



Economic Development Services

Kentucky Cabinet for Economic Development (502) 564-7670 – The Cabinet is the primary state agency in Kentucky responsible for creating new jobs and new investment in the state. Programs administered by the Cabinet are designed to support and promote economic development within the state, primarily by attracting new industries to the state, assisting in the development of existing industries, and assisting communities in preparing for economic development opportunities.

By statute, the Cabinet is governed by the **Kentucky Economic Development Partnership** (Partnership Board or Partnership). The Partnership is responsible for directing and overseeing the Cabinet for Economic Development and adopting a Strategic Plan. The **Kentucky Economic Development Finance Authority** (KEDFA) is a statutorily created committee under the authority of the Partnership Board. KEDFA is responsible for awarding most of the financial incentives offered by the Cabinet.

The Cabinet consists of:

[Office of the Secretary](#)

[Department for Existing Business Development](#)

[Department of Financial Incentives](#)

[Department of Commercialization and Innovation](#)

[Department for New Business Development](#)

[Office of the Secretary](#) (502) 564-7670 – Responsible for the development and administration of executive policies and for the overall management of the agency. Staff and administrative functions within the Office include communication services, legal services, research and information technology, personnel and administration, legislative initiatives and special projects. Attached to the Office of the Secretary are:

[Office of Legal Services](#) – Provides all legal services for the Cabinet.

[Office of Research and Information Technology](#) (502) 564-4886 – Provides Cabinet-wide support in the areas of information technology, research services, industrial site and building information and strategic planning support services.

Consists of three divisions:

Division of Network Administration and Support (502) 564-4300 – Manages the Cabinet's information resources and office automation system and provides computer support services and security.

Division of Database and Systems Development (502) 564-4300 – Responsible for development of all Cabinet information systems, data base development / maintenance, business analysis, and GIS development / maintenance.

Division of Research and Site Evaluation (502) 564-4886 –
Consists of two branches:

General Research Branch - Compiles data on taxes, transportation, education, labor force, industrial services, Kentucky companies, economic and demographic statistics, and community information; and

Site Evaluation Branch – Maintains current data on available industrial sites and buildings in the state. In addition, the branch assists communities in evaluating potential industrial sites. The graphics section of the branch prepares promotional and informational material for printing and display for the Cabinet.

Office of Administrative Services (502) 564-4300 – Provides Cabinet-wide services in areas of fiscal management, budgetary implementation, and personnel support. Services are provided through one division, the Division of Finance and Personnel with two branches – Personnel and Payroll Branch and Fiscal Management Branch.

Department of Commercialization and Innovation (502) 564-7670 – Leads the state’s new economy efforts. Responsible for developing and implementing a strategy to build and promote technology-driven and research-intensive industries with the goal of creating high-tech job opportunities and developing clusters of innovation throughout the state. Administers and recommends funding to facilitate recruiting, creating, and retaining high-tech companies and jobs, producing new products and services, and developing new and improved processes.

Department for New Business Development (502) 564-7140 – Responsible for coordinating the recruitment and attraction of companies that will enhance the overall viability of the state’s economy. The Department is also responsible for the oversight of 12 regional industrial parks and the administration of the multi-county Local Government Economic Development Fund (LGEDF). The Department consists of the Industrial Development Division and two International Representative Development offices.

Industrial Development Division (502) 564-7140 – Promotes the state as a location for new facilities to domestic and international clients. Initiates and participates in out-of-state trips to recruit industry, providing clients with information regarding location requirements. Travels with company representatives looking at sites and communities in the state. Project managers are assigned to act as liaisons between the client and permitting agencies, financial institutions, training assistance agencies, and local economic development groups.

Representative Development Offices – The Department has representatives in two international offices – the **Far East Office** in Tokyo, Japan, and the **European Office** in Brussels, Belgium – to aid in the recruitment of international companies to the Commonwealth.



Cabinet for Economic Development

Economic Development Services

Department for Existing Business Development (502) 564-7140 – Responsible for assisting and encouraging job retention and creation by working with existing business. Partners with outside agencies and communities to conduct workshops, community assessments, and business surveys to support local development efforts. The Department consists of the Division of International Trade, the Regional Economic Development Divisions, and the Division of Small Business Services and the Commission on Small Business Advocacy.

Regional Economic Development Divisions – Conduct Kentucky's only statewide existing business visitation program focusing on new job creation, new investment, and job retention with start-up companies, existing and expanding businesses and provide technical assistance to local economic development officials. The three regional offices are: **West Kentucky Office**, in Madisonville, **Central Kentucky Office**, in Frankfort, and **East Kentucky Office**, in Prestonsburg.

West Kentucky Office, Madisonville (270) 824-7053 or toll-free (800) 928-9200
Central Kentucky Office, Frankfort (502) 564-5891 or toll-free (800) 847-4251
East Kentucky Office, Prestonsburg (606) 889-1767 or toll-free (800) 928-0169

Division of International Trade (502) 564-7140 – Provides opportunities for increased export sales of Kentucky produced goods and services by Kentucky businesses that are either potential exporters willing to make a commitment to export sales to areas outside of the U.S., or existing exporters with the potential for increased sales in existing or new international markets.

The Division maintains three international offices – the **Mexico Office** in Guadalajara, Mexico, the **South America Office** in Santiago de Chile and the **China Office** in Beijing, China.

