

2004  
Annual  
Report



**Kenosha Area Business Alliance**

**DRIVING**

**Economic Development in Kenosha County**



## Introduction

The Kenosha Area Business Alliance (KABA) is pleased to present its 2004 Annual Report. Since its inception in 1983 as the Greater Kenosha Development Corporation, the organization has been focused on the economic development of the Kenosha area. More than two decades later, the emphasis on community economic development remains.

In 1996, a merger with the Kenosha Area Manufacturers and Employers Association created KABA and broadened the organization's activities to include the delivery of services to members, which today include 382 businesses, non-profits, governmental entities, and individuals.

The Kenosha Area Business Alliance Foundation, Inc., KABA's education foundation, was also established in 1996 and has provided a vehicle for KABA and its members to have a positive influence on the area's education system.

### **Economic Development Focus**

KABA actively manages approximately \$25 million in community revolving loan funds that are used to provide low-interest loans for business expansions and the construction of new industrial facilities. These funds have financed hundreds of development projects and assisted in the creation of thousands of jobs. In addition to providing attractive fixed-asset financing, KABA serves as a single point of contact for business development efforts, often working with companies, the community, and related third parties to secure investment.

### **Employers Association Member Services**

The delivery of training programs for businesses and their employees continues as a key service offering of KABA. In addition, KABA annually conducts surveys on wages, benefits, and economic conditions and shares the information with members. KABA serves as the area's premiere resource for business information and compiles this information into Kenosha County's Comprehensive Economic Development Strategy (CEDS) Report each year. This report contains volumes of demographic and community development information and provides a great resource for developers and community planners.

### **Foundation Activities**

KABA's foundation is focused on improving Kenosha County's education system. Activities supported by KABA's foundation include an elementary school mentoring program, college scholarship awards, financial support for the Kenosha County Schools Report conducted annually by the Public Policy Forum, and active involvement in the Lakeview Technology Academy, a technical high school focused on math, science, and engineering.

### **Governance**

KABA has a thirty-six member board of directors. Board members are nominated by a Nomination Committee and elected by the corporation's membership at its annual meeting. Officers of the corporation include a Chair, Vice-Chair, Secretary, and Treasurer. The officers of KABA serve as directors of the KABA Foundation Board.

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# Vision Mission Statement Goals

## Vision

The Kenosha Area Business Alliance, Inc.'s vision is to be the driving force in the growth and prosperity of our community and members and to be a premier provider of value-added products, services and programs for businesses and employers in the area.

## Mission

KABA is the lead business organization that drives economic development throughout Kenosha County and supports and provides services to its members and the community to ensure quality growth, a robust economy and a positive business climate for the Kenosha area.

## Mission Implementation

- Strategic economic development initiatives.
- Financial assistance to area businesses through various revolving loan fund programs funded in part by city, county, town, village, state, federal and private sources. Provision and coordination of economic development services to area businesses.
- Management and employee training programs; professional networking; health-care information, data and programs; government and legislative issue identification and coordination; and wage and benefit surveys.
- Community development services that foster quality growth, in addition to helping create an educated work force that meets employers' needs through active involvement in the educational process.
- Active development and delivery of the core human resource and business management services.
- Strong advocacy for business on public policy issues in the community and to local, state and federal governments.
- Unrelenting focus on high quality, value added services for our members.

## Goals

- The expansion of the area tax base with quality and compatible development to ensure the quality of life/services are maintained without negative financial impact on the area taxpayers or the area's effort to diversify the area economy.
- The retention and expansion of area employers and their respective employment base through the implementation of a comprehensive array of financial, training, and technical assistance programs to ensure the continued growth, diversification, and worldwide competitiveness of area businesses.
- The recruitment to the community of new and diversified businesses which complement the area economic base, provide high-paying jobs, and further the community's efforts to diversify the local economic base.
- The continuation of KABA and the Job Center as effective and efficient one-stop approaches for business and community development services to area employers and businesses.
- The provision of an effective and centralized voice for the business community regarding areas of concern.
- The allocation, involvement and effective utilization of available resources by government and the business community to meet the present and future educational, employment and training needs of the community and area employers.
- The upgrading of the area workforce to meet employers' needs through increased participation by area employers in training and employment-related programs.
- The implementation of quality education programs and activities through active involvement of the business community in the total educational process.
- The redevelopment of the downtown and older commercial/industrial areas.
- The increase of inter-governmental and community cooperation and participation through the development and fostering of public/private partnerships.

