
Bluegrass State Skills Corporation

Board of Directors Meeting

September 25, 2019



Bluegrass State Skills Corporation

AGENDA



The Bluegrass State Skills Corporation
Board of Directors Meeting
Cabinet for Economic Development
300 West Broadway
Frankfort, Kentucky
AGENDA
September 25, 2019

Call to Order
Notification of Press
Roll Call

Bluegrass State Skills Audit Report

Todd Hamilton, CPA
John Hill, CPA

Minutes

Wednesday, July 31, 2019

Reports

Tonya Lee

Financial Report

GIA Applications

Zach Lawrence/Kate McCane

STOBER Drives Inc.

Metalsa Structural Products, Inc.

Northern KY Machine, Inc.

GIA Applications

Martin David-Jacobs/Christy Wingate

Creative Realities, Inc.

Atkore Plastic Pipe Corporation

GIA Applications

Elizabeth Bishop/Kate McCane

Mubea North-America Shared Services, Inc.

The Corken Steel Products Company

Continental Building Products Operating Company

STIC Applications

Zach Lawrence/Kate McCane

Unique-Prescotech

STIC Applications

Martin David-Jacobs/Christy Wingate

Airlines Reporting Corporation

Stelised, Inc.

STIC Applications

Elizabeth Bishop/Kate McCane

Framebridge, Inc.

GIA Commitment Applications

Kristina Slattery/Christy Wingate

El Toro.com, LLC

El Toro.com, LLC

Phoenix Paper Wickliffe LLC

Phoenix Paper Wickliffe LLC

Bendix Spicer Foundation Brake LLC

STIC Finals

Tim Back

W. Frank Harshaw and Associates, Inc.

New Business

Randy Fox / Sarah Butler

Nomination for Board Secretary

Next Board Meeting

Ellen Felix

December 4, 2019

Adjournment

Randy Fox

Bluegrass State Skills Corporation

MINUTES



**Bluegrass State Skills Corporation Board of Directors Meeting
Kentucky Cabinet for Economic Development,
300 West Broadway, Frankfort, Kentucky 40601
July 31, 2019 – 1:00 PM**

Members present – Brenda Bankston, Lana Gordon, John Kuzuoka, Torsten Langguth, Carl Lay, and Tom Lund

Proxies present – Katie Smith, Proxy for Interim Secretary Vivek Sarin; Josh Benton, Proxy for Secretary Derrick Ramsey; Shannon Gilkey, Proxy for Dr. Jay Box.

Members absent – Rita Combs-Sterrett, Secretary David Dickerson, Randy Fox, Eston Glover, Dr. Aaron Thompson and Jeff Whitehead.

CED Staff present – Tim Back, Elizabeth Bishop, Jessica Burke - General Counsel/Executive Director, Office of Legal Services, Sarah Butler, James Craft-Intern Office of Legal Services, Danielle Dunmire, Ellen Felix, Adam Houk-Intern Office of Legal Services, Zachary Lawrence, Kristina Slattery and Christy Wingate.

Guests present – Cheryl Juhasz and Ashley Carter representing Bluegrass Business Consortium, Donna Helton-Grady representing Southeast Kentucky Regional Training Consortium. All three representatives work for the Career Pathways Institute, Barbourville.

Call to Order – Brenda Bankston

Roll Call – Ellen Felix

Notification of Press – Ellen Felix

Brenda Bankston, Vice Chair, received verification that the media had been notified of the BSSC Board of Directors meeting.

Approval of Minutes – Brenda Bankston

A motion was made by Tom Lund and seconded by John Kuzuoka to approve the May 29, 2019 minutes. Motion carried.

Approval of Financial Report – Tonya Lee

Carl Lay made a motion to approve the Financial Report for July 31, 2019. Josh Benton seconded the motion. Motion carried.

Applications for Review – Sarah Butler

BSSC Staff – Kristina Slattery/Christy Wingate recommended the following Grant-in-Aid (GIA) applications to the BSSC Board for approval:

G20-22627 – Southeast Kentucky Regional Training Consortium, Inc., \$ 75,000.00
Corbin

G20-22628 – Bluegrass Business Consortium, Inc., Richmond \$ 75,000.00

A motion was made by Torsten Langguth to approve these applications. Josh Benton seconded the motion. Motion carried.

