



DEAN DORTON ALLEN FORD, PLLC

BUSINESS ADVISORS CPAs CONSULTANTS



Dear Reader,

Earlier this year there was an announcement about the economic expansion activity in Kentucky. The report discussed the record level of corporate expansion and job creation Kentucky experienced in 2017. According to a news release from Gov. Matt Bevin's office, Kentucky enjoyed a record year when it came to corporate investment in 2017, with \$9.2 billion in corporate expansion and new-location projects in 2017. The previous record was \$5.1 billion in 2015.

Interestingly, the announcement also shared that the majority of the expansion and job growth did not come from new businesses, but from those companies that had already been established. This was something we were already aware of.

Dean Dorton has had the honor and privilege of working with a variety of Kentucky-based companies for several decades now. We get to see firsthand the significant impact these companies have each year on our state's economy. We wanted to create a way that we could recognize their efforts and results, so we have created the Best Bets list. We are proud to recognize the distinct and esteemed companies that are impacting Kentucky's economic development through a new special report, *Kentucky's Proof*, and the Best Bets list.

I am both honored and thrilled you are reading the first edition of *Kentucky's Proof*. This publication is a unique endeavor that we hope brings meaningful insight on a wide range of topics and emerging trends that impact how businesses and organizations are operating and preparing for the changing landscape of business and employee benefits throughout Kentucky. It is also intended to provide the reader with information regarding their peers' thinking across a variety of industries and topics in the Kentucky market.

The Best Bets list is based on several factors, including the revenue figures provided, re-investment in the company, employee investment and other achievements. More than 55 companies applied for the inaugural list and 11 were chosen as 2017's Best Bets. The size of the companies ranged from one to more than 1,400 employees and revenues ranged from \$1 million to \$1 billion. We hope the summarization of Kentucky's economy and industrywide perceptions or trends will help business executives make innovative and smart decisions in the years ahead.

Again, congratulations to the Best Bets 2017!

A handwritten signature in black ink that reads "David Bundy".

David Bundy, CPA
President and CEO
Dean Dorton



The Lane Report

Kentucky's Business News Source for 33 Years



The Lane Report and its family of print and digital business news publications are delighted to partner with Dean Dorton in the inaugural edition of *Kentucky's Proof* – a Best Bets collection designed to recognize outstanding achievement by Kentucky companies based on a predetermined set of criteria.

The *Kentucky's Proof* program was launched last fall with a call for nominations supported by a heavy marketing campaign and resulted in over 55 companies registering their information. The specially crafted data request was analyzed by the experts at Dean Dorton to compile a profile of each company's metrics across a wide range of categories. The Kentucky companies selected as Best Bets were announced in a full-page advertisement in the March issue of *The Lane Report*, reaching a statewide audience of

Kentucky's most influential opinion leaders.

I invite you to learn more by reading through the profiles of the remarkable individual companies honored in this special publication, which recognizes their successes.

Dick Kelly

*Publisher & CEO
The Lane Report*

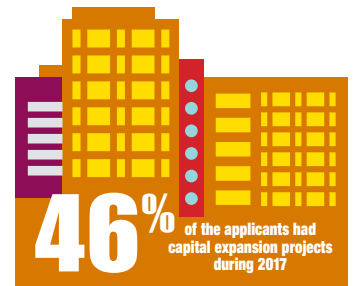
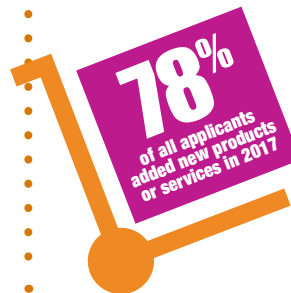
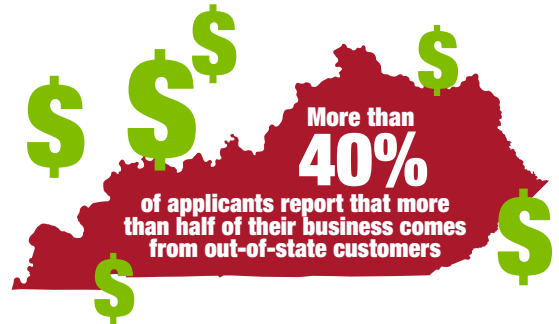
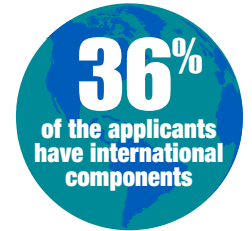
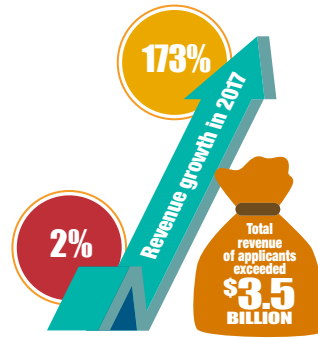
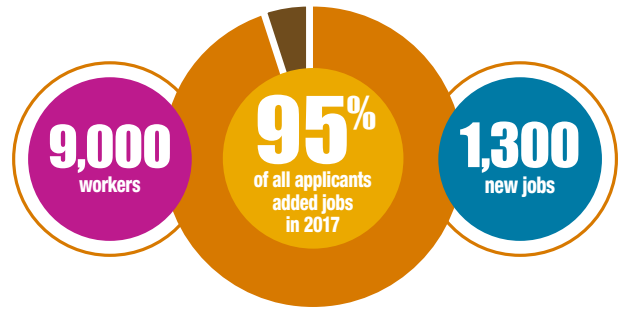
What's Inside - Best Bets 2017 Company Profiles*



