



Kentucky Chamber
Uniting Business. Advancing Kentucky.

Report recommends public-private partnerships to save taxpayer dollars

A NEW REPORT from the Kentucky Chamber of Commerce examines how greater engagement of the private sector in state government through partnerships can help the state meet essential needs while saving tax dollars and improving efficiency.

The report, *Private Solutions to Public Problems: Partnerships to Build a Better Government*, was released Tuesday (July 23, 2013) as part of the Chamber's annual Business Summit. It points the way toward addressing the persistent challenges created when the demand for money to fund state government programs exceeds available resources.

"The pressure on public resources is compounded by an economy that is still recovering from the recession as well as by unsustainable spending in several areas of state government," noted Chamber CEO Dave Adkisson. Earlier "Leaky Bucket" reports from the Chamber detailed budget trends that found state spending on corrections, Medicaid and public employee benefits to be growing faster than the overall state budget and the state economy.

"This erodes funding for education – the area where we must make strong investments to build a successful future for individual Kentuckians and the state as a whole," Adkisson added.

The approach advocated by the Chamber's new report is known as a public-private partnership, or P3. A classic P3 usually involves a private entity working with a government agency to provide financing, construction and operation of an infrastructure project such as a highway or building. The Chamber's report expands that definition to include the general trend of states contracting with the private sector to provide a wide range of government services to the public.

The Chamber's research found that governments can achieve several important goals by partnering with the private sector: saving money, gaining expertise, improving quality and risk management and taking advantage of private-sector innovation. Possible arrangements for P3s range from the design and construction of a project to providing specific services to long-term leases and program operations.

Kentucky already has some experience in this area, the report noted, using private vendors to provide such services as billing for Medicaid and operating psychiatric hospitals. Two universities have contracted with private companies to design, build and manage new dormitories, and P3s are in place to promote economic development in the state's two largest metropolitan areas.

An existing state law is intended to provide accountability when the state contracts for private services in general, but Kentucky does not have a strategic approach to contracting for services. It also does not have – unlike 33 other states – any form of a P3 enabling law for highway and bridge projects.



Kentucky Chamber President and CEO Dave Adkisson outlined the report at the recent Business Summit, pointing out that new dormitories at the University of Kentucky are excellent examples of public-private partnerships.

The Chamber report recommends that Kentucky:

- enact legislation to enable the creation of public-private partnerships for a wide range of infrastructure projects at all levels of government;
- consider the creation of a state P3 office or unit to foster the development of public-private partnerships; and
- enact legislation to create the Kentucky Competitive Government Council to identify opportunities within state government for the use of private partners, promote transparency and monitor the implementation of partnerships.

"We believe Kentucky can take an important step by enacting these recommendations to create a system for partnerships that will make the best use of tax dollars to deliver the services Kentuckians need and deserve," Adkisson said.



A copy of the report is included in this mailing. To download an electronic version, visit kychamber.com/p3.

Under Booth's leadership, Chamber scores key victories in 2013



At the Annual Meeting on July 22, Kentucky Chamber Chairman Jim Booth (president of Booth Energy) presented a video to an audience of about 600 that recounted the Chamber's work during the past year. Scan the code with your smartphone to view the video.

DURING THE Kentucky Chamber's Annual Meeting (presented by Bingham Greenebaum Doll) on July 22, Chairman Jim Booth, president and CEO of Booth Energy, outlined the Kentucky Chamber's accomplishments during the past year and lauded the Chamber's membership for helping to support our mission of uniting business and advancing Kentucky.

"Many of you tonight are business leaders who work hard every day to compete, to grow, and to innovate in your industry," said Booth. "You provide thousands of jobs for Kentucky families, and you make our hometowns great places to live."

LEADING THE BATTLE CRY ON PUBLIC PENSION REFORM

The Chamber led the battle cry on public pension reform during the 2013 session of the Kentucky General Assembly. Kentucky's bond ratings had already been downgraded three times, and our state was ranked near the bottom in fiscal health. To solve the problem, more than 50 business organizations rallied behind the Chamber to make Kentucky lawmakers aware of the train wreck that would occur if the public pension systems were not reformed substantially.