BSSC Staff – Elizabeth Bishop/Christy Wingate recommended the following Grant-In-Aid (GIA) application to the BSSC Board for approval:

G20-22626 – Wolf Steel U.S.A. Inc., Crittenden \$ 72,311.00
G20-22631 – The Corken Steel Products Company, Covington \$ 43,362.00

A motion was made by John Kuzuoka to approve these applications. Tom Lund seconded the motion. Motion carried.

BSSC Staff – Zach Lawrence/Christy Wingate recommended the following Grant-In-Aid (GIA) application to the BSSC Board for approval:

G20-22658 – Tower Automotive Operations USA I, LLC, Shepherdsville \$ 75,000.00

A motion was made by Carl Lay to approve these applications. Tom Lund seconded the motion. Motion carried.

BSSC Staff – Elizabeth Bishop/Christy Wingate recommended the following Grant-In-Aid (GIA) + Skills-Training-Investment-Credit (STIC) application to the BSSC Board for approval:

G20-22629 – Indelac Controls, Inc., Florence \$ 39,691.00
T20-22624 – Indelac Controls, Inc., Florence \$ 17,500.00
G20-22609 – Post Glover Resistors Inc., Erlanger \$ 74,659.00
T20-22511 – Post Glover Resistors Inc., Erlanger \$ 29,000.00

A motion was made by Torsten Langguth to approve these applications. Carl Lay seconded the motion. Motion carried.

BSSC Staff – Zach Lawrence/Christy Wingate recommended the following Grant-In-Aid (GIA) + Skills-Training-Investment-Credit (STIC) application to the BSSC Board for approval:

G20-22608 – AGC Flat Glass North America, Inc. dba AGC Automotive Americas Co., Elizabethtown \$ 75,000.00
T20-22603 – AGC Flat Glass North America, Inc. dba AGC Automotive Americas Co., Elizabethtown \$ 75,000.00

A motion was made by Josh Benton to approve these applications. Carl Lay seconded the motion. Motion carried.

BSSC Staff – Kristina Slattery/Christy Wingate recommended the following Skills-Training-Investment-Credit (STIC) application to the BSSC Board for approval:

T20-22619 – Mubea Precision Springs, Inc., Florence	\$ 71,875.00
T20-22620 – Mubea Tailor Rolled Blanks, LLC, Florence	\$ 75,000.00
T20-22621 – Mubea North-America Shared Services, Inc., Florence	\$ 30,111.00
T20-22622 – Mubea, Inc., Florence	\$ 75,000.00

A motion was made by Tom Lund to approve these applications. Shannon Gilkey seconded the motion. Mr. John Kuzuoka abstained. Motion carried.

BSSC Staff – Elizabeth Bishop/Christy Wingate recommended the following Skills-Training-Investment-Credit (STIC) applications to the BSSC Board for approval:

T20-22605 – Continental Building Products Operating Company, LLC, Silver Grove	\$ 75,000.00
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A motion was made by Tom Lund to approve this application. Shannon Gilkey seconded the motion. Motion carried.

BSSC Staff – Zach Lawrence/Christy Wingate recommended the following Skills-Training-Investment-Credit (STIC) applications to the BSSC Board for approval:

T20-22602 – Carmeuse Lime & Stone, Inc., Maysville	\$ 75,000.00
T20-22623 – Metalsa Structural Products, Inc., Elizabethtown	\$ 75,000.00
T20-22625 – Amtrol, Inc., Paducah	\$ 44,000.00

A motion was made by Carl Lay to approve this application. Josh Benton seconded the motion. Motion carried.

BSSC Staff - Tim Back recommended 3 Skills-Training-Investment-Credit (STIC) Resolutions for Final Approval.

T18-21732 – Balluff, Inc., Florence	\$ 37,000.00
T18-21949 – Sister Schubert's Homemade Rolls, Inc., Horse Cave	\$ 47,127.68
T18-21988 – TreeHouse Private Brands, Inc., Princeton	\$ 25,200.00

A motion was made by Tom Lund and seconded by John Kuzuoka to approve these projects for final approval. Motion carried.

Old Business – Sarah Butler

Memo – September 28, 2016 Minutes

Ms. Butler presented to the Board of Directors a correction of board minutes dated September 28, 2019. There was a typo in the minutes on 23 projects, which reflected the

Grant-In-Aid applications for the FORD Motor Company in Louisville. The grant year of approval and the minutes was 2016, but the grant numbers on the minutes should have read fiscal year 2017.

Staff recommended correction of the September 28, 2016 minutes to reflect this change. A motion was made by Torsten Langguth and seconded by Lana Gordon to approve the correction of the minutes. Motion carried.

