Agricultural heritage

What do Kentucky and Vermont have in common? A college degree in sustainable agriculture, thanks to a partnership between the Wendell Berry Center in New Castle, Ky., and Sterling College in Craftsbury Common, Vt. The college itself focuses on environmental stewardship, a subject near and dear to the heart of Kentucky author Wendell Berry. Beginning with the fall semester of 2019, students in the “Wendell Berry Farming Program of Sterling College” B.A. curriculum will spend their junior and senior years in Henry County for an intensive farming and educational experience. In addition to classroom space at the Berry Center, coursework will take place on area farms as they learn about livestock herd management, livestock ecology and topics of sustainable agriculture.

The program is tuition-free, thanks to a \$2.5 million grant from New York-based NoVo Foundation over five years, along with a \$100,000 per year challenge match from the same organization.



#### County Seat:

New Castle; Bobby King, mayor; newcastleky.com

**Estimated 2019 population:** 16,106

**No. of households:** 6,104

**Median household income:** \$50,787

#### Henry County Chamber of Commerce:

Holly Kinderman, executive director; henrykychamber.com

**Judge-Executive:** John Logan Brent; henrycountyky.gov



**Mayor:**  
Bill Dieruf  
jeffersontownky.com  
**Estimated 2019 population:**  
27,997  
**No. of households:**  
11,153  
**Median household income:**  
\$66,556

**The Chamber Jeffersontown:**

John Cosby, president  
jtowchamber.com

**Jeffersontown Economic Development Authority:**

Mike Kmetz, director



Bill  
Dieruf



Mike  
Kmetz

## Jobs, corporations do the talking

**A** LONG I-64, between the inner I-264 and outer I-265 belts of Louisville and Jefferson County Metro, the independent city of Jeffersontown is all about jobs. Make that JOBS: Jeffersontown Occupation Business Savings. The program allows the city council to approve incentives equal to 50% of the occupational tax that a project generates, for a period of years. Five companies have taken advantage of the JOBS program in the last year: HB Molding, the Kleingers Group, KLM Mechanical Services, Mortenson Family Dental and Wilson Controls. There's also the Jeffersontown Projects to Improve Exteriors (PIE), a grant program for business property owners to improve the façade of their buildings and get reimbursed 25% for those expenditures, up to \$5,000.

As of May, the Jeffersontown Economic Development Authority, or JEDA, is seeking development proposals from the private sector for a JEDA-owned block off Gaslight Square District.

"We're hoping for a mixed use development, but will consider a boutique hotel, office or retail environment," said Mike Kmetz, director of JEDA. "We want the development community to assist us in determining the highest and best use for the property."

The light industrial vacancy rate in Jeffersontown is 1.8% (an unheard-of low) and companies employ an average of 20 people.

"With almost 1,800 registered businesses employing 38,000 people, we're very diverse," Kmetz said.

The analytics company Appriss is headquartered in town, as are Papa John's International, PharMerica Corp., Signature HealthCARE and Statewide Mortgage, among others.

With a variety of industry sectors in the city, a comfortable transportation network for employers and employees, and excellent quality of life factors, Jeffersontown provides "a thoughtful and innovative work environment," Kmetz said. "We bill ourselves as the largest diversified employment center in the Commonwealth of Kentucky."



Appriss recently expanded its headquarters and relocated in Jeffersontown. The company provides services to assist clients with safety, fraud risk and compliance issues and has been headquartered in Jeffersontown since its inception in 1994 as the VINE company.

## LOCATE YOUR COMPANY IN THE LARGEST BUSINESS CENTER IN KENTUCKY.

**B**luegrass Commerce Park in the City of Jeffersontown is home to hundreds of businesses and offers a solid infrastructure of support services to benefit companies located there. In fact, with close to 34,000 employees reporting to work there, Bluegrass Commerce Park is the largest diversified employment center in Kentucky.

For more than 40 years, this thriving business center has set the standard as an ideal location in the Louisville Metro market. Plus, the City of Jeffersontown's JOBS tax incentive program makes locating there a smart financial move for qualifying businesses.

Contact us to find out how to make Bluegrass Commerce Park your next business home.



**Jeffersontown Economic Development Authority**  
10416 Watterson Trail • Jeffersontown, KY 40299  
jeffersontownky.gov • 502-261-9697

**Bill Dieruf, Mayor**





## MEADE COUNTY, KY.

### 'Nu' construction

In March, Gov. Matt Bevin and executives from Nucor Corp. announced one of the state's largest single investments to date, \$1.35 billion for a steel mill in Meade County by Charlotte, N.C.-based Nucor. Nucor's 1.5 million-s.f. facility will start construction by the end of 2019 on 900 acres in the Buttermilk Falls Industrial Park in Brandenburg. With an anticipated opening of 2022, the steel plate manufacturing mill will create more than 400 full-time jobs at an average of \$45 an hour.

Monument Chemical opened a plant in Meade County in 1952. Headquartered in Indianapolis, the company developed the Monument Brandenburg Community Partnership Initiative grant last year to award an annual \$10,000 for a nonprofit program. The inaugural recipient was the Meade County Museum & Arts Council, which used the grant to install a roof on the amphitheater at Riverfront Park.

Visual art along the stone walls of Riverfront Park now have seven murals, each depicting an aspect of life in Meade County. Meade County Tourism commissioned Kentucky artist Kevin Tipton to create the murals.



**County Seat:** Brandenburg; Ronnie Joyner, mayor; [brandenburgky.org](http://brandenburgky.org)

**Estimated 2019 population:** 28,715

**No. of households:** 10,785

**Median household income:** \$53,732

**Meade County Chamber of Commerce:**

Carole Logsdon, executive director; [meadekychamber.org](http://meadekychamber.org)

**Meade County-Brandenburg Economic Development:**  
[mcbeky.org](http://mcbeky.org)

**Meade County Tourism:**

Carole Logsdon, executive director; [visitmeadecounty.org](http://visitmeadecounty.org)

**Judge-Executive:** Gerry Lynn; [meadeky.gov](http://meadeky.gov)

## NELSON COUNTY, KY.

### Where the bourbon flows

BARDSTOWN is known as the "Bourbon Capital of the World" and is an official trailhead of the Kentucky Bourbon Trail experience. Last November, Heaven Hill Distillery announced a multi-year \$65 million investment to expand production and renovate its visitor center. Established in 1935 by the Shapira family, who still owns and operates the company today, Heaven Hill maintains over 1.5 million barrels aging in 57 warehouses throughout Nelson and Jefferson Counties.

The family-owned Preservation Distillery is Bardstown's first official craft bourbon operation, producing small-batch, pot-distilled bourbon. One of the newest distilleries is Lux Row Distillers, with the capacity to produce three million gallons a year with its 43-foot copper still and six barrel warehouses. Willett Distillery has been around since 1936; the oldest in the county is Barton 1792 Distillery, founded in 1879.

Tourists enjoy their bourbon with a bite at Bottle & Bond Kitchen and Bar, an on-site restaurant at the Bardstown Bourbon Co. distillery, located on a 100-acre working farm.



**County Seat:** Bardstown; Dick Heaton, mayor; [cityofbardstown.org](http://cityofbardstown.org)

**Estimated 2019 population:** 45,851

**No. of households:** 17,324

**Median household income:** \$55,182

**Bardstown-Nelson County Chamber of Commerce:** Samantha Brady, executive director; [bardstownchamber.com](http://bardstownchamber.com)

**Nelson County Economic Development Agency:** Kim Huston, president; [nceda.net](http://nceda.net)

**Judge-Executive:** Dean Watts; [nelsoncountyky.com](http://nelsoncountyky.com)

**Bardstown-Nelson County Tourism & Convention Commission:** Mike Mangeot, executive director; [visitbardstown.com](http://visitbardstown.com)

## OLDHAM COUNTY, KY.

### Tourism and hospitality prowess

THERE'S so much to do in Oldham County and it is so close to Louisville, more hotel rooms are on the way to accommodate travelers. Holiday Inn Express & Suites is scheduled for a July opening on Commerce Parkway in La Grange. And the new owners of Best Western Ashbury Inn are in the process of renovating. The county passed a "short-term rental" ordinance for home hospitality requiring a permit and transient room tax just like hotels and B&Bs.

"By offering a one-payment option for all-things-Oldham when groups stay overnight in the county, Oldham Tourism develops complete group itineraries for groups of 20 or more with no additional up-charge for the service," said Kim Buckler Hydes, tourism director.

Group itineraries often include in-county transportation, bourbon tours, farm tours, shopping in La Grange and customized Underground Railroad activities at the Oldham County History Center.



**County Seat:**

La Grange; John Black, mayor; [lagrangeky.net](http://lagrangeky.net)

**Estimated 2019 population:** 66,470

**No. of households:** 20,465

**Median household income:** \$92,237

**Oldham Chamber & Economic Development:**

David Bizianes, executive director; [oldhamcountychamber.com](http://oldhamcountychamber.com)

**Judge-Executive:** David Voegelé; [oldhamcountyky.gov](http://oldhamcountyky.gov)

**Oldham KY Tourism & Conventions:**

Kim Buckler Hydes, executive director; [touroldham.com](http://touroldham.com)

## SCOTT COUNTY, IND.

### Open for business

A half-hour north of Louisville is Scottsburg, Ind., home of the Mid-America Science Park. MASPark comprises three centers for business: incubation and acceleration, training and workforce development, and worldwide communications and conferences. The park is particularly suited for businesses involved with advanced manufacturing, green energy, life sciences, military applications and optical technologies. Last fall, MASPark coordinated tours for 360 high school students to learn about careers in manufacturing.

In Scott County, 10 miles northeast of Scottsburg's Main Street, the 740-acre Hardy Lake offers fishing and water skiing for residents and tourists. On land, there are two campgrounds and plenty of hiking trails, including Knobstone Trail.



**County Seat:**

Scottsburg; William Graham, mayor; [cityofscottsburg.com](http://cityofscottsburg.com)

**Estimated 2019 population:** 23,878

**No. of households:** 8,892

**Median household income:** \$49,243

**Greater Scott County Chamber of Commerce:**

Kelly Dulaney, executive director; [scottchamber.org](http://scottchamber.org)

**Scott County Economic Development Corporation:**

Anita Walker, executive director; [scottcountyin.com](http://scottcountyin.com)

**River Hills Economic Development District & Regional Planning Commission:**

Jill Saegesser, executive director; [riverhills.cc](http://riverhills.cc)

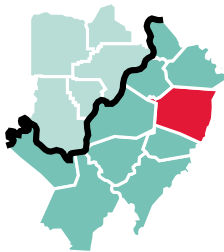
**Scott County Visitors Commission:** [greatscottindiana.com](http://greatscottindiana.com)

## SHELBY COUNTY, KY.

### World-class host

**K**NOWN as the “American Saddlebred Capital of the World,” Shelby County is home to world-class equestrian events. It also houses the Presidential Mint Julep Cup at Wakefield-Scearce Galleries in Shelbyville and was designed by the gallery’s co-founder during Franklin Roosevelt’s administration. Old Stone Inn & Tavern in Simpsonville is more than 200 years old and now has a new owner and executive chef, David Danielson, who is also the executive chef at Churchill Downs.

Bourbon has been a draw in the county since the 2016 opening of Jephtha Creed Distillery, followed by Bulleit Distilling Co. a year later. Bulleit’s 300-acre campus has a 52-foot still and four barrel houses, each capable of holding 55,000 barrels, and a new visitor center. To attract more groups and individual travelers, ShelbyKY Tourism spreads the word nationally and recently received two Traverse Awards from the Kentucky Travel Industry Association Board.



#### County Seat:

Shelbyville; David Eaton, mayor; shelbyvillekentucky.com

**Estimated 2019 population:** 48,518

**Number of households:** 16,369

**Median household income:** \$63,171

#### Shelby County Chamber of Commerce:

Belinda Nichols, president; shelbycountychamber.com

**Judge-Executive:** Dan Ison; shelbycountykentucky.com

#### ShelbyKY Tourism & Visitors Bureau:

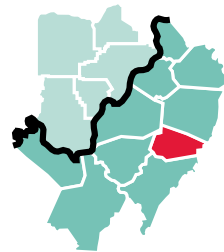
Katie Fussenegger, executive director; visitshelbyky.com

## SPENCER COUNTY, KY.

### Escape to nature

**I**N 2019 the LG&E and KU Foundation awarded “Plant for the Planet” grants to 25 organizations statewide, including Friends of Taylorsville Lake State Park, a nonprofit group of volunteers who work tirelessly to protect the park and the natural wonders in and around the lake, like 24 miles of trails for hiking and horseback riding. The Friends planted 15 trees throughout the camping area of the park in the spring.

Taylorsville Lake is 18.5 miles long. The annual Taylorsville Lake Paddle Battle, hosted by Taylorsville-Spencer County Tourist, Recreation & Convention Commission, has grown exponentially since it began in 2015. Now an event in the Kentucky Waterman Series, the June weekend features chip timing for those racing in canoes, kayaks and standup paddleboards.



#### County Seat:

Taylorsville; Matthew Douglas, mayor; taylorsville.ky.gov

**Estimated 2019 population:** 18,794

**No. of households:** 6,678

**Median household income:** \$68,916

#### Spencer County-Taylorsville Chamber of Commerce:

Stacey Koon, president; spencercountychamber.com

#### Taylorsville-Spencer County Recreation, Tourist & Convention Commission:

Stacey Koon, chair; visittaylorsville.com

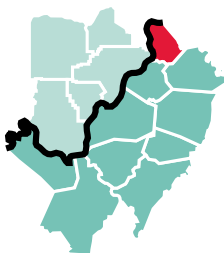
**Judge-Executive:** John Riley; spencercountyk.gov

## TRIMBLE COUNTY, KY.

### Cultural celebration

**B**EDFORD blooms in the fall, especially in September for the annual Trimble County Apple Festival. The weekend event is known far and wide, and takes place at Courthouse Square with artisans demonstrating their crafts, a quilt raffle, live music, vendors galore and apple pie. Held since 1991, the festival raises much-needed funds for local schools and nonprofit groups that exist for the betterment of the community. Bedford Rotary Club was among the grant recipients from the 2018 event, as were the Trimble County Elementary School’s art department, Trimble County Little League and Trimble County Public Library.

