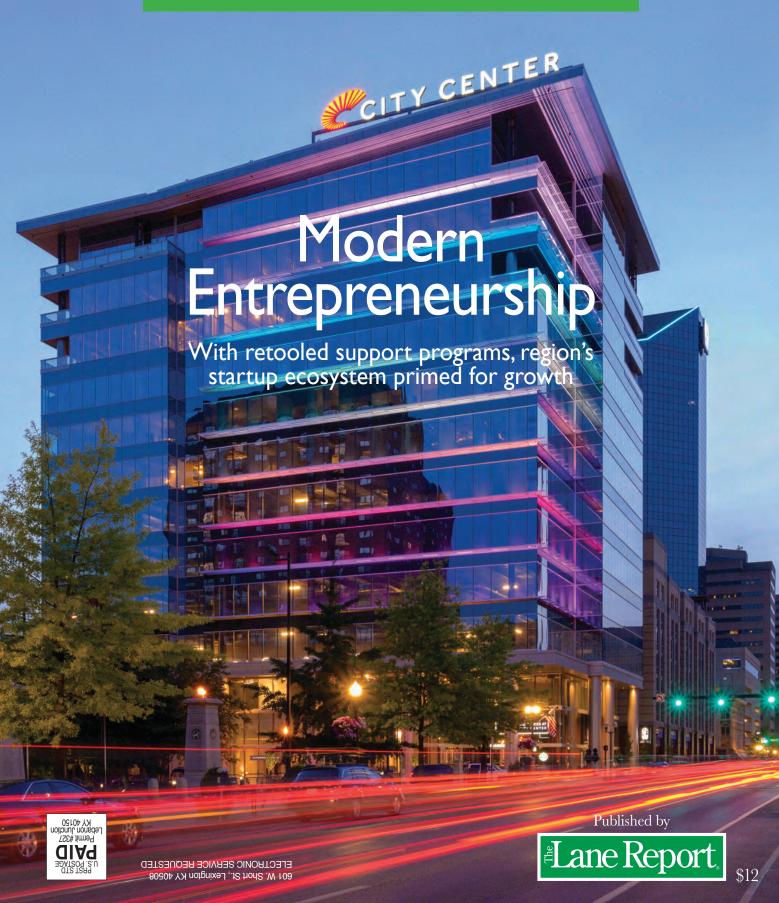
Central Kentucky

MARKET REVIEW 2019-2020





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Central Kentucky

MARKET REVIEW 2019-2020

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ON THE COVER: Central Kentucky's booming entrepreneurial community is streamlining the process of starting a business, creating clear pathways to success.

Photo by Jeff Rogers Photography

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▲ NEW LIFE FOR OLD BRAND James E. Pepper Distillery tour-goers see how open-top fermentation works. After being abandoned for more than 50 years, the distillery reopened and began distilling whiskey in December 2017. Tours of the facility, which began in July 2018, quickly became one of the Top 10 things to do in Lexington, according to TripAdvison.com.

■BLUEGRASS AND BARBECUE Lexington residents Anthony and Cara Spare enjoyed barbecue nachos and pulled pork from City Barbecue at the third annual Bluegrass BBQ Festival at Courthouse Plaza in downtown Lexington. The two-day event featured a backyard pitmaster competition, barbecue favorites from many vendors and live music.





▲ COLLEGE CONNECTIONS Berea College alumni take a selfie on campus during the 2018 Homecoming. Each year, the homecoming brings nearly 1,000 alumni and guests to campus for receptions, performances and activities.

■BLUEGRASS BUSINESS The second largest city in Kentucky, Lexington is the epicenter of the stunning Bluegrass region, home to a thriving business environment, excellent schools, a vibrant downtown and small-town charm with big-city amenities

► HAVEN FOR HIKERS Known for its sandstone arches and towering cliffs, the Red River Gorge is a unique scenic natural area that attracts thousands of visitors each year: It is popular year-round with hiking, camping and canoeing enthusiasts.





■DOWNTOWN DINING In addition to low cost of doing business and a talented workforce, one of the main reasons people choose to live and do business in Lexington is its relaxed quality of life with urban amenities.

lanereport.com Modern Entrepreneurship

PEOPLE & PLACES





AWINING AND DINING Wine + Market on West Second Street in downtown Lexington is a boutique wine shop that also sells craft beer, liquor, cheese, charcuterie and other artisan imports.

▲GREEN TEAM The Lexington St. Patrick's Day Parade and Festival is sponsored by the Bluegrass Irish Society. It is the longest running civic event in Lexington, according to festival organizers. Bagpipe music traditionally is a big part of the event. Kentucky United Pipes and Drums is seen here performing during the parade.

► WINTER WONDER

An ice skating rink in Triangle Park, directly across from the Lexington Convention Center, is bustling with activity from November to January.

▼HOME COURT More than 22,000 basketball fans attend each University of Kentucky Wildcats basketball game at Rupp Arena in downtown Lexington. UK has won nearly 90 percent of its home games since Rupp Arena opened in 1976. It is being renovated as part of a \$241 million project to build a new Lexington Convention Center.





▼BEREA BREAK TIME Kim Brown, associate vice president of marketing and communications for Berea College, sits outside the Draper Building with her dog, Gunnar, enjoying the campus' scenic beauty.







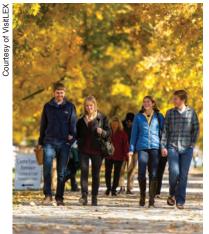
■DOWNTOWN

DASH Central Kentucky has a vibrant mix of activities for families and professionals, including the Midsummer Night's Run – and the Fastest Kid in Town race - every August through the streets of downtown Lexington.

▶SOCIAL

SCENE Locals and visitors alike enjoy a variety of Distillery District restaurants, entertainment options and bourbon tours.





▼FALL FUN Located near Harrodsburg, Shaker Village of Pleasant Hill is a picturesque destination that includes lodging, food, crafts and furniture workshops, access to the Kentucky River, hiking trails and historic structures.

SOCIAL SPACES

The Green at The Summit at Fritz Farm in front of Shake Shack is used to host activities, such as job fairs, yoga, workout programs, giveaways and other promotions. The Summit, a \$165 million mixed-use development, has more than 70 street-level shops and more than 20 dining options.



Photo by Jeff Rogers Photography





▲TRANQUILITY The cascading waterfalls at Triangle Park across from the Lexington Convention Center are a good place for an impromtu picnic or restful break.

◀POPULAR PUPS The Bluegrass Classic Dog Show is held each year at the Alltech Arena at the Kentucky Horse Park. More than 1,800 dogs from 160 breeds competed in the 2019 event.

▼FARM FRESH The Lexington Farmers Market is open from April to November with locations at Cheapside Park (pictured); Southland Drive; South Broadway and Maxwell; The Summit off Nicholasville Road; and other pop-up locations.





■DRAMATIC COLORS Central Kentucky is known for its scenic byways and country drives. Fall in the Bluegrass is a great time to enjoy the area's pristine equine scenery.

Photo by GLINTstudios. Courtesy Visitl FX





▲ART EVERYWHERE Public art, such as this Man O'War mural by Agustin Zarate in Lexington, is a hallmark of life in Central Kentucky.

AVICTORIAN STREETSCAPE Historic downtown Georgetown looks like a picture-perfect postcard with its eclectic art, boutique and antique shops.

▼30 YEARS OF BRASS The Great American Brass Band Festival on the campus of Centre College in Danville is a free four-day event that features brass bands from all over the United States and Europe. The festival celebrated its 30th anniversary in 2019.







PEOPLE & PLACES

► 'THE CAMPUS BEAUTIFUL' The main campus at Eastern Kentucky University in Richmond is commonly called "The Campus Beautiful" because of EKU's commitment to green space and landscaping. The campus is particularly beautiful in the fall when the leaves change from green to beautiful shades of orange, yellow and burgundy.

▼FIT FOR A KING Castle & Key in Frankfort opened to the public in September 2018 after extensive renovations to the historic property, which housed the abandoned Old Taylor Distillery.



▶SUPPORTING THE COMMUNITY

Night Market, a pop-up open air market located on the 700 block of Bryan Avenue, is held on the first Friday of every month from May to December: During Night Market, the street is lined with vendor booths and the area is transformed through lighting, street trees, planters and temporary art installations. It also includes food vendors from Northside restaurants, food trucks, a biergarten and live music. It is designed to showcase local businesses, artists and nonprofits.

▼GAMES GALORE The Burl, located in the Distillery District, hosts about 300 nights of music a year. The Burl also has an arcade with more than 30 arcade cabinets, more than 12 pinball machines, Skee ball, console games and board games, as well as a fully stocked bar.









▲BRIGHT BOUTIQUES Downtown Nicholasville offers a colorful assortment of businesses. Nicholasville has a diverse economy, abundant natural beauty and a lively local arts and music scene.





A THRILLING TRADITION The Thriller parade is a huge hit in downtown Lexington every Halloween, drawing thousands.





▲ CREEK CRUISE Flowing through several Central Kentucky counties, the Elkhorn Creek is 18.3 miles long and is one of the state's best-known streams for floating and fishing for smallmouth bass.

▲FUN IN THE SUN Jacobson Park, a 2 16acre park located in east Lexington, has the city's largest and most accessible playground. It was built in 2016, when it replaced an older, wooden structure. The playground has water features throughout and a sprayground for cooling off during the summer months.

► HISTORIC BEAUTY

Alumni compete in the annual EKU Trivia Night at the Historic Elmwood Mansion lawn in Richmond. EKU acquired the historic home in 2011 and restored it.



Photo by Steven Hockensmith

Lexington offers more bang for the buck

Location, affordable business costs, entrepreneurial community major factors in city's growth



S the Horse Capital of the World, Lexington, Ky., is known around the world for its scenic beauty, hard-charging Thoroughbred horse racing, and many other equine activities and events.

and events. Much more than that, Central Kentucky also features

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a wide variety of educational and health care choices, job and career opportunities, arts and cultural amenities, and a very diverse economy.

The Lexington region's strong economy is due in large part to its diversification of employment opportunities, which is dispersed among

◆BEST FOR BUSINESS Central Kentucky remains a very affordable place to do business compared to other cities across the country because of its low utility costs, educated workforce, location and logistics advantage, and below-average cost of living.



government, education and health care, retail trade, manufacturing, professional and business services, and construction. Another stabilizing force for the economy is the plethora of colleges and universities, as well as hospitals within the Bluegrass region.



Bob Quick, CCE, President/CEO, Commerce Lexington Inc.

Central Kentucky has remained a very affordable place to do business compared to other cities across the country, because of its low utility costs, educated workforce, location and logistics advantage, and its below average cost of living. Lexington was recently

recognized among cities with the lowest startup costs (No. 6, SmartAsset); most affordable to live to and work in (No. 2, BusinessStudent.com), and cities with high salaries combined with low costs of living (No. 3, GOBankingRates).

Companies that are exhausted by high business and living costs in larger cities are finding more bang for their buck in midsized cities like Lexington, where the purchasing power of every dollar a company raises in venture capital is 1.54 times that of places like San Francisco.

It's one of the reasons that Lexington's region was recognized as the No. 8 Metro for New and Expanding Facilities (population 200,000 to 1 million) by *Site Selection* magazine.

Lexington boasts a thriving entrepreneurial ecosystem. In 2018, local entrepreneurs set a record for capital funds raised with over \$107 million, creating 287 direct jobs and an annual direct payroll of nearly \$20 million. The city was named among the Top 10 Best Cities for Entrepreneurs by The Penny Hoarder and was No. 18 among The Best Startup Cities (Midwest Startups).

Lexington's central location and excellent transportation system have been major factors in its growth and development. Not only is Lexington 600 miles from 50% of the U.S. population, it sits at the crossroads of two major interstates, I-75 and I-64, giving companies here a logistics and workforce advantage. In fact, the largest UPS ground hub in the state is located right here, with the ability to process over 55,000 packages and documents every hour and deliver to 60% of the U.S. population in two days via ground delivery.

All of this adds up to quality living in Central Kentucky, but don't take our word



▲ EQUINE EXCELLENCE A signature Central Kentucky industry, equine businesses continue to strengthen the region's diverse economy through new business and tourism.

for it. Our community was named among WalletHub's Best Run Cities in America (No. 5), *Southern Living's* list of The South's Best Cities (No. 10), and TripAdvisor's Destinations on the Rise (No. 10).

Find out how Commerce Lexington helps businesses grow at CommerceLexington.com or LocateInLexington.com.



Seamless connections, pathways to success

Partnership helps companies of all sizes connect to Lexington's available resources

HE Bluegrass Business
Development Partnership is a "onestop shop" to provide assistance and resources to existing and prospective businesses in the Central Kentucky region. The BBDP is a collaboration of the City of Lexington, the University of Kentucky (UK), and Commerce Lexington Inc. Each partner in the BBDP brings a variety of strengths to the table for assisting businesses. They work with companies of all sizes, from small startups to Fortune 500 corporations, connecting them to the resources available to them throughout the city and state.



Shawn Rogers, Director, Bluegrass SBDC



Atkins, Chief Development Officer, City of Lexington



Gina Greathouse, Executive Vice President, Economic Development, Commerce Lexington Inc.



Eric Hartman, Director, Lexington Innovation Office

Commerce Lexington's economic development team provides assistance to businesses in specific sectors that are interested in locating to Lexington, expanding in Lexington or are a startup in the early stages. The City of Lexington, represented by the mayor's office, provides seamless connections to businesses needing information and services from local government.

Two of the UK partners are the Bluegrass Small **Business Development** Center (SBDC) and the Office of Technology Commercialization (OTC). The SBDC provides business advising services to existing and startup businesses, including strategic business planning, financial analysis, capital formation and market research and analysis. The OTC helps startup entrepreneurs with goals ranging from ideation to establishing product-market fit, and securing intellectual property and funding.

One BBDP success story is FlyWire Cameras, a Lexington startup that is enabling fisheries worldwide to operate sustainably using cost-



effective, verifiable data that is collected with its patented technology solutions. The company was founded in 2014 in Hawaii by Sarah Alessi and Jacob Isaac-Lowry, who is a Lexington native. Due to the high cost of doing business in Hawaii, FlyWire Cameras began the site selection process and considered relocating the company to Lexington. Throughout the evaluation process, each BBDP partner played an integral role in assisting this budding startup.

Commerce Lexington's economic development team assisted with their site selection process for their new location as they relocated from Hawaii. They assisted FlyWire in applying for the Lexington Jobs Fund, a local incentive program, that enabled the company to make the move to Lexington. In 2018, as the company continued to grow, Commerce Lexington assisted them in finding real estate for their growth.

From the beginning of the process and throughout the last four years, FlyWire Cameras has met with the Bluegrass SBDC and Commerce Lexington's Community and Minority Business Development division, which collaborate on financing opportunities such as the Access Loan Program. The Bluegrass SBDC assisted FlyWire with

the development of a comprehensive business plan and financial projections to support an Access Loan Program funding request.

A longtime client of the University of Kentucky, FlyWire has received coaching, support with both Small Business Administration Research and investment-based fundraising opportunities, and the company has exhibited at several local startup events.

The BBDP provides consistent service to clients, knowing when a company should receive assistance from another partner. Beyond assisting individual companies, the BBDP organizes and sponsors entrepreneurial initiatives such as SPARK networking meetups, 5 Across pitch competitions, the Awesome Fellowship and Global Entrepreneurship Week (GEW).

Lexington's GEW was a part of a worldwide celebration of innovators and job creators. As a prelude to GEW, the BBDP showed the impact of the entrepreneurial community on the regional economy by announcing over 100 local companies raised more than \$107.5 million in capital funds and created 287 new jobs in fiscal year 2018. The 2019 Global Entrepreneurship Week will be held Nov. 18-24.

BUSINESS BY THE NUMBERS

Top 20 major regional employers

EMPLOYER	NO. OF EMPLOYEES
Toyota Motor Manufacturing Kentucky (Georgetown)	8,000
Amazon.com	2,700
Conduent	2,500
Baptist Health	1,852
KentuckyOne Health	1,847
Lexmark International Inc.	1,600
Hitachi Automotive Systems	1,307
Blue Grass Chemical Agent-Destruction Plant (Madison Co.)	1,200
Lockheed Martin	1,100
Lexington Clinic	1,000
UPS	836
Montaplast of North America (Frankfort)	760
Toyota Production, Engineering & Manufacturing Center (Georgetown)	750
Adient US (Georgetown)	743
Link-Belt Construction	740
Frankfort Regional Medical Center (Frankfort)	728
Webasto Roof Systems	660
Hyster-Yale Group Inc. (Berea)	653

^{*}Data from Commerce Lexington, 2019

Top 10 regional government and education employers

rop ro regional government and cadeanon employers	
EMPLOYER	NO. OF EMPLOYEES
University of Kentucky (Lexington)	12,800
Kentucky state government (Frankfort)	11,210
Fayette County Public Schools (Lexington)	5,900
Lexington-Fayette Urban County Government	2,945
Eastern Kentucky University (Richmond)	2,240
Veterans Medical Center (Lexington)	2,086
Madison County School System	2,000
Scott County Public Schools (Georgetown)	1,655
Franklin County School System (Frankfort)	1,100

^{*}Data from Commerce Lexington, 2019

Wages in Central Kentucky

Workers in the Lexington-Fayette Metropolitan Statistical Area (MSA) had an average (mean) hourly wage of \$21.59 in May 2018 (the latest report available), about 14% below the nationwide average of \$24.98, according to the U.S. Bureau of Labor Statistics. The Lexington-Fayette MSA includes Bourbon, Clark, Fayette, Jessamine, Scott, and Woodford counties.

Lexington-Fayette had 27,460 jobs in production, accounting for 10.1% of local area employment, significantly higher than the 6.3% share nationally. The average hourly wage for this occupational group locally was \$21.19, significantly above the national wage of \$18.84.

Here is a sampling of hourly wages by occupation paid in this region:

OCCUPATIONAL GROUP	HOURLY RATE
Management	\$21.59
Business and financial operations	\$46.44
Computer and mathematical	\$30.85
Architecture and engineering	\$34.35
Community and social service	\$20.85
Legal	\$45.64
Education, training and library	\$25.29
Arts, design, entertainment, media	\$22.95
Health care practitioners and technical	\$35.92
Health care support	\$15.28
Protective service	\$17.11
Sales and related	\$17.10
Office and administrative support	\$16.28
Construction and extraction	\$22.86
Installation, maintenance, repair	\$22.78
Production	\$21.19
Transportation and material moving	\$16.58

^{*}Source: U.S. Bureau of Labor Statistics (bls.gov)

Civilian labor force: 276,800 Unemployment rate: 4%

WHERE OUTSTANDING LEADERS STAND OUT.

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WHERE THE NEWS IS MADE BY THE READERS.

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Reinventing entrepreneurship

Innovation support hub initiative helps Central Kentucky organizations create clear pathways to success for aspiring startups



BY LORIE HAILEY

F you have a million-dollar idea, where do you go? How do you figure out whether your idea is truly marketable? And if it is, what next? How do you find startup capital?

In Central Kentucky, the answers to these questions – and dozens more – are readily available. There's access to an active community of experts and fellow entrepreneurs to help you.

"Lexington is a good city to be an entrepreneur," said Bob Farinelli, experienced entrepreneur and CEO of Smart Farm Systems Inc., a local startup that produces irrigation control and monitoring systems for small- and largescale agriculture operations.

And a strong entrepreneurial community is really good for Lexington.

Lexington entrepreneurs set a record for capital raised in 2018 with more than \$107 million, according to data provided by Commerce Lexington. That's an increase of 87% over 2017. Local entrepreneurs created 287 direct jobs paying an average wage of \$69,580 and an annual direct payroll of nearly \$20 million. Central Kentucky's

entrepreneur companies employed 951 people in 2018.

The number of patents issued by the U.S. Patent and Trademark Office to Lexington innovators grew nearly 70% from 2005 to 2018, from 157 to 266.

At the University of Kentucky's Office of Technology Commercialization (OTC), 101 inventions were disclosed during Fiscal Year 2018, 23 patents were issued and 29 licenses and options were executed, a 123% increase from 2017 and the most ever for UK, according to Ian McClure, OTC executive director.

Lexington is home to the Bluegrass Angels, the most active angel investing group in Kentucky. Its leaders are a group of skilled, experienced, volunteer business leaders who find, fund and mentor high-tech Kentucky startups. The group's membership has doubled in the past three years. Since its founding in 2004, Bluegrass Angels has invested \$9.6 million in 47 startup companies. There's also the Kentucky Angels, an online investor network that brings new ventures and investors together monthly. It has 104 investor members.

"Lexington has had a tremendous amount of vibrant entrepreneurial efforts

▲ENCOURAGING ENTREPRENEURS

Ethan Jackson, Darron Ruffin, Camron Brown and Jamar Watkins "get hyped" before giving their pitch for Inside Circle Sports at a 5 Across event in August 2018. 5 Across is a Lexington-based business pitch competition for entrepreneurs, created by Awesome Inc. and the Bluegrass Business Development Partnership.

ongoing for years," said Brian Mefford, executive director of KY Innovation, the state's entrepreneurship and innovation enterprise within the Cabinet for Economic Development.

There has been a lot of momentum in the Lexington startup community for at least the past two years, McClure said. That's when he began his role as head of UK's OTC.

That trend is likely to continue, thanks to Lexington's thriving entrepreneurial community. Commerce Lexington's Bluegrass Business Development Partnership (BBDP), along with the OTC and the Von Allmen Center at UK, angel investors and local businesses like startup incubator Awesome Inc. and others, are helping Lexington stay a step ahead of most communities by streamlining the process of starting a business. This

▶BOOTCAMP KICKS OFF The Von Allmen Center for Entrepreneurship kicked off its 2019 bootcamp in September. Judges for the program's 60-second pitch competition, shown here, included: Nicole T. Jenkins, Gatton executive associate dean; David Goodnight, fund manager for the Bluegrass Angels; Mary Beth Wright, business development executive for Messer Construction; George Ward, executive director of UK's Coldstream Research Campus; and Kentucky Lt. Gov. Jenean Hampton. The program has grown steadily in recent years. Courtesy of the Von Allmen Center for Entrepreneurship

network of agencies assists entrepreneurs through every stage – from finding shared workspace and partners to learning how to pitch to investors and everything in between.

In fall 2018, Lexington received a \$750,000 grant to help serve, attract and develop more innovative entrepreneurs and startup businesses. The Awesome Center for Entrepreneurship (ACE), a not-for-profit organization created by Awesome Inc., was selected to spearhead the second of the KY Innovation's recently formed Regional Innovation for Startups and Entrepreneurs (RISE) partnerships, which is an effort to modernize Kentucky's support for potential hightech, high-growth businesses. ACE will lead the Lexington RISE hub; four other hubs were set up across the state - RISE West Kentucky based at Murray State University; SOAR Innovation in Pikeville; the Louisville Entrepreneurship Acceleration Partnership (LEAP); and RISE NKY in Covington.

Involving partners in Central Kentucky's startup community, ACE developed a strategy to attract more startups, help grow those that already are here, and draw more investment capital.

"The Lexington RISE effort truly represents the kind of entrepreneur-led change we need to move the region and state forward," Mefford said. "Innovators

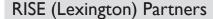


in Central Kentucky and throughout the state will benefit from the clustering of resources for expert mentoring, business development and angel and venture capital investment for years to come."

Less than a year after the Lexington initiative began, tracking results show significant progress in building a stronger entrepreneurial system, he said.

"Those results are both encouraging and invigorating," Mefford added, but not surprising. True innovators are attracted to RISE's entrepreneur-led approach, and big corporations are taking note, too, he said.

▼PATENT PALOOZA Patent and trademark attorneys Michael Hargis, left, and Andrew Dorisio, right, talk with lan McClure, executive director of the University of Kentucky's Office of Technology Commercialization, during Patent Palooza. The event celebrates UK innovators and the successful commercialization deals of the previous fiscal year.



Nonprofit organizations

- Awesome Center for Entrepreneurship
- Small Business Development Center
- Kentucky Entrepreneur Hall of Fame
- Kentucky Chamber of Commerce
- Inventors Network KY Inc.
- Governor's School for Entrepreneurship
- Marksbury Foundation
- Kentucky Science & Technology Center

Investors and investor funds

- Airwing Ventures
- Base I 10 Ventures
- Bluegrass Angels
- Cherub Fund

Institutions of higher education

- · Lexington Innovation Office
- UK Coldstream Research Campus
- UK Office of Technology Commercialization
- Awesome Inc. U

Entrepreneurs and private sector leaders

- Booth Energy
- Harper Industries
- Hall of Fame Inductee Jim Host
- Hall of Fame Inductee Lee Todd
- Patco
- Forcht Group
- Base 110
- Windstream
- Techstars
- ARGI
- Dinsmore & Shohl
- Blue & Co.
- RunJumpDev
- APAX Software

Incubators/accelerators

- Awesome Fellowship Program
- Local Government & Economic Development
- Commerce Lexington
- Bluegrass Business Development Partnership

17

LFUCG



► AGTECH IN KENTUCKY Lexington Mayor Linda Gorton, far right, spoke about her economic development efforts to make Lexington a hub for technology and AgTech during a SPARK luncheon in June 2019. The event also featured a panel of representatives from Lexington AgTech companies.

Parallel efforts, such as the development of the Commonwealth Commercialization Center's (C3) plans to bring university research toward market-ready products and companies (see story on page 22), will only contribute to the region's momentum, he said.

A guide to entrepreneurship

Brian Raney, co-founder and CEO of Awesome Inc., followed a distinct thesis when he and his team of partners wrote the RISE grant proposal. That plan was outlined by Brad Feld, an early stage investor and entrepreneur from Boulder, Colorado, in his book, "Startup Communities: Building an Essential Ecosystem in Your City."

Feld offers four basic principles to creating a successful startup environment:

- The startup community must be entrepreneur led.
- The community needs a "long view" approach instead of expecting overnight
 - It must be all-inclusive.
- There must be continual activity to bring entrepreneurs together and engage all the players.

This is the same plan Raney and his co-workers have tried to follow at Awesome Inc., which was founded



in 2009 to help build the startup community, retain talent and attract new businesses.

"This book is the playbook for entrepreneurship," Raney said.

Through RISE, ACE has developed initiatives that incorporate those four ideas. The programs are designed to create clear pathways to entrepreneurship for local innovators.

One of the activities funded through RISE was the creation of StartupLex, a supporter-driven organization with an online meeting space that lists events and provides local information. It can be found at startuplexington.com.

StartupLex is creating a guidebook to the local entrepreneurial ecosystem that, once completed, will be available for download on its website, startuplexington.org.

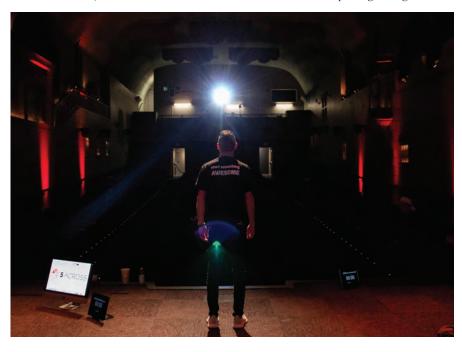
Another big project funded by RISE is The Awesome Fellowship, a mentordriven program designed to accelerate high-tech startups. The program, which supports selected high-tech startups for one year, is tailored to the individual startup's needs and offers a flexible timeline. The fellowship provides access to a network of more than 85 mentors, web development and media services, 24/7 access to Awesome Inc.'s co-working space and access to pro bono legal and accounting services. The fellowship was previously funded by another grant from the Cabinet for Economic Development.

Other projects created from Year 1 of the RISE project include: an introduction to entrepreneurship course; the creation of entrepreneurship curriculum for schools; intrapreneurship corporate workshops; the formation of the Entrepreneur Association of the Bluegrass; inventor network classes; enhanced coaching and mentoring; pitch competitions, and others.

All of the programs are educational and promote the creation of entrepreneurship throughout the community, Raney said.

"RISE is about creating resources and making those resources available to entrepreneurs," he said.

■SHARK TANK A participant looks out at an empty auditorium before the start of the 2018 5 Across Finals, held at the historic Kentucky Theater. More than 200 people attended "Lexington's version of Shark Tank" to watch the winners of the year's previous contests pitch their companies for the chance to win \$5,000 in prizes. Pascal Tags, a company that created battery-free tags as an alternative solution for businesses facing unorganized inventory, took home the top prize.





▲STARTUP ADVANTAGE Base 110, a co-working and event space, hosts multiple networking and educational events for entrepreneurs at its location on Vine Street in downtown Lexington.

