
HERE'S OUR PROOF



Commerce
Lexington

ECONOMIC DEVELOPMENT

Commerce Lexington Inc. Economic Development

Part of the Bluegrass Business Development Partnership
An Award Winning Collaboration of:



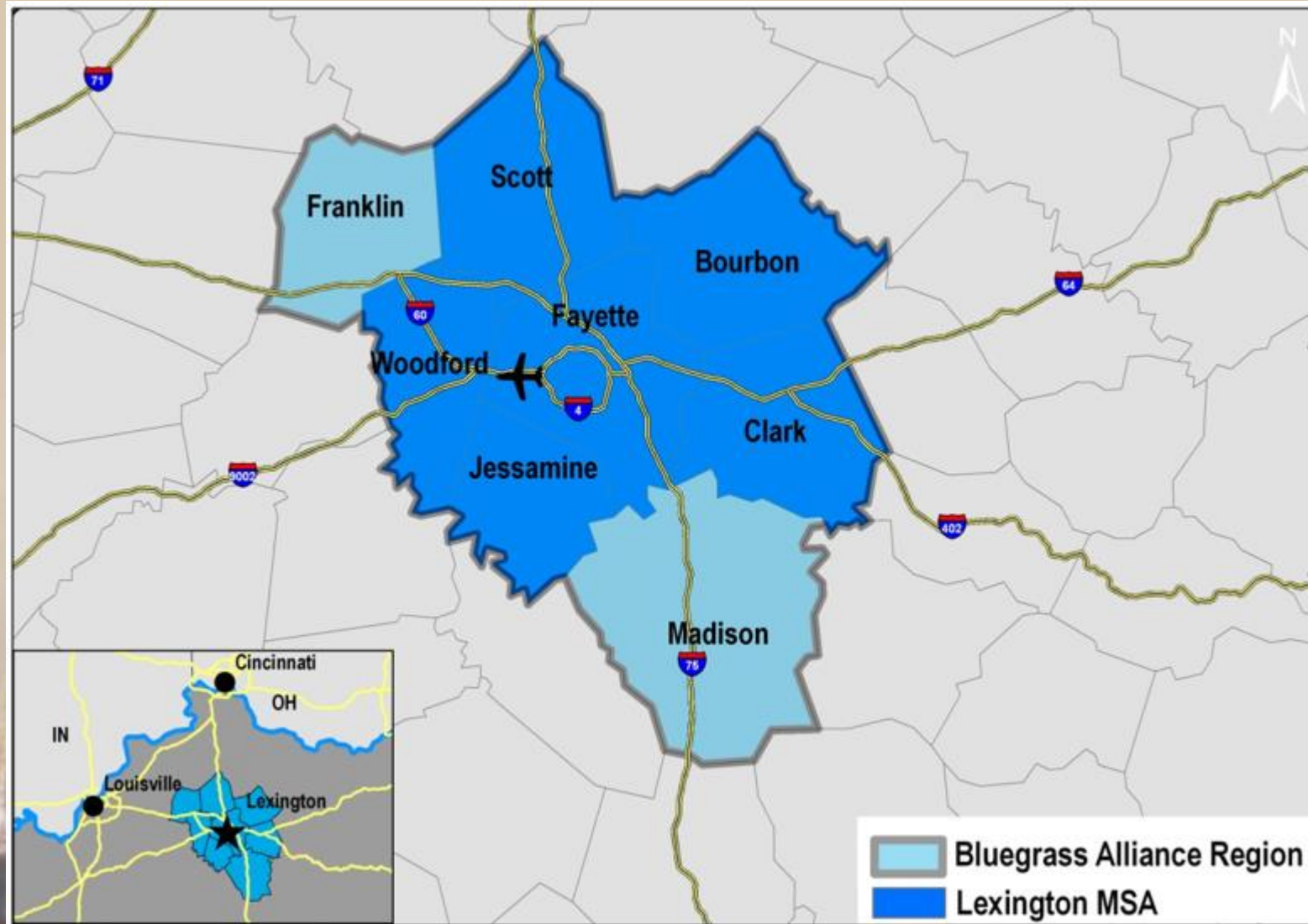
LEXINGTON

Commerce
Lexington
ECONOMIC DEVELOPMENT



University of
Kentucky

Economic Development Strategic Plan



Business Development Target Industries

Key Industries:

1. Software & IT
2. Business and Professional Services
3. Life Sciences and Biotech
4. BEAM/Advanced Manufacturing
5. BEAM/Foreign Direct Investment
6. Equine Industry/Animal Sciences
7. Visitor Industries

