

# Lexington-Fayette Urban County Government

200 E. Main St  
Lexington, KY 40507



## Docket

Tuesday, October 26, 2021

1:00 PM

Council Chamber

## Budget and Finance and Economic Development Committee

## Committee Agenda

- 1085-21** Approval of September 28, 2021, Committee Summary  
*Attachments:* [09-28-21 BFED Summary](#)
- 1086-21** Quarterly Financial Update - Q1/September 2021  
*Attachments:* [BF&E Q1 Fin Update - Committee Presentation](#)
- 1087-21** FY2021 Fund Balance  
*Attachments:* [FY2021 Fund Balance Presentation - BF&E 2](#)
- 1088-21** Bluegrass Farm To Table Update  
*Attachments:* [BGFT Update for BFED Committee\\_102621](#)
- 1089-21** Economic Development Grant Update  
*Attachments:* [Economic Development Workforce Grant updates - October 26 2021](#)
- 1090-21** Items Referred to Committee  
*Attachments:* [BFED referral list 10-21-21](#)

## Adjournment



# Lexington-Fayette Urban County Government

## Master

200 E. Main St  
Lexington, KY 40507

**File Number: 1085-21**

**File ID:** 1085-21

**Type:** Committee Item

**Status:** Agenda Ready

**Version:** 1

**Contract #:**

**In Control:** Budget and  
Finance and  
Economic  
Development  
Committee

**File Created:** 10/21/2021

**File Name:** Approval of September 28, 2021, Committee  
Summary

**Final Action:**

**Title:** Approval of September 28, 2021, Committee Summary

**Notes:**

**Sponsors:**

**Enactment Date:**

**Attachments:** 09-28-21 BFED Summary

**Enactment Number:**

**Deed #:**

**Hearing Date:**

**Drafter:**

**Effective Date:**

### History of Legislative File

Ver- sion:	Acting Body:	Date:	Action:	Sent To:	Due Date:	Return Date:	Result:
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### Text of Legislative File 1085-21

Title

Approval of September 28, 2021, Committee Summary



## Budget, Finance & Economic Development Committee

September 28, 2021

### Summary and Motions

Committee chair, Council Member Amanda Bledsoe, called the meeting to order at 1:02 p.m. Committee members Vice Mayor Steve Kay and Council Members Richard Moloney, Chuck Ellinger, James Brown, Josh McCurn, Susan Lamb, Fred Brown, and Kathy Plomin were present. Council Member Preston Worley was absent. Council Members David Kloiber, Whitney Baxter, and Jennifer Reynolds attended as non-voting members.

#### I. Approval of August 31, 2021 Committee Summary

Motion by Plomin to approve the August 31, 2021, Budget, Finance, and Economic Development Committee summary; seconded by Ellinger. The motion passed without dissent.

#### II. Monthly Financial Update – August 2021

The monthly financial update was provided for information only. Bledsoe pointed out that revenue is above budget, largely due to payroll withholding. No action was taken on this item.

#### August 2021 YTD Actual Compared to Adopted Budget:

<u>Revenue Category</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>% Var</u>
OLT- Employee Withholding	38,741,290	34,120,000	4,621,290	13.5%
OLT - Net Profit	2,308,084	2,410,000	(101,916)	-4.2%
Insurance	9,021,541	8,640,000	381,541	4.4%
Franchise Fees	4,273,901	4,350,000	(76,099)	-1.7%
TOTALS	54,344,816	49,520,000	4,824,816	9.7%

#### August 2021 YTD/August 2020 YTD Current Year Compared to Prior Year:

<u>Revenue Category</u>	<u>Aug-21</u>	<u>Aug-20</u>	<u>Variance</u>	<u>% Var</u>
OLT- Employee Withholding	38,741,290	33,786,545	4,954,745	14.7%
OLT - Net Profit	2,308,084	9,661,885	(7,353,801)	-76.1%
Insurance	9,021,541	8,370,389	651,152	7.8%
Franchise Fees	4,273,901	4,326,411	(52,510)	-1.2%
TOTALS	54,344,816	56,145,230	(1,800,414)	-3.2%

**FY2022 – Cash Flow Variance Revenue (Actual to Budget):**

<i>For the two months ended August 31, 2021</i>				
	<u>Actuals</u>	<u>Budget</u>	<u>Variance</u>	<u>% Var</u>
<b>Revenue</b>	-	-	-	-
Payroll Withholding	38,741,290	34,120,000	4,621,290	13.5%
Net Profit	2,308,084	2,410,000	(101,916)	-4.2%
Insurance	9,021,541	8,640,000	381,541	4.4%
Franchise Fees	4,273,901	4,350,000	(76,099)	-1.7%
Other Licenses & Permits	502,897	542,985	(40,088)	-7.4%
Property Tax Accounts	303,748	227,892	75,856	33.3%
Services	4,163,436	4,006,306	157,130	3.9%
Fines and Forfeitures	27,685	41,667	(13,982)	-33.6%
Intergovernmental Revenue	84,663	44,650	40,013	89.6%
Property Sales	51,072	16,667	34,405	206.4%
Investment Income	-	32,529	(32,529)	-100.0%
Other Financing Sources	40,000	40,000	0	0.0%
Other Income	441,844	198,957	242,887	122.1%
<b>Total Revenues</b>	<b>\$59,960,161</b>	<b>\$54,671,653</b>	<b>\$5,288,508</b>	<b>9.7%</b>

**FY2022 – Cash Flow Variance Expense (Actual to Budget):**

<i>For the two months ended August 31, 2021</i>				
	<u>Actuals</u>	<u>Budget</u>	<u>Variance</u>	<u>% Var</u>
<b>Expense</b>				
Personnel	29,685,754	30,338,958	653,204	2.2%
Operating	7,397,774	12,090,799	4,693,025	38.8%
Insurance Expense	1,263,377	1,236,829	(26,548)	-2.1%
Debt Service	4,538,622	4,538,622	0	0.0%
Partner Agencies	3,026,661	3,689,646	662,985	18.0%
Capital	49,972	467,438	417,466	89.3%
<b>Total Expenses</b>	<b>\$45,962,160</b>	<b>\$52,362,292</b>	<b>\$6,400,132</b>	<b>12.2%</b>
<b>Transfers</b>	<b>6,727,714</b>	<b>6,637,567</b>	<b>(90,147)</b>	<b>-1.4%</b>
<b>Change in Fund Balance</b>	<b>\$7,270,287</b>	<b>(\$4,328,206)</b>	<b>\$11,598,493</b>	

**III. Attracting Remote Workers to Relocate to Lexington-Fayette County**

Lincoln Brown, Social Impact Investor and Advisor, and Serial Entrepreneur described their effort to seek out the Kiser Foundation, which focuses solely on Tulsa, a city similar to Lexington, and has studied different concepts to help their community. *Tulsa Remote* attracts remote workers to move to Tulsa

with a small stipend; the workers it attracts on average have a salary of more than \$100,000 and they have a retention rate of 80 percent after two years. He said this is an opportunity to create a top five private employer in a short amount of time, which could help attract more tech workers. Hannah Conover, VP of Operations of Kentucky 2030 Project, said the focus of Kentucky Remote is broadly economic development but it attracts individuals versus businesses. They spent the last year researching similar programs. These programs typically consist of an application (online) and interview, a relocation grant (on average \$10,000 paid over one year), and community and retention, which is the most important component so people stay. She provided statistics about the Tulsa program, which has continued to show high demand. Key benefits of this type of program are that it is piloted elsewhere, the tax base increases, and it improves the talent pool. They created a financial model to consider the return on investment; Conover concluded the program has the opportunity to return 10 times the investment if the value of participant spending is taken into account.

Brian Raney, CEO of Awesome Inc. and APAX Software, said they are excited about the growth potential and scalability of the program, pointing out how it could make Lexington a top regional employer. Using their model he outlined revenue and local spending. They are asking for LFUCG to fund the first two years of the pilot program, then the program would switch to trailing revenue for financing. They have identified possible public-private partnerships, including philanthropic support from individual donors (by way of a match), and believe Kentucky's Cabinet for Economic Development to be a potential sustainability partner. Raney concluded the presentation by talking about University of Kentucky graduates who often leave Kentucky after school and the potential for this program to bring high quality and high wage earners back to Lexington.

Plomin and Conover discussed recruitment; if the demand is high enough, marketing is not as critical. A nice website and thought-out application process is essential, plus a volunteer selection committee who select folks they think are the best fit for Lexington. The program could also target past Kentucky residents, in particular people who were part of the Governor's Scholar Program, as a goal. Awesome, Inc. will give participants free co-working space, plus they will provide programming to help foster community, including volunteering opportunities.

Lamb and Conover talked about the relocation program in Paducah, which was recently launched and offers participants \$3,500 to relocate versus other programs that offer an average of \$10,000. Lamb confirmed other cities have approached Kentucky Remote with interest in creating a program in their community. The initial cost of \$3.4M covers the participant cost (\$17,000 per person), \$10,000 is for relocation, and \$7,000 is for operations and overhead. They anticipate the cost per participant to decrease as participation grows.

Kloiber asked about the "trailing grant", which Raney explained would start in year three, as a percentage of direct revenue generated through payroll taxes. They believe other resources would come into play once the program was proven for 2 years. L. Brown said there is a larger economic benefit to the state and the pilot will create an opportunity for the state to consider. Kloiber emphasized the self-sustaining aspect of the proposal.

Ellinger and L. Brown discussed the state's interest in this type of program; a related bill was vetoed by the governor in the last session because there wasn't enough supporting data but those conversations are continuing. Ellinger said some companies are adjusting salaries for workers that relocate based on the cost of living. He and Conover talked about how people will be selected, with verification of a fully remote job, a long application process, and a selection committee that would make the final

determination. Workers would have a contract and relocation payments would be paid out over 12 months. L. Brown said this area doesn't have a lot of tech-workers, engineers, and product managers, which he learned through his medical businesses.

McCurn asked if sole proprietors in other programs expanded their businesses after relocating. Conover explained how the Tulsa program has a somewhat separate application for entrepreneurs. Awesome Inc., who will operate this program, also has a strong entrepreneurial support network. McCurn asked about participants recruiting other folks from their company to also relocate but Conover said the focus would remain first on the individual talent. It was confirmed that after the initial pilot launch, the financial commitment would be newly generated taxes. L. Brown said the criteria can help filter people but the main goal is to find people who are interesting in being in Lexington.

Kay and Conover discussed public-private partnerships; of the programs researched about half of them were funded philanthropically and half were public-private partnerships. They discussed the criteria for selection, for example, potential earning power, which would include a weighting system for various application components; plus the selection committee made up of diverse community leaders. Kay said the city is committed to increasing opportunities for a diverse population, which would include recruitment and the program would present difficulties with a fairly homogeneous participant group. They discussed the third year of the program outlined for 300 new enrollees, the ongoing cost for LFUCG would be a payroll tax exemption for participants but no new investment from the city. If Lexington created a program, it wouldn't prevent other cities from creating a program, Kay is concerned about the cost of the recruitment when there is less of a competitive advantage. L. Brown doesn't compare this to the recruitment of companies, explaining the proposal lays out a long-term revenue stream. He said there are plenty of people ready to participate in relocation programs; Tulsa has seen about 40,000 applications and only accepted about 2,000.

J. Brown mentioned the importance of minority recruitment. He questioned whether this trend will remain after the pandemic, which Conover said the research suggests twice as many people will be working remotely in 2025, compared to remote workers before the pandemic. However, she said right now is when people are moving. J. Brown would like the city's MBE goals and targets to apply to this program and set the stage for minority recruitment if it is funded. Wes Holbrook, Director of Revenue, said they have seen more businesses register because they have a remote worker in Lexington but it a trend can't be determined at this time. L. Brown said top priorities for folks who are relocating are a higher quality of life and lower cost of living, which he believes Lexington has an advantage in.