Building on a strong foundation for an active entrepreneur community

Lexington has an active group of innovators who meet often, participate in an online startup forum, and host and attend informative events. It hasn't always been that way.

Twelve years ago, when Raney was starting his software company, he felt very much like he was on his own.

"It was like the Sahara Desert and trying to find some water looking for another entrepreneur who was doing anything similar to what I was doing," he said. "There just wasn't a community around entrepreneurship then, so connecting with other entrepreneurs was a very difficult thing to accomplish.

"Lexington has come a long way in the last 10 years when it comes to having resources available for entrepreneurs," Rainey said.

Now there are pitch competitions, business incubators, local podcasts dedicated to startups and several groups within groups to learn about very specific topics. Each Wednesday morning, a group of as many as 40 entrepreneurs attend a breakfast at DV8 Kitchen in Lexington. The community comes together often to discuss challenges and offer support.

Having an active entrepreneurship ecosystem is crucial, Mefford said.

"Environment is everything. Like a biological ecosystem, it takes many different inputs and types of 'players' all working together, bringing their own specialization to the mix to create vibrancy," he said.

Entrepreneurs also are finding plenty of time to collaborate while using shared working space at Awesome Inc. and Base 110, or at UK's Advanced Science and Technology Commercialization Center (ASTeCC), an entrepreneurial incubator on campus.

Base 110 is a coworking space in downtown Lexington with 51 dedicated office spaces ranging from individual areas to team suites as well as a variety of meeting areas. It utilizes over 18,000 s.f. on several floors at 110 W. Vine Street.

Base 110 hosts Freelance Friday every week. That's when their space is available to check out for free, and so are the coffee and donuts. Its mission is to strengthen Central Kentucky's community of entrepreneurs, designers and innovators by providing them with spaces that foster the sharing of ideas.

On the first Friday of every month, Base 110 hosts 110 Conversations, a lunch for freelancers, remote workers, entrepreneurs and other working professionals. The co-working space also offers educational programs, like its Startup Advantage series, which tackles challenges that entrepreneurs are likely to face.

When good ideas have grown into great ones and are ready for the next step, local entrepreneurs can participate

in competitions where they can practice pitching their ideas to investors. 5 Across, a pitch competition for Kentucky entrepreneurs described as Lexington's version of "Shark Tank," is conducted several times a year. Each 5 Across meeting features presentations from local entrepreneurs who pitch their business ideas to a panel of judges. It's a fun atmosphere, with prize opportunities for audience members and dinner catered by a local restaurant.

From summits and panel discussions to breakfasts and celebrations, there are ways for entrepreneurs to get plugged in to the local community all throughout the year.

Commerce Lexington's BBDP celebrates Global Entrepreneurship Week every November with events across the city, including workshops, panel discussions and a celebration dinner hosted by SPARK, a BBDP initiative that formerly was called Lexington Venture Club.

Lexington's Global Entrepreneurship Week ends with Startup Weekend, a 54-hour frenzy of business model creation, coding, designing and market validation. It allows anyone with a business idea to look for a team, create a prototype of their idea, validate the idea and receive feedback from experienced entrepreneurs all in one weekend.

SPARK provides a forum that fosters sharing between entrepreneurs, businesses, investors and professional service providers. It hosts multiple events throughout the year, and its programs are supported by local businesses and organizations.

Nearly 150 startup business owners, investors and government officials attended the annual SPARK Angel



▲THE WINNING PITCH Keith McMunn, left, director of the Awesome Fellowship at Awesome Inc., presents a \$500 check to Mo Sloan of Louisville for winning the 5 Across pitch competition in April 2019. Sloan's startup, EZ-Chow, allows any size restaurant to accept online orders that are integrated with their existing point-of-sale systems.

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Investors Summit in October 2018, where they discussed opportunities and challenges for new enterprises and startup investment in the Bluegrass. The summit was organized by a partnership of Commerce Lexington and the Lexington Innovation Office of UK's Von Allmen Center for Entrepreneurship.

In his keynote address, David Goodnight, fund manager for Bluegrass Angels, said Kentucky's entrepreneurial ecosystem is building momentum.

"We have more companies forming, we have more capital coming in, and we have more young entrepreneurs participating in what we do," Goodnight said.

Lexington has long been a leader in entrepreneurship, said Warren Nash, executive director of the Von Allmen Center, which helps commercialize UK research, facilitates university-industry collaborations and assists entrepreneurs and small businesses in creating jobs. The center works with UK faculty, staff, clinicians and student innovators to create startups and spinoff companies. It is located in UK's Gatton College of Business and Economics.

One popular Von Allmen-led program is an entrepreneur bootcamp, a one-semester, 14-session program open to UK students and the community. It is designed to assess and validate the feasibility of a business concept, create a business model and provide handson experience with real world projects. The program has grown significantly since it began in 2015, when 10 teams participated in the inaugural class. When the fall 2019 bootcamp began, there were 48 teams, Nash said, and about a third of participants were from the community.

The goal is to create jobs

The RISE initiative brought together several already strong programs to work on a shared goal: job creation, said Gina Greathouse, executive vice president for economic development at Commerce Lexington.

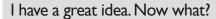
"The end game is to increase jobs through entrepreneurship," she said.

With all of the players on the same page, the sky is the limit for Central Kentucky's entrepreneurship community, especially in the area of ag-tech, Greathouse said.

When discussing startups, the term "the next Silicon Valley" is often thrown around loosely. While it's true that California's tech Silicon Valley has had immense success in job creation through innovation – and that a dollar goes a lot further in Lexington than it does in Silicon Valley – local leaders are not trying to become "the next Silicon Valley," Mefford said.

"Countless cities and states have fallen victim to the siren call of trying to recreate some form of Silicon Valley. We don't intend to do that here because we don't need to," Mefford said." Kentucky has sufficient unique strengths to establish an economic renaissance by intelligently building on strengths we already have and unique advantages that are close at hand."

Take Kentucky's role in the auto manufacturing industry, for example, Mefford said. Kentucky spent decades building itself into the No. 1 automotive manufacturing state per capita. Just since 2014, 18,000 new auto manufacturing sector jobs and 130 new facilities have been announced. The state's totals are now around 90,000 jobs and 450 facilities.



Brian Mefford, executive director of KY Innovation, the state's entrepreneurship and innovation enterprise within the Cabinet for Economic Development, has this advice: "Get on KyInnovation.com and visit the RISE section. Each RISE (geographic) hub has a primary point of contact. While we are defining and building the particular areas of strength for each – say ag-tech in Lexington and health care and aging care technology in Louisville – a logical place to start is by contacting the RISE leadership nearest you. They can connect the would-be entrepreneur with the resources appropriate for their stage, industry and path forward."

By leveraging existing strengths – like auto manufacturing and, more recently, aluminum production – Kentucky's innovation and entrepreneurial ecosystem can evolve, cultivating other strengths to capitalize on untapped assets.

"For example, the ag-tech startup industry can develop into an internationally competitive sector, especially with assets like Alltech and the state's leadership position in the emerging hemp industry," Mefford said. "The region also offers strong emerging clusters in biotech, robotics and logistics. We have a tradition in Kentucky of 'making things' better than most. Our history of leading in areas like bourbon, horses, mining and farming will absolutely translate into new forms of leadership in areas like ag-tech and advanced manufacturing."

These areas are ripe targets for innovation, he added, and the state is directing resources toward high-growth prospects in several of them. But the plan must be focused, because "we can't be all things to all clusters," Mefford said.

What lies ahead is targeted investment and experimentation, he said. It is an exciting time for entrepreneurs and a great time to get involved.

"Whether it's putting together a business plan for that one idea you've been dreaming about for years, investing in a promising local startup, moving your existing startup to the state to take better advantage of Kentucky's resources, or contributing your knowledge to assist the greater ecosystem, the opportunities have never been more abundant,"

■SHARING IDEAS Startup business owners, investors and government officials attend the annual SPARK Angel Investors Summit to discuss opportunities and challenges for new enterprises and startup investment in the Bluegrass.



Finding – and funding – a great idea

From Smart Farm to MosquitoMate, startups find success in Central Kentucky

N 2011, Bob Farinelli was enjoying the pool at his home in Nicholasville, having recently retired from running a home automation company, when Ryan Heringer, one of his former customers from Jonesboro, Ark., called him with a story and an idea.

A farmer having a system installed to control his pool with a smart phone app had told Heringer he wished he could just as easily control the on and off functions of the wells that irrigate the crops on his large farm. Farinelli, intrigued, said he would look into whether this was something that could be created with available technologies. He discovered this was a big problem for farmers and that there weren't any great solutions on the market.



▲ NEWFOUND CONTROL Farm workers monitor and control the entire farm from anywhere using the Smart Farm mobile app on a smart device or PC.

In 2012, with input from farmers, Farinelli, Heringer and two other partners founded Smart Farm Systems, a unique, large-area, wireless monitoring and control system for remotely located irrigation pumps with environmental, soil moisture and water level monitoring devices. The system helps farmers better understand and control their irrigation water management practices, and apply just the right amount of water at the right time, on a field-by-field basis. It has been a gamechanger for medium- to large-scale farming operations, where farm employees typically would have to drive from pump to pump to manually control irrigation wells.

It took nearly six years to research, develop and commercialize the product. In 2018, Farinelli's team started selling the system, and 32 farmers are currently using it – mostly commodity crop growers and large-scale operations in the Mid-South.

Raising capital has been the most difficult part of the process, he said. The company received investment funds from Bluegrass Angels and the Kentucky Enterprise Fund, among others. In September 2019, the Commonwealth Commercialization Center (C3) invested \$150,000 in Smart Farm from its newly established C3 Enterprise Fund 2. The first company to be funded, Smart Farm was chosen because it is an agtech company with great potential and experienced leadership, said Brian Mefford, executive director of KY Innovation.

"You can't raise all of the money you need right away," Farinelli said. "This is kind of an

important message for other entrepreneurs. You have to be able to use what little you do raise very efficiently to get into the next set of proof points or the next set of value creation events to then show people that your idea has merit."

"It's just a lot of hard work," he added. "You have to be tenacious and you have to not be too bummed out when things don't go your way. Just 'keep your nose to the grindstone' is really the best way to describe the process, at least for me."

Farinelli often serves as a mentor to newer startup owners. His advice to budding entrepreneurs: If possible, attend an accelerator program. Learn how to appropriately create a pitch deck (sales presentation). Acquire a rich uncle (ha!) and find a mentor. Apply for grants. Get plugged in to the local entrepreneurial community.

Male mosquitoes don't bite: The fact that launched MosquitoMate

Most people do whatever they can to get rid of mosquitoes. We have our yards sprayed, we make sure there's no standing water for eggs to hatch into larvae, and we spend countless dollars on citronella candles, bug zappers and sprays.

But Stephen Dobson, an entomology professor at the University of Kentucky, has found a very creative way to get rid of mosquitoes. He makes more of them.

What?

So, here are some fun facts: Unlike female mosquitoes, male mosquitoes do not bite. Since female mosquitoes tend to be monogamous, once a sterile male mates with a female, her eggs will not hatch, thus eliminating the next generation of mosquitoes.

Armed with this idea, Dobson and his wife, Karen, created MosquitoMate, a company that produces sterile male mosquitoes as a biopesticide, founded on intellectual property developed at UK. Mosquito Mate employs more than 20 people at its 6,000-s.f. research and development facility off Regency Road in Lexington, where they produce more than 50 million eggs and 3 million sterile males per week.



▲HELPING FARMERS Bob Farinelli and partners created Smart Farm Systems, wireless remote monitoring and control systems for farm irrigation applications.

The company received EPA approval in 2017, and now sells sterile male mosquitoes as a pest control service. The product only works on Asian Tiger mosquitoes, which are invasive in the United States and commonly known to carry infectious diseases such as the Zika virus. The Asian Tiger species is the main biting nuisance in many urban areas like Lexington.

As more non-biting males are released, the biting mosquito population can decrease dramatically, the company found in its research trials.

"MosquitoMate is an excellent example of success being cultivated here in Central Kentucky," said Terry Samuel, executive vice president and chief operating officer of the Kentucky Science and Technology Corp. "Start with leading scientists leveraging technology and expertise from UK, add in support from Commerce Lexington Inc., the Kentucky Science and Technology Corp. and the Cabinet for Economic Development and the result is a home-grown company that is not only growing commercially, but also preventing the dissemination of some of the world's most serious diseases."

—Lorie Hailey



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Growing the commercialization culture

UK, UofL, CED partnership provides statewide intellectual property, technology services platform

BY JACQUELINE J. GREENE

HE University of Kentucky's Office of Technology Commercialization (OTC) has partnered with the Kentucky Cabinet for Economic Development's (CED) KY Innovation office and the University of Louisville to develop the Commonwealth Commercialization Center (C3), a new, common approach to resourcing all commercialization and intellectual property needs across Kentucky's public universities and colleges.

C3 is a partnership among all of Kentucky's public institutions to grow commercialization culture and capabilities across the state. C3 is a shared resource to provide intellectual property and technology transfer services to all Kentucky universities and colleges with a goal of establishing Kentucky as a regional commercialization leader.

With \$1.2 million in CED grant funding, UK OTC and UofL Office of Technology Transfer will take leadership roles in hiring and training staff and helping C3 through its startup phase. C3 will leverage the resources and successes of the various offices, including commercialization education that is provided at all Kentucky institutions.

Ian McClure, OTC director, is the primary investigator on the C3 grant to UK.

"Innovation, commercialization and entrepreneurial communities are all products



of their culture and access to resources," McClure said. "Successful environments have at their center research and academic institutions that embody this culture and facilitate this access. Through this partnership and state-supported initiative, we are advancing this notion and investing in the development of commercialization culture and resources around our commonwealth's universities and colleges."

Services will be available to members of Kentucky's institutions to identify, develop, market and protect intellectual property. Additionally, this program will foster collaboration and engagement with institutions throughout the state to form a regional innovation commercialization corridor.

▲INNOVATION CORRIDOR UK is

establishing an innovation corridor and significantly expanding campus parking on the property that formerly housed Kennedy's Bookstore and Fazoli's. A six-story facility is being constructed at the corner of South Limestone and Winslow Street that will include ground-floor innovation space, offices, private retail areas and 900 parking spots. Construction is expected to be completed in August 2020. "We have a vision to transform this critical entrance to our campus and transform it into a hub for innovation as well as further serving the needs of our students, faculty and staff," said Eric N. Monday, UK executive vice president for finance and administration.

"This new mechanism allows us to share resources and knowledge with our sister institutions across the state and, in partnership, strengthen our economic development pipeline," said UK President Eli Capilouto.

The Office of Technology Commercialization is UK's technology transfer office. The core mission of the OTC is to facilitate the commercialization of innovations and discoveries for the benefit of the university community, Kentucky and global society.

UK partners with XLerateHealth on regional biomedical technology accelerator hub

UK and regional partners have received a federal grant that could potentially total \$3.5 million over three years to create a hub to accelerate commercialization of biomedical technologies.

The grant, which includes nearly \$500,000 in funding the first year, is being awarded by the National Institute of General Medical Sciences (NIGMS), a division of the National Institutes of Health (NIH).

UK research by the numbers

Research awards for FY 2019

- Research awards (grants and contracts) to UK totaled \$417.1 million, an increase of \$83 million (25%) from FY 2018
- Federal agencies awarded UK \$241.8 million, 58% of UK's total awards
- National Institutes of Health (NIH) grants totaled \$159.3 million
- National Science Foundation (NSF) grants totaled \$20.1 million
- State agencies awarded \$101.3 million to UK
- Industries awarded \$18 million to UK

R&D Expenditures for FY 2018

- Research expenditures totaled more than
 \$393 million
- Created **1,866** new jobs in Kentucky

- Supported more than **4,400** jobs in Kentucky
- Created more than \$237 million in labor income
- Total economic impact of UK research for Kentucky was \$725.5 million

ASTeCC Campus Incubator

- 21 companies located on-site
- **88** private company employees
- 10 faculty R&D labs
- **5** university centers
- 63 graduate companies since 1994

IP development, patents, licenses in FY 2019

- 104 disclosures
- 97 patents filed
- 27 new patents issued
- **635** worldwide patent assets
- 30 licenses and options executed
- \$2,356,523.76 royalty income
- **4** new startups

Source: Alicia Gregory, UK Research Communications

George Ward,

Executive

Director.

Research

Campus,

University

of Kentucky

Coldstream

XLerateHealth LLC, a Louisville-based health care technology accelerator that focuses on startups and commercialization is the primary awardee on the grant. XLerateHealth joined forces with a consortium of 24 academic institutions led by UK, in partnership with UofL and West Virginia University (WVU).

"UK has a rich history in developing technology that transforms the marketplace, as more than half of all basic, translational and applied university-led research in Kentucky happens at UK," Capilouto said. "Our diverse research enterprise reflects our commonwealth's most vital industries: energy, drug development and design, equine health and plant biotech, as well as innovative materials for medical devices, implants and drug delivery systems. Increasingly, our success in research that is relevant to Kentucky has broad applications across the world."

This new grant will create an "accelerator hub" for biomedical technologies in the Southeast Institutional Development Award (IDeA) region, which includes Kentucky, Arkansas, Louisiana, Mississippi, Puerto Rico, South Carolina and West Virginia.

The hub will be one of four

NIGMS-funded hubs to help IDeA states accelerate early-stage biomedical technology from the laboratory to market. The goal is to enhance the capacity to move scientific results from academic institutions into commercialization and to promote a sustainable culture of biomedical entrepreneurship within IDeA states. The IDeA program was established in 1993 to broaden the geographic distribution of NIH funding.

In the 2016 Association of University Technology Managers (AUTM) Annual Survey, academic institutions in the Southeast IDeA region performed more than \$1.5 billion in federally funded research and generated 38 startup companies. Participating universities in this grant made up 66 percent of that research and 82 percent of the region's newly licensed startup companies. Given the uneven access to commercialization support services, startup resources and other translational programs across the Southeast IDeA region, an accelerator hub connecting those resources and providing access to best practices can make a significant impact.

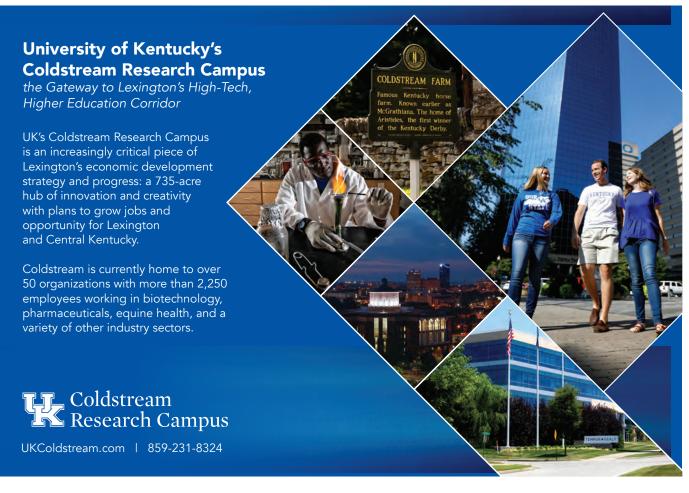
The grant will fund creation of an online "virtual hub," through which XLerateHealth, UK, UofL and WVU can

connect and share educational curriculum, resources and commercialization tools for utilization across the network of participating institutions.

There also will be a focused intellectual property and technology transfer support services component for regional and historically black colleges and universities to assist where those services are not currently available.

"We are very excited to lead this new grant mechanism as part of the NIH IDeA program, in partnership with other Southeast institutions, to enable our researchers to accelerate their early-stage biomedical technology to commercialization," said Lisa Cassis, UK's vice president for research. "We have pressing and persistent health problems in Kentucky and most of the Southeast that afflict our citizens, and this program will assure that our talent does all that it can to improve lives."

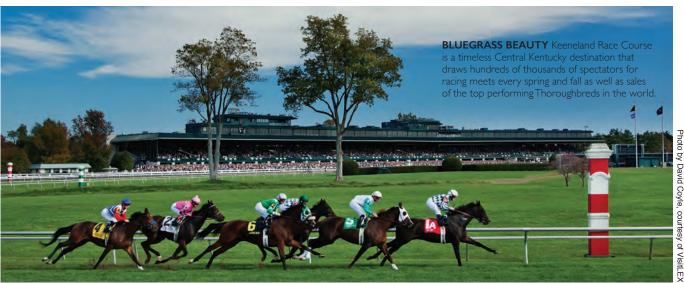
"Kentucky is rich in biomedical technology expertise, as evidenced by the capabilities of XLerateHealth. This hub should have incredible potential to accelerate biomedical technologies for our participating institutions and across the Southeast IDeA region," McClure said.



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An economic force and a way of life

Central Kentucky works to preserve equine jobs, embraces horse culture



BY KATHIE STAMPS

Business and economic impact, education and quality of life, sports and tourism – Kentucky's signature equine industry checks all the boxes in Central Kentucky.

With an economic impact of \$3.4 billion and 80,000 direct and indirect jobs, the equine industry is a leading sector of Kentucky's economy. It is also at the heart of Central Kentucky's culture. From the 1,200-acre Kentucky Horse Park to the hundreds of horse farms in operation here, calling Lexington the Horse Capital of the World is not an exaggeration.

Central Kentucky has more equine acres than any other area in the commonwealth. In fact, the top four counties for equine acres are located in Central Kentucky – Fayette, Bourbon, Woodford and Scott. There are more than 400 horse farms in Central Kentucky, and more than 1,100 "equine operations" in Fayette County alone, according to the 2012 Kentucky Equine Survey.

These operations support thousands of jobs, and industry leaders want to keep it that way.

The industry is in the process of building a sustainable domestic equine workforce, according to Elisabeth Jensen, executive vice president of Kentucky Equine Education Project (KEEP) and the Kentucky Equine Education Alliance.

"Industry employer collaboratives continue to be formed to identify the needs of the industry from the end point, the employers," she said. "These participating employers, employer-led associations and community stakeholders are building partnerships while using a demand-driven concept to identify critical positions and the skills and needed training associated with them."

To address the job needs within the industry, KEEP, a not-for-profit equine economic advocate created in 2004, teamed up with the Kentucky Chamber of Commerce, Keeneland, Churchill Downs and the nonprofit Race for Education on an initiative called the

Kentucky Equine Talent Pipeline. The initiative came about in the spring of 2018, when research by the Kentucky Chamber of Commerce indicated that equine employers lacked "a skilled labor force to fill their vacancies and provide the manpower necessary to keep their businesses, and industry, alive," said Laurie Mays, project manager for the Equine Talent Pipeline.

"Industry support is abounding from numerous educational partners, facilities and organizations, as well as the employers themselves, who are the driving force in producing a sustainable domestic equine workforce," Mays said.

Owners of Thoroughbred and sport horse farms are participating in the project, along with equine transportation companies, feed mills and veterinary clinics. The equine pipeline project is looking into the gap between the education and skills of potential employees and the needs of employers.

"This project is vitally important to Kentucky as the lack of a domestically sourced and trained workforce for the equine industry is at a crisis level," Jensen said. "By involving every entity of the industry, this initiative hopes to build



■SECOND RUNNING The prestigious Breeders' Cup World Championships will return to Keeneland in 2020. The Lexington race course transformed to accommodate the large crowds at the 2015 Breeders' Cup; the two racing days drew a cumulative crowd of more than 95,000 attendees.

ITEX

▶RISE AND SHINE Horses graze as the sun rises at the Kentucky Horse Park, the world's first park dedicated to man's relationship with the horse. The park has numerous attractions, including museums, a campground, a walking barn tour, horse and pony rides, equine events and more.

a solid, sustainable talent pipeline that will continually provide quality equine employees over the long term."

Breeders Cup returns to Keeneland

Headquartered in Lexington since May 1983, Breeders' Cup Limited is the organization responsible for the annual equine event that determines the best-ofthe-best Thoroughbred in the world. First held in November 100 held in November 1984 at Hollywood Park in Los Angeles, the Breeders' Cup World Championships is now a two-day event at noted racetracks around the country. It has been held at Churchill Downs in Louisville nine times and in 2015 at the smallest venue, Keeneland. That was one of the most spectacular years in Thoroughbred racing, as American Pharoah won the first Triple Crown series since 1978, and, during the world championships at Keeneland, won the Breeders' Cup Classic. Those four major wins made American



Pharoah the first "grand slam" winner of Thoroughbred racing.

It was a big year for Keeneland, too. In preparation for the 2015 Breeders' Cup, Keeneland transformed to accommodate the event's large crowds, with luxury chalets and lounges set up on a temporary basis to provide fans with unique venues and experiences. The Friday and Saturday

races drew a cumulative crowd of 95,102 attendees, breaking attendance records for Keeneland.

Breeders' Cup was happy with the experience, too, and decided to return to Keeneland in 2020.

"The Bluegrass served as the ideal backdrop for the 2015 Breeders' Cup and we could not be more excited to have Keeneland serve as the host of the 2020



Lexington, KY 40506-0014

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▶ SPOTLIGHT ON KENTUCKY Show jumping was one of the events held at the Kentucky Horse Park when the 2010 FEI World Equestrian Games was held in Lexington. The international event shined the spotlight on Central Kentucky, the "Horse Capital of the World."

edition of the World Championships," said Keeneland President and CEO Bill Thomason. "Building on the success of the event for the industry and the community, we anticipate an even greater spectacle in 2020 and look forward to the Breeders' Cup returning home once again."

Kentucky Horse Park celebrates 40 years; new event planned

The Kentucky Horse Park was the world's first park dedicated to man's relationship with the horse. The park sits on 1,224 acres of land, located in both Fayette and Scott counties, that has been used to raise Thoroughbreds since the early 1800s.

It is a huge tourist attraction in Central Kentucky, drawing hundreds of thousands of visitors each year. In 2018, the Kentucky Horse Park commemorated its 40th anniversary with several free events for the public.

During fiscal year 2019, there were 535,000 park visitors, and the Kentucky Horse Park had some renovations and added new events. Lexington-based Wrigley Media Group made renovations possible for two theaters in the Horse Park's visitors center. Known as the Ovation and the Mane, the theaters now have new sound systems, as well as new seating, paint and carpet. On top of the scheduled 200 annual equine events, the park added six new events this year, including its own horse show in April, the Kentucky Horse Park Spring Opener.

"The Spring Opener is the second event owned and operated by the Kentucky Horse Park," said Laura Prewitt, KHP executive director. "Our first event, the Bluegrass Rockin' Rodeo, continues to gain momentum and aligns with the long-term initiatives set forth in our strategic plan of creating park-owned events."

A new three-day event is coming to the Kentucky Horse Park in late September 2020. Equitana USA is a trade fair and expo for equestrians from all over the world, with shopping, seminars, speakers and entertainment.

More than 30 national and international equine organizations are headquartered at the Kentucky Horse Park's National Horse Center. There are associations for breeds like Friesian, Hackney, Hanoverian, Paso Fino and



Saddlebred, as well as the American Association of Equine Practitioners, Equestrian Events Inc. and Equine Land Conservation Resource, among others.

The United States Equestrian Federation broke ground in May 2018 for a standalone 35,000-s.f. office building and had moved into the new space by September 2019.

From a leisure travel perspective, 40,000 campers on average stay at the Kentucky Horse Park Campground every year. They arrive from all 50 states and Canada, with Kentucky residents accounting for 44% of campground reservations.

Equine educational offerings evolve

Because the industry is such a large part of Central Kentucky's economy and culture, many Central Kentucky colleges and universities offer courses and majors in equine studies.

Bluegrass Community and Technical College offers the only college-accredited professional jockey school in the nation. BCTC's North American Racing Academy, located at the Thoroughbred Center on Paris Pike, was launched in 2006 by former jockey Chris McCarron, who taught until his retirement in 2015.

Midway University, located on a 200acre horse farm in Woodford County, offers undergrad degrees in equine studies with concentrations in equine management, equine rehabilitation and science, and an MBA with an equine studies concentration.

Asbury University has majors in equine studies and equine-facilitated wellness.

Students and faculty in the equine studies program at AU have trained horses for police departments since 2001. The horses are all geldings, either Thoroughbred-Percheron crosses or a Thoroughbred-Clydesdale cross, that are put under saddle as two-year-olds and trained in both English and Western tack. AU service mounts are serving active duty

in the Lexington and Louisville police departments, as well as departments from California to Canada, including Florida, Georgia, Michigan and Nebraska.