In addition to maintaining constant pressure on the pension issue at the Capitol, we created an unprecedented statewide media

campaign urging legislators to pass meaningful reforms. We're proud to say that these efforts and a strong bipartisan effort by Governor Beshear, Senate President Stivers and Speaker Greg Stumbo resulted in the adoption of a more sustainable retirement plan that will save taxpayers more than \$10 billion over the next 20 years.

HELPING THE STATE TAKE MAJOR STRIDES IN EDUCATION

The Kentucky Chamber's top overall priority – improving education – also made progress during the 2013 session. Three key bills passed through a bipartisan effort:

First, the high school dropout age, championed by Governor and Ms. Beshear, was raised from 16 to 18.

Second, qualified high school students can now graduate early.

Third, the Kentucky Board of Education is now required to establish an evaluation system for teachers and principals, that takes into account student progress.

The Chamber has also been working to improve education on its own.

McCoy named Chair-elect

PLANTERS BANK, Inc. President and CEO Elizabeth McCoy has been named chairwoman-elect of the Kentucky Chamber. McCoy, of Hopkinsville, will begin her year leading the state's top business organization in October after the chairmanship of Jim Booth, president of Booth Energy, expires. McCoy's new role with the Chamber comes after the resignation of chair-elect Mary Pat Regan, former president of AT&T Kentucky, who recently relocated to Chicago after being appointed assistant vice president of national regulatory AT&T services.



McCoy

Misinformation continues to fuel criticism of school standards

Kentucky must stay the course for educational excellence

WINNING STRONG BIPARTISAN support for a major initiative doesn't happen all that often in Kentucky. But when it does, we can be certain that the matter at hand is of great significance.

That was the case in 2009, when Kentucky's House and Senate – Democrats and Republicans – gave their support to legislation that set the state on a visionary course to become a leader in better preparing our students to succeed in college and career. Since then, Kentucky's educators, advocates, students and community and business leaders have been working hard – and with considerable success – to implement and support the Kentucky Core Academic Standards.

While the state has finished its second round of testing on the new assessments developed to reflect the tougher standards, the college and career preparation of our students has shown measurable improvement, from 34 percent in 2009 to 47.2 percent in 2012.

And yet, some people would have Kentuckians believe that all of this has been bad news for our students and our state. Now, three years after the fact, they are trying to politicize what Kentucky's educators are teaching as they work to better prepare students to compete and succeed in life and the workplace.

Here are a couple of key questions: How many opponents of the standards have actually read them? Better yet, how many of them know what a standard is?

Simply put, a standard is just a sentence that specifies what a child should know and be able to do at the end of a school year. In kindergarten, for example, students are expected to be able to count to 100 and do basic addition and subtraction. By the end of grade 12, they should be able to read and comprehend literature that can be in the form of informational tests, history, social studies and other areas.

The state's business community is no stranger to standards. Regardless of the type of industry or business, employees must meet certain expectations of performance and quality control to keep their jobs.

We also recognize what is good about the Kentucky Core Academic Standards, which is why we have been so vocal in our support of them and the teachers who are making them a reality in the state's classrooms.

The standards reflect what students are expected to achieve in countries that have some of the world's highest performing education systems, meaning Kentucky students will be better equipped to compete in a global economy.

They establish the same expectations for academic mastery of subjects in the 40-plus states that have adopted them. This will let Kentucky parents truly know how their child is doing in comparison to other students in the same grade across the nation.

Perhaps one of the most significant facts about the standards – especially in view of the misinformation that is being spread about them – is they are not a curriculum. They are a set of common expectations for each grade. They do not dictate how teachers teach students to meet those expectations, what materials they must use



Op-ed by
Dave Adkisson, president and CEO of the Kentucky Chamber of Commerce; **James R. Allen**, CEO of Hilliard Lyons and chair of Business Leader Champions for Education; and **Stu Silberman**, executive director of the Prichard Committee for Academic Excellence.

or anything else about the local classroom. That is left up to local decision-making, as it should be.