## Message from the Chair

Dear KABA Members:

As we take a moment to reflect on 2004, it provides an excellent opportunity to highlight and summarize significant developments.

Two new major employers made large investments in Kenosha County. Hospira located their Midwest Distribution and Customer Care Centers in Lakeview Corporate Park and Roundy's broke ground on a 116,000 SF food processing facility in Kenosha. These projects represent multi-million dollar capital investments and more than 600 new jobs for the community.

While these large projects grab headlines, there are many less publicized investments that are also important to the community's continued economic development. Asyst Technologies, Beere Precision Medical Instruments, Five Star Fabricating, Kenosha Beef, Lakeview Farms, We Energies, and Xten Industries are examples of KABA member companies that made significant expansions to their facilities or workforce, or both, during 2004.

KABA contributed to the community's economic development by making ten economic development loans, totaling approximately \$3.7 million. KABA financing leveraged more than \$20 million in additional private investment and assisted in the creation of nearly 500 new jobs and the retention of 218 existing jobs.

In the area of training and education, KABA continues to provide a variety of courses and workshops aimed at improving the competitiveness of our members and sharpening the skills of their employees. In 2005, KABA offered 54 training sessions for 696 individuals representing 125 area firms. KABA continued its support of the mentoring program which matches more than 170 volunteers with at-risk elementary school students. This is a wonderful program and an opportunity for employers and employees to positively impact children.

KABA also worked hard to develop new relationships with other community organizations in 2004. A partnership with the Lakeshore Business Improvement District (BID) is an early success story with KABA providing staff support for various BID functions thereby reducing overhead expenses for both organizations. In addition, a Memorandum of Collaboration with the Kenosha Area Chamber of Commerce was signed, initiating an effort to eliminate duplication and deliver services to the business community more efficiently.

All of these items were accomplished in the midst of a major organizational transition as a new President was hired and several new team members were added to the staff.

Looking ahead, KABA will remain focused on economic development, while providing membership services like training programs. We will also continue our support of education through the mentoring program and scholarships.

(over)

## Message from the Chair

To be clear, economic development means attracting and retaining businesses in the community. Businesses that provide good jobs, investment in infrastructure, a deeper tax base and, for the future, a reason for young people to work and live in the community. This goal is accomplished by communicating the many advantages the community has and by serving as a resource to existing and prospective businesses.

Economic development takes public-private cooperation, first class infrastructure, and a trained and well educated workforce. Kenosha County is blessed with each of these. By working together with our business partners and public sector friends, I'm confident KABA can help the area move out of the shadows of Lake, Racine and Milwaukee counties and assert its rightful position as a destination county for business and families.

Sincerely,



Mark Jaeger  
KABA Chair

## Message from the President

Dear KABA Investors & Stakeholders:

Thank you to everyone that has contributed time, energy, and resources to supporting our organization and its mission of high quality economic development and a robust economy for the Kenosha area.

Economic development requires a team effort. Local units of government, real estate developers, banks, utility companies, construction firms, and educational institutions are a few key stakeholders that are critical to our community's successful economic development. Of course, the main ingredient is a strong and growing portfolio of base employers that continually invest in innovation, their people, and the community.

The Kenosha area has been challenged as large manufacturing companies and major employers have streamlined their organizations, adapted to market realities, and invested globally rather than locally. An incredibly competitive global business environment has forced companies to adapt quickly or face extinction. While these changes have been negative in many instances, there is a silver lining. Today the Kenosha area boasts of a diverse and growing stable of employers. Many new, small and innovative companies have planted roots here and continue to grow. Our location, transportation infrastructure, skilled workforce, and first-class business parks are the main ingredients that continue to attract the attention of businesses.

While the community has weathered past storms, and continues to fare well in the competition for economic development investment, it is not time to rest on our laurels. Communities, like businesses, must be responsive to change to remain competitive. High taxes, health care costs 40% higher than Midwest averages, and funding for education are among the incredible obstacles that our region faces.

There are no quick-fixes or easy answers. However, if our community is to remain competitive in the battle for economic development investment, we must continue to address these issues. Your support of our organization as Kenosha's economic development organization and business association proved invaluable in 2004. We respectfully ask that you continue that support and continue working with us to improve the community's competitiveness in 2005.

