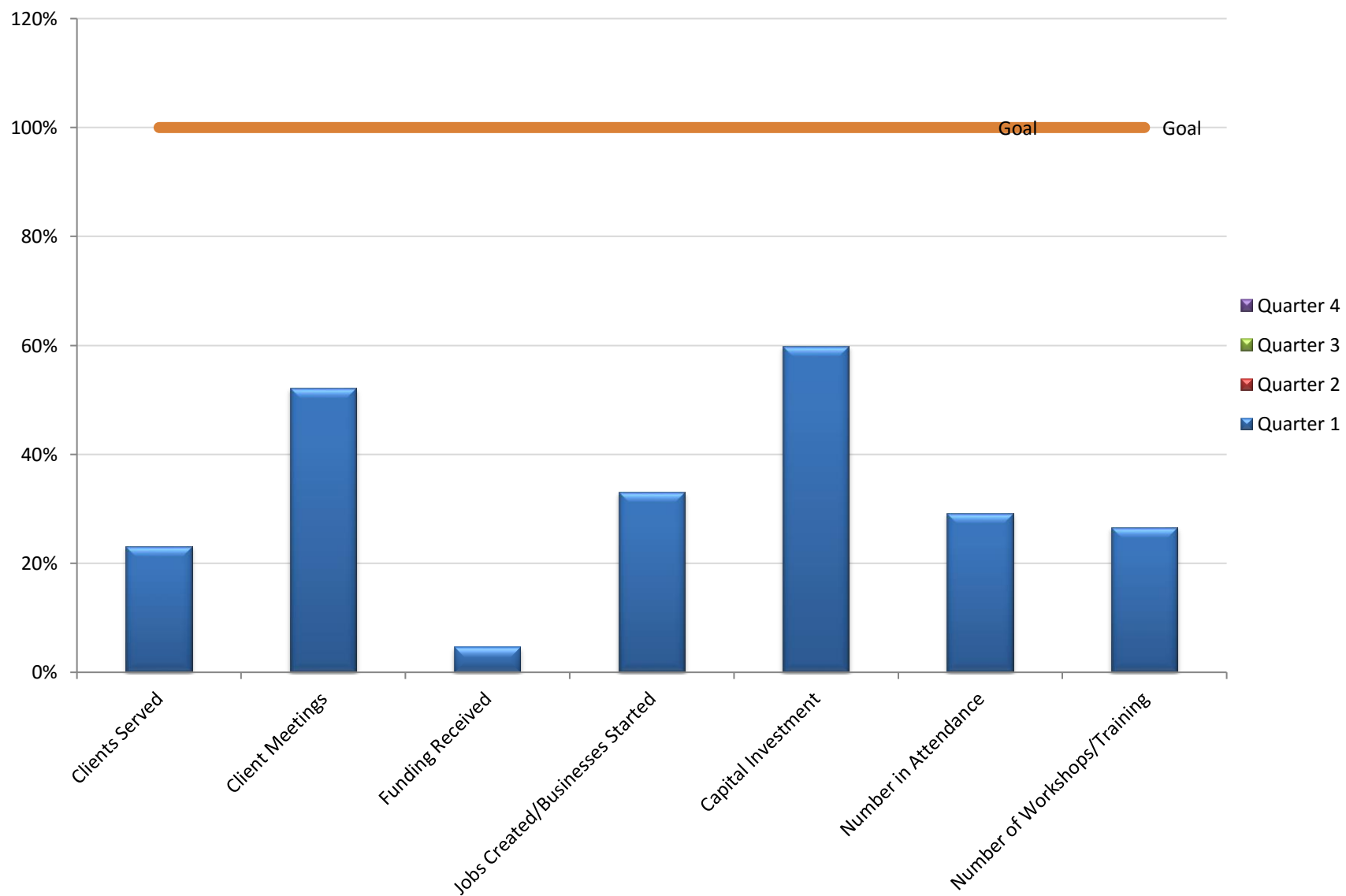


Bluegrass Business Development Partnership



Fiscal Year 2015-2016

2015-2016							
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
Bluegrass Business Development Partnership							
Clients Served	1,340	23%	309	0	0	0	309
Client Meetings	505	52%	263	0	0	0	263
Funding Received	\$ 80,550,000	5%	\$ 3,709,000	\$ -	\$ -	\$ -	3,709,000
Jobs Created/Businesses Started	1,276	33%	421	0	0	0	421
Capital Investment	\$ 75,000,000	60%	\$ 44,827,000	\$ -	\$ -	\$ -	\$ 44,827,000
Workshops/Training							
<i>Number in Attendance</i>	5,885	29%	1,717	-	-	-	1,717
<i>Number of Workshops/Training</i>	83	27%	22	0	0	0	22