One of the smallest counties in Kentucky, Trimble County was formed out of portions of Gallatin, Henry and Oldham counties in 1836.



#### County Seat:

Bedford; Joe Robinson, mayor; trimblecounty.ky.gov

**Estimated 2019 population:** 8,515

**No. of households:** 3,603

**Median household income:** \$50,998

**Judge-Executive:** Todd Pollock; trimblecounty.ky.gov

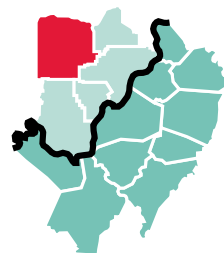
**Trimble County Apple Festival:** trimbleapplefest.org

## WASHINGTON COUNTY, IND.

### High speed

**L**OCATED 35 miles northwest of Louisville and 100 miles from Indianapolis, Washington County, Ind., has something for everyone. Two venues in Salem bring in auto racing fans, Thunder Valley Raceway and Salem Speedway, which opened in 1947. Off-track and off the beaten path, nature lovers enjoy hiking at Knobstone Trail and Lake Salinda, and fishing at Delaney Creek Park and John Hay Lake.

For history buffs, attractions include Beck’s Mill Gristmill, Depot Railroad Museum, John Jay Center, Pioneer Village, Piper Flight Museum, Salem’s Carnegie Library and Stevens Memorial Museum. Washington County is within 60 miles of a dozen major universities and medical facilities, including the University of Louisville and Indiana University.



**County Seat:** Salem; Troy Merry, mayor; cityofsalemin.com

**Estimated 2019 population:** 27,943

**No. of households:** 10,570

**Median household income:** \$46,861

#### Washington County Chamber of Commerce and Tourism:

Tara Kritzer, executive director; washingtoncountychamber.org

#### Washington County Economic Growth Partnership:

Sabrina Burdine, executive director; www.wcegp.org

#### River Hills Economic Development

#### District & Regional Planning Commission:

Jill Saegesser, executive director; riverhills.cc

#### County Commissioners:

Phillip Marshall, Todd Ewen, Rick Roberts; washingtoncounty.in.gov

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or call 502-574-4140.





# Alltech Agribiz Research Keeps Finding ... Growth



Innovation strategy feeds ambition at Kentucky's multibillion-dollar animal nutrition and wellness company

BY MARK GREEN

**A**LLTECH, the global animal feed and health supplement producer, has always been about growth – of animals and plants, of research and patents, of its product lines, of companies under its corporate umbrella, and revenues that go back into its operations.

So far so good. Revenues today are in excess of \$2 billion annually, but leaders of the private Nicholasville-based company keep expanding the playing field and moving the goalposts in hopes of crossing \$4 billion in about five years – then maybe aiming for \$10 billion – if

their vision for what the emerging agribusiness marketplace wants and needs is correct.

An indirect part of the plan is to make Central Kentucky the go-to hub for agtech startups. State Agriculture Commissioner Ryan Quarles, Lexington Mayor Linda Gorton and the Kentucky Cabinet for Economic Development are strongly behind the idea.

President/CEO Mark Lyons is growing the company's research alliances. There are currently 20 globally with universities and government agencies. He is urging the agribusiness industry into better sustainability practices and food safety

*Black Hawk Farms in Black Hawk, Ky., uses Alltech Bio-Mos in its cattle's feed. Bio-Mos can be incorporated into animal diets to support overall animal performance. It reinforces the digestive system, maximizing performance and profitability.*

measures, and improving its relationship with consumers. Lyons expects to continue the merger and acquisition growth begun several years ago to give Alltech better communication channels with farmers and keep it competitive with

agribusiness giants such as Cargill and Archer Daniels Midland. And, he has his company's considerable R&D efforts aimed at creating products that not only activate the best genes in our food chain's plants and animals but in the human consumers at the end of that chain.

The newest initiatives are collected into the Planet of Plenty concept announced in May at Alltech's annual ONE conference in Lexington. ONE19 gathered several thousand attendees from around the world along with another thousand company team members from its operations around Kentucky, the U.S. and some 120-plus other nations.

The Planet of Plenty strategy arises in part from listening to Alltech team members at its sites around the world during a long round of Innovation Days, where employees were encouraged to offer ideas and to pass along feedback from customers as the company's themes, products and messaging are pushed out into the marketplaces.

## Big ideas and big success

Big concepts have always been part of Alltech's company culture.

Founder Pearse Lyons of Ireland came to Central Kentucky in 1980 with \$10,000 and big ideas to make a business of selling compounds derived from yeast fermentation to help farmers raise animals



Mark Lyons,  
President/CEO,  
Alltech



Pearse Lyons,  
Founder, Alltech

*In 2015, Alltech acquired Ridley Block Operations, an industry leader in block supplements, including Crystalyx. The merger helped Alltech take advanced nutrition technology to market faster and more effectively.*

bigger, faster and more healthily. Lyons had multiple university degrees, including a doctorate, in biochemistry and brewing science plus work toward an MBA. Smart, industrious, tireless, a good salesman and charismatic leader, Lyons had \$1 million in sales in less than a year.

Alltech's products are mainly low-volume, high-profit additives that go into animal feed for dairy and beef cattle, swine, poultry, fish and more recently, plants, bees and humans. The first product, Yea-Sacc, helped dairy cows maintain optimal body pH levels for longer periods, which increases milk production. Most products target better digestion and other related animal systems.

Improving production outcomes by speeding growth or decreasing sickness even just a few percentage points means many millions of dollars to agribusiness. Anywhere in the world with farm animal operations was a market, and the founder developed sales and production operations steadily in his native Ireland and Europe, Brazil and the rest of South America, in China and the rest of Asia, in the U.S. and Canada, and Africa.

Lyons launched an Alltech brewery with craft beers and ales, and later a distillery with whiskeys.

Since its inception, Alltech has generated roughly a patent a month and today protects about 450, said Karl Dawson, Ph.D, speaking just before he retired at the end of June as Alltech's chief scientific officer and vice president



of research after 21 years with the company.

There were 168 active projects in late June among the 45 researchers in Nicholasville, 15 scientists in Ireland and 30 others at Alltech sites around the world, the former University of Kentucky microbiology and pathogen control professor said.

The trend today, according to Dawson, is to file and protect fewer patents, which can be examined by competitors at the U.S. Patent Office. Rather, research findings and new products increasingly are kept as trade secrets within the company.

Alltech has more than 520 animal supplements and additives and finished feeds, he said.



*Karl Dawson,  
Former Vice  
President of  
Research,  
Alltech*

The focus on animal production and well-being remains, but for 15 years the company also has conducted crop plant research. For 10-plus years it has made and sold compounds such as AgroMos to fortify plants and improve their resistance to environmental stresses and problems such as fungal disease, Dawson said.

Dawson's successor is Roman Power, most recently vice president of Alltech Life Sciences, a division dedicated to researching gut and brain health in humans. As European director of research, Power has been closely involved in the development of Alltech's product portfolio, including its organic selenium, Sel-Plex, a supplement for animals and now for humans.



*Roman Power,  
Chief Scientific  
Officer, Alltech*

Power, of course, is a Ph.D, as was the founder, the current CEO and dozens of Alltech employees. Dawson will continue to chair the company's scientific advisory board and help guide its core research areas.

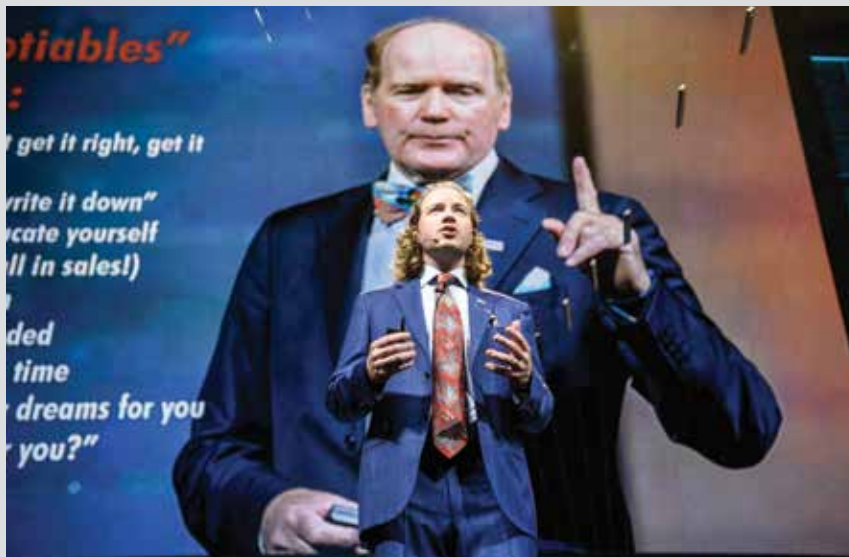
#### **Gene activation means growth**

Alltech is the only private company with its own nutrigenomics lab, said Brian



*Ireland-based machinery brand Keenan, an Alltech company, was recently certified by the Carbon Trust as a more sustainable diet feeder; proven to reduce methane emissions on-farm. Keenan produces cutting-edge diet feeders that produce a homogeneous mix that optimizes rumen health and ensures consistent animal performance. Alltech acquired the company in 2016, combining its primacy in science with Keenan's manufacturing strength and technological know-how to deliver greater farm efficiency and profitability.*





Mark Lyons, Alltech president and CEO, quoted his father, Alltech Founder Dr. Pearse Lyons, during the opening plenary session of the 2018 ONE: The Alltech Ideas Conference in Lexington, Ky.

## ONE Very Good Idea

Alltech offers solutions, promotes region at annual conference

**M**ORE than 3,500 producers and industry experts from 68 countries gathered in May in Lexington at ONE: The Alltech Ideas Conference (ONE19) to explore solutions to some of today's most pressing issues in agribusiness and related fields.

The bustling international conference, held at Rupp Arena, was in stark contrast to Alltech's first conference 35 years ago, then called the Alltech Symposium. The late Pearse Lyons, Alltech's founder, often joked that the first symposium was just 20 people sitting around a table, and most of them were related to him, recalled Suniti Mujumdar, ONE manager (and Alltech's manager of educational engagement).

At early Alltech Symposiums, scientists and agricultural experts discussed topics that were of a technical nature, Mujumdar said. Since then, the conference has broadened its scope to

include many different stakeholders linked to the food supply chain, she said. The symposium was rebranded in 2015 as ONE, an event where attendees from across the globe – Alltech does business in 120 countries – gather to search for inspiration, motivation and the “one idea” that might make a difference in the world.

The three-day conference makes a difference in Central Kentucky. The 2019 event had a local economic impact of \$9.4 million and supported 2,138 jobs, according to data from VisitLex.

ONE19 was headlined by adventurer and survival expert Bear Grylls of “Man vs Wild” television fame and featured more over 100 speakers discussing a variety of topics, ranging from agri-tech business and health to wellness, crops and every major species in animal agriculture. In his address, Alltech CEO Mark Lyons shared the company's new vision, “Working Together for a Planet of Plenty.”

“We envision a world of abundance, made possible through new technologies and management practices and the world's most valuable infinite resource – human ingenuity,” Lyons said. “A Planet of Plenty is an invitation to work together, across industry sectors and geographical boundaries, to create a place where animals, plants and people thrive in harmony.”

ONE19 also shined the spotlight on Central Kentucky, offering participants the opportunity to experience the area. Options included a dinner at Keeneland racetrack, tours to iconic local destinations, and dining and shopping excursions.

Connecting the world with Kentucky is very important to Alltech, Mujumdar said, so it does not miss a chance to showcase the region.

Alltech plans the event all year – and it shows. From banners and signs to the exhibits and table talks, the atmosphere at ONE is designed to spark curiosity, inspire ideas and encourage learning.

At Alltech locations around the globe, employees promote the conference. Closer to home, Alltech's core team members literally make it all happen. More than 1,000 Alltech staff members were onsite during ONE19. Almost every role, from greeting attendees to assisting them with tech connectivity and other needs, was filled by an Alltech employee, Mujumdar said.

Shortly after the closing plenary session, preparations for ONE20 began.

“A core group meets backstage and immediately starts planning for next year's activities,” Mujumdar said. “In that moment, everything is so top of mind. It is the best time to have that type of conversation.”

The team always asks, “What can we do better?” she said.

The conference, like the company, is always evolving, and striving to be future forward.

Learn more at [one.alltech.com](http://one.alltech.com).  
—Lorie Hailey

Lawless, brand manager for Alltech North America. Its scientists can sequence DNA samples to study gene expression produced by diet – evidence of how its supplements and feed formulations are influencing growth and wellness.



Brian Lawless,  
Brand  
Manager,  
Alltech  
North America

Agribusiness operations raise animals to market size quickly. A just-hatched chick grows into a market-ready broiler hen – Kentucky's top “crop” by dollar value for the past decade – in only 42 days, Lawless said. With the first 72 hours a focus, Alltech scientists analyze chicken DNA for

expression of the bird's 15,000 to 17,000 genes at day 4 and day 10.

An important issue with fast-growing animals, he said, is good early oxygenation to prevent bad muscle myopathy outcomes such as “wooden breast” and “white striping.”

Meanwhile, much of Alltech's research lab testing today is to assess if feed supplies, which might be stored for months with limited protection, have developed mold and thus mycotoxins that lower animal growth and wellness. A successful Alltech product is Mycosorb A+, which binds to mycotoxins to reduce their absorption by animals.

Alltech's research-backed development and introduction of new products yielded 20% annual growth for decades, said Mark

Lyons, who is in his second year leading the company after his father's untimely passing due to complications following a routine medical procedure. Private company revenue figures are not reported, but a 2018 *Harvard Business Review* case study of Alltech's acquisitions estimated them at around \$2.5 billion. Company officials suggest the Harvard number wasn't exactly right, but Lyons confirms that revenues are above \$2 billion.