In the spring of 2019, the Keeneland Association gifted \$1.3 million to the University of Kentucky's College of Agriculture, Food and Environment's Gluck Equine Research Center for the Keeneland Endowed Chair in Equine Veterinary Science. The fund now stands at \$3 million. A new commercial testing laboratory at UK's Coldstream Research Campus will provide research and drug testing for performance horses and racehorses.

Horse farm tours made easy

Years ago, if a visitor wanted to tour a horse farm, it was difficult to know where to look or how to make a reservation. Which farms allowed tours? When were they offered?

That all changed when Horse Country Inc. formed in 2015. The Horse Country website, visithorsecountry.com, allows visitors to schedule tours at 25 to 30 member farms in Fayette, Bourbon, Jessamine, Scott, Woodford and Oldham counties.

Tour-goers from all 50 states and 22 countries outside the USA have made their way to a horse farm thanks to the organization. Anne Hardy, Horse Country's executive director, said 73% of Horse Country guests arrive from outside of Kentucky, creating "a great trend for economic impact." She added that 15 member companies have hired new staff to support the increase in tourism.

July 2019 sales for Horse Country tours exceeded July 2018 by more than 100% in revenue.

"Elevated experiences are responsible in part for the increase in revenue," Hardy said. Those elevated experiences include shuttle tours, owner-led experiences, photography tours and VIP tours.

"Our B2B area is growing as well with corporate incentive, group and out-of-state tour operators realizing an increase of bookings," Hardy said. "We've even hired a sales lead to work with these new customers."

Million-dollar sales

More money changes hands over the sale of horses in Lexington than any place in the world. Horses routinely fetch millions of dollars at the Keeneland Sales. Keeneland, a National Historic Landmark, is the largest and most prominent Thoroughbred auction house in the world. It hosts four sales annually in January, April, September and November, which result in more than \$500 million in sales.

Keeneland also is a tourist destination for thousands of visitors a year. More than 300,000 visitors attend the April and October racing meets each year.

ORGANIZATIONS

Fasig-Tipton

Thoroughbred, Standardbred sales fasigtipton.com

Festival of the Horse

Parades, entertainment Georgetown festivalofthehorse.org

Keeneland

Thoroughbred racing, sales keeneland.com

Keeneland Library

Collection of racing archives keeneland.com

Kentucky Three-Day Event

Prestigious equine competition kentuckythreedayevent.com

Lexington Junior League

Charity Horse Show Historic Saddlebred event lexirleague.com

The Red Mile

Harness racing theredmile.com

Tattersalls

Standardbred sales tattersallsredmile.com

EDUCATION

Asbury College Equine Studies

Wilmore – asbury.edu

Georgetown College Equine Scholars Program

Georgetown – georgetowncollege.edu

Kentucky Equine Management

Internship Program kemi org

Kentucky Horseshoeing School

Richmond – kentuckyhorseshoeingschool.com

Midway College Equine Studies

midway.edu

North American Racing Academy

Equine workforce education bluegrass.kctcs.edu

The Race for Education

College scholarships raceforeducation.org

University of Kentucky

Ag Equine Programs uky.edu

EQUINE RESCUE & ADOPTION

Kentucky Equine Humane Center

Nicholasville kyehc.org

Old Friends Farm

Georgetown oldfriendsequine.org

RESEARCH

Maxwell H. Gluck Equine Research Center

University of Kentucky uky.edu

VETERINARY CLINICS

Hagyard Equine Medical Institute

Lexington Equine Surgery & Sports Medicine

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parkequinehospital.com

Rood & Riddle Equine Hospital

roodandriddle.com

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Versailles – parkequinehospital.com



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'A good year for Kentucky banks'

Financial institutions see rise in number of accounts, technology that supports growth

BY RUSS BROWN

UTHER Deaton, chairman, president and CEO of Central Bank, figures he will eventually get to sample the prized, Grand Champion Ham he bought, as the bank's representative, for \$1 million at this year's Kentucky State Fair.

It marked the fourth consecutive year that Central Bank was part of the winning bid, with proceeds being donated to various departments at the University of Kentucky and other health care organizations.

As for the ham itself, Deaton says, "Our owner usually invites me over for a slice on Christmas morning."

If that's the case, the ham breakfast could serve as a dual celebration of the holidays and another successful year for the banking business in Kentucky.

"Banking has always been pretty good in Kentucky," Deaton said. "I think it's because there are so many community banks that are more active, and they know their customers and their communities.

Central Bank traces its roots back to 1938. Today, Central Bank has 540 employees, serving more than 100,000 customers throughout Central Kentucky with a full range of banking, insurance, investment and wealth management services.

"Although technology is at the heart of service delivery for all of these services,

WHITAKER BANK

(859) 543-4000 whitakerbank.com

Whitaker Bank Corp. of Kentucky is a family-owned bank holding company with \$1.75 billion in assets, 450 employees and 45 locations in 17 Kentucky counties. Whitaker Bank Corp. offers retail and commercial bank services through its two banks, Whitaker Bank and Peoples Bank of Madison County. Wealth management and insurance products are also offered

President. Whitaker Bank Corp. of Kentucky

through Kentucky Trust Co. and Whitaker Insurance Group.

Whitaker Bank Corp. understands the personal and business needs of fellow Kentuckians, which is why they offer a wide range of financial products. From business loans to mobile banking, their goal is to make customers' lives easier. They also understand the importance of building relationships with customers. These factors have made Whitaker Bank a staple throughout Central and Eastern Kentucky.



experienced banking professionals are still the key factor," Deaton said.

The latest figures from the FDIC report that there are 36 banking institutions in the Lexington market with \$10.2 billion in deposits.

Debra K. Stamper, general counsel and vice president of the Kentucky Bankers Association, agrees with Deaton that the foundation of banking in the Bluegrass State has been solid for decades and looks as if it will remain so.

"Banking in Kentucky has always stayed steady and strong," Stamper said. "Kentucky banks tend to be more traditional, adding new technologies and features as needed, and that has allowed them a long history of success, which then contributes to the success of the communities."

"I expect the future will look much like the past. Banking will continue on steadily," she added. "Technology will allow for customer conveniences. With the exception of continued mergers, the future looks great."

A prime example of banking's health in Kentucky is the recent expansion by German American Bank, which is headquartered in Jasper, Ind., about 65 miles west of Louisville.

is home to dozens of major banking operations. Growing businesses and a busy home market have kept financial institutions healthy in Central Kentucky.

In its latest move, demonstrating its view that there is plenty of room for growth in Kentucky, German American reached an agreement earlier this year to acquire Citizen First Bank of Bowling Green. The transaction was approved by regulatory agencies and closed on July 1. Systems, signs and branding of its locations occurred in early September.

The bank also has branches in Lexington, Bowling Green, Franklin, Owensboro and the Louisville metropolitan area, and another branch is under construction in Henderson.

Just over a year ago, German American had no presence in the commonwealth. It now has 17 locations across seven counties – including two in Lexington - with almost \$1 billion in assets.

"With good population growth coupled with strong, growing businesses, these markets aligned well with providing the foundation to build market share in Kentucky over time," said Michael Beckwith, Kentucky

Flmer K

Whitaker,

Whitaker

Bank, Inc.,

CEO/President.





▲BILLIONS IN ASSETS Lexington is home to dozens of banks and is a financial services hub for much of the state of Kentucky. Leading bank entities located in the downtown financial district include Chase, Central, Fifth Third, Old National, Traditional and many other powerhouses that account for billions of dollars in assets.

COMMUNITY TRUST BANCORP, INC.

346 N. Mayo Trail P.O. Box 2947 Pikeville, KY 41502-2947 (606) 432-1414 ctbi.com

Community Trust Bancorp, Inc. (CTBI) operates with two subsidiaries, Community Trust Bank, Inc. and Community Trust and Investment Co. CTBI provides competitive products and services with a "community banking" level of service.

Chairman. President and CEO, Community Trust Bancorp,

CTBI has 70 banking locations across eastern, northeastern, central and south central Kentucky, six banking locations in southern West Virginia, four banking locations in Tennessee, four trust offices across Kentucky, and one trust office in Tennessee. As of June 30, 2019, CTBI has assets of \$4.4 billion. It is traded on the NASDAQ stock market under the symbol "CTBI.

▶ CENTURY OF SERVICE Community Trust Bank, founded in 1903, has more than 20 branches in Central Kentucky. Headquartered in Pikeville, Ky., the bank has 79 locations in 35 counties throughout Kentucky, West Virginia and Tennessee.

divisional president for German American.

"It has been a good year for Kentucky banks. Many businesses are thriving and expanding, which I think in large part has helped create good results for the Kentucky banking industry," he added.

John Gohmann, PNC regional president for Lexington, agreed. The Lexington economy has been strong, he said, and PNC has seen growth in all of its lines of business in Central Kentucky.

WesBanco, which has numerous Central Kentucky locations, also has experienced growth across all of its product and service areas during the past year, said Jeff Koonce, market president for Central and Southern Kentucky.

A real bright spot for WesBanco has been in residential mortgage and home equity lending, as the demand for home ownership in Central Kentucky continues to climb, he said.

In June 2019, WesBanco completed a successful merger with Farmer's Capital Bank Corp. (United Bank and Trust), which expanded WesBanco's Kentucky franchise and elevated its wealth management business, Koonce said.

Other regional bank leaders agree that the past year has been fruitful.

Republic Bank's Central Kentucky market has experienced growth in mortgage loans, commercial and industrial loans, and commercial real estate lending, said Todd Ziegler,



REPUBLIC BANK

601 W. Market St. Louisville, KY 40202 (502) 584-3600 republicbank.com

Over the last 35 years, Republic Bank has grown to become the largest locally owned community bank in Kentucky, offering a full array of banking and financial services for individuals as well as small and large businesses.



Todd Ziegler, Central Kentucky Market President, Republic Bank

Its goal is to make banking easier than anyone else for its clients and exceed their expectations.

the bank's Central Kentucky market president.

There has been strong growth in Community Trust Bank's Central Kentucky market, said Larry Jones, the bank's central region president. With that growth, there has been a continuing shift to more technological access to financial services, a nationwide trend in the industry.

"With our deposit growth has come a reduction in our 'in bank' teller transactions. The trend has been taking place over five or six years," Jones said. "If the customer can accomplish the desired financial services via technology and not come to the bank – that's what they will do."

Technology in the banking industry is constantly changing and is extremely important in all aspects of the customer experience, PNC's Gohmann said. Some of the biggest changes at PNC in the last year have been the addition of application programming interfaces to provide clients a real-time way to interact with the bank – for payments, receivables or account information through their own internal applications or platforms, he said.

Ever-evolving technology does create cybersecurity concerns, however. Many Central Kentucky bank leaders said improving their mobile and online banking systems while also preventing fraud has been a priority.

Financial institutions are leading targets of cyberattacks. For cybercriminals, attacking banks offers multiple avenues for profit through extortion, theft and fraud, while nation-states and hacktivists also target the financial sector for political and ideological leverage.

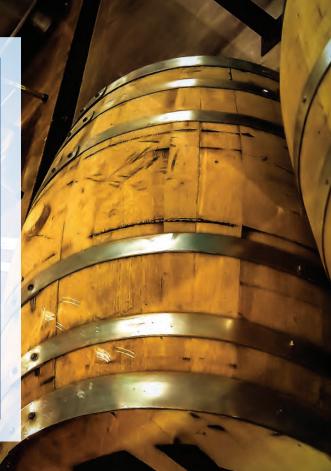
Regulators are taking notice and implementing new controls for cyber

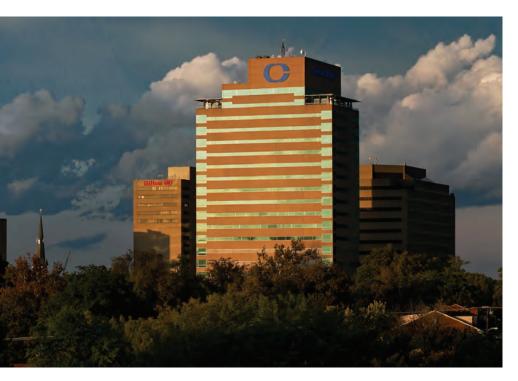
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▲ LOCAL AND ACTIVE Republic Bank is the largest locally owned bank in Kentucky and is very active in the Central Kentucky region.

A distiller knows a barrel takes two years to age. ABOUT AS LONG AS IT TAKES OTHER BANKS TO RETURN A CALL. Let's talk business, 859.225.5099. THE EASY BANK FOR BUSINESS REPUBLIC BANK





▲ LARGE IN LEXINGTON Tracing its roots back to 1938, Central Bank today has about 540 employees serving more than 100,000 customers with a full range of banking, insurance, investment and wealth management services. It is well known in the region as the official bank of UK Athletics.

risk to address the growing threat to the banks they supervise. The Technology Policy Program studies the evolution of cyber threats to the financial system and legal and regulatory efforts to strengthen its defenses

CENTRAL BANK

300 West Vine St. Lexington, KY 40507 (859) 253-6222 or (800) 637-6884 centralbank.com



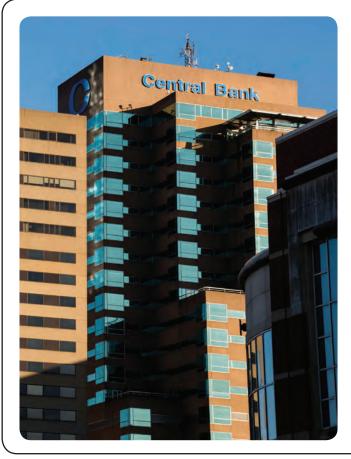


Luther
Deaton Jr.,
Chairman,
President
and CEO,
Central Bank

28 banking centers, the bank serves Central and Northern Kentucky and Louisville. In addition to excellent service, Central Bank is honored to be one of Kentucky's Best Places to Work and the Official Bank of UK Athletics. To learn more, call (859) 253-6222 or visit centralbank.com.

Over the last several years, states have begun passing legislation with an emphasis on data breach notification to the customer. Change is also occurring from a global perspective, with the General Data Protection Regulation, which covers privacy for any citizens of the European Union.

Beckwith said German American Bank utilizes a layered approach to its security practices, which includes a balance of



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technical controls, end-user controls, client education, auditing and ongoing research.

PNC has invested hundreds of millions of dollars in back office technology that prevents fraud and creates seamless integration of systems, Gohmann said.

PNC BANK

301 E. Main St. Lexington, KY 40507 (859) 281-5252 pnc.com

Kentucky continues to benefit from a strong and growing economy. That trend is expected to continue because of the state's large, diverse, innovative industrial base and the positive impact of a major university in the University of Kentucky.



John Gohmann Lexington Market, Regional President, PNC Bank

The state's growing entrepreneur and startup economy, and the focus on developing the infrastructure and ecosystems, continues sustaining innovation and growth.

PNC earned an "outstanding" rating for its most recent Community Reinvestment Act exam in Kentucky, and consistently earned top ratings since examinations began. PNC is dedicated to providing clients with superior financial expertise and service to help them achieve their financial goals.

Republic Bank uses a layered, datacentric approach to cybersecurity and continuously tests their system to ensure confidentiality, integrity and availability of systems, Ziegler said.

The risks associated with cybersecurity are perhaps the biggest concern in today's environment and email scams are one of the major avenues for corruption, Stamper said.

"Banks are responsible for maintaining strong cybersecurity measures on their systems," she said. "Those measures are tested and updated regularly. But there are still concerns about the cybersecurity measures being implemented and tested by retailers, non-banking service providers and even customers themselves, which can provide cyber thieves with a direct path to customers' bank accounts.

"The most rapidly growing method of cyber risk is through emails sent to commercial email addresses."

Banking has always been a very competitive industry, but it is more competitive, high-performing and open than ever. Large or small, online or in person, Central Kentucky has an option for everyone.



▲INVESTING IN THE COMMUNITY

PNC Bank has more than 20 branches throughout the central and southeastern Kentucky region, including a 645-s.f. branch in the new University of Kentucky Gatton Student Center. It is the first PNC university banking branch in Kentucky.



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- Faster, safer and easier!

University of Kentucky.



Ufficial Bank of the University of Kentucky

► FINANCIAL CENTER Lexington's downtown serves as a major financial center for most of Central and Eastern Kentucky.

WESBANCO

Four Lexington locations (859) 244-7204 wesbanco.com

Founded in 1870, WesBanco Inc. is a diversified, well-balanced financial services institution that delivers large bank capabilities with a community bank feel. WesBanco has meaningful market share across its five-

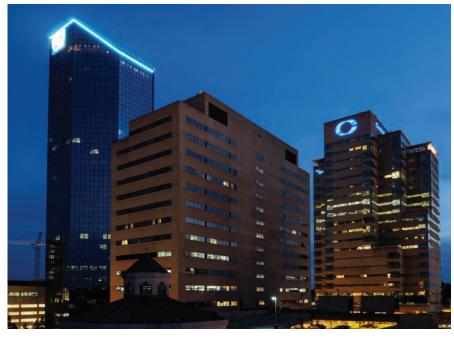


Jeff Koonce, Central & Southern Kentucky Market President

state footprint, supported by a century-old trust and wealth management business, an insurance agency, and a full-service broker/dealer. Based on customer feedback and satisfaction, WesBanco Bank was ranked the No. 7 Best Bank in the U.S. on Forbes' "World's Best Banks" list.

CPA firm rebrands; investment group expands

MCM CPAs & Advisors, formerly called Mountjoy Chilton Medley, recently adopted a new brand identity and launched a new website.



"We wanted a more up-to-date identity that communicated our history, core values and the new energy that will drive us forward in our mission to help both our team and clients succeed," said Brad Smith, MCM managing partner. "The new website was a vehicle for this

change and has allowed us to showcase our new identity. Clients can now easily navigate the site to find the information that they need most and allow us to better assist our clients."

Smith, the firm's former assurance services team leader, transitioned in 2019





to managing partner, while Diane Medley, the former managing partner, has taken the role of executive chairman.

ARGI, a Louisville-based personal and business financial advisory firm, expanded in 2018 to include an eighth location in Lexington. In addition to its headquarters in Louisville, the company has Kentucky locations in Bowling Green and Elizabethtown, as well as offices in Cincinnati; Indianapolis; Grand Rapids, Mich.; and Norwalk, Conn.

FINANCIAL INSTITUTIONS

Bank of Lexington

bankoflexington.net

Bank of the Bluegrass & Trust Company bankofthebluegrass.com

Bankers' Bank of Kentucky bbky.com

Branch Banking & Trust Co. (BB&T)

Central Bank & Trust Co. centralbank com

Century Bank of Kentucky Inc.

centurybankky.com

■BRANCHING OUT German American Bank has two Lexington locations. It also has branches in Bowling Green, Franklin, Owensboro and the Louisville metropolitan area, and another branch under construction in Henderson.

GERMAN AMERICAN BANK

313 Frederica Street Owensboro, KY 42301 (270) 688-8878 germanamerican.com

German American Bank is dedicated to helping individuals, families, and businesses achieve greater prosperity and quality of life. The financial team builds lasting client



Divisional President

relationships based on integrity, responsive service, innovation, and shared values. German American supports the communities it serves and believes when a community thrives, its

people prosper.

From leading-edge banking technology that is continually enhanced to stay abreast of the latest advancements, to local, responsive decision making by a talented team of local professionals, German American Bank, with an exceptionally strong business banking focus, is the ideal choice for all of your financial needs. Stop in any office or visit germanamerican. com. Member FDIC.

Local Leaders. Local Service. **Local Decisions.**

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Divisional President Serving KY (270)663-4668

Regional President Serving Daviess County in KY (270)663-4718

Regional President Serving Barren, Hart, Simpson & Warren Counties in KY (270)393-0705

Market Executive Serving Fayette County in KY (859)410-6565



German American Bank



▲ EXPANDING IN KENTUCKY WesBanco operates more than 200 financial centers throughout Southern Indiana, Kentucky, Ohio, Western Pennsylvania and West Virginia, including three in the Lexington area. In June 2019, WesBanco completed a successful merger with Farmer's Capital Bank Corp, which expanded its Kentucky franchise.

Chase Bank

chase.com

Citizens Guaranty Bank

Richmond – mycgb.com

Citizens Commerce National Bank

citizenscommerce.com

City National Bank

bankatcity.com

Community Trust Bank Inc.

ctbi.com

Cumberland Valley National Bank & Trust Co.

cvnb.con

Farmers National Bank

fnbky.com

Field & Main Bank

fieldandmain.com

Fifth Third Bank

53 com

First Southern National Bank

fsnb.net

First State Bank of the Southeast

ourfsb.bank

Forcht Bank

forchtbank com

German American Bank

germanamerican.com

Guardian Savings Bank

guardiansavingsbank.com

Kentucky Bank

kybank.com

Limestone Bank

limestonebank.com

Old National Bank

oldnational.com

Peoples Exchange Bank

pebank.com

PNC

pnc.com

Republic Bank & Trust Co.

republicbank.com

South Central Bank

southcentralbank.com

MCM CPAS & ADVISORS

1000 Vine Center 333 W.Vine St. Lexington, KY 40507 (888) 587-1719 mcmcpa.com



As the largest CPA firm in Kentucky, MCM CPAs & Advisors provides highly

specialized tax, audit and advisory services to a broad range of clients and industries. Privately and publicly held businesses, not-for-profits, small businesses and individuals across the region and throughout the country receive personalized attention and local access from national-level talent.

MCM combines the technical and industry expertise of larger firms without sacrificing the attention and personal service of a local firm. MCM has offices in Louisville and Lexington in Kentucky, as well as in Jeffersonville and Indianapolis, Ind., and Cincinnati.

Town & Country Bank and Trust Co.

Lawrenceburg – mytcbt.com

Traditional Bank

traditionalbank.com

US Bank

usbank.com

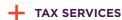
WesBanco

wesbanco.com

Whitaker Bank whitakerbank.com

We're more than Kentucky's largest accounting firm,

we are the people who will move your business forward.





ADVISORY SERVICES



Debbie Smith, CPA

Partne

Debbie. Smith@mcmcpa.com



CREDIT UNIONS

Commonwealth Credit Union ccuky.org

Greater Kentucky Credit Union gtkycu.com

Kentucky Employees Credit Union kecu.org

KUE Federal Credit Union

kuefcu com **Lexington Postal Credit Union**

Members Heritage Federal Credit Union membersheritage.org

ARGI

176 Pasadena Drive Suite 3B Lexington, KY 40503 (859) 286-5085 argifinancialgroup.com

ARGI is a regional full service financial advisory firm, headquartered in Louisville, Ky. With the mission of improving



lives with every relationship, ARGI's team of dedicated consultants provides comprehensive financial planning and investment management through ARGI Investment Services, a registered investment advisor; tax planning through ARGI CPA & Tax Advisors and SCA CPAs & Advisors; insurance solutions through Advisor Insurance Solutions; and business services through ARGI Business Services, all of which are divisions of ARGI Financial Group.

Metro Employees Credit Union

metroemployeescu.org

Park Community Federal Credit Union parkcommunity.com

The Health and Education **Federal Credit Union**

University of Kentucky Federal Credit Union ukfcu.org

LOAN AGENCY

Ag Credit

agcreditonline.com

ACCOUNTING FIRMS

Baldwin CPAs PLLC

Richmond – baldwincpas.com

Blue & Co LLC blueandco.com

Crowe LLP

crowe.com

Dean Dorton PSC

deandorton com

Duncan, Smith & Stilz PSC

dssky.com

Fister, Williams & Oberlander PLLC

fwpllc.com

Hisle & Company

hisle-cpa.com

The Livesay Group, PLLC

livesaygroup.com



▲ACCOUNTANTS ADAPT Accounting firms are seeing demand for their business driven by broad technological change in the ways their clients operate and public policy changes that necessitate revising business strategy.

Miller, Mayer, Sullivan & Stevens LLP mmssllp.com

мсм

mcmcpa.com

Potter & Company

gotopotter.com

PwC

(formerly Price Waterhouse Coopers)

Radwan, Brown and Co. PSC

radwanbrown.com

rfhcpas.com

Ross, Sinclair & Associates

rsanet com





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176 PASADENA DRIVE #3B LEXINGTON, KENTUCKY

Helping businesses operate efficiently

Business and professional services play big role in Lexington; nearly 30,000 employed in sector

BY LORIE HAILEY

EXINGTON'S highly educated workforce, low cost of living and lower business costs have led many highly technical and specialized business service firms to locate in Central Kentucky, according to Commerce Lexington.

Business and professional services is a targeted industry for local economic development, according to Commerce Lexington. In 2017, about 29,200 people were employed in Lexington's business and professional services industry, earning an average of \$49,515 per year, Commerce Lexington said in a January 2019 report about the industry. Salaries averaged from \$71,000 for primary services such as management of companies and professional and technical services, to \$31,000 for secondary services like administration and support.

In July 2019, national customer service outsourcing company Faneuil announced plans to join Lexington's business and professional services sector. The company is establishing a new call center on the Coldstream Research Campus in northern Lexington, creating 450 full-time jobs over the next two years.

Faneuil provides a broad range of business process outsourcing, including customer care, back office and technical support. The company employs more than 5,500 people nationwide and provides customer service for commercial and government clients in sectors including

KENTUCKY EMPLOYERS' MUTUAL INSURANCE (KEMI)

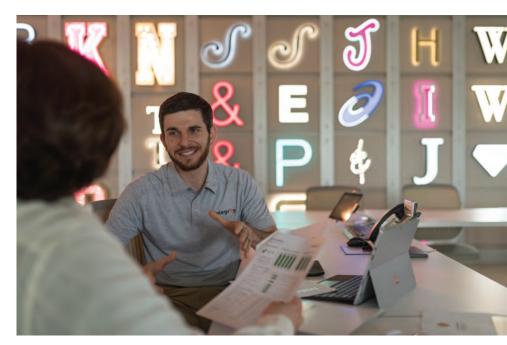
250 W. Main St., Suite 900, Lexington, KY 40507-1724 (859) 425-7800 kemi.com

Kentucky Employers' Mutual Insurance (KEMI) is the largest provider of workers' compensation insurance in Kentucky, providing coverage to more than 23,000 policyholders in all 120 counties of the state. We provide exceptional



Jon Stewart, President/CEO

underwriting, salety education and claims services to our policyholders. This, combined with our competitive pricing, responsible financial management and a focus on innovation makes KEMI the provider of choice for Kentucky businesses. We are proud to have earned and maintained an "excellent" rating by A.M. Best.



transportation and tolling, health and human services, utilities, state and municipal governments and retail services.

Meanwhile, Conduent, which provides a multitude of business process services for companies across the globe, is already one of the largest business services employers in Lexington. Conduent was created in 2016 when Xerox split into two companies: a document technology company that retained the Xerox name, and Conduent, a business process outsourcing company. The latter has operated in Lexington and Richmond and other Kentucky cities for decades; today, it employs approximately 2,500 people in Central Kentucky.

With thousands of patents, Conduent is a leader in business process outsourcing and IT outsourcing across a variety of industries and the public sector. Thousands of companies rely on Conduent to help improve processes, manage client operations and their focus on core business. Conduent also specializes in IT solutions for levels of government. Its services include data center management, disaster recovery, network management services and help desk operations as well as high-volume solutions support, both statewide and worldwide.

IBM, an industry leader in IT services and many personal and business products, has branch offices in Lexington and has been a staple in the community since it opened a large typewriter manufacturing operation here 60 years ago. Today, IBM

▲ SOLUTIONS FOR ALL SECTORS Integrity IT in Lexington specializes in cybersecurity, managed services and project management in nearly all sectors of business, with a strong history in health care.

operates as an information technology data center and its employees support sales and software development. It employs about 200 people.

Another big name in local professional services is Creative Lodging Solutions, which provides customized lodging programs to help corporate clients manage business travel. The company expanded its Lexington operations in 2017 when it was acquired by FLEETCOR Technologies, a global provider of commercial payment solutions. Now called CLC Solutions, it employs 300 in its southwest Lexington offices in Beaumont Centre. Since 2014, the company has invested \$5.5 million to locate in a larger building and has created 245 new jobs.

Kentucky Employers' Mutual Insurance, the largest provider of workers' compensation insurance in Kentucky, also is located in Lexington. KEMI provides coverage to more than 22,000 policyholders in all 120 counties of the state, educates Kentucky businesses about workplace safety and invests in building community partnerships.