Best regards,



Todd Battle  
President

**2004  
Approved  
Loans**

During 2004, KABA supported \$20.5 million in business development activity throughout Kenosha County by supplying \$3.6 million directly from various revolving loan programs administered by KABA. This represents a leveraged ratio of \$5.61 of private investment for every \$1.00 of KABA financing.

| <b>Borrower/Business</b>    | <b>KABA<br/>Financing</b> | <b>Total<br/>Project Cost</b> | <b>C*</b>  | <b>R**</b> | <b>Participating Lender</b>              |
|-----------------------------|---------------------------|-------------------------------|------------|------------|--|
| Contact Rubber Corp.        | \$300,000                 | \$2,790,000                   | 0          | 20         | M&I Bank                                 |
| Diane E. Kosar              | \$14,676                  | \$17,610                      | NA         | NA         | Equity                                   |
| Five Star Fabricating, Inc. | \$150,000                 | \$355,842                     | 10         | 60         | Equity                                   |
| Hometown Enterprises, Inc.  | \$40,000                  | \$262,000                     | 1          | 4          | Equity                                   |
| Hospira, Inc.               | \$1,750,000               | \$11,075,000                  | 450        | 0          | Equity                                   |
| Io Investors, L.P.          | \$366,500                 | \$733,000                     | 30         | 60         | Equity                                   |
| ITO Industries, Inc.        | \$400,000                 | \$2,198,977                   | 0          | 65         | First Banking Center,<br>Bank of Kenosha |
| Joseph & Rita Cucunato      | \$31,817                  | \$37,432                      | NA         | NA         | Equity                                   |
| Lencole Concrete            | \$35,000                  | \$280,000                     | 8          | 9          | Equity                                   |
| R&R Properties, LLC         | \$575,500                 | \$2,800,000                   | NA         | NA         | Johnson Bank                             |
| <b>Total</b>                | <b>\$3,663,493</b>        | <b>\$20,549,861</b>           | <b>499</b> | <b>218</b> |  |

\* C= Jobs Created

\*\*R= Retained

Through its financing services, KABA recommends local, state and federal loan programs that best meet the needs of business. KABA staff assists in packaging loan requests, and works with financial institutions to expedite the lending process. The loans can be used for land, building, renovation/upgrade, equipment, working capital and training of the local business work force.

## Training Education Surveys Mentoring

The business community comprises one of the largest customers of area public and private education systems. Today's students become tomorrow's work force. As such, business and education partnerships encourage mutual understanding that lead to increased school attendance and graduation rates, expanded career awareness, and an appreciation of the various pathways to life-long learning. KABA's initiatives in education and training support work toward these ends.

### 2004 Surveys

- Comprehensive Benefits
- Executive Economic Outlook
- Holiday Schedule
- Needs & Program Assessment
- Wage & Salary Questionnaire

### TRAINING

KABA offers convenient and affordable training to its members in the KABA training room or onsite at your business location. In 2004, 696 individuals from 125 companies and organizations utilized one or more of our 54 training classes offered. New courses offered in 2004 were: Implementing Lean Manufacturing and the Quality Specialist series, as well as several workshops tailored to the current employment law environment like the Department of Labor (DOL) Overtime Regulations. The top five classes attended were DOL Overtime Regulations, Time Management, First Aid/CPR, Effective Communications, and Fundamentals of Supervision I.

KABA, in conjunction with WIS-PARK staff, continued the CEO Roundtable for LakeView Corporate Park businesses. These meetings were held quarterly with a total of 86 people attending from a total of 29 different businesses.

### EDUCATION

**Action Orientation:** KABA continues to advocate for quality education through a variety of partnerships between schools, colleges, universities and the business community.

**LakeView Advanced Technology Center Program:** KABA partners with Gateway Technical College, the Kenosha County Job Center and the Kenosha Unified School District in this seamless 9-16 educational experience. Skill assessments and customized training are available through the Assessment Center at LakeView Advanced Technology Center (LATC). They are used to conduct basic skill assessments and to test job specific skills, employability/promotability skills, and technology specific skills. In addition, customized training options include

Lean Manufacturing, Six Sigma and other business and industry coursework (including online courses). The LATC Programs are available to area students, businesses and residents.

**Youth Employment and Training:** KABA partners with the Kenosha Unified School District and Westosha Central High School to offer school to work opportunities where students learn transferable job and technology skills. Seventeen juniors and seniors at 5 Kenosha Unified School District high schools, and Westosha Central High School are completing career related coursework. After the school day, they are employed at 19 different local businesses to gain meaningful career experiences. Upon successful completion, students receive a certificate of occupational proficiency from the State of Wisconsin Youth Apprenticeship Program.

