

HERE'S OUR PROOF



Commerce
Lexington

ECONOMIC DEVELOPMENT

2018 to Today

2,649 New Direct Jobs
4,681 New Total Jobs

\$37,161 Average Wage

\$551 Million
Capital Investment

\$4.8 Million
LFUCG Revenue Generated

\$5.69
**LFUCG Revenue Per Dollar of
Funding in the BBDP**

2018 to Today: Successes



TIFFANY & Co.



2018 to Today



Expansion – Reshoring from China

\$4.6 Million Headquarters and Manufacturing

40 New Jobs

\$49,920 Average Wage; \$47,840 Median Wage

2018 to Today



Expansion

\$4.2 Million Sales Center for Global Distribution

103 New Jobs

\$70,200 Average Wage; \$45,777 Median Wage

2018 to Today



Expansion

\$2.1 Million Manufacturing of Hemp Oil Extract

44 New Jobs

\$41,947 Average Wage; \$39,520 Median Wage

2018 to Today



New Location

\$12.2 Million Customer Contact Service Center

450 New Jobs; \$29,016 Average Wage; \$27,040 Median Wage

\$293,000 Annual Payroll LFUCG Taxes



WHERE BUSINESS IGNITES

Commerce
Lexington
ECONOMIC DEVELOPMENT

2019 SPARK Events

March - Open Coffee: Women Investors & Entrepreneurs

June - AgTech in Kentucky Luncheon

September - M&A in the Bluegrass

November – Who Got the Money



Closure: Trane Transitioning

Since Trane announced its closure in October 2018, Commerce Lexington Inc. has partnered with the Mayor's office and the Kentucky Career Center on transitioning the workforce into new jobs to retain talent in Lexington.

- Multiple Rapid Response sessions
- Private websites with job openings tailored to Trane
- On-Site Career Fairs

Minority Business Development

Total Clients Served = 204
Procurement Facilitated= \$681,000



Access Loan

Program Total - \$22.8 million

Last 12 months - Over \$3.4 million and 52 Jobs Created

Bluegrass Veterinary Services

DMD Data Systems, Inc. (now Volta, Inc.)

LEXINGTON PASTA **Bar Louie**

Wild Thyme Cooking School

HURST **Bluegrass Audiology**
OFFICE

SUPPLIES Laura's Beauty Salon

The Business & Education Network

Talent Pipeline Management

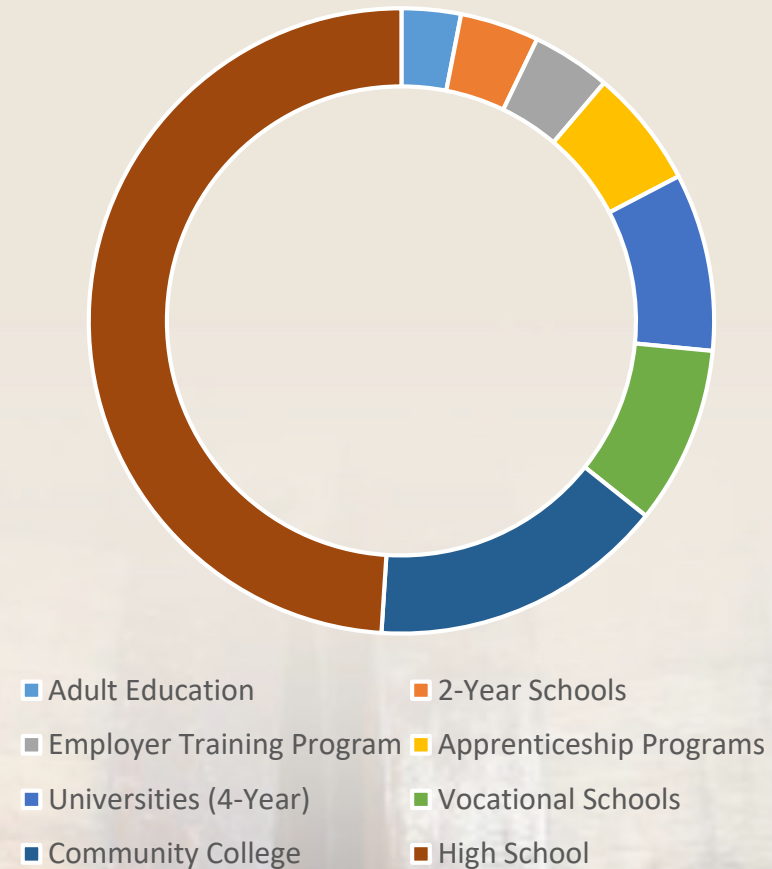
- Demand projections for Construction/Trades Collaborative
 - 273 Commercial Electricians
 - 210 New Positions
 - 63 Replacement Positions
- 48% of their best talent was coming out of high school
- Nearly 50% of candidates were coming from five counties:
 - Anderson, Carrol, Fayette, Franklin and Madison



The Business & Education Network

Education and Training Sources

- For profit: 4%
- Adult Education: 3%
- Apprenticeship Programs: 6%
- Community College: 15%
- Employer Training Program: 4%
- High School: 48%
- Universities (4-year): 9%
- Vocational Schools: 9%



The Business & Education Network

Academies of Lexington

- 5 targeted Sectors
- 200 Business Partners
- 3 high Schools
- Recruiting for:
 - Advisory Boards
 - Job Shadowing
 - Field Trips
 - Guest Speakers
 - Teacher Externships
- Career Exploration Event- Jan 2020

Summer Youth Job Training Program

- Working Group
- Best Practices- Louisville
- Business Recruitment/Alignment to Workforce Needs