Its acquisition of several American and Canadian feed companies that Alltech already knew as customers for its products was partly about continuing to grow revenue, according to the Harvard case study, as well as improving lines of communication to farm operators long known to be reluctant to increase

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## COVER STORY

*Alltech scientist Amanda Gehman demonstrates the whole IFM (In Vitro Fermentation Model) process from receiving TMR (total mixed rations) through analysis at Alltech's Ruminant Nutrition center. Gehman is now a research project manager at Alltech.*

spending for inputs. The acquired feed companies now produce about 60% of revenue, Lyons said, and have increased Alltech's influence in the marketplace.

He added, though, that feed is not as high a value-add product as Alltech's additive business – past estimates sometimes put cash flow at 35% or more.

The “exciting” part about being a private company, Lyons said, is that Alltech is free to put those earnings back into its operations.

“We invest in our people,” he said. “Alltech is not for sale or operating on making quarterly numbers.”

The acquired companies “become beneficiaries of innovation Alltech can create,” Lyons said.

### Making Kentucky an ag-tech hub

One significant Alltech innovation initiative is to promote and establish Lexington as an ag-tech startup business hub; there are a few aspirant locales but no such hub in North America currently. Alltech has had success with the Pearse Lyons Accelerator to support agriculture technology entrepreneurs in Dublin, Ireland. It selects 10 participants annually from among dozens of applicants around the world for a three-month program at the Dogpatch Labs startup hub in Dublin's Docklands area.

Participants have presented “pitch” information about their disruptive startups at the 2018 and 2019 ONE conferences. Their business ideas include plans to use drones with specially calibrated cameras to detect vineyard diseases at earlier stages than the human eye can and far more efficiently; using ultrasound to “sex” (determine the gender of) chicken egg embryos so essentially every hatched chick is a laying hen or broiler; creating a system to raise grasshoppers in sanitary conditions that produce a sustainable, quality protein source; and wearables for animals to track behavior that indicate potential development of illness or that alert a farmer one hour before calving begins to better manage outcomes.

Alltech officials first proposed the opportunity of creating an ag-tech hub a few years ago. In the past year, Lexington and Kentucky elected and economic development officials have grown increasingly active in supporting the idea and engaging in discussions about how to bring it to fruition.

Alltech considers a Lexington



ag-tech hub “a challenge given us by my father several years ago,” Lyons told *The Lane Report* in early July. But the company believes the best strategy to accomplish it is “to use the aspirations we have to achieve excitement,” he said. “Doing what the community wants ... instead of us building what we think it should look like.”

Most of Kentucky's agribusiness community members are just starting to learn about the idea via company, city and state events, forums, informational websites and more whose purpose is to create conversation.

“We want to create a snowballing effect,” Lyons said. “There are things that we can control. We will be creating our own accelerator. We have extraordinary resources” such as Alltech's R&D operations and a company farm.

### Creative settings support innovation

To better ride herd over its expanded operations and encourage further innovation, Alltech is growing its headquarters under the guidance of Deirdre Lyons, the company's director of corporate image and design. Pearse Lyons' wife and original business partner has an ongoing influence in the company.

She envisioned and brought into existence design elements such as how the headquarters building in Nicholasville has DNA helix-shaped stairways, uses the Monarch butterfly colors of its logo everywhere and subtly incorporates the microscope-within-the-letter-A logo into its carpet. She has also carefully designed and outfitted offices in nearly 100 countries.

“I can visualize things,” Mrs. Lyons said. Her husband couldn't, she said, and “had no sense of direction. I always drove.”

Mrs. Lyons controls product branding and sees to bright, art-filled work spaces, in part because all the marketing and its

creative content are done by staff at the headquarters, then pushed out to local offices for translation to dozens of languages. Today, from the seat of her desk on the second floor of the 58,000-s.f. headquarters in Nicholasville, she can see the \$21 million, 73,000-s.f. addition that is nearing completion.

There will be room for managing recent and future company acquisitions. It will include no plastic.

“Light is the No. 1 thing,” she said. Light, artwork elements and how people move while conducting their jobs are all important factors in a workplace.

“If your environment is creative, you can be innovative,” she said when asked about the value of investing in upscale materials and décor. Offices and branding incorporate some of what Mrs. Lyons called a “flood of ideas” that regularly wake her at 3 a.m.

The center of the three-story Alltech headquarters expansion will have an atrium with a glass and stone-encased elevator that will rise from a waterfall. A grand piano is coming. Many interior walls will be glass to bring outside light into work areas. Common areas will have background music. Each floor will have at least three meeting rooms – major ones such as The Beijing Room themed to key Alltech sites – a lunch room, coffee stations in each department's coat closet and 6-by-8 phone rooms to conduct private conversations.

“How we work has changed,” Mrs. Lyons said.

A 100-seat presentation auditorium has large teleprompter screens built into the back wall and is being wired to live-stream activities to all Alltech sites. A first-floor museum will tell the Alltech story in vignettes, have a coffee and wine bar for visitors and a dark ceiling that twinkles with a view of the night sky from Jan. 4, 1980, the day the Lyonses founded the company. ■



*Deirdre Lyons,  
Director of  
Corporate  
Image and  
Design, Alltech*

*Mark Green is editorial director of The Lane Report. He can be reached at [editorial@lanereport.com](mailto:editorial@lanereport.com).*



West Sixth Brewing photo

*West Sixth Brewing is located in a 100-year-old building in Lexington, Ky., called the Bread Box, historically used for the Rainbo Bread Factory. Its taproom is popular among craft beer lovers of all ages.*

the state. Statewide distribution efforts generally come before national efforts for local breweries and lagers are the baseline for those trying craft beer at home.

“Everyone has access to online information on craft beer, and people will go to the source to try the product before buying packaged product,” said Michael Minton, owner of Dauntless. “Quality and identity are key to success for the area brewers.”

The state tracks its microbreweries on its tourism page: [kentuckytourism.com/ky-taste/craft-micro-breweries](http://kentuckytourism.com/ky-taste/craft-micro-breweries). Lexington has its own Brewgrass Trail for beer lovers, with 15 attractions and growing. The state Department of Agriculture is in discussion with brewers about a more extensive Kentucky beer trail to come this year. In the meantime, the Kentucky Craft Bash Beer Festival, hosted by the Kentucky Guild of Brewers, has become an annual event.

The state is now home to approximately 61 breweries and brewpubs, including those open and nearly open. Louisville has 16 now, and within another six months breweries like Noble Funk in SoBro and Logan’s Street Market in Smoketown will open, offering new brews, venues and food.

#### After a late start, pour it on

Nationally there’s a craft beer slowdown, with only 5% growth each year, but in Kentucky the growth outlook is more like 30% a year.

“We got started later,” explains Derek Selznick, executive director of the Kentucky Guild of Brewers.

#### Kentucky craft brewing by the numbers

**61** craft breweries

**\$657M** economic impact

**122,415** barrels of craft beer produced per year

**1.1** gallons per 21+ adult



# Tapping into the Craft Beer Trend

Brewery operations are growing, but Kentucky remains a land of opportunity

BY DAWN YANKEELOV

**A** 150% increase in barrels of beer brewed in Kentucky between 2017 and 2018 foreshadowed announcements of further solid, steady growth for 2019. At mid-year, the Kentucky market was continuing to see announcements of new local brews and especially brewpubs and breweries looking to be destinations.

Even so, Kentucky remains in the Top 10 Least Brewery-Dense States (Beer & Brewing.Com), making it a land of opportunity.

Entrepreneurs Johnathan and Dominique Shrader of Noble Funk are pushing into the SoBro neighborhood in Louisville, preparing for an early 2020 launch. They follow a trend of brewers looking with confidence and

high expectations for a seat at the table in up and coming neighborhoods throughout the state. According to a recent Gallup Poll, 65% of Americans of drinking age consume alcohol each month and most are looking for new options.

When it comes to packaged product, Dauntless Distributing is the Kentucky operation that deals exclusively in craft. Dauntless Distributing reports that Kentucky craft aficionados do drink at home and like to buy local products, which are shifting from liquor stores to the growing product selection at groceries and large retailers. Industry analysis indicates that there is still tremendous room for growth in the off-premise categories for craft brewers throughout





*Michael Bradley is one of the owners of Dreaming Creek Brewery in Richmond, Ky. He and co-owners Taryn Edington and Charley Hamilton started a craft beer bar to assess the craft beer market in Richmond. When it did well, they moved forward in 2018 with opening their own brewery. Dreaming Creek Brewery has 23 beers and one non-alcoholic soda on tap. The team also operates a brewery in London, Ky.*

Statewide imports are still considered part of the craft beer categories, Selznick said, and the Mexican imports are up, as are Mexican-style lagers overall, with Modelo being first in the country in this category. West Sixth in Lexington last year began canning its Cerveza, a light Mexican lager.

Kentucky craft lagers like Goodwood's Pilsner, Against the Grain's Retitled Pils and Falls City Pilsner are taking off as well. The fastest growing and largest craft beer for the state is Alltech's Lexington Brewing Co. Bourbon Barrel Ale.

For women – still an emerging group of beer drinkers in Kentucky and nationwide – all manner of sours are up statewide: lambic beers, gose, oud bruin, red ales, Berliner Weiss, American-style sour (fruity blends) and even alcohol-infused seltzers. These tend to vary often and are small batch by nature.

Still, not everything is rosy for the area's brewers.

"There is shared interest in breweries in the area, but loyalty is down and the consumer is promiscuous," Selznick said.

As a result, marketing tends to be regular and consistent in form and includes events that mesh with each brewer's audience. The Gravely Brewing Co. in Louisville has done well with its trivia nights, while Goodwood Brewing Co. offers live music, an open-mike night and yoga classes. The special interests of brewery owners often become the special interests that work. These are then branded and promoted in social media outlets and inside the brewery.

3rd Turn Brewing in Jeffersonton sees itself as an experimental brewhouse, producing more seasonally appropriate products.

"Not all breweries have to be loud with crazy loud music. We are dog-friendly and it's a draw," said Greg Hayden, an owner of 3rd Turn Brewing. "And, there doesn't have to be a flagship beer on tap."

About half the 3rd Turn tap menu is their own brew with the rest predominantly Kentucky craft.

"You let it happen with the beers you brew and watch the consumers," Hayden said. "Some come for the events, and some come for the brews. You adjust as you see fit."

At 3rd Turn's Oldham County location, it sees up to 600 people at a time in its garden atmosphere in the summer months, with special events such as weddings and parties. The company is expanding at both its Oldham Gardens locations with more event spaces and a bourbon-and-beer concept next door to its existing J-town location by the end of 2019.

## Many varieties, lots of collaboration

Not every brewery wants its products on tables across America. But some have geared up for expansion, like Goodwood. The company grew distribution into North Carolina this summer and is partnering with Freedom Beverage Co. for statewide coverage.

"We've seen the impact from (the popularity of) bourbon into the craft category," Selznick said. "It's the 40-plus (age cohort) who have the most disposable income for local brews, and they are looking for a quality product."

The single-drink price sweet spot is around \$4 to \$6 these days.

The category list for craft beer is now into the hundreds, with an industry beer style guide published each year to assist brewers and consumers alike. Some brewers have collaborated to

extend their reach. For example, a few years ago Lexington-based Country Boy and West Sixth Brewing issued Country Western, a bourbon-barrel brown ale made with Kentucky sorghum.

Brian Holton, co-owner of Monnik Beer Co. in Louisville, serves his flagship brews year-round, generally seven or eight varieties, with rotating and seasonal brews constituting another seven to 11. There are generally 15 to 19 beers to choose from at any time, and he has expanded his distribution throughout Kentucky and into Indiana (Clark and Floyd counties).

Monnik's canned and bottled products range from Saisons with a cork to IPAs in a can. (Saison is a pale ale that is highly carbonated, fruity, spicy and often bottle conditioned.)

Holton started his adventure in Danville in 2011 at Beer Engine, a brewery and bar. He plans to close Beer Engine later this year – it has been hard to run from a distance – but is wanting to expand the Monnik brand, which has grown more strongly. He's now up to 40 employees, including those in Danville.

"More than 60 percent of our beer drinkers are repeat business from the neighborhood," Holton said, sitting in the Schnitzelburg district of Louisville a few miles southeast of downtown. "It's the young business professionals as consumers who make for a success."

## New flavors of marketing, too

"We were brewing six months before we opened and started serving food. This was a strategy to entice the locals to try us out," Holton said. "It's hard to grow into retail production on every shelf, but we will grow both."



*West Sixth Brewing's taprooms offer 15 to 20 varieties on tap, along with small batch bottles from its Sixfold and Barrel Aged series.*

About half of 3rd Turn Brewing's menu consists of its own brews. The remaining menu items are predominantly Kentucky craft beers. 3rd Turn Brewing, located in Jeffersonton, sees itself as an experimental brewhouse that produces seasonally appropriate products.

The 55 and older set tend to know what they like and stick to categories of craft beer. IPAs, while not necessarily a growth category, appeal to the older crowd and are must-have, year-round mainstays for brewery taprooms. Holton's No. 1 seller is always an IPA. Orange-flavored varieties are more popular in the spring and summer months. Stouts and porters are mostly winter drinks for many in this category.

While beer and food seem to go together, a number of breweries just do beer, like Mile Wide Beer Co. in Louisville. Others try unique partnerships, like Gravely Brewing Co. and Mayan Café: A permanent food truck in Gravely's outside area is devoted to Mayan street food.

Gravely's slogan is "Fresh Beer Is Everything," but it decided this year to bottle some of its varieties. There are now at least 16, plus on-off specialty runs. The company is looking at canning or bottling

for its greatest hits, including Power Chord, Debaser, Doc's Hefe, La Bamba and Blood Orange IPA. Management will still do beers for band series, but the sights are set on statewide distribution.