Bluegrass Business Development Partnership

	2015-2016		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
Economic Development							
Clients Served	310	15%	47				47
Client Meetings	505		263				263
Funding Received	\$ 15,000,000	22%	\$3,234,000				3,234,000
Jobs Created/Businesses Started	1,000	42%	419				419
Capital Investment	\$ 75,000,000	60%	\$44,827,000				44,827,000
Workshops/Training							
<i>Number in Attendance</i>	1,495	23%	351				351
<i>Number of Workshops/Training</i>	29	17%	5				5
Workforce Development							
Clients Served	250						0
Workshops/Training							0
<i>Number in Attendance</i>	100						0
<i>Number of Workshops/Training</i>	2						0
Minority Business Development							
Clients Served	170	35%	60				60
Funding Received	\$ 550,000						0
Jobs Created/Businesses Started	12						0
Procurement	\$ 550,000						0
Workshops/Training							0
<i>Number in Attendance</i>	3,790	22%	844				844
<i>Number of Workshops/Training</i>	15						0
Innovation and Commercialization							
Clients Served	260	27%	69				69
Funding Received	\$ 60,000,000						0
Jobs Created/Businesses Started	240						0
Workshops/Training							0
<i>Number in Attendance</i>	2,050	25%	520				520
<i>Number of Workshops/Training</i>	36	44%	16				16
Small Business Development Center							
Clients Served	400	33%	133				133
Funding Received	\$ 5,000,000	10%	475,000				475,000
Jobs Created/Businesses Started	24	8%	2				2
Workshops/Training							0
<i>Number in Attendance</i>	250	1%	2				2
<i>Number of Workshops/Training</i>	25	4%	1				1
Duplicates (Office Use Only)							
Clients Served	100						
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>	3600						
<i>Number of Workshops/Training</i>	48						

Economic Development
Fiscal Year 2015-2016

	2015-2016 Goal	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD	
Clients Served	310	47	0	0	0	47	
Prospects	150	41				41	Commerce Lexington's economic development team actively recruits companies (manufacturing, distribution, headquarters, call centers) to expand or relocate to the Bluegrass region. We also work with existing businesses and start-up companies to assist them in expanding their presence in Lexington and the region.
Existing Business Visits	160	6				6	Commerce Lexington visits 150 export based existing companies every year. During the visits, the team identifies and addresses barriers to growth of existing firms, as well as work to retain the at risk companies. We also provide access to capital, opportunities and networks for businesses.
Client Meetings	505	263	0	0	0	263	
Client Meetings	270	105				105	Total number of meetings with all clients, including multiple visit from recruitment projects and additional existing business visits needed.
Site Visits	35	8				8	Clients that visit Lexington
Site Selection Consultant Meetings	150	90				90	Meetings with site selection consultants with the potential to bring projects to Lexington.
Economic Development Partner Meetings	50	60				60	Research Director meets with partners that assist in economic development efforts. These include real estate agents, utility representatives, staffing agencies, colleges, and members of the Bluegrass Alliance.
Funding Received	\$15,000,000	\$3,234,000	\$0	\$0	\$0	\$3,234,000	
	\$15,000,000	3,234,000				\$3,234,000	Commerce Lexington works with the Kentucky Cabinet for Economic Development (KCED) in administering tax incentive programs, which are based on job creation and capital investment, to help companies offset their start-up costs. Traditional incentives awarded including KBI, KRA, KEIA and DCI are calculated in this number. Although not included, Commerce Lexington also helps coordinate with the KCED training program, such as grant-in-aid, and direct loan programs, which offer companies low interest rates.
Jobs Created/ Businesses Started	1000	419	0	0	0	419	
Jobs Created	1000	419				419	Number of new jobs created in Lexington in the areas of manufacturing, distribution, headquarters operations, call centers, and high-tech start-ups.
Capital Investment	\$75,000,000	\$44,827,000	\$0	\$0	\$0	\$44,827,000	
Capital Investment	\$75,000,000	44,827,000				\$44,827,000	Expenditure in real estate, building renovations, equipment
Workshops/Training	Number in Attendance: 1495 Number of Events: 29	Number in Attendance: 351 Number of Events: 5	Number in Attendance: 0 Number of Events: 0	Number in Attendance: 0 Number of Events: 0	Number in Attendance: 0 Number of Events: 0	Number in Attendance: 351 Number of Events: 5	
Lexington Venture Club 5 Across	750 12	214 3				214 3	Founded in 2002, The Lexington Venture Club is a partnership between Commerce Lexington and UK's Von Allmen Center for Entrepreneurship. The Lexington Venture Club is a catalyst by which entrepreneurs, service providers, and investors work together to develop a strong economy in Central Kentucky. At the beginning of each year, we have our annual "Who Got the Money" reception which recognizes early stage and growing companies in Central Kentucky that have received funding through venture capital, angel investors, friends and family, and state and federal sources. The Lexington Venture Club and Awesome Inc. are proud to announce 5 Across, an informal gathering of entrepreneurs, investors, and service providers from Lexington, KY. Each Five Across meeting will feature presentations from local entrepreneurs who will be pitching their idea to a panel of judges. 5 Pitches from different teams 5 Slides per pitch 5 Minutes per pitch 5 PM start time \$500 prize to the winning pitch
Geeks Night Out	300 4	137 2				137 2	A networking event held at various Lexington establishments that is a part of the In2Lex group: Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit.
Manufacturer's Network Group	75 2	0 0				0 0	The Manufacturers Networking Group is comprised of local manufacturing companies who come together to discuss issue they face every day in the workplace.
C3N	40 4	14 1				14 1	Consortium of call centers and back office operations
Bluegrass Bio	30 2	0 0				0 0	Bluegrass BIO is a networking group for Central Kentucky biotech groups. The groups meets twice a year to discuss industry trends, hear from speakers, as well as network. Sponsorship or collaboration on various events including RunJumpDev, Shift, and Start-up Advantage.
Partnered Activities	300 5					0 0	In2Lex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. Global Entrepreneurship Week Mobile Conference SBIR/STTR Workshops See ICC tab.