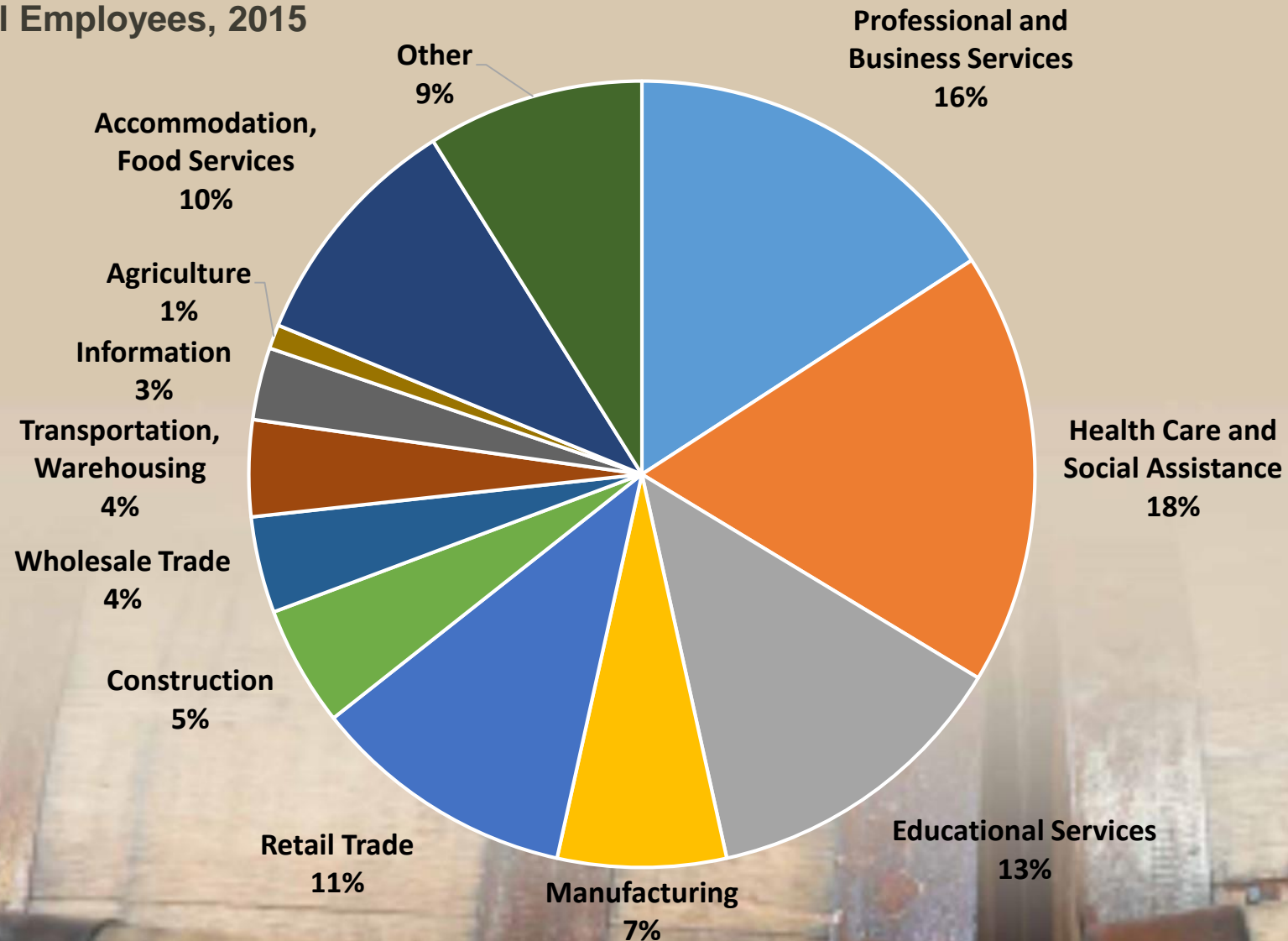
Other Focuses:

8. Renewable Energy/Clean Tech
9. Area University/College Alumni Networks



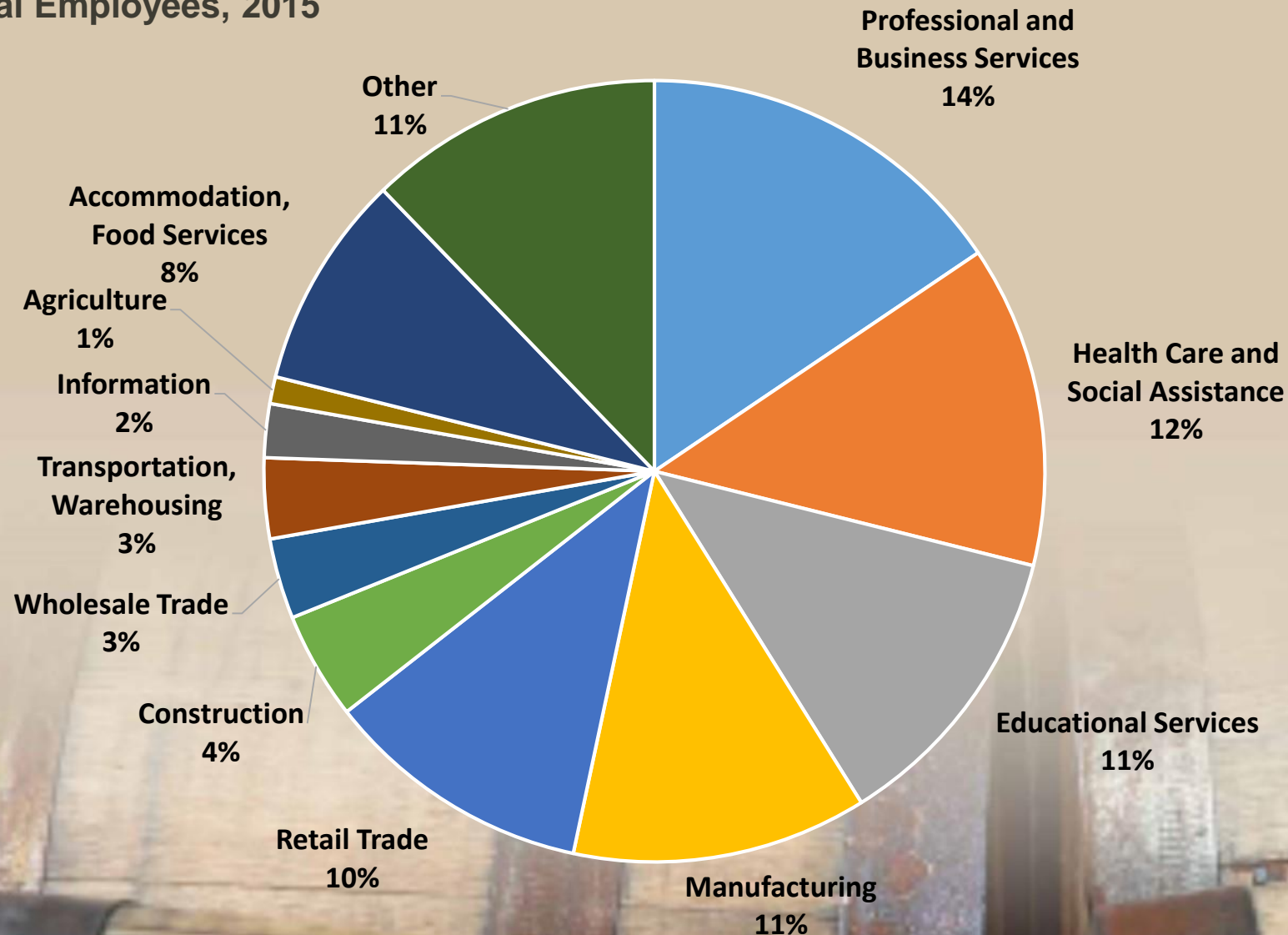
Lexington's Industries

Percentage of Total Employees, 2015



Bluegrass Region's Industries

Percentage of Total Employees, 2015



Strategic Target Software and Information Technology

KEY MARKET SEGMENTS	MARKET NICHES
<ul style="list-style-type: none">• Software publishers• Telecommunications• Data processing, hosting, and related services• Computer systems design and related services	<ul style="list-style-type: none">• Software Development• Design and Digital Media• Gaming and Interactive Media• Technical Support• Data Storage Centers

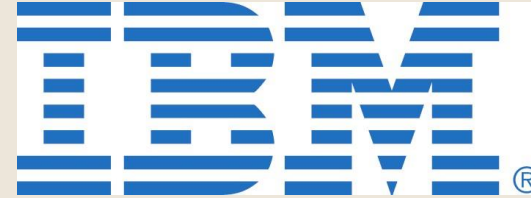
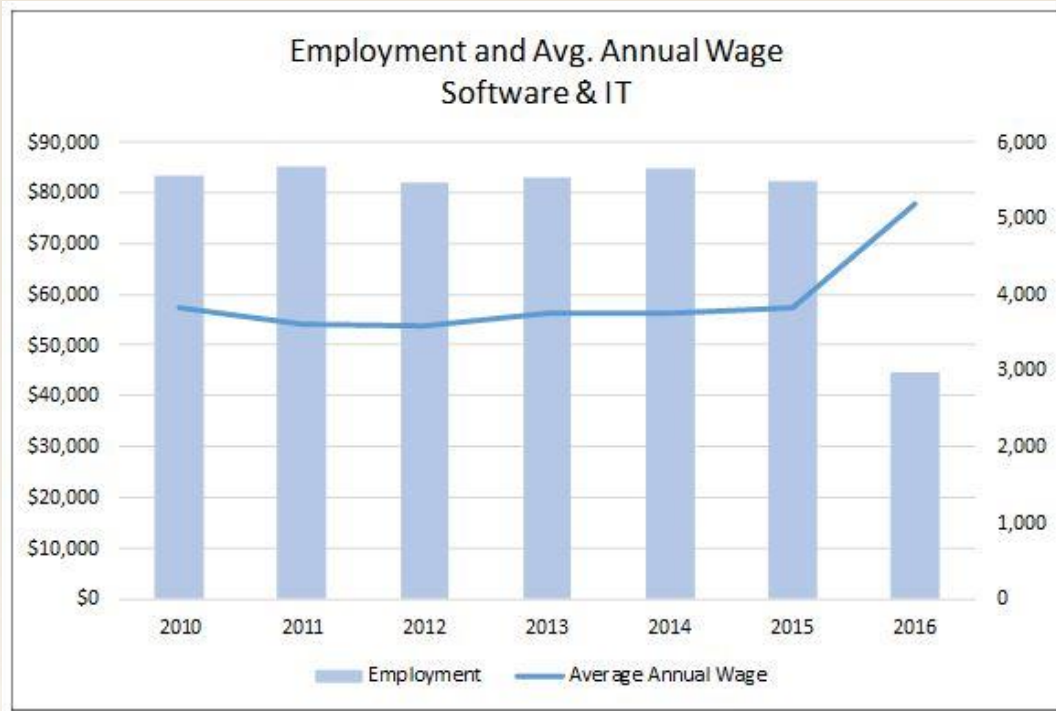
Strategic Target

Software and Information Technology

KEY ASSETS	KEY ASSETS
<ul style="list-style-type: none">• Skilled workforce from existing major Software & IT companies in Lexington – IBM, Lexmark, Funai, OpenText, SQS• Strong communications infrastructure• Extensive broadband network• Low electric rates	<ul style="list-style-type: none">• Coldstream Research Campus• Desirable quality of life• Local assets such as Awesome Inc., Base163/110, Tech Association of the Bluegrass, and In2Lex• Bluegrass Angels• SPARK and ASTeCC – entrepreneurial support