HopCat, a beer bar chain (16 locations in Michigan, Kentucky and Florida) that has two locations in Kentucky, caters to family gatherings and makes sure to carry about 50% local product on tap.

"We have an opportunity to educate people about craft beer, and that's kinda fun," said Adam Roberts, HopCat's regional beverage program manager. This

includes a weekly radio show slot on a popular Lexington rock station, with the DJs trying to guess the variety and alcohol content of several mystery beers.

As for the best beer bar in the Bluegrass? With virtually no signage but 1,700-plus selections, Sergio's World Beers in Louisville has become a top beer destination internationally, according to RateBeer, and has been rated best in the state in recent years. ■

*Dawn Yankeelov is a correspondent for The Lane Report. She can be reached at [editorial@lanereport.com](mailto:editorial@lanereport.com).*



3rd Turn Brewing photo

# We're the pig in your breakfast. 7

There's an old saying about the ham and egg breakfast. The chicken is just "involved" in the breakfast, but the pig is wholly committed. So future clients FYI, we're going on record right here: Red7e has never laid an egg.



# Women Worthy of Note

Women who are making a difference  
in the commercial life of Kentucky

BY LORIE HAILEY

**O**UR occasional feature, Top Women in Business, highlights some of the women around Kentucky and southern Indiana who are making an impact in business, the professions, politics and economic development. The intent is to recognize not the household names, but those in key roles whose work ethic and body of work are making important contributions to commerce – and life – in the area.

The seven women featured in this issue are among the many such women *The Lane Report* editorial board has identified. We welcome your suggestions for others who also are deserving of recognition for their efforts to boost the economy. Send your recommendations to [lorie@lanereport.com](mailto:lorie@lanereport.com).

## Candance Castlen Brake



*Candance Brake is a native of Owensboro, Ky., who still resides there.*

**Title/company:** President and CEO, Greater Owensboro Chamber of Commerce

**How long at company/position:** 5 years

**Previous jobs/positions:** Deputy judge/executive; Owensboro city commissioner; executive vice president of the Greater Owensboro Chamber of Commerce and Economic Development Corp.

**Top accomplishment:** Being part of the team that embarked upon Greater Owensboro's transformative downtown placemaking initiative.

**Education:** Brescia University, bachelor's degree in history; Western Kentucky University, Master of Public Administration; post-graduate work at Harvard University John F. Kennedy School of Government.

**Person(s) who most influenced or mentored me:** I have had so many people who have helped guide me. But my husband has been the greatest influence in my life. He makes me want to be a better version of myself every day.

**What inspires/drives me:** I have lost enough people in my life to remind me that we truly have only a short time on Earth. What drives me is making the most of my time here, both personally and professionally.

**Hobby/interests/volunteer work:** I find particular joy in working with those in the millennial and Gen Z generations. Their passion and love for community and innovative approach to solving problems has made me believe in the possibilities of our commonwealth's future.

**Currently reading and/or recent movie/play/concert attended:** I am currently reading "Over Story." The last book I read that is on my favorite list is "A Gentleman in Moscow" by Amor Towles. I start each day with Stoic philosophers and "My Utmost for His Highest." The next concert I will attend is the Avett Brothers, my son's favorite band.

**My biggest challenge and how I overcame it:** Worrying about my career, where it would lead next and

how I would balance that with my family. I finally realized that if you focus on the important things in life, everything works out.

**My advice to younger women in business:** My advice to younger people in general is to never forget where you came from and to not get too big for your britches. If you do, life has a funny way of catching up with you.

## Mary Beth Wright



*Mary Beth Wright is a native of Bowling Green and Elizabethtown who currently resides in Lexington.*

**Title/company:** Business development executive, Messer Construction Co.

**How long at company/position:** 17 years

**Previous jobs/positions:** Project engineer intern, Gray Construction Co.

**Top accomplishment(s):** 1) Being named University of Kentucky College of Engineering Young Engineer of the Year in 2015. 2) Leadership of the 2017 merger of the Downtown Lexington Corp. (DLC) and the Lexington Downtown Development Authority (LDDA). As the chair of the LDDA, appointed by former Mayor Jim Gray, I worked with our board, the leadership of the DLC, and others to merge both entities into a single organization, the Downtown Lexington Partnership. 3) Leading sales efforts for Messer Construction Co. associated with major economic development in over \$700 million of investment in capital construction at

UK in the last seven years, as well as the recent \$241 million construction contract for the expansion and renovation to the Lexington Convention Center and Rupp Arena. Leading these sales has given me a unique view of economic development and the first-hand impact it has on our community.

**Education:** Bachelor's of science in civil engineering, minor in mathematics, University of Kentucky (2001); MBA, UK (2002).

**Person(s) who most influenced or mentored me:** First, my mother has always been my biggest mentor and friend as I have grown up and experienced the challenges of being a working mother. I look up to my mom, who raised my brother and me while excelling at her career in teaching. She has taught me about work/life balance through her example. I have had many professional mentors along the way who have helped me, guided me and supported me throughout my career. Dr. Donn Hancher was the chair of the Department of Civil Engineering during my time at UK. His guidance, support and encouragement played a big part in me obtaining my engineering degree and he will always hold a special place in my heart. And lastly but most importantly, my faith has played the biggest role in influencing who I am today. I have had to learn about empathy, humility, kindness and love. Those words aren't thought of as often in professional circles but have been immensely important to my career.

**What inspires/drives me:** Hands down, the single thing that drives me each day is helping others. Whether that is one of my children with homework, driving them to activities or helping a potential client with their upcoming construction project, I always view every opportunity as a way to help someone. I have been blessed with many opportunities to volunteer and serve on nonprofit and community boards, and all have afforded me the chance to help others. I now look for any opportunity to help other females as they journey into their professional career. I want to encourage and support others any way I can so that everyone can become successful, by their own measurement, not the measurement of others.

**Hobby/interests/volunteer work:** My favorite hobby is exercise (any kind but most mornings it is the elliptical machine in my basement). Because of

my hectic schedule, taking time for myself and ensuring that I maintain a healthy mind and body is very important to me. I love spending time with my family at Durango's on Friday nights and hanging out at the lake on the weekends. I am very active with the Lexington Hearing and Speech Center (LHSC) as well as with the Rotary Club of Lexington. I was recently able to work with LHSC to secure a \$25,000 grant through The Messer Foundation to construct a new outdoor learning space at the center.

**Currently reading and/or recent movie/play/concert attended:** I recently read "Chop Wood, Carry Water" and would highly recommend it to anyone.

**My biggest challenge and how I overcame it:** I have seen my fair share of challenges and successes over the last 17 years. Looking back, the one thing they all have in common is a lesson. Winning or losing in life and career, there is always something to take away. And I have learned to pause, look back and take away from each situation the lesson, big or small. I went through a very challenging time in 2016, both personally and professionally. There were days that I didn't know if I could make it in to work, let alone accomplish my tasks for the day. Through that time, I learned that God only designed us to live one day at a time. I also learned that there is a lot in this world that I don't control but my perspective is not one of those things. I can choose to have a positive outlook every day and choose to see the good in people and circumstances. I was able to overcome more than I ever thought possible and have continued to have both personal and professional successes (and challenges). Each of us is dealing with any number of issues and challenges, most of them unknown to those with whom we interact. So, my job is to give people the benefit of the doubt, assume the best and show others the forgiveness that has been shown to me.

**My advice to younger women in business:** Always stay focused on the present and maintain a positive perspective. There are many things throughout your day, week, month and career that you cannot control. But having a positive mindset to start each day makes all the difference in how we handle what comes our way. As my mom always said, "Keep your mind where your feet are."

## Angelique Johnson



*Angelique Johnson is a native of the East Coast who now lives in Louisville.*

**Title/company:** CEO, MEMStim LLC

**How long at company/position:** 8 years

**Previous jobs/positions:** Currently on the faculty at University of Louisville College of Engineering; previous faculty member at UofL College of Business and a researcher at the University of Michigan.

**Top accomplishment:** Founding an innovative tech company that has the capacity to change lives.

**Education:** Bachelor's degrees in mathematics and computer engineering, University of Maryland; master's degree and Ph.D. in electrical engineering, University of Michigan, Ann Arbor.

**Person who most influenced or mentored me:** My mother was my greatest influencer. She had an early career in mathematics and computer science.

**What inspires/drives me:** Creating innovative solutions to life's greatest challenges.

**Hobby/interests/volunteer work:** I do a lot of outreach in entrepreneurship education. I have founded an organization called Visionaireum that supports vision-rich entrepreneurs. I also volunteer heavily at my church (Kingdom Fellowship Christian Life Center) and enjoy praise dance.

**Currently reading and/or recent movie/play/concert attended:** I'm a big "Game of Thrones" fan, if that counts. I'm currently reading "The Narrowroad: A Guide to Legacy Wealth" by Dr. Pamela Jolly.



## TOP WOMEN IN BUSINESS

**My biggest challenge and how I overcame it:** Attaining funding for MEMStim without losing control of my company. I overcame this by being persistent and believing that if God provided the vision, he would provide the provision. So many entrepreneurs quit too early, because they've faced nothing but failure for years. I've learned that time is not an indicator of success, vision is.

**My advice to younger women in business:** Expect to fail, expect to be discriminated against, expect to get really down, but push forward anyway. The biggest mistake you can make is to let adversity stop your progress. It's either an instrument of God for personal growth, or inconsequential.

### Alecia Webb-Edgington



*Alecia Webb-Edgington is a native of Brownsville, Ky., who currently resides in Covington.*

**Title/company:** President at Life Learning Center

**How long at company/position:** 2.5 years

**Previous jobs/positions:** Senior police advisor, U.S. Department of State, Bureau of International Narcotics and Law Enforcement (INL), Washington, D.C.; director of law enforcement operations, Appriss Inc., Louisville; state representative, 63rd District, Frankfort; justice information services specialist, SEARCH, The National Consortium for Justice Information and Statistics; executive director, Kentucky Office of Homeland Security; various positions within the Kentucky State Police, including: chief information officer of technical services division,

commander of the criminal identification and records bureau, commander of Post 7 in Richmond, lieutenant in the recruitment section, lieutenant in the computer technologies section, and others; deputy sheriff, Edmonson County Sheriff's Office, Brownsville.

**Top accomplishment:** While I had the opportunity to retire as a major with the Kentucky State Police, my top accomplishment was my promotion to captain and being assigned post commander at Post 7 Richmond. I was only the second female afforded that opportunity and will be forever grateful.

**Education:** Executive leadership program, Naval Postgraduate School, Center for Homeland Defense, Monterey, Calif.; 52nd Annual National Security Seminar, U.S. Army War College, Carlisle Barracks, Penn.; master's degree in criminal justice, Eastern Kentucky University; bachelor's degree in sociology/criminology, Western Kentucky University; other specialized law enforcement training.

**Person(s) who most influenced or mentored me:** Linda Mayberry, Kentucky State Police deputy commissioner (retired). Linda recruited me on the Kentucky State Police and was the highest-ranking female to date. She continues her career as the acting police team lead at the Bureau of International Narcotics and Law Enforcement, U.S. Department of State. Linda continues to inspire women in law enforcement and offer opportunities to advance careers. Also Jimmy Webb, my father. He taught me work ethic, and I would not be the individual I am today without his high level of expectation.

**What inspires/drives me:** I love a challenge! I enjoy tackling issues that others may not think too appealing!

**Hobby/interests/volunteer work:** I enjoy reading, watching (not playing) golf, and I still follow politics! I am also a board member at Notre Dame Academy. My daughter graduated NDA in 2014, and I will forever be a huge supporter. I am deeply invested in second chance opportunities and reentry work for individuals who were incarcerated. This is about investing in the future of the commonwealth, reducing incarceration rates, and developing a much-needed workforce.

**Currently reading and/or recent movie/play/concert attended:** I just read "Cornbread Mafia" by James Higdon (Centre grad). I recently saw "Miss Saigon" and attended a James Taylor concert.

**My biggest challenge and how I overcame it:** Prior to the passing of my father, I would have easily said the Kentucky State Police Academy. However, challenges are relative, and the way that I address them is "head-on" with support from my husband, Ted, daughter, Jill, and prayer.

**My advice to younger women in business:** Never let an opportunity pass you by. If someone suggests you engage in something, take a chance. Standing on the sidelines will never result in playing time! Women must remember that one's success was more often than not triggered by another woman who inspired or supported you. Be sure to pass that on to someone else!

### Danielle Tharp Clore



*Danielle Clore is a native of Bardstown, Ky., who grew up in Pineville and now resides in Lexington.*

**Title/company:** CEO, Kentucky Nonprofit Network

**How long at company/position:** 17 years

**Previous jobs/positions:** Director of major gifts, Commonwealth Fund for KET; director of annual giving, Eastern Kentucky University; director of development, Special Olympics Kentucky.

**Top accomplishment:** I'm most proud of launching Kentucky Nonprofit Network, first as an outreach program at UK and then

working with our founding board of directors to transition to an independent state association. KNN has successfully engaged nonprofits in a number of public policy and educational initiatives vitally important to strengthening the sector. We've also helped the sector share that in addition to their important work, they are important to Kentucky's economy. Nine percent of the state's workforce is employed with a nonprofit – they are more than charity.

**Education:** Bachelor of arts in psychology, Transylvania University, and master of public administration, University of Kentucky.

**Person(s) who most influenced or mentored me:** I was raised by my grandparents and then my aunt and uncle. It's impossible to fully articulate how their love changed the course of my life. On a professional level, I started working at age 13 and held a number of interesting positions before I began my career in the nonprofit sector. Through the years, I have had some great and not-so-great bosses.

Each influenced me in some way, helping me realize what type of leader I wanted (and did not want) to be.

**What inspires/drives me:** The work of nonprofits inspires me. There are incredible nonprofit executives and volunteers accomplishing important and amazing things in our communities. As the CEO of their state association, I love getting to live vicariously through their successes and I'm passionate about helping them address issues impacting their ability to accomplish their missions. Personally, I am inspired by my two kids. They and their friends are engaging in many important social issues – having difficult discussions that many adults avoid. It gives me incredible hope for the future.

