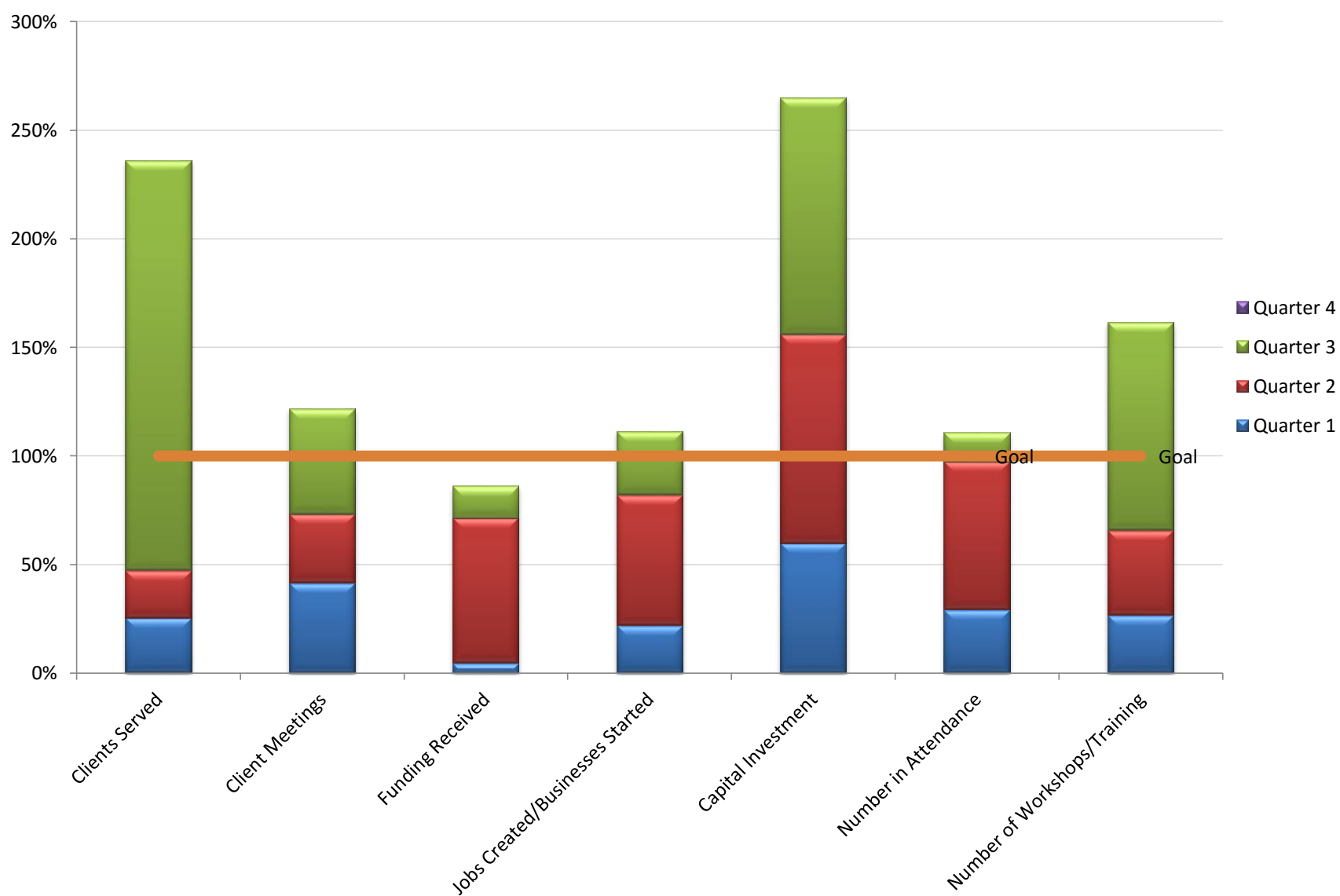


Bluegrass Business Development Partnership



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 | 236% | 338 | 295 | 2,527 | 0 | 3,160 |
| Client Meetings | 505 | 122% | 209 | 160 | 245 | 0 | 614 |
| Funding Received | \$ 80,550,000 | 86% | \$ 3,709,000 | \$ 53,760,712 | \$ 11,741,250 | \$ - | \$ 69,210,962 |
| Jobs Created/Businesses Started | 1,276 | 111% | 281 | 765 | 375 | 0 | 1,421 |
| Capital Investment | \$ 75,000,000 | 265% | \$ 44,827,000 | \$ 72,103,609 | \$ 81,830,693 | \$ - | \$ 198,761,302 |
| Workshops/Training | | | | | | | |
| <i>Number in Attendance</i> | 5,885 | 111% | 1,717 | 4,015 | 780 | - | 6,512 |
| <i>Number of Workshops/Training</i> | 83 | 161% | 22 | 32.5 | 79.5 | 0 | 134 |



