

**[GLI]** GREATER LOUISVILLE INC.  
The Metro Chamber of Commerce

2018

# ANNUAL REPORT

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## 2018 was a big year for GLI!

GLI had a tremendous year in 2018 and I am proud of the progress we made. GLI has become an invaluable resource to the community and it is clear the organization is committed to driving our region's economy forward.

*James R. Allen*  
**Jim Allen**  
2018 Board Chair

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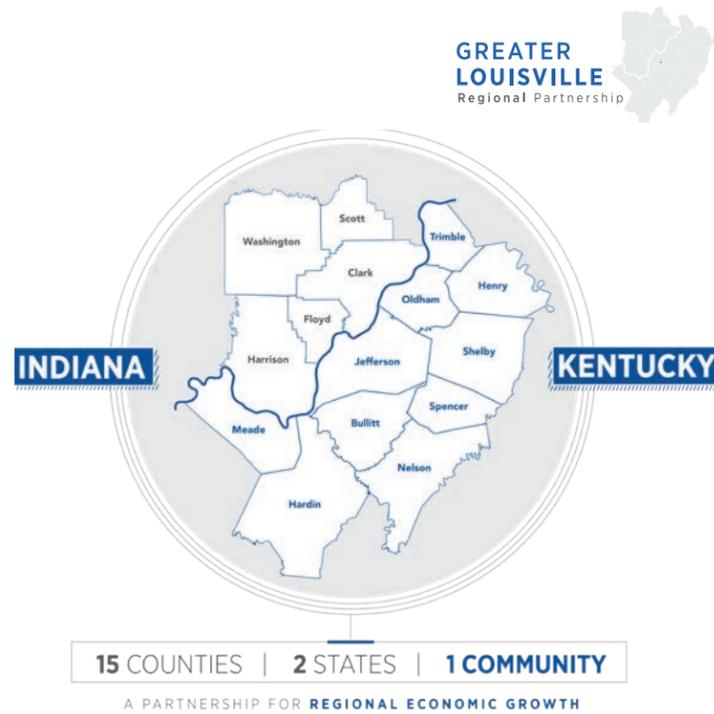
From being named Large Chamber of the Year finalist, raising more than \$5.5M in our capital campaign, to realizing \$308M in value to the business community from our legislative wins, we continue to drive growth aggressively in our region. Our Advocacy team made big strides on important policies to the business community, we worked closely with regional partners to recruit new companies to locate here, and we were part of a \$1.3M grant to reinvigorate entrepreneurship. We thank our investors, sponsors, campaign contributors and partners for making this work possible. Together, we are making a big impact on the future of greater Louisville.

*Kent Oyler*  
**Kent Oyler**  
CEO, Greater Louisville Inc.

# Recruit New BUSINESSES & GROW JOBS

During 2018, we made significant progress on our goals. In close collaboration with our Greater Louisville Regional Partners, we've worked hard to generate jobs of the future, recruit new talent, and support the creation of new businesses.

From strategy to action, we have focused on outreach to real estate brokers, marketing to consultants and businesses, and supporting efforts to highlight our community's quality of life.



The Regional Economic Development Partnership is now in its third year. GLI's role is to recruit new companies and market the region.



## The Regional Economic Development Partners

- KENTUCKY**  
**Bullitt County**, Bullitt County Economic Development Authority  
**Hardin County**, Elizabethtown-Hardin County Industrial Foundation  
**Henry County**, Kentucky I-71 Connected  
**Jefferson County**, Louisville Forward  
**City of Jeffersontown**, Jeffersontown Economic Development Authority  
**Meade County**, Meade County-Brandenburg Industrial Development Authority  
**Nelson County**, Nelson County Economic Development Agency  
**Oldham County**, Oldham Chamber & Economic Development  
**Shelby County**, Shelby County Industrial & Development Foundation  
**Spencer County**, Taylorsville-Spencer County Economic Development Authority, Inc.  
**Trimble County**, Kentucky I-71 Connected
- 
- INDIANA**  
**Clark County**, One Southern Indiana  
**Floyd County**, One Southern Indiana  
**Harrison County**, Harrison County Economic Development Corporation  
**Scott County**, Scott County Economic Development Corporation  
**Washington County**, Washington County Indiana Economic Growth Partnership

## Celebrating Regional Success



Takigawa Groundbreaking  
Nelson County, KY

The Greater Louisville region experienced record growth in 2018. Counties had significant wins and we are honored to celebrate their success.