Because multiple companies are providing these programs, Moloney said the city will have to do an RFP for this project. He compared this to the successful small business program with Commerce Lexington and Tyrone Tyra to help businesses in Lexington during the pandemic and questioned if the impact of the requested funds would be greater if placed with them. His priorities align with doubling the size of small businesses and taking care of people at home first. He doesn't think Lexington has a problem with people wanting to work here. Raney doesn't see these as competing programs; Kentucky Remote will benefit small businesses by bringing talent to the city. L. Brown emphasized the return on investment is estimated at 19 to one for the city and state combined, which he said is hard to beat.

Lamb talked about the Economic Development Investment Board and the overall request of \$2M for 200 people plus \$1.4 for a local company. She would like to hear what the EDIB has to say about what partnerships or opportunities can come through that. She talked about the responsibility of LFUCG when

ideas and programs move forward. Kloiber commended the presenters who are thinking about these kinds of opportunities, particularly ones that are data-driven. No action was taken on this item.

#### **IV. Use of Additional FY21 Economic Development Funding (\$300,000)**

##### **a. Talent Development Project**

Kevin Atkins, Chief Development Officer, explained how the additional economic development funds budgeted in FY2021 are proposed for two projects. The talent pipeline project is proposed for \$250,000 and the regional collaboration effort for \$50,000. Betsy Dexter, Executive Director of the Business Education Network for Commerce Lexington, said the *Accelerate Lexington* program is an initiative to increase the talent pipeline for high-demand careers in industries that are drivers in our region. The program will focus on one sector at a time, starting with healthcare. By starting conversations with local partners in the healthcare industry, they determined to focus on certified nursing assistants (CNA). She outlined the course description and how the certification program would work. The project is made possible through shared investment. The Bluegrass Community & Technical College will own the training component of the project with the support of a state grant. Healthcare providers will interview and select the participants, cover the cost of their training, pay participants \$14/hour during the training, and give them a full-time job. Commerce Lexington will create a talent recruitment campaign and remove other financial barriers. Dexter emphasized there is a lot to learn and the importance of collecting data to create a framework in Phase 1 so that it can be plugged into other sectors in Phase 2.

##### **b. Regional Economic Competitiveness Plan**

Bob Quick, President of Commerce Lexington, talked about regional competitiveness and how the opportunity to improve regional alignment is critical to our future. He said everything they do has a focus on minority, women, and veteran businesses, which was proven with the recent small business grant program they administered. Quick spoke about Ted Abernathy, Economic Leadership, LLC, who was hired to guide this project. They have convened a steering committee of 40 individuals from a nine-county region to develop the action plan, which should be done by early 2022. The goal is to identify areas to improve regional collaboration to make the region more economically competitive for jobs and talent. *Opportunity Austin* is a model for this effort. Lexington's investment will help encourage other counties' investment; they also have investment from the private sector already committed.

Lamb talked about employment issues in healthcare. Dexter said another position they considered was a certified medical assistant, which is a six-month certification program. Reynolds asked about the holistic approach to tackling workforce shortages across the board. Dexter said we are going to do this test; the question becomes how to strategically target and find people and emphasized the need to understand where the problems are. Bledsoe pointed out the amount of private sector investment in the program.

Moloney spoke about nurses and their work. He said the city is considering hero pay for LFUCG employees and said [nurses] are heroes too and eligible for ARPA funds. He thinks this [*Accelerate Lexington* program] is the way to get more nurses. Kay talked about the work of Bluegrass Tomorrow that has gone on for decades, in particular, he mentioned a project that explored regional development with the six contiguous counties. He spoke about regional development is more powerful than individual counties and that collaboration is not easy to do.

Plomin said Bluegrass Tomorrow has a 50-member committee that talks about all kinds of regional issues but economic development has not been as robust. She can help get their information to



Commerce Lexington. Bledsoe said these funds will be used as match money with other counties and the PSAs for both programs will be processed as new business items. No action was taken on this item.

## **V. Use of MAP Funds for Salaries**

Elizabeth McGee, Budget Officer, Sr., first explained the Municipal Aid Fund (1136), which are funds that are governed by KRS and primarily used for street construction, paving, and road improvements in the urban area. Funds can be used for other related costs that are associated with construction and paving. In the early 2000s, LFUCG began using these funds for salaries and currently uses them to pay for salaries in the Divisions of Streets and Roads and Engineer, plus some debt service. The Law Department issued an opinion in 2017 stating personnel was an allowable expense. McGee outlined the MAP revenue for FY2015-FY2022. The expense of MAP funds was shared for the same time frame, broken down by debt service, personnel, and projects. It is their priority to use at least 50 percent of the funds for projects.

This committee item was referred from a council budget link committee during the FY2020 budget process. Ellinger said that despite being an allowable use, the intent of MAP funds is not for salaries. He said the city has become more dependent on these funds and would have to come up with the funds for salaries elsewhere. Moloney believes these funds are meant for black-topping. He has heard different legal opinions about the use of funds and believes staff should be paid for with general funds. He believes the MAP fund will get smaller, while salaries will increase over time.

Plomin and McGee clarified that there are two similar but separate road funds, MAP funds, and County Road funds, both of which are supported by the gas tax. Kay said the bottom line is how much money do we want to spend on MAP-related projects and where do we want to get the money currently used for salaries from. He described this as bookkeeping and said this could be discussed more during budget time.

F. Brown said we should be using that MAP money for streets and roads and paving. David Barberie, Managing Attorney, said the question posed in 2017 was can you use these funds for salaries, which they can. F. Brown talked about eliminating the use of MAP funds for the Division of Engineering's salaries in FY2023 (\$775,000). Bledsoe said this conversation (rather than a motion or resolution) may be what the administration needs to consider when building next year's budget. Erin Hensley, Commissioner of Finance, said they can consider options to do that. F. Brown would like to keep this in committee. Moloney suggested these options be shared with the link that reviews this portion of the budget. No action was taken on this item.

## **VI. Budgeting Models and LFUCG Budgeting**

### **a. Budget Amendments**

Bledsoe reminded the committee this is to follow up on the discussions from the last meeting to outline what a revised budget amendment process for grants would look like. To provide an example, Hensley highlighted two budget amendments outlined for Work Session that same day that with this ordinance change would not require council approval to process them. The council would continue to approve grants that establish the budget, increase or decrease revenue, change the scope of the project, and closeouts that have a revenue change. Bledsoe said the draft ordinance in the packet would revise an

ordinance from 1979 to allow for this process to happen. She suggested they could revisit this in six months to see how it's working.

Kay said it seems like this will take off a lot of routine items that don't need to be on the docket. Lamb talked about reviewing six to eight meetings to get a full picture of what this change would accomplish because sometimes it doesn't change as much as predicted. Hensley said they can look at that. Barberie explained how the working group from 2019 also considered items like donations and NDF budget amendments but they would need a different process. Both are fairly common but are also not typically a lot of money. Plomin mentioned the work done to change orders to modify what level of change requires council approval and it has not had a very big impact.

Motion by J. Brown to support the draft ordinance [pertaining to the modification of what budget amendments require council approval]; seconded by Kay. The motion passed with an 8 – 1 vote (Lamb voted no).

Motion by Plomin to report this action out t Work Session today, September 28, 2021; seconded by Kay. The motion passed with an 8 – 1 vote (Lamb voted no).

The meeting adjourned at 2:49 p.m.

Materials for the meeting:

<https://lexington.legistar.com/MeetingDetail.aspx?ID=895755&GUID=D4B43171-BF07-4892-958C-845E2BA4EF1D&Options=info|&Search>

Video recording of the meeting: [http://lfucg.granicus.com/player/clip/5441?view\\_id=4&redirect=true](http://lfucg.granicus.com/player/clip/5441?view_id=4&redirect=true)

HBA 10/21/21



# Lexington-Fayette Urban County Government Master

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**File Number: 1086-21**

**File ID:** 1086-21

**Type:** Committee Item

**Status:** Agenda Ready

**Version:** 1

**Contract #:**

**In Control:** Budget and  
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Economic  
Development  
Committee

**File Created:** 10/21/2021

**File Name:** Quarterly Financial Update – Q1/September 2021

**Final Action:**

**Title:** Quarterly Financial Update - Q1/September 2021

**Notes:**

**Sponsors:**

**Enactment Date:**

**Attachments:** BF&E Q1 Fin Update - Committee Presentation

**Enactment Number:**

**Deed #:**

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## History of Legislative File

Ver- sion:	Acting Body:	Date:	Action:	Sent To:	Due Date:	Return Date:	Result:
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## Text of Legislative File 1086-21

Title

Quarterly Financial Update - Q1/September 2021

# **BUDGET, FINANCE & ECONOMIC DEVELOPMENT COMMITTEE**

1<sup>st</sup> Quarter Financial Update  
October 26, 2021



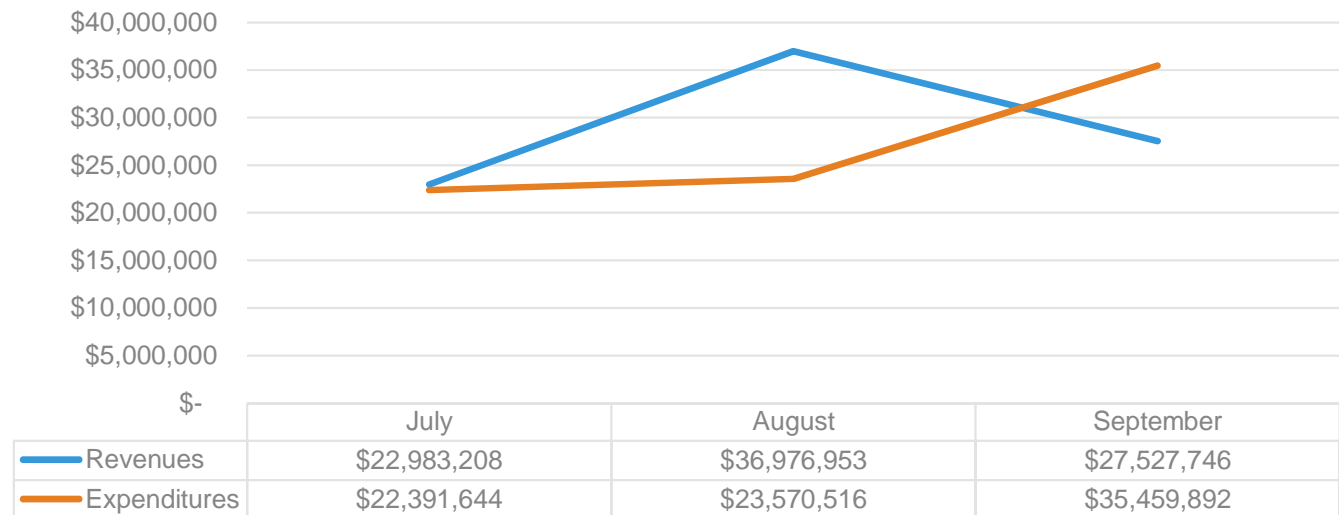
**LEXINGTON**



## 3 Month Performance Review (Actuals)

September FY22	
Revenues	87,487,907
Expenses	(81,422,052)
Transfers	( 6,425,724)
Surplus/(Deficit)	( 359,869)

FY22 Three Month Actual



### Factors to Consider

- Expenditure variances are result of hiring challenges
  - Personnel expenses running roughly 5% below budget
    - Significant savings in salary budget due to vacancies
    - Savings offset by additional overtime use and payouts
  - Operational savings in repairs and maintenance and fuel charges driven by personnel vacancies
- Debt service payments are on track, and account for 22% of total expenditures to date
- Revenue estimates will be updated after 2<sup>nd</sup> Quarter to reflect actual performance