As Conservatives for Higher Standards have noted, “The call – and need – for raising standards is not new. President Eisenhower called for clearer education standards in response to the Russians launching Sputnik. President Ronald Reagan oversaw the landmark ‘Nation at Risk’ report that found school standards were too low. By 2008, consensus formed among governors and chief state school of-



We cannot afford to step away from the tougher academic standards and the opportunity they offer to create a world-class education system.

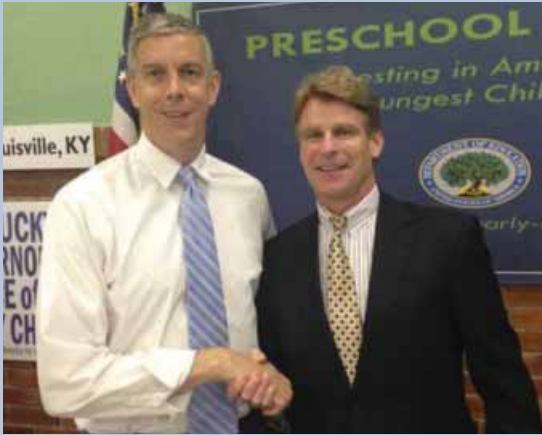
ficers that raising academic expectations was a shared imperative. The result was the Common Core State Standards initiative.” (The organization's website includes an extensive list of supporters who provide a strong rationale for raising standards to ensure college and workforce readiness – highercorestandards.org/supporters).

The standards were conceived by the states and for the states. The federal government wasn't involved and, in fact, the effort began long before the current administration took office. Rather, it was the governor of a southern state – Jim Hunt of North Carolina – who started the discussion in 2006, engaging his colleagues through the National Governor's Association to partner with the Council of Chief State School Officers. Kentucky was involved, and so were nearly four dozen other states.

Many of the arguments now being put forth by critics are based either on misinformation or manipulation of the facts. As partners in Business Leader Champions for Education and through our individual organizations, we urge Kentuckians to reject those arguments and join us in strongly supporting the continued efforts and excellent work of Kentucky educators to better prepare our students for the future.

Kentucky faces many challenges in the years ahead. We cannot afford to step away from the tougher academic standards and the opportunity they offer to create a world-class education system. That is exactly what Kentucky needs to give our students the strongest possible foundation for meeting those challenges and succeeding in life and work.

Education Briefs



Senior Vice President of Public Relations at PNC Bank, Mike Moll and U.S. Secretary of Education Arne Duncan meet at the Louisville roundtable discussion during Secretary Duncan's Kentucky appearance. Chamber-member PNC Bank, has been a huge supporter of early childhood initiatives investing hundreds of millions of dollars.

U.S. Secretary of Education visits state to discuss education issues

IN JUNE, Kentucky Chamber President & CEO Dave Adkisson, joined U.S. Secretary of Education Arne Duncan to discuss the importance of supporting early childhood education initiatives. Adkisson and Secretary Duncan joined several other elected officials and education leaders for a roundtable discussion at a daycare in Louisville's west end.

Secretary Duncan, who is currently traveling the country in a push to expand early childhood education, discussed the importance of programs like Early Head Start Child Care and publicly funded all-day preschools. He also stressed the critical need for the country to get out of “catch-up” mode when it comes to educating our children and close the achievement gaps as early as possible in a child's education.

Adkisson reiterated the business community's support for education, noting the need for a qualified and capable workforce, which begins in the classroom.

Schools rush to adopt new high school dropout age

WITHIN 48 HOURS of the official implementation of the “Graduate Kentucky” bill to promote high school graduation, 54 Kentucky school districts voted to increase their compulsory school attendance age. Senate Bill 97 allows school districts to raise their high school dropout age from 16 to 18. Now that more than 120 districts have adopted the new standard, it will be the statewide standard in four years.