Audit update

Ms. Butler informed the BSSC Board that the auditors just completed their two-week fieldwork at the CED office. They will attend the September meeting to present the audit report.

New Business

Ethics Guidelines - Jessica Burke

Jessica Burke, General Counsel with the Office of Legal Services and Ethics Officer for the Cabinet of Economic Development, covered the ethical obligations of the Board and provided guidance. In addition, Ms. Burke informed the board that there is a change in the process for board members if they have to abstain. Going forward, if a board member has a conflict with a company and needs to abstain, they have to leave the room before the vote. Reason being, so they don't influence any discussions.

Next Board Meeting – Ellen Felix

The next meeting of the Bluegrass State Skills Corporation Board of Directors will be held on September 25, 2019, at 1:00 p.m. at the Cabinet for Economic Development, Old Capitol Annex, 1st Floor Conference Room, 300 West Broadway, Frankfort, Kentucky.

Adjournment – Randy Fox

A motion to adjourn the meeting was made by Carl Lay and second by Tom Lund. Motion carried.

Sincerely submitted,

Sarah C. Butler

Director, Incentive Administration Division

Bluegrass State Skills Corporation

FINANCIAL REPORT



BSSC FUNDS REPORT

9/20/2019

RESOURCES AVAILABLE

Regular Appropriation	4,311,800
Continued Appropriation	4,851,796
HB265 -2012 Session Add'l Funds Available*	1,879,000
OET Rapid Response Funds Carry Forward	1,367,155
TOTAL RESOURCES	12,409,751

EXPENDITURES YTD

BSSC Funds	345,701
OET Rapid Response Funds	167,051
Total Expenditures as of 9/20/19	512,752

OBLIGATIONS REMAINING

Regular/Commitment/OET Grants	6,810,013
Commitments	938,000
Proposals	0
TOTAL OBLIGATIONS	7,748,013

TOTAL FUNDS AVAILABLE	4,148,987
FOR ADDITIONAL OBLIGATIONS THIS FISCAL YEAR	

Secretary's Funds	1,308,800
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Regular Grant Funds	2,825,561
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OET Rapid Response Funds	14,626
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TOTAL FUNDS AVAILABLE	4,148,987
FOR ADDITIONAL OBLIGATIONS THIS FISCAL YEAR	

*\$9,500,000 lapsed to General Fund, per HB 265, 2012 Session.

Two draws were made in FY 2013 of \$1,200,000 and \$600,000.

One draw was made in FY 2015 of \$750,000.

Two draws were made in FY 2018 for \$2,950,000 and \$457,400

One draw was made in FY 2019 of \$1,663,600

BSSC FUNDS REPORT

9/20/2019

Base Amount	\$	562,234
Recaps (August/September)	\$	<u>14,387</u>
Amount available for September 2019 Board Meeting	\$	576,621

Bluegrass State Skills Corporation

APPLICATIONS - GIA



Grant-In-Aid (GIA) Projects

September 2019

Score	Qualified Company	City	Number of Trainees	Incentive Amount
85	Stober Drives Inc.	Maysville	130	\$75,000
84	Creative Realities, Inc.	Louisville	41	\$75,000
84	Atkore Plastic Pipe Corporation	Louisville	47	\$34,885
82	Mubea North-America Shared Services, Inc.	Florence	64	\$75,000
82	Metalsa Structural Products, Inc	Owensboro	245	\$75,000
82	The Corken Steel Products Company	Florence	40	\$75,000
81	Continental Building Products Operating Company, LLC	Silver Grove	50	\$75,000
81	Northern KY Machine, Inc.	Florence	12	\$24,000
8 Projects			Total	\$508,885

Note: The Grant-In-Aid amount will be equal to \$2,000 per trainee, not to exceed the maximum approved amount of \$75,000 per company location for each fiscal year.

Regular Grant Fund Balance	\$2,840,569
Recaptured Amount	\$14,387
2018 FY Projected/Approved Grants	(\$508,885)
Remaining Regular Grant Funds	\$2,346,071

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC COMPETITIVE GRANT-IN-AID PROJECT REPORT

Date: September 25, 2019
Company: STOBBER Drives Inc.
City: Maysville **County:** Mason
Industry Sector: Manufacturing **BSSC #:** G20-22669
Bus. Devp. Contact: Z. Lawrence **OFS Staff:** K. McCane

Training Description:

STOBBER Drives Inc. is a manufacturer of gearboxes and motors. The application includes both technical and soft skills training for the Senior Leadership Team, internal Front Line Leader program, and an on-site Dale Carnegie course for 25 team leaders. In addition, the company has built a manufacturing area dedicated entirely to apprenticeships in machining and will provide in-house and vendor training for employees to learn this trade.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ -	\$ -
Classroom/OJT - Consultant/Educational Institution	\$ 155,106	\$ 77,553
Instructional Materials & Supplies	\$ -	\$ -
Total Costs	\$ 155,106	\$ 77,553

Number of Trainees

130

Employment & Wage Information:

Existing Employment	Projected New Employees
130	8

Average Hourly Wage	Total Hourly Compensation
\$ 16.50	\$ 24.00

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Grant Recommended for Approval

\$75,000

Application Score

85

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC COMPETITIVE GRANT-IN-AID PROJECT REPORT

Date: September 25, 2019
Company: Metalsa Structural Products, Inc
City: Owensboro **County:** Daviess
Industry Sector: Manufacturing **BSSC #:** G20-22635
Bus. Devp. Contact: Z. Lawrence **OFS Staff:** K. McCane

Training Description:

Metalsa Structural Products, Inc. provides the automotive industry with metallic structures for heavy and light trucks and passenger cars. The training plan consists of the following: Weld training, Operational OJT, Quality, Continuous Improvement, Problem Solving, Operating Systems, Leadership, Environmental, Advanced Skills, Sustainability, Automation, Communications, Blue Prints, TPM.

Training Details:

	Total Costs		50% of Total Costs
Classroom/OJT - In-House	\$ 116,352	\$	58,176
Classroom/OJT - Consultant/Educational Institution	\$ 70,427	\$	35,213
Instructional Materials & Supplies	\$ -	\$	-
Total Costs	\$ 186,779	\$	93,389

Number of Trainees

245

Employment & Wage Information:

Existing Employment	Projected New Employees
245	40

Average Hourly Wage	Total Hourly Compensation
\$ 22.19	\$ 33.21

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Grant Recommended for Approval

\$75,000

Application Score

82

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC COMPETITIVE GRANT-IN-AID PROJECT REPORT

Date: September 25, 2019
Company: Northern KY Machine, Inc.
City: Florence **County:** Boone
Industry Sector: Manufacturing **BSSC #:** G20-22708
Bus. Devp. Contact: Z. Lawrence **OFS Staff:** K. McCane

Training Description:

Northern KY Machine, Inc. is a full service machine shop dedicated to meeting the metalworking needs of manufacturers in the Greater Cincinnati area. The training plan on the application includes new hire orientation, CNC programming, Autodesk inventor, CAD software, safety and sales and marketing training.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ 157,283	\$ 78,641
Classroom/OJT - Consultant/Educational Institution	\$ -	\$ -
Instructional Materials & Supplies	\$ 1,570	\$ 785
Total Costs	\$ 158,853	\$ 79,426

Number of Trainees

12

Employment & Wage Information:

Existing Employment	Projected New Employees
10	2

Average Hourly Wage	Total Hourly Compensation
\$ 26.76	\$ 32.34

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Grant Recommended for Approval

\$24,000

Application Score

81

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC COMPETITIVE GRANT-IN-AID PROJECT REPORT

Date: September 25, 2019
Company: Creative Realities, Inc
City: Louisville **County:** Jefferson
Industry Sector: Nonretail Service or Technology **BSSC #:** G20-22693
Bus. Devp. Contact: M. David-Jacobs **OFS Staff:** C. Wingate

Training Description:

Creative Realities, Inc. (CRI) is a technology company that designs, develops, and deploys marketing technology solutions that bring digital experiences to retail environments to enrich and inspire the consumer journey. Training is needed to ensure employees have skills to support high-end enterprise level networks and diverse vertical markets such as Automotive, Advertising Networks, Apparel and Accessories, Theater, and Stadium Venues. The proposed training includes a wide range of sales, system, design, engineering, configuration, service, and administrative training.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ 69,632	\$ 34,816
Classroom/OJT - Consultant/Educational Institution	\$ 126,512	\$ 63,256
Instructional Materials & Supplies	\$ -	\$ -
Total Costs	\$ 196,145	\$ 98,072

Number of Trainees

41

Employment & Wage Information:

Existing Employment	Projected New Employees
36	10

Average Hourly Wage	Total Hourly Compensation
\$ 39.08	\$ 41.78

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Grant Recommended for Approval

\$75,000

Application Score

84

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC COMPETITIVE GRANT-IN-AID PROJECT REPORT