Strategic Target

Software and Information Technology – Successes



Strategic Target Business and Professional Services

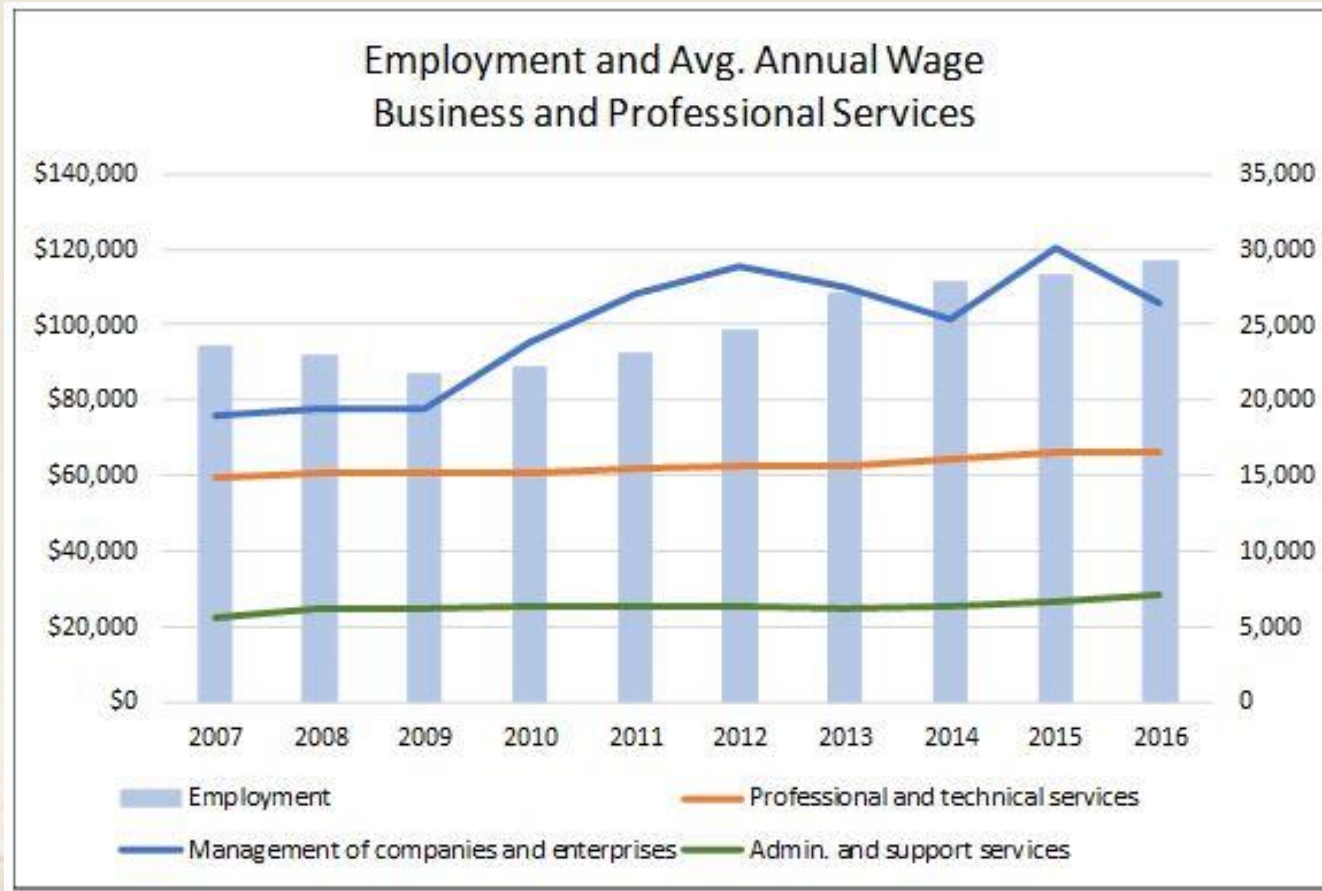
KEY MARKET SEGMENTS	MARKET NICHES
<ul style="list-style-type: none">• Professional, scientific, and technical services• Management of companies and enterprises• Administrative and support services	<ul style="list-style-type: none">• Professional Services for Entrepreneurs• Research and Development/Entrepreneurial Support• Financial Services

Strategic Target Business and Professional Services

KEY ASSETS	KEY ASSETS
<ul style="list-style-type: none">• Sophisticated telecommunications network• Regional business hub• Proximity to client businesses• High value relative to cost location• Over 16,000 graduates annually from area colleges/universities	<ul style="list-style-type: none">• Fayette County among most educated region in the U.S.• Customized technical training through BCTC• Growing business outsourcing companies such as Conduent (formerly Xerox)• Downtown development and revitalization• Readily available office space in CBD and suburban areas

Strategic Target

Business and Professional Services – Successes



CONDUENT



TEMPUR+SEALY



Headquarters

No Equal

Strategic Target Life Sciences and Biotech

KEY MARKET SEGMENTS	MARKET NICHES
<ul style="list-style-type: none">• Pharmaceutical and medicine manufacturing• Medical equipment and supplies manufacturing• Scientific research and development services• Veterinary services• Ambulatory health care services• Hospitals• Nursing and residential care facilities	<ul style="list-style-type: none">• Biotechnology• Pharmaceuticals R&D Manufacturing• Medical Device Manufacturing• Healthcare/Regional Services Center

Strategic Target

Life Sciences and Biotech

KEY ASSETS

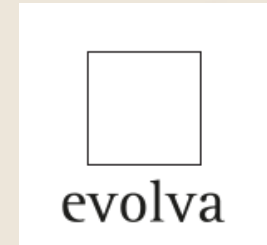
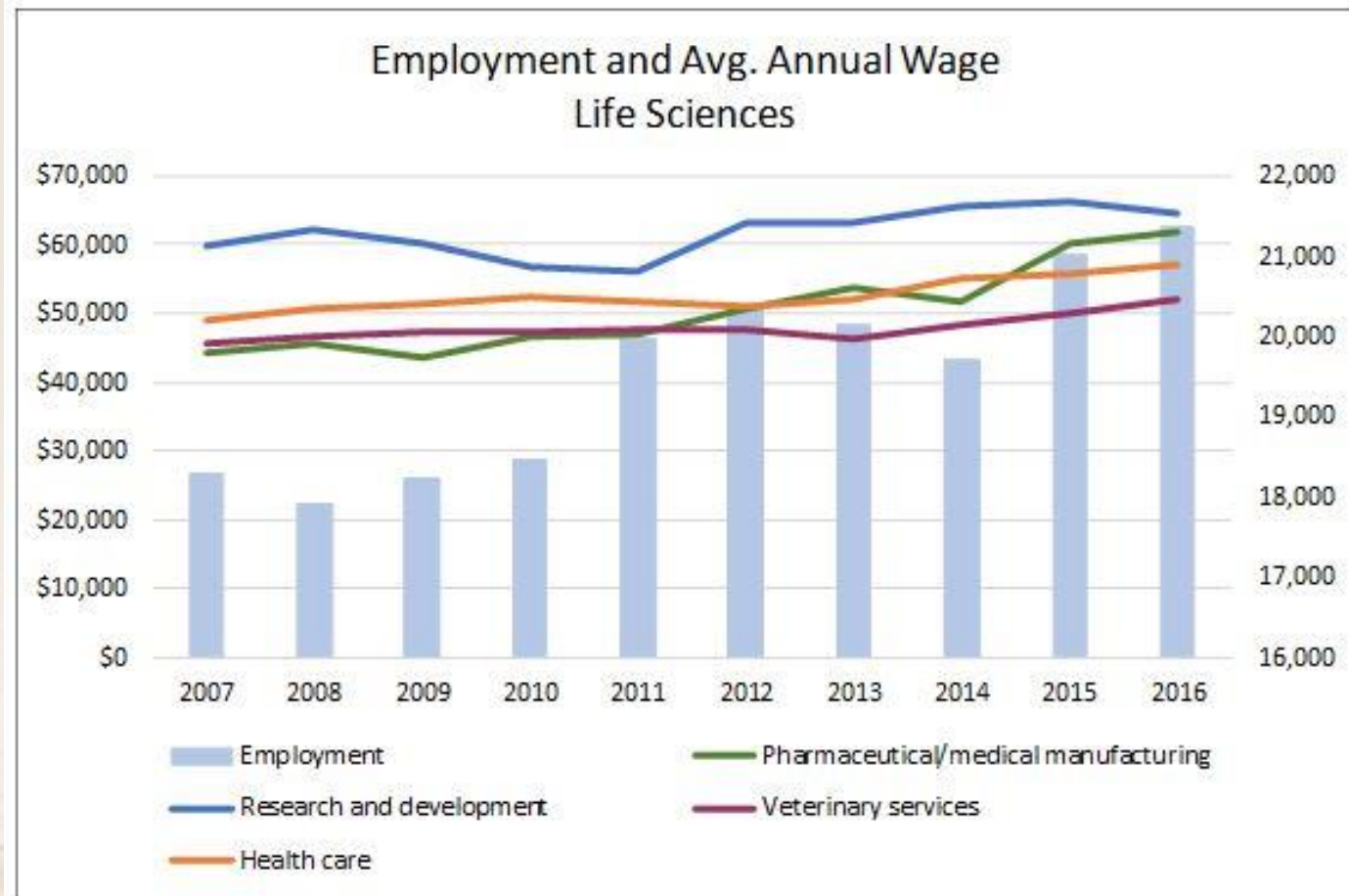
- Abundant supply of educated workers through higher education institutions
- Strong ties to academic programs at the University of Kentucky
- Top Pharmacy program at University of Kentucky (#6 in the nation)
- Over 70% of UK's \$328 million R&D funds are in Life Sciences
- I-75/64 access