The decision by these business services companies and others to locate

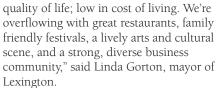
INTEGRITY IT

3080 Harrodsburg Road Suite 104 Lexington, KY 40503 (859) 253-4284 Integrityky.com

Integrity IT specializes in cyber Phillip Miller, security, managed services and President project management in nearly Integrity IT all sectors of business with a strong history in healthcare. Its expertise strengthens and protects organizations, their customers and their brands. Integrity IT's solutions help businesses reach their maximum potential. Trusted technology. Stronger security. Better business

or remain in Central Kentucky is a testimony to the region's productive workforce and excellent business environment. Commerce Lexington said. Outside entities join in that high estimation. Lexington was named the No. 8 City with the Lowest Startup Costs by SmartAsset in 2016 and the No. 34 Best Place for Business and Careers by Forbes in 2017. In 2019, Lexington was named the 29th best place to live in the United States by U.S. News and World Report.

"Lexington is a place where big dreams happen. Our exciting city ranks high in



In today's business world, rapidly changing technology requires experts in specialized IT services. Central Kentucky has plenty of top-notch technology firms.

Lexington-based Integrity IT has seen the most growth in the past year among its existing clients who need help with cybersecurity incident response. investigations and security audits, said Joe Danaher, partner and chief information security officer.

Cloud services, such as Microsoft Office 365, are changing the way businesses operate and how IT companies assist them. Increasing concerns about cybersecurity are making an impact.

"Both (cloud services and security concerns) are driving technologies we are using to move our customers from onpremise email to the cloud and services and tools to keep their data and networks secure," Danaher said.

Integrity IT's partners come from different business backgrounds so

KENTUCKY CAPITAL DEVELOPMENT CORP. (KCDC)

109 Consumer Lane Frankfort, KY 4060 I (502) 226-5611 Kycapitaldevelopment.com



Terri Bradshaw, President/CEO

KCDC provides opportunities for American and international businesses to move into the heart of the Bluegrass State while ensuring improvement in employment opportunities, private sector capital investments and the local tax base. Located in the capital of Kentucky, KCDC promotes Frankfort by finding alternative sources of funding for various development projects; promoting quality of life and assisting company locations and expansions by providing current, comprehensive market and property information. Since its inception, KCDC has helped created thousands of jobs in Franklin County. As job numbers continue to grow, we are hard at work guaranteeing our workforce continues to grow with them.

they can relate to their customers' needs in a unique way, he said. The company also has a strong background in health care.

Integrity is just one of many information technology companies in Central Kentucky.





BUSINESS SERVICES

▶COLLABORATING WITH CUSTOMERS

Headquartered in Lexington, SIS is a nationally recognized, technology and managed IT solutions provider that helps clients design, optimize and support mission-critical assets.

SIS

165 Barr St. Lexington, KY 40507 (859) 977-4747 ThinkSIS.com

SIS, A Converge Company, offers world-class capabilities in data center, hybrid cloud, and managed services; enabling companies to leverage technology to streamline operations, enhance profitability, and create a strong foundation for future growth. SIS teams solv challenges and design solutions, leaving mor

foundation for future growth. SIS teams solve challenges and design solutions, leaving more time for clients to devote resources to core business strategies. SIS' proven methodology, experienced professionals and innovative technologies provide the highest quality of IT services to more than 1,300 clients.

Lexington-based SIS, a 36-yearold technology solutions and services company, collaborates with its customers on innovative data center strategy, technology and application solutions in the cloud or on premises to drive better



business results. SIS has 1,300 clients, small and large, across the country.

In early 2019, SIS was acquired by Converge Technology Solutions Corp., a Canadian company; CEO Steve Sigg is continuing in his role along with the existing SIS management team. Chris Sigg serves as president.

Working with SIS, Converge is introducing its hybrid solutions, including identity-based enterprise Blockchain, cognitive, cybersecurity, resiliency managed services and multi-cloud solutions to existing and new SIS customers.

"We are excited and honored to be

part of Converge Technology Solutions Corp.," Chris Sigg said. "We have access to mature and compelling practice offerings across technology solutions we could not otherwise bring to market. It is powerful to see how this value to our clients can fuel our continued growth."

SIS has seen growth in the past year in many areas, including enterprise software, cloud and managed services, and data center infrastructure, Chris Sigg said.

"The markets and clients we serve are facing many more choices, complexities and infinite demands on technology to service their constituents," he said.



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Legal expertise growing with need

Technology, intellectual property issues bring increased business to Central Kentucky law firms



BY GREG PAETH

T'S a pretty good bet there weren't many attorneys without a job when the preliminary unemployment rate for Kentucky hit 4.3 percent in July.

Lawyers in Central Kentucky firms say they are very busy right now handling legal issues that are as old as the commonwealth or as recent as this morning's Twitter feed.

There's also plenty of competition for clients at a time when a growing economy creates a growing need for legal expertise. At last check, the Fayette County Bar Association had nearly 1,100 members.

Although many firms have seen growth in different segments of their practices, there's broad agreement that technology and the internet have had a 50-megaton impact on the types of legal questions that are being asked, as well as how lawyers respond to those questions.

"Changing technology continues to impact the businesses of our clients and ourselves," said James H. Frazier III, managing member of the McBrayer law firm's Lexington office, which has added attorneys at a "significant pace" and integrated two smaller firms into

▲LEGAL AND LEISURE Downtown Lexington's Robert F. Stephens Courthouse Plaza is flanked by the courthouses of U.S. District Court for the Eastern District of Kentucky, Fayette County District Court and Fayette County Circuit Court. The plaza and its system of fountains also serves as a popular event and gathering space in the center of downtown.

McBrayer offices in Lexington in 2017 and Louisville in July.

"Our clients face the challenge of staying up-to-date to keep their businesses competitive while the laws change to keep up with the new questions that arise. A great example is the world of intellectual property online," Frazier said in an email. "When a photo is posted to a social media platform, for example, who owns it? Who can share it without paying royalties? And, how is the law keeping pace with these questions?"

Like Frazier at McBrayer, Jason T. Ams, partner with Bingham Greenebaum Doll in its Lexington office, said his firm has a group of experienced attorneys who focus on intellectual property helping clients in "... obtaining, monitoring and enforcing rights in patents, trademarks, copyrights and trade secrets. We help our

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In addition to offices in Lexington, Louisville, Frankfort, Greenup, Ashland and Washington, D.C., the firm is recognized for our exceptional lobbying group, MML&K Government Solutions.

clients strategically protect what makes their businesses unique."

Technology and innovation also have changed how attorneys handle paperwork and meet with clients.

"Our case and document management is now done through a robust online system; we now hold video calls with clients and attorneys as if they were in the same room; and we access the vast world of legal research from our fingertips," said Stephen G. Amato, a member of the McBrayer firm in Lexington.

"The internet has fundamentally changed the way we serve our clients. We are able to deliver service to clients any time of day, no matter where we are or where they are," said P. Douglas Barr, member and managing partner of Stoll Keenon Ogden in Lexington. "But the increased ease of communication comes at the expense of a dramatically increased risk associated with online security and data security."

Stoll Keenon Ogden has offices in four cities in Kentucky and two in Indiana.

"Demand for legal services in growing and, for us, much of the growth in demand is organic, from our clients' growth and from new clients," Barr said.

Ams of Bingham Greenebaum Doll reported similar growth.

"We have seen a significant increase in the demand for legal services of all types, coming from pre-existing clients as well as new clients. We are also in the process of adding attorneys, including several over the last few quarters, and are looking to continue increasing both attorneys and

▼TOURIST ATTRACTION Kentucky's own Henry Clay was an American lawyer and planter, politician and skilled orator who represented Kentucky in both the United States Senate and House of Representatives. The important 19th-century political figure's original office building is a downtown Lexington tourist attraction. The building served as his law office from 1803 to 1810.

staff to keep up with the demand both inside and outside of Central Kentucky," Ams said. "The increase in demand can be seen in all practice types. For example, in our Lexington office, we have seen a surge in activity for real estate purchasing and development, financial services, and energy and mineral rights developments."

Barr said the legal practice in Lexington typically mirrors what's happening elsewhere in the country.

"Demand for legal services does tend to change to reflect national economic trends," he said. "We have seen increased demand in merger and acquisitions in all business sectors; increase in demand in commercial banking and related matters and real estate development."

He added that he has not seen a decrease in the amount of litigation that the firm has handled.

Barr also expressed some caution about the performance of the economy.

"We are ever mindful that the economy is always susceptible to a downturn and we are actively assisting our clients in preparing now to weather the next downturn," he said.

McBrayer member Jaron P. Blandford said the firm has seen "significant growth in the health care and employment law sectors. Health care has been undergoing monumental change in the last decade in the legal and regulatory environment, and we've been helping clients old and new keep ahead of the curve in all respects. The same is true in the employment law context, which seems to be in constant flux at the federal level from administration to administration."

"The overarching concern for all of our practice areas, but especially health care and employment, is compliance,





McBrayer associates Lindsey Anderson Quijuano and Joshua W. Beam discuss legal strategies. Both attorneys work in the firm's Lexington office.

Growth in Lexington firm extends to Louisville

Expansion continues Kentucky growth for McBrayer

HE 24th floor of 500 W. Jefferson St. provides a spectacular panoramic view of the Ohio River and of downtown Louisville, as well as an extended home for the McBrayer Law Firm. The recent move of seven Reed, Weitkamp, Schell and Vice PLLC attorneys to McBrayer doubled the Lexington-headquartered firm's footprint in Louisville. This is the second such expansion for McBrayer in three years, and it highlights the firm's growing attorney workforce, client base and position in the Lexington and Louisville markets.

"We're not expanding just to be larger, because we pride ourselves on giving our clients the hands-on attention they would expect from a smaller firm," said James H. Frazier III, managing member of McBrayer. "We're making strategic additions to better serve our clients – that means we're adding talented, hard-working attorneys in key practice areas that round out our competencies. We're expanding in areas that complement our already exceptional full-service practice, and we're bolstering our ability to serve clients in Louisville, Lexington and beyond."

The firm, which now has more than 50 attorneys, has also expanded its practice areas, such as intellectual property; medical malpractice and professional liability defense; health care regulation; mediation; hospitality law; estate planning and administration; and employee benefits law.

McBrayer continues to grow in measured ways, providing an ever-broader range of services while maintaining the personal contact that has become its hallmark since it was founded in 1963. The growing Louisville office strengthens the reach of the formidable Lexington office. McBrayer isn't out to be the biggest law firm in Kentucky – just the best.

▶LEGAL OUTLOOK Economic growth combined with regulatory, technological and demographic changes are likely to keep demand high for legal talent in Central Kentucky and beyond.

and we have been working with our clients to develop and maintain rigorous compliance programs," Blandford added.

One of his colleagues in Lexington, member Lisa English Hinkle, couldn't agree more. Compliance is a growing area of concern for all businesses, she said, "and this concern has been mounting on an almost exponential basis in the past few years."

"The public sees law firms as a group of litigators, but our goal is to prevent litigation or criminal investigation by keeping businesses squarely in line with law, regulation and even public sentiment, all of which can be a moving target," Hinkle said.

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◀HISTORICAL SITE The United States Post Office and Court House for the U.S. District Court for the Eastern District of Kentucky located in Lexington across from Courthouse Plaza. Built in 1934, it was listed on the National Register of Historic Places in 1999.



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At the forefront of innovation

From 3D printed hearts to robotic surgery, providers are leaders in health care technology

BY ROBERT HADLEY AND LORIE HAILEY

ENTRAL Kentucky has a rich tradition of service and innovation in the medical field. Health systems operated by the University of Kentucky, Baptist Health and CHI Saint Joseph each operate multiple standalone hospitals within a 50-mile radius of Lexington. Numerous independent facilities, like Eastern State Hospital, Clark Regional Medical Center in Winchester and Georgetown Community Hospital, and independent physician practices round out the region's health care offerings.

Central Kentucky has always stood tall on the map of innovation in health care. The state's first robot-assisted surgery took place at the University of Kentucky in 2004, when Dr. Chand Ramaiah performed coronary artery bypass grafting using the da Vinci Surgical System. The robotic system is now used at hospitals all over the commonwealth for all sorts of procedures, from gynecological and urological to general surgery and even weight loss. The da Vinci system allows for smaller incisions and quicker recoveries.

It was a game-changer. And just one of many innovations that have shaped the landscape of health care in Central Kentucky.

Because heart disease is the leading cause of death in Kentucky, health care



▲INNOVATIVE APPROACH Dr. Michael Wenkler merged his background in visual arts with his scientific expertise to create custom 3D printed hearts as a tool for both physicians and their patients at UK's Gill Heart Institute.



providers are focused on best practices for treating cardiac conditions and helping patients make lifestyle changes to reduce heart disease risk. At UK's Gill Heart and Vascular Institute, researchers are finding very creative ways to improve cardiac surgery and save lives.

Jonathan Wenk and Kenneth Campbell are working on a program that would allow doctors to use virtual models of patients' hearts to try out "treatments" and see their long-term outcomes before performing actual procedures. Combining physiology and engineering, the researchers are developing software to deliver better therapies for patients with life-threatening heart failure. The endeavor received a \$3 million, five-year grant from the National Institutes of Health.

Another doctor at Gill, Dr. Michael Winkler, has merged his background in visual arts with his scientific expertise to create custom, anatomically correct 3D printed hearts as a tool for both physicians and their patients. The hearts help patients understand their care and are helping physicians refine how they deliver care to their patients, according to a press release from UK.

While Winkler did not invent 3D hearts, his version is unique: It's the size of your fist and looks like a carnival prize. And it only costs \$5 to make.

"Fitting patients with new heart valves or stents is challenging because everyone's anatomy is slightly different in size and ▲VIRTUAL HEART Jonathan Wenk, above, and Kenneth Campbell are developing computer software at the University of Kentucky to deliver better therapies for patients with life-threatening heart failure.

shape," Winkler said. "Doctors are very good at 'guesstimating,' but about one-third of the time their guess is off and a \$30K valve has to be thrown away."

Winkler's 3D printed hearts allow doctors to make precise fittings before the patient is wheeled into the Cath Lab.

UK Healthcare isn't alone in its quest to improve cardiac health in Central Kentucky.

In 2019, Baptist Health Lexington became Kentucky's first hospital – and the second hospital in the country – to achieve accreditation for its Cardiac Cath Lab. The designation is bestowed by the American College of Cardiology. Closely related is the milestone of Baptist Health Lexington hosting its 200th trans-catheter valve replacement (TAVR) procedure. The minimally invasive procedure reverses narrowing of arteries resulting from calcium buildup.

Baptist Health Lexington saw its footprint grow by 43 cardiac beds, part of a \$14.4 million investment that also added facilities for endocrinology and primary care. Baptist Health Lexington also captured its second consecutive Healthgrades Outstanding Patient Experience Award, and was ranked No.

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CHI Saint Joseph Health returns to its roots, looks to future

AINT Joseph Hospital, Saint Joseph East, and affiliated clinics and physician practices have moved into a new era as CHI Saint Joseph Health. With this new name, the health care system returns to its Catholic roots while looking to the future of service to the communities it serves.

That service also includes hospitals in Mount Sterling, Berea, London and Bardstown, as well as medical practices throughout the Central and Eastern Kentucky region.

"The Saint Joseph name is one of heritage and excellence," said Bruce Tassin, CEO, CHI Saint Joseph Health, and president, Saint Joseph Hospital. "Our facilities' reputations are built on quality care for all patients and leading-edge technology, and we are excited to continue this legacy and look to the future under this new name."

That future includes growing to meet the needs of communities in the Saint Joseph service area. CHI Saint Joseph Health – Palomar opened earlier this year in Lexington. The ambulatory care center on Harrodsburg Road features a walk-in clinic for minor injuries and illnesses, as well as offices for primary care, Dexa Scan, X-ray and laboratory services.

The new health care landscape is growing into Winchester as well, as work continues on a new ambulatory care center at the Winchester Bypass. Scheduled to open in the spring of 2020, the 25,000 s.f. center will include primary care, cardiology, orthopedic surgery, imaging and a laboratory.

"All of our projects throughout central Kentucky have the goal of bringing care closer to patients," said Kathy Love, vice president for strategy and business development at CHI Saint Joseph Health." We want to make it as easy as possible for them to manage their health."

In addition to the added facilities, CHI Saint Joseph Health continues to add technology and leverage unique partnerships to provide care to the communities throughout Central and Eastern Kentucky.

▶THE 'HEART HOSPITAL' Saint Joseph Hospital has 433 beds at its Lexington location. Founded in 1877, it was Lexington's first hospital. Saint Joseph has been recognized nationally for treatment in the areas of cardiology, orthopedics and stroke.

3 in the state in the *U.S. News and World Report's* annual Best Hospitals analysis.

Frankfort Regional Medical Center is the first hospital in Kentucky to implant the newest injectable cardiac monitor – the Biomonitor III from Biotronik. The monitor is designed to document suspected arrhythmia or unexplained syncope with increased clarity, enabling fast diagnosis and appropriate treatment. Early detection of arrhythmia enables physician intervention before adverse outcomes occur.

From 3D printed hearts to virtual visits with patients and new ways to perform life-saving procedures, Central Kentucky health care providers are constantly adapting to better reach patients and improve health outcomes.

Continuous improvement, often spurred by surgical technology, electronic medical records, transparency and market forces have radically changed the health care field. In some ways, hospital administration might today be a field where the passion, grit and determination found in a Silicon Valley startup might be a permanent part of the rewritten job description.

Over three decades, Bruce Tassin, CEO of CHI Saint Joseph Health – and president of Saint Joseph Hospital – has seen "tremendous" change in the industry.

"While the regulatory and operational side of health care never stops evolving, I believe that the primary philosophy

for being a health care operator has not changed," he said.

Patient care remains a top priority, Tassin said, along with astute management that ensures engaged physicians, happy employees and a collaborative management team at the top.

"Every day, I focus on making the experience better for our patients," he said. "If the patient remains your priority, all other challenges can be overcome."

The CHI Saint Joseph Health system Tassin oversees is faith-based, and he sees his job as "truly a ministry."

CHI Saint Joseph Health is the new name for KentuckyOne Health's former Lexington and eastern Kentucky properties. This comes after a 2017 announcement that KentuckyOne would divest its Louisville assets (later purchased by UofL) in favor of eastward expansion.

Saint Joseph and Saint Joseph East in Lexington also embrace innovation. The two hospitals are home to three da Vinci Xi robots, the most advanced technology available for minimally invasive surgery. The surgical system allows patients to have surgery with shorter hospital stays, faster recoveries and minimal scarring.

Saint Joseph is the only facility in the area that now has a second da Vinci Xi robot, and Saint Joseph East is the first hospital in Central Kentucky to be named a Center of Excellence in Robotic Surgery by the Surgical Review Corp., according to a press release from the health care system.



rtesy of CHI Saint Joseph He

UK Medical Center ranked No. 1; Markey Cancer Center recognized

At the University of Kentucky Albert B. Chandler Medical Center (or UK HealthCare as the entire health system is called), new leadership, recognition for pediatrics and cancer treatment, and a No. 1 statewide ranking sum up the changes felt across the system over the past year.

For the fourth consecutive year, the university's medical center retained its top position in the *U.S. News and World Report* ratings for Kentucky health care. For the 2019-20 period, UK's Markey Cancer Center has been named in the Top 50 national rankings for cancer care at No. 33.

"This ranking, along with our status as an NCI-designated cancer center, is evidence of how we are making an impact in cancer care across Kentucky and beyond," said Dr. Mark Evers, director of Markey Cancer Center.

In October 2018, officials with the National Cancer Institute renewed the Markey Center as a national cancer center for the next five years, granting the institution a \$10.8 million research grant. UK HealthCare and the Lexington Clinic advanced cancer care in April 2019 by placing the clinic's infusions, oncology services and radiation treatment under oversight of the Markey Center.

Helping to lead these important programs is a new external chief medical officer, Carol L. Steltenkamp, a UK pediatrics professor who assumed her new role in March 2019. Steltenkamp will be involved in strategy, outreach and communications, and will apply a clinical perspective to decision-making and



help expand the medical center's reach statewide.

Health outcomes across the commonwealth will improve with better access to quality care, said Colleen H. Swartz, vice president for hospital operations at UK HealthCare.

"One of our key challenges and barriers is the adequacy of care access for all Kentuckians," she said. "Improving access to preventive care strategies as well as primary care provision could allow us to take a huge step forward with our health care environment."

Smaller hospitals, big strides

Standalone medical facilities achieved notable success this year in Kentucky. For instance, Georgetown Community Hospital received distinctions for lung



cancer detection and launched a way to see a doctor online with its Healthy Hub Virtual Visit. The e-visit portal will speed access to accurate diagnoses for busy patients, according to Georgetown Hospital President William Haugh.

Clark Regional Medical Center in Winchester hired a new CEO in 2019 and was named a Top 100 Rural and Community Hospital in the United States by The Chartis Center for Rural Health.

Aphreikah DuHaney-West came to Clark Regional from Teche Regional Medical Center, another LifePoint Health facility in Morgan City, Louisiana, where she served as CEO.

In 2018, the Winchester hospital added 34 providers, made more than \$1 million in capital improvements, distributed a payroll of more than \$44 million to 628 employees, donated more than \$1.7 million in services to those in need and paid more than \$2 million in taxes, according to its 2018 Community Benefit Report.



■GROWTH CONTINUES Baptist Health Lexington grew by 43 cardiac beds in 2018, part of a \$14.4 million investment that also added facilities for endocrinology and primary care. It also was ranked No. 3 in the state in the U.S. News and World Report's annual Best Hospitals analysis.

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The 'crown jewel of projects'

Completion of City Center, renovation of convention center revitalize downtown Lexington



BY KATHIE STAMPS AND LORIE HAILEY

T'S been an exciting year for real estate and construction projects in Central Kentucky, and no project has been more highly anticipated than the completion of the \$220 million City Center, an 800,000-s.f. mixed-use development in the middle of downtown Lexington.

City Center is the "crown jewel" of all of the projects The Webb Companies has worked on, said Chairman Dudley Webb. That's quite a statement, given that The Webb Companies is one Central Kentucky's oldest and largest commercial real estate developers.

"This \$220 million mixed-use development is the largest and finest private project ever undertaken in Kentucky and will be an absolute game changer for our region," Webb said.

More than a decade after construction began on the project, formerly called CenterPointe, the first tenants opened for business in City Center – Jeff Ruby's Steakhouse and Starbucks opened in April 2019; Keeneland Mercantile was third in line. In May, Lexington law

▶ OPENING IN 2020 Plans for The MET, a 75,000 s.f. building at the corner of Third Street and Midland Avenue, include a much-needed grocery store and other retail space. The MET also will have 44 loft apartments. The building, shown here in an architectural rendering, was designed by EOP Architects and is being developed by Community Ventures Corp.

firm Dinsmore moved from Lexington Financial Center to City Center, making it the first anchor business tenant in the new 12-story tower.

The development includes two hotels – Lexington Marriott City Center and Residence Inn City Center – that are scheduled to open in the spring of 2020. Combined, the hotels offer 336 guest rooms. The hotels will share some amenities, including a state-of-the-art fitness center, a virtual fitness studio, and over 10,000 s.f. of flexible Next Gen Meeting Space. Guests from each hotel will also have access to the rooftop pool and sky bar above the Residence Inn.

City Center also has a three-story, 700-space underground parking garage, more than 150,000 s.f. of rentable office space in the 12-story tower, and three levels of luxury condominium residences above the office space.

■DYNAMIC DOWNTOWN Construction of the long-awaited City Center wrapped up in 2019. The residential, commercial and retail development includes an office tower, two hotels, a Jeff Ruby's Steak House, retail units, a 700-car below-ground parking garage and three levels of luxury condominium residences. The completion of the project has helped revitalize the appearance of downtown Lexington. The center lights up the night in various hues as part of LexLights, an initiative by the Downtown Lexington Partnership.

With The Webb Companies and Greer Companies as developers, and D.W. Wilburn Construction as the general contractor, plus numerous local subcontractors, the sleek and modern City Center is the hallmark of real estate and construction projects in Central Kentucky.

"We think City Center is going to be the new heartbeat for our downtown, bring more excitement, bring more people downtown," project coordinator Ralph Coldiron said.

At night, the development lights up the sky in an array of colors. City Center was one of the first buildings to participate in LexLights, a Downtown Lexington Partnership initiative to illuminate downtown Lexington to add ambiance, create art and festive lighting projects, and discourage crime. About 20 buildings and parks have added new lighting or upgraded existing light as part of LexLights.

Grocery store, new convention center among downtown projects

In the spring of 2020, a new three-story development will greet drivers as they come into Lexington from Winchester Road. Named after its location at the corner of Midland and East Third, The MET is a \$22 million, 75,000-s.f. mixed-use facility that



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will include a much-needed grocery store and other retail space, as well as 44 loft apartments. The EOP Architects-designed project, being developed by Community Ventures Corp., will also bring jobs to the East End.

"The East End neighborhood has a long, rich history of tradition and culture,

and Community Ventures remains committed to continue its revitalization efforts by increasing wealth-building opportunities through homeownership, but also through its job creation," said Community Ventures on its website.

The MET property is across the street from the Isaac Murphy Memorial Art Garden, one of three trailheads for the 12-mile Legacy Trail that leads to the Kentucky Horse Park. The MET will also be in the heart of Town Branch Commons, a public-private partnership that will provide a 22-mile system of paths for pedestrians and bicyclists connecting to Town Branch Trail and the Legacy Trail.

Part of the Town Branch Commons project will be the "Cat Walk" and "The Gorge" as public gathering spots interwoven throughout the new Lexington Convention Center. When the \$300 million replacement and expansion of convention center is complete in the spring of 2022, it will represent the single largest capital public improvement project in the city's history, building and renovating more than 700,000 s.f. of space.

Phase 1 of the Lexington Convention Center project is on track, with the new 100,000-s.f. exhibit hall set to open during fourth quarter of 2020. Plans were made in three phases so that the convention center and Rupp Arena can remain open during construction periods. Some of the seats in the upper arena of Rupp are being converted to chairbacks, in time for the 2019-20 University of Kentucky basketball season.

Upon completion of the entire renovation, there will be an all-new exterior on Rupp Arena and enlarged concourses, as well as new spaces at Lexington Center, including a new 25,000-s.f. ballroom; 26,000 s.f. of new meeting spaces; 57,500 s.f. of hospitality space; and the new exhibit hall.

The future Town Branch Park, also part of Town Branch Commons, will be on a 10-acre site adjacent to the expanded Rupp Arena and Lexington Convention Center. When completed in 2022, it will contain green space, water features, a dog park and a Great Lawn area that will be anchored by a performance amphitheater with space to host up to 5,000 patrons.

Townhome community in the Distillery District

In the summer of 2019, a new residential community called Distillery Heights opened in the city's popular Distillery District. The community is the district's



REAL ESTATE & CONSTRUCTION

first infill residential development, featuring 34 three-story townhomes situated on just under two acres of land at the corner of Oliver Lewis Way and Manchester Street.

Developed by owners Jo Gawthrop and Melia Hord, who also are the real estate agents listing the townhomes through Keller Williams Bluegrass, the first of four buildings opened in April 2019. The starting price for the townhomes is \$324,000.

The upscale townhome units are across the street from Town Branch Distillery, and will overlook the future Town Branch City Park. When the residential complex is completed, the community will be gated with green space.

The Distillery District is a popular area of downtown Lexington with many ongoing development projects.

"It's an exciting time to be in our neighborhood as we watch the expansion of new businesses open in the Pepper Distillery down the street, the IMAX theater erecting on High and Broadway, the Town Branch Distillery conducting public tours and receptions across the street," Gawthrop said. "[There's also] Manchester Music Hall and The Burl bringing in top artists for concerts at our entrance, phase one of the Convention Center underway a block away, and the buzz of the Manchester Marketplace and our future Town Branch Park and Trail coming next."

New commercial projects in all areas of the city

Origin Lexington, a new 76,000-s.f. hotel with 120 guest rooms opened in mid-July at The Summit at Fritz Farm, a

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Its studio approach integrates architecture, interior design and engineering in five different industries – industrial, corporate commercial and hospitality, higher education, government and distilled spirits.

1 million-s.f. mixeduse development at the corner of Nicholasville Road and Man o' War Boulevard. Origin Lexington is the second hotel of the Origin Hotel Collection, which was developed, designed

and built by the Thrash Group, based in Hattiesburg, Miss. UK alumnus Michael Russell is general manager for the Lexington hotel.