## September 2021 YTD Actual Compared to Adopted Budget

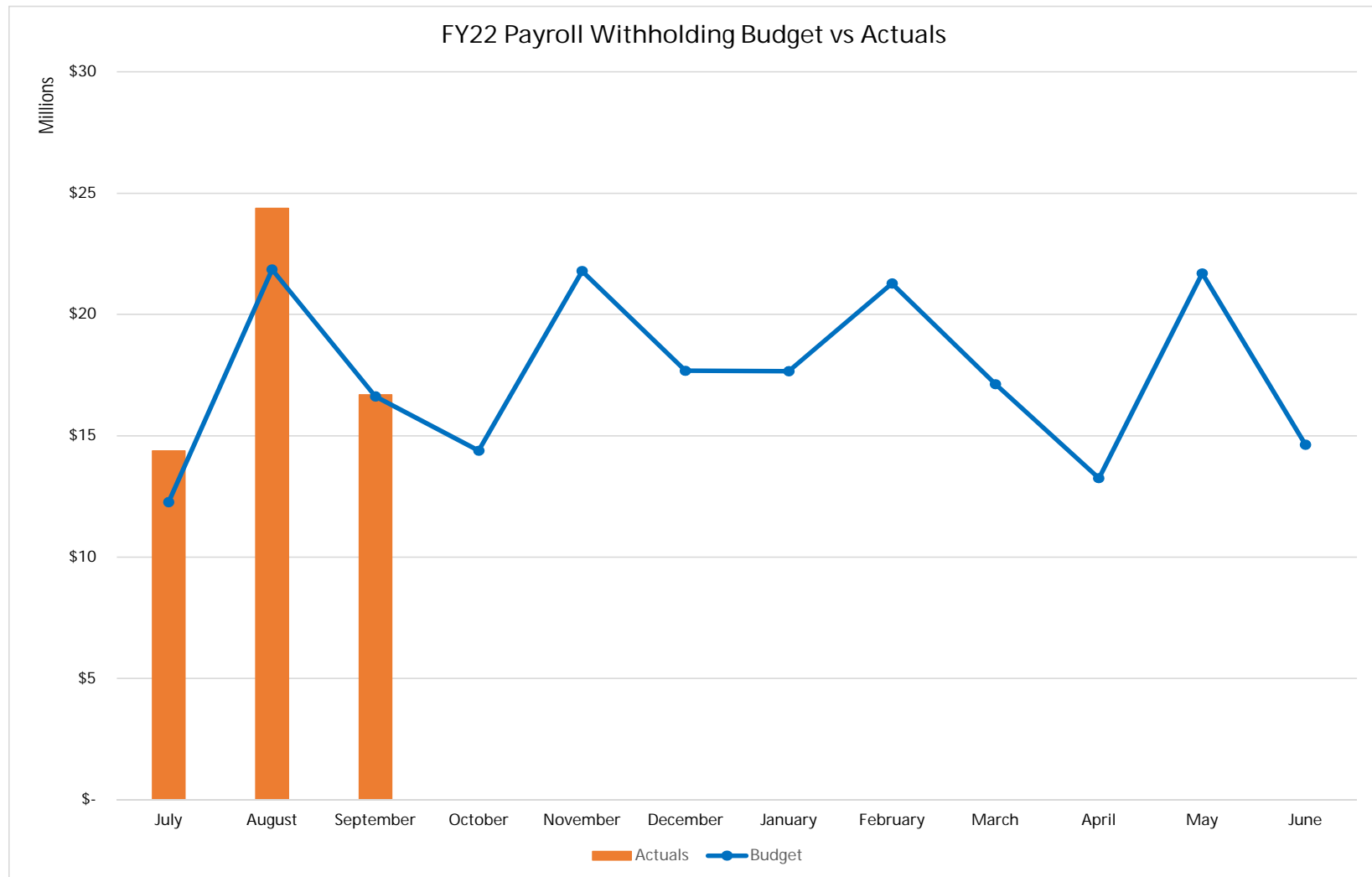
<u>Revenue Category</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>% Var</u>
OLT- Employee Withholding	55,425,155	50,740,000	4,685,155	9.2%
OLT - Net Profit	7,828,148	7,400,000	428,148	5.8%
Insurance	9,090,146	8,690,000	400,146	4.6%
Franchise Fees	6,183,566	6,200,000	(16,434)	-0.3%
<b>TOTALS</b>	<b>78,527,015</b>	<b>73,030,000</b>	<b>5,497,015</b>	<b>7.5%</b>



## September 2021 YTD/September 2020 YTD Current Year Compared to Prior Year

<u>Revenue Category</u>	<u>Sep-21</u>	<u>Sep-20</u>	<u>Variance</u>	<u>% Var</u>
OLT- Employee Withholding	55,425,155	49,096,237	6,328,918	12.9%
OLT - Net Profit	7,828,148	15,779,784	-7,951,636	-50.4%
Insurance	9,090,146	8,437,561	652,585	7.7%
Franchise Fees	6,183,566	6,135,550	48,016	0.8%
<b>TOTALS</b>	<b>78,527,015</b>	<b>79,449,132</b>	<b>-922,117</b>	<b>-1.2%</b>

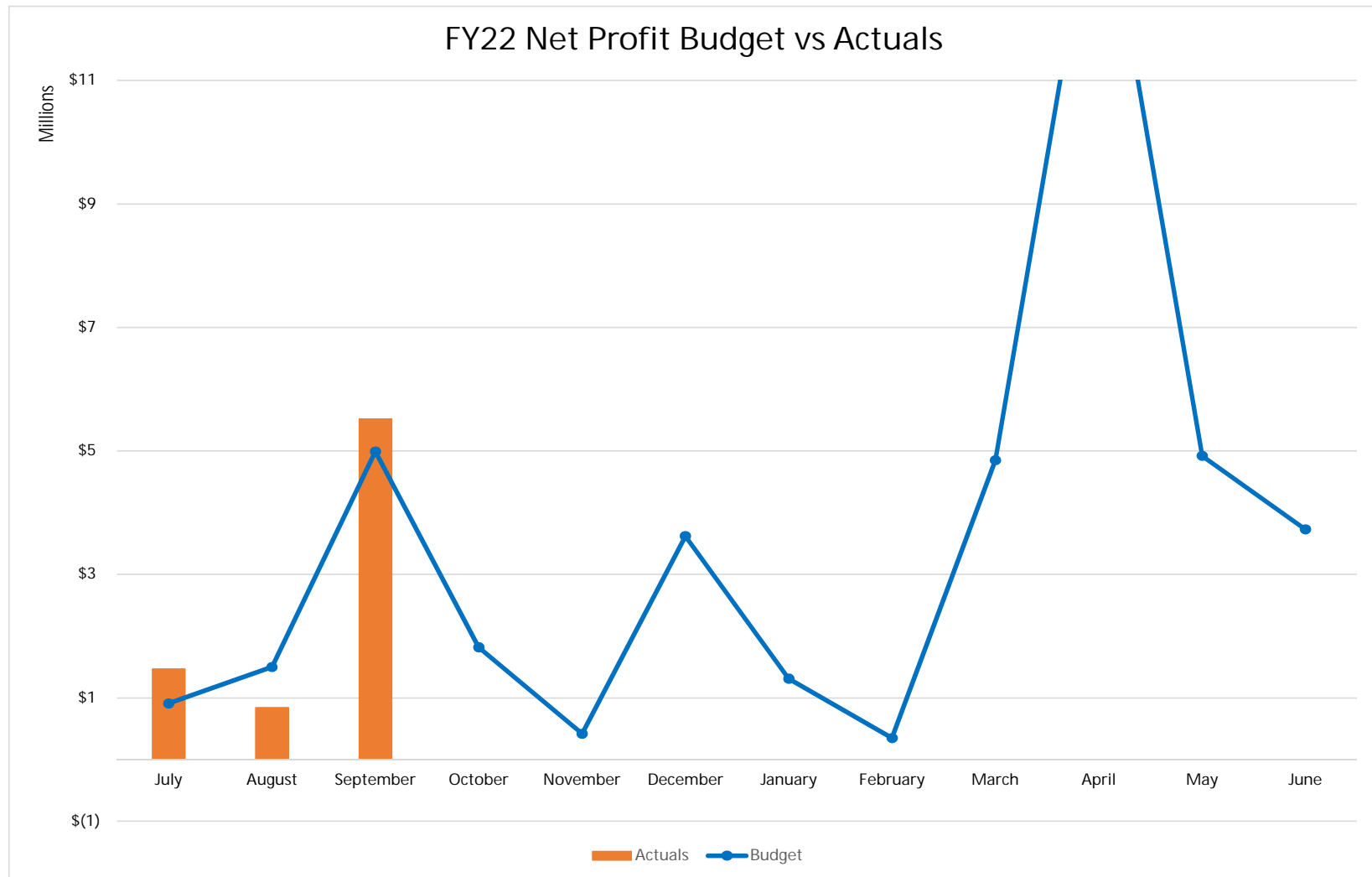
# FY22 Payroll WH Actuals vs. Budget







## FY22 Net Profit Actuals vs. Budget





## 2022 Fiscal year – Cash Flow Variance Revenue ( Actual to Budget)

<i>For the three months ended September 30, 2021</i>				
	Actuals	Budget	Variance	% Var
<b><u>Revenue</u></b>				
Payroll Withholding	55,425,155	50,740,000	4,685,155	9.2%
Net Profit	7,828,148	7,400,000	428,148	5.8%
Insurance	9,090,146	8,690,000	400,146	4.6%
Franchise Fees	6,183,566	6,200,000	(16,434)	-0.3%
Other Licenses & Permits	983,504	815,386	168,118	20.6%
Property Tax Accounts	479,106	653,447	(174,341)	-26.7%
Services	6,544,131	6,091,017	453,114	7.4%
Fines and Forfeitures	52,085	63,500	(11,415)	-18.0%
Intergovernmental Revenue	102,603	72,983	29,620	40.6%
Property Sales	67,013	25,000	42,013	168.1%
Investment Income	42,563	48,216	(5,653)	-11.7%
Other Financing Sources	40,000	40,000	0	-
Other Income	649,887	383,642	266,245	69.4%
<b>Total Revenues</b>	<b>\$87,487,907</b>	<b>\$81,223,191</b>	<b>\$6,264,716</b>	<b>7.7%</b>