**Scholarships:** Five graduating high school seniors from Lakeview Technology Academy, Indian Trail Academy, Reuther Central, and Westosha Central were awarded \$11,500 in scholarships in 2004. The KABA scholarships recognize talented high school students whose actions link personal interests and talents with various career options, and who are pursuing post-secondary education. The scholarships range from \$750.00 to \$2,500.00 and must be applied toward the student's tuition expenses.

**Academic Skills Challenge:** Eight area high schools consisting of 14 teams participated in the 8th Annual Kenosha County Academic Skills Challenge. Bradford High School and Wilmot Union High School finished first and second in the final round televised live on the Kenosha Unified District No. 1 public access channel.

**Additional Involvement:** KABA, Southport Bank and the Public Policy Forum presented the 3rd Annual Comparative Analysis of the Kenosha County Public School Systems. This report gathers information on demographics, enrollment, attendance, finances, discipline and performance to compare against peer school districts and state and national data. The report provides a benchmark for measuring future annual progress.

Several KABA members also continue to serve as site council members that actively participate at Indian Trail Academy and LakeView Technology Academy.

## MENTORING

In the 2004/05 school year, there were 171 mentors from 68 member organizations in the Bristol Grade School District, Kenosha Unified School District, Salem Consolidated Grade School District and Trevor Grade School. KABA recruits volunteer mentors from member businesses and the community to commit 30-45 minutes of their time per week with third through fifth grade students to work on academic and social skills, as well as self-esteem. This school-based mentoring program demonstrates improved school performance and attendance, better grades and greater self-confidence overall. The mentoring relationship also empowers both young people, and the adults working with them, to be more active in their community.

## Businesses That Sponsor Mentors

American Business Forms & Promotions  
American Girl, Inc.  
Asyst Technologies, LLC  
ATC Leasing Co.  
Bank of Kenosha  
Bank One

Brookhouse, Richardson & Parise  
Carpetland USA  
Carthage College  
Cherry Electrical Products  
City of Kenosha  
Clifton Gunderson, LLP  
Community State Bank  
DaimlerChrysler  
ELCA Urban Outreach Center  
Exel  
First Banking Center  
Flair Styling Studio & Day Spa  
Forest Pharmaceuticals  
Goodwill Industries of Southeastern Wisconsin, Inc.  
Grand Appliance & TV  
Grant Elementary School  
Herbert's Jewelers  
Holy Rosary Preschool  
Image Ala Carte  
Jockey International, Inc.  
Johnson Bank  
Kenosha Area Business Alliance, Inc.  
Kenosha Area Convention & Visitors Bureau  
Kenosha County District Attorney's Office  
Kenosha County Health Department  
Kenosha County Job Center  
Kenosha County Sheriff's Department  
Kenosha Hospital & Medical Rehab Center West  
Kenosha Leatherette & Display Company  
Kenosha Literacy Council  
Kenosha News  
Kenosha Unified School District No. 1  
LakeView Construction, Inc.  
M & I Marshall & Ilsley Bank  
Madrigano, Aiello & Santarelli, LLC  
Martino's Master Drycleaners  
McKinley Elementary School  
Northlake Engineering, Inc.  
North Shore Bank  
Partners in Design Architects, Inc.  
Price Engineering Co., Inc.  
Professional Services Group, Inc.  
Rizzo & Diersen, SC  
Sanmina-SCI  
SDR Transmissions, Inc.  
Snap-on Incorporated  
Southport Bank  
Sports Physical Therapy & Rehab Centers  
SuperValu, Inc.  
United Hospital System  
Vernon Elementary School  
Village of Pleasant Prairie  
WE Energies  
WISPARK, LLC  
Zievers, Marry & Dowse, SC

Training  
Education  
Surveys  
Mentoring

**2004/05 KABA Mentors**

Randy Adamowicz  
Martha L. Aiello  
Brenda Ansel  
Gloria Ashley  
Todd Battle  
Patty Bauer  
Juanita Becker  
Sally Berzinsky  
Patricia Billups  
Donna M. Binninger  
Christine Bishop  
Renee Blise  
Susan Bolyard  
James D. Bradmon Jr.  
Juddie Brandes  
Lori K. Brems  
Barbara Brever  
Ellen M. Brookhouse  
Eugene J. Brookhouse  
Betty Brown  
Lori Brown  
Neil A. Buchanan  
Patricia Jo Caira  
Jay Cashmore  
Ben Chemerow  
Ellie Chemerow  
Delia Chiappetta  
Stephanie R. Christenson  
Betty Ann Coen  
Patty Cooper  
Maureen Cramer  
Jerry Cronin  
Jimaleen Delabio  
Jacqueline M. DeRousse  
Linda S. Dix  
Kenneth Dowdell  
Katherine Drinka  
Todd Elsen  
Jens Emerson  
Edward C. Emma  
Mitch Engen  
Cynthia Farmer  
Jarvis Finley  
Patrick Finnemore  
Daisy Fonk  
Patricia Francis  
Karl Frederick  
Gary R. Gerlach  
Edwin Giboyeaux  
Linda Godin  
Jill Gomez