The Kentucky Chamber is encouraged to see school districts take such an enthusiastic approach to adopting the new standard. The business community has been a long-time supporter of raising the high school dropout age for many reasons. Not only are high school graduates less likely to commit crimes, rely on government healthcare or use other public services, but they help build a more competitive and productive workforce.

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YEAR: From education reforms to new member savings initiatives, the Chamber strives to unite business and advance Kentucky



The Kentucky Chamber Foundation created the Leadership Institute for School Principals in 2011. Since then, the Chamber has invested more than \$1.5 million and offered more than 150 school principals from across the state executive-level leadership training at the Center for Creative Leadership in Greensboro, North Carolina. Chamber members across Kentucky have stepped up to sponsor principals from their home counties at \$9,000 per principal (*see photo 1*).

The Chamber is also continuing its push to encourage educators and lawmakers to stay the course with Kentucky’s new, tougher, academic standards. Kentucky was the first of 45 states to adopt the Common Core Standards and for the first time, we’ll be able to compare our student’s progress against international standards.

Chamber president Dave Adkisson toured the state with Kentucky Education Commissioner Terry Holliday to present the message together – business supporting education. To add some muscle behind this message, a group of nearly 70 Kentucky business leaders, led by Hilliard Lyons CEO Jim Allen, formed Business Leader Champions for Education to support Kentucky’s efforts to build a world-class workforce (*see photo 2*).

OUTLINING THE FUNDAMENTALS OF A COMPETITIVE BUSINESS CLIMATE

Employers in Kentucky need a business climate that is competitive on both national and international levels. Last year, we took a close look at how the state compares to surrounding states. Our “Ready for Jobs” report showed good news and bad news. Kentucky enjoys excellent rankings in the cost of living, the cost of doing business, and scores better than average in our business tax climate and infrastructure. We also have lower-than-average health insurance and workers’ compensation costs. However, we trail the nation in income, poverty, health status, education

attainment and tort liability. Just like any business, our Commonwealth cannot afford to gloss over its weaknesses; we have to hit them head on and find solutions. The Chamber has developed specific strategies for overcoming these challenges.

CREATING SAVINGS AND EDUCATION OPPORTUNITIES FOR KENTUCKY’S BUSINESS COMMUNITY

Outside of the Capitol, the Chamber hosted more than 40 seminars for Kentucky’s businesses, and we’ve had record-breaking attendance at those events (*see photo 3*). We’ve also placed a large emphasis on educating Kentucky businesses on the impact the federal healthcare law will have in the state. The Chamber recently launched a web portal that details the changes that are coming.

Over the past several months, the Chamber has also created a partnership with Kentucky Employers’ Mutual Insurance that can save Chamber members up to 40% on workers’ compensation insurance – a huge savings for some companies. And a program with Automatic Data Processing (ADP) offers up to 25% savings on payroll and benefit services. We’re also working to create an online marketplace for purchasing health insurance and other employee benefits.

MEETING OUR CHALLENGES HEAD-ON

Here in Kentucky, we face some serious challenges: tax reform, educating our future workforce, creating new companies and sustaining the ones we’ve got, attracting new businesses and overcoming poverty and drug abuse.

All of these are challenges where the business community has to be at the table and in some cases, provide leadership. That’s why your support is critical. Our mission remains the same, and our motto says it best: “Uniting Business, Advancing Kentucky.”

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Kentucky Employees Mutual Insurance
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Eligible member companies can receive a 10% credit on their workers’ compensation premium.