Kentucky Commercial and Agricultural Trade Office, Guadalajara, Mexico:
011-52-23-122-8105
patrick.fenton@kentucky.org.mx

Kentucky South American Trade Office, Santiago, Chile:
011-56-2-378-6530
scorejo@kysato.com

Kentucky China Trade Center, Beijing, China:
011-8610-6410-6047
dsnodgrass@kentuckychinatrade.com

Division of Small Business Services (502) 564-2064 – Assists new and existing small business development through the expansion of entrepreneurial assistance programs. Consists of three program areas – business information clearinghouse, procurement assistance, and small and minority business development.

Business Information Clearinghouse Branch – Serves as a centralized information source on business regulations. Assists in securing necessary licenses, permits, etc., for businesses. Acts as a referral service for government financial and management assistance programs.

Kentucky Procurement Assistance Branch – Assists Kentucky businesses in selling their goods or services to federal, state, and local government agencies. Primary services include market research / bid notification, one-on-one consulting, and group training programs on topics related to government contracting.

Small and Minority Business Branch – Fosters the development of small, women, and minority-owned businesses. Serves as a resource center for entrepreneurs. Assists in establishing training programs that address the needs of the small business community. Programs administered by this branch: Active Capital program, which lists offerings of small companies up to \$1 million and the Linked Deposit Loan program, which can invest funds from the Abandoned Property Account with a financial institution that can lend the proceeds to small business or agribusiness. Assistance with small business financing, such as the KEDFA Small Business Loan Program is also available.

Commission on Small Business Advocacy – (502) 564-2722 – Assists the small business community in navigating the regulatory process and advocates on behalf of small businesses at the state and federal level. The CSBA represents the small business interest when regulatory implementation is overly burdensome and promotes cooperative and constructive relationships between state agencies and the small business community.

Department of Financial Incentives (502) 564-4554 – Coordinates all financial assistance, tax credit, and related programs available to business and industry. The Department consists of the Tax Incentive Programs Division, Direct Loan Programs Division, Program Servicing Division, and the Bluegrass State Skills Corporation.

Tax Incentive Programs Division and Direct Loan Programs Division (502) 564-4554 – Administer the array of financial assistance, tax credit, and related programs available to business and industry through the Kentucky Economic Development Finance Authority (KEDFA).

Program Servicing Division (502) 564-4554 – Performs auditing, monitoring, and compliance functions for the other divisions in the Department.



Cabinet for Economic Development

Economic Development Services

Bluegrass State Skills Corporation (BSSC) (502) 564-2021 – An independent, de jure corporation that brokers skills training for business and industry, from entry-level to advanced training, and from upgrading present employees to retraining experienced workers. Awards grants and tax credits for training. Works in partnership with other employment and job training resources and programs to package a program customized to meet the specific needs of a company. Awards are made by an independent board.

Incentive Programs

Industrial Revenue Bond Issue Program (IRB) – Bonds made available by state and local governments can be used to finance manufacturing projects and their warehousing areas, major transportation and communication facilities, most health care facilities, and mineral extraction and processing projects.

Kentucky Economic Development Finance Authority (KEDFA) Direct Loan Program – Provides financing for agribusiness, tourism, industrial ventures or the service industry (no retail), for fixed assets, in conjunction with private financing. Loan amounts may be up to \$500,000 and the interest rate is tied to the term of the loan.

Kentucky Economic Development Finance Authority (KEDFA) Small Business Loan Program – Is available to any for profit entity that engages in manufacturing, agribusiness, service, or technology (no retail) that employs 50 or fewer people. The maximum loan amount is \$100,000, the minimum is \$15,000, and proceeds may be used to purchase fixed assets, construct or improve facilities, purchase and install machinery and equipment and for working capital.

Kentucky Economic Opportunity Zone Program (KEOZ) – Provides tax credits to companies that establish new or expand existing manufacturing, service, or technology operations in a qualified zone having high unemployment and poverty levels.

Kentucky Enterprise Initiative Act (KEIA) – Provides refunds of sales and use tax paid by approved companies for construction materials and building fixtures. It is also available for sales and use tax refunds for equipment used in research and development.

Kentucky Environmental Stewardship Act (KESA) – Provides tax incentives to new or existing manufacturing companies that manufacture a new product or substantially improved existing manufactured product that has a less or reduced adverse effect on human health and the environment or provides for improvement to human health and the environment when compared with existing products or competing products that serve the same purpose.

Kentucky Industrial Development Act (KIDA) – Provides tax incentives to manufacturers that locate or expand operations in Kentucky.



Cabinet for Economic Development

Economic Development Services

Kentucky Industrial Revitalization Act (KIRA) – Provides tax incentives to existing manufacturers faced with imminent closure due to lack of productivity or profitability caused by outdated equipment.

Kentucky Investment Fund Act (KIFA) – Provides tax credits to investors in approved investment funds.

Kentucky Jobs Development Act (KJDA) – Provides tax incentives to service or technology related, non-manufacturing, non-retail “white collar” companies that provide more than 75% of their services outside the state.

Kentucky Rural Economic Development Act (KREDA) – Provides tax incentives to new or existing manufacturing companies that locate or expand operations in counties suffering from high rates of unemployment.

July 2007