Date: September 25, 2019
Company: Atkore Plastic Pipe Corporation
City: Louisville **County:** Jefferson
Industry Sector: Manufacturing **BSSC #:** G20-22702
Bus. Devp. Contact: M. David-Jacobs **OFS Staff:** C. Wingate

Training Description:

Atkore Plastic Pipe Corporation is a manufacturer of PVC pipe, plastic pipe, conduit, sewer and drain pipe. The application includes training for Extrusion Machine Operators, Extrusion Supervisors, and Extrusion Production Specialists focusing on the plastics and polymers industry in extrusion operations as well as the entire process of manufacturing of plastic pipe.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ -	\$ -
Classroom/OJT - Consultant/Educational Institution	\$ 43,920	\$ 21,960
Instructional Materials & Supplies	\$ 25,850	\$ 12,925
Total Costs	\$ 69,770	\$ 34,885

Number of Trainees 47

Employment & Wage Information:

Existing Employment	Projected New Employees
63	8

Average Hourly Wage	Total Hourly Compensation
\$ 18.51	\$ 23.13

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Grant Recommended for Approval \$34,885

Application Score 84

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC COMPETITIVE GRANT-IN-AID PROJECT REPORT

Date: September 25, 2019
Company: Mubea North-America Shared Services, Inc.
City: Florence **County:** Boone
Industry Sector: Manufacturing **BSSC #:** G20-22634
Bus. Devp. Contact: E. Bishop **OFS Staff:** K. McCane

Training Description:

Mubea North-America Shared Services, Inc. is a manufacturer specializing in Perishable Tooling Production and Stabilizer Bar Development. Apprenticeship training in this application is for production positions to learn how to operate equipment efficiently including mill training. Safety training will also be conducted to ensure a safe workforce.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ 154,045	\$ 77,022
Classroom/OJT - Consultant/Educational Institution	\$ -	\$ -
Instructional Materials & Supplies	\$ -	\$ -
Total Costs	\$ 154,045	\$ 77,022

Number of Trainees

64

Employment & Wage Information:

Existing Employment	Projected New Employees
64	0

Average Hourly Wage	Total Hourly Compensation
\$ 22.05	\$ 28.67

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Grant Recommended for Approval	<table border="1"><tr><td align="center">\$75,000</td></tr></table>	\$75,000
\$75,000		
Application Score	<table border="1"><tr><td align="center">82</td></tr></table>	82
82		

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC COMPETITIVE GRANT-IN-AID PROJECT REPORT

Date: September 25, 2019
Company: The Corken Steel Products Company
City: Florence **County:** Boone
Industry Sector: Manufacturing **BSSC #:** G20-22632
Bus. Devp. Contact: E. Bishop **OFS Staff:** K. McCane

Training Description:

The Corken Steel Products Company has a metal fabrication manufacturing facility, a metal service center that provides other metal merchants wholesale products. The training plan consists of Fabrication Training, Warehouse Training, Sales Training and Product Training.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ 165,990	\$ 82,995
Classroom/OJT - Consultant/Educational Institution	\$ -	\$ -
Instructional Materials & Supplies	\$ -	\$ -
Total Costs	\$ 165,990	\$ 82,995

Number of Trainees

40

Employment & Wage Information:

Existing Employment	Projected New Employees
70	7

Average Hourly Wage	Total Hourly Compensation
\$ 25.45	\$ 33.09

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Grant Recommended for Approval

\$75,000

Application Score

82

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC COMPETITIVE GRANT-IN-AID PROJECT REPORT

Date: September 25, 2019
Company: Continental Building Products Operating Company, LLC
City: Silver Grove **County:** Campbell
Industry Sector: Manufacturing **BSSC #:** G20-22610
Bus. Devp. Contact: E. Bishop **OFS Staff:** K. McCane

Training Description:

Continental Building Products Operating Company, LLC manufactures drywall gypsum board products. The training plan will include Kaizen Training/Bison Way, visual management, new maintenance position training, JDE system, new production on-the-job training, and specific job/task breakdown instructional operator training.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ 174,960	\$ 87,480
Classroom/OJT - Consultant/Educational Institution	\$ -	\$ -
Instructional Materials & Supplies	\$ -	\$ -
Total Costs	\$ 174,960	\$ 87,480

Number of Trainees

50

Employment & Wage Information:

Existing Employment	Projected New Employees
195	20

Average Hourly Wage	Total Hourly Compensation
\$ 21.00	\$ 27.30

Requirements: Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Grant Recommended for Approval