Deanna Goodwin  
Nancy Goralski  
David Graziano  
Larry Green  
Erin Grunnet  
Merle L. Haarbauer  
Kathleen Haebig  
Laura J. Hanson  
Bill Harris  
Mark Harrod  
Lori Heckel  
Sharlene Henderson  
Amy Henn  
Anne Henry  
Corey Hess  
Thomas M. Hessefort  
Vickie Hessefort  
Judith Hinze  
Jeffrey Hoff  
Joan M. Huber  
Kelly S. Huston  
Kim Imroth  
Achille Infusino  
Heather Johnson  
Denine Johnston  
William Johnston  
Rhonda M. Jolly  
Tim Jones  
Ann Kelly  
Anthony Kennedy  
Steven P. Ketterhagen  
Laura Klemm  
Ann E. Klinkhammer  
Kelly Koblenski  
Molly Krause  
Roxane Kriederman  
Sue M. Kuzik  
Ron Kwasny  
Carol Lamberson  
Samara Lancia  
Linda M. Langenstroer  
Debra A. Laurence  
Debbie Lawler  
Paul A. Lendman  
Kevin Loef  
Monica MacDonald  
Maurice Martin  
Phyllis Martino  
Mike Masnica  
Mitchell Mason  
Louise Mattioli  
Ann McDonough  
James B. McPhaul

Training  
Education  
Surveys  
Mentoring

Kevin W. Metallo  
Judith Mielke  
John A. Milisauskas  
Rosanna Molinaro  
Ron Montemurro  
Felicia Munn  
Chad Navis  
Heather A. Navis  
Kristine Neiman  
Louise Oldani  
Patricia Oldani  
Carmela M. Parker  
Sam Perry  
Helen Petersen  
Keith Petersen  
Blaine Peterson  
Terri L. Piekosz  
Pamela J. Postuchow  
Silvana Presta  
Angela J. Preston  
Lorna Ramsdell  
Barbara Randolph  
Harry Rarick  
Amy Rhode  
Marcia A. Richards  
Adelene Robinson  
Ken Ropp  
Karen Rorek  
Luz F. Rosales  
Steven D. Rovik  
Kelly M. Salas  
Rich Salisbury  
Andy Santos  
Michael Schiro

Joyce Schmidt  
Scott Schoor  
Heather Schulz  
Mary Serpe  
Paula Shal  
Bonnie Sheerin  
William Siel  
Terri Sinnott-Chardukian  
Cindy M. Stanis  
Sonya T. Stephens  
Rebecca S. Stevens  
Cyndy Strangberg  
Jeff D. Strehlow  
Charles Talbert  
Scott Tench  
Margaret Tenuta  
Nancy Terwall  
Thomas W. Terwall  
Eve M. Thielen  
Sheri Tudjan  
Heather VanHaelewyn  
Loretta Vojtech  
Karen Wack-Zirbel  
Jeannie Wawiorka  
Nancy A. Wick  
Karen Wiele  
Michael Williams  
Shirley M. Williams  
Jenifer M. Williamson  
Carol Willke  
Barry Wojtak  
Connie Wolfe  
Tania Wright

## 2005 Work Program

### Economic Development

- Recruit two businesses which complement the area economy, pay wages substantially above the area average and provide health benefits. Emphasis should be directed at professional/high tech employers which expand employment opportunities for area college graduates.
- Assist in the expansion and investment in Kenosha County by twenty-five Kenosha area businesses and/or employers.
- Package and approve twenty loans through the various local, state and federal financial programs. Priorities for said loans shall be those which complement the area economy, focus on exporting or provide needed services to area residents, increase the area tax base, upgrade employment opportunities, pay wages and benefits substantially above the area average, increase business competitiveness, or foster professional/high tech employment opportunities.
- Package and approve two low-interest loans to assist area businesses to train and/or upgrade their existing workforce or conduct technical assessments of their processes and/or procedures.
- Package and approve one Tech Zone Tax Credit application for a Kenosha County business.
- Package and approve one Community Development Zone Tax Credit application for a City of Kenosha business.
- Assist in the creation of two new businesses.
- Assist in securing \$500,000 in grant funds for area businesses or units of government from local, state or federal loan, training, or transportation programs.
- Assist in the sale and/or development of 40 acres of commercial/industrial or industrial related land in Kenosha County.
- Assist in the development of a business park in Kenosha County.
- Encourage the development and/or expansion of two area minority or female-owned business.
- Maintain a business retention call program to ensure personal contact with 150 businesses or employers in Kenosha County.
- Implement the recommendations related to KABA as contained in the August 2001 Kenosha County Economic Summit Report and the KABA SWOT Analysis.
- Develop comprehensive database of Headquarters locations and key contacts for out of area companies that maintain Kenosha facilities and establish regular contact.
- Develop a new website to serve as the key component of an expanded economic development and community marketing effort.
- Develop list of targeted real estate professionals and site selection consultants and establish regular contact.