Bluegrass Business Development Partnership

| | 2015-2016 | | Quarter 1 | Quarter 2 | Quarter 3 | Quarter 4 | YTD |
|--|---------------|------------|--------------|--------------|--------------|-----------|-------------|
| | Goal | % Attained | | | | | |
| Economic Development | | | | | | | |
| Clients Served | 310 | 70% | 77 | 67 | 73 | | 217 |
| Client Meetings | 505 | | 209 | 160 | 245 | | 614 |
| Funding Received | \$ 15,000,000 | 105% | \$3,234,000 | \$1,323,000 | \$11,187,000 | | 15,744,000 |
| Jobs Created/Businesses Started | 1,000 | 125% | 419 | 460 | 373 | | 1,252 |
| Capital Investment | \$ 75,000,000 | 265% | \$44,827,000 | \$72,103,609 | \$81,830,693 | | 198,761,302 |
| Workshops/Training | | | | | | | |
| <i>Number in Attendance</i> | 1,495 | 59% | 351 | 347 | 191 | | 889 |
| <i>Number of Workshops/Training</i> | 29 | 45% | 5 | 5 | 3 | | 13 |
| 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 | 82% | 60 | 37 | 43 | | 140 |
| Funding Received | \$ 550,000 | 315% | | 1,727,000 | 6,000 | | 1,733,000 |
| Jobs Created/Businesses Started | 12 | 192% | | 23 | | | 23 |
| Procurement | \$ 550,000 | 17% | | | 94,000 | | 94,000 |
| Workshops/Training | | | | | | | 0 |
| <i>Number in Attendance</i> | 3,790 | 91% | 844 | 2,484 | 117 | | 3,445 |
| <i>Number of Workshops/Training</i> | 15 | 353% | | | 53 | | 53 |
| Innovation and Commercialization | | | | | | | |
| Clients Served | 260 | 99% | 69 | 111 | 78 | | 258 |
| 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 | 113% | 520 | 1,328 | 468 | | 2,316 |
| <i>Number of Workshops/Training</i> | 36 | 164% | 16 | 28 | 15 | | 59 |
| Small Business Development Center | | | | | | | |
| Clients Served | 400 | 637% | 133 | 80 | 2,333 | | 2,546 |
| Funding Received | \$ 5,000,000 | 23% | 475,000 | 119,000 | 548,250 | | 1,142,250 |
| Jobs Created/Businesses Started | 24 | 25% | 2 | 2 | 2 | | 6 |
| Workshops/Training | | | | | | | 0 |
| <i>Number in Attendance</i> | 250 | 42% | 2 | 4 | 99 | | 105 |
| <i>Number of Workshops/Training</i> | 25 | 48% | 1 | 1 | 10 | | 12 |
| Duplicates (Office Use Only) | | | | | | | |
| Clients Served | 100 | | 3 | | | | |
| Funding Received | | | | | | | |
| Jobs Created/Businesses Started | | | 280 | | | | |
| Capital Investment | | | | | | | |
| Workshops/Training | | | 618 | | | | |
| <i>Number in Attendance</i> | 3600 | | | 296 | 191 | | |
| <i>Number of Workshops/Training</i> | 48 | | | 3 | 3 | | |

Economic Development
Fiscal Year 2015-2016

| | 2015-2016 Goal | Quarter 1 | Quarter 2 | Quarter 3 | Quarter 4 | YTD | |
|---|--|--|--|--|--|---|---|
| Clients Served | 310 | 77 | 67 | 73 | 0 | 217 | |
| Prospects | 150 | 41 | 33 | 31 | | 105 | 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 | 42 | | 112 | 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 | 209 | 160 | 245 | 0 | 614 | |
| Client Meetings | 270 | 105 | 79 | 83 | | 267 | Total number of meetings with all clients, including multiple visit from recruitment projects and additional existing business visits needed. |
| Site Visits | 35 | 8 | 6 | 6 | | 20 | Clients that visit Lexington |
| Site Selection Consultant Meetings | 150 | 90 | 61 | 122 | | 273 | Meetings with site selection consultants with the potential to bring projects to Lexington. |
| Economic Development Partner Meetings | 50 | 6 | 14 | 34 | | 54 | 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 | \$1,323,000 | \$11,187,000 | \$0 | \$15,744,000 | |
| | \$15,000,000 | 3,234,000 | 1,323,000 | 11,187,000 | | \$15,744,000 | 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 | 460 | 373 | 0 | 1,252 | |
| Jobs Created | 1000 | 419 | 460 | 373 | | 1252 | 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 | \$72,103,609 | \$81,830,693 | \$0 | \$198,761,302 | |
| Capital Investment | \$75,000,000 | 44,827,000 | 72,103,609 | 81,830,693 | | \$198,761,302 | 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: 347 Number of Events: 5 | Number in Attendance: 191 Number of Events: 3 | Number in Attendance: 0 Number of Events: 0 | Number in Attendance: 889 Number of Events: 13 | |
| Lexington Venture Club 5 Across | 750 12 | 214 3 | 296 3 | 191 3 | 0 0 | 701 9 | 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 | 0 0 | 0 0 | 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 | 0 0 | 0 0 | 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 | 23 1 | 0 0 | 56 3 | Consortium of call centers and back office operations |
| Bluegrass Bio | 30 2 | 0 0 | 24 1 | 0 0 | 0 0 | 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 | 0 0 | 322 6 | 0 0 | 0 0 | 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 | |
|--|----------------------|------------------|----------------------|------------------|----------------------|------------------|----------------------|------------------|----------------------|------------------|----------------------|------------------|
| Clients Served | 250 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| Education Initiatives - Students participating in programs | 100 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Workforce Initiatives - Employers | 50 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Website Hits | 100 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 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 | 0 | 0 | 0 | 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 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 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.