Business & Education Network
Fiscal Year 2015-2016

	2015-2016 Goal	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD							
Clients Served	250	0	0	0	0	0							
Education Initiatives - Students participating in programs	100	0				0	Partnership with FCPS to develop work-based learning system. Students will be exposed to more work place environments through job shadowing, co-ops, internships and special projects. Goal of 100 students placed in the program.						
Workforce Initiatives - Employers	50	0				0	Workforce development initiative will focus on closing employment gaps found in the data report conducted by BEN. Initiative will begin by July 1, 2015 and will be explained in greater detail prior to start date. Goal for 50 employers to participate in the study/program.						
Website Hits	100	0				0	Website will be the central connection point for employers, students, educators and job seekers to find services available in Central Kentucky to support their need pertaining to workforce development.						
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
Workshops/Training	100	2	0	0	0	0	0	0	0	0	0	0	
Workshops and Trainings	100	2	0	0							0	0	Support of two workforce focused workshops and/or trainings - will be determined based on needs from findings of the data report conducted by BEN.

www.BluegrassJobs.com - The job portal that aggregates thousands of Lexington area jobs from hundreds of sites including job boards and company listings. On average, 4,000+ jobs are aggregated.

Minority Business Development

Fiscal Year 2015-2016

	2015-2016 Goal	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD	
Clients Served	170	60	0	0	0	60	
Minority	75	29				29	A minority business as defined by Commerce Lexington is a business that is 51% owned, operated and controlled by a person who is a member of the following racial and ethnic groups: African American: An individual of Black race or African origin or parentage; Hispanic American: An individual of Latin American culture, origin or parentage; and Asian American: An individual of Japanese, Korean, Chinese, Indonesian, Indochina, Malaysian, Filipino, native Hawaiian, or Pacific Islanders culture, origin or parentage.
Existing Minority Business Visits	60	15				15	Scheduled visits with minority business owners to discuss jobs, new business, and overall company direction.
Female	35	16				16	
Funding Received	\$550,000	\$0	\$0	\$0	\$0	\$0	
ACCE\$\$ Loan Program	\$550,000	\$0				\$0	The ACCE\$\$ Loan Program's mission is to provide easier access to the financing and helpful business advice that you need to start or grow your business. This program is committed to fostering economic growth and enhancing business opportunities for minorities, women, and emerging small businesses.
Jobs Created/ Businesses Created	12	0	0	0	0	0	
	12					0	
Procurement	\$550,000					\$0	Procurement facilitated by Commerce Lexington staff and completed by MBE's.
Workshops/Training	Number in Attendance: 3790, Number of Events: 15	Number in Attendance: 844, Number of Events: 0	Number in Attendance: 0, Number of Events: 0	Number in Attendance: 0, Number of Events: 0	Number in Attendance: 0, Number of Events: 0	Number in Attendance: 844, Number of Events: 0	
Toyota Opportunity Exchange	2000, 1					0, 0	Yearly event. Allow Commerce Lexington staff to canvass Tier-1 & Tier-2 Suppliers for opportunities
Opportunity Exchange	125, 2	58				58, 0	Local Bi-Yearly event that connect MBE's to opportunities with large companies
TSMSSDC/LFUCG Seminar	70, 5	18				18, 0	Information/Training sessions on benefits of Certification for MBE's
KCTCS/UK Supplier Diversity Fair	250, 1					0, 0	Seminar showcases departments & Procurement Opportunities for MBE's, WBE's, & DBE's
LFUCG Minority Business EXPO	450, 1	508				508, 0	Sponsored annual event.