KEY ASSETS

- Growing regional health care center with multiple hospitals and over 20,400 health care practitioners and technicians
- Over 50 biotech companies in Lexington
- ASTeCC/AgTeCC campus incubators
- UK's Coldstream Research Campus – only R&D business park in Kentucky
- Growing disbursement of early stage capital


Strategic Target

Life Sciences and Biotech – Successes



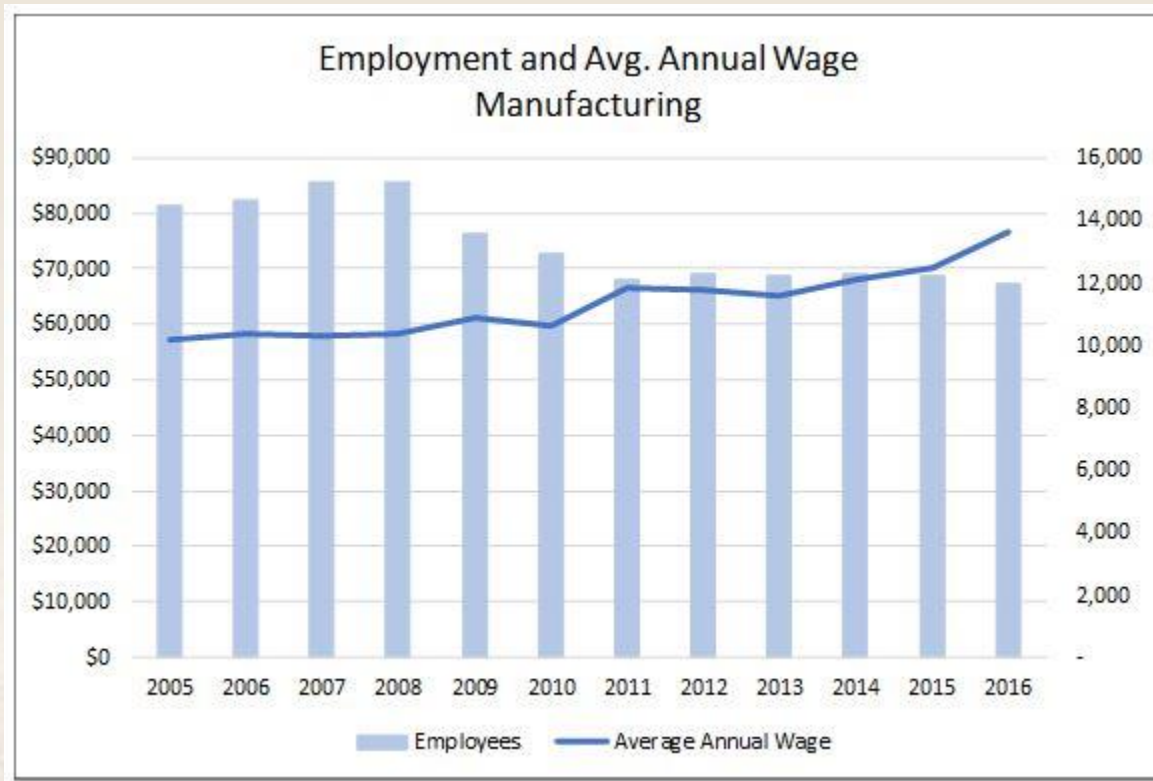
Strategic Target

BEAM/Advanced Manufacturing

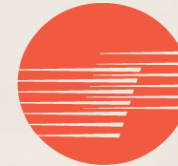
KEY ASSETS	
<ul style="list-style-type: none">• Skilled and well-educated workforce as a result of area colleges and technical programs• Location – center of a 31-state distribution area and within a 600-mile radius of the majority of the nation’s manufacturing employment, retail sales, and population• Multimodal transportation• Existing advanced manufacturing employers	<ul style="list-style-type: none">• University of Kentucky College of Engineering and other programs at nearby colleges• BCTC’s Advanced Manufacturing Technician(AMT) Program and the Advanced Manufacturing Center (AMC) <div><div><p>BUILD IT LOCALLY, SELL IT GLOBALLY A REGIONAL EXPORT PLAN <small>BLUEGRASS ECONOMIC ADVANCEMENT MOVEMENT</small></p></div></div>