Counties	New Jobs	Est. Investment
Bullitt County, KY	720	\$166,358,000
Clark County, IN	853	\$80,962,532
Floyd County, IN	182	\$82,425,000
Hardin County, KY	300	Unavailable
Harrison County, IN	68	\$21,321,500
Jefferson County, KY	2,965	\$389,000,000
Jeffersontown, KY	359	\$29,000,000
Nelson County, KY	150	\$161,500,000
Oldham County, KY	240	Unavailable
Shelby County, KY	99	\$41,587,986

### RESULTING IN



93

New Projects



5,936

New Jobs



\$972,155,018

Est. Investment

[GLI]

174  
OUTREACH  
CALLS TO  
REGIONAL  
PARTNERS  
& LEAD  
GENERATORS

144  
CONNECTIONS  
MADE

for companies seeking  
assistance from the GLI  
Economic Development Team

46  
PROJECTS

13  
SITE VISITS

## Congratulations to our Regional Partners

- SDF announced \$100M in upgrades to terminal construction and enhancements and the addition of a nonstop flight to Los Angeles, bringing the total of nonstop flights to 33.
- Takigawa Corporation announced their first US facility, a \$37.5M investment bringing 180 new jobs to **Nelson County, KY**.
- Louisville Water announced a \$13.5M, eight-mile water main extension to **Shelbyville, KY** along I-64 and Highway 55.
- Rabbit Hole Distillery unveiled a new bourbon storage warehouse in **Henry County, KY**.
- Appriss announced an expansion of their headquarters, creating 169 new jobs in **Jeffersontown, KY**.
- Gaslight Square District in **Jeffersontown, KY** emerged as a destination for nightlife and local dining.
- Elizabethtown Community and Technical College announced the expansion of their campus to the Area Technical Center in Brandenburg. **Meade County, KY**.
- Clore Farms Project: The Clore family announced plans to build a large mixed-use development on 500 acres in **Oldham County, KY**.
- The Smith Farm - South Main Industrial Park in **Scott County, IN** was designated as Indiana Site Certified Prime by The Indiana Office of Community and Rural Affairs.
- Riverport Phase 5, the 164-acre expansion of Jefferson Riverport International in **Jefferson County, KY**, is primed and ready for economic development.
- Global Manufacturer, Tian Yuan announced a \$2.3M investment for a new facility in **Washington County, IN** and is expected to bring 35 new jobs to the region.
- Niagara Water announced a \$56M investment to locate in Indiana's River Ridge Commerce Center and is expected to create 49 new jobs in **Clark County, IN**.
- Louisville-based manufacturing company, Santa Rosa Systems, announced a \$21.6M expansion, creating 300 new jobs in **Bullitt County, KY**.
- Metalsa, the region's largest employer in the manufacturing and automotive sectors, began work on a major expansion in the fall of 2018, creating 250 new jobs in **Hardin County, KY**.
- The LaGrange Parkway opened, creating access to nearly 1,000 acres of developable land in **Oldham County, KY**.