* Listed in no particular order

Best Bets 2017 At A Glance

Our goal with the Best Bets initiative was to measure the impact a company had on the statewide economy and recognize that. However, measuring a company's impact on the state economy is not an easy proposition. We determined that we would consider multiple factors and not just concentrate on revenue growth. Although we believe revenue growth is one of the biggest impacts a company can have on the economy, other considerations include how many jobs were added, capital expansion and new services added. This holistic approach allowed us to produce a list of 11 winners that have had an outstanding impact on our state's economy. Here's a look at all the applicants.



We recognize that one cannot draw too many conclusions from such a small sampling of Kentucky companies. However, we had the opportunity to see how various sized companies from every region of our state and from multiple industries have had similar successes. With more than **75 percent of the applicants indicating that their pipeline of work has increased substantially from the previous year**, it leads us to believe that our state economy will continue to grow and expand through the efforts of Kentucky companies. This success is what we refer to as “Kentucky’s Proof.”



As Best Bets supporting sponsor, Bim Group applauds the winners for their phenomenal success and the substantial positive financial impact they are creating for Kentucky’s overall economy. With rare exception, Best Bets award winners are continually being challenged to identify and recruit qualified employees. In addition to the excitement of working for a progressive growing company, Best Bets award winners place clear emphasis on a variety of strategic initiatives to attract and retain high-caliber employee talent.

As you read our expanded analysis, one takeaway is for certain ... Best Bets employers recognize that attracting great employees translates into serving their clients with exceptional products and services, and positions their company for continued long-term success, growth and profitability.

Sincerely,

L Briggs Cochran
President and CEO, BIM Group

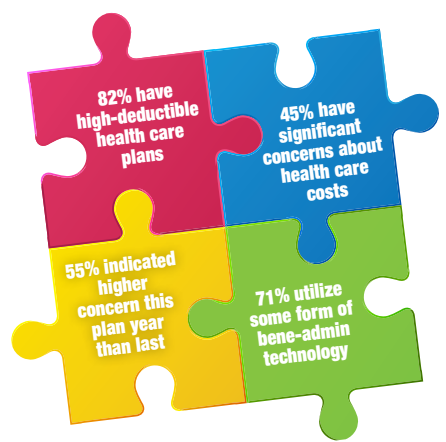
Best Bets 2017 Employer Insights

Best Bets winners remain committed to providing excellent comprehensive benefits (health-dental-vision-life-disability-retirement) that are characterized by generous above-average employer contributions to all plans.



In creating vibrant cultures, Best Bets companies frequently

- Share their growth and direction with their employees
- Celebrate corporate events / family outings
- Serve a charitable need





Showcase: Impactful Innovation

Lexington Clinic Direct-to-Employer Program

The majority of the Best Bets applicants indicated rising health-care costs as an ongoing challenge. To the extent it is such a critical issue, we wanted to highlight one initiative a Best Bet applicant has implemented to overcome these challenges.

Lexington Clinic is Central Kentucky’s largest multispecialty medical group, caring for more than 600,000 patients per year. Founded in 1920, Lexington Clinic now has nearly 200 providers in more than 30 specialties, including more than 60 primary-care providers in 30 locations throughout Central Kentucky.



Several years ago, Lexington Clinic began an innovative direct-to-employer program, Provider Employer Pathways, combining population health management and health plan design to progressive, partner employers. In this program, both preventive care and chronic health conditions are addressed and covered plan members are provided with convenient access through a dedicated

member navigator and care management team. Implementation of this program required their board of directors to allocate resources and invest in a population health infrastructure to serve partner employers.

The program has continued to generate evidence that through careful plan design, making use of copayment selection and deductibles, beneficiaries can be steered toward providers of choice. Employers and partnered provider groups get a much better overall picture of expenditure and health outcomes. Employers looking to manage their margins and improve the overall health of their employee population stand to gain a great deal from adopting such a program, potentially altering the rise in health-care spending and simultaneously providing quality health care for their members. For more information on this program, visit youemployeehealth.com



Next Batch

These companies had impressive successes throughout 2016 – 2017 and had a significant positive impact on the economy. They were just on the edge of being named to this year’s Best Bets list – so be on the lookout for great things in the year ahead! Companies are listed alphabetically.

- Alliance Cost Containment** – Louisville
- Century Construction Inc.** – Erlanger
- Cuddles Clones** – Louisville
- Eezy Inc.** – Bowling Green
- Facilities Management Services** – Louisville
- Fusioncorp** – Lexington