Founded as Kennedy Book Store in 1950, the Kennedy's Wildcat Den was razed in April. The property on South Limestone at Avenue of Champions also housed a Fazoli's restaurant. Now the University of Kentucky plans to build a six-story parking garage by August 2020. There will be 900 spaces, with office and retail space on the ground floor.

Target opened its first small-format store in Kentucky on South Upper Street next to the University of Kentucky campus. Target has prioritized opening small-format stores to serve guests in areas where a full-size store typically could not fit: near college campuses, in urban areas and dense suburban neighborhoods. The Lexington store has most everything a normal Target has, but in smaller quantities.

Development projects are popping up all over Central Kentucky. The economy is strong and businesses are seeing increased demand, which gives them the confidence to expand their operations, said Linden Long, owner of Long Construction Management, a designbuild company in Lexington.

"(We're) seeing an increase in the opportunities within the manufacturing and distribution industries," Long said. "We have been very intentional about targeting our marketing and sales effort to those industries in particular, and it seems to be paying off for us."

The construction company recently completed two new hangars for Blue Grass Airport in Lexington and is currently constructing a 77,700-s.f. addition to an existing building for Fisher Auto Parts in Walton, Ky., and a 50,000-s.f. coal refinery building in Corbin, Ky.

Manufacturing companies, along with service and technology service firms, have announced significant investments in Central Kentucky in the past couple of years. In the first eight months of 2019, 23 companies announced projects here,



▲SELLER'S MARKET Houses coming on the market in the first half of 2019 sold quickly and home sales were strong, according to the Lexington Board of Realtors (LBAR), which has members in 26 counties. At the end of July, the total volume for homes sold in the LBAR market reached just over \$1.6 billion.

investing nearly \$488 million and creating more than 1,300 jobs. Eighty-two projects were announced in 2018; the reported capital investment was nearly \$397 million and 2,244 jobs were created.

Healthy home sales market

Home sales in Central Kentucky were strong in the first seven months of 2019, and houses coming on the market sold at an extremely fast pace when priced correctly, said Al Blevins, president of the Lexington-Bluegrass Association of Realtors (LBAR), which has 3,200 members in 26 counties. The quick pace of sales has resulted in lower inventory levels, however.

For the first six months of 2019, home sales were up 4% over the same time period last year and involved a total of 8,055 transactions, according to LBAR. By May, four consecutive months had seen an increase in total home sales year over year, with May being the highest, a 10% increase. After a dip in June, July saw an 8% increase in single-family home sales and a 13% increase for condos and townhomes from 2018. Houses in the price range of \$140,000 to \$159,999 were at a 1.5-month inventory.

At the end of July, the total volume for LBAR reported homes sold reached just over \$1.6 billion.

Lexington's low business costs and high quality of life attract businesses and individuals alike. National publications agree: WalletHub named Lexington the No. 4 best city for first-time homebuyers in 2019; *U.S. News and World Report* ranked Lexington as the 29th best place to live in the United States.

"Whether renting or purchasing a home, your dollar will go further in Lexington than in most other towns," *U.S. News* said. ●

Location, location, location

Central Kentucky's logistical advantage plays key role in business growth

BY GREG PAETH

HIPPING giants such as Amazon, UPS, DHL and scores of other Central Kentucky companies that work with them didn't invest hundreds of millions of dollars in the state on a whim.

To a huge degree, Kentucky's explosive growth as a major player in logistics and transportation hinges on three words that are near and dear to anyone in the real estate business: "Location, location, location."

The intersection of two major interstate highways, the rapidly growing Blue Grass Airport and a deeply ingrained rail transport network converge to create a region perfectly positioned to deliver goods quickly and economically for companies that have transformed how America shops.

"One of the key features that brings new companies to Lexington and helps existing businesses grow is our logistical advantage of being located at the crossroads of Interstates 64 and 75," said Bob Quick, president and CEO of Commerce Lexington Inc. "Lexington is within a day's drive of more than half of the U.S. market, which means companies like UPS with its largest Kentucky ground hub located near here, can complete ground shipments to 60 percent of our nation's population in only two days."

Besides its crucial role in the UPS shipping network, the ground hub in Lexington is a major employer in Central Kentucky with some 840 employees, according to Commerce Lexington data.

About an hour west on I-64 in



Louisville, UPS operates its Worldport, which the company describes as the largest fully automated package handling facility in the world, a \$2.4 billion facility that can process an average of 416,000 packages per hour.

Heading north on I-75, the German shipping company DHL has one of its three global hubs at Cincinnati/Northern Kentucky International Airport in Boone County. With a workforce of about 4,200, DHL is sharing its space temporarily with Amazon, the King Kong of online retailing that broke ground in May 2019 on a \$1.5 billion distribution center that will be just a Frisbee toss from DHL.

▲SETTING RECORDS A record number of passengers — 1.36 million — traveled through Lexington's Blue Grass Airport in 2018, a 3.4% increase over 2017. Four airlines operate from the airport, which offers non-stop and connecting service to hundreds of destinations worldwide.

Millions invested in infrastructure

The explosive growth at the Lexington, Louisville and Northern Kentucky airports has attracted plenty of attention from logistics and transportation firms in Central Kentucky, where millions is being invested in roads.

More than \$26 million was budgeted for a five-mile section of the U.S. 460 bypass that routes traffic around rather than through downtown Georgetown. The project is scheduled for completion in July 2020.

"This is a major project for Scott County, and an example of what happens when we have a unified team on the state and local level working to improve our infrastructure," said state Rep. Phillip R. Pratt, who lives in Georgetown. "There is

RI CORMAN COMMAN COMMAN

◀45 YEARS OF SERVICE R.J. Corman Railroad Group is a privately owned railroad services and short line company headquartered in Nicholasville. It has divisions in 22 states and serves all seven North American major railroads, along with many regional and short line railroads.

lanereport.com Modern Entrepreneurship 53



no doubt that finishing this bypass is the most significant need we have in Scott County."

Another \$42 million has been earmarked for the widening from four to six lanes of a section of New Circle Road (KY 4) in Lexington, a project that began in May of 2018 and is scheduled for completion by the end of 2020.

Logistics firms growing in Central Kentucky

One firm that has more than a passing interest in road projects is Longship, a third-party logistics company that plays matchmaker for truckers and truckloads of freight that need to get from point A to point B as quickly as possible.

Kenny Ray Schomp, president and founder of Longship, is the third generation of an entrepreneurial family in Lexington that knows trucks and trucking.

Schomp started the company in 2012 after learning the business in Cincinnati at Total Quality Logistics.

But Schomp isn't satisfied with having a single office in Lexington. He said Longship is expanding early next year, opening for business in Nashville.

Being fortunate enough to have a central location satisfies half of the "right place at the right time" adage, and "right time" translates to business-friendly time zones for shipping, Schomp said.

"I think the Central and Eastern time zones are a perfect place to do logistics. Everybody's up, and at 8 o'clock (in the morning) that's when customers are ready to go," he said.

Schomp said his company is in a good position to top last year's record, when

the company handled about 22,000 truckloads.

Another Central Kentucky logistics company, LandCal, is an affiliate of GlobalTranz in Scottsdale, Ariz. The three-year-old Georgetown company is on pace to establish a new sales record in 2019, according to LandCal's spokesperson.

"We came in just shy of a million dollars in sales in the first year, and this year we're going to be just north of \$6 million," said Josh Landacre, co-founder of the company with Evan Calvin.

"The location of this intersection (of interstates) and the Central Kentucky region provides access for companies to reach 60 to 70 percent of the population of the United States within a one- to two-day shipping transit. With increased demand of consumers wanting their products faster, we expect this region to continue to experience economic development growth," Calvin said.

Airport continues to see growth

Trucking, of course, isn't the only game in Central Kentucky.

For the seventh consecutive year, Blue Grass Airport set a record in 2018 when it handled 1.36 million passengers, an increase of about 3.4 percent over the previous year. Over the past five years, passenger growth is right around 20 percent, said Amy Caudill, director of marketing and community relations for the airport.

"Blue Grass Airport is an important component of Kentucky's economy," Caudill said. "The airport not only serves as the region's gateway, it provides the commonwealth with an economic impact ■ REAL-TIME TRACKING Founded in 2012, third-party logistics company Longship takes advantage of Kentucky's prime location and provides high-tech shipping management and services.

LONGSHIP

1051 Newtown Pike Suite 160 Lexington, KY 40505 (855) 440-2828 longship.us

Longship is a third-party logistics (3PL) company specializing in over-the-road truckloads of fresh, frozen, and dry shipments. On-time delivery is their top priority.



Kenny Ray Schomp, President, Longship

Through hard work and common sense, Longship has developed into an efficient and trustworthy transportation source for carriers and shippers throughout the United States, Canada, and Mexico. With steady growth and an advantageous business model, Longship plans to expand and will continue to provide uncompromising service and partnerships to our diverse cliental.

exceeding \$370 million and 3,400 jobs. Excellent air service and connectivity are essential for the business community and future development."

Additional flights to more destinations – Washington Dulles International Airport was added early in 2019 – and airline decisions to use larger aircraft at Blue Grass are a couple of factors that influenced passenger growth.

Blue Grass also is in the process of adding 345 parking spaces, completing the fifth and final phase of a \$66 million taxiway improvement project, and building facilities for small plane owners and aviation enthusiasts.

About 25 miles south of Lexington, the Central Kentucky Regional Airport in Madison County "is bursting at the seams with infrastructure" projects, according to Jason Bonham, who manages the small airport that has experienced rapid growth in the number of charter, business and cargo flights, as well as the aviation program at Richmond's Eastern Kentucky University.

The primary ramp at the airport was lengthened to 5,000 feet in 2010, and the construction of a parking pad for planes – a \$1.8 million project – is half complete, according to a member of the airport staff. A new 14,000-s.f. terminal building is also planned at Central Kentucky Regional Airport.

Since 2011, nearly \$11 million has been spent on improvements at the airport.

Rail for goods, buses for folks

Long before the first airplane got off the ground, railroads crisscrossed the state and they still play a major role moving products and raw materials throughout the commonwealth. The Norfolk Southern slices through the state from north to south in Central Kentucky, where it links up with CSX Transportation and smaller short-line railroads owned by the R.J. Corman Railroad Group, which provides about a dozen rail-related services from its headquarters in Nicholasville, about 12 miles southwest of Lexington.

When the cargo has a pulse, Lextran can provide bus transportation in Lexington. Lextran operates a fleet of 73 buses, including University of Kentucky campus shuttle service. The fleet includes compressed natural gas, battery-electric, hybrid-electric and diesel buses.

Recent data shows that there has been increased ridership in two market segments, according to Carrie Butler, Lextran's general manager.

Ridership has increased on routes that have fast, frequent service and a concentration of jobs and services, such as Nicholasville Road, Butler said. Wheels Transportation, a door-to-door program for the elderly and the disabled, also is growing, Butler said.

In nearby Danville, the DanTran bus service loops around the city six times a day and also provides "deviated fixed route" service for people who live within a half mile of the established bus stops.

Kentucky River Foothills Development Council operates a transportation service in four Central Kentucky counties – Clark, Estill, Madison and Powell. Since 1986, Foothills has provided more than 3 million rides. It even offers a commuter service that provides rides from Winchester to Lexington.

AIRPORTS

Blue Grass Airport

bluegrassairport.com

Capital City Airport

Frankfort – cca.ky.gov

Central Kentucky Regional Airport

Richmond – madisoncountyky.us/airport

Cynthiana-Harrison County Airport kv0i8.com

Georgetown-Scott County Regional Airport

georgetown - scottcountyairport.com

Stanton Airport

Stanton – airnav.com/airport/I50/



▲ RELIABLE RIDES Lexington's public transportation system, Lextran, operates 23 fixed routes, a door-to-door paratransit service and a vanpool/ridesharing program. Its fleet includes compressed natural gas, battery-electric, hybridelectric and diesel buses.

Stuart Powell Field

Danville – airnav.com/airport/KDVK

GENERAL AVIATION

TAC Air

tacair.com/jet-a-at-tac-air-lex

BUS TRANSPORTATION

Greyhound

greyhound.com

Lextran

Lextran.com

RAIL SERVICES

Norfolk Southern Corp.

nscorp.com

CSX Corp. csx.com

R.J. Corman Railroad Group

Nicholasville – ricorman.com

Yours for the taking

Longship is a third party logistics company specializing in over-the-road truckloads of fresh, frozen, and dry shipments. On-time delivery is our priority.

We want motivated individuals with energy, enthusiasm, and – above all – a passion for learning. If you communicate well, multitask, and take care of business quickly and responsibly, we want you.





Low rates, high-speed connectivity

Investing in renewable energy and other innovations lowers cost, attracts businesses

BY ROBERT HADLEY

ENTUCKY'S nearly 4.5 million citizens – not to mention its myriad hospitals, universities, manufacturers and hotels – are served by a robust energy, water and information infrastructure that is growing and adapting to meet the needs of its customers.

For Central Kentucky, energy comes from two sources: electric power and natural gas. Prominent players behind the electrical grid include LG&E and Kentucky Utilities (KU), and the Touchstone Energy and East Kentucky Power cooperatives. Natural gas is provided not only by LG&E, but also by Columbia Gas of Kentucky and Delta Natural Gas.

Lexington-based Kentucky-American Water serves multiple counties in the central corridor.

For telephone and high-speed internet service, providers include AT&T, Spectrum, Windstream and MetroNet. For wireless service, Central Kentucky customers turn to Verizon, AT&T, T-Mobile, Sprint and Bluegrass Cellular. Windstream and MetroNet are players of note in Central Kentucky for internet access.

Investing in renewable energy

Central Kentucky residents enjoy some of the lowest energy rates in the nation, nearly 20 percent lower than the

LG&E AND KU ENERGY LLC

220 W. Main St. Louisville, KY 40202 Ige-ku.com

Consistently ranked among the best companies for customer service in the U.S. and recognized eight times as one of the top utilities for economic development by Site Selection magazine, LG&E and Kentucky Utilities Co. are committed to attracting and keeping businesses in



Paul W. Thompson Chairman, CEO and President

the bluegrass and making the commonwealth a better place to live.

As the energy landscape continues to evolve, LG&E and KU are evolving with it. The utilities continue to create programs and offerings to help meet the goals of business and residential customers – including opportunities to support and grow renewable energy and installing publicly accessible charging stations to support electric vehicle adoption. Comprised of coal, natural gas, hydroelectric and solar, LG&E and KU maintains a diverse generation mix and rates among the lowest in the nation.



national average, according to the Energy Information Administration.

Lexington-based Kentucky Utilities (KU) serves 553,000 customers across more than 77 Kentucky counties and five counties in Virginia. LG&E is based in Louisville. Together, the two utilities are part of PPL, a Pennsylvania based company that serves 10 million customers in four states and the United Kingdom.

LG&E and KU rely on innovation to help find ways to support and grow renewable energy and lower costs. Its Technology Research and Analysis team evaluates new technology to find ways to apply it to their operations.

The utilities are investing in renewable energy sources by adding more universal solar power to their electric grid. In August 2019, LG&E and KU opened a new solar facility in Simpsonville as part of its Solar Share Program. The first 1,400-panel array, already producing solar energy, is the first of eight 500-kilowatt sections planned for the Simponsville facility.

The subscription-based Solar Share Program is available to the utilities' residential, business and industrial customers who want to support solar energy.

The Simpsonville solar facility is the company's second in Kentucky. In 2016, the utilities unveiled Kentucky's largest universal solar facility at the E.W. Brown Generation Station in Mercer County. It can produce 19,000 megawatt-hours of energy annually, enough to provide

▲UNIVERSAL SOLAR LG&E/KU's

10-megawatt universal solar facility at the E.W. Brown Generation Station stretches across 50 acres of the plant's property, which also includes coal, natural gas and hydroelectric generation. It has more than 44,000 solar panels on fixed-tilt rack systems positioned to optimize the available sunlight for producing energy.

energy for 1,500 homes based on a usage of 1,000 kilowatt hours per month.

"This is another example of how utilities, including LG&E and KU, are investing in the future of the commonwealth and growing locally-produced renewable energy," said Kentucky Energy and Environment Cabinet Secretary Charles Snavely. "These technologies are making our state a leading contender to retain and attract new business and meet the growing demands for a diverse energy future."

LG&E and KU's E.W. Brown Plant, near Harrodsburg, includes four generations of electricity-producing facilities – a hydroelectric plant, a coalfired generating unit, natural-gas fired combustion turbines and the solar facility.

PPL plans to invest about \$5 billion in infrastructure improvements at LG&E and KU in the next four years, LG&E and KU President and CEO Paul Thompson told *The Lane Report* in a One-on-One interview in early 2019. Those funds will be used to make capital improvements, such as upgraded technology and replacing 50- to



Making Lexington a great place to start and expand a business.

Here are five ways KU is doing its part to support economic development in the Bluegrass State, and make it even more appealing for new companies and those interested in growing their operations.

Affordable Rates

Kentucky has the lowest cost of electricity in the industrial sector among states east of the Mississippi River, and one of the lowest in the U.S., coming in nearly 20 percent lower than the national average.

Safe, Reliable, Energy

KU, and its sister utility LG&E, continue to ensure safe, reliable service for customers by investing more than \$2.2 billion in its electric and natural gas system to improve safety and reliability. In fact, since 2010, KU and LG&E have reduced the average frequency of outages by 29 percent and their average duration by 16 percent. Ongoing planned system improvements over the next five years are projected to reduce the frequency of outages by 17 percent, compared to historical system performance over the last seven years.

Award-winning Service

We've been recognized eight times in the last eight years for our economic development efforts. We've also been recognized numerous times for award-winning customer service.

Financial Incentives

New and expanding qualifying customers are offered a financial incentive to invest through our Economic Development Rider. The rider encourages brownfield development and economic development for existing customers who expand — or new customers who locate in our service territory — by providing demand bill credits over the first five years of a new service.

Renewable Energy Options

We have expanded our portfolio of renewable energy options for customers, with programs such as business solar, Solar Share and Green Energy. Whether interested businesses want to install solar energy on-site, or subscribe to help grow local and regional renewable energy, we partner with customers to meet their sustainability goals. We have also proposed the addition of a new Green Energy tariff to further promote renewable energy growth in the state.

lge-ku.com/economic-development



UTILITIES

60-year-old poles on high-voltage systems across the state and replacing them with steel, Thompson said.

East Kentucky Power Cooperative (EKPC), based in Winchester, is also investing in solar energy to help maintain the state's lower-than-average electric prices.

In 2017, EKPC began operating a 60-acre solar farm in Clark County that features 32,300 solar panels capable of producing up to 8.5 megawatts of electricity, enough to power about 1,000 typical homes. EKPC customers can pay \$460 for one of the facility's 30,000 panels, entitling the customer to 25 years' worth of power generated by that panel.

Nick Comer, Touchstone's external affairs manager, said the company is committed to supplying sustainable and reliable energy as technologies change.

"We understand the crucial importance of reliable, affordable and sustainable energy for the 1.1 million Kentuckians we serve, as well as the state's manufacturing industry, which is especially reliant on these features," he said.

EKPC is spearheading a \$262 million project to beef up its Maysville baseload plant, Spurlock Station, ensuring it meets strengthened rules regarding coal ash and water management, Comer said.

Comer explained that "maintaining generation diversity," that is, multiple sources to serve one or more geographic areas, "is increasingly important to ensuring price stability."

"EKPC recently bolstered its natural gas generation with the addition of the 567-megawatt Bluegrass Station in LaGrange," Comer said. "In addition, membership in PJM Interconnection provides EKPC with access to the most affordable energy in a 13-state area, as well as a market for available generation."

"We are investing in our transmission infrastructure to ensure it remains highly



reliable, updating aging infrastructure while improving resiliency and security," he added.

Ensuring clean, abundant water

Kentucky American Water, a subsidiary of American Water generating \$93 million each year in revenue, has been funding an ongoing \$20 million annual infrastructure campaign, according to Operations Vice President Kevin Rogers.

Evidence of the money spent was a \$1.85 million water main extension in Clark County. The extension promises to "improve water quality and pressures" for neighbors in Athens-Boonesboro, Quisenberry, Waterworks, Old Stone Church and Combs Ferry roads areas.

To offset these cumulative costs, Kentucky American Water sought a rate increase, granted by the Public Service Commission in June of 2019. Said to support \$100 million in new work since the 2016 rate increase, the new rates amounted "to a penny per gallon" for consumers.

▲SUPER FAST Lexington officials have said that once MetroNet is fully in place in 2020, Lexington will be the largest "Gigabit" city in the country. The company has invested \$70 million in Lexington in recent years installing a fiber-optic internet throughout the city.

High-speed internet fuels the data economy

Thanks to a \$2 million Windstream investment, some 80,000 new households will have access to 50 mbps internet speeds through the company's Kinetic internet service. Though fast, this speed pales in comparison to what is available to business customers, eligible for a 1 gigabit service that was part of \$8.5 million in grid improvements across the country.

MetroNet, a supplier for the Lexington metro area, had activated a fiber-optic network capability as long ago as October of 2018. It offers internet, TV and phone services. At the time, then-Lexington Mayor Jim Gray touted the \$70 million MetroNet spent on the fiber-optic reach as "a first step to making Lexington the nation's largest gigabit city."

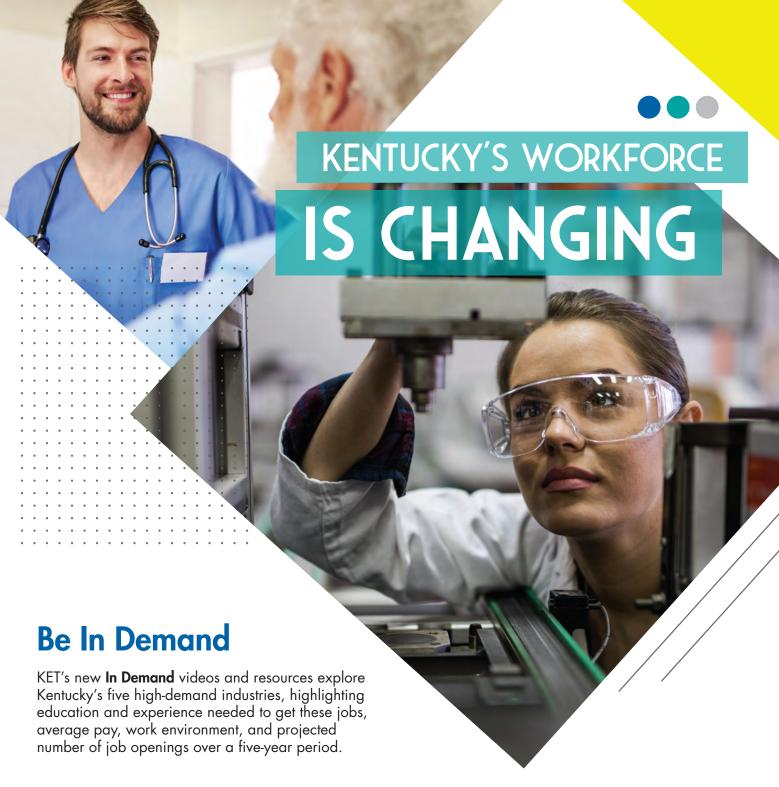
In June 2019, MetroNet announced a "massive upgrade" to its system, enabling customers to have the same upload and download speeds without an increase in their monthly bills. MetroNet began constructing its fiber optic network in

Richmond in August 2019.

▼POWERING THE BLUEGRASS East

Kentucky Power Cooperative provides power through coal-fueled plants located in Mason and Pulaski counties; natural gas-fueled peaking units in Clark and Oldham counties; renewable energy plants in Barren, Boone, Clark, Laurel, Greenup, Hardin and Pendleton counties; and more than 2.800 miles of transmission lines.





Advanced Manufacturing | Business & IT

Construction | Healthcare | Transportation & Logistics













Find out more at KET.org/InDemand



Educating tomorrow's workforce

From career academies to advanced manufacturing training, education available for all learners

BY KATHIE STAMPS

EADING, writing and arithmetic will never go out of style, because technology allows them to keep up with changing times. These fundamentals of education are key elements in tech itself, in areas such as industrial maintenance, electrical technology and advanced manufacturing technician programs at the Bluegrass Community and Technical College satellite campus in Danville.

A new Advanced Manufacturing Center (AMC) is anticipated to open in summer 2021. Groundbreaking took place in September 2019 in the John Hill Bailey Industrial Park. The \$4.8 million project is funded by a 2016 Kentucky Work Ready Skills Initiative grant of \$2.7 million, by \$1 million raised from community businesses and individuals and BCTCs own \$1.1 million investment. The 13,780 s.f. facility will house the advanced manufacturing technician (AMT) and electrical and industrial maintenance programs. A similar but larger facility was built in Georgetown in 2017.

"Opening this new facility for advanced manufacturing training will free space to increase capacity for general education classes and other educational initiatives to serve the community," said Mark Manuel, BCTC vice president of Advancement and Organizational Development.

BCTC graduates in the AMT program support manufacturing in Danville and surrounding areas at Denyo Manufacturing Corp., Hitachi Automotive Systems Americas, and Tarter Farm and Ranch Equipment, among other companies, all of which are backing the new center.

"The Danville AMC project is representative of our strategy to bridge the workforce skills gap and support the communities of Central Kentucky," Manuel said.

Businesses supporting students before they enter the workforce is an innovative trend that's paying off. At three high schools within Fayette County Public Schools, students are receiving a career-focused education in a "talent pipeline development" model known as The Academies of Lexington. The program launched in 2017.

"In order to truly prepare our students for the world that's waiting for them, we have to transform the way we approach public education," said Kim Lyon, strategic



partnership manager with The Academies of Lexington. "We are looking beyond our own walls and beyond high school graduation and recognizing that we are a critical partner in workforce development. We do this through working with local business and industry partners that allow students to explore in-demand careers, engage in work-based learning experiences, solve real-world problems for authentic learning, and improve collegiate and workforce readiness by developing skills like a strong work ethic, problemsolving abilities, personal presentation, collaboration, creativity and responsibility."

this architectural rendering. Omni

Architects designed both facilities.

During the 2018-19 school year, over 100 local business worked with students in The Academies, both off campus and in classrooms. Bryan Station High School offers academies in engineering; information technology; leadership and professional services; manufacturing and robotics; and medical sciences. Although it's only two years old, Frederick Douglass High has academies in health sciences; professional services; and technology. Tates Creek High's academies are in business, entrepreneurship and education;

design and engineering; international baccalaureate and information technology; and medical and emergency services.

"Academies allow the business community to take an active role in the educational experience and shape the workforce of the future," Lyon said.

The number of students attending all Fayette County Public Schools is at a record high of almost 43,000 for the 2019-20 school year. Coventry Oak Elementary and Garrett Morgan Elementary opened in 2016, Frederick Douglass High School in 2017, followed by the Success Academy program in 2018 and Brenda Cowan Elementary in 2019.

The school system has invested \$12.1 million over the past two years for reading and math curricula. Through a "measures of academic progress" assessment, students in grades K-8 scored higher in both subjects last year than the national average. "We are especially excited to see the gains made by our youngest students," said Manny Caulk, FCPS superintendent. "Last year our kindergarteners showed more growth in math than 99% of the rest of the nation,

and more growth in reading than 97% of the country."

FCPS also recently invested \$13.3 million in school safety. Over a ninemonth period, the district hired 24 additional police officers, installed 46 walk-through metal detectors at four high schools and 761 security cameras at 23 schools, among other measures, and hired 29 mental health professionals.

Also actively growing, the University of Kentucky conferred degrees to 5,363 students in May 2019, its largest graduating class ever. And UK faculty members received \$417.1 million in competitive research awards between July 2018 and June 2019, a 25% increase over FY2018. One multiyear award for \$87 million will focus on reducing opioid-related overdose deaths. NIH funding for Alzheimer's-related research is at \$23.4 million (up 75%) for faculty of the Sanders-Brown Center on Aging. The total economic impact of UK research in FY2018 was \$725.5 million for Kentucky, creating \$237 million in labor income and 1,866 new jobs.

In fall 2018, UK announced its Kentucky Can: The 21st Century Campaign, which has a \$2.1 billion fundraising goal. Co-chaired by Paul Chellgren, former CEO of Ashland Inc., and Lexington entrepreneur Mira Ball, cofounder of Ball Homes, the philanthropy campaign will fund innovative research and 2,100 scholarships, support athletic programs, strengthen the alumni network and improve health care. Toward the \$2.1 billion goal, 41,145 donors made \$212.1

▼RAISING THE BAR The University of Kentucky kicked off the 2019-20 year in its new UK Law Building. The two-year, \$56 million renovation and expansion project updated the building, constructed in 1965, providing students, staff and faculty with a new, state-of-the-art facility for learning, teaching and research. The new facility has more classrooms and study group rooms, equipped with improved technology.

million in gifts and commitments to the university during the 2018-19 fiscal year.