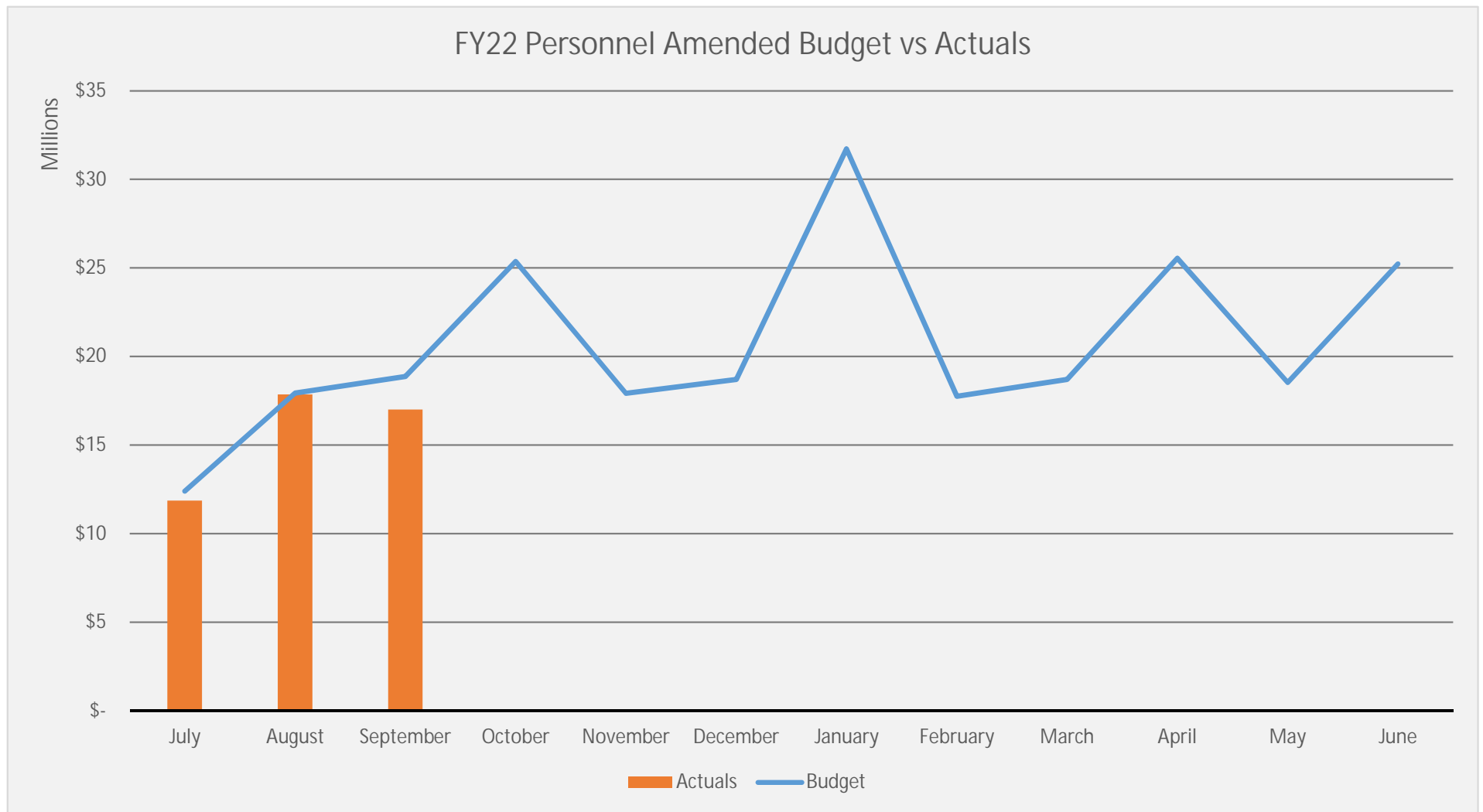


## 2022 Fiscal Year – Cash Flow Variance Expense (Actual to Budget)

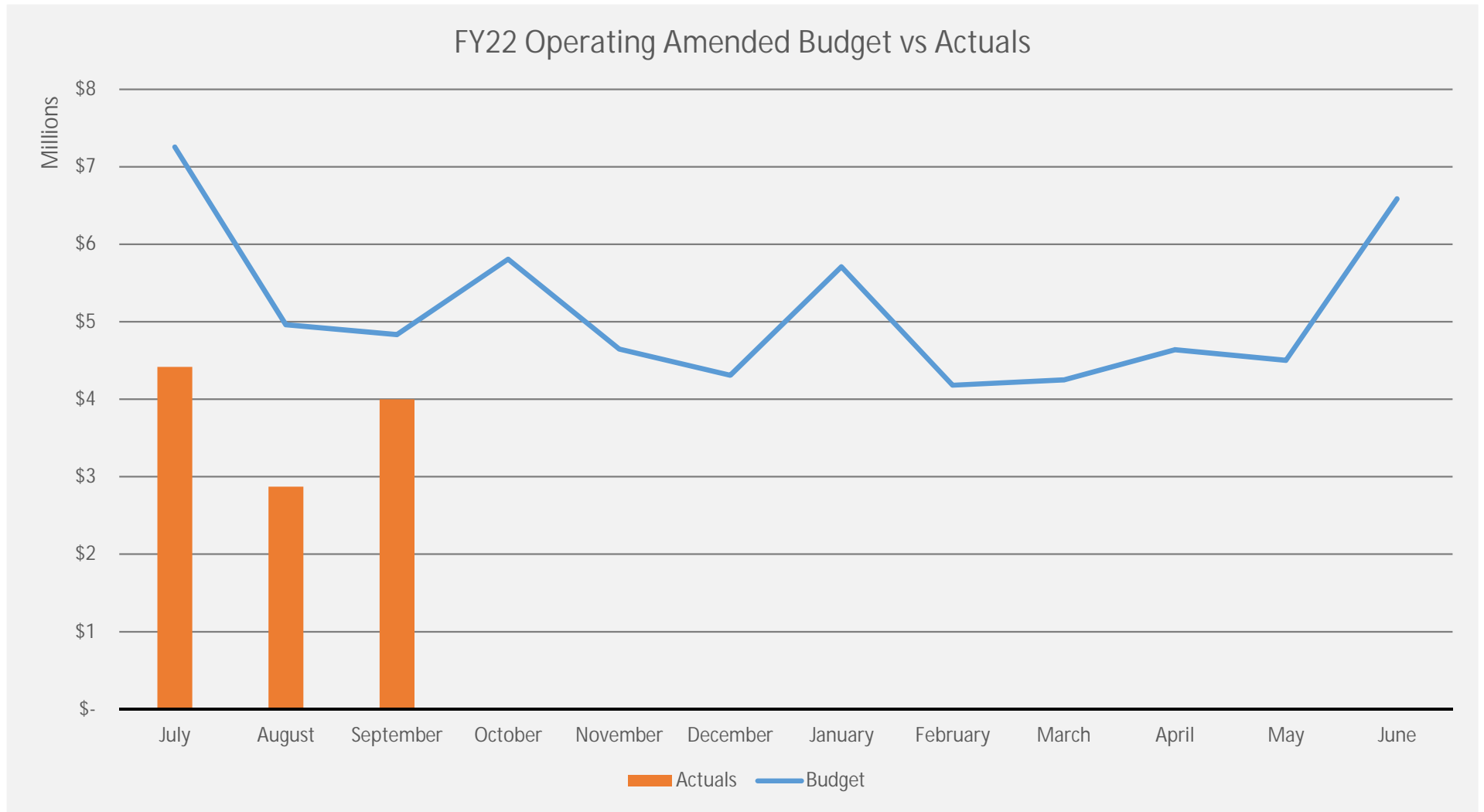
<i>For the three months ended September 30, 2021</i>				
	Actuals	Budget	Variance	% Var
<b><u>Expense</u></b>				
Personnel	46,732,595	49,203,918	2,471,323	5.0%
Operating	11,292,065	17,052,598	5,760,533	33.8%
Insurance Expense	1,264,962	1,236,848	(28,114)	-2.3%
Debt Service	17,771,572	17,771,572	0	-
Partner Agencies	4,302,844	5,678,295	1,375,451	24.2%
Capital	58,014	702,453	644,439	91.7%
<b>Total Expenses</b>	<b>\$81,422,052</b>	<b>\$91,645,684</b>	<b>\$10,223,632</b>	<b>11.2%</b>
 Transfers	 6,425,724	 6,302,726	 (122,998)	 -1.7%
<b>Change in Fund Balance</b>	<b>(\$359,869)</b>	<b>(\$16,725,219)</b>	<b>\$16,365,350</b>	



## FY22 Personnel Budget v. Actuals



# FY22 Operating Budget v. Actuals





## 2022 Fiscal Year - Cash Flow Variance Revenue (CY to PY)

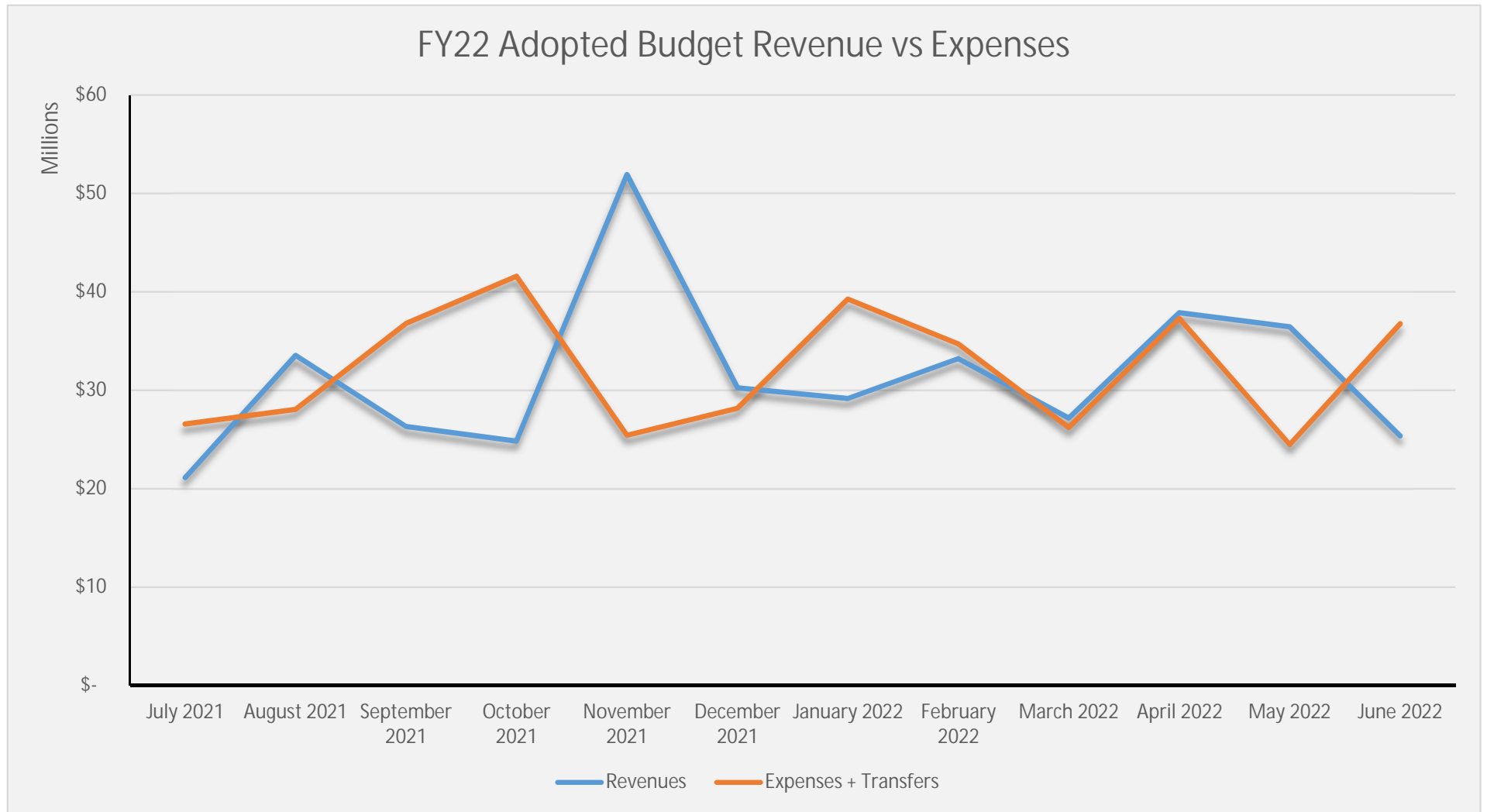
<i>For the three months ended September 30, 2021</i>				
	<b>FY 2022</b>	<b>FY 2021</b>	<b>Variance</b>	<b>% Var</b>
<b><u>Revenue</u></b>				
Payroll Withholding	55,425,155	49,096,237	6,328,918	12.9%
Net Profit	7,828,148	15,779,784	(7,951,636)	-50.4%
Insurance	9,090,146	8,437,561	652,585	7.7%
Franchise Fees	6,183,566	6,135,550	48,016	0.8%
Other Licenses & Permits	983,504	701,226	282,278	40.3%
Property Tax Accounts	479,106	449,498	29,608	6.6%
Services	6,544,131	4,926,413	1,617,718	32.8%
Fines and Forfeitures	52,085	38,765	13,320	34.4%
Intergovernmental Revenue	102,603	18,276	84,327	461.4%
Property Sales	67,013	15,403	51,610	335.1%
Investment Income	42,563	1,117	41,446	3,709.5%
Other Financing Sources	40,000	-	40,000	-
Other Income	649,887	458,610	191,277	41.7%
<b>Total Revenues</b>	<b>\$87,487,907</b>	<b>\$86,058,440</b>	<b>\$1,429,467</b>	<b>1.7%</b>



## 2022 Fiscal Year - Cash Flow Variance Expense (CY to PY)

<i>For the three months ended September 30, 2021</i>				
	FY 2022	FY 2021	Variance	% Var
<b><u>Expense</u></b>				
Personnel	46,732,595	42,070,576	(4,662,019)	-11.1%
Operating	11,292,065	10,915,676	(376,389)	-3.4%
Insurance Expense	1,264,962	994,241	(270,721)	-27.2%
Debt Service	17,771,572	21,206,934	3,435,362	16.2%
Partner Agencies	4,302,844	4,672,554	369,710	7.9%
Capital	58,014	102,009	43,995	43.1%
<b>Total Expenses</b>	<b>\$81,422,052</b>	<b>\$79,961,990</b>	<b>(\$1,460,062)</b>	<b>-1.8%</b>
 Transfers	 6,425,724	 1,361,975	 (5,063,749)	 -428.7%
<b>Change in Fund Balance</b>	<b>(\$359,869)</b>	<b>\$4,734,475</b>	<b>(\$5,094,344)</b>	

