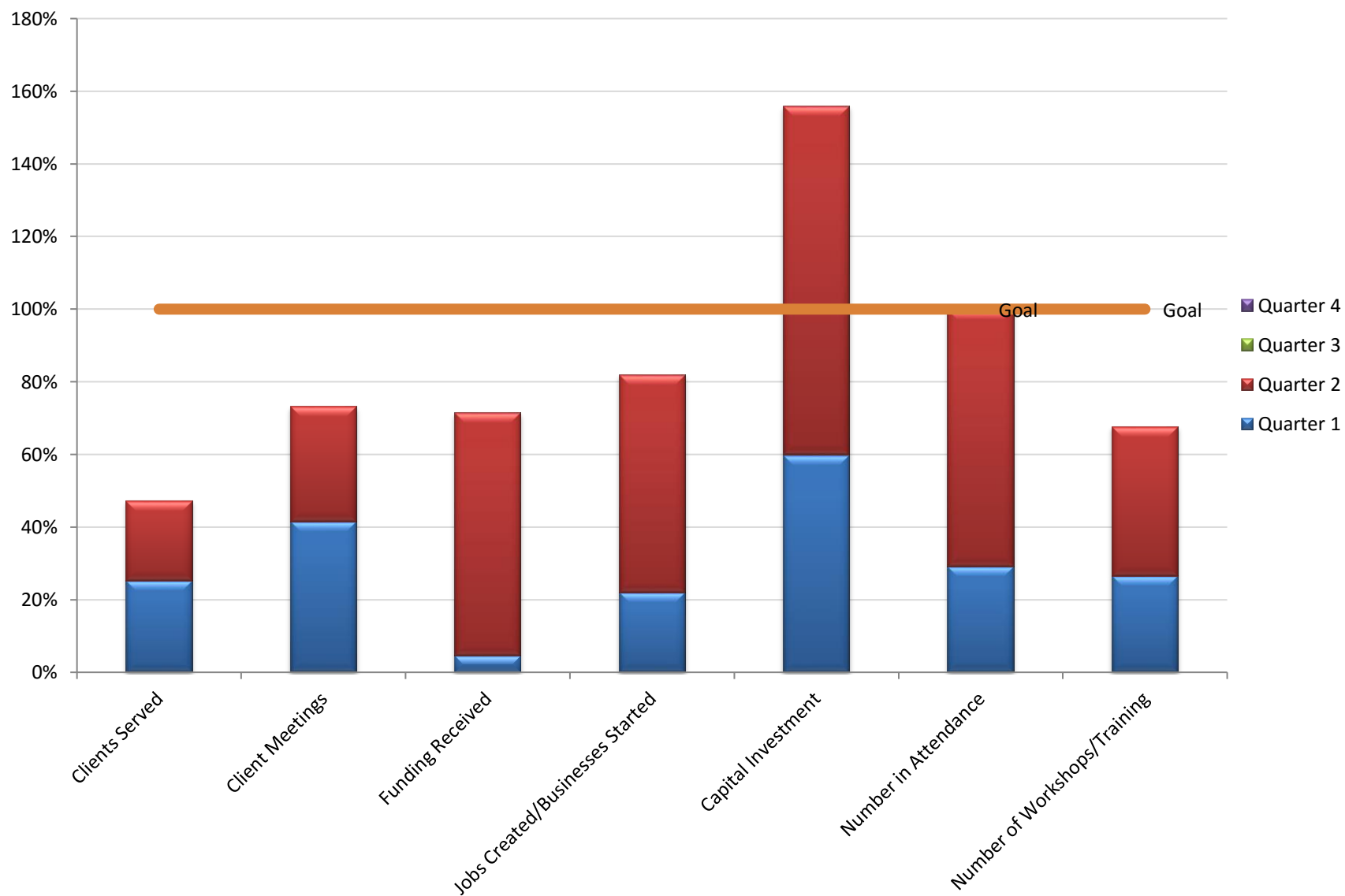


# Bluegrass Business Development Partnership



Fiscal Year 2015-2016

2015-2016							
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
<b>Bluegrass Business Development Partnership</b>							
Clients Served	1,340	47%	338	295	0	0	633
Client Meetings	505	73%	209	160	0	0	369
Funding Received	\$ 80,550,000	71%	\$ 3,709,000	\$ 53,760,712	\$ -	\$ -	\$ 57,469,712
Jobs Created/Businesses Started	1,276	82%	281	765	0	0	1,046
Capital Investment	\$ 75,000,000	156%	\$ 44,827,000	\$ 72,103,609	\$ -	\$ -	\$ 116,930,609
<b>Workshops/Training</b>							
Number in Attendance	5,885	100%	1,717	4,163	-	-	5,880
Number of Workshops/Training	83	67%	22	34	0	0	56