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 | 37 | 43 | 0 | 140 | | | | | | | |
| Minority | 75 | 29 | 14 | 18 | | 61 | 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 | 11 | | 40 | Scheduled visits with minority business owners to discuss jobs, new business, and overall company direction. | | | | | | |
| Female | 35 | 16 | 9 | 14 | | 39 | | | | | | | |
| Funding Received | \$550,000 | \$0 | \$1,727,000 | \$6,000 | \$0 | \$1,733,000 | | | | | | | |
| ACCE\$\$ Loan Program | \$550,000 | \$0 | \$1,727,000 | \$6,000 | | \$1,733,000 | 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. | | | | | | |
| Jobs Created/ Businesses Created | 12 | 0 | 23 | 0 | 0 | 23 | | | | | | | |
| | 12 | | 23 | | | 23 | | | | | | | |
| Procurement | \$550,000 | | | \$94,000 | | \$94,000 | Procurement facilitated by Commerce Lexington staff and completed by MBE's. | | | | | | |
| 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 | |
| | 3790 | 15 | 844 | 0 | 2,484 | 0 | 117 | 53 | 0 | 0 | 3,445 | 53 | |
| 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 | | 56 | | | | 114 | 0 | Local Bi-Yearly event that connect MBE's to opportunities with large companies |
| TSMSSDC/LFUCG Seminar | 70 | 5 | 18 | | 18 | | 12 | | | | 48 | 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. |
| TSMSSDC Awards Celebration | 500 | 1 | | | 358 | | | | | | 358 | 0 | Held each year in December to recognize large company and MBE accomplishments towards Economic Inclusion |
| TSMSSDC 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 | | 49 | 53 | | | 49 | 53 | Events to assist high-growth entrepreneurs in Accelerator Program |

Innovation and Commercialization

Fiscal Year 2015-2016

| | 2015-2016 Goal | Quarter 1 | Quarter 2 | Quarter 3 | Quarter 4 | YTD | |
|---|--|---|---|---|--|---|--|
| Clients Served | 260 | 69 | 111 | 78 | 0 | 258 | |
| New Clients | 35 | 30 | 21 | 19 | | 70 | 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 | 59 | | 188 | |
| Funding Received | \$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. |
| Jobs Created/ Businesses Started | 240 | 0 | 280 | 0 | 0 | 280 | |
| Technology Based Job Growth | 240 | | 280 | | | 280 | Full-time & part-time high-tech and non-tech hires. |
| Workshops/Training | Number in Attendance: 2050 Number of Events: 36 | Number in Attendance: 520 Number of Events: 16 | Number in Attendance: 1,328 Number of Events: 28 | Number in Attendance: 468 Number of Events: 15 | Number in Attendance: 0 Number of Events: 0 | Number in Attendance: 2,316 Number of Events: 59 | |
| Lexington Venture Club 5 Across | 600 12 | 218 4 | 296 3 | 191 3 | | 705 10 | see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington. |
| Bluegrass Angels | 250 10 | 73 7 | 112 5 | 103 5 | | 288 17 | 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. in2Lex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. |
| Activities Workshops | 1200 14 | 229 5 | 920 20 | 174 7 | | 1,323 32 | 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 | 80 | 2,333 | 0 | 2,546 | |
| Clients that had counseling services with the SBDC. | 400 | 133 | 80 | 2,333 | | 2,546 | 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 | \$119,000 | \$548,250 | \$0 | \$1,142,250 | |
| Dollar amount and number of loans received or equity financing received | \$5,000,000 | \$475,000 | \$119,000 | \$548,250 | | \$1,142,250 | |
| Businesses Started | 24 | 2 | 2 | 2 | 0 | 6 | |
| Businesses started from counseling clients | 24 | 2 | 2 | 2 | | 6 | 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: 4 Number of Events: 1 | Number in Attendance: 99 Number of Events: 10 | Number in Attendance: 0 Number of Events: 0 | Number in Attendance: 105 Number of Events: 12 | |
| Customers that attended training conferences at the SBDC | 250 25 | 2 1 | 4 1 | 99 10 | 0 0 | 105 12 | 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. |