# FY22 Adopted Budgeted Revenues v. Expenses







## ARPA State and Local Fiscal Recovery Funds Revenue and Expense Report

**Total ARPA Received  
\$60.5 Million**

**Total ARPA Allocated  
\$23.0 Million**

Includes pending Council action

**Total ARPA Expected  
\$121.1 Million**

**Total ARPA Available  
\$98.1 Million**

*For the period through September 30, 2021*

	Actuals	Budget	Variance
<b>Revenue</b>			
LFUCG Allocation	\$ 60,589,029	\$ 121,178,058	\$ 60,589,029
<b>Total Revenues</b>	<b>\$ 60,589,029</b>	<b>\$ 121,178,058</b>	<b>\$ 60,589,029</b>
<b>Total Expenses</b>	<b>\$ 288,990</b>	<b>\$ 23,075,500</b>	<b>\$ (22,786,510)</b>
<b>TOTAL - ARPA SLFRF</b>	<b>\$ 60,300,039</b>	<b>\$ 98,102,558</b>	<b>\$ (37,802,519)</b>

\*"Budget" reflects pending Council action



# ARPA State and Local Fiscal Recovery Funds Revenue and Expense Report

For the period through September 30, 2021				Actuals	Budget	Variance
<b>Expense</b>						
<b>EC 1: Public Health</b>				\$ 25,450	\$ 395,000	\$ (369,550)
1.05	Personal Protective Equipment	Personal Protective Equipment for LFUCG		\$ 1,186	\$ 225,000	\$ (223,814)
1.10	Mental Health Services	NAMI - Mental Health Court Funding		\$ 24,264	\$ 170,000	\$ (145,736)
<b>EC 2: Negative Economic Impacts</b>				\$ 76,712	\$ 2,777,500	\$ (2,700,788)
2.02	Household Assistance: Rent, Mortgage,	Emergency Financial Assistance for Residents		\$ 17,612	\$ 200,000	\$ (182,388)
2.02	Household Assistance: Rent, Mortgage,	Recovery Supportive Living Assistance (RSLA)		\$ 59,100	\$ 200,000	\$ (140,900)
2.07	Job Training Assistance	Workforce Development Grants to Service Partners		\$ -	\$ 200,000	\$ (200,000)
2.10	Aid to Nonprofit Organizations	Explorium of Lexington - Children's Museum Assistance		\$ -	\$ 125,000	\$ (125,000)
2.10	Aid to Nonprofit Organizations	LexArts Nonprofit Services Contract		\$ -	\$ 325,000	\$ (325,000)
2.10	Aid to Nonprofit Organizations	Lyric Theater Assistance		\$ -	\$ 127,500	\$ (127,500)
2.11	Aid to Tourism, Travel, or Hospitality	Ecton Park Improvements - Concess/Rstrm Facilities for Local Users an		\$ -	\$ 300,000	\$ (300,000)
2.11	Aid to Tourism, Travel, or Hospitality	Lakeside Irrigation Replacement		\$ -	\$ 1,300,000	\$ (1,300,000)
<b>EC 3: Services to Disproportionately Impacted Communities</b>				\$ 37,456	\$ 2,833,000	\$ (2,795,544)
3.10	Housing Support: Affordable Housing	Shropshire Affordable Housing Project Site Improvements		\$ -	\$ 750,000	\$ (750,000)
3.11	Housing Support: Services for Unhouse	Homelessness Allocation		\$ 37,456	\$ 750,000	\$ (712,544)
3.12	Housing Support: Other Housing Assista	Code Enforcement Grants for Residents with Low Income		\$ -	\$ 200,000	\$ (200,000)
3.13	Social Determinants of Health: Other	Access to Quality Green Space for Disadvantaged Pop - ADA Imprvmnts		\$ -	\$ 125,000	\$ (125,000)
3.13	Social Determinants of Health: Other	Access to Quality Green Space in QCT - Douglas Park - Pool Imprvmnts		\$ -	\$ 175,000	\$ (175,000)
3.13	Social Determinants of Health: Other	Access to Quality Green Space in QCT - Mary Todd Park - Basketball C		\$ -	\$ 118,000	\$ (118,000)
3.13	Social Determinants of Health: Other	Access to Quality Green Space in QCT - Northeastern Park - Playground		\$ -	\$ 250,000	\$ (250,000)
3.13	Social Determinants of Health: Other	Access to Quality Green Space in QCT - Phoenix Park - Inclusive Use an		\$ -	\$ 150,000	\$ (150,000)
3.13	Social Determinants of Health: Other	Access to Quality Green Space in QCT - Pine Meadows Park - Playgrou		\$ -	\$ 150,000	\$ (150,000)
3.13	Social Determinants of Health: Other	Access to Quality Green Space in QCT - River Hill Park - Sports Courts		\$ -	\$ 165,000	\$ (165,000)
<b>EC 4: Premium Pay</b>				\$ -	\$ 15,000,000	\$ (15,000,000)
4.01	Premium Pay	Premium Pay for High Exposure LFUCG Staff		\$ -	\$ 15,000,000	\$ (15,000,000)
<b>EC 5: Infrastructure</b>				\$ -	\$ -	\$ -



# ARPA State and Local Fiscal Recovery Funds Revenue and Expense Report

*For the period through September 30, 2021*

			Actuals	Budget	Variance
<b>Expense (Continued)</b>					
<b>EC 6: Revenue Replacement/Government Services</b>			<b>\$ 149,372</b>	<b>\$ 2,070,000</b>	<b>\$ (1,920,628)</b>
6.01	Provision of Government Services	Economic Development Grants to Service Partners	\$ 149,372	\$ 300,000	\$ (150,628)
6.01	Provision of Government Services	Nbhood Rec Imprvmnts - Berry Hill Park - Basketball Court	\$ -	\$ 175,000	\$ (175,000)
6.01	Provision of Government Services	Nbhood Rec Imprvmnts - Buckhorn Park - Phase II Improvements	\$ -	\$ 45,000	\$ (45,000)
6.01	Provision of Government Services	Nbhood Rec Imprvmnts - Dogwood Park - Basketball Court	\$ -	\$ 95,000	\$ (95,000)
6.01	Provision of Government Services	Nbhood Rec Imprvmnts - Gardenside Park - Playground	\$ -	\$ 150,000	\$ (150,000)
6.01	Provision of Government Services	Nbhood Rec Imprvmnts - Masterson Station Park - Playground	\$ -	\$ 150,000	\$ (150,000)
6.01	Provision of Government Services	Nbhood Rec Imprvmnts - Meadowthorpe Park - Roof Repair	\$ -	\$ 80,000	\$ (80,000)
6.01	Provision of Government Services	Nbhood Rec Imprvmnts - Raven Run Park - Prather House Roof Repair	\$ -	\$ 50,000	\$ (50,000)
6.01	Provision of Government Services	Nbhood Rec Imprvmnts - Shiloto Park - Access Imprvmnt Parking Lot Co	\$ -	\$ 400,000	\$ (400,000)
6.01	Provision of Government Services	Nbhood Rec Imprvmnts - Southland Park - Access Imprvmnt Parking Re	\$ -	\$ 100,000	\$ (100,000)
6.01	Provision of Government Services	Nbhood Rec Imprvmnts - Woodland Park - Restroom Facilities	\$ -	\$ 525,000	\$ (525,000)
<b>EC 7: Administrative</b>			<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Total Expenses</b>			<b>\$ 288,990</b>	<b>\$ 23,075,500</b>	<b>\$ (22,786,510)</b>

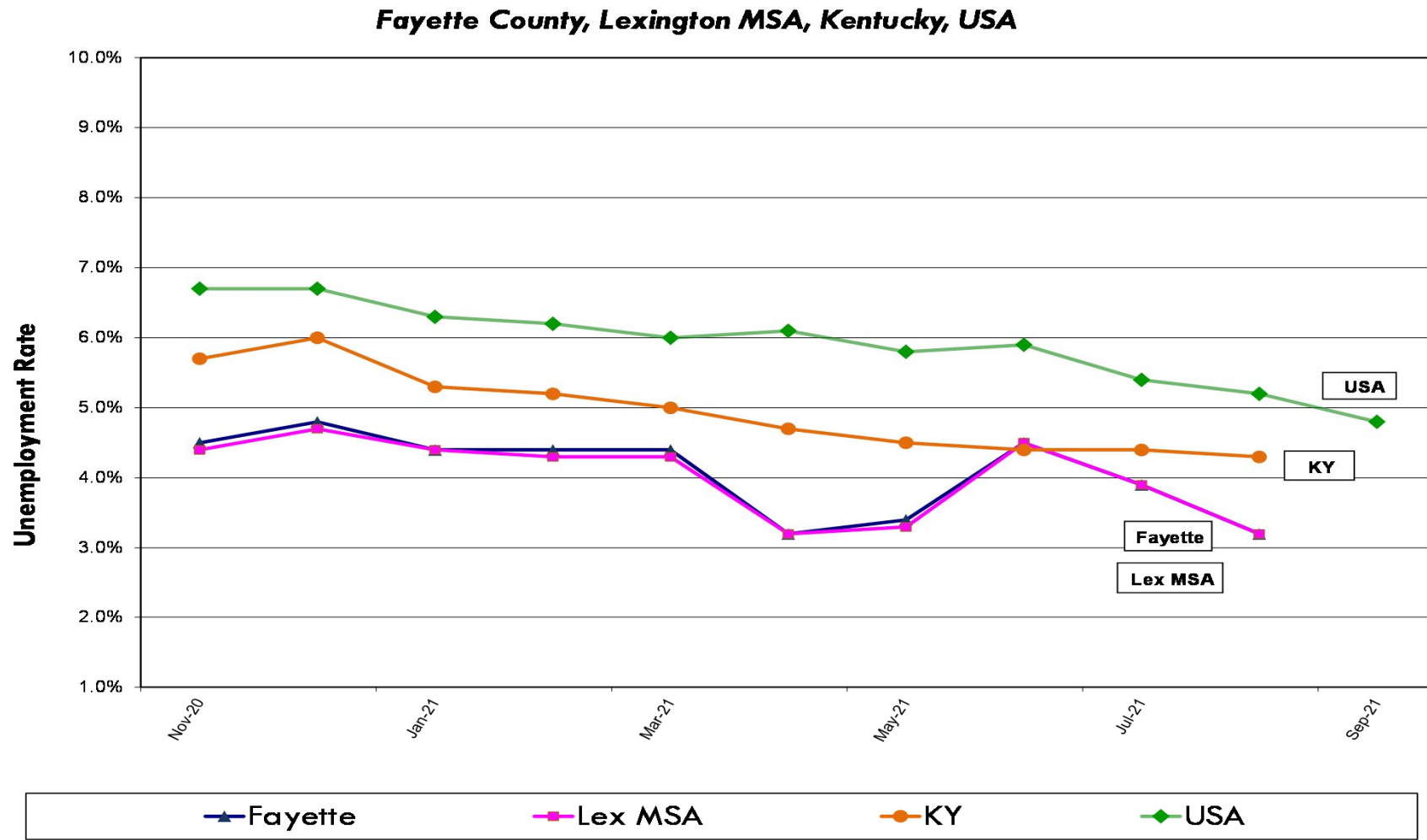
# Questions?