**Hobby/interests/volunteer work:** When I need to decompress and relax, I love shopping. Even if I'm not buying, I love to browse. I am happiest when I'm on the lake with my family.

**Currently reading and/or recent movie/play/concert attended:** I'm reading "The Hate You Give" by Angie Thomas at the suggestion of my

14-year-old daughter. It is powerful. When I finish, we plan to watch the movie together. My most recent concert was Brothers Osborne. It was my fourth time seeing them – I'm a huge fan!

**My biggest challenge and how I overcame it:** For a variety of reasons, I believed for years that more hours worked meant more success. And this worked for me – until it didn't anymore. A series of events, including having children, helped me start to recognize how precious life and time with those we love truly is. Working smarter is an ongoing challenge. It's important for my personal sanity and KNN's sustainability while I'm at the helm, so I keep at it. I am also working on this myth, which I believe keeps women, in particular, running in circles. There are days I'm rocking my professional life. There are days I am rocking motherhood. Rarely are these the same day. I'm learning that's OK.

**My advice to younger women in business:** If you believe "real life" will begin once you get this job, achieve this accomplishment, get this

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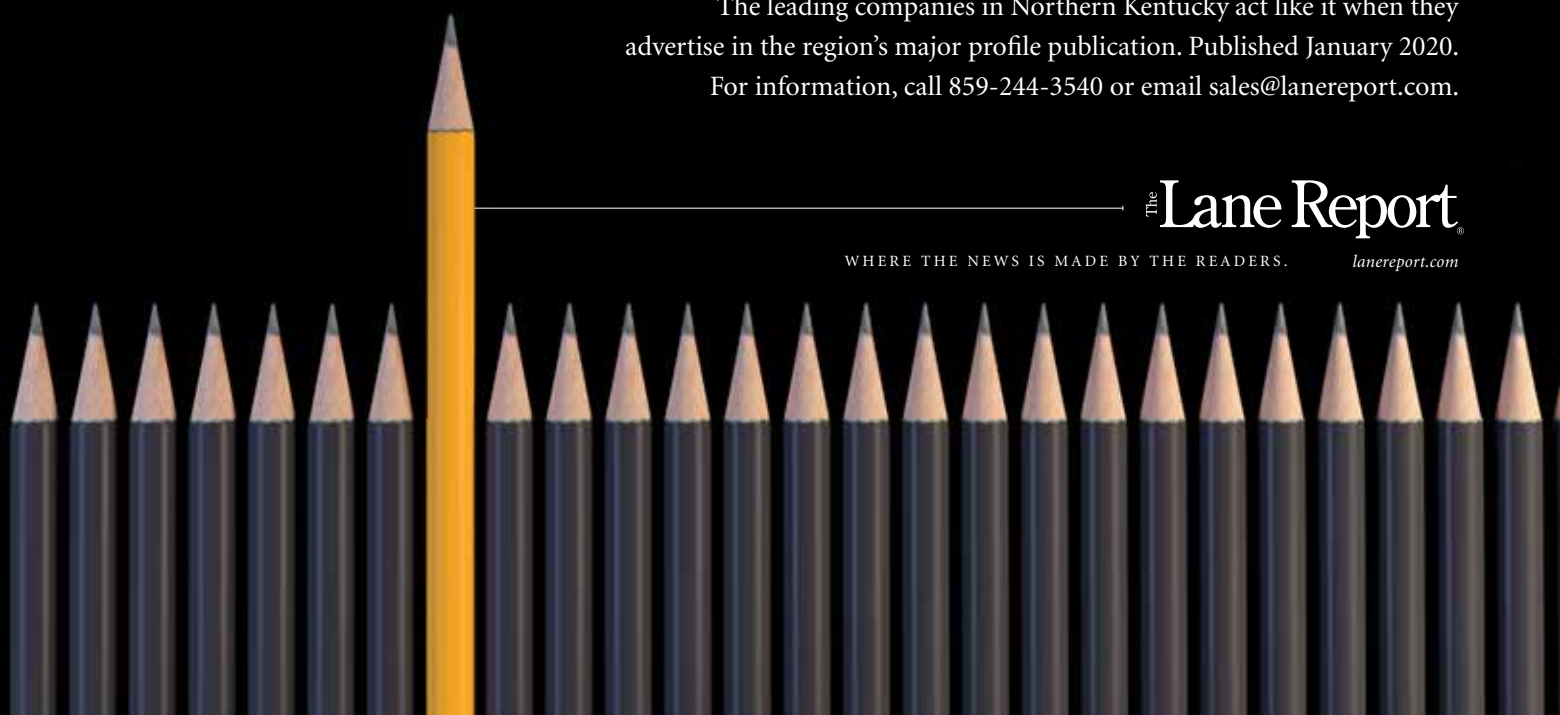
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## TOP WOMEN IN BUSINESS

promotion or surpass this milestone, you may soon realize that real life is passing you by. There were periods of my life where I spent much time worrying about the next thing and I missed the right now. Embrace the successes, failures, joys, heartbreaks, mistakes, victories – all of it. This journey is your life, so be kind to yourself. And be kind to others.

Also, make a conscious effort every day to be grateful, especially when it's hardest. When I found myself in a funk – frustrated, discouraged, annoyed – this is extremely helpful. And take time to reach out and share your gratitude. Simple notes, emails, texts of appreciation and encouragement have been game-changers for me. Being able to go back and read these on my darkest or most frustrating days has been a tremendous blessing. Be that blessing for someone else.

### Brandi Harless



*Brandi Harless is a native of Ballard County, Ky., who currently resides in Paducah.*

**Title/company:** Mayor, City of Paducah; CEO, co-founder, PreventScripts; Paducah Rental Properties; Citizens Gym; Highwater Social Bar.

**How long at company/position:** 2 years

**Top accomplishment:** Identifying my passions and creating a life doing those!

**Education:** Bachelor's degree, Vanderbilt University; master's in public health, Boston University.

**Person who most influenced or mentored me:** My friend, Maurie McGarvey.

**What inspires/drives me:** The belief that we can always do better, be kinder and live larger.

**Hobby/interests/volunteer work:**

Hiking with my husband and dogs, reading, coffee with friends, a good conversation.

**Currently reading and/or recent movie/play/concert attended:** "The Art of the Gathering" and "Multiplier."

**My biggest challenge and how I**

**overcame it:** Challenges come and go. Early on in college I decided I did not want to let fear decide my path for me. So I took off on a series of traveling adventures ... Costa Rica, Sierra Leone, Haiti. Travel was my way to get outside of my comfort zone in order to face the fear of the unknown. It worked!

**My advice to younger women in**

**business:** Find your graceful confidence. This only happens through multiple trials and errors. Keep showing up. Retreat. Learn. Then show up again.

### Kimra Cole



*Kimra Cole is a native of Richmond, Ky., who currently resides in Lexington.*

**Title/company:** President and COO, Columbia Gas of Kentucky

**How long at company/position:**

22 years in total; I worked for Columbia Gas of Kentucky for 15 years before serving as commissioner of general services for the Lexington-Fayette Urban County Government (LFUCG) and the director of engineering for the Kentucky Public Service Commission (PSC). I returned to NiSource, Columbia Gas of Kentucky's parent company, in 2012.

**Previous jobs/positions:** Vice president of distribution operations, NiSource; vice president and general manager, Columbia Gas of Kentucky; operations center manager, Columbia Gas of Kentucky; director of engineering, Kentucky Public Service Commission; commissioner of general services, Lexington Fayette Urban County Government; various roles in operations support, facilities, sales, marketing and real estate; director of marketing and sales, Columbia Gas of Kentucky.

**Education (other pertinent training/certification):** MBA, University of Kentucky (1995); Bachelor of Science in chemical engineering, UK (1987); various executive development courses, Wharton School of Business; three-year Chartered Institute of Gas Consultants program, Illinois Institute of Technology; economic development coursework, Kentucky Institute of Economic Development; Kentucky Real Estate Commission, associates license; AGA Executive Leadership program, 2014 graduate.

**Person(s) who most influenced or mentored me:** Joe Kelly, past president of Columbia Gas of Kentucky.

**What inspires/drives me:** Being a role model for women in a field that is predominantly staffed by men. I strongly believe that women should help other women be successful in the workplace. There is plenty of space for us all to grow together.

**Hobby/interests/volunteer work:** Beach, tennis, reading and traveling.

**Currently reading and/or recent movie/play/concert attended:** James Patterson's latest in the Women's Murder Club series, "18th Abduction."

**My biggest challenge and how I**

**overcame it:** I spent too much time listening to the little voice in my head that is constantly providing criticism. I have had to learn to shut it down, to be bold and confident.

**My advice to younger women in**

**business:** Don't expect to see a change if you don't make one. ■

*Lorie Hailey is special publications editor of The Lane Report. She can be reached at [lorie@lanereport.com](mailto:lorie@lanereport.com)*



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# Hemp, Horse Lending Healthy in Kentucky

Both sectors have room to grow,  
for very different reasons

BY CHRIS CLAIR



**T**WO venerable Kentucky industries – hemp and horses – are thriving, which is good news for the banks and other lenders serving those spaces, and for the commonwealth's economy.

The hemp industry is expanding thanks to its recent legalization, building on gains made during a five-year pilot program. Kentucky is considered to be the leader in industrial hemp growth and production. For horses, a good economy and some favorable tax treatment have helped the industry regain much of the steam it lost during the Great Recession.

Decades ago, hemp was a staple of Kentucky agriculture, but it shared an unfortunate connection with marijuana, the intoxicating strain of the genus *Cannabis*. Hemp also contains tetrahydrocannabinol, or THC, the component that gives marijuana its psychoactive trait, but at levels that are a fraction of those found in marijuana. That association, though, put hemp and marijuana together on the Controlled Substances Act's list of Schedule I drugs and substances, which includes heroin, psilocybin and peyote.

Hemp has long had its advocates – the strength of its fiber made its use popular in clothing and other textiles prior to being listed as a banned substance. But it wasn't until 2014 – when the Farm Bill passed by Congress allowed states to begin hemp research pilot projects to study methods of cultivating, processing and marketing industrial hemp – that the crop gained a solid foothold.

In 2017, the Kentucky legislature passed Senate Bill 218, which among other things clarified the Kentucky Department of Agriculture's role in hemp farming and production and brought the state's pilot program into better alignment with the 2014 Farm Bill.

Then in 2018, Republican Sen. Mitch McConnell got language legalizing hemp growth and production into the 2018 Farm Bill. Under the bill, hemp with THC content of 0.3% or less became legal to farm, sell and process. This opened the door to hemp fiber's use in clothing, textiles, paper and other industrial uses, and to the use of

*Vibrant trade at Keeneland's 2019 January Horses of All Ages Sale produced a \$46.8 million gross, the highest since 2008, a record average and a record-breaking median, reflecting continuation of the demand for quality Thoroughbreds seen at 2018's September Yearling Sale and November Breeding Stock Sale. The sale of champion Abel Tasman to Coolmore's M.V. Magnier for \$5 million was a record for a broodmare prospect at the January Sale.*

*The market for Central Kentucky horse farms has improved with the equine marketplace and can range from as little as the \$525,000 asking price for this 10-acre property in Stamping Ground in Scott County with a home, four-stall barn, outdoor arena, sheds and storage barn to several million dollars for 700-plus acres with multiple barns, more than two dozen stalls, indoor arena, main house, additional homes, cottage and office.*

its derivatives in nutraceutical and pharmaceutical products, including cannabidiol (CBD) oil.

Kentucky has been readying itself to take the lead in hemp cultivation and production since the pilot program was launched. As a result, since 2014 the commonwealth has seen a rapid expansion of both hemp acres and production facilities.

According to the KDA, during the first year growing hemp under the pilot program, 33 acres were planted. That increased to 922 acres in 2015; 2,350 acres in 2016; 3,200 acres in 2017; and 6,700 acres in 2018. The KDA actually approved up to 16,100 acres for hemp planting last year. This year, that figure grew to 57,000 acres approved for planting, although the KDA does not yet know how many acres have actually been planted.

Kentucky Agriculture Commissioner Ryan Quarles said the acreage “translates into real dollars and cents for the commonwealth.” Hemp processors reported to state authorities \$57.75 million in gross product sales in 2018, compared with \$16.7 million in 2017. Those processors, in turn, paid hemp farmers \$17.75 million for their crops in 2018, up from \$7.5 million the year before.

Kentucky lenders are noticing the uptick in activity, although they say further clarification by financial regulators that it



is permissible to work with hemp growers and producers; the availability of crop insurance for farmers; and another cycle of hemp growth, production and processing could really take the lid off industry growth.

Jonathan Noe, vice president and chief lending officer at Central Kentucky Ag Credit in Lexington, said the cooperative lending institution recently adopted a policy to finance hemp production and processing. But AgCredit is proceeding “with caution,” Noe said, because it’s still a new industry and the businesses involved in it do not yet have long track records.

“Anytime we have an upstart business, even if it’s in an established industry, we proceed with caution,” Noe said. “But we’re cautiously optimistic. We see real potential out there. We see a lot of invested dollars here in Kentucky because, to be quite honest,

Kentucky is in the lead when it comes to hemp production.”

One important ingredient that’s missing is written regulations that allow for farmers to have crop insurance through the Federal Crop Insurance Corp. The lack of insurance limits the amount of money that AgCredit can lend to hemp farmers because it has to ask for more tangible collateral, such as real estate and equipment to secure the loans, Noe said. With other kinds of farming such as corn, soybeans or tobacco, AgCredit can take a lien on the value of the crop, backed by crop insurance.

Noe said it’s a simple matter of regulators needing time to write those crop insurance rules. “It’s just not in place yet. The Farm Bill was signed in late 2018, so we’re only a few months into this, and I think it’s just a matter of we haven’t had the time at the federal level to get all the regulations written.

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It's just a matter of time. We feel like [in] 2020, things are going to open up quite a bit."