GLI Board members discuss the business of attracting companies



2018 Familiarization Tour, Greater Louisville Economy Overview

# Advance ENTREPRENEURSHIP



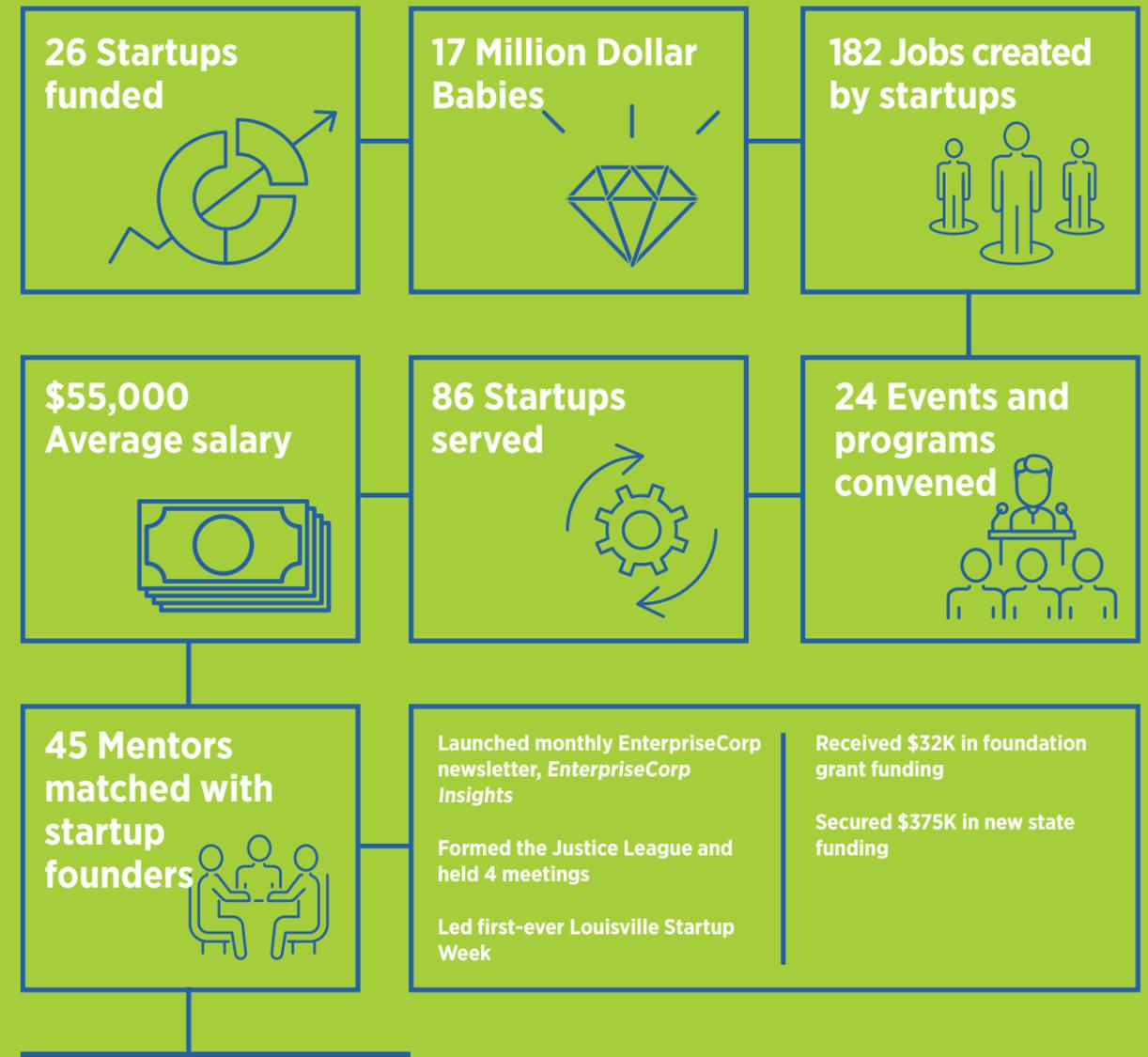
Evening of Entrepreneurship



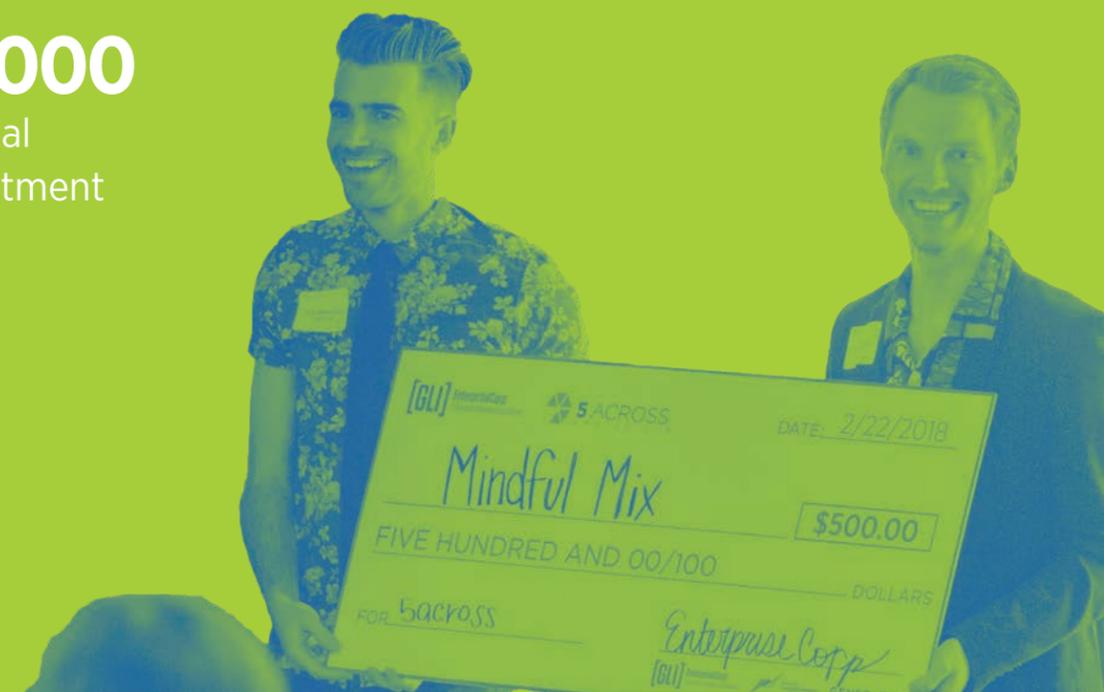
5Across Pitch Competition

EnterpriseCorp continued to advance entrepreneurship in the Louisville region last year through the many accomplishments.

Of significant note is the \$1.3 million grant funding received from the KY Cabinet for Economic Development to participate in RISE, Regional Innovation for Startups and Entrepreneurs. This funds, in part, our initiative to dramatically increase successful entrepreneurship and strengthen our innovation ecosystem in the region.



**\$14,513,000**  
in venture capital  
and angel investment  
secured



# Recruit, Grow & Retain WORKFORCE

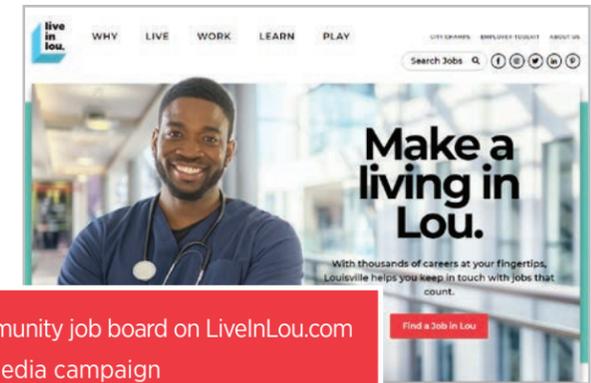


Businesses depend on a quality workforce. GLI is focused on retaining, growing and recruiting talent for the new economy.

Over the past year, GLI led a targeted marketing campaign with one goal in mind: to grow the pool of qualified professionals in Greater Louisville. Through our ambassador program, employer toolkits, online job board, and vibrant social media, we've grown the workforce one by one to attract top talent to the region.



New Live In Lou Branding



New LiveInLou.com website

- Implemented community job board on LiveInLou.com
- Executed social media campaign
- Launched monthly Newsletter, fLOUrish
- Expanded engagement with University of Kentucky

- 9K** People added to the workforce
- 7M** Ads posted
- 28** City Champs Ambassadors trained & deployed
- 10** College career fairs
- 20** Employer outreach visits for Live In Lou engagement
- 2** Educators + Employers events

## EDUCATION



JCPS Academies of Louisville Student

In partnership with KentuckianaWorks, GLI supported the recruitment of more than 100 business partnerships to the JCPS Academies of Louisville. The Academies of Louisville offer students a real-world view of careers. Along the way students earn college credit, career credentials and internships.



- 17,600** Students Impacted Annually
- 107** Partnerships formed
- 89** Businesses involved
- 14** Schools
- 53** Unique Pathways Formed

# Advocate for a STRONG BUSINESS ENVIRONMENT

GLI celebrated a range of key policy wins in 2018. As THE regional “Voice of Business” in the halls of government, we advocated for policies and legislation to keep our bi-state region economically competitive. This included making major improvements to Kentucky’s overall business tax climate, reforming our outdated workers’ compensation system, passing legislation to develop our regional workforce, securing funding for vital highway projects, and ensuring that key industry sectors in Greater Louisville are positioned to continue growing.