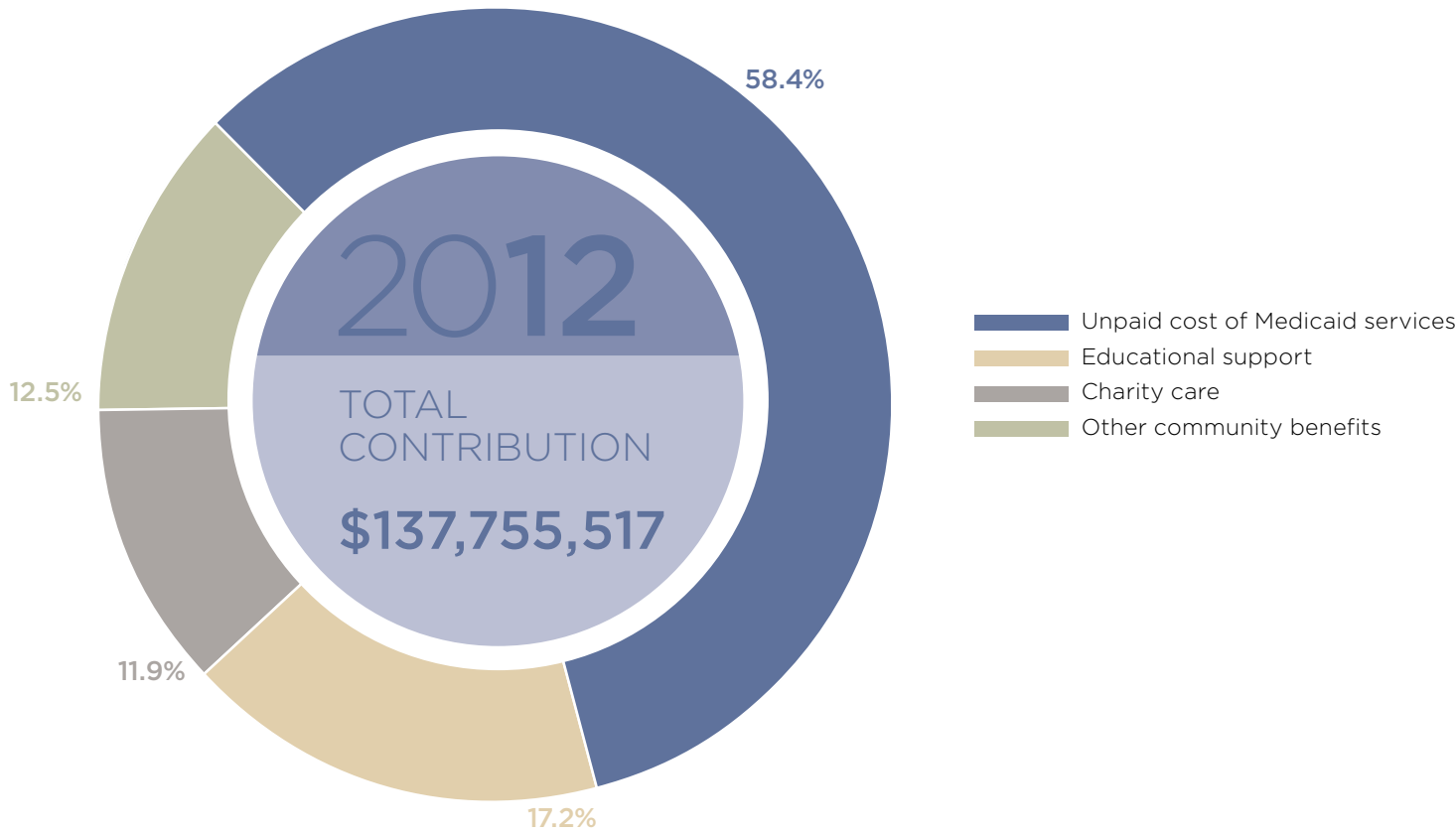
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In 2012 Norton Healthcare provided nearly \$138 million in assistance, initiatives and activities that help the citizens of this community — an 11 percent increase over 2011. More than \$16 million of that total went to charity care for uninsured patients who met our generous guidelines.