Strategic Target

BEAM/Advanced Manufacturing – Successes



TOYOTA




TRANE®



Strategic Target

BEAM/Foreign Direct Investment (FDI)

MARKET SEGMENTS	KEY ASSETS
<ul style="list-style-type: none">• #7 Top Small American City of the Future 2017/18 for FDI Strategy, <i>fDi Intelligence</i>• FDI represents 99 facilities with ownership from 18 different countries providing full-time employment to nearly 24,000 people in the Bluegrass Region  <p>BUILD IT LOCALLY, SELL IT GLOBALLY A REGIONAL EXPORT PLAN <small>BLUEGRASS ECONOMIC ADVANCEMENT MOVEMENT</small></p>	<ul style="list-style-type: none">• Strong presence of existing foreign-owned companies, advanced manufacturing companies, hi-tech companies, and knowledge-based sector companies• Highly educated and highly skilled workforce• Cost effectiveness• Location• Multimodal transportation

Strategic Target

BEAM/Foreign Direct Investment (FDI) – Successes



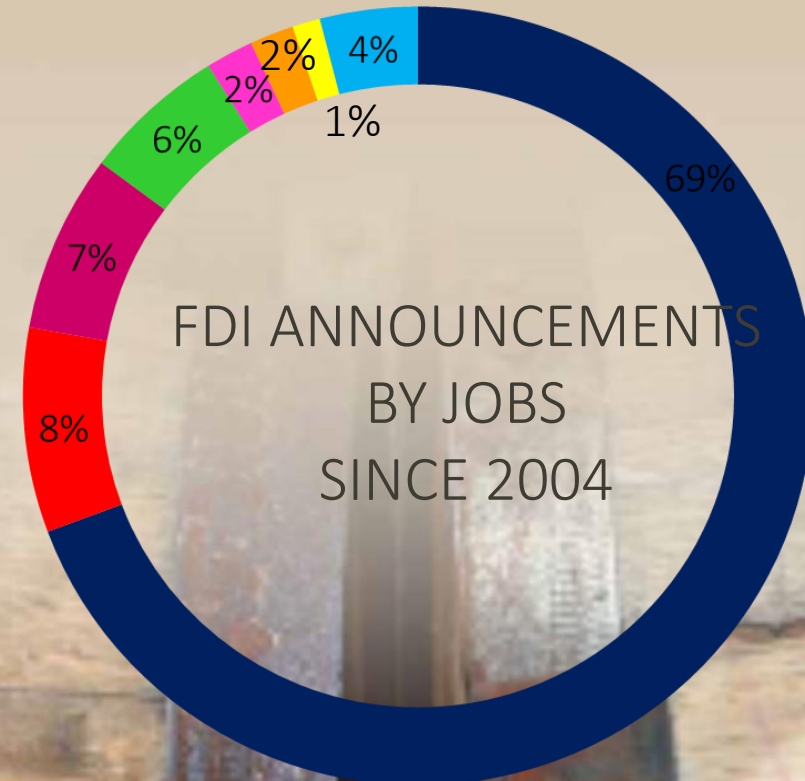
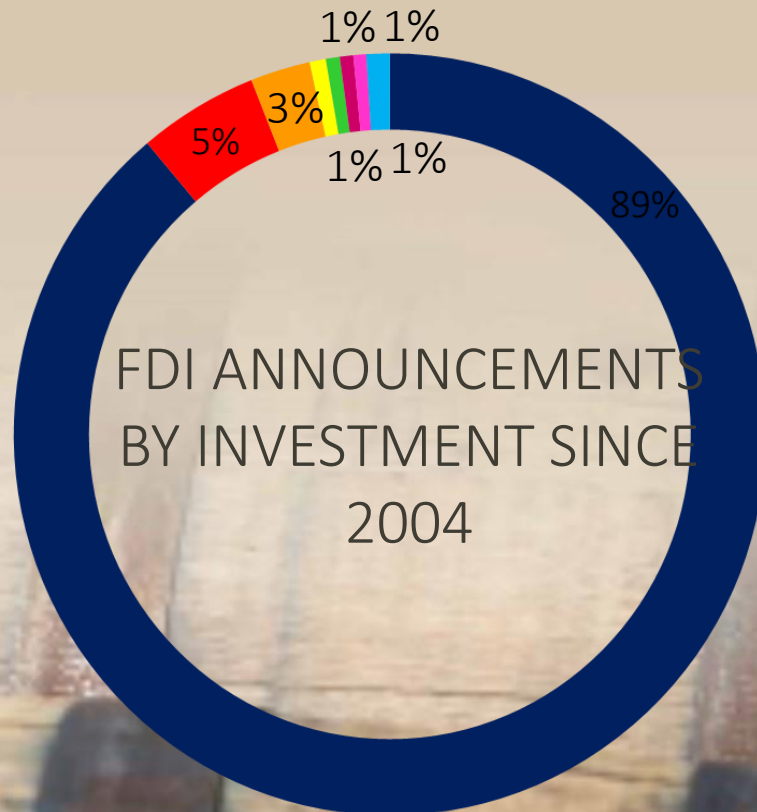
Strategic Target