## WINS:



Kentucky Governor, Matt Bevin

 Worker’s Compensation Reform	 Highway Funding for Greater Louisville	 Direct Shipment of Bourbon & Wine
 Full Funding for Small Business Development Centers	 Confidential Peer Review for Medical Professionals	 Essential Skills for our Future Workforce
 Increased K-12 Funding	 Major Progress on Kentucky Tax Reform	 2018 Congressional Summit W/ Members of Congressional Delegation
 D.C. Fly In to Meet With Federal Policy Makers	 Successfully Advocated for Metro Council’s vote on TopGolf Zoning Changes	



2018 D.C. Fly In attendees @ U.S. Supreme Court

\*Savings to the business community from 11 of 42 advocacy wins

Growth is supported by  
**A STRONG CHAMBER**

As the largest business organization in the region, GLI is committed to helping you create strategic business to business connections: the business owners you meet through GLI can become your clients and open doors to help grow your business. We're here to advocate for your business – your ability to influence public policy on issues becomes greater with the support of GLI and our influence to rally groups of businesses with similar problems. We're also here as a resource – the problems you face in your business are likely shared by peers in the business community. What better way to talk through problems than discussing with those who are walking in your shoes?

All of GLI's work is funded by investment, grants, sponsorships, events, products, and services which support our efforts to grow the regional economy.



GLI Ribbon Cutting Ceremony

1,652	GLI INVESTORS
293	NEW INVESTORS IN 2018
86.4%	INVESTMENT RETENTION
1,694	INVESTOR MEETINGS
1,376	STRATEGIC CONNECTIONS MADE

**\$2,631,342**  
 ANNUAL INVESTMENT 2018



**327**  
 Strategic connections made



GREATER LOUISVILLE | **2020**  
 [ A Transformational Initiative for Regional Economic Growth ]



Greater Louisville 2020 Campaign Update Event

**Greater Louisville 2020** is the five-year strategic plan for GLI. This is critical for our region and community as it will move key GLI initiatives such as Talent Attraction, Economic Development, and Public Policy forward. If not for this plan, this important work would not be done, and it is essential for the future of our region.



Greater Louisville 2020 Campaign Chair: Bill Samuels, Jr.

# CHAMBER ENGAGEMENT

59 Ticketed Events | 5,820+ Investors in Attendance | 190+ Event Sponsorships



Business At Breakfast, West Louisville Panel

GLI Investors were able to hear from West Louisville community leaders and change-makers on their vision why Louisville must continue to invest in the West, and how local women are creating a lasting impact at the November Business at Breakfast

## HealthSolutions

We launched our first full year of Humana HealthSolutions, a solution to helping investors save on one of their largest expenses: health insurance.