2005  
Work Program  
(Continued)

## Member Services & Internal Activities

- Maintain the private level of participation in KABA by securing 400 members and generating dues of \$230,000.
- Maintain an effective loan collection and servicing system to ensure loan write-offs are less than 5%.
- Continuation of the Three Year Plan as delineated in the County's 2004 Annual CEDS Report.
- Make presentations to all local units of government and local civic organizations regarding the County's 2004 Annual CEDS Report and attempt to secure each local government's approval of the Report.
- Hold KABA's annual meeting and prepare the 2004 KABA Annual Report for distribution to all members and local units of government.
- Maintain a membership retention program by ensuring KABA staff personally contact all new members within thirty days of their joining date.
- Maintain a membership retention program by ensuring KABA staff has contact with all its members at least once during the year.
- Provide networking and technical assistance services to 300 employees from 100 different area businesses and/or employers through the Alliance's professional and technical briefings and HR round tables.
- Provide education and training services to 600 individuals from 150 different area employers through the planning, development, and implementation of at least 60 Alliance training programs.
- Implement an annual business needs survey of Kenosha area businesses and employers to better determine their specific needs and concerns.
- Plan, conduct and distribute the results of six surveys related to salary, wages, benefits, time off and economic forecast.
- Maintain and expand KABA's mentoring program.

**Annual  
Business  
Recognition  
Awards**

KABA annually recognizes individuals, businesses and organizations that actively foster economic and community development.

**Business  
Persons of the  
Year Awards**

**2005 Recipients**

**Asyst Technologies, LLC  
Hospira, Inc.  
IEA, Inc.  
Kenosha Beef International, Ltd.  
Lakeview Farms, Inc.  
Nitto Americas**

**Previous Recipients**

**2004**

Five Star Fabricating, Inc.  
Duerson Foods, LLC  
Mr. Steve Mills  
Mr. Jerold P. Franke  
Stan's Lumber, Inc.

**2002**

Badgerland Products, Inc.  
Bud & Penny Enroth  
Daimler Chrysler  
Kenosha Beef International, Ltd.  
Jelly Belly Candy Company  
UAW Local 72  
WISPARK LLC

**2003**

American Italian Pasta Company  
Beere Precision Medical Instruments, Inc.  
Calumet Diversified Meats, Inc.  
Dollar Depot, Inc.  
Northlake Engineering, Inc.  
Partners In Design Architects, Inc.

**2001**

Five Star Fabricating, Inc.  
Mr. Jesus N. Anaya  
Labelmakers, Inc.  
Mr. Paul P. Gergen  
Raymond & Associates

In conjunction with Johnson Bank, the Kenosha Business Persons of the Year Awards recognize achievements by individuals in organizations. Established in 1999, the program recognizes one business-related and one community-service leader.

**2004 Business Leadership**

Charles Vignieri  
Kenosha Beef International, Inc.

**2004 Community Leadership**

Cliff Cantwell  
Twin Lakes Country Club and WI-IL  
Sales Group

**2003 Business Leadership**

Bob Lee, Jr.  
Lee Plumbing Mechanical  
Contractors Inc.

**2003 Community Leadership**

Craig Deaton  
Gateway Mortgage Corporation

**2002 Business Leadership**

Estelle G. Walgreen  
Converse Industries, Inc.

**2002 Community Leadership**

Stanley A. Torstenson  
Stan's Lumber, Inc.

**2001 Business Leadership**

Keith R. Johnson  
Martin Petersen Company, Inc.

**2001 Community Leadership**

George C. Connolly

## Board of Directors

The Board of Directors serves a vital role by providing time, talent and resources for the success of the organization's program of work.