The fall 2018 semester brought five new academic degrees to UK, including a bachelor of arts in U.S. culture and business practices – its majors attend classes through both the College of Arts and Sciences and the Gatton College of Business and Economics.

About 25 miles down I-75 in Richmond is another member of the state's public university system, Eastern Kentucky University, founded in 1874 as a teaching college. EKU began offering its master's degree in education in 1935. In 2016, the College of Arts and Sciences separated into the College of Science and the College of Letters, Arts and Social Sciences. Fall 2019 brought new courses in polymer chemistry. In EKU's modern Memorial Science Building, a new digital forensics lab opened in spring 2019 in cooperation with Kentucky State Police. EKU now offers bachelor of science in digital forensics and in cybersecurity.

At the helm of private Asbury University in Wilmore, Ky., since July 2019 is Kevin J. Brown, Ph.D., a former president of Wells Fargo Bank. Brown served most recently as associate dean for Asbury's Howard and Beverly Dayton School of Business. Brown succeeds Sandra C. Grav, Ph.D., also a former bank executive and professor of business.

Asbury is the only school in the world with media students who have worked, since 1984, as paid journalists and broadcasters at the Olympic Games. All incoming undergrad students at Asbury University receive scholarships; 100% of students also participate in at least one mission trip before graduating. For more than a decade. AU students in math, science and music have had a 95% acceptance rate into grad schools. It is the only school with a student-led Equine Service Mounts program.





KET's Careers In Demand program offers information to help job-seekers explore career opportunities in Kentucky's highdemand industries.

Resources for Kentuckians improve workforce issues

Y the year 2020, it's projected that 63% of Kentucky jobs will require at least some postsecondary education or training. In addition, Kentucky currently faces a shortage of skilled workers and falls below the national average in workplace participation.

Organizations throughout the state, including KET, have been building partnerships and programs to address the issue. Since its earliest days, KET has helped Kentuckians prepare for success in the workforce through its GED test-prep system and later through its Workplace Essential Skills television series.

As Kentucky's economy evolves, even more is needed to address the workforcereadiness needs of a changing state. KET has developed resources that highlight opportunities in the workplace and provide the education employees need to take the next step in their careers. These resources are available to employers who wish to recruit and train new and current workers.

According to the Kentucky Chamber of Commerce Workforce Center, a lack of soft skills is the No. I workforce issue in Kentucky. To address this, KET's newly developed Workplace Essential Skills Online provides training for soft skills and job readiness with lessons offering real workplace examples. The curriculum focuses on skills needed to perform in high-demand fields such as health care and manufacturing. Job searching, resume prep, professional communication and other job success strategies are addressed as well as critical thinking, problem solving and more.

KET is also a partner station in the national American Graduate initiative, which focuses on highlighting in-demand career fields and training workers to find success in them. Through its American Graduate work, KET is building community partnerships to develop content and resources to address some of Kentucky's most urgent needs for workforce training and education.

More information about KET's resources in this area can be found at KET.org/workforce.



Horses, bourbon and hemp

Automotive manufacturing also plays a multibillion-dollar role in region's economy

BY LORIE HAILEY

ENTRAL Kentucky is often recognized for its good bourbon, fast horses and automobile manufacturing, but another sector is making its mark on the area's economy: industrial hemp.

In the past couple of years, many hemp growing and processing operations have made the Bluegrass their home. It makes sense: Kentucky has the ideal climate and soil to grow the versatile plant, which can be used to make an array of commercial and industrial products, including rope, clothing, paper and textiles. Its oil also has many uses, from creating fuel and foods to bolstering health supplements.

The popularity of cannabidiol (CBD) oil, which users say has many health benefits, has been a boon for hemp producers. The 2018 Farm Bill, which legalized hemp production in the United States, further fostered economic activity in the sector.

In 2018, sales of hemp products in Kentucky were 3.5 times higher than the previous year. Hemp processors reported \$57.75 million in gross product sales last year, according to a Kentucky Department

> of Agriculture (KDA) review of 2018 hemp licensed processor reports. That compares with

> > \$16.7 million in gross product sales in 2017.

The only states with more hemp production than Kentucky are Colorado and Oregon. Clearly, Kentucky is a good place for hemprelated companies to hang their shingles. Hemp is now growing in 101 of Kentucky's 120 counties.

"Kentucky is quickly establishing itself at the forefront of the hemp industry, as this agricultural product begins to take root nationwide," Gov. Matt Bevin said in December 2018.

In the past year, several major players have announced they are opening



new manufacturing facilities in Central Kentucky or expanding the ones that already are here.

GenCanna, a company that grows and processes industrial hemp-derived products for wholesale to clients throughout the world, located its headquarters in Winchester in May 2014 as inaugural members of the Kentucky Industrial Hemp Pilot Program.

The company has been at the forefront of developing the rapidly expanding hemp industry. GenCanna produces hundreds of acres of hemp biomass each year that are processed for CBD.

In late 2018, the company announced plans for a fourth facility in Kentucky, which will significantly expand GenCanna's capacity, debut new processing technology and create 80 new jobs. It employs 150 at its Winchester HQ.

Winchester is also home to Atalo Holdings – one of the largest permitted hemp growers and processors in the U.S. In July 2019, Atalo opened a second facility in Winchester, a 50,000-s.f. hemp processing plant that will employ 130.

In late 2018, GenCanna and Atalo entered into a strategic partnership that aligns the companies' cultivation operations. The partnership created the largest vertically integrated hemp-derived CBD production, processing and distribution alliance in Kentucky.

Another hemp processor, Curaleaf, announced plans in April 2019 to open a new hemp-derived CBD processing, sales and distribution facility in Lexington. The Massachusetts-based medical and wellness cannabis operator is investing \$9

▲HEMP RESEARCH GenCanna's Hemp Research Campus in Clark County is located on nearly 150 agricultural acres formerly used by a multi-national tobacco firm as a research facility. At the HRC, GenCanna has conducted groundbreaking research and commercialization of key hemp processing methods and product development.

million and creating 150 new jobs with an average hourly wage of \$17.

A large-scale greenhouse in Paris called ColorPoint transitioned in 2019 to a hemponly company and merged operations with AgTech Scientific, another Paris hempoperation. AgTech broke ground on its facility in late 2018 and plans to create more than 270 jobs. The company is a fully vertically integrated hemp company specializing in outdoor and indoor grown hemp products.

Other hemp investments in Central Kentucky over the past year include:

- Kentucky Industrial Hemp is investing \$5.6 million to establish a facility in Georgetown where it will produce hemprelated health and wellness products and high-performance textiles, the company announced in March 2019. The project created 30 new jobs.
- In June 2019, International Farmaceutical Extracts announced that it is investing more than \$6 million to open a manufacturing plant in Danville that will employ 34. The company, which specializes in CBD oil extraction and distillation, said it plans to buy an 11,750-s.f. facility on Roy Arnold Boulevard to house the manufacturing operation. Positions at the new operation include management, production, maintenance and shipping.



▲ HARVESTING HEMP Based in Winchester, Atalo Holdings specializes in research, development and production of industrial hemp and hemp products.

At full capacity, the facility will use hemp flowers from approximately 15,000 acres of local farms.

• In August 2018, large-scale hemp oil extractor Zelios invested \$2.1 million to expand its CBD extraction facility in Lexington and double its production capacity. The investment created 44 jobs.

Prolific auto manufacturing community continues to grow

Automobile and automotive parts manufacturing continues to be a big player in Central Kentucky.

Toyota Motor Manufacturing Kentucky (TMMK), which employs more than 8,000 at its Georgetown plant, continues to thrive and grow in Central Kentucky. TMMK is a \$7 billion operation, and in a year, can produce as many as 550,000 vehicles and more than 600,000 engines.

In March 2019, TMMK announced a \$238 million investment to add production of two models at the Georgetown plant – the Lexus ES Hybrid and RAV4 Hybrid. Production of the Lexus ES Hybrid began in May with a capacity of 12,000 units. RAV4 Hybrid assembly is expected to ramp up in January 2020 with a capacity of approximately 100,000 units per year. (TMMK also manufactures the Camry and Avalon.)

The investment came on the heels of a 2017 announcement that Toyota would spend \$1.33 billion at TMMK to make it the first plant in North America to begin producing vehicles using Toyota New Global Architecture, a new approach to the design and manufacture of vehicles. The investment also replaced equipment and added new technology.

Kentucky's automotive industry includes about 500 facilities, employing more than 95,000 people full-time. Since it opened in 1985, the Georgetown Toyota plant has been a major player in Kentucky, attracting nearly 200 Japanese-owned manufacturing, service and technology-related facilities, located throughout the state. Those Japanese-owned facilities employ nearly 47,000 people full-time.

"There is no question of the positive impact Toyota has had on Kentucky over the past three decades. From the growth of the commonwealth's automotive sector to the company's efforts to give back to the local community, we in Kentucky could not ask for a stronger relationship than the one we share with Toyota Motor Manufacturing Kentucky," said Terry Gill, former secretary of the Kentucky Cabinet for Economic Development (KCED).

Kentucky is ranked third in the nation for U.S. car and truck production. Over the last five years, Kentucky's automotive industry has announced \$6 billion in investments and more than 20,000 new jobs, according to KCED. Central Kentucky is a hub for auto parts manufacturers, and over the past year, several companies have reported expansion plans.

In June 2019, Central Motor Wheel of America (CMWA) said it will spend nearly \$112 million to expand its automotive wheel manufacturing facility in Paris, creating 145 new jobs. The company plans to add 270,000 s.f. onto its existing 330,000 s.f. facility on Wheat Drive. The project will double CMWA's production.

In a two-year project announced in the fall of 2018, sunroof supplier Webasto Roof Systems is adding a new production line at one of its Lexington manufacturing facilities, creating 183 new jobs and investing \$15.2 million. Sixty new jobs were created when YS Precision Stamping

▼INCREDIBLE IMPACT The world's largest Toyota plant, Toyota Motor Manufacturing Kentucky (TMMK) in Georgetown has produced more than 8 million Camrys in the past three decades. In total, the plant has produced more than one-third – I I million – of all Toyota vehicles manufactured in North America since 1986.





Toyota's recent \$238 million investment brings production of the Lexus ES 300h and Rav4 Hybrid to Kentucky.

After 30 years, Toyota's commitment to the Bluegrass remains strong

Since 1986, Toyota has been proud to call the commonwealth home to its largest vehicle manufacturing plant in the world.

The 8,000-plus team members at its Georgetown plant are responsible for building some of the safest, highest quality and best-selling vehicles on the road. In fact, about every minute, a new vehicle is born on one of the plant's three assembly lines, including some of the brand's biggest names: Avalon, Avalon Hybrid, Camry Hybrid and America's best-selling car for 17 years in a row – the Toyota Camry.

Driven by the company's commitment to continuous improvement, Toyota has continued to invest in the capabilities and capacity of the facility. Since 2013, Toyota has invested \$2 billion in its Kentucky operation, capping it off with a recent investment of \$238 million. This brought the total lifetime investment in the plant to over \$7 billion

These new investments have created excitement and new opportunities for the Kentucky team, including the production of the first Lexus vehicle in the United States, the ES 350 and its hybrid counterpart, the ES 300h. In addition, starting in 2020, the manufacturing plant will add the RAV4 Hybrid to its production lineup.

Toyota's commitment to its Kentucky home is evident, but it doesn't end there. It has also equipped the facility with the latest advanced manufacturing technologies, including refitting the entire production line with Toyota's New Global Architecture (TNGA), a global vehicle manufacturing platform that has increased the plant's ability to rapidly respond to market changes. This specific investment positions the facility for the next 30 years of manufacturing Toyotas in the Bluegrass.

Toyota's visitor center in Georgetown is open Monday through Friday. Free tours of the auto manufacturing facility can be scheduled by visiting tourtoyota.com/Kentucky.

Joseph Rey Au/Toyota photo

invested \$3 million in its Georgetown manufacturing facility.

Other big auto parts manufacturing investments include:

- Meggitt Aircraft Braking Systems (Danville), carbon disc brakes - 45 new jobs; nearly \$8 million investment
- Adient US (Georgetown), automotive seats and interiors - 42 jobs; \$6.5 million investment

New investments, expansions strengthening the economy

Companies choose Central Kentucky because it has an educated workforce, a central location, low business costs and high quality of life.

In 2019, U.S. News and World Report ranked Lexington the 29th best place to live in the United States and Livability Magazine named Lexington No. 36 in its list of Top 100 Best Places to Live. Those are just two of the many lists that have ranked Lexington a top place to live and work.

Companies from around the globe are taking notice.

From August 2018 to July 2019, 67 manufacturing and service companies announced new locations or expansions in Central Kentucky, an investment of more than \$784 million that will create 2,360 jobs when full employment is attained.

One of the biggest job announcements came from Faneuil Inc., a Virginia-based national customer service outsourcing company. In July 2019, Faneuil said it is establishing a new call center in Lexington, investing more than \$12 million and creating 450 full-time jobs over the next two-and-a-half years. Faneuil provides a broad range of business process outsourcing, including customer care, back office and technical support.

Some other large job creation announcements include:

- Jewelry manufacturer Tiffany and Co. Jewelers is investing \$500,000 to create 130 new jobs at its Lexington plant.
- · Communications and security product distributor Anixter Inc. announced in December 2018 that it was creating 103 new jobs at its Lexington facility, investing \$4.2 million.
- More Than a Bakery is investing \$20 million in its commercial bakery operation in Versailles, creating 90 new jobs.
- Craft distillery Castle & Key, which spent four years renovating the former Old Taylor Distillery Co. in Woodford County, announced a \$6.5 million investment and 80 new jobs.

Here are some more manufacturing facilities in Central Kentucky:

Post-It Notes, office supplies, stationery office products Cynthiana – 3M.com

Adient US

Auto seats and interior components, foam pads for seating Georgetown - adient.com

Adkev (formerly Catepillar)

Automotive HVAC, electronic and trim components Danville - adkev.com

Ale-8-One Bottling Co.

Soft drink beverages Winchester – ale-8-one.com

Alltech

Natural animal feed additives; corporate headquarters Nicholasville - alltech.com

Alltech Lexington Brewing & Distilling

Beer, whiskey distillation and packaging kentuckyale.com

Beam Suntory

Distilled spirits; production and value-added packaging for spirits

Frankfort – beamsuntory.com

Big Ass Solutions

Fans and lights for industrial, agricultural, commercial and residential settings bigasssolutions.com

Buffalo Trace Distillery

Distiller of bourbons and American whiskeys Frankfort – buffalotrace.com

Carhartt Inc.

Dungarees

Irvine - carhartt.com

Catalent Pharma Solutions

Pharmaceutical processing Winchester – catalent.com

Clark Material Handling

Forklifts

clarkmhc.com

CMWA Automotive wheels Paris - cmwa.com

Coca-Cola Bottling Co. Consolidated

Coca Cola bottling cokeconsolidated.com

Cooper Standard

Molded and extruded rubber products for auto parts Mt. Sterling

Corning Inc.

Thin, durable, scratch resistant glass Harrodsburg – corning.com

E.D. Bullard Co.

Safety hard hats, fire helmets, face masks, hoods Cynthiana – bullard.com

Essity (formerly Wasau Paper)

Paper towels, toilet paper, tissue Harrodsburg - essity.com

Four Roses Distillery

Distilled spirits, bourbon Lawrenceburg - fourrosesbourbon.com

Florida Tile

Ceramic and porcelain tile Lawrenceburg – floridatile.com

Highbridge Spring Water

Bottled water

Wilmore - highbridgesprings.com

Hitachi Automotive Systems Americas

Brake and suspension systems Berea - hitachi-automotive.us

Hitachi Automotive Systems America

Auto electronic control units, sensors, actuators, fuel systems and components

Harrodsburg – hiams-am.com

International Paper

Corrugated boxes internationalpaper.com

Jif Plant

Peanut butter production imsucker.com

Kyosan Denso Manufacturing Kentucky

Automotive fuel systems and pumps

Mt. Sterling – densocorp-na.com/locations/kdmk

Lectrodryer

Liquid dryers Richmond – lectrodryer.com

LEDVANCE

Fluorescent lamps; glass tubing for auto lighting industry Versailles – ledvance.com

Lexington Dixie Plant

Plastic lids, plates, bowls and paper cups

Link-Belt Construction Equipment Co.

Design, manufacture, market, sell and service cranes linkhelt com

Lockheed Martin

Military operations logistics support lockheedmartin.com

LSC Communications

Print, bind and ship/mail magazines and catalogs Danville - Isccom.com

Montaplast North America

Plastic injection molding automotive supplier Frankfort - montaplast.com

Neogen Corp.

Diagnostic veterinary instruments, pharmaceuticals, nutritional supplements, disinfectants neogen.com

Nestle Prepared Foods

Hot Pockets

Mt. Sterling - nestleusa.com

Okonite

Insulated electrical cable Richmond – okonite.com

Piramal Pharma Solutions

Formulation, analytical development and pharmaceutical development of sterile injectables coldstreamlabs.com

Rebecca Ruth Candy

Frankfort - rebeccaruth.com

Richmond Auto Parts Technology (RAPT)

Richmond - raptech.com

Sherwin-Williams Co.

Auto coatings and finishes, Thompson's Waterseal woodcare products Richmond – sherwinwilliams.com

Tiffany & Co. Jewelers Inc.

lewelry tiffany.com

Toyota Motor Manufacturing Kentucky

Automobile assembly (Avalon, Camry, Lexus) Georgetown - toyotageorgetown.com

Toyota Tsusho America

Steel processing

Georgetown – taiamerica.com

Vermont Castings

Fireplaces, wood-burning stoves Paris – vermontcastings.com

Webasto Roof Systems

Automotive sunrooms webasto.com

Wild Turkey Bourbon

Distilled spirits and visitor center Lawrenceburg - wildturkeybourbon.com



See what's ahead at Toyota and sign up for a free tour today.

TourToyota.com/Kentucky





Big names make the Bluegrass their home

Many major companies choose to locate their headquarters in Central Kentucky



nation and the world's business climate. The region is also a hotbed of headquarters for equine-related businesses. A&W Restaurants Ale-8 One Alltech Inc.

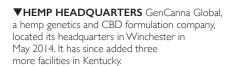
- American Association of Equine
- American Farriers Association
- American Hackney Horse Society
- American Hanoverian Society
- American Saddlebred Horse Association
- **AMR**
- ArchVision
- Asphalt Institute
- Association of Racing Commissioners International
- Big Ass Solutions
- Bluegrass Hospitality Association
- Breeders' Cup LTD Brock-McVey Company Inc.

◀STATE-OF-THE-ART (above) Valvoline Inc. opened a new 162,400-s.f. company headquarters in May 2017. The \$35 million facility on Valvoline Way houses the majority of the company's 700 employees. Valvoline has been headquartered in Lexington for more than 30 years.



▲ EXPANSION PLANNED Since 2012, A&W Restaurants' headquarters has been located at the Coldstream Research Campus in Lexington. A&W announced plans in July 2019 to build a new corporate headquarters building in the city's new industrial park at Coldstream. It will likely be the first company to locate there.

- Burkmann Industries Inc. (Danville)
- Carriage Association of America
- Central Bank & Trust Co Central Kentucky Riding for Hope
- Certified Horsemanship Association
- CLARK Material Handling Group
- Consolo Services Group
- Corrisoft
- Council of State Governments
- Creative Lodging Solutions Denham-Blythe Co. Inc.
- Dupree Mutual Funds
- Ecampus.com
- Enerblu
- Equestrian Events Inc.
- Equine Land Conservation Resource
- Fazoli's Restaurant Group



ENTRAL Kentucky has a highly

educated workforce, a culture of

innovation and the infrastructure

to support entrepreneurs and established

businesses alike. It is located within a

day's drive of two-third of the nation's

population – and it is at the crossroads

of two major interstates, Interstates 75

and 64. Combined with the allure of

that Lexington is home to more than 70

company headquarters that are key to the

horses and bourbon, it's no wonder





▲ MATTRESS MANUFACTURER About

400 people are employed at the headquarters of luxury mattress producer Tempur Sealy International in Lexington. In the second quarter of 2019, the company's net sales increased 9.5%.

- Florida Tile
- Fooji
- Friesian Horse Association of North America
- Gall's Inc.
- GenCanna
- Gray Construction
- Greer Companies
- Harrod Concrete & Stone Co. (Frankfort)
- Heartland Automation (Georgetown)
- Hippo Manager
- Innovative Mattress Solutions
- International Spa Association
- Irish Draught Horse Society of North America
- Kentucky Equine Education Project
- Kentucky Horse Council Inc.
- Kentucky Horse Park Foundation
- Kentucky Horse Racing Commission
- Kentucky Thoroughbred Association
- IBX COLLC
- Lexmark International
- Link-Belt Construction Equipment Co.
- Lockmaster
- Longship
- Mason & Hanger Corp.
- MosquitoMate
- Mountain Enterprises
- National Horseman's Benevolent and Protective Association
- National Thoroughbred Racing Association
- National Tour Association
- National Walking Horse Association Netgain Technologies
- North American Riding Academy
- Paso Fino Horse Association

- Phi Gamma Delta
- Racetrack Chaplaincy of America
- Ramaco Resources Inc.
- Rebecca Ruth Candy & Tours (Frankfort)
- Rhino Resource Partners
- RJ Corman Railroad Group
- Rocky Mountain Horse Association
- Sargent and Greenleaf
- SIS Holding Company Inc.
- Tempur Sealy International
- The Forcht Group
- The Jockey Club
- The Jockey's Guild
- The Pyramid Society
- The Race for Education
- Thomas and King Inc.
- Thoroughbred Owners and Breeders Association
- United Professional Horsemen's Association
- United States Dressage Federation
- United States Equestrian Federation Inc.
- United States Hunter Jumper Association
- United States Polo Association
- United States Pony Clubs Inc.
- Valvoline •

KENTUCKY CABINET FOR ECONOMIC **DEVELOPMENT**

Old Capitol Annex 300 W. Broadway Frankfort, KY 40601 ThinkKentucky.com

Interim Secretary Vivek Sarin is overseeing Kentucky's efforts to further international relationships and build on recordbreaking economic growth. The commonwealth's pro-business approach



Vivek Sarin

Interim

and aggressive efforts to reduce red tape have fostered unprecedented growth from companies across the globe. The Cabinet offers innovative economic development approaches to help companies of all sizes grow, develop their workforce and succeed long term.





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■ ANIMALS AND

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Horses, bourbon and so much more

New attractions, initiatives have changed the landscape of tourism in Central Kentucky



BY KATHIE STAMPS

HE tourism landscape in Central Kentucky has changed so much, it's difficult to keep up. Five years ago, believe it or not, it wasn't very easy to schedule a horse farm tour here in the Horse Capital of the World. Why? Horse Country Inc., a website that allows visitors to book various horse farm tours all over the Bluegrass, didn't exist.

Neither did the Distillery District or City Center, Courthouse Square, the Summit at Fritz Farm, Justins' House of Bourbon, Castle & Key Distillery in Frankfort or the explosive locally sourced cuisine scene. Keeneland hadn't yet hosted the Breeders' Cup. Gaming machines hadn't hit the Red Mile harness track and the Kentucky Castle wasn't yet a hotel.

Yes, it has been a time of explosive growth. And in another three years, Town Branch Commons is going to be

▶POPULAR PATIO Ethereal Brewing in the Distillery District is a craft brewery and tap room that serves hand-crafted microbrews. Its patio is a popular spot to mingle with friends and sample the brewery's Belgian farmhouse and American

even more transformative as downtown sprawls and becomes more pedestrianfriendly, and the expanded Lexington Convention Center and Rupp Arena brings in larger conventions and other events (see Real Estate and Construction story on page 48).

There was a 3.7% increase in visitor spending statewide in 2018, with 71.6 million visitors spending nearly \$7.6 billion

∢ROCKIN' RAILBIRD Grammy Award winner Brandi Carlile performed at the inaugural Railbird Festival at Keeneland Racetrack in Lexington, along with Old Crow Medicine Show, Hozier and others. The two-day event celebrated music, bourbon and all things equine.

across the commonwealth, according to research conducted on behalf of the Kentucky Department of Tourism.

In 2018, sales leads from VisitLEX booked 81,000 hotel rooms in Lexington for a direct spending impact of over \$26 million and total hotel room revenue of \$191 million. Formerly known as the area's CVB, or convention and visitors bureau, VisitLEX promotes Lexington and Central Kentucky to attract visitors and grow the economy.

In the summer of 2017, VisitLEX engaged with an outside firm to audit Lexington's tourism assets. The ensuing executive report said horses and bourbon sectors were first-rate, but there was room for a destination-style music festival celebrating both industries. The result was the Railbird Festival, held on the grounds of Keeneland in August 2019, with three stages hosting 30 acts, including big names like The Raconteurs, Hozier, Brandi Carlile and Tyler Childers.

"The inaugural Railbird Festival was, by all accounts, a tremendous success," said Mary Quinn Ramer, president of VisitLEX. "From the Limestone, Elkhorn and Burl Stages to the Rick House,



Photo by Victor Sizemore, Courtesy of VisitLE



▲HIGHLIGHTING LOCAL CULTURE

Boutique hotel Origin Lexington, located in The Summit at Fritz Farm, features a two-story mural of a woman wearing a Derby hat, an homage to Central Kentucky's Thoroughbred industry. It was designed by artist Carlos Gamez de Francisco. The hotel promotes local experiences to its guests, providing a to-do list of things to see and do in the region.

kid's area and food demos, there was something for every spectator."

There were 15,000 attendees on Saturday and 16,000 on Sunday, both hot and sunny days, from 48 states (minus

Restoration In Progress

A FILLI Y PESTOPED Cartle & Koy's owners.

Hawaii and Utah) plus Washington, D.C. and 11 countries.

"We are pleased to have this outstanding event in our destination portfolio, and we are looking forward to next year's event," Ramer said.

In horseracing circles, a railbird is a person who watches the races all day from the railings along the track – a true fan. For Railbird Festival fans, the music came with optional off-track wagering on site, along with plenty of local food vendors, craft beers and bourbon distillers on-site.

Bourbon continues to drive growth

Kentucky's bourbon industry is exceptionally healthy: In 2018, the state's aging bourbon inventory reached 7.5 million barrels, the most since 1972, according to the Kentucky Distillers' Association (KDA). The tax-assessed value of the aging bourbon also hit a record high – \$3 billion. The bourbon

▲FULLY RESTORED Castle & Key's owners restored the abandoned Old Taylor Distillery, including its iconic castle, where the gift shop is now located. Touring the restored property, its springhouse and gardens is a beautiful way to spend a day Central Kentucky.

industry generates as many as 17,500 jobs with an annual payroll topping \$800 million and pours \$825 million into tax coffers each year. The industry is also in the middle of a \$1.2 billion building boom that will add new tourism centers and expanded production facilities.

Kentucky has always been known for its bourbon, but the introduction of the Kentucky Bourbon Trail in 1999 turned it into a tourism engine. Some of the popular Central Kentucky distilleries on the Kentucky Bourbon Trail or its Craft Tour are Woodford Reserve, Barrel House, Bluegrass Distillers, Town Branch Distillery and the reopened James E. Pepper Distillery.

Buffalo Trace Distillery in Frankfort is in the midst of a \$1.2 billion expansion, building a new barrel warehouse every few months for the next several years. In 2018, a record attendance of 231,523 guests toured the distillery, necessitating a larger visitors center, which is in the works. Buffalo Trace released a commemorative bottle of Elmer T. Lee bourbon in August 2019 in honor of the master distiller's 100th birthday.

◀ROYAL TREATMENT The massive and iconic Kentucky Castle, formerly known as Castle Post, is east of Versailles, not far from Blue Grass Airport. Recently renovated by its new ownership, this Central Kentucky boutique hotel and locavore restaurant — many items are raised on the grounds — plays host to conferences, weddings, a concert series and many other community and upscale

events. The castle is 16,000 s.f. and sits on 55 acres.



Photo by Keni Parks Photography, Courtesy of VisitLEX

lanereport.com Modern Entrepreneurship

▶ PEPPER PART TWO When the original Pepper Distillery burned in 1933, it was rebuilt in 1934. Abandoned since the 1960s, the James E. Pepper Distillery has been brought back to life by Amir Peay.