**216**  
Companies Enrolled

**\$192,200**  
Revenue Generated

808 MEDIA MENTIONS

12,820 TWITTER FOLLOWERS

6,371 FACEBOOK FANS

GLI named ACCE Chamber of the Year Finalist



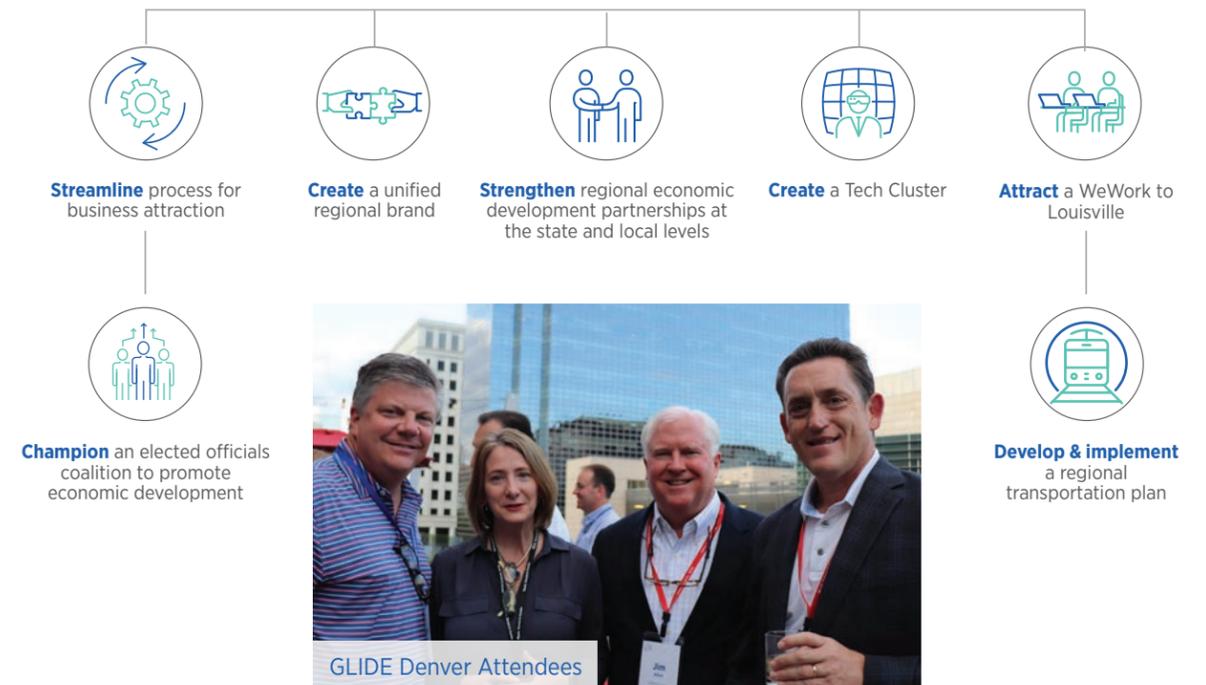
## DENVER GLIDE 2018



GLIDE 2018 took us to Denver to study their regional approach to business recruitment, intergovernmental partnerships, transportation and lifestyle amenities.

Sold out for the third year in a row, GLIDE produced these 13 takeaways:

## TAKEAWAYS



## OFFICERS



**Jim Allen**  
Chairman & CEO,  
Hilliard, W.L. Lyons, LLC  
2018 Chair



**Evelyn Strange**  
President,  
Advanced Electrical Systems, Inc.  
2018 Immediate Past Chair



**Mike Ash**  
Regional President-Kentucky  
Fifth Third Bank  
2019 Chair-Elect

**Secretary & Legal Counsel:**  
Jeff McKenzie, Partner, Bingham  
Greenebaum Doll LLP

**Treasurer:**  
David Wombwell, Market President,  
U.S. Bank

**President & CEO:**  
Kent Oyler, Greater Louisville Inc.

## EXECUTIVE COMMITTEE

Jim Allen, Chairman & CEO, J.J.B.  
Hilliard, W.L. Lyons, LLC

Steve Gault, Founder & President,  
Stephen C. Gault Co.

Evelyn Strange, President, AES  
Advanced Electrical Systems, Inc.

Mike Ash, Kentucky Regional  
President, Fifth Third Bank Kentucky

Jeff McKenzie, Partner, Bingham  
Greenebaum Doll LLP

Purna Veer, President, V-Soft  
Consulting Group, Inc.

Lonnie Bellar, COO  
LG&E and KU Energy LLC

Jim O'Malley, Senior Vice President,  
Global Government Relations, Brown-  
Forman Corp.

Jennifer Willis, North/Southeast  
Regional Vice President, Humana

Steve Cunanan, Advisor, Kindred  
Healthcare

Charlie Scholtz, VP & Associate  
General Counsel, Brown-Forman Corp.

David Wombwell, Market President,  
U.S. Bank

# 2018 Board of Directors

## VOTING DIRECTORS

Bobby Arnold, Managing Director,  
Commercial & Corporate Banking,  
Republic Bank and Trust Company

Jim Beckett, CEO, Qualmet

Bryce Butler, Managing Director, Access  
Ventures, Inc.

Theresa Canaday, Litigation Dept Chair,  
Frost Brown Todd LLC

Tom Caneris, Sr. VP & General Counsel,  
PharMerica Corp.

Gerard Colman, CEO, Baptist Health

Russ Cox, President & CEO, Norton  
Healthcare

Robert Croft, Partner, Dinsmore

Brian Cromer, Partner, Stites & Harbison,  
PLLC

Nick D'Andrea, VP, UPS Public Affairs,  
UPS

Condrad Daniels, President, HJI Supply  
Chain Solutions

Chuck Denny, Regional President, PNC

Elaine Gravatte, President & COO, D.D.  
Williamson & Co.