Board members are nominated by the Nomination Committee and elected annually by the Corporation's membership.

These members are gratefully recognized for their many contributions.

## Officers

*Chair*

**Mark S. Jaeger**  
Senior VP, General Counsel & Secretary  
Jockey International, Inc.

*Vice-Chair*

**Michael F. Montemurro**  
Senior Vice President - Transportation  
Snap-on Incorporated

*Secretary*

**Thomas H. Laken, Jr.**  
President  
Finishing & Plating Service, Inc.

*Treasurer*

**Jerold P. Franke**  
President  
WISPARK LLC

## Board Members

**David R. Barnes**  
*Attorney*  
von Briesen, & Roper, SC

**Dr. Sam E. Borden**  
*President*  
Gateway Technical College

**Cathryn S. Bothe**  
*President*  
Bothe Associates Inc.

**Howard J. Brown**  
*President*  
Kenosha News

**Robert A. Cornog**  
*Chairman & CEO - retired*  
Snap-on Incorporated

**John M. Ernster**  
*Manager-Customer Services*  
We Energies

**Kenneth L. Fellman**  
*President*  
M&I Marshall & Ilsley Bank

**Mary Galligan**  
*President*  
Kenosha Area Convention & Visitors Bureau

**David L. Hagman**  
*President & CEO*  
Vista International Packaging, LLC

**William A. Hardt**  
*President*  
Northlake Engineering, Inc.

**William J. Hayes**  
*President*  
Nitto Americas

**Keith R. Johnson**  
*Vice President*  
Martin Peterson Company, Inc.

**Dr. John P. Keating**  
*Chancellor*  
University of Wisconsin - Parkside

**Wayne E. Koessl**  
*Senior Local Affairs Representative*  
We Energies

**Joseph F. Madrigano, Sr.**  
*Owner*  
CJW, Inc.

**Virginia K. Moran**  
*President*  
Label Makers, Inc.

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Riley Construction Company, Inc.

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*President, CEO & General Counsel*  
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Cherry Electrical Products

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**Cletus R. Willems**  
*Vice President & General Counsel*  
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## Standing Committees & Staff

Achieving goals is not possible without the dedicated efforts of members who serve on committees. These individuals are recognized for their invaluable assistance.

### **KABA Staff**

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**Todd Battle**

*Director of Business  
Finance*  
**Cecilia Lucas**

*Director of Member  
Services*  
**Diana Ide**

*Administrative Assistant*  
**Julie Hopper**

*Marketing Specialist*  
**Jeremy Scuffham**

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Sam E. Borden  
David M. Geertsen  
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Steve Seymour  
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Richard O. Schmidt, Jr.  
Robert G. Terwall  
Stanley A. Torstenson  
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Jay Cashmore  
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Leon Pascucci, Co-Chair  
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Mike Tenuta

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Jay Cashmore  
Jackie Niles  
Ashley Noble  
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Todd Rizzo  
Ron Stevens  
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Keith R. Johnson  
Michael F. Montemurro  
Barbara Riley  
Eugene Schulz  
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Robert G. Terwall

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Dr. Cassell Lawson  
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Mark Molinaro, Jr.  
Chad Navis  
Beth Norris  
Leon Pascucci  
Michael Pollocoff  
Louise I. Principe  
Lena Schlater  
Michael J. Serpe  
Sheila Siegler



**KABA**  
**Membership**

**Banking**

AM Community Credit Union  
Bank of Elmwood  
Bank of Kenosha  
Bank One, Wisconsin  
Community State Bank  
First Banking Center  
Johnson Bank  
M & I Marshall & Ilsley Bank  
North Shore Bank  
Southern Lakes Credit Union  
Southport Bank

**Business Services**

Accurate Printing Company, Inc.  
Adecco  
Ascedia, Inc.  
Badger Press Photographics, Inc.  
BSI  
ChemReport, Inc.  
Dover Partners, LLC  
Insty-Prints Printing Center  
Kelly Services, Inc.  
Lakeside Music, LLC  
Lakeside Networks, LLC  
Leitch Printing Corporation  
Len Iaquina's Excellence in Communications, Inc.  
Martin Business Group  
NSR Business Solutions  
Oasis Business Group  
Offsite, LLC  
Outstanding Graphics  
Platinum Systems, Inc.  
Process & Technology Solutions  
Professional Services Group, Inc.  
Promo 540, LLC  
QPS Companies, Inc.  
Randstad  
Scherer, Schneider, Paulick  
Sun Cleaning Systems, Inc.  
United General Graphics  
Word Wrap, Inc.