# Bluegrass Business Development Partnership

	2015-2016		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
<b>Economic Development</b>							
Clients Served	310	46%	77	67			144
Client Meetings	505		209	160			369
Funding Received	\$ 15,000,000	30%	\$3,234,000	\$1,323,000			4,557,000
Jobs Created/Businesses Started	1,000	88%	419	460			879
Capital Investment	\$ 75,000,000	156%	\$44,827,000	\$72,103,609			116,930,609
Workshops/Training							
<i>Number in Attendance</i>	1,495	47%	351	347			698
<i>Number of Workshops/Training</i>	29	34%	5	5			10
<b>Workforce Development</b>							
Clients Served	250						0
Workshops/Training							0
<i>Number in Attendance</i>	100						0
<i>Number of Workshops/Training</i>	2						0
<b>Minority Business Development</b>							
Clients Served	170	57%	60	37			97
Funding Received	\$ 550,000	314%		1,727,000			1,727,000
Jobs Created/Businesses Started	12	192%		23			23
Procurement	\$ 550,000						0
Workshops/Training							0
<i>Number in Attendance</i>	3,790	88%	844	2,484			3,328
<i>Number of Workshops/Training</i>	15						0
<b>Innovation and Commercialization</b>							
Clients Served	260	69%	69	111			180
Funding Received	\$ 60,000,000	84%		50,591,712			50,591,712
Jobs Created/Businesses Started	240	117%		280			280
Workshops/Training							0
<i>Number in Attendance</i>	2,050	90%	520	1,328			1,848
<i>Number of Workshops/Training</i>	36	122%	16	28			44
<b>Small Business Development Center</b>							
Clients Served	400	53%	133	80			213
Funding Received	\$ 5,000,000	12%	475,000	119,000			594,000
Jobs Created/Businesses Started	24	17%	2	2			4
Workshops/Training							0
<i>Number in Attendance</i>	250	2%	2	4			6
<i>Number of Workshops/Training</i>	25	8%	1	1			2
<b>Duplicates (Office Use Only)</b>							
Clients Served	100		3				
Funding Received							
Jobs Created/Businesses Started			280				
Capital Investment							
Workshops/Training			618				
<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	
<b>Clients Served</b>	310	77	67	0	0	144	
Prospects	150	41	33			74	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	36	34			70	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.
<b>Client Meetings</b>	505	209	160	0	0	369	
Client Meetings	270	105	79			184	Total number of meetings with all clients, including multiple visit from recruitment projects and additional existing business visits needed.
Site Visits	35	8	6			14	Clients that visit Lexington
Site Selection Consultant Meetings	150	90	61			151	Meetings with site selection consultants with the potential to bring projects to Lexington.
Economic Development Partner Meetings	50	6	14			20	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.
<b>Funding Received</b>	\$15,000,000	\$3,234,000	\$1,323,000	\$0	\$0	\$4,557,000	
	\$15,000,000	3,234,000	1,323,000			\$4,557,000	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.
<b>Jobs Created/ Businesses Started</b>	1000	419	460	0	0	879	
Jobs Created	1000	419	460			879	Number of new jobs created in Lexington in the areas of manufacturing, distribution, headquarters operations, call centers, and high-tech start-ups.
<b>Capital Investment</b>	\$75,000,000	\$44,827,000	\$72,103,609	\$0	\$0	\$116,930,609	
Capital Investment	\$75,000,000	44,827,000	72,103,609			\$116,930,609	Expenditure in real estate, building renovations, equipment
<b>Workshops/Training</b>	Number in Attendance: 1495 Number of Events: 29	Number in Attendance: 351 Number of Events: 5	Number in Attendance: 347 Number of Events: 5	Number in Attendance: 0 Number of Events: 0	Number in Attendance: 0 Number of Events: 0	Number in Attendance: 698 Number of Events: 10	
Lexington Venture Club 5 Across	750 12	214 3	296 3			510 6	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	30 1			167 3	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	21 1			21 1	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	19 1			33 2	Consortium of call centers and back office operations
Bluegrass Bio	30 2	0 0	24 1			24 1	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		322 6			322 6	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		
<b>Clients Served</b>	250		0		0		0		0		0		