Oddly, though, legal certainty for hemp has resulted in a near-term contraction of financial services available to hemp growers and producers. After President Donald Trump signed the Farm Bill into law last December, some credit card processors stopped offering their services to hemp product sellers.

Part of the reason why stems from uncertainty among banks and financial institutions with respect to dealing with cannabis-related businesses. Hemp's long association with marijuana, and marijuana's recent dual status as legal in some states but still technically illegal at the federal level, combined with very different treatments of that dual status by the justice departments of the Obama and Trump administrations means banks have tended to treat hemp financial transactions similar to how they would treat other cannabis transactions. Typically that means filing what are known as suspicious activity reports (SAR) whenever they conduct business related to cannabis. This includes credit or debit card transactions.

As it turns out, that has had a chilling effect on financial services companies' willingness to deal with both marijuana- and hemp-related businesses.

But just as McConnell worked to push the hemp provision through in the Farm Bill, Kentucky Sixth District Rep. Andy Barr, a Republican, has been pushing for industrial hemp farmers' and producers' access to financial services. At a May meeting of the House

Committee on Financial Services, Barr asked FDIC chair Jelena McWilliams, Comptroller of the Currency Joseph M. Otting and Vice Chair for Supervision at the Federal Reserve Randal K. Quarles to issue a statement together clarifying that industrial hemp and marijuana are not the same and that industrial hemp businesses should have access to financial services.

McWilliams acknowledged that there is uncertainty in the space and said that the FDIC is training its examiners to ensure they understand what's legal where and that they do not put "undue pressure" on hemp businesses. She said the FDIC tells banks to follow guidance issued in February 2014 by the Treasury Department's Financial Crimes Enforcement Network, which essentially tells financial institutions to decide on their own, on a case-by-case basis, whether to provide services to marijuana-related businesses, taking into account customer due diligence and an evaluation of the risks. It recommends filing a SAR whenever the financial institution suspects a transaction involves illegal funds, is meant to bypass regulations or lacks a business or lawful purpose. The guidance doesn't mention hemp specifically.

That's not good enough for Barr, who said he sees himself as an advocate for industrial hemp, for Kentucky banks and credit unions, and for Kentucky farmers. In the 2018 congress, Barr introduced the Industrial Hemp Banking Act, which would have established a safe harbor for depository institutions providing credit or other banking services to participants in the hemp pilot program. That bill died in

committee. In the current congress, Barr is working with U.S. Rep. Ed Perlmutter (D-Colo.), who authored a bill called the Secure and Fair Enforcement (SAFE) Banking Act. That bill would provide legal certainty for financial institutions dealing with legitimate marijuana-related businesses in states that have legalized marijuana use.

Barr said Perlmutter has agreed to sponsor two amendments that Barr wants added to the bill when it reaches the House floor that would address the issues the hemp industry is having accessing card processing and banking services.

"The way we've drafted our amendment, it would not require any additional SAR reporting for a legal hemp business because it's legal under both state law and federal law now," Barr said.

While hemp lending is poised to take off, lending in the equine industry is well on its way to recovering from its lows during and immediately after the financial crisis a decade ago. A couple of Triple Crown winners, a successful World Equestrian Games in 2010, a growing economy, and more favorable tax treatment of business expenses, including buying horses, are helping fuel growth in equine lending.

Russell Gray, vice president of credit at AgCredit, said both the Thoroughbred and sport horse lending businesses are strong, but he gives the edge to the sport horse side of things.

In sport horses, AgCredit makes loans primarily for real estate purchases and capital improvements on farms. "We see people who come in and pay cash for the farm and then follow up later with us to build the indoor arena," Gray said. "Those things can be \$250,000 to a half-million dollars, depending on the size and how extravagant they want it to be. If you buy raw land, you've got to put the water lines in, you've got to build those miles of four-plank fencing and paint them, you've got to put blacktop roads in, build the barns, build a home, etc."

On the Thoroughbred side, Gray said AgCredit loans money for purchasing land and property improvements. He said the industry tends to run in seven- to 10-year cycles, up and down with the inventory of yearlings. He said the Thoroughbred industry has tended to be supported by



*Farm hands plant hemp in an operation that is one of many partnering with Winchester-based GenCanna, the largest operator in the Kentucky industrial hemp market. GenCanna is investing tens of millions of dollars into research, processing facilities and farming operations.*

*A GenCanna partner hemp farm at sunset. Industrial hemp farming in Kentucky has grown from 33 experimental acres in 2014 when the federal Farm Bill allowed a pilot program to 57,000 acres authorized by the Kentucky Department of Agriculture in 2019 after the 2018 Farm Bill legalized hemp farming. Regulations are being written so that hemp farmers can obtain crop insurance.*

nonfarm income: financially well-off people who've made their money elsewhere decide they want to own a horse farm or be involved with horses either due to a new interest or because of family connections.

"Many, many times the loans I work with have very strong nonfarm income to support their farm ownership," Gray said. "You can't be a pauper and own \$20,000-an-acre land and borrow money on it."

Thanks to the long global economic expansion, times have been good for Thoroughbred farms and, by extension, lending.

Furthermore, one part of the tax law changes in 2017, Section 179, allows taxpayers to more easily deduct the entire purchase price of a property, including a horse, under certain conditions.

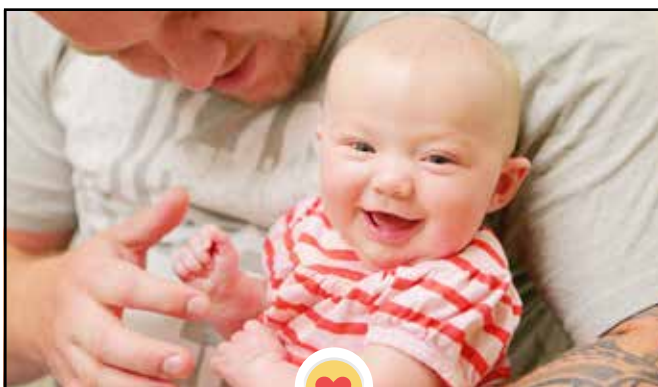


Gray said he's also seeing more international buyers acquiring farmland in Kentucky, and not just from Ireland or the Middle East. People from several South American countries have been making purchases here as well.

"These people are financially well

off," he said. "They've been in the business for some time and just finally made the decision to buy farm real estate here in Central Kentucky." ■

*Chris Clair is a correspondent for The Lane Report. He can be reached at [editorial@lanereport.com](mailto:editorial@lanereport.com).*



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## EMERGING LANE

Kentucky's young professionals and creatives



Kathie Stamps photo

*As one of the new owners of Wild Fig Worker Cooperative, April Taylor focuses on creating a welcoming and inclusive environment.*

## A Radical Approach

Lexington bookstore is now a cooperative venture

ON North Limestone Street in Lexington, or NoLi as the area is called, Wild Fig serves up sandwiches, bagels and sweets, locally roasted coffee, unique merchandise and new books labeled "Fiction" and "non-Fiction." But for the worker-owners of Wild Fig, serving people takes precedence over selling products.

Billing itself as a cooperatively owned radical bookstore, coffee shop and community event space, Wild Fig Worker Cooperative is the new reincarnation of Wild Fig Books & Coffee.

The bookstore originally opened in 2011 in the Meadowthorpe area west of downtown and moved to North Limestone in September 2015. Three years later, the owners announced the store was closing. Native Lexingtonian and community organizer April V. Taylor spearheaded a group of seven co-founding workers to purchase the business.

"When the news broke that Crystal Wilkinson and Ronald Davis were in fact selling Wild Fig, closing had been something they had been considering seriously for some time," Taylor said of the Instagram announcement Aug. 30, 2018. "Despite this, it was still jolting to finally have to consider what it would be like for Wild Fig to be owned by someone other than them."

She was determined to ensure that the business would wind up in the hands of someone "committed to making sure it remained a safe and welcoming space."

Earlier in the year, Taylor had found herself spending more and more time at Wild Fig, having no idea she would soon be running the place. Her job as a community organizer had her working in a coworking space "full of microaggressions and unwelcoming to the point of trying to push me out," she said. "Wild Fig became a safe haven for me during this time as I began working out of Wild Fig nearly every weekday."

That welcoming spirit of inclusivity continues to be a focus of Wild Fig Worker Cooperative.

"While many commend me on my leadership with the community purchase of Wild Fig, it would be remiss of me to not point out that it was an act of self-preservation," Taylor said, "as it was the only space I had ever spent time in in Lexington where I always felt safe and affirmed."

Through her position as the community organizer for Fresh Stop Markets, Taylor learned about cooperatives and this form of solidarity economy movement. "I became aware of how many businesses were finding new life in being converted to worker

cooperatives," she said. She knew raising the \$25,000 purchase price for Wild Fig in less than 30 days was a daunting task, but figured there was nothing to lose. Even if the goal fell short, "whatever we raised would be given to Ron and Crystal as a love offering for having kept the space open as long as they did," she said.

Worker cooperatives are built on profit-sharing among the owners, who are also workers, with each person having a vote in making decisions.

She is appreciative of the deep community support for the store. To provide for a sustainable business model, she is pursuing nontraditional financing available to cooperatives through wealth funds.

"Many states allow cooperatives to form as cooperative corporations; however, that option is not available to cooperatives in Kentucky," Taylor said.

While there are organizations like Mountain Association for Community Economic Development (MACED) based in Berea and the Elizabethtown-based Kentucky Center for Agriculture and Rural Development (KCARD), Lexington falls outside the geographic boundaries for such technical support and cooperative incubators. As Taylor and the other worker-owners concentrate on building and maintaining Wild Fig Worker Cooperative, "we must lobby to change laws and build incubation structures also," she said.

For those who support Wild Fig in person, the store offers various writing workshops, readings and open mikes on the event calendar at any given time, as well as its most popular event, the monthly Drag Queen Story Time.

Locally sourced merchandise includes statement T-shirts, jewelry, sage and lavender bundles, topical CBD products from Treehouse Goods and shea butter from S'Henpley Made. The coffee is from City Roastery, a local roaster in Georgetown; pastries from Mighty Acorn Vegan Kitchen are also on the menu.

"If it wasn't for the community that continues to step up, we wouldn't be here," Taylor said.

Wild Fig Worker Cooperative is open Tuesday through Sunday from 10 a.m. to 8 p.m. The radical bookstore welcomes online support by shopping at [wildfigbooksandcoffee.com](http://wildfigbooksandcoffee.com) or [patreon.com/wildfigbooksandcoffee](http://patreon.com/wildfigbooksandcoffee).

—Kathie Stamps

## Young Professionals in Ashland Help Students and Community

FOR young professionals age 21 to 39 years old who live in Ashland, Catlettsburg, Russell or the six other cities within Boyd and Greenup counties, the Young Professionals Association has a variety of networking events and community service projects. Affiliated with Ashland Alliance, the Chamber of Commerce in Ashland YPA was formed in 2003 and has around 75 members this year.

The current president of the organization is Ryan Reames, a wealth advisor with Hilliard Lyons in Ashland. He got involved with YPA eight years ago when a high school friend was board president at the time.

"I showed up to a meeting, became a member of the board," Reames said. "I got involved."

YPA members meet the first Thursday of every month unless it's a holiday. Events rotate between a happy hour, a lunch social at a restaurant, and a lunch-and-learn program at the library. Young professionals have heard speakers from River Cities Harvest and Braidy Industries, among other organizations, along with Mike Graese, the city manager of Ashland.



Ashland YPA members Andrea Arnett (left), Jesse Stout and Carly Carver shopping for school supplies for YPA's annual community service project.

"Our big project is the YPA Backpack Program," Reames said. The group gets cards from area schools by the end of June. Each card has the name of a student in need of school supplies and new clothes for the first day of school. Throughout the month of July, YPA members reach out to all the local businesses they know to get a backpack and fill it with clothes, shoes and supplies based on requirements for a particular child. The Ashland Alliance office on Winchester Avenue is the drop-off point.

"Marathon Petroleum will take an entire school," Reames said of the corporation in Catlettsburg.

One year there were 1,000 kids in need of backpacks; that number has dropped to between 680 and 750 in recent years. For 2019, just over 400 backpacks have been requested by the schools' resource centers. Reames had high praise for Mary Kay McGinnis-Roark, one of the founders of the backpack program, and Amanda Gillum, YPA vice president of philanthropy, for making sure the annual project runs smoothly. Donations are accepted throughout the year through the Ashland Alliance Young Professionals Association.

"If all the cards are not taken and maybe 20 or 30 are left over, a group of us go shopping at Walmart," Reames said. The YPA shoppers make sure those final backpacks are purchased and filled.

Every December, YPA members participate in Ashland Alliance's food drive during that month's Business After Hours.

"We collect food at that event and take it down to River Cities Harvest, where it goes to shelters and other places," Reames said. YPA members are also seen on the third Saturday in May during Repair Affair, an event sponsored by the city where citizens help residents who aren't physically able to fix up their homes for safety. "People go out and cut grass, clean gutters and do something to help people," he said.

YPA dues are \$40 a year. There's a membership application on the website, [ashlandalliance.com/chamber/young-professionals-association](http://ashlandalliance.com/chamber/young-professionals-association). Reames keeps a master email list and uses email communication to inform people of news and events. In addition to giving back to the community through charitable projects, he appreciates the networking aspect of belonging to YPA.

"I've met a whole lot of people," he said. "When young professionals start working here they may not know all the other young professionals in the area. You get to know others and form relationships."

Amanda Clark, former vice president of operations for Ashland Alliance, is on the YPA board of directors. "I'm too old but they let me stay," she said.

Clark agrees about the benefit of networking. "To know people who are in the same places in their career as you are, and to have those contacts," she said, "you can't put a value on that." —Kathie Stamps



## Scott County Rated Best in Kentucky for Getting a Mortgage

IF you're looking to buy a house in Kentucky, there's good news: The median home value here is \$134,000 – almost \$80,000 below the nation's \$213,000 median home value. However, look even closer and you'll notice that where you live within the state can play a large role in value and mortgage rates.