\$75,000

Application Score

81

Bluegrass State Skills Corporation

APPLICATIONS - STIC



**Skilled Training Investment Credit (STIC) Projects
September 2019**

Score	Eligible Company	City	Number of Trainees	Incentive Amount
79	Airlines Reporting Corporation	Louisville	11	\$27,334
75	Framebridge, Inc.	Richmond	248	\$75,000
74	Stelised, Inc.,	Simpsonville	8	\$25,500
72	Unique-Prescotech	Louisville	47	\$18,500
4			314	\$146,334

FY 2019-20 Tax Credit Limit	\$2,500,000
Current FY Projected Approved Credits	\$ (788,820)
Remaining Tax Credits	\$1,711,180

Note: The tax credit amount will be equal to \$500 per employee, not to exceed the maximum approved tax credit of \$75,000 per company for each fiscal year. Per KRS 154.12-207, the maximum amount of credits that may be committed in each state fiscal year shall be capped at \$2,500,000.

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC SKILLS TRAINING INVESTMENT CREDIT REPORT

Date: September 25, 2019
Company: Unique-Prescotech, Inc.
City: Louisville **County:** Jefferson
Industry Sector: Manufacturing **BSSC #:** T20-22704
Bus. Devp. Contact: Z. Lawrence **OFS Staff:** K. McCane

Training Description:

Unique-Prescotech, Inc. is a manufacturer of die cut non metallic materials for appliance and automotive industries. The training will consist of training on the new ERP System, NC saw cutter/Baumer, forklift and bailing machine and assembly process for parts for hot water heaters.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ 122,272	\$ 61,136
Classroom/OJT - Consultant/Educational Institution	\$ -	\$ -
Instructional Materials & Supplies	\$ 2,410	\$ 1,205
Total Costs	\$ 124,682	\$ 62,341

Number of Trainees 47

Employment & Wage Information:

Existing Employment	Projected New Employees
37	10

Average Hourly Wage	Total Hourly Compensation
\$ 15.18	\$ 19.18

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Tax Credit Recommended for Approval \$18,500

Application Score 72

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC SKILLS TRAINING INVESTMENT CREDIT REPORT

Date: September 25, 2019
Company: Airlines Reporting Corporation
City: Louisville **County:** Jefferson
Industry Sector: Nonretail Service or Technology **BSSC #:** T20-22686
Bus. Devp. Contact: M. David-Jacobs **OFS Staff:** C. Wingate

Training Description:

Airlines Reporting Corporation (ARC) is an industry leader in air travel distribution and intelligence, providing flexible distribution solutions, innovative technology and access to the world's most comprehensive air ticket transaction data. The airline industry is constantly evolving and meeting rising expectations requires new technologies and capabilities. The proposed plan includes training on leadership and new hire development to ensure employees have the skills and knowledge to be key contributors within marketing, customer service, strategy and development teams.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ 12,230	\$ 6,115
Classroom/OJT - Consultant/Educational Institution	\$ 42,437	\$ 21,219
Instructional Materials & Supplies	\$ -	\$ -
Total Costs	\$ 54,668	\$ 27,334

Number of Trainees

11

Employment & Wage Information:

Existing Employment	Projected New Employees
86	5

Average Hourly Wage	Total Hourly Compensation
\$ 51.92	\$ 59.70

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Tax Credit Recommended for Approval

\$27,334

Application Score

79

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC SKILLS TRAINING INVESTMENT CREDIT REPORT

Date: September 25, 2019
Company: Stelised, Inc.
City: Simpsonville **County:** Shelby
Industry Sector: Manufacturing **BSSC #:** T20-22670
Bus. Devp. Contact: M. David-Jacobs **OFS Staff:** C. Wingate

Training Description:

Stelised, Inc. is a manufacturer of tooling and injection molding for the POP (point-of-purchase) industry. The training plan includes in-house training for toolmakers, apprentice program, production material handlers and mold setters/injection molders. It will also include classes on injection molding principles and injection molding troubleshooting.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ 378,560	\$ 189,280
Classroom/OJT - Consultant/Educational Institution	\$ 19,464	\$ 9,732
Instructional Materials & Supplies	\$ -	\$ -
Total Costs	\$ 398,024	\$ 199,012

Number of Trainees

8

Employment & Wage Information:

Existing Employment	Projected New Employees
51	8

Average Hourly Wage	Total Hourly Compensation
\$ 16.50	\$ 18.53

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Tax Credit Recommended for Approval