**Construction & Related Industries**

Bane-Nelson, Inc.  
BCI Group  
Berghammer Construction Corporation  
Biehn Construction, Inc.  
Boller Construction Company, Inc.  
Bristol Group  
Central Contractors Corporation  
Cicchini Asphalt Paving, Inc.  
Dickow-Cyzak Tile Company  
Electrical Contractors of Wisconsin, Inc.  
George Uttech Sheet Metal Works, Inc.  
Kaelber Company  
Lee Plumbing Mechanical Contractors, Inc.  
Lencole Concrete Construction, Inc.  
Magaw Electric Construction, Inc.  
Mann Brothers, Inc.  
Martin Petersen Company, Inc.  
Modern Building Materials  
Nielsen Building Systems, Inc.  
Northern Lights & Electric Supply Company  
P.H. & I. Supply Company  
Potente Decorating Co., Inc.  
Powers Lake Construction, LLC  
Rasch Construction & Engineering, Inc.  
Riley Construction Company, Inc.  
Ruffalo Painting Company, Inc.  
Scherrer Construction Company, Inc.  
Stan's Lumber, Inc.  
Studios of Potente, Inc.  
Tithof Tile & Marble, Inc.  
Wanasek Corporation

**Engineering & Architectural Services**

Alfred Benesch & Company  
Clark Dietz, Inc.  
Crispell-Snyder, Inc.  
Design Partners, Inc.  
Jenkins Survey & Design, Inc.  
Kueny Architects, LLC  
Partners in Design Architects, Inc.  
Zimmerman Design Group

**Government & Education**

Armitage Academy  
Carthage College  
Gateway Technical College  
Kenosha County  
Kenosha County SBDC  
Kenosha Job Service/DWD/DWS  
Kenosha Unified School District No. 1  
Town of Brighton  
Town of Bristol

Town of Paris  
Town of Randall  
Town of Somers  
Town of Wheatland  
Trevor Grade School District  
University of Wisconsin - Parkside  
Village of Paddock Lake  
Village of Pleasant Prairie  
Village of Silver Lake  
Village of Twin Lakes  
Westosha Central High School  
Wilmot Union High School District

### **Health Care & Related Industries**

Accurate Medical Services  
All Saints Counseling Center - Kenosha  
Aurora Medical Center  
Children's Hospital of WI- Kenosha  
Dental Associates, Ltd., Kenosha  
Eye Centers of Racine and Kenosha, Ltd.  
Fleuchaus Family Chiropractic  
Glaeser Veterinary Hospital  
Harborside Eye Care  
John R. Crawford, DDS, MS, SC  
Kenosha Community Health Center, Inc.  
Piasecki Althaus Funeral Home  
Sports Physical Therapy & Rehab Centers  
United Hospital System

### **Individual Members**

Mr. John M. Antaramian  
Mr. Nickolas E. Arnold  
Mr. Howard J. Brown  
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Mr. Mitch Engen  
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Mr. Ronald R. Frederick  
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Mr. Allan K. Kehl  
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Ms. Diane Kosar  
Mr. James Kreuser  
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Mr. Chad Navis  
Mr. Terry Nolan  
Mr. Eric Parsons

Mr. Leon Pascucci  
Mr. Robert W. Pieroni  
Mrs. Louise I. Principe  
Mr. Todd Rizzo  
Mr. Gary A. Rosecrans  
Mr. John P. Steinbrink  
Mr. Al Swartz  
Mr. and Mrs. Gerald Truskowski  
Mr. Robert Wirch  
Mr. Michael R. Zacker

### **Insurance, Legal, & Financial Services**

A.B. Schmitz Agency, Inc.  
AXA Advisors, LLC  
AXA Advisors/ Equitable  
Berkley & Iselin, SC  
Bruno, Hubbard & Associates  
Bushnell State Farm Insurance  
Celebre Law Office  
Clifton Gunderson, LLP  
David Security Insurance  
Davison & Mulligan, Ltd.  
Ehlers and Associates, Inc.  
Family Mortgage, LLC  
Gagliardi, O'Brien, Braden, Olson and Capelli, SC  
Gateway Mortgage Corporation  
Gerianne M. DuMont CPA  
Godin, Geraghty & Puntillo, SC  
Guttormsen, Hartley, Wilk & Higgins, LLP  
Hoppe & Orendorff, SC  
Jackson Hewitt Tax Service  
Kenosha Title Services, Inc.  
Knight-Barry Title, Inc.  
Lakeside Title