BEAM/Foreign Direct Investment (FDI) – Successes

Year	Type	Company	Product	Investment	Jobs	Country	Capital Infusion
2017	Exp.	AVENTICS	Manufacturer of pneumatic components, systems, and applications	\$861,830	20	Germany; United Kingdom	Aventics GmbH; Triton Advisors Limited
	Exp.	Toyota Motor Manufacturing Kentucky	North American Production Support	\$120,960,000	0	Japan	Toyota Motor Corp.
	Exp.	Florida Tile, Inc.	Corporate headquarters of tile manufacturer	\$3,524,000	12	Italy	Panariagroup Industrie Ceramiche
	Exp.	Toyota Motor Manufacturing Kentucky	North American Production Support	\$1,330,000,000	0	Japan	Toyota Motor Corp.
	Exp.	Pilkington North America	Manufacturer of glass for automotive, architectural, and solar markets	\$7,500,000	0	Japan	Nippon Sheet Glass Co. Ltd.
	Exp.	Minova USA	Manufacturer of products for mining and tunneling industries	\$300,000	25	Australia	Orica Limited
2016		Lexmark International	Global headquarters, printers	\$3.6 billion purchase		China	Apex Technology & PAG Asia Capital
	New	Nishida Art Specialty Composite America Inc.	Manufacturer of composite material for automobiles	\$2,330,000	30	Japan	Greenfield Investment
	New	Astecnos America Corporation	Designs and manufacturers specialized machines for automotive industry	\$1,242,817	41	Japan	Astecnos Co. Ltd.
	Exp.	Coldstream Laboratories	Contract pharmaceutical manufacturing	12,771,948	40	India	Piramal Enterprises Limited

Strategic Target

BEAM/Foreign Direct Investment (FDI) – Successes



Strategic Target

Animal Science/Equine Industry

KEY MARKET SEGMENTS	MARKET NICHES
<ul style="list-style-type: none">• Horses and other equine production• Support activities for equine production• Research and development in the physical, engineering, and life sciences• Veterinary services• Spectator sports	<ul style="list-style-type: none">• Training and Veterinary Services• Horse Breeding• Research and Development

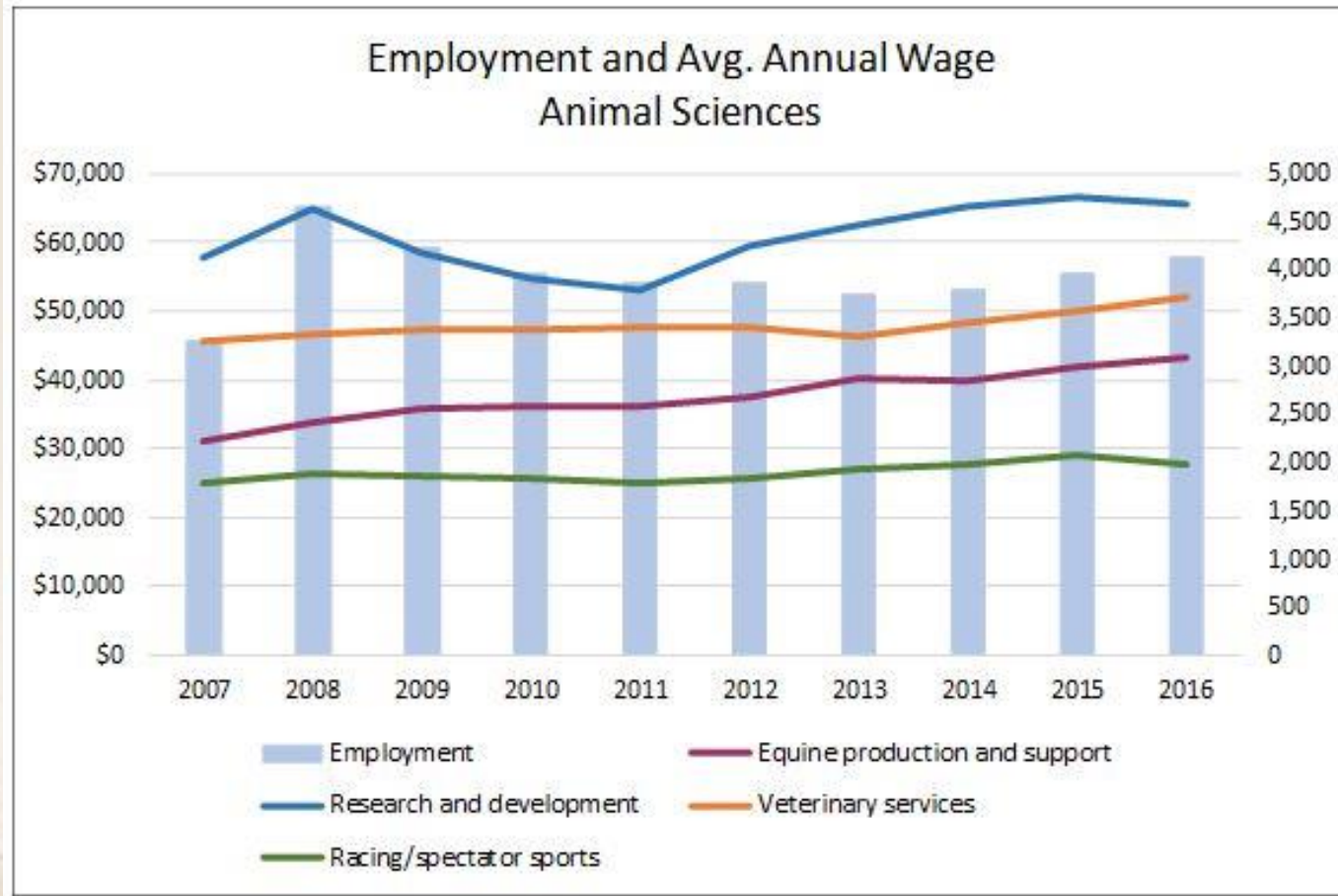
Strategic Target

Animal Science/Equine Industry

KEY ASSETS	KEY ASSETS
<ul style="list-style-type: none">• Horse Capital of the World• Keeneland Race Track and Red Mile Harness Track• World center of horse breeding, training and racing. Support infrastructure• Major thoroughbred farms• Large pool of skilled professionals• Kentucky Horse Park with over 80 equine events annually• 30+ national equine association HQs	<ul style="list-style-type: none">• Animal/Equine Science research at University of Kentucky• Maxwell H. Gluck Equine Research Center at UK• Equine medical facilities• Horse industry is a long-established part of the local culture• Bluegrass Region Livestock Marketing Center (cattle) is the largest livestock market east of the Mississippi River• Conducive physical setting with prime soils and a temperate climate