Education Initiatives - Students participating in programs	100		0	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							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							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.
<b>Workshops/Training</b>	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	
	100	2	0	0	0	0	0	0	0	0	0	0	
Workshops and Trainings	100	2	0	0	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							
<b>Clients Served</b>	170	60	37	0	0	97							
Minority	75	29	14			43	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	14			29	Scheduled visits with minority business owners to discuss jobs, new business, and overall company direction.						
Female	35	16	9			25							
<b>Funding Received</b>	\$550,000	\$0	\$1,727,000	\$0	\$0	\$1,727,000							
ACCE\$\$ Loan Program	\$550,000	\$0	\$1,727,000			\$1,727,000	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.						
<b>Jobs Created/ Businesses Created</b>	12	0	23	0	0	23							
	12		23			23							
<b>Procurement</b>	\$550,000					\$0	Procurement facilitated by Commerce Lexington staff and completed by MBE's.						
<b>Workshops/Training</b>	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	
	3790	15	844	0	2,484	0	0	0	0	0	3,328	0	
Toyota Opportunity Exchange	2000	1			2,108						2,108	0	Yearly event. Allow Commerce Lexington staff to canvass Tier-1 & Tier-2 Suppliers for opportunities
Opportunity Exchange	125	2	58		0						58	0	Local Bi-Yearly event that connect MBE's to opportunities with large companies
TSMDC/LFUCG Seminar	70	5	18		18						36	0	Information/Training sessions on benefits of Certification for MBE's
KCTCS/UK Supplier Diversity Fair	250	1			0						0	0	Seminar showcases departments & Procurement Opportunities for MBE's, WBE's, & DBE's
LFUCG Minority Business EXPO	450	1	508		0						508	0	Sponsored annual event.
TSMDC Awards Celebration	500	1			358						358	0	Held each year in December to recognize large company and MBE accomplishments towards Economic Inclusion
TSMDC Business Opportunity Fair	350	1	260		0						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	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		
<b>Clients Served</b>	260		69		111		0		0		180		
New Clients	35		30		21						51		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		90						129		
<b>Funding Received</b>	\$60,000,000		\$0		\$50,591,712		\$0		\$0		\$50,591,712		
Federal Funds & KY State Funding Programs					\$23,601,312						\$23,601,312		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					\$26,990,400						\$26,990,400		Funding for startup companies provided by friends/family/founders, angel investors, and venture capital.
<b>Jobs Created/ Businesses Started</b>	240		0		280		0		0		280		
Technology Based Job Growth	240				280						280		Full-time & part-time high-tech and non-tech hires.
<b>Workshops/Training</b>	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	1,328	28	0	0	0	0	1,848	44	
Lexington Venture Club 5 Across	600	12	218	4	296	3					514	7	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
Bluegrass Angels	250	10	73	7	112	5					185	12	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	920	20					1,149	25	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	
<b>Clients Served</b>	400	133	80	0	0	213	
Clients that had counseling services with the SBDC.	400	133	80			213	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.
<b>Funding Received</b>	\$5,000,000	\$475,000	\$119,000	\$0	\$0	\$594,000	
Dollar amount and number of loans received or equity financing received	\$5,000,000	\$475,000	\$119,000			\$594,000	
<b>Businesses Started</b>	24	2	2	0	0	4	
Businesses started from counseling clients	24	2	2			4	Businesses that are started as a result of SBDC counseling/consulting.
<b>Workshops/Training</b>	Number in Attendance: 250 Number of Events: 25	Number in Attendance: 2 Number of Events: 1	Number in Attendance: 4 Number of Events: 1	Number in Attendance: 0 Number of Events: 0	Number in Attendance: 0 Number of Events: 0	Number in Attendance: 6 Number of Events: 2	
Customers that attended training conferences at the SBDC	250 25	2 1	4 1			6 2	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.