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Business Summit attendees from left: Wil James (Toyota); Juanita Deskins (Pikeville Medical Center);



1



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1. Kentucky Chamber Chairman Jim Booth, president of Booth Energy, kicked off the Kentucky Chamber's Annual Meeting on July 22 with a recap of the Chamber's year (see page 1 for details).

2. David Gergen, Washington insider and political analyst for CNN, delivered his keynote presentation, "The Obama Administration, Congress and the Future of U.S. Political Parties," at the Annual Meeting.

3. Nearly 600 members of Kentucky's business community attended the July 22 dinner.
4. Gergen spoke with Gov. Steve Beshear before the presentation began.

5. State Farm Insurance Chairman and CEO Ed Rust, who is immediate past Chairman for the U.S. Chamber of Commerce, presented "Capturing Opportunities and Closing Gaps," during the Business Summit. His presentation explored how business leaders can effectively be part of the public policy debate, particularly on issues related to workforce readiness.

Photos by Tim Webb
timwebbphotography.com



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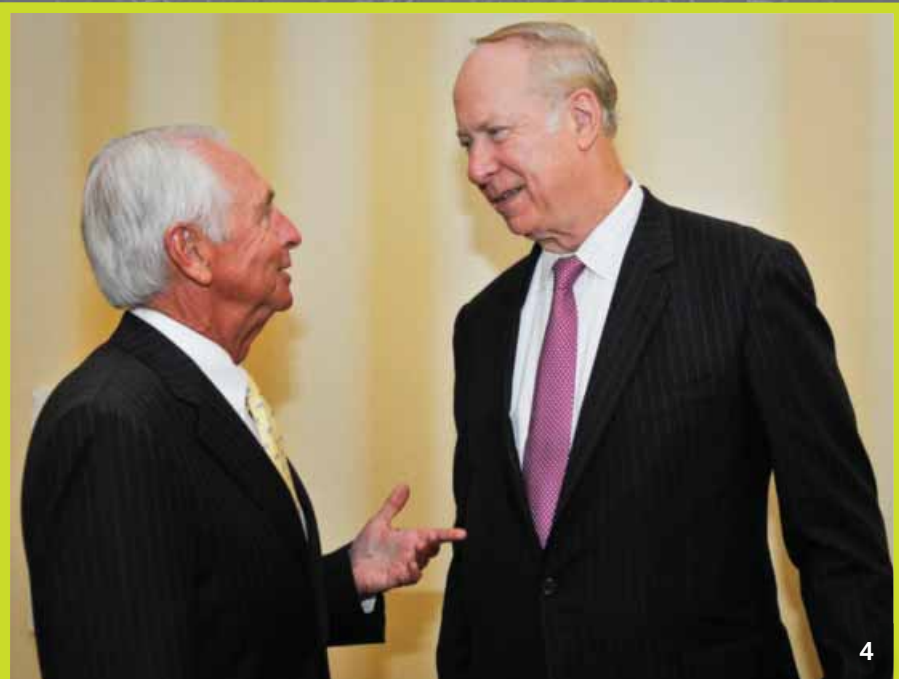


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Al Cross (Institute for Rural Journalism) and Former Gov. Paul Patton; Deirdre Lyons (Alltech); and Bill Corum (Ky. Association of Electric Cooperatives); and Lt. Gov. Jerry Abramson and Rep. Rocky Adkins.



6-7. James R. Comer, Commissioner of Agriculture, Commonwealth of Kentucky (6), and Dr. Pearse Lyons, President & Founder, Alltech, Inc. (7), discussed the future of agriculture in Kentucky during a luncheon keynote.

8. Bruce D. Broussard, President & CEO, Humana, presented "The Future of Health Care in America," outlining how the changes in the marketplace and the legal structure through the Affordable Care Act address the crisis of increasing costs of health care.

9-12. The Summit closed with a panel discussion on health care, and what the Affordable Care Act will mean for Kentucky. Panelists included Stephen A. Williams, president & CEO, Norton Healthcare (9), Stephen C. Hanson, Chief Executive Officer, Baptist Health (10), Michael Karpf, M.D., executive vice president for health affairs, University of Kentucky (11), and Ruth W. Brinkley, CEO, KentuckyOne Health (12).