**LEXINGTON**

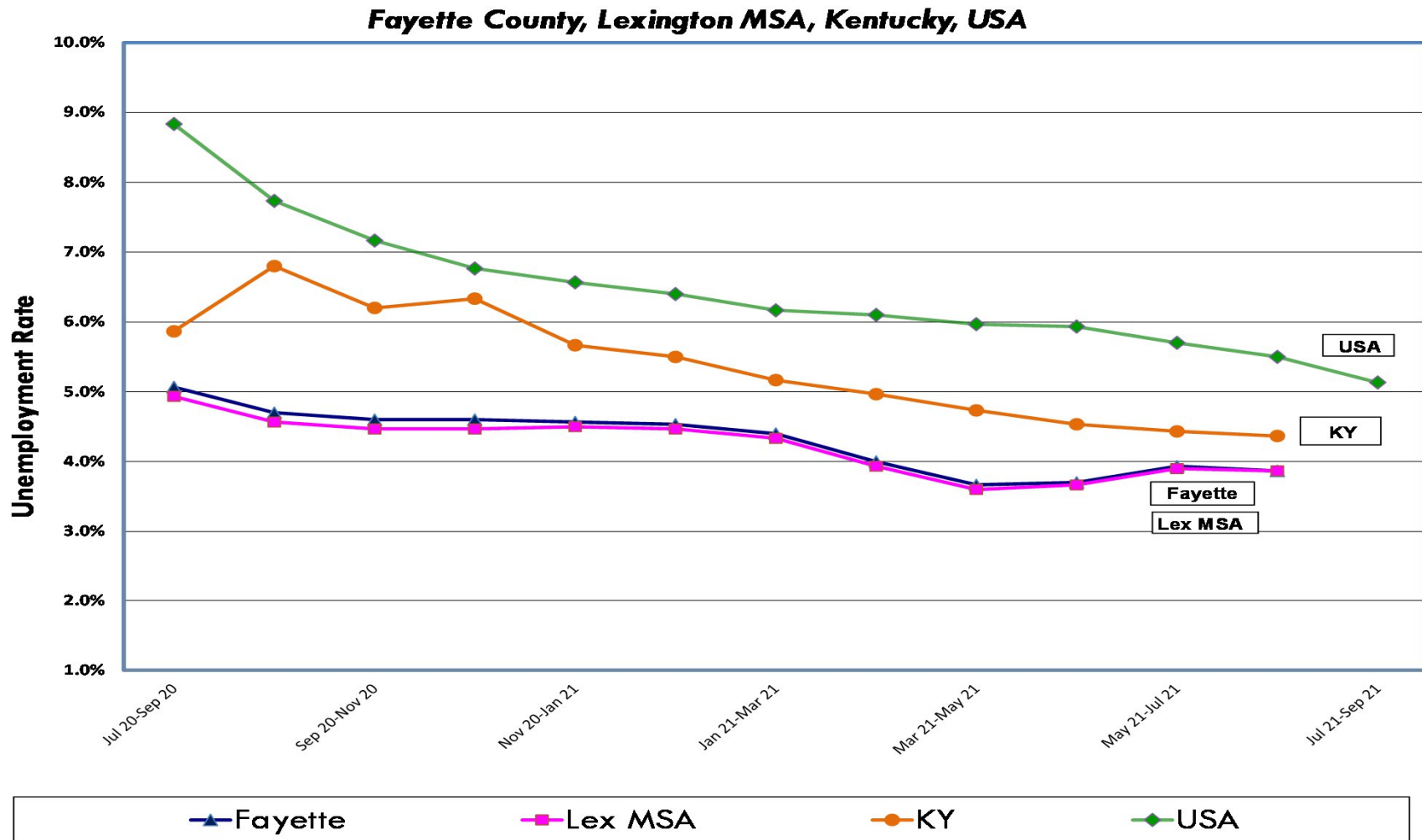


## Comparative Unemployment Rates





## Comparative Unemployment Rates Three Month Moving Average





## Comparison of Economic Indicators 2020 / 2021

Economic Indicators		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Fayette County Unemployment Rate	2019	3.3%	3.3%	3.5%	3.0%	3.2%	3.9%	4.0%	3.4%	2.9%	2.8%	2.9%	2.9%
	2020	3.5%	3.1%	4.1%	14.1%	9.0%	4.5%	4.6%	6.7%	4.8%	6.2%	4.5%	4.8%
	2021	4.4%	4.4%	4.4%	3.2%	3.4%	4.5%	3.9%	3.2%	N/A			
Quarterly Fayette County Employment	2019	-	-	191,180	-	-	195,871	-	-	196,858	-	-	199,993
	2020	-	-	192,964	-	-	179,369	-	-	182,669	-	-	N/A
	2021	-	-	N/A	-	-	N/A	-	-	N/A	-	-	N/A
Fayette County Permits Issued	2019	1,017	846	986	1,316	1,528	1,350	1,379	1,231	1,018	1,163	1,232	765
	2020	954	828	877	786	942	1,174	1,188	1,121	961	1,302	873	841
	2021	807	813	1,058	1,170	1,139	1,276	1,111	1,111	926			
Fayette County New Business Business Licenses	2019	216	259	446	736	557	297	267	264	244	277	221	171
	2020	211	339	330	299	258	331	549	223	245	249	175	190
	2021	218	211	412	586	474	399	255	238	267			
Home Sales (MSA)	2019	619	805	1,088	1,180	1,412	1,322	1,405	1,389	1,180	1,169	1,002	1,054
	2020	828	881	1,133	968	1,188	1,408	1,583	1,460	1,384	1,375	1,195	1,284
	2021	939	901	1,161	1,216	1,300	1,504	1,459	1,535	N/A			
Fayette County Foreclosures	2019	11	16	14	18	13	18	11	12	10	16	11	11
	2020	20	5	21	-	-	-	6	10	4	-	-	5
	2021	-	6	8	6	8	3	-	2	2			

N/A indicates information not available.

BLS Release Dates for Fayette Co. Quarterly Employment - 6 months after quarter end



# Lexington-Fayette Urban County Government Master

200 E. Main St  
Lexington, KY 40507

**File Number: 1087-21**

**File ID:** 1087-21

**Type:** Committee Item

**Status:** Agenda Ready

**Version:** 1

**Contract #:**

**In Control:** Budget and  
Finance and  
Economic  
Development  
Committee

**File Created:** 10/21/2021

**File Name:** FY2021 Fund Balance

**Final Action:**

**Title:** FY2021 Fund Balance

**Notes:**

**Sponsors:**

**Enactment Date:**

**Attachments:** FY2021 Fund Balance Presentation - BF&E 2

**Enactment Number:**

**Deed #:**

**Hearing Date:**

**Drafter:**

**Effective Date:**

## History of Legislative File

Ver- sion:	Acting Body:	Date:	Action:	Sent To:	Due Date:	Return Date:	Result:
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## Text of Legislative File 1087-21

Title

**FY2021 Fund Balance**



# FUND BALANCE DISCUSSION FY2021

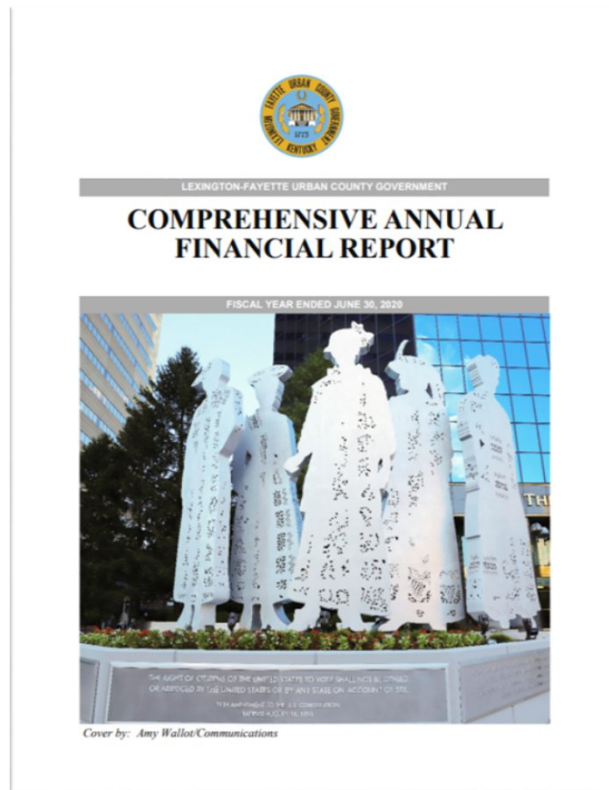
Budget, Finance, and Economic Development Committee  
October 26, 2021

Department of Finance



**LEXINGTON**

# FY21 Fund Balance



[Total Fund Balance](#)

[Non spendable](#)

EIF

Qualified Energy Bond Reserve

[Committed](#)

Economic Contingency

Economic Contingency Deposit (CARES)

Balance Non 1101 Funds

[Historical Assignment and Obligations](#)

[Assigned \(Pre-Committed\)](#)

Health Insurance Reserve

Fund Balance Capital Projects

Use of Budget Stabilization Committed for FY 21

Non 1101 Funds Committed for FY 21

[Unassigned Fund Balance](#)

FY20 Fund Balance (Restated)	83,732,957
FY21 Net Change	21,753,975
Total FY21 Fund Balance	105,486,932



## Non-Spendable Fund Balance

	<u>2021</u>
6/30/2021 Total Fund Balance	105,486,932
<u>Non spendable – Prepaids and Inventory</u>	2,182,047
Energy Improvement Fund	221,462
Qualified Energy Bond Reserve	1,419,095
6/30/2021 Fund Balance after Non-spendable	101,664,328



## Fund Balance Commitments

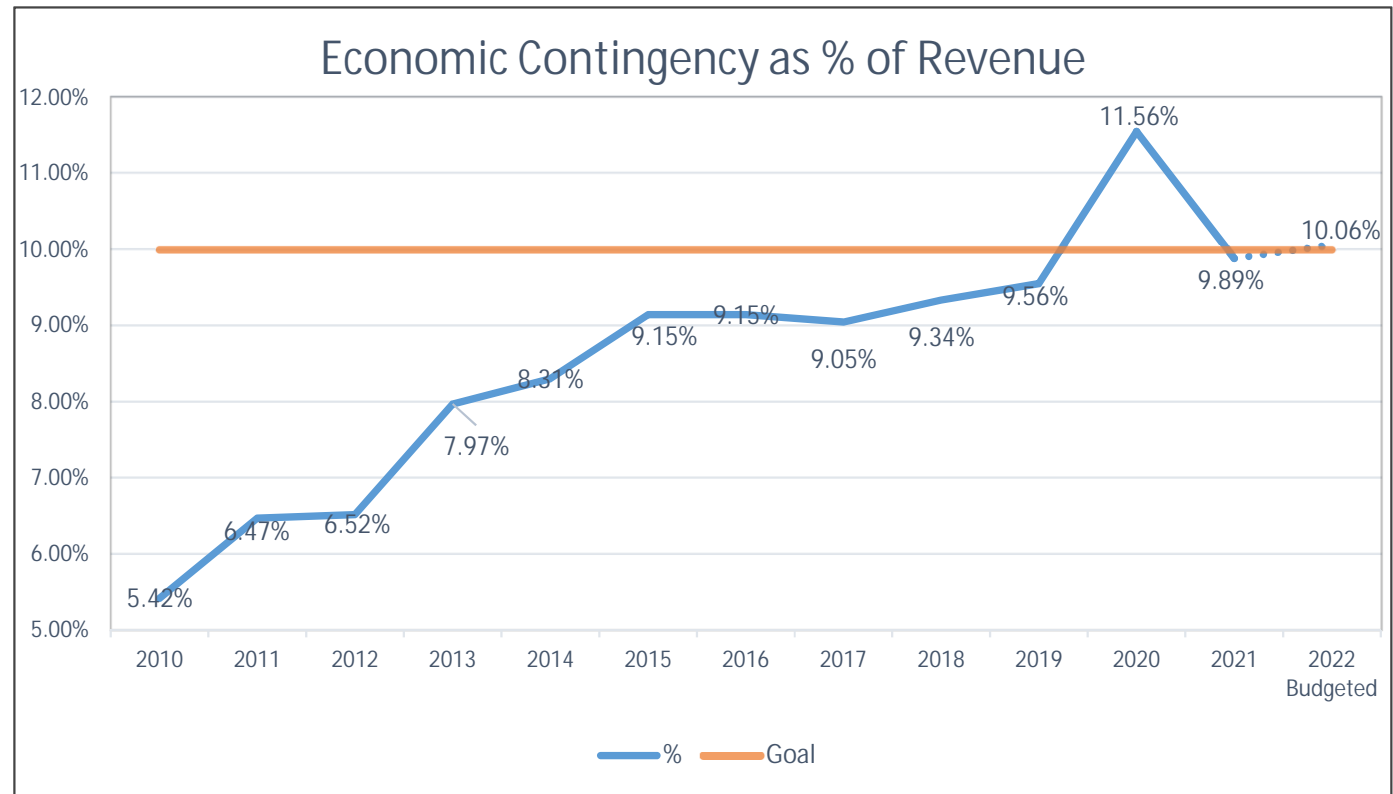
6/30/2021 Fund Balance after Non-spendable	101,664,328
<u>Committed</u>	
Economic Contingency – Balance on 6/30/2021	37,964,969
Non 1101 Fund Balances	
1102 Family Care Center	201
1103 Donation	764,729
1104 Tenant Relocation	189,771
1141 Misc SR	374,690
1144 Economic Development Fund	2,134,456
1145 Affordable Housing and Homeless Intervention	2,986,870
2521 Pension Bond	<u>4,943</u>
	6,455,660
6/30/2021 Fund Balance After Committed	57,243,699