Strategic Target

Animal Science/Equine Industry – Successes



Strategic Target Visitor Industries

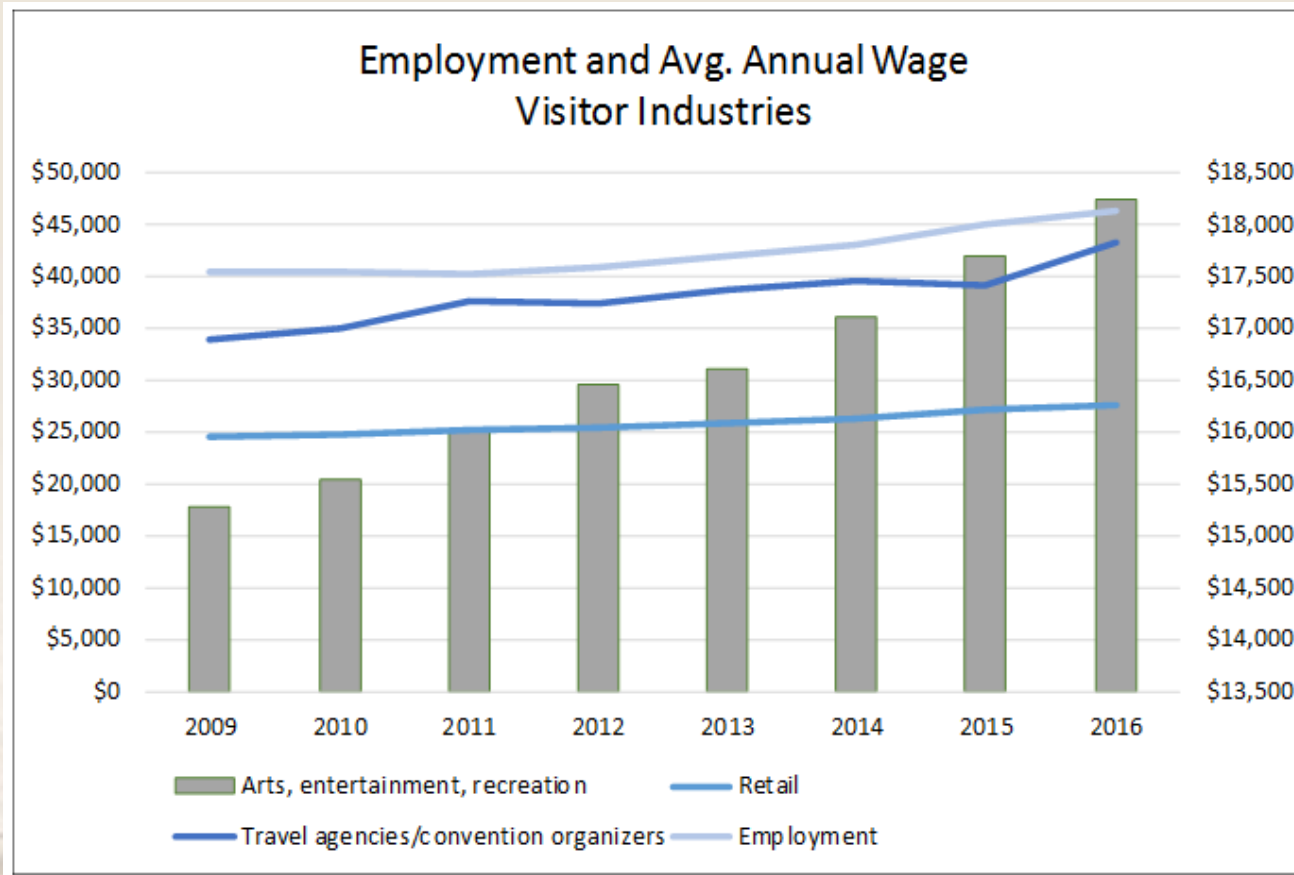
KEY MARKET SEGMENTS	MARKET NICHEs
<ul style="list-style-type: none">• Retail trade• Travel arrangement and reservation services• Performing arts and spectator sports• Museums, historical sites, and parks• Amusements, gambling, and recreation• Accommodation• Food services and drinking places	<ul style="list-style-type: none">• Cultural and Sporting Events• Conventions and Business Associations• Continuing Education

Strategic Target Visitor Industries

KEY ASSETS	KEY ASSETS
<ul style="list-style-type: none">• Heart of the horse industry• Home to Keeneland• Kentucky Horse Park• Lexington Convention Center• Beautiful natural landscape with scenic horse farms	<ul style="list-style-type: none">• Distilleries and craft breweries• Visitor draw of colleges and universities including continuing education• Reliable workforce with hospitality experience• Quality retail and commercial space

Strategic Target

Visitor Industries – Successes



Strategic Target Renewable Energy/Clean Tech

KEY MARKET SEGMENTS	MARKET NICHEs
<ul style="list-style-type: none">• Renewable energy• Energy efficiency• Biotechnology• Life sciences research• Biofuels	<ul style="list-style-type: none">• Fuel Cells• Biomass• Clean Coal Technology

Strategic Target

Renewable Energy/Clean Tech

KEY ASSETS	KEY ASSETS
<ul style="list-style-type: none">• Manufacturing acumen among local workforce• UK strengths in biomass, biofuels, hybrid batteries, and product engineering• University of Kentucky Center for Applied Energy Research (CAER)• University Coalition for Fossil Energy Research (UCFER)	<ul style="list-style-type: none">• UK Department of Biosystems & Agricultural Engineering (BAE)• Toyota hybrid supplier requirements• Alltech's algae research and fermentation facilities• Highly educated workforce• Access via I-75 and I-64

Strategic Target

Renewable Energy/Clean Tech – Successes



Strategic Targets

Recent Successes



Strategic Targets

Recent Successes



Strategic Targets

Recent Successes