13. Joseph W. Craft III, President, CEO and Director, Alliance Resource Partners, and Chairman Booth discussed Kentucky's coal economy during the opening session on July 23.

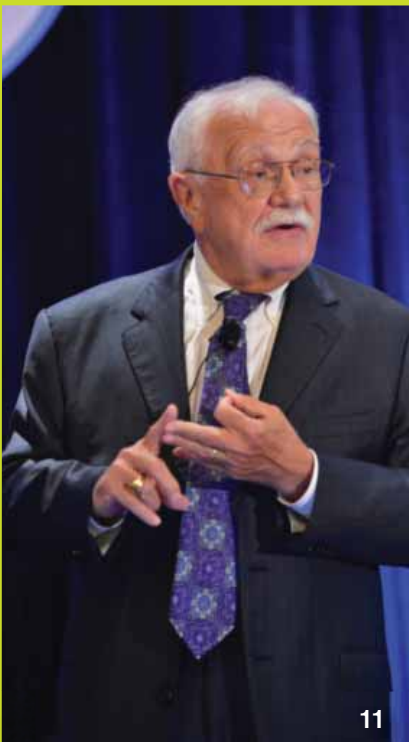
14. Connie Harvey, chief operating officer for Xerox Commercial Services, discussed how quality education in science, technology, engineering and math (STEM) will be the driving force in creating the future.

15. Maurice McTigue, QSO, vice president for outreach at George Mason University's Mercatus Center, took on the topic of modernizing and streamlining government.

16. At the opening of the Summit, the University of Kentucky and University of Louisville announced a joint master of business administration program specially tailored for executives — a partnership meant to prepare mid-level professionals for leadership in the state's boardrooms. Pictured from left are David Blackwell, University of Kentucky, Shirley Willihnganz, University of Louisville, President Eli Capilouto, University of Kentucky, and Charlie Moyer, University of Louisville.

17-18. Representatives from Kentucky's universities presented a look at the research taking place on campuses across the Commonwealth. Panelists included John Anthony, Ph.D., Hubbard Professor of Chemistry, University of Kentucky, Michael C. Henson, Ph.D., Professor, Associate Vice President for Research & Dean of the Graduate School, Morehead State University, Kris Kimel, President, Kentucky Science and Technology Corporation, Eugene B. Krentsel, Ph.D., Associate Vice President of Research & Innovation, University of Louisville (17), and Robert L. King, President, Kentucky Council on Postsecondary Education (18).

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Chamber's Small Business Council tours member brewery in Lexington



Members of the Small Business Committee gather inside Kentucky Chamber member, Country Boy Brewing (CBB), to learn about the recent boom in Kentucky's microbrewery industry and see first-hand how the beer is made from CBB owner Daniel Harrison (left). The Chamber recently hosted its committee meeting at CBB and toured the facility as part of its effort to revitalize the small business group. For more information on how to join the Small Business Committee or get involved with the Chamber's policy councils, please contact Beverly Standifer at (502) 848-8733.

Prescription drug bill makes significant impact



NEARLY A YEAR after its implementation, Kentucky's prescription drug bill – legislation passed during the 2012 Kentucky General Assembly – is said to be having a positive impact on the Commonwealth. House Bill 1 (HB 1) utilizes multiple elements to reduce the number of over-prescribed pain medications and enhance the law enforcement

community's tools to investigate illegal prescribing practices. Statistics show not only are we seeing a reduction in illegally operated "pain management clinics," but for the first time in a decade, the number of deaths blamed on prescription overdoses has declined in Kentucky.