# Economic Contingency Commitment

## Economic Contingency 5-Year History and FY22 Budgeted

2017	\$31,408,506
2018	\$34,015,454
2019	\$35,345,181
2020	\$42,476,494
2021	\$37,964,969
2022 Budgeted	\$37,964,969





# Historical Assignments and Obligations

6/30/2021 Fund Balance After Committed	57,243,699
Health Insurance Reserve	4,250,000
Fund Balance Capital Projects	999,854
<u>Obligated Fund Balance Uses</u>	12,348,918
<u>6/30/2021 Fund Balance After Historical Assignments</u>	39,644,927

Obligated Fund Balance Uses	
PO Roll to FY 22	\$ 10,196,000
Grant Match Roll to FY 22	\$ 2,002,918
FY 2021 Budgeted Beginning Fund Balance	\$ 150,000
Obligated Uses of Unassigned	\$ 12,348,918



## Pre-Commitments and Assignments

6/30/2021 Fund Balance After Historical Assignments	39,644,927
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### Pre-Commitments

Budget Stabilization Committed for FY 22 (FY22 Adopted Budget)	8,110,870
Budget Stabilization – FY22 – Small Business Loans	2,500,000
Budget Stabilization – FY22 – COVID Winter Warming Temporary Shelter	1,400,000
Budget Stabilization – FY22 – Human Rights Commission to GF	205,730
Tenant Relocation Committed for FY22 (FY22 Adopted Budget)	40,000

Fund Balance as of 06/30/2021	27,388,327
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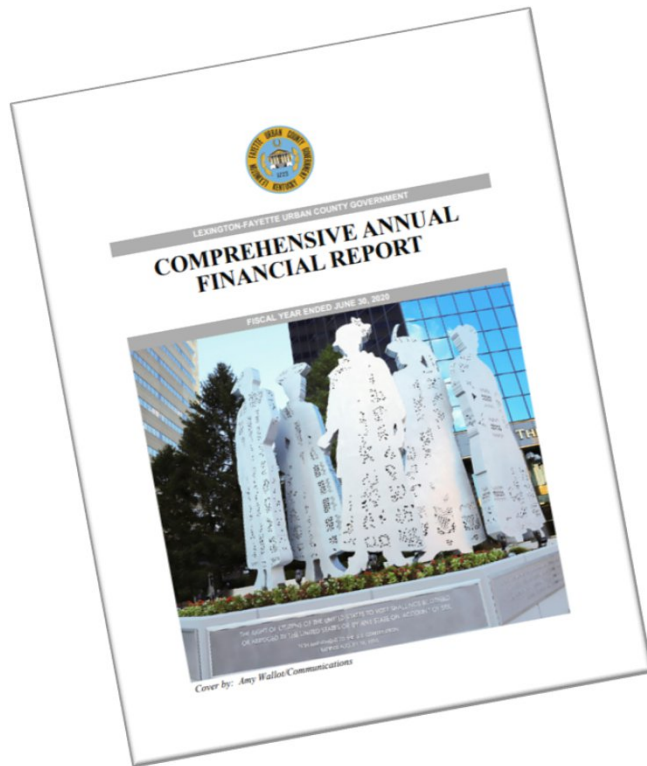


## Mayor's Recommendation

Fund Balance - Unassigned	27,388,327
FY21 Budget Stabilization Reserve Carryforward	\$15,535,495
<u>Mayor's Priorities for Remaining Unallocated Fund Balance</u>	
Parking Repairs	403,500
Compensation Consultant	125,000
IT Infrastructure at Corrections	150,000
Remaining Unassigned	11,174,332



# What will the Annual Financial Report show?



	<u>2021</u>	<u>2020</u>
Total Fund Balance	105,486,932	83,914,089
<u>Non spendable</u>	2,182,047	2,374,571
EIF	221,462	261,950
Qualified Energy Bond Reserve	1,419,095	1,222,654
Subtotal after Non spendable	101,664,328	80,054,914
<u>Committed</u>		
Economic Contingency	37,964,969	42,476,494
Balance Non 1101 Funds	6,455,660	5,312,381
Subtotal After Committed	57,243,699	32,266,039
<u>Assigned</u>		
Health Insurance Reserve	4,250,000	4,000,000
Fund Balance Capital Projects	999,854	995,991
Use of Budget Stabilization Committed	12,216,600	9,400,000
Non 1101 Funds Committed	40,000	200,000
Council Assignments	678,500	3,166,016
Budget Stabilization Reserve	15,535,495	10,435,013
Other Council Assignments (TBD)	11,174,332	
Unassigned Fund Balance	12,348,918	4,069,019
<u>Unassigned Fund Balance Uses</u>		
<u>(Obligated)</u>	12,348,918	4,069,019

# Questions?



**LEXINGTON**



# Lexington-Fayette Urban County Government Master

200 E. Main St  
Lexington, KY 40507

**File Number: 1088-21**

**File ID:** 1088-21

**Type:** Committee Item

**Status:** Agenda Ready

**Version:** 1

**Contract #:**

**In Control:** Budget and  
Finance and  
Economic  
Development  
Committee

**File Created:** 10/21/2021

**File Name:** Bluegrass Farm To Table Update

**Final Action:**

**Title:** Bluegrass Farm To Table Update

**Notes:**

**Sponsors:**

**Enactment Date:**

**Attachments:** BGFT Update for BFED Committee\_102621

**Enactment Number:**

**Deed #:**

**Hearing Date:**

**Drafter:**

**Effective Date:**

## History of Legislative File

Ver- sion:	Acting Body:	Date:	Action:	Sent To:	Due Date:	Return Date:	Result:
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## Text of Legislative File 1088-21

Title

**Bluegrass Farm To Table Update**

# BLUEGRASS FARM TO TABLE UPDATE

Budget, Finance, & Economic Development Committee  
October 26, 2021



**LEXINGTON**

## BACKGROUND

- Position established—June 2014
- Office of the Chief Development Officer
- Mission—promote the development of a more vibrant local food economy by supporting food-related agricultural development



**B L U E G R A S S**  
F A R M - T O - T A B L E  
*Growing Our Local Food Economy*

# LOCAL FOOD SYSTEMS STAKEHOLDERS



## KY LOCAL FOOD SYSTEMS SUMMIT

- Co-founded and co-hosted in partnership with UK Food Connection
- Other collaborators: Bluegrass Tomorrow, KY Proud, KCARD, KHC
- Day of workshops, networking, and conversation designed to bring together food systems professionals who work on the front lines of growing our local farm and food systems



2019

- 131 attendees
- 20 breakout sessions
- 36 speakers

2020

- 237 attendees
- 1 keynote + 30 breakout sessions
- 83 speakers

2021

- 263 attendees
- 1 keynote + 3 breakout sessions
- 10 speakers



## MARKET DEVELOPMENT + COORDINATION

Connecting farmers with:

- Distributors
- Processors
- Restaurants
- Retailers
- Schools
- Institutions



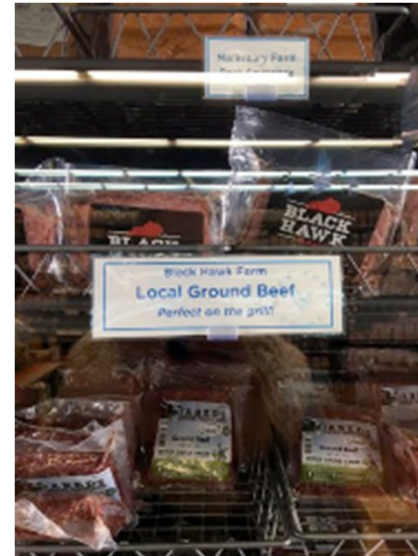
**What Chefs Want!®**





## IMPACT TO DATE

- 7+ years of work
- 90+ buyers
- Increased sales for 90+ farmers in 32+ counties
- Conservative estimate: \$9M+ economic impact for KY farmers since June 2014




## KENTUCKY DOUBLE DOLLARS

- Purpose: double federal nutrition assistance benefits to purchase KY grown farm products
- 2015 USDA Food Insecurity Nutrition Incentive (FINI) grant → **Bluegrass Double Dollars**
- 2016 Invited to testify before the House Agriculture Committees' Subcommittee on Nutrition in DC
- 2017 USDA FINI grant + KY Agricultural Development Board grant in partnership with Community Farm Alliance → **Kentucky Double Dollars**

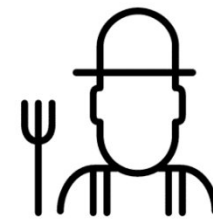


# KENTUCKY DOUBLE DOLLARS IMPACT




program	year	# sites	incentives redeemed	participants reached
BGDD pilot	2015-2016	5	\$47,000	
KDD	2017	41	\$72,000	9,500
KDD	2018	46	\$91,000	10,000
KDD	2019	52	\$115,000	12,000
KDD	2020	58	\$155,000	12,000+
<b>Total</b>			<b>\$480,000</b>	<b>31,500+</b>

## 2020 KENTUCKY DOUBLE DOLLARS



43 Farmers Markets



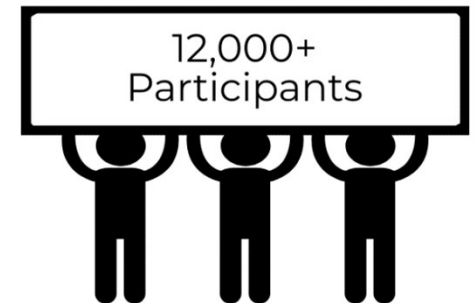
13 Fresh Stops



2 Retail Locations



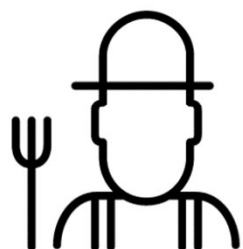
\$155,000+ redeemed



# KENTUCKY DOUBLE DOLLARS

2021

## KENTUCKY DOUBLE DOLLARS



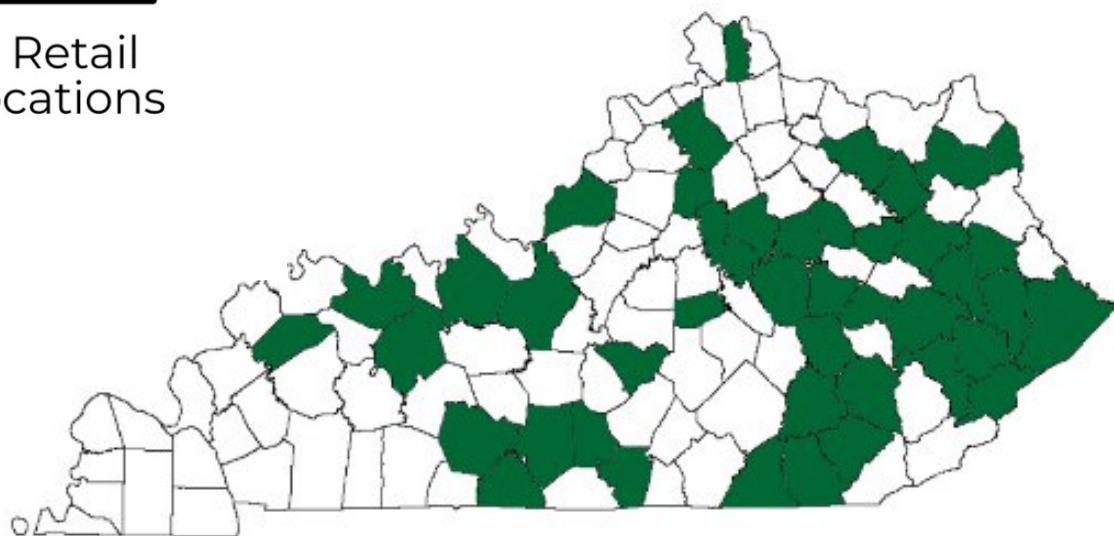
49 Farmers  
Markets



19 Fresh Stop  
& Community  
Markets



5 Retail  
Locations





## LFUCG CSA FARM SHARE PROGRAM

- CSA=Community Supported Agriculture
- Piloted in 2017 based on UK model + research in partnership with the Kentucky Farm Share Coalition
- Produce subscription—weekly delivery of fresh, local produce for ~20 weeks (May-October)
- Option to pick up at the Government Center