A recent study from SmartAsset highlights the best counties in the country (and in each state) for securing a mortgage, based on four factors: overall borrowing costs; ease of securing a mortgage; property taxes; and annual mortgage payments.

To calculate overall borrowing costs, the study looked at the expected costs over the first five years of a \$200,000 mortgage with a 20% down payment, including closing costs. SmartAsset calculated the ease of getting a mortgage as the ratio of mortgage applications to actual mortgage originations in each county, and based annual mortgage payments on the annual principal and interest payments for a \$200,000 loan in that location, using average mortgage rates in each county. Locations were then ranked based on the aforementioned four factors before being averaged and given equal weight.

After crunching the numbers, the study concluded that Scott County is the best Kentucky county in which to get a mortgage, followed by Warren, Jessamine, Spencer, Fayette, Woodford, Simpson, Calloway, Daviess and Crittendon counties to round out the top 10. While each of those 10 counties had the same five-year borrowing costs and annual mortgage payments, Scott County possessed the highest loan funding rate (70.64%) and fourth-lowest property tax, helping to push the county to the top ranking.

—Matt Wickstrom



# THE LANE LIST

## KENTUCKY LOTTERY PROCEEDS

**K**ENTUCKY Lottery proceeds to state government for the 10 years ending in fiscal 2018 total nearly \$2.3 billion. State law calls for 35% of total sales to be a dividend to the state budget, but some past years have been less; the other 65% goes to prizes and administration. Dividend proceeds go toward the General Fund for use toward education, the Kentucky Early Childhood Reading Incentive Fund and the Kentucky Housing Corp.'s Affordable Housing Trust Fund. Unclaimed prize money is directed to a trust fund established to cover any shortfalls in funding to the KEES scholarship program. Overall proceeds to the state General Fund and grant and scholarship programs since the lottery's 1989 inception are nearly \$5.2 billion.

### State Government's Kentucky Lottery Receipts

FISCAL YEAR	UNCASHED TICKETS	DIVIDEND PAYMENTS
2018	\$9,841,236.93	\$253.0 million
2017	\$9,966,528.02	\$241.6 million
2016	\$8,966,357.88	\$241.8 million
2015	\$6,567,958.10	\$221.5 million
2014	\$9,861,200.66	\$219.5 million
2013	\$9,028,129.99	\$215.3 million
2012	\$7,922,770.97	\$210.8 million
2011	\$11,734,434.21	\$200.5 million
2010	\$11,589,562.77	\$200.0 million
2009	\$7,676,237.35	\$193.5 million
<b>Total</b>	<b>\$93,154,416.88</b>	<b>\$2.197 billion</b>

### How the lottery dividend is spent

The state's \$253 million lottery dividend for FY 2018 was apportioned as follows:

ORGANIZATION	AMOUNT
Ky Educational Excellence Scholarship (KEES)	\$106,149,200
College Access Program (CAP)	\$71,288,800
Ky Tuition Grant Program (KTG)	\$38,297,600
Ky National Guard Tuition Assistance Program	\$7,398,100
Teacher Scholarship Program	\$1,732,800
Work Ready Scholarship Program	\$15,900,000
Dual Credit Scholarship Program	\$10,000,000
Collaborative Center for Literacy Development	\$1,200,000
Reading Diagnostic and Intervention Fund	\$1,800,000
<b>Total expenditures*</b>	<b>\$253,766,500</b>

\* Funding for these programs slightly exceeded FY 2018 Lottery revenues of \$253,000,000.

- **Kentucky Educational Excellence Scholarship (KEES):** Merit-based scholarship; earned in high school; based on academic performance; for students graduating from a Kentucky high school and attending an eligible Kentucky public or private college. Average award in FY18: \$1,654
- **College Access Program (CAP):** Need-based scholarship for students attending an eligible Kentucky public or private college. Average award in FY18: \$1,577
- **Kentucky Tuition Grant (KTG):** Need-based scholarship for full-time students attending an eligible Kentucky private college. Average award in FY18: \$2,920
- **Kentucky National Guard Tuition Assistance Program:** Provides members of the Kentucky National Guard attending a public university or community college in Kentucky tuition assistance up to the in-state tuition rate of the institution the member attends. Those attending private postsecondary institutions receive assistance up to the average in-state tuition rate at public universities. Average award in FY18: \$6,035
- **Teacher Scholarship Program:** Need-based scholarship designed to attract highly qualified students into the teaching profession and support current Kentucky teachers who are seeking additional credentials. Recipients must agree to teach in Kentucky for a given time period, or they must repay the scholarship with interest. Average award in FY18: \$3,100
- **Work Ready Scholarship Program:** Scholarship awarded to those seeking credentials in one of Kentucky's top five high-demand workforce sectors; currently those sectors are advanced manufacturing, business services/information technology, construction, health care and transportation/logistics. Recipients must have not yet earned an associate degree or higher to be eligible. Average award in FY18: \$3,250
- **Dual Credit Scholarship Program:** Awarded to Kentucky high school juniors and seniors to earn postsecondary education credit hours while in high school. Participant institutions must offer a discounted tuition rate for such coursework, set at one-third of the KCTCS in-state hourly tuition rate. Average award in FY18: \$324
- **Collaborative Center for Literacy Development (\$1.2m), Reading Diagnostic & Intervention (\$1.8m):** Programs administered by the Department of Education

Sources: Ed Ross, state controller; John Chilton, state budget director.

## SPOTLIGHT ON THE ARTS



*Culture of Recovery instructor Kirk Banks, third from left, teaches program participants, including Kim Patton, second from left, to make pottery. Knott County-based Culture of Recovery uses the arts as a supplement to traditional recovery methods.*

### Creating a New Life

Knott County's Culture of Recovery offers second chances through art

BY CHRIS CATHERS

IN March, Spotlight on the Arts focused on an arts-based substance abuse recovery program called Hands Healing HeArts in Franklin County. This month, we're traveling east to Knott County to talk about a similar program called Culture of Recovery.

Culture of Recovery gets referrals from the county drug court, and also works with a nearby men's residential facility, the Hickory Hill Recovery Center. Culture of Recovery program participants take part in painting, ceramics, journal writing, blacksmithing, stringed instrument making and other classes that act as supplements to a traditional substance abuse recovery program.

We recently traveled to Hindman to record an episode of the Kentucky Arts Council podcast KyArtsCast and talked with participants and instructors in the Culture of Recovery program. This Spotlight on the Arts column features excerpts from that conversation.

Savannah Napier Hall of the Appalachian Artisan Center is the program coordinator for Culture of Recovery. She said the program is – especially for the men coming from Hickory Hill – a way to decompress and not have to talk about their addiction for a while.

"We just present them with art and they have the opportunity to let those feelings go for a while," Hall said.

Two participants in the program, Kim Patton and Nathan Smith, have

latched onto the skills they've learned in Culture of Recovery so much that they are now making a living off of their chosen art forms.

Patton gravitated toward pottery. She's made about 150 pieces since she started in the program in March of 2018. She was initially apprehensive about participating in the recovery program, but after spending a month experimenting with various art forms, her tune changed.

"After a month, it was totally different," she said.

Patton started doing drugs when she lived in Cleveland. When Patton's mother made her move back to Kentucky and in with her alcoholic father, things did not get better. She soon married an alcoholic and her life got worse, she said. She started going to a pain clinic, getting pills. Soon, Patton said, she was selling drugs to feed her own habit. She was eventually arrested for trafficking. She got into the Knott County Drug Court program, which led her to Culture of Recovery.

"It saved me," Patton said.

She has since started selling her work at several regional fairs, like Hillbilly Days in Pikeville and Thursdays on the Triangle in Hazard. The inspiration came one day when she was visiting Knott County Drug Court, dropping off pieces of her ceramic artwork as gifts for some of the staff members and the drug court judge.

"The judge said, 'These are really good. You should start selling these,'" Patton said. "That was the approval I needed – someone to tell me I was good enough to do it."

Smith said his story of addiction was similar to Patton's.

"I did whatever I could to fit in," Smith said. "Drinking, smoking marijuana. Over the years that led to other things."

At one point, he got hurt and was prescribed pain pills, which he said started him down the path of opioid addiction. Like Patton, he sold drugs to feed his addiction, and that led him to drug court.

"I asked for drug court. I knew I needed something to change my life. If I didn't, I wouldn't want to be here long."

Smith found a sense of purpose in Culture of Recovery, where he learned the craft of luthiery, the creation of stringed instruments.

"What did it for me was I knew I could come in here and they didn't look at me any different or judge me because I was an addict," Smith said. "It feels good to have a place I can go and make myself at home."

Smith has become so good at luthiery that Doug Naselroad, master luthier at the Appalachian School of Luthiery in Hindman, has hired Smith for a full-time position at the newly opened Troublesome Creek Stringed Instrument Co., which Naselroad also directs.

"We have the place and opportunity for people to be gainfully employed, with no discrimination against people who may have a drug felony on their sheet," Naselroad said. "We do not disqualify."

Getting that job based on skills he learned in addiction recovery is "one of the best feelings in the world," Patton said.

"It's something you don't just pick up every day. I'm happy they gave me this opportunity. It's amazing."

To hear the full podcast episode, visit [kyartscast.ky.gov](http://kyartscast.ky.gov). ■



*Chris Cathers is executive director of the Kentucky Arts Council.*





Big Bear Resort photos

*The marina at Big Bear Resort.*

## Fish Big at Big Bear

Western Kentucky site offers some of the region's best fishing

BY KATHERINE TANDY BROWN

**T**HOUGH I didn't grow up in a boating family, my hometown of Hopkinsville was but a short drive to the largest manmade lake in the country, 187-mile-long Kentucky Lake, formed in 1944 when the Kentucky Dam was built as flood control on the Tennessee River. Fortunately, my best friend Ann's family had a ski boat, and I spent many carefree summer days water skiing, then chowing down on delicious fried catfish at Sue and Charlie's, a once-popular restaurant in Western Kentucky lake country that I believe is long gone. (If that's not the case, let me know, and I'll meet you there!)

Another local "institution" began only four years after the lake appeared, when Louisvillians William and Louella MacFarland were driving around the shoreline and came upon a particular location near Benton that seemed to be the perfect site for a fishing camp. Thus the MacFarlands founded Big Bear Camp – now Big Bear Resort. The camp's beginnings were primitive and the owners'

stories about the early days, amazing.

Big cats screamed from the woods at night, and Louella told friends she was terrified one would jump her when she had to scuttle out in the dark to fill guests' kerosene cans. Initially, camping units were built on cement blocks. Air conditioning meant propping the shutters open with a stick. Heat meant closing them. One night Mr. Mac and a few buddies went coon hunting. The hounds chased that coon back to the Macs' camp residence. Mrs. Mack said you hadn't lived until you were awakened by the hissing of a terrified coon and a pack of baying hounds under your house.

Since the camp was way out of town, the local sheriff deputized Mr. Mac, so if he ever had any difficulty with a customer, he could take care of it himself.

An old guide who'd lived in the area long before it was a lake would take visiting fishermen out to find the best angling holes. During bird migration in the spring and fall, he and Mr. Mac would go duck and goose hunting. In those days before

fish and wildlife authorities existed, Mr. Mac said the old guide would shoot an ancient gun until its barrel got too hot to touch. The fellow would dunk it in the water to cool it off until steam stopped rising, then start shooting again.

Guests at this beloved camp/resort by Big Bear Bay on Kentucky Lake have been making their own memories since 1948, now shared by generations who spend time here every summer. Granddads entertain grandchildren with fond recollections about camping, swimming and renting Jon boats at the camp's marina and reminisce about the time they puttered out to catch the "big one."

Through the years, rustic fishing cottages have been added and a log cabin dating back to 1802 has been renovated and restored. Years ago, Paducah attorney Tom Threlkeld received the cabin as payment from a bootlegger he represented. The Macs allowed Tom and his wife, Rosabell, to put the structure on Big Bear property, where it remains, although the founders sold the resort in the 1950s.

Now under the guidance of the third generation of owners – Rick Meier and Janet Caldemeyer – Big Bear is a 52-acre, comfortable, old-fashioned family vacation spot upgraded with modern amenities. Overnight lodging choices include cottages, townhomes, condos and villas.

At Big Bear Marina, you can rent craft for fishing and boating, including



*The area around Big Bear Resort offers some of the best fishing on Kentucky Lake.*

*The chalets pictured here are but one of the lodging choices available at Big Bear Resort. Guests can also choose from villas, cottages, townhouses or a motel.*

Jon boats or paddle and pontoon boats of several sizes. Or you can BYO boat and pick up gas, groceries, ice and bait at the 122-slip marina. Rental options include paddleboards, adult or junior water skis, Big Bertha or Delta tubes, kneeboards, tow ropes and life vests. And you can hire a fishing guide as well to lead you to those sweet spots.

Turns out the Macs chose to create their resort at one of the best angling spots on a 160,000-acre lake known for its diverse variety of fish, including white, largemouth and smallmouth bass; crappie; sauger; catfish; bluegill; red-ear sunfish; and catfish. Many of the state's record catches have been spawned in these waters. To quote Big Bear's fulltime fishing guide, Rodney Hairgrove: "If you want to fish, you can come down here to Kentucky Lake and catch something (all year long)."



Even if you don't happen to be an angler, the area is loaded with activities to keep you and the family happily busy.

Explore the heart of Western Kentucky's Waterlands at the nearby 170,000-acre Land Between the Lakes National Recreation Area. At this natural treasure you can view such wildlife as American Bison, elk and deer, red wolves, golden eagles and bald eagles; rent canoes and bikes; observe a

working 1850s farmstead; and gaze at a star show in Golden Pond Planetarium.

Hit the links at one of a dozen state park, semi-private or open/private golf courses; brush up on your short game at a par-3 or putt-putt; and laugh till your cheeks ache in bumper cars. Ride the waves at River Venture Water Park, or nose through antiques shops in Aurora, Hazel, Murray, Mayfield, Benton and Paducah.