The Kentucky Chamber has been a long-time supporter of laws designed to combat Kentucky's prescription drug abuse problem. Prescription drug abuse is not only a burden on our families, but on our workforce. Employees who misuse these drugs create higher workers' compensation costs and pose a workforce safety threat to others. Additionally, the process of over-prescribing by doctors creates increased healthcare costs for all. The Chamber applauds lawmakers for the success of HB 1, which has managed to increase the health and safety of our citizens, without negatively impacting access to legitimate health services.



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Members' employees can save big on school supplies

WITH BACK-TO-SCHOOL season in full swing, now is a great time for Kentucky Chamber members and their employees to take advantage of the member savings benefit offered through Office Depot.

Enhanced store purchasing cards, available to all employees of Kentucky Chamber members, can be swiped at the cash register for the exclusive Chamber discount (up to 30% off). The total can then be paid separately by cash, check, debit or credit card, or companies may qualify to be invoiced for store purchases. The card may also be tied to an online account for easy transactions out of store.

"This program is not only a great benefit for our member companies, but it is also a great employee benefit for companies to offer," said Denise Scott, the Chamber's director of member services. "The card generates big savings for everything from school supplies to home office equipment."

The Chamber discount applies to office supply items, copy, print and finishing services, furniture and more.

To request a complimentary Office Depot store purchasing card or learn more about this and other member savings programs from the Kentucky Chamber, please contact Denise Scott at 502-848-8724.



Crain

Crain designated a Certified Chamber Executive by ACCE

THE AMERICAN CHAMBER of Commerce Executives (ACCE) has designated Ali Crain, Executive Director of the Kentucky Chamber of Commerce Executives, a Certified Chamber Executive (CCE). The CCE is the only national certification for chamber professionals. The announcement was made July 24 at ACCE's annual convention in Oklahoma City.

Crain was one of 21 chamber executives in the nation who earned the CCE designation this year. The CCE program is designed to assess and test the applicant's knowledge of the core chamber management areas: management, planning and development, membership and communication, and operations.

Policies and form book now available

THE KENTUCKY CHAMBER has just released a new publication, *Business Essentials: Sample Policies & Forms for Employers*. Authored by the law firm of Fisher & Phillips LLP, the publication is an essential handbook for businesses throughout the Commonwealth.

With 400 pages of sample policies and over 220 downloadable forms, this guide replaces our popular *Drafting an Employee Policies Manual* and *The Kentucky Human Resources File Cabinet*. Order online at kychamber.com.

If you would prefer this handbook in a digital format, it's easy with hrkentucky.com. Subscribers gain access to this new title and the entire library of HR guides from the Kentucky Chamber of Commerce. Visit HRKentucky.com to subscribe.



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Upcoming Seminars & Events

Kentucky World Trade Day
Louisville – August 30, 2013
Register at wtcky.org

29th Annual Kentucky SHRM State Conference
Louisville – September 25-27, 2013
Register at KySHRMConference.com

Kentucky Unemployment Insurance Seminar
Lexington – October 16, 2013
Louisville – October 30, 2013

23rd Annual Kentucky Workers' Compensation Seminar
Lexington – October 25, 2013
Louisville – October 29, 2013

Register online at kychamber.com

The Affordable Care Act Seminar
Louisville – November 6, 2013

2nd Annual Kentucky Occupational Safety & Health Management Conference
Lexington – November 19-20, 2013

2014 Legislative Preview: Annual Policy Conference
Lexington – December 9, 2013

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Get the lowdown on the exchange

You may have questions about how the exchange and health care reform will affect you in 2014, such as:

- What changes should you expect for small group employers?
- What will be Anthem's role in the exchange?

Get answers at one of our employer forums. Space is limited, so register online today at tinyurl.com/AnthemKyHCR.

When and where

- Tuesday, September 10 at the Embassy Suites, 1801 Newton Pike, Lexington, KY 40511
- Wednesday, September 11 at the Crowne Plaza, 830 Phillips Lane, Louisville, KY 40209
- Friday, September 13 at the Holiday Inn, 1021 Wilkinson Trace, Bowling Green, KY 42103



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AUGUST 2013



news

Year in Review
**Under Booth's
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