## FARM SHARE PARTICIPATION + IMPACT

year	# employees	LFUCG investment	KY farm impact
2017	101	\$20,200	\$50,000+
2018	152	\$30,400	\$76,000+
2019	148	\$29,600	\$74,000+
2020	133	\$26,600	\$67,000+
2021	138	\$27,600	\$74,000+
<b>total</b>		<b>\$134,400</b>	<b>\$341,000+</b>



## PROGRAM EXPANSION FOR 2022



## MAYOR'S AGTECH INITIATIVE

- **2019**
  - 2 Steering Committee Meetings (March, August)
  - Ag Innovation Summit (September)
  - Existing Businesses Roundtable (October)
- **2020**
  - Initiated strategic planning process with Shelman Group on in partnership with Dean Nancy Cox (College of Agriculture, Food, and Environment)
  - Mayor joined Governor's AgriTech Steering Committee
- **2021**
  - Exploring funding opportunities to implement recommendations from Shelman Group
  - Working with existing AgTech businesses to identify space for expansion + explore other business development opportunities





SAVE THE DATE

## COUNCIL AG DAY

JOIN US FOR A TOUR OF FAYETTE COUNTY  
FARMS AND AGRIBUSINESSES

**WEDNESDAY SEPTEMBER 29TH 8:30AM-3:30PM**

Tour will include: FoodChain, Coleman Crest Farm, Black Soil's  
Fulfillment Center & The Recipe @ Julietta Market, Blue Gate Farm, and  
Mill Ridge Farm

Agenda + Invitation to RSVP to come



## CONTACT INFORMATION

Ashton Potter Wright, DrPH  
Director, Local Food & Agricultural Development  
859-258-3131  
[awright@lexingtonky.gov](mailto:awright@lexingtonky.gov)  
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# Questions?





# Lexington-Fayette Urban County Government

## Master

200 E. Main St  
Lexington, KY 40507

**File Number: 1089-21**

**File ID:** 1089-21

**Type:** Committee Item

**Status:** Agenda Ready

**Version:** 1

**Contract #:**

**In Control:** Budget and  
Finance and  
Economic  
Development  
Committee

**File Created:** 10/21/2021

**File Name:** Economic Development Grant Update

**Final Action:**

**Title:** Economic Development Grant Update

**Notes:**

**Sponsors:**

**Enactment Date:**

**Attachments:** Economic Development Workforce Grant updates -  
October 26 2021

**Enactment Number:**

**Deed #:**

**Hearing Date:**

**Drafter:**

**Effective Date:**

### History of Legislative File

Ver- sion:	Acting Body:	Date:	Action:	Sent To:	Due Date:	Return Date:	Result:
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### Text of Legislative File 1089-21

Title

**Economic Development Grant Update**

# WORKFORCE DEVELOPMENT UPDATES

Budget, Finance & Economic Development Committee  
*October 26, 2021*



## **Economic Development Grant Background**

- ❑ \$200,000 was authorized in Fiscal Year 2020 & 2021 to support workforce development activities.
- ❑ \$200,000 was authorized for Fiscal Year 2022.

## 2020 Economic Development Grant

- ❑ Three (3) Workforce Partners followed the *Job Placement* tract:
  - Jubilee Jobs
  - Lexington Rescue Mission
  - Kentucky Refugee Ministries
  
- ❑ Two (2) Workforce Partners followed the *Certification / Licensure* tract:
  - Building Institute of Central Kentucky
  - Community Action Council

## 2020 Economic Development Grant Outcomes

### ❑ **Job Placement Outcomes:**

- 300 job placements
- Average wage - \$11.54
- Average hours – 38.4
- Top 3 Industry Sectors Represented=
  - ✓ 66% in **Manufacturing** (199 job placements)
  - ✓ 15% in **Hospitality** (44 job placements)
  - ✓ 10% in **Skilled Trades** (30 job placements)
  - ✓ Other Sectors Represented included: *Retail, Business & Professional, Healthcare & Transportation*

## 2020 Economic Development Grant Outcomes

### ❑ **Certification / Licensure Outcomes:**

- Two (2) HVAC Technicians
- One (1) Master Electrician
- One (1) Child Development Associate Certification
- Two (2) Commercial Driver's Licenses
- Seven (7) Commercial Driver Permits



## 2021 Grant Award Disbursements (Year 2)

- ❑ Two (2) of the five (5) agencies are providing licensing programming to program participants (CDL, CDA, HVAC, Plumbing, and Electric).
- ❑ Three (3) of the five (5) agencies are providing direct job placement for program participants.
- ❑ Grant Programming for 2021 Grant Cycle will end June 30, 2022.

## 2022 Economic Development Grant Timeline (*Draft*)



## WORK - Lexington (Pilot Project)

- ❑ Location is at Charles Young Center, 540 East 3<sup>rd</sup> St.
- ❑ Programming began July 12, 2021 at Charles Young Center.
- ❑ Workforce Programming is provided by nine (9) Workforce Providers in Lexington who have agreed to provide in-person job placement and job training opportunities to residents living in and around Charles Young Center.
- ❑ United Way of the Bluegrass is also a partner by providing a full-time person at Charles Young Center to provide social service referrals to those who come to the building for job placement opportunities.

## WORK- Lexington (Pilot Project) (continued)

### **Contact Information:**

- ☐ Website: : [www.lexingtonky.gov/lexwork](http://www.lexingtonky.gov/lexwork).
- ☐ Email: [work@lexingtonky.gov](mailto:work@lexingtonky.gov)
- ☐ Phone : (859) 258-WORK
- ☐ Residents can register for an appointment on the website or walk-in to Charles Young Center.
- ☐ General hours of operation are Monday - Thursday from 9 a.m. – 5 p.m. (consult on-line calendar for changes by month).

### **Next Steps:**

- ☐ Virtual appointments (if requested)
- ☐ Possible job fair
- ☐ Evaluation of Program

## WORK- Lexington (Pilot Project) (continued)

### ☐ Outreach Methods Include:

- Press release (media)
- Webinars (Homeless Prevention & Intervention, KSBC)
- Mailings to Neighborhoods around Charles Young Center (postcards)
- Meetings with Local School Staff (William Wells Brown Elementary)
- Meetings with Local Churches
- Councilmember Newsletter (CM James Brown)
- East End Neighborhood Association Meeting
- Outreach Assistance from Charles Young Advisory Board Members
- Radio (RadioLex)
- Video Project
- Social Media

# WORK-Lexington Video



# Questions?



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**Final Action:**

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**Enactment Date:**

**Attachments:** BFED referral list 10-21-21

**Enactment Number:**

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Title

Items Referred to Committee



## ITEMS REFERRED TO COMMITTEE

### Budget, Finance & Economic Development Committee

Referral Item	Referred By	Date Referred	Last Heard	Status	File ID
1 Creation of Lexington Film Commission	Bledsoe	August 30, 2016		(pending review)	
2 Efforts to Reduce Barriers for Second-Chance and Reentry Employees	Bledsoe	January 29, 2019	February 26, 2019	(pending review)	0217-19
3 Review of the Exaction Program	Ellinger	August 28, 2018	March 19, 2019	(pending review)	0357-20
4 Consideration of 2-year budget cycle	Bledsoe	April 30, 2019		(pending review)	
5 Review of the Current Civil Service Pay Scale; Exploration of Annual Compensation Increases for City Employees	J. Brown	August 13, 2019		October 28 workshop	0359-20
6 Revenue Sources	Kay	August 11, 2020	December 1, 2020	(pending review)	1184-20
7 Legislation Impacting the Budget	Bledsoe	December 1, 2020	December 1, 2020	(pending review)	1187-20
8 Franchise Fees and Street Light Funds	McCurn	August 13, 2019		(pending review)	
9 Review of Current Tax District Change Policy	Plomin	March 13, 2018 / March 9, 2021		moved from Environ.Quality & Public Works Committee	
10 Cryptocurrencies	Bledsoe	May 4, 2021		(pending review)	
11 Downtown Projects Update	Bledsoe	August 27, 2019	June 29, 2021		0677-21
12 Local Small Business Economic Recovery Program 2021	Worley / FY21 Budget COW	June 2, 2020	June 29, 2021		0680-21
13 Local Small Business Economic Stimulus Program 2020	Worley / FY21 Budget COW	June 2, 2020	December 1, 2020	<b>REMOVE</b>	0870-21
14 One-time Salary Supplemental Pay for Non-ARPA Qualified Personnel	Bledsoe	September 21, 2021		October 28 workshop	
15 Attracting Remote Workers to Relocate to Lexington-Fayette County	Kloiber	August 24, 2021	September 28, 2021		0975-21
16 Use of Additional FY21 Economic Development Funding (\$300,000)	Bledsoe	September 21, 2021	September 28, 2021		0976-21
17 Use of MAP Funds for Salaries	Ellinger / FY20 Budget COW	May 28, 2019	September 28, 2021		0977-21
18 Budgeting Models and LFUCG Budgeting	Bledsoe	May 18, 2021	September 28, 2021	item original identified as zero-based budgeting	0978-21
<b>Annual/Periodic Updates</b>					
19 Monthly/Quarterly Financial Update (Monthly - for information only)	na	na		quarterly presentations, monthly reports	1086-21
20 Comprehensive Annual Financial Report (CAFR)	na	na	January 26, 2021	Annually in January	0103-21
21 Lexington Economic Outlook & Occupational Tax Forecast	Bledsoe	December 3, 2019	January 26, 2021	Annually in January	0105-21
22 Fund Balance	na	na	October 27, 2020	<b>October 26, 2021 Agenda</b>	1087-21
23 Council Budget Review Process	Bledsoe	December 3, 2019	December 1, 2020	Annually in December	1085-20

	Referral Item	Referred By	Date Referred	Last Heard	Status	File ID
24	Lexington Jobs Fund Update	Bledsoe	January 29, 2019	January 28, 2020		0134-20
25	Bluegrass Farm To Table Update	Bledsoe	February 25, 2020	February 25, 2020	<b>October 26, 2021 Agenda</b>	1088-21
26	Economic Development Grant Update	Bledsoe	January 29, 2019	February 25, 2020	<b>October 26, 2021 Agenda</b>	1089-21
27	Industrial Development Authority Update	Bledsoe	February 25, 2020	June 29, 2021		0679-21
28	Change Orders Report (per Resolution 620-2020)	na	December 3, 2020			
29	Economic Development Partnerships Update	Bledsoe	March 16, 2021		made as annual item on August 31, 2021	0282-21
<b>Subcommittees</b>						
30	Division & Program Review Process Subcommittee	Bledsoe	December 3, 2019			
31	LFUCG Property Assessment Subcommittee	Bledsoe	September 22, 2020	January 26, 2021		0104-21

Updated 2021/10/21