David Gray, President, Baptist Health  
Louisville

David Hardy, Managing Director, CBRE

Hood Harris, President, AT&T Kentucky

Dennis Heishman, President & CEO, Old  
National Bank

Nikki Jackson, Senior VP & Regional  
Executive, Federal Reserve Bank of St.  
Louis

Earl Jones, Sr. Counsel, GE Appliances

Joe Kelley, President & CEO, Kelley  
Construction

Don Kelly, Partner in Charge, Wyatt,  
Tarrant & Combs, LLP

Bob Koetter, Jr., President, Koetter  
Construction

Dr. Todd Mooradian, Dean, Business  
School, University of Louisville

Debbie Prewitt, Senior Vice President-  
Commercial Lending, Citizens Union  
Bank

Kendrick Riggs, Member, Louisville, Stoll  
Keenon Ogden PLLC

Bill Samuels, Jr., Chairman Emeritus,  
Maker's Mark

Sam Scales, Manager, Government  
Affairs, Ford Motor Company

Brad Smith, Partner & Assurance  
Services Director, Mountjoy Chilton  
Medley LLP

Kevin Smith, VP KY Beam Bourbon  
Affairs, Beam Suntory

Denise Spalding, President, HighNote

Todd Spencer, President & CEO, Doe  
Anderson, Inc.

Joe Steier, President & CEO, Signature  
HealthCARE

Ray Strothman, President & Chairman,  
Strothman and Company

David Tate, Managing Partner, BKD

Anna Tatman, President, Rosa Mosaic &  
Tile Company, Inc.

Eddie Tyner, Regional President, Courier  
Journal and Gannett, Inc.

Mark Wheeler, President, Central Bank

Mary Ellen Wiederwohl, Chief, Louisville  
Forward

Karen Wunderlin, President, The  
Wunderlin Company

## REPRESENTATIVE DIRECTORS:

Kim Baker, President, Arts & Culture  
Alliance

J. Barry Barker, Executive Director, TARC

Christen Boone, President & CEO, Fund  
for the Arts

Spencer Bruce, President & CEO,  
Louisville Water Company

Wendy Dant Chesser, President and  
CEO, One Southern Indiana

Mayor Bill Dieruf, Mayor, City of  
Jeffersonton

Drew Eckman, President, YPAL

James Giesel, Member, Frost Brown Todd  
LLC

Michael Gritton, Executive Director,  
KentuckianaWorks

Dr. Ty Handy, President, JCTC

Debra Hoffer, President, Junior  
Achievement of Kentuckiana Inc.

BG (Ret) Jim Iacocca, President & CEO,  
Knox Regional Development Alliance

President David James, President,  
Louisville Metro Council

Aimee Jewell, President, YPAL

Mike Kmetz, Director, Jeffersontown  
Economic Development Authority

Cynthia Knapek, President, Leadership  
Louisville Center

Dan Mann, Executive Director, Louisville  
Regional Airport Authority

Phil Marshall, Chair, Health Enterprises  
Network

Rebecca Matheny, Executive Director,  
Louisville Downtown Partnership

Tony Parrott, Executive Director, MSD

Dr. Marty Pollio, Superintendent, JCP&S

Theresa Reno-Weber, President & CEO,  
Metro United Way

Sadiqa Reynolds, President & CEO,  
Louisville Urban League

Karl Schmitt, President & CEO, Louisville  
Sports Commission

Al Sullivan, Chancellor, Sullivan  
University

Glenn Sullivan, President, Sullivan  
University

Karen Williams, President & CEO,  
Louisville Convention & Visitors Bureau

Tammy York Day, President & CEO,  
Louisville Healthcare CEO Council

*Each of these individuals served on the GLI  
board for all or a portion of 2018 representing  
these companies. We thank them for their  
service.*



## **Greater Louisville Inc. - the Metro Chamber of Commerce is focused on growing the regional economy.**



As the region's largest convener of business leadership, GLI leads economic and global outreach strategies focused on business attraction, nurtures the entrepreneurial ecosystem, and champions the development of the community's talent base. As the voice of Greater Louisville's business community, GLI advocates for a pro-business environment and facilitates business engagement on issues that impact regional competitiveness.