LEXINGTON MARRIOTT CITY CENTER AND RESIDENCE INN

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hotels are in downtown
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and Residence Inn will offer
a combined 337 guest rooms
and have over 10,000 s.f. of
flexible meeting space. State
of the art and modern, the
hotels are locally relevant and
a destination for all to enjoy.



E. Pepper Distiller

Photo courtesy of the James

Barry Kuhnke, General Manager

Lee created Blanton's in 1984, the world's first single-barrel bourbon, and lived to be 93 years old. Proceeds of the limited edition \$100 bottles of 100 proof bourbon go to Frankfort VFW Post 4075.

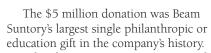
Castle & Key Distillery in Frankfort officially opened to the public in 2018 following extensive renovations to the historic property, which dates back to 1887. The new owners restored the 113-acre property's structures, including a European-inspired castle.

A month after completing its \$55 million expansion, Four Roses Distillery

in Lawrenceburg announced in May that it had become the official bourbon partner of Rose Bowl Stadium in Pasadena, Calif., offering Four Roses cocktails and tastings at Rose Bowl events through January 2021.

PEPPER

To help keep bourbon distilling a Kentucky tradition for generations to come, Jim Beam Bourbon in 2019 donated \$5 million to the University of Kentucky to establish the James B. Beam Institute for Kentucky Spirits. Led by the College of Agriculture, Food and Environment, the institute will support curriculum to educate the next generation of distillers with the skills needed to succeed in the distilled spirits industry at the undergraduate, graduate and professional levels.



"This donation is an investment in the future of bourbon, and Kentucky's future workforce, and we are confident that the future for both is very bright indeed," said Albert Baladi, president and CEO of Beam Suntory. "We are excited about the key role that this program will play in the continued global expansion of America's native spirit."

Distillery District becomes downtown destination

The James E. Pepper Distillery had been abandoned for more than 50 years when local entrepreneurs teamed up to breathe new life into the 25-acre property on Manchester Street, creating a lively downtown destination called the Distillery District.

Ten years later, the James E. Pepper Distillery was once again making whiskey.

Amir Peay, a businessman from the Washington, D.C. area, acquired the James E. Pepper label in 2008. Several years later, he and a couple of business partners purchased property in the Distillery District to relaunch the oncedefunct Pepper brand. Work began in 2016; whiskey was being distilled by December 2017.

"We began giving tours in July 2018. It has gone phenomenally well," Peay said.

Within a few months, James E. Pepper Distillery was the No. 1 rated attraction in Lexington on TripAdvisor, which was a great accomplishment, Peay said.

◀HONING HIS CRAFT A bartender makes a cocktail at West Main Crafting Co., a 19th century-inspired craft cocktail bar with a seasonal food menu in downtown Lexington.



◆CARIBBEAN CUISINE Beach House, a Caribbean eatery on West Sixth in the increasingly popular North Limestone neighborhood, opened in early 2019. It serves brunch and dinner, along with coffee, teas and tropical cocktails. It is operated by David Laurenvil.

"We limit tours to 14 people to have small, intimate, interactive and educational tours," he said.

The Pepper distillery is one of two bourbon distilleries located in the Distillery District. Barrel House craft distillery opened in 2008, and in 2017, the company launched Elkhorn Tavern onsite, a full cocktail bar with a rustic lodge-like atmosphere.

There's much more than bourbon at the Distillery District, though. It is an easily walkable area with diverse food and drink offerings, a brewery and taproom, music and events venues, arts studios and not one, but two "doggy daycare" centers. There's also Battle Axes, an axe-throwing, beer-drinking venue located in the rickhouse that was once part of the James E. Pepper Distillery.

More attractions are in the works. "There is great energy, a great mix of things to do (in the Distillery District)," Peay said. "We have a bright future ahead of us."

Central Kentucky's culinary collection

Lexington has become well-known for having a large variety – and quantity – of restaurants. New restaurants at Summit at Fritz Farm and Hamburg, and other

▶ LEARN ABOUT LEX Visitor information specialists — and plenty of horses and UK memorabilia — are on hand at the Lexington Visitors Center in downtown Lexington. It's located in the historic Courthouse Square across from the city's tallest building, Big Blue. Visitors can pick up brochures or learn fun facts about the region on interactive screens or get their picture taken with a life-sized blue horse.

popular retail destinations, making dining out an easy choice, but deciding where to go can be tricky.

There are so many different foods to try that culinary tourism has its own print and online publication called "Beyond Grits," produced by VisitLEX. The 2019 guide features 140 local restaurants, with categories for date night, pub food, porches and patios, and sweet treats, among other topics.

33 Staves is a new restaurant, bar and venue rental space at Origin Lexington, the boutique hotel that opened at the Summit at Fritz Farm in July 2019.

Fun fact: It takes 33 pieces of wood known as staves to make a bourbon barrel. The 12-room Origin Lexington is dog-friendly and can provide tents and sleeping bags for kids, plus free inroom yoga kits among other wellness amenities.

Origin isn't the only new hotel, just as 33 Staves is far from being the only new restaurant. In the spring of 2020, the heart of downtown Lexington welcomes the 218-room Lexington Marriott City Center and the 119 suites of Residence Inn Lexington City Center. The hotels are part of City Center, the long-awaited mixed-use facility, and share a fitness center and a virtual fitness studio. Guests of both hotels can swim in the rooftop pool or visit the skybar.

City Center also welcomed Jeff Ruby's Steakhouse in 2019. The Lexington restaurant has a gold dome, a Wildcat blue piano, antique crystal chandeliers, a Wildcat Room featuring UK sports memorabilia, a Gatsby-themed room and more. Jeff Ruby's is an upscale, nationally acclaimed restaurant known for its steaks, seafood and sushi, as well as its service and live entertainment.



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▲QUITE THE COLLECTION A bourbon friendship blossomed into a growing bourbon business for Justin Sloan and Justin Thompson, the owners of Justins' House of Bourbon, an upscale package store, in downtown Lexington. The store offers a giant collection, including pre-Prohibition bourbon. Among its collection is an Old Grandad bottled in 1913 and a large assortment of gallonsize bottles.

THE CLUB AT **UK'S SPINDLETOP HALL**

34l4 Iron Works Pike Lexington, KY 40511 (859) 255-2777 spindletophall.org

THE HILARY J. **BOONE CENTER**

500 Rose St. Lexington, KY 40506 (859) 257-1133 boonecenter.uky.edu

The Hilary J. Boone Center at the University of Kentucky and The Club at UK's Spindletop Hall serve the University, Lexington, and surrounding communities.



The Boone Center is perfectly situated between the Singletary Center for the Arts, and the new Academic Science Building on Rose Street. With beautiful décor, as well as ample outdoor space that includes a courtyard and gated terrace, the club hosts corporate functions, weddings and more. Spindletop Hall is listed on the National Register of Historic Places. As such, it provides the fairytale setting for weddings in the classical mansion, as well as an ideal space for business events complete with complimentary high-speed internet and all other technological needs for meetings. With something for everyone, recreational opportunities abound in a perfectly serene environment for members, including swimming, tennis, basketball, Pickleball, croquet, and more. Upscale casual dining is available poolside and in Roxie's, the member dining room.

► SCENIC OVERLOOKS A natural sandstone arch, Sky Bridge in Slade, Ky., at Red River Gorge provides a beautiful view of the Daniel Boone National Forest

EVENT VENUES

Apiary Catering & Events

the-apiary.com

ArtsPlace

lexarts.org/about-us/facilities/artsplace

Base II0

base I I 0.com

Blue Grass Airport

bluegrassairport.com/meetingrooms.html

Boone Tavern Event Center (Berea)

boonetavernhotel.com/events

Buffalo Trace Distillery (Frankfort)

buffalotracedistillery.com/events

Carrick House carrickhouse.com

Fasig-Tipton

fasigtipton.com

Georgetown College Conference Center

georgetowncollege.edu/conference

Headley-Whitney Museum

headley-whitney.org/events

Hilary J. Boone Center

boonecenter.uky.edu

Keeneland/Keene Barn

keeneland.com

Kentucky Castle

thekentuckycastle.com

Lexington Convention Center

lexingtoncenter.com

Lexington Opera House

lexingtonoperahouse.com

Limestone Hall

limestonehall.com

Mane on Main

themaneonmain.com

Signature Club of Lansdowne

signatureclub.com

Spindletop Hall

spindletophall.org

Thoroughbred Center thoroughbred-center.com

Venues of the Grand Reserve

grandreserveevents.com

HOTELS

Beaumont Inn (Harrodsburg)

beaumontinn.com

Bluegrass Extended Stay

bluegrassextendedstay.com

Boone Tavern (Berea)

boonetavernhotel.com

Bright Leaf Golf Resort (Harrodsburg)

brightleafgolfresort.com

Campbell House Lexington,

Curio Collection by Hilton

thecampbellhouse.com

Capital Plaza Hotel (Frankfort)

capitalplazaky.com

Clarion Hotel Conference Center North clarionhotellex com

DoubleTree Suites by Hilton Hotel

Lexington

doubletree3.hilton.com

Embassy Suites Lexington

embassysuites3.hilton.com

Griffin Gate Marriott Resort & Spa

marriott com



► HISTORIC HOME The 19th-century home of Kentucky and U.S. Statesman Henry Clay is a registered National Historic Landmark. Ashland hosts tours and events and is surrounded by parkland.

Hilton Lexington/Downtown

lexingtondowntownhotel.com

Hyatt Regency Lexington

lexington.hyatt.com

Kentucky Castle thekentuckycastle.com

Lexington Marriott City Center

marriott.com

Origin Lexington originhotel.com

Ramada Lexington North **Hotel & Conference Center**

wyndhamhotels.com/ramada

21c Museum Hotel 21 cmuseumhotels.com/lexington

Woodford Inn (Versailles)

Woodfordinn.com

ATTRACTIONS

Arboretum State Botanical Garden of Kentucky

arboretum.ca.uky.edu

Ashland, the Henry Clay Estate henryclay.org

Aviation Museum of Kentucky

aviationky.org

Courthouse Square

historiclexingtoncourthouse.com

Distillery District

lexingtondistillerydistrict.com

Horse Country Tours

visithorsecountry.com

Hummel Planetarium (Richmond)

planetarium.eku.edu

Keeneland keeneland.com

Kentucky Artisan Center at Berea (Berea)

kentuckyartisancenter.ky.gov

Kentucky Horse Park

kyhorsepark.com

Kentucky Theater

kentuckytheater.com

Mary Todd Lincoln House

mtlhouse.org

McConnell Springs

mcconnellsprings.org

Old Fort Harrod State Park (Harrodsburg)

parks.ky.gov/parks/recreationparks/fort-harrod

Pioneer Playhouse (Danville)

pioneerplayhouse.com

Red Mile

redmileky.com

Shaker Village of Pleasant Hill (Harrodsburg)

shakervillageky.org

Yuko-En On the Elkhorn, the Official Kentucky-Japan Friendship Garden (Georgetown)

yukoen.com



VisitLEX's top 10 things to do in Central Kentucky

As you might expect in the Horse Capital of the World, we have horses! But in Lexington's Bluegrass Region, there are hundreds of exciting things to do, see and experience. Lexington is Kentucky's centerpiece, offering all the best Kentucky has to offer. Need a little guidance? Here's our Top 10 list to get you started ...

- See nearly 50 breeds of horses, plus museums, art galleries, shows and demonstrations at the 1,200-acre Kentucky Horse Park.
- 2. Meet our four-footed celebrities in their own homes on a Horse Farm Tour. You won't believe the lifestyle of our most famous residents.
- 3. Visit four period historic homes of the area's most famous citizens: Mary Todd Lincoln, Henry Clay, John Hunt Morgan and Joseph Bryan, a grand-nephew of Daniel Boone.
- Wander through Shaker Village of Pleasant Hill, the largest restored Shaker village in the world, with 34 original buildings on 3,000 acres.
- 5. Discover handcrafted works from local artisans, unique boutiques, the largest mall in the state, plus the state's newest retail and dining destination: The Summit at Fritz Farm. A shopping excursion in Lexington will not disappoint!
- Try your luck at Keeneland Race Course during a race meet, or tour the grounds any time of year. Get up early to see horses working out on the track, then head over to the Track Kitchen for a hearty Southern breakfast.
- Celebrate the living history of Kentucky bourbon at nearby distilleries such as:The Woodford Reserve Distillery, Buffalo Trace, Four Roses, Wild Turkey, James E. Pepper and Town Branch. These aren't just "visitor experiences." These are real working distilleries.



▲COLORFUL COUNTRYSIDE

Touring Central Kentucky horse farms is a beautiful way to spend an afternoon.

- Explore the scenic beauty of horse farm country with our Bluegrass Country Driving Tour. Call (800) 845-3959 and we'll mail you our most popular, large-format map.
- Enjoy art galleries, restaurants, walking tours, parks, murals, bourbon bars and historic architecture in charming downtown Lexington.
- **10.** Indulge in delightful dining at one of our world-class, independently owned restaurants. Yes, it's "the South" but our cuisine goes way beyond grits.

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Learn more about all these attractions at VisitLex.com.— Courtesy of VisitLEX



▲ EQUINE ENCOUNTER

The Keeneland paddock during racing meets is a place of one-of-a-kind spectacle each April and



Arts experiences around every corner

From murals to musicals, there is no shortage of arts and culture in Central Kentucky



▲ BREWS AND BANDS Well Crafted — Brews + Bands, an outdoor festival at Shaker Village of Pleasant Hill, features the wares of regional craft breweries and Kentucky-based music.

BY SARAH JANE HERBENER

ANT to see how Lexington's art scene is thriving these days? Just take a walk down the street, where a new outdoor mural may catch your eye. Lexington's best-known mural is Eduardo Kobra's vividly hued portrait of Kentucky native Abraham Lincoln, gazing wisely down on Vine Street from the back of the historic Kentucky Theatre. But Honest Abe is far from alone, as dozens of striking murals have sprung up around Lexington in recent years.

Many of these were brought to Lexington by PRHBTN, a local organization founded by John and Jessica Winters to recognize the artistic merit of marginalized forms such as graffiti and street art. Their annual PRHBTN Exhibition, held in partnership with the Lexington Art League, is proud to bring bold and thought-provoking art to the Bluegrass.

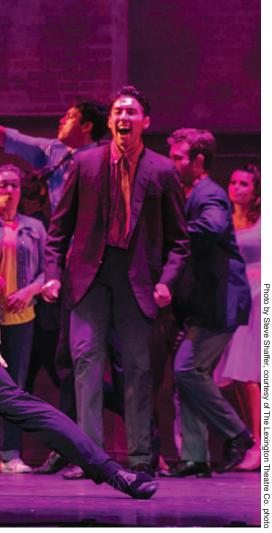
On your walk, you may also see public art sponsored by LexArts, the city's arts council and united arts fund. LexArts'

citywide Horse Mania and Book Benches exhibitions have been wildly popular in recent years, changing the face of Lexington with vibrant pieces celebrating Kentucky artists and authors.

LexArts also organizes Lexington's annual LexArts HOP, formerly known as Gallery Hop. It's one of Lexington's best-loved arts events, a self-guided gallery tour that's brought thousands of visitors downtown each year since its inception in 1994.

Behind the scenes, LexArts partners with over 50 Central Kentucky organizations, fundraising and advocating for established institutions like the stately Headley-Whitney Museum and newer groups like the Irish dancers of the Bluegrass Ceili Company. And LexArts supports several local art groups by housing their offices at its ArtsPlace facility, a gracious Beaux-Arts building on North Mill Street.

"It's important to support the entire arts culture," said Maury Sparrow, LexArts communications director.



▲ LIVE THEATER IN LEXINGTON The Lexington Theatre Co. — or The Lex, as it often

Lexington I heatre Co. — of The Lex, as it often called — presented "West Side Story" in July 2019 at the Lexington Opera House. Launched in 2014, The Lex is a theater program that merges Broadway talent with aspiring college actors and local performers to bring Broadway shows to Lexington. The format allows actors lacking significant experience to gain confidence working with those already established in the field.



ArtsPlace also offers many children's art classes and experiences, and LexArts' partnerships with local schools and with the Living Arts and Science Center expand the reach and scope of arts education in the Bluegrass. In addition, LexArts works with youth organizations including the Bluegrass Youth Ballet, the Lexington Children's Theatre and the Central Kentucky Youth Orchestra and Concert Band. These groups create wonderful productions for audiences of all ages while nurturing the talents of young performers.

One standout LexArts project, Christopher Weed's "Origins" installation on the Oliver Lewis Way bridge, adds a glow to the night with golden lights that mimic the traditional fire-charring of oak barrels for the aging of fine bourbon. That's because the bridge is a gateway to Lexington's Distillery District, located in a historic distillery area that fell into disuse over the years but has recently been reclaimed as a bustling entertainment center.



In addition to new restaurants, craft distilleries and residential developments that build on the area's rich history, the Distillery District boasts excellent live music. One popular venue, Manchester Music Hall, in the reclaimed 19th-century Old Tarr Distillery, features established acts like country-rock fusion star Uncle Kracker, rap group Bone Thugs-N-Harmony, alternative rock band Soul Asylum, and country musicians Jamey Johnson and Kentucky's own Tyler Childers, among others. With a capacity of 1,100 patrons, Manchester Music Hall's offerings nicely fill the gap between high-profile concerts at Rupp Arena and small performances at local bars.

The Burl, which occupies a restored Texaco Oil train depot, will welcome artists like Smooth Hound Smith, Lazer Lloyd and Saintseneca this year.

"It's a really unique property in the heart of the distillery district," said owner and buyer Will Harvey, adding that The Burl's new retro arcade – featuring more than 30 arcade cabinets, pinball and Skee-Ball machines, console and board games, and a fully stocked bar – has brought even more entertainment value to the venue.

■BALLET BEAUTY Kentucky Ballet Theatre has been Central Kentucky's premier professional ballet company for 22 years. The company performs at the Lexington Opera House, Downtown Arts Center, the Singletary Center and Woodland Park, but also in surrounding communities with tours and outreach programs.

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MAGNIFICENT MURALS A 30-ft. by 70-ft. mural of Louis Armstong and his trumpet, painted by renowned Portuguese graffiti artist Sergio Odeith, graces the south wall of Lighthouse Ministries in downtown Lexington. The artwork is part of the PRHBTN Exhibition, a celebration of art forms that have been criminalized and underappreciated in the mainstream.

A 60-ft. tall mural painted on the back of the Kentucky Theater in downtown Lexington depicts the Lincoln Memorial sculpture in vivid colors. It was painted in 2013 by artist Eduardo Kobra. To plan a tour of Lexington's murals, go to visitlex.com/things-to-do/murals/.

The Bluegrass region is full of opportunities to hear music of every genre. Rupp Arena hosts big names like James Taylor and Bonnie Raitt, pop star Ariana Grande and contemporary Christian band Casting Crowns, just to name a few. Classical music aficionados enjoy the Lexington Philharmonic Orchestra, which presents stunning takes on the classics as well as shows like the upcoming "New Year's Eve: Mardi Gras in New Orleans," with guest conductor and trumpeter Byron



▲SINGIN' THE BLUES Renowned blues musician and Lexington native Tee Dee Young, shown here playing at the outdoor summer concert series Lakeside Live, owns a jazz club on East Second Street in Lexington. Tee Dee's Bluegrass Progressive Club hosts the Origins Jazz Series, a fundraiser for the Central Music Academy, which provides free music lessons to the next generation of legends.



Stripling. Choral music also abounds, from the Lexington Chamber Chorale to the Kentucky Bach Choir to the Lexington Singers, a community choir that celebrates its 60th anniversary this year.

Don't forget the outdoor events! Bring a picnic to one of the area's many outdoor shows and festivals. The Festival of the Bluegrass at the Kentucky Horse Park, a Lexington tradition for 45 years, celebrates traditional Bluegrass music, as does the summertime Southland Jamboree, a weekly event. Central Bank Thursday Night Live welcomes visitors downtown to the Fifth Third Bank Pavilion for live music, food and drinks. And the Lakeside Live series, on the patio behind the Lexington Green shopping center, hosts local and touring groups who perform country, rock, reggae, folk and more.

Jazz and blues aficionados will also find exceptional performers in Lexington. One standout venue, although a bit off the

radar, is Tee Dee's Bluegrass Progressive Club, named for owner Tee Dee Young, a Lexington native who has toured the world as a celebrated vocalist and guitarist. In looking for a place back home where his band could practice, Young years ago bought a dilapidated building on East Second Street and rebuilt it into a working performance space and then a thriving club.

Today, Lexington jazz and blues fans head to Tee Dee's not only to hear the Tee Dee Young Band but to enjoy selected concerts from the Origins Jazz Series, which raises money for the Central Music Academy on Georgetown Street, where musicians from all over town provide free music lessons to the next generation of legends.

Lexington is also a theater hub. The long-running Broadway Live series at the Lexington Opera House presents first-class national touring companies of popular shows, which have included "Rent," "The Wizard of Oz," "Jersey Boys" and "The King and I," just to name a few. And an array of community theaters offer dramatic breadth and depth, from Studio Players' annual "10 Minute Play Festival" to Athens West's production of August Wilson's Pulitzer-Prize-winning "Fences" to the Bluegrass Theatre Guild's presentation of the nostalgic "A Christmas Story."

The Lexington Theatre Co., known locally as The Lex, has made a big impression since its founding just four years ago. Husband-and-wife team Jeromy Smith and Lyndy Franklin Smith, after finding success in the New York theater scene,

▼THE POWER OF THE ARTS Leeds Center for the Arts in Winchester aims to share the power of the arts with the community and help rejuvenate the city's downtown. It offers live music, films, and musical and dramatic performances. The center is located in the former Leeds Theatre, one of the city's first movie houses that was restored and reopened in 1990 to house the nonprofit and volunteer-run organization. Leeds had a big hit on its hands in 2017 with its production of "Hairspray," the story of lovable plus-size teen Tracy Turnblad whose one desire was to dance on a popular television show; their production sold out.



decided their true calling was in community theater and moved to Lexington, Lyndy's hometown, to pursue that dream. The Smiths' experience and know-how have turned The Lex's popular, annual "Concert With the Stars" and its stellar productions of such shows as "West Side Story," "42nd Street," "Legally Blonde" and "The Music Man" into local sensations while providing opportunities for Bluegrass-area performers.

"We are committed to bringing firstrate, professional theater to Lexington and creating productions that are unique, that people will only see for the five performances that we do them," Jeromy Smith said.

In short, Bluegrass locals and visitors alike can find lively, thrilling, moving, thought-provoking arts experiences all over town ... and just down the street.

ARTS AND CULTURAL **ORGANIZATIONS**

African American Forum

aafinc com

Berea Arts Council (Berea)

bereaartscouncil.org

Blackbird Dance Theatre

blackbirddancetheatre.com

Bluegrass Youth Ballet

bluegrassyouthballet.org

Carnegie Center

for Literacy and Learning

carnegiecenterlex.org

Central Kentucky Youth Orchestras

ckyo.org

Central Music Academy

centralmusicacademy.org

Eastern Kentucky University Center for the Arts (Richmond)

ekucenter.com

Grand Theater (Frankfort)

grandtheatrefrankfort.org

Headley-Whitney Museum

headley-whitney.org

Innovation Arts Academy

innovationarts.org

Institute 193

institute 193.org

Kentucky Arts Council (Frankfort)

artscouncil.ky.gov

Kentucky Ballet Theatre

kyballet.com

Kentucky Repertory Dance Theatre

Leeds Center for the Arts (Winchester)

leedscenter.org

Lexington Art League

lexingtonartleague.org

Lexington Ballet

lexingtonballet.org

Lexington Chamber Chorale

lexingtonchamberchorale.org

Lexington Children's Theatre

Ictonstage.org



▲ ROCKIN' RAILBIRD Kentucky native Tyler Childers performed to a huge crowd at the Railbird Music Festival, held in August at Keeneland. About 30,000 people attended the inaugural event, which also featured The Raconteurs, Brandi Carlile, Joslyn and the Sweet Compression, Old Crow Medicine Show, Mavis Staples and several others.

Festival fun in Central Kentucky

MARCH

St. Patrick's Parade & Festival

APRIL

- International Kite and Culture Festival, Georgetown
- Lexington Kite Fest
- Spring Fling Arts Festival, Lawrenceburg
- Mountain Mushroom Festival, Irvine

- Art in the Park, Versailles
- Chamber Music Festival of the Bluegrass at Shaker
- Francisco's Farm Arts Festival, Midway
- Mayfest Arts Fair
- Paris Storytelling Festival Broadway Days Festival,
- Harrodsburg
 Art in the Park, Versailles

JUNE

- Beer Cheese Festival, Winchester
- Festival of the Bluegrass
- Great American Brass Band Festival, Danville
- Lexington Pride Festival
- Paint the Town
- Carlisle Blackberry Festival, Carlisle
- Bluegrass BBQ Festival

- BreyerFest, Kentucky Horse Park
- Fourth of July Festival
- SummerFest at Woodland Park
- Berea Craft Festival

AUGUST

- Stanton Corn Festival, Stanton
- Soul of 2nd Street Festival, Danville
- Small Town America Festival, Mount Sterling
- Railbird Festival
- Berea Celtic Festival
- Crave Food + Music Festival
- Daniel Boone Pioneer Festival, Winchester
- Red, White & Boom Music Festival
- Shaker Village Craft Fair, Harrodsburg
- Pioneer Days, Harrodsburg
- Woodland Art Fair
- Garrard County Rural Heritage Tobacco Festival, Lancaster

SEPTEMBER

- Christ the King Oktoberfest
- Festival Latino de Lexington
- Festival of the Horse, Georgetown
- Kentucky State BBQ Festival, Danville
- Roots and Heritage Festival

- Midway Fall Festival
- Terrapin Hill Harvest Festival, Harrodsburg
- The Stave Fest, Lawrenceburg
- Waveland Art Fair
- Fall Arts Festival, Frankfort
- Camp Nelson Civil War
- Days, Nicholasville Fort Harrod Jazz Festival,
- Harrodsburg Spoonbread Festival, Berea
- Pumpkin Festival, Paris
- Japan Summer Festival

OCTOBER

- Court Days, Mt. Sterling
- Stanton Pumpkin Fest
- Wilmore Arts & Crafts Festival
- Mary Queen of the Holy Rosary Fall Festival
- Bourbon County Secretariat Festival, Paris
- Oktoberfest Harrodsburg
- Capital Pride Festival, Frankfort

NOVEMBER

Kentucky Book Fair, Kentucky Horse Park

DECEMBER

- Lexington Artists and Makers Holiday Market
- St. "Nich" Christmas Fest. Nicholasville.

Lexington Community Radio

lexingtoncommunityradio.org

Lexington Opera Society

lexingtonopera.com **Lexington Philharmonic**

Lexington Public Library

lexpublib.org **Lexington Singers**

lexsing.org

Living Arts & Science Center

Lyric Theatre & Cultural Arts Center lexingtonlyric.com

Norton Center for the Arts (Danville)

nortoncenter.com

Red Barn Radio

redbarnradio.com

Richmond Area Arts Council

artsinrichmond.org

Singletary Center for the Arts

finearts.uky.edu/singletary-center

Studio Players

studioplayers.org

University of Kentucky Art Museum finearts.uky.edu/art-museum

Woodford Theater (Versailles) woodfordtheatre.com

Woodsongs Old-Time Radio Hour woodsongs.com

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Sports activities for all in Central Kentucky

New UK baseball stadium, Kentucky Proud Park, opens on Alumni Drive



BY RUSS BROWN

ENTRAL Kentucky offers a variety of sports and recreational opportunities, and now the area has a new gem of which it can be proud.

It's Kentucky Proud Park, the sparkling new home of the University of Kentucky baseball team that opened for the college season this past spring.

The name is a tribute to farmers and businesses of Kentucky and the Big Blue Nation.

"Farmers and their families are deeply woven into the culture and heritage of our state," said UK Athletics Director Mitch Barnhart. "As the commonwealth's flagship university, we are thrilled to honor that through the name of our new baseball

▼CHAMPIONSHIP AT CHAMPIONS The

PGA Tour Barbasol Championship in 2018 was held at Keene Trace Golf Club's Champions course in Nicholasville. In early 2019, Barbasol signed a five-year extension as title sponsor of the PGA event, securing the tournament's future at Keene Trace through 2023. Officials estimate that the event brings more than \$20 million to Central Kentucky each year.

stadium and pleased to have a partner in Kentucky Farm Bureau that feels the same way. We look forward to many, many wins in Kentucky Proud Park."