\$25,500

Application Score

74

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC SKILLS TRAINING INVESTMENT CREDIT REPORT

Date: September 25, 2019
Company: Framebridge, Inc.
City: Richmond **County:** Madison
Industry Sector: Manufacturing **BSSC #:** T20-22677
Bus. Devp. Contact: E. Bishop **OFS Staff:** K. McCane

Training Description:

Framebridge, Inc. is a manufacturing company specializing in customized framing. The training will consist of on-the-job training in basic manufacturing, assembly functions and handling of art as well as leadership training courses.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ 196,446	\$ 98,223
Classroom/OJT - Consultant/Educational Institution	\$ -	\$ -
Instructional Materials & Supplies	\$ 450	\$ 225
Total Costs	\$ 196,896	\$ 98,448

Number of Trainees

248

Employment & Wage Information:

Existing Employment	Projected New Employees
223	25

Average Hourly Wage	Total Hourly Compensation
\$ 13.09	\$ 15.90

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Tax Credit Recommended for Approval

\$75,000

Application Score

75

Bluegrass State Skills Corporation

APPLICATIONS - COMMITMENT

THINK KENTUCKY

Cabinet for Economic Development

Commitment Grant-In-Aid (GIA) Project
September 2019

Qualified Company	City	Number of Trainees	Incentive Amount
El Toro.com, LLC	Louisville	250	\$200,000.00
El Toro.com, LLC	Louisville		\$50,000.00
Phoenix Paper Wickliffe LLC	Wickliffe	500	\$200,000.00
Phoenix Paper Wickliffe LLC	Wickliffe		\$102,500.00
Bendix Spicer Foundation Brake LLC	Bowling Green	442	\$188,000.00
5 Projects	Total	1192	\$740,500.00

Commitment Balance	\$938,000.00
Current Approved Grant Amount	\$740,500.00
Remaining Commitment Balance	\$197,500.00

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC COMMITMENT GRANT-IN-AID PROJECT REPORT

Date: September 25, 2019
Company: El Toro.com, LLC
City: Louisville **County:** Jefferson
Industry Sector: Nonretail Service or Technology **BSSC #:** G20-22678
Bus. Devp. Contact: K. Slattery **OFS Staff:** C. Wingate

Training Description:

El Toro is a targeting technology company, offering online marketing services such as advanced analytics, mobile location marketing and IP targeting. Launched in 2013, the company has recently announced that that they would be moving to a larger space in Louisville, adding an additional 400 jobs and \$10.5 million investment. All of the training on this application will be in house training for new hires and skills upgrade training for existing employees.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ 403,463	\$ 201,731
Classroom/OJT - Consultant/Educational Institution	\$ -	\$ -
Instructional Materials & Supplies	\$ -	\$ -
Train-the-Trainer Travel	\$ -	\$ -
Total Costs	\$ 403,463	\$ 201,731

Number of Trainees

250

Employment & Wage Information:

Existing Employment	Projected New Employment
85	165

Average Hourly Wage	Total Hourly Compensation
\$ 32.24	\$ 32.94

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Commitment Grant Recommended for Approval

200,000

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC COMMITMENT GRANT-IN-AID PROJECT REPORT

Date: September 25, 2019
Company: El Toro.com, LLC
City: Louisville **County:** Jefferson
Industry Sector: Nonretail Service or Technology **BSSC #:** G20-22679
Bus. Devp. Contact: K. Slattery **OFS Staff:** C. Wingate

Training Description:

El Toro is a targeting technology company, offering online marketing services such as advanced analytics, mobile location marketing and IP targeting. Launched in 2013, the company has recently announced that they would be moving to a larger space in Louisville, adding an additional 400 jobs and \$10.5 million investment. All of the training on this application will be in house training for new hires and skills upgrade training for existing employees.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ 102,931	\$ 51,465
Classroom/OJT - Consultant/Educational Institution	\$ -	\$ -
Instructional Materials & Supplies	\$ -	\$ -
Train-the-Trainer Travel	\$ -	\$ -
Total Costs	\$ 102,931	\$ 51,465

Number of Trainees 250

Employment & Wage Information:

Existing Employment	Projected New Employment
85	165

Average Hourly Wage	Total Hourly Compensation
\$ 32.24	\$ 32.94

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Commitment Grant Recommended for Approval 50,000

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC COMMITMENT GRANT-IN-AID PROJECT REPORT

Date: September 25, 2019
Company: Phoenix Paper Wickliffe LLC
City: Wickliffe **County:** Ballard
Industry Sector: Manufacturing **BSSC #:** G20-22710
Bus. Devp. Contact: K. Slattery **OFS Staff:** C. Wingate