To treat yourself – and your family – to a relaxed vacation at Big Bear Resort on Kentucky Lake, check out [bigbearkentuckylake.com](http://bigbearkentuckylake.com) or call (800) 922-2327. If great fishing is your goal, line up a guide ahead of time with Rodney Hairgrove Professional Fisherman and Guide Service (270) 362-0147 or [rhairgrove@mchsi.com](mailto:rhairgrove@mchsi.com). Your guided trip includes all tackle, fishing gear and travel on a fully-rigged bass boat, or BYO favorite gear and tackle. Those fish are just waiting for you!

For info on Land between the Lakes, go to [landbetweenthelakes.us](http://landbetweenthelakes.us) or call (800) 525-7077. ■

*Katherine Tandy Brown is a correspondent for The Lane Report. She can be reached at [editorial@lanereport.com](mailto:editorial@lanereport.com).*

*Big Bear Resort has been welcoming guests to the Kentucky Lake area since the 1940s.*



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## Representatives Pre-File Bill to Make Daylight Savings Time Permanent



“SPRINGING Forward” and “Falling Backward” could be one step closer to being a thing of the past under legislation pre-filed in July by Rep. Bart Rowland of Tompkinsville and Rep. Brandon Reed of Hodgenville. The measure, BR 181, would make Daylight Saving Time (DST) permanent throughout the commonwealth, but only if Congress first passes a federal law

allowing states to observe daylight saving time year-round.

Rowland and Reed say putting an end to the practice of changing clocks every March and November would give Kentuckians more light at the end of the day during winter months.

“Studies show that adding more light at the end of the day improves everything from traffic safety to crime and the use of electricity. I think it’s time for Kentucky to join the conversation on whether or not we’re willing to do away with the antiquated practice of changing clocks,” Rowland said.

According to research from the Brookings Institute, there is a 19 percent drop in the probability of any robbery occurring in the weeks after DST begins, and a 27 percent decrease in the robbery rate during sunset hours. Supporters also point to medical research that shows an increased risk of heart attacks following time changes.

Data collected over three years from hospitals in Michigan found that on the Monday immediately after Daylight Saving Time began, the number of heart attacks increased by an average of 25 percent.

If BR 181 is approved during the 2020 General Assembly, Kentucky will join more than a dozen other states in the movement to make DST permanent. While Tennessee recently enacted a bill to do so, Florida was the first state in the nation to vote to make Daylight Saving Time permanent in 2018, with their action being followed by passage of similar measures in states including Tennessee, Oregon, and Washington. U.S. Senator Marco Rubio has introduced bipartisan legislation on the federal level making DST permanent throughout the nation, and President Trump has endorsed the idea.

BR 181 will be considered by the General Assembly during the 2020 legislative session.

## Study to Explore Reasons Rural Communities are Less Healthy

A new study hopes to help researchers understand what causes high rates of heart, lung, blood and sleep disorders (HLBS) in rural Kentucky, Alabama, Mississippi and Louisiana.

Dubbed the Risk Underlying Rural Areas Longitudinal (RURAL) study, Stephanie Boone, an assistant professor in the University of Louisville School of Public Health and Information Sciences, will lead the research in Kentucky.

The overall study is coordinated by Boston University School of Medicine and funded by the National Heart, Lung, and Blood Institute, part of the National Institutes of Health. The six-year, \$21.4 million multi-site prospective epidemiology cohort study includes 50 investigators from 15 other institutions.

The number of heart disease-related deaths in 2017 placed Kentucky ninth among all states and territories in the United States. Some rural counties, particularly in the Appalachian region, experience higher rates of heart disease, chronic obstructive lung disease (COPD), and stroke mortality rates. These same areas also report a higher prevalence of risk factors for poor health, including unhealthy lifestyles, low income and exposure to unique environmental hazards compared to non-Appalachian regions in Kentucky.

To better understand why certain factors amplify risk in some rural counties while other communities appear to be more resilient, the researchers will recruit 4,000 multi-ethnic participants from 10 rural counties in the Southern Appalachia and Mississippi Delta (AMD) regions.

In Kentucky, Boone and her team, including co-investigators Kathy Baumgartner and Rick Baumgartner, will play a central role in community engagement and recruitment of approximately 1,300 men and women for retention and surveillance over a six-year period.

The research teams will use a mobile examination unit to conduct a baseline exam with each participant. They will record information about family history, lifestyle and



behavioral factors, along with medical history including risk for HLBS disorders. Environmental and economic elements also will be evaluated. Smart phones and wearable activity monitors will be used to help collect health and lifestyle information from the participants. In addition to UofL, LSU’s Pennington Biomedical Research Center, University of Mississippi Medical Center and University of Alabama at Birmingham represent the core states in which participants will be recruited.

Other institutions participating in RURAL are Duke University, Emory University, Johns Hopkins University, Los Angeles BioMedical Research Institute (UCLA), University of California, Berkeley, University of Massachusetts, University of North Carolina at Chapel Hill, University of Pennsylvania, University of Vermont, University of Virginia at Charlottesville and the Wake Forest School of Medicine.

## Elliott County Program Creates a Growing Interest in Agriculture and Entrepreneurship

A mini farm at Elliott County High School is teaching students business and entrepreneurship skills they can use in their future careers and showing residents how they can use agriculture to improve their lives.

The mini farm is a project of Gary Selby, the high school's agriculture teacher, and Keith Center, an agent with the University of Kentucky Cooperative Extension Service. Selby and Center started the project to rekindle interest in agriculture among the county's young people. After a six-year absence, the school system reinstated agriculture education in the high school in 2015. Two years ago, Selby became the high school's first full-time agriculture teacher in many years.



Students Amber Moore (left) and Molly Lewis at work in the greenhouse at Elliott County High School.

Katie Pratt photo

The project has grown to cover most of the three acres behind the Elliott County Schools complex that includes three of the county's schools. As the project progressed, Center and Selby relied on the expertise of many UK College of Agriculture, Food and Environment experts on crop site selection, facility design and educational information.

In addition to a greenhouse, the mini farm includes a compost demonstration facility and areas for growing shitake mushrooms, blueberries and raised bed gardens. All are either highly popular in Eastern Kentucky or can be implemented on limited acreage. Grants from the Kentucky FFA Foundation have helped fund many of the projects.

By working at the farm, the students learn not only how to grow and harvest a variety of crops but also about the economics of having a business and how gardening can save on grocery costs, which is critically important in the economically strapped county.

"I have learned about writing grants and business proposals and even presented them to the principal to ask for permission on some of the things we have done," said Marissa Mayse, who plans to pursue a career in agricultural law. "It has given us skills we can use for whatever career field we might go into."

The number of students participating in agricultural education has increased from 30 in 2015 to more than 100 this year.

The crops grown by the program are sold to the community. It's a source of fresh produce that many residents appreciate, as fresh options are limited in Sandy Hook. The town's only sources of food are a small grocery store and a seasonal farmers market. The nearest large grocery retailer is at least 30 minutes away.

The program is continuing to grow and evolve. Selby and Center are repairing another existing structure that will serve as a livestock barn on the property and future plans include adding goats, sheep and cattle to demonstrate how to use rotational strip grazing to get the most use out of available forages.—Katie Pratt/University of Kentucky

## Summer Sounds

A new public art program is underway in Lexington this summer that is truly aimed at public involvement.

The Lexington Parks and Recreation Department has placed pianos at four parks throughout the city, where they are available to anyone and everyone who wants to sit down and tickle the ivories, whether it be a Chopin etude or "Chopsticks."

To add even more visual interest, the pianos – which are located at Phoenix, Thoroughbred, Woodland and Castlewood parks – have been painted by Parks and Recreation staff artist Carol Drury.

Special waterproof covers protect the instruments from the elements and they are locked up at night to prevent theft and keep them from being a source of too much noise late at night.

The Pianos in the Parks program originally began in 2014 in Seattle. Since then, several cities have launched their own programs to bring the community outdoors to celebrate music and art in city parks. Dave Bush, a Lexington businessman, liked the concept so much that he brought the idea to the Lexington Parks and Recreation department and has been instrumental in securing donated pianos and providing space for them to be painted.

The pianos will be on site in the parks through Aug. 30.



LFUCG photo

Lexington hopes to expand its Piano in the Parks program in the years ahead. Anyone interested in donating a piano for the program can contact Dave Bush at davidbush@gmail.com.

## Correction

THE Lane Report business management article in the June/July issue on "Lasting Success," which focused on the 100-year-old Pittsburg Tank & Tower Group of Henderson and on Cynthiana's E.D. Bullard, whose signature product the hardhat is 100 years old, misspelled the last name of PTTG's Johnston family.

PTTG is a global industry leader in design, construction, maintenance and removal of industrial and commercial storage tanks and communications towers. Founded in 1919 in rural Pittsburg, Missouri, the company was moved to Henderson in 1983 by Don Johnston after he acquired the company.

The Lane Report regrets the mistake.



Ben Johnston, center, president of Henderson-based Pittsburg Tank & Tower Group, conducted an inspection of a NASA derrick at John C. Stennis Space Center in Mississippi in 2017 with his sons, Levi Johnston, left, quality assurance/quality control manager for Allstate Tower, and Chris Johnston, vice president of risk management, Pittsburg Tank & Tower Group.



# KENTUCKY PEOPLE

LEXINGTON

## UK HEALTHCARE PARTNERS WITH ALLTECH TO CREATE FOUNDATION HONORING ALLTECH'S PEARSE LYONS



Nicholasville-based Alltech has partnered with UK Healthcare to create the Lyons Family Life Foundation in honor of the late Alltech founder Pearse Lyons. The collaboration will focus broadly on total wellness, inspired by Lyons' lifelong endeavor to "make a difference." Pictured here signing a memorandum of understanding are Alltech President and CEO Mark Lyons (left), the founder's son, and UK President Eli Capilouto.

LOUISVILLE

## KENTUCKY HOSPITAL ASSOCIATION HONORS NANCY GALVAGNI



The Kentucky Hospital Association recently presented its Distinguished Service Award to Nancy Galvagni, in recognition of her exceptional service to the association and outstanding leadership in the health-care field. Galvagni started her career with KHA in 1979 and served as KHA's senior vice president for 20 years before being named president and CEO this past May. Pictured here presenting the award to Galvagni (center) are previous KHA President and CEO Mike Rust (left) and KHA Board Chair and Taylor Regional Hospital CEO Jane Wheatley.

NEWPORT

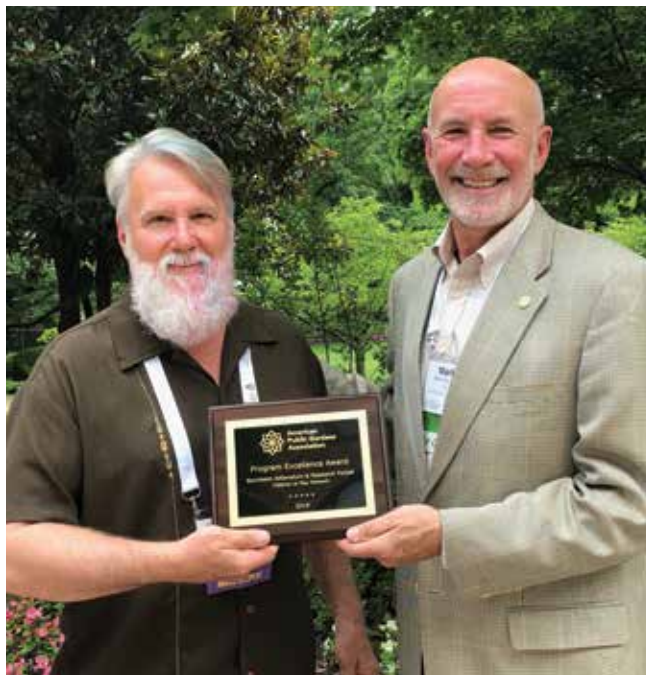
## GIVE WHERE YOU LIVE NKY AWARDS GRANTS TO SUPPORT LOCAL CAUSES



Horizon Community Funds of Northern Kentucky and Mueller Financial Inc. have partnered to create Give Where You Live NKY, a joint initiative designed to support local charitable endeavors. The initiative most recently presented a check to the Gateway Community & Technical College Foundation, which will be used to impact the lives of children whose parents are students at Gateway. Pictured here at the presentation are (left to right) Woody Mueller, partner, Mueller Foundation; Jordan Huizenga, senior director of development at Children Inc. and Covington city commissioner; Toni Bloom Mueller, donor relations coordinator, Gateway Community and Technical College; and Nancy Grayson, president, Horizon Community Funds.

CLERMONT

## BERNHEIM FOREST CHILDREN'S PROGRAM HONORED WITH INTERNATIONAL AWARD



The Bernheim Children at Play Network (CAPN) has received the American Public Garden's Association's 2019 Award for Program Excellence. Launched in 2017, CAPN helps organizations, schools and communities create places to play outdoors in order to better connect children to the natural world. Pictured here with the award are Children at Play Network Director Claude Stephens (left) and Bernheim Executive Director Mark Wourms.

# BIG FAMILY

## THE STORY OF BLUEGRASS MUSIC

Featuring footage from around the world, interviews with legends and newcomers alike, and incredible music, *Big Family* — the most comprehensive film ever made about bluegrass music — will make your toes tap and your heart swell with pride for Kentucky's native music.

Narrated by actor and bluegrass enthusiast Ed Helms, *Big Family* — which airs nationally on PBS — takes a comprehensive look at this beloved musical genre. More than 50 musicians appear in the film, including Alison Brown, Dale Ann Bradley, Sam Bush, J.D. Crowe, Béla Fleck, Laurie Lewis, Del McCoury, Bobby Osborne, Ricky Skaggs, and Chris Thile.

**KET** Friday, August 30 • 9/8 pm

**KET2** Sunday, September 1 • 8/7 pm



[KET.org/bigfamily](http://KET.org/bigfamily)





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