Kentucky Farm Bureau secured the rights to name the \$49 million stadium from JMI Sports, UK Athletics' multimedia rights partner. Financial terms of the deal with JMI, which acquired naming rights to UK stadiums as part of its 15-year, \$210 million marketing rights package with the school in 2014, were not available. The deal runs through 2033.

Agriculture is the backbone of Kentucky's economy, said UK President Eli Capilouto, "and it is the very foundation of what this university has been part of for more than 150 years."

The new stadium gives Kentucky one of the best facilities in college baseball. Permanent seating for 2,500 as well as stone terraces, grass berms and a 360-degree concourse comprises its regular-season capacity of approximately 5,000. Beyond the outfield wall, temporary bleachers can be installed for NCAA tournament games to bring the seating capacity to more than

■OPENING DAY Kentucky Proud Park hosted its first official game in February 2019 when the UKWildcats took on Eastern Kentucky University. The new \$49 million stadium, which replaced Cliff Hagan Stadium, has a permanent capacity of 2,500. The new ballpark has suites, a club area and the eighth-largest video board in college baseball, as well as a team lounge, training area and indoor and outdoor pitching areas, among other amenities.

7,000. Fan amenities include suites and a new club area.

Kentucky Proud Park's team areas give players and coaches everything they need to succeed while creating an ideal place for fans to support them.

The stadium features a team lounge, locker room, training area, indoor hitting and pitching areas, and coaches offices, as well as a recruiting room. The playing surface is AstroTurf Rootzone Diamond Blend, which will allow the team to maximize usage in all weather conditions. The video board beyond the right-centerfield wall measures 48 feet wide by 30 feet tall, making it the eighth-largest in college baseball.

"After going to five SEC stadiums last season (2018), this is better than all of them," pitcher Carson Coleman said. "(The coaches) kept saying it, and of course you have to wait until you see it, but this is insane. This place is unbelievable."

Kentucky Proud Park is located between UK's football training center and soccer and softball stadiums just off Alumni Drive. Development took close to a decade.

The first game in the stadium, a 7-3 victory over Eastern Kentucky, drew 4,074 fans. There were only nine larger crowds in the program's 50 years at Cliff Hagan.

"It may not be the biggest, but it is one of the best parks in the SEC," Barnhart said. "It is a spectacular place."

Perhaps UK's biggest varsity spectator sport is its men's basketball program, which attracted nearly 22,000 people to Rupp Arena for each of its home games in the 2018-19 season.



Photo courtesy of Visit Jessamine

No doubt about it: Lexington is a huge college basketball town. WalletHub.com ranked Lexington as the No. 8 best city for college basketball in 2019, but among large cities with college basketball programs, Lexington was No. 3. Those rankings would undoubtedly get an argument from the Wildcat faithful who feel they're No. 1.

The Wildcats have won eight national championships; only UCLA has won more, with 11. Kentucky has played in 17 NCAA Final Four games.

The popularity of the university's more than 20 varsity spectator sports has helped UK Athletics become a self-sustaining program. It has also contributed more than \$150 million to UK's academic and research mission.

UK has 20 other varsity spectator sports. Transylvania University in Lexington, along with nearby Eastern Kentucky University, Berea College and Centre College, also offer many spectator sports for fans of college athletics.

For those who like to do instead of just watch, there is an abundance of venues in the region for active lifestyles.

All areas of Kentucky are fortunate to have access to numerous outdoor recreational opportunities, the crown jewel of which is a large and diverse collection of 49 state parks.

They offer a wide range of activities that include golf, fishing, camping, swimming, boating, hiking and biking. Lexington alone has 52 miles of walking and shared-use trails, ranging from 0.2 to 3.65 miles, and the Raven Run Sanctuary.

Raven Run is a unique, 734-acre nature sanctuary located just outside of Lexington. The park borders the Kentucky River and provides a great place for hiking and wildlife viewing. Seven trails ranging

▼KROGER FIELD FANS Commonwealth Stadium at the University of Kentucky was renamed Kroger Field in 2017. The stadium underwent a \$126 million renovation in 2015, which included a new press box, box seats, club seats, recruiting room, suites, concourses, bathrooms, lights and exterior facade. Kroger Field has a capacity of 61,000 fans. Tailgating at UK football games is a very popular fall activity.



from one-third of a mile to four miles pass through meadows, woodlands and streams characteristic of the inner Bluegrass. Educational programs are available for schools, scouts, clubs and other groups.

Other outdoor areas near Lexington include Hisle Farm Park, with equestrian and hiking trails; and McConnell Springs Park, a 26-acre "natural pocket" within an industrial area in Lexington that features two major springs.

Still under construction is Lexington's Town Branch Commons, which will link Town Branch Trail and Legacy Trail to create 22 miles of uninterrupted bike and pedestrian paths. It is scheduled to be completed by 2021.

Private donors are funding the \$30 million construction of Town
Branch Park, which will be located at the westernmost part of Town Branch
Commons. The 10-acre park is expected to be completed in 2022, and will be located next to the expanded Lexington
Convention Center and Rupp Arena, a project also currently under construction.

A host of recreational opportunities – both indoor and outdoor – are offered in Central Kentucky, from summer camps to day trips and other family fun. Many of the activities are listed online at lexingtonkidsclub.com. Some of the youth programs in Lexington include: I Am Third basketball, soccer, horseback riding and tennis; Upward Sports; several baseball and T-ball leagues; cheerleading and gymnastics; ice hockey and lacrosse; martial arts; and many YMCA-sponsored



sports, such as soccer, baseball, martial arts, basketball and more.

and floating staircase.

There's also the Urban Ninja Project, LEF Climbing gym, Kentucky Indoor Soccer and Sports, Lexington Sports and Social Club, MB2 Raceway gokarting, Lexington Parks and Recreation programs, and YMCA activities.

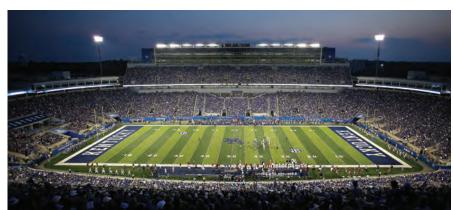
This fall, Lexington Parks and Rec is teaming up with Community Build and the original designers of 26-year-old Shilito Park Playground to create a new space for play. Improved materials will be used for longevity and there will be more accessible opportunities so all children can enjoy the facility.

If it's competition you crave, Kentucky fills that need too. Two of the biggest sporting events in Central Kentucky are the Bluegrass State Games and RunTheBluegrass Half-Marathon, staged each spring at Keeneland Race Course.

Participating runners in RunTheBluegrass have come from all 50 states and 10 countries, and the event has accounted for more than \$5.5 million in direct economic impact since 2012.

The Bluegrass State Games is a non-profit program that features 30-plus different sports and is a member of the National Congress of State Games, which in turn is connected with the United States Olympic Committee. It has the largest participation of any amateur sporting event in Kentucky, attracting more than 16,000 competitors, and is one of the biggest running events of its kind in the U.S.

Whether it's running, hiking or cheering from the bleachers, there's something for you in Central Kentucky.



Fayette County has it all

From education and employment opportunities to fun things to do, Lexington is really No. I

EXINGTON seems like a city on the verge of something really big.

After many years of construction, downtown is whole again with the completion of City Center, a mixed-use development that has been the talk of the town for more than a decade. It has a little bit of everything – a bank, retail shops, several floors of office space and condos, not to mention two hotels and a Jeff Ruby's steakhouse.

Just down the street, another huge construction project promises to change the landscape of downtown, literally and figuratively. The renovation and expansion of Lexington Convention Center and Rupp Arena will bring more large-scale conferences and events – funneling more tourism dollars into Central Kentucky.

Even without the expansion, tourism is rapidly growing. The active and experienced team at VisitLEX is never satisfied with just OK. The VisitLEX team constantly seeks ways to make Lexington a more desirable place to visit, which also makes it a great place to live. The inaugural Railbird Festival, a two-day celebration of music, horses and bourbon at Keeneland, is just one example of how VisitLEX is actively seeking ways to improve quality of life, thus attracting more companies – and more jobs – to Central Kentucky.

The economic development team at Commerce Lexington is constantly working behind the scenes toward the same goal: create more jobs for Central Kentucky residents. Thanks to Lexington's logistical advantage, its highly educated workforce, an active entrepreneur community, its capacity for innovation and high quality of life, Commerce Lex is a step ahead of many competing cities. And it's working. From August 2018 to August 2019, 21 new projects were announced in Fayette County that created 1,141 new jobs - an investment of more than \$160 million.

And being the home of the University of Kentucky only sweetens the pot. UK continually invests – financially and otherwise – in Lexington, bringing beneficial new programs and notoriety to Central Kentucky.



Lexington also is home to some of the top-notch companies in the country, across all sectors of the economy. The unemployment rate is low (4%), the housing market is thriving, and it's the largest gigabit city in the country. There's a great mix of urban life and relaxing countryside, excellent schools, a vibrant downtown, a restaurant to match every taste and sports teams to get excited about. And the horses and bourbon sure don't hurt.

Yes, Lexington may be on the verge of something really big. Or perhaps, the something big may already have been here all along – the efforts by the people who work every day to make Lexington a wonderful place to live and do business.

As Commerce Lexington says, quality of life is notoriously hard to put a number on, but Lexington is consistently recognized as being one of the best in rankings by numerous publications. Check out check out these highlights from 2019:

- **No. 5** Economic Growth Potential of Mid-Sized Cities, Business Facilities
- No. 7 Best Large Real-Estate Market, WalletHub
- **No. 4** Best City for First-Time Home Buyers, WalletHub
- **No. 5** Best-Run City in America, Wallet Hub

▲LIGHTING THE NIGHT The Helix Garage in downtown Lexington, with its steel façade and artistic lighting, was named one of the coolest parking garages in America. At night, the garage illuminates the street with colored LED lights that can shift between colors all night, or be changed for special occasions.

- **Top 25** Best Places to Retire in 2019, *Forbes*
- No. 7 Best Cities for New College Grads. SmartAsset
- **No. 7** Top 10 Best Cities in America for Eating Out Affordably, *Money*
- **No. 29** Best Places to Live in the U.S., U.S. News and World Report
- **No. 2** State for Clean Energy Job Growth (Kentucky), E2
- No. 36 Top 100 Best Places to Live, Livability
- The **50 Best** Foodie Towns in America, The Daily Meal
- **No. 5** 2018 Top State for Number of Economic Development Projects (Kentucky), *Site Selection* magazine
- **No. 2** 2018 Top State for Economic Development Projects Per Capita (Kentucky), *Site Selection* magazine
- No. 2 2018 Top State for Most Top Micropolitan Areas (Kentucky), Site Selection magazine
- **No. 9** 2018 Top Metro for Economic Development Projects, *Site Selection* magazine ●

Lexington-Fayette Urban County Government

lexingtonky.gov

LexCall Centralized Service and Information Call Center: (859) 425-CALL / 311

MERGED CITY/COUNTY: LEXINGTON

Linda Gorton, Mayor 200 E. Main St. Lexington, KY 40507 (859) 258-3100 mayor@lexingtonky.gov lexingtonky.gov



Don Blevins Sr. 215 W. Short St., Suite 210 Lexington, KY 40507 (859) 351-2266

FAYETTE COUNTY CLERK

Don Blevins Jr. 162 E. Main St. Lexington, KY 40507 (859) 253-3344 info@fayettecountyclerk.com fayettecountyclerk.com

Estimated 2018 Population: 323,780

No. of households: 127,316

Median household income: \$53.013*

* In 2017 dollars



Chuck Ellinger II Councilmember At Large



Richard Moloney Councilmember At Large



Linda Gorton

Councilmember At Large Vice Mayor



Steve Kay



Chris Ford Commissioner of Social Services



lames Brown District I



Bill Farmer Jr. District 5 Councilmember



Jennifer Mossotti District 9 Councilmember



Weathers Chief of Police



Commissioner



losh McCurn District 2 Councilmember



Angela Evans District 6 Councilmember



Amanda Mays Bledsoe District 10 Councilmember



Kristin Chilton Fire Chief



Chief of Staff



lake Gibbs District 3 Councilmember



Susan Lamb District 4 Councilmember



Preston Worley District 7 Councilmember





Fred Brown District 8 Councilmember



Jennifer Reynolds District 11 Councilmember



Kathy Plomin District 12 Councilmember



Susan Speckert Commissioner



Kevin Atkins Chief Development Officer



Kenneth Armstrong Commissioner of Public Safety





Bill O'Mara of Finance



Sally Hamilton Chief Administrative Officer



Nancy Albright Commissioner of Environmental Quality and Public Works



Aldona Valicenti Chief Information Officer



ANDERSON COUNTY

Anderson County is home to Wild Turkey and Four Roses bourbon distilleries.

Estimated population:

22,663

No. of households:

8.613

Median household income:

\$51.681

Largest (non-school) employers:

General Cable, 310; Florida Tile, 220

Chamber of Commerce:

Pam Brough, President andersonchamberky.org

Lawrenceburg-Anderson County Economic Development Authority:

George E. Leamon, Executive Director andersoncoky.com

County Seat:

Lawrenceburg Troy Young, Mayor lawrenceburgky.org

Judge-Executive:

Orbrey Gritton andersoncounty.ky.gov

BOURBON COUNTY

Called the "Thoroughbred Capital of the World," Bourbon County is known for its thriving equine industry.

Estimated population:

20,184

No. of households:

8.116

Median household income:

\$47.886

Largest (non-school) employer:

CMWA (auto parts manufacturer), 480; Avantor Performance Materials

Chamber of Commerce:

Lauren Biddle, Executive Director parisbourbonchamber.com

Paris/Bourbon County Economic Development Authority:

Gordon E.Wilson, Executive Director parisobourboncountyeda.com

County Seat: Paris

Johnny Plummer, Mayor paris.ky.gov

Judge-Executive:

Michael R. Williams judge@bourbonky.com



BOYLE COUNTY

Boyle County is home to the very first courthouse in Kentucky, established in 1834.

Estimated population:

30,100

No. of households:

10,875

Median household income:

\$43,076

Largest (non-school) employer:

LSC Communications (commercial printer), 640; American Greetings, 55 I

Chamber of Commerce:

Jeff Jewel, Executive Director danvilleboylechamber.com

Danville/Boyle County Economic Development Partnership:

Jody A. Lassiter, President/CEO developdanville.com

County Seat:

Danville Mike Perros, Mayor danvilleky.org

Judge-Executive:

Howard Price Hunt III boyleky.com

CLARK COUNTY

Clark County is famous for its beer cheese and the soft drink Ale-8-One, which is bottled in Winchester.

Estimated population:

36,249

No. of households:

14,216

Median household income:

\$51,547

Largest (non-school) employers:

Amazon.com services center, 500; Catalent Pharma Solutions, 494

Chamber of Commerce:

Cindy Banks, Executive Director winchesterkychamber.com

Winchester/Clark County Industrial Authority:

Todd Denham, Executive Director winchesterindustry.com

County Seat:

Winchester

Ed Burtner, Mayor winchesterky.com

Judge-Executive:

Chris Pace

clarkcoky.com





ESTILL COUNTY

Known for its scenic views, Estill County is nestled between beautiful mountains and 40 miles of the Kentucky River.

Estimated population:

14 198

No. of households: 5,638

Median household income:

\$30,692

Largest (non-school) employer:

Carhartt Inc., 212

Chamber of Commerce:

Ethan Moore, President estillcountyky.net

Estill Development Alliance:

Joe Crawford, Executive Director estillcountyky.net

County Seat:

Irvine James Gross, Mayor

Judge-Executive:

Donnie Watson estillky.com

FRANKLIN COUNTY

Franklin County is perfectly positioned on the shores of the Kentucky River, between Lexington and Louisville. It is home to Kentucky's capital city, Frankfort.

Estimated population:

50.185

No. of households:

20.786

Median household income:

\$53,539

Largest (non-school or government) employers:

Montaplast of North America (auto parts manufacturer), 800; Buffalo Trace Distillery, 353

Chamber of Commerce:

Carmen Inman, President/CEO frankfortky.info

Kentucky Capital Development Corp. – KCDC:

Terri Bradshaw, President/CEO kycapitaldevelopment.com

County Seat/State Capital: Frankfort

William May Jr., Mayor Keith Parker, City Manager frankfort.ky.gov

Judge-Executive: Huston Wells

franklincounty.ky.gov

We distill complex ideas into simple success.





Kentucky Capital Development Corporation 109 Consumer Lane, Frankfort KY 502-226-5611 kcdc@kycapitaldevelopment.com kycapitaldevelopment.com



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Frankfort is big ideas and small town charm, calloused hands and cutting-edge technology, historic buildings and civic sophistication.

Frankfort is . . . Kentucky Distilled.



THE COUNTIES OF CENTRAL KENTUCKY



GARRARD COUNTY

Garrard County has a rich pioneer history and cultural heritage. Harriet Beecher Stowe is said to have visited Garrard County while gathering some of the material for her book, "Uncle Tom's Cabin."

Estimated population: 17,560

No. of households:

Median household income:

\$47.906

Largest (non-school) employers: Allison Abrasives Inc., 90; Rocky Top Furniture, 35

Chamber of Commerce:

leff Scott, President garrardchamber.com

Industrial Development Authority:

Kenneth Parsons, Director garrardida.com

County Seat:

Lancaster Chris Davis, Mayor cityoflancasterky.com

Judge-Executive:

Iohn Wilson





▲BOURBON TOUR The

historic Four Roses Distillery on the scenic Salt River in Lawrenceburg is a stop along the Kentucky Bourbon Trail. Ninetyfive percent of the world's bourbon is produced in Kentucky.

◆EVERY QUILT TELLS

A STORY A quilt square on this barn in Jessamine County is part of a barn quilt trail, a series of painted wooden guilt squares placed on barns and businesses. Jessamine County's barn quilts were created and installed from by the Jessamine Piece Quilters, an enthusiastic group that meets weekly in Nicholasville.



▲CONNECTING COUNTIES The High Bridge rises approximately 275 feet from the Kentucky River below, connecting Jessamine and Mercer counties. The Kentucky River runs through several Central Kentucky counties, including Woodford, Jessamine, Garrard and others. Throughout history, the river has been an important natural resource for the region's economy.

*Source: U.S. Census Bureau, Kentucky Cabinet for Economic Development

HARRISON COUNTY

Harrison County is home to the world's only Post-It note manufacturer, 3M.

Estimated population:

No. of households:

7.107

Median household income: \$44,620

Largest (non-school) employers: 3M, 566; E.D. Bullard Co. (safety hard hats, fire helmets, face masks, etc.), 250

Chamber of Commerce:

Tomi Jean Clifford, Executive Director cynthianaharrisoncountychamberofcommerce.wildapricot.org

Cynthiana-Harrison County Economic Development Authority:

Garnett Furnish, Executive Director harrisoncokyeda.com

County Seat:

Cynthiana James D. Smith, Mayor cynthianaky.com

Judge-Executive:

Alex Barnett

harrisoncountyfiscalcourt.com





JESSAMINE COUNTY

Kentucky's oldest continually operating business, Valley View Ferry, is located in Jessamine County.

Estimated population:

No. of households: 18,537

Median household income:

Largest (non-school) employers: McLane Cumberland (food distribution center), 500; Alltech (global animal nutrition company), 450

Chamber of Commerce:

Ronda May, Executive Director jessaminechamber.com

Jessamine County Economic Development Authority:

Craig McAnelly, President iessamineco.com

County Seat:

Nicholasville Pete Sutherland, Mayor nicholasville.org

Judge-Executive:

David K. West iessamineco.com

LINCOLN COUNTY

Cedar Creek Lake in Lincoln County is ranked 30th in the nation for bass fishing by Field and Stream magazine.

Estimated population:

24,644

No. of households:

9 786

Median household income:

\$37,930

Largest (non-school) employers:

DecoArt Inc., 154; Lincoln Manufacturing USA (auto parts manufacturing), 132

Chamber of Commerce:

Andrea Miller, Executive Director lincolncountychamber.com

Stanford/Lincoln County Industrial Development **Authority:**

George Leamon, Executive Director lincolncountyeda.com

County Seat: Stanford

Eddie Carter, Mayor stanfordky.org

Judge-Executive:

lim W. Adams lincolnky.com





MADISON COUNTY

The main campus of Eastern Kentucky University, a regional comprehensive university with more than 16,000 students, is located in Richmond, the county seat of Madison County. Berea College, a private liberal arts college where students are not charged tuition, is also located in Madison County.

Estimated population: 92,368 No. of households: 33,036

Median household income: \$46,674 Largest (non-school) employers:

Hitachi Automotive Systems Americas (two plants), 1,307; Blue Grass Chemical Agent-Destruction Pilot Plant, 1,225

Chamber of Commerce:

Mendi Goble, President/CEO richmondchamber.com

Richmond Industrial Development Corp.:

David Stipes, Executive Director richmondkyindustrial.com

County Seat: Richmond Robert Blythe, Mayor richmond.ky.us

Judge-Executive: Reagan Taylor

madisoncountyky.us



▲ A CAMPUS CUSTOM This statue of American pioneer Daniel Boone has stood in front of the Keen Johnson building at Eastern Kentucky University in Richmond since 1967. A fun tradition among students and faculty alike is rubbing the statue's golden toe for good luck in one's own explorations.



MERCER COUNTY

Mercer County is home to Beaumont Inn, the state's oldest family-operated country inn; and Shaker Village of Pleasant Hill, a 3,000-acre restored Shaker community. Its county seat, Harrodsburg, is Kentucky's oldest town.

Estimated population: 21,774 No. of households: 8,645

Median household income:

\$47,574

Largest (non-school) employers: Hitachi Automotive Systems Americas (auto parts manufacturer), 1,350; Essity (paper products manufacturer), 550

Chamber of Commerce:

Jill Cutler, Executive Director mercerchamber.com

Harrodsburg/Mercer County Industrial Development Authority:

Mike Willand, Executive Director hmcida.com

County Seat: Harrodsburg

Art Freeman, Mayor harrodsburgcity.org

Judge-Executive: Milward Dedman

mercercounty.ky.gov

MONTGOMERY COUNTY

The Ruth Hunt Candy Factory, with its famous Blue Monday pulled cream candy bars and Woodford Reserve Bourbon Balls, is located in Mt. Sterling, the county seat of Montgomery County.

Estimated population:

28,203

No. of households:

10,404

Median household income:

\$42,172

Largest (non-school) employers:

Nestle Prepared Foods (Hot Pockets), 1,137; Kyosan Denso Manufacturing Kentucky (auto parts manufacturer), 651

Chamber of Commerce:

Sandy Romenesko mtsterlingchamber.com

County Seat:

Mt. Sterling Al Botts, Mayor cityofmountsterling.com

Judge-Executive:

Wally Johnson montgomerycounty.ky.gov

^{*}Source: U.S. Census Bureau, Kentucky Cabinet for Economic Development



NICHOLAS COUNTY

Main Street in Carlisle – the county seat of Nicholas County – has an impressive medley of quaint 19th- and 20th-Century architecture, an enchanting collection of historic homes and churches.

Estimated population:

7,166

No. of households:

2760

Median household income:

\$38,900

Largest (non-school) employer:

Lee-Lynn Machining, 17

Chamber of Commerce:

Tyler Curran, President carlisle-chamber.com

Carlisle-Nicholas County Economic Development Authority:

Jim Galbraith and Rusty Lawrence, Co-Chairmen nicholascounty.ky.gov

County Seat: Carlisle

Ronnie Clark, Mayor carlisle.ky.gov

Judge-Executive: Roscoe Higginbotham

nicholascounty.ky.gov

POWELL COUNTY

Natural Bridge State Park is located in Powell and Wolfe counties along the Middle Fork of the Red River, adjacent to the Red River Gorge Geologic Area. The natural sandstone arch spans 78 feet and is 65 feet high.

Estimated population:

12.442

No. of households:

4878

Median household income:

\$34.647

Largest (non-school) employer:

Heritage Millworks, 100

Powell County Industrial Development Authority:

Craig Dawson, Executive Director powellcountyindustrial.com

County Seat:

Stanton

Dale Allen, Mayor cityofstantonky.com

Judge-Executive:

James D. Anderson Jr. powellcounty.ky.gov



SCOTT COUNTY

Scott County is home to Georgetown College, Toyota's first wholly owned U.S. manufacturing plant, and a portion of the Kentucky Horse Park. It has the highest median household income of the Central Kentucky counties included in this bublication.

Estimated population: 56,031 No. of households: 19,706

Median household income:

\$65.598

Largest (non-school) employers:

Toyota Motor Manufacturing Kentucky, 8,200; Toyota Motor North America, 800

Chamber of Commerce:

Lee Carter, President gtown.org

Scott County United:

Jack Conner, Director gtown.org

County Seat: Georgetown

Tom Prather, Mayor georgetownky.gov

Judge-Executive: Joe Pat Covington

scottky.com

WOODFORD COUNTY

Woodford County is known for its picturesque countryside, rock lined fences and its bourbon. It is home to Woodford Reserve Distillery, a National Historic Landmark that is one of Kentucky's oldest and smallest distilleries.

Estimated population: 26,533

No. of households: 10,063 **Median household income:**

\$60,604

Largest (non-school) employers:

Quad Graphics (book printing and binding), 710; NSG-Pilkington NA (auto parts manufacturer), 300; Yokohama Industries Americas Inc. (auto parts manufacturer), 300

Chamber of Commerce:

Don Vizi, Executive Director woodfordcountyinfo.com

Versailles/Woodford County Economic Development Authority:

John Soper, Chairman woodfordeda.com

County Seat: Versailles

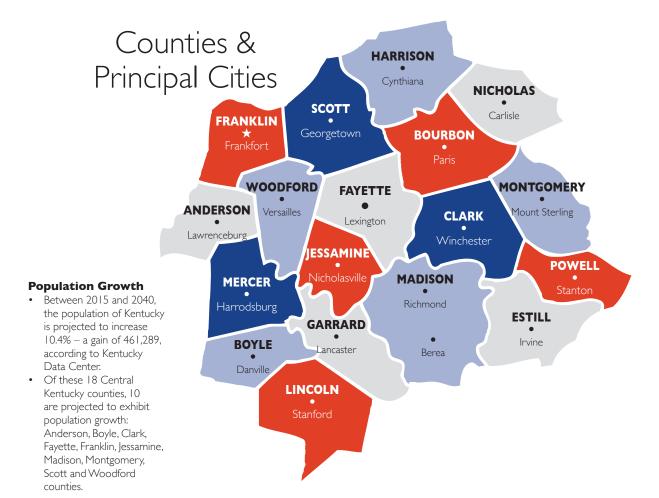
Brian Traugott, Mayor

woodfordcountyky.org





Central Kentucky Counties



Population

	Actual					Estir	Estimated	
	1970	1980	1990	2000	2010	2020	2025	
Anderson	9,358	12,680	14,571	19,111	21,421	22,821	23,617	
Bourbon	18,476	19,393	19,296	19,360	19,985	20,090	20,027	
Boyle	21,090	25,054	25,641	27,697	28,432	30,550	31,232	
Clark	24,090	28,294	29,496	33,144	35,613	36,206	36,508	
Estill	12,752	14,478	14,614	15,307	14,672	14,059	13,654	
Fayette	174,323	204,415	225,366	260,512	295,803	333,580	354,318	
Franklin	34,481	41,861	44,143	47,687	49,285	50,386	51,123	
Garrard	11,579	10,852	11,579	14,792	16,912	17,476	17,571	
Harrison	14,158	15,157	16,248	17,983	18,846	18,751	18,674	
Jessamine	17,430	26,736	30,508	39,041	48,586	56,126	60,271	
Lincoln	16,663	19,030	20,045	23,361	24,742	24,324	23,035	
Madison	42,730	53,557	57,508	70,872	82,916	91,774	95,773	
Mercer	15,960	19,019	19,148	20,817	21,331	21,389	21,255	
Montgomery	15,364	20,046	19.561	22,554	26,449	29,421	31,241	
Nicholas	6,508	7,112	6,725	6,813	7,135	7,070	6,997	
Powell	7,704	11,171	11,686	13,237	12,613	11,753	11,192	
Scott	17,948	21,898	23,867	33,061	47,173	63,984	67,570	
Woodford	14,434	17,754	19,955	23,208	24,939	26,953	27,421	
Totals	475,048	568,507	609,957	628,557	796,853	876,713	911,479	

Source: Kentucky State Data Center (ksdc.louisville.edu)

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