Training Description:

Phoenix Paper Wickliffe, LLC is a Chinese owned manufacturing company. In 2018, they purchased the former Verso paper mill in Wickliffe, Kentucky. They are currently in the process of converting this mill to a brown paper and pulp manufacturing and recycling facility. The company will be providing classroom and on the job training specific to the paper and pulp industry. This equipment training is required for all employees to qualify as competent to perform in the job safely and efficiently.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ 650,000	\$ 325,000
Classroom/OJT - Consultant/Educational Institution	\$ -	\$ -
Instructional Materials & Supplies	\$ -	\$ -
Train-the-Trainer Travel	\$ -	\$ -
Total Costs	\$ 650,000	\$ 325,000

Number of Trainees 500

Employment & Wage Information:

Existing Employment	Projected New Employment
206	294

Average Hourly Wage	Total Hourly Compensation
\$ 26.00	\$ 33.80

Requirements: Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Commitment Grant Recommended for Approval 200,000

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC COMMITMENT GRANT-IN-AID PROJECT REPORT

Date: September 25, 2019
Company: Phoenix Paper Wickliffe LLC
City: Wickliffe **County:** Ballard
Industry Sector: Manufacturing **BSSC #:** G20-22709
Bus. Devp. Contact: K. Slattery **OFS Staff:** C. Wingate

Training Description:

Phoenix Paper Wickliffe, LLC is a Chinese owned manufacturing company. In 2018, they purchased the former Verso paper mill in Wickliffe, Kentucky. They are currently in the process of converting this mill to a brown paper and pulp manufacturing and recycling facility. The company will be providing classroom and on the job training specific to the paper and pulp industry. This equipment training is required for all employees to qualify as competent to perform in the job safely and efficiently.

Training Details:

	Total Costs	50% of Total Costs
Classroom/OJT - In-House	\$ -	\$ -
Classroom/OJT - Consultant/Educational Institution	\$ 356,000	\$ 178,000
Instructional Materials & Supplies	\$ -	\$ -
Train-the-Trainer Travel	\$ -	\$ -
Total Costs	\$ 356,000	\$ 178,000

Number of Trainees

500

Employment & Wage Information:

Existing Employment	Projected New Employment
206	294

Average Hourly Wage	Total Hourly Compensation
\$ 26.00	\$ 33.80

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Commitment Grant Recommended for Approval

102,500

**BLUEGRASS STATE SKILLS CORPORATION
BOARD OF DIRECTORS**

BSSC COMMITMENT GRANT-IN-AID PROJECT REPORT

Date: September 25, 2019
Company: Bendix Spicer Foundation Brake LLC
City: Bowling Green **County:** Warren
Industry Sector: Manufacturing **BSSC #:** G20-22711
Bus. Devp. Contact: K. Slattery **OFS Staff:** C. Wingate

Training Description:

Bendix Spicer Foundation Brake LLC announced an expansion of its wheel-end manufacturing facility in Bowling Green earlier this year. This will increase the air disc brake production capacity to keep pace with accelerating customer demand in North America. Training on this application includes new hire orientation, on the job equipment training, lift truck training and leadership training for the salaried management team.

Training Details:

Classroom/OJT - In-House
 Classroom/OJT - Consultant/Educational Institution
 Instructional Materials & Supplies
 Train-the-Trainer Travel
Total Costs

	Total Costs	50% of Total Costs
	\$ 264,695	\$ 132,347
	\$ 139,626	\$ 69,813
	\$ -	\$ -
	\$ -	\$ -
Total Costs	\$ 404,321	\$ 202,161

Number of Trainees

536

Employment & Wage Information:

Existing Employment	Projected New Employment
442	94

Average Hourly Wage	Total Hourly Compensation
\$ 18.31	\$ 24.98

Requirements:

Total Hourly Compensation: \$12.51
 Base Hourly Wage: \$10.88

BSSC Commitment Grant Recommended for Approval

188,000

Bluegrass State Skills Corporation

APPLICATIONS – STIC FINAL

THINK KENTUCKY

Cabinet for Economic Development

**Skills Training Investment Credit (STIC) Final Projects
September 2019**

BSSC #	Eligible Company	City	Number of Trainees	Approved Incentive Amount	Final Incentive Amount
T18-21952	W. Frank Harshaw and Associates, Inc.	Louisville	97	\$ 97,000.00	\$69,123.46
1		Total	97	\$97,000.00	\$69,123.46