TSMSSDC Awards Celebration	500, 1					0, 0	Held each year in December to recognize large company and MBE accomplishments towards Economic Inclusion
TSMSSDC Business Opportunity Fair	350, 1	260				260, 0	Large event that features a matchmaking session for minority businesses and the companies they want to do business with
MBA Networking Events	45, 3					0, 0	Events to assist high-growth entrepreneurs in Accelerator Program

Innovation and Commercialization

Fiscal Year 2015-2016

Innovation and Commercialization													
Fiscal Year 2015-2016													
	2015-2016 Goal		Quarter 1		Quarter 2		Quarter 3		Quarter 4		YTD		
Clients Served	260		69		0		0		0		69		
New Clients	35		30								30		The Lexington ICC is part of a state-wide program funded by DCI. The objective of the program is to create more technology-based businesses and jobs in the state. The Lexington ICC serves UK, Lexington, and the surrounding counties.
Existing Client Meetings	225		39								39		
Funding Received	\$60,000,000		\$0		\$0		\$0		\$0		\$0		
Federal Funds & KY State Funding Programs											\$0		Funding received by regional companies from federal agencies and funding received by regional companies from a variety of state programs targeted at technology-based companies; SBIR/STTR match program, KY enterprise funds, forgivable loan program, ...
Equity Fund Raising											\$0		Funding for startup companies provided by friends/family/founders, angel investors, and venture capital.
Jobs Created/ Businesses Started	240		0		0		0		0		0		
Technology Based Job Growth	240										0		Full-time & part-time high-tech and non-tech hires.
Workshops/Training	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
	2050	36	520	16	0	0	0	0	0	0	520	16	
Lexington Venture Club 5 Across	600	12	218	4							218	4	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
Bluegrass Angels	250	10	73	7							73	7	The Bluegrass Angels are the first organized angel group in KY. Their mission is to provide early-stage capital and mentoring to new scalable businesses in the region.
Activities Workshops	1200	14	229	5							229	5	in2Lex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. Global Entrepreneurship Week, Project Lead the Way, Venture Challenge, pitch competitions, conferences, and other entrepreneurial activities.

Small Business Development Center
 Fiscal Year 2015-2016

	2015-2016 Goal	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD	
Clients Served	400	133	0	0	0	133	
Clients that had counseling services with the SBDC.	400	133				133	A client is the business, if it exists. In the case of a prospective business, the client is the individual (i.e., nascent entrepreneur) receiving SBDC services. Counseling is defined as services provided to an individual and/or business, i.e. client (see above) that is substantive in nature and is in the area of business formation, management, financing, and/or operation of a small business enterprise.
Funding Received	\$5,000,000	\$475,000	\$0	\$0	\$0	\$475,000	
Dollar amount and number of loans received or equity financing received	\$5,000,000	\$475,000				\$475,000	
Businesses Started	24	2	0	0	0	2	
Businesses started from counseling clients	24	2				2	Businesses that are started as a result of SBDC counseling/consulting.
Workshops/Training	Number in Attendance: 250 Number of Events: 25	Number in Attendance: 2 Number of Events: 1	Number in Attendance: 0 Number of Events: 0	Number in Attendance: 0 Number of Events: 0	Number in Attendance: 0 Number of Events: 0	Number in Attendance: 2 Number of Events: 1	
Customers that attended training conferences at the SBDC	250 25	2 1				2 1	Training is defined as an activity or event in which the SBDC plays a substantial role in delivering a structured program of knowledge, information or experience on a business-related subject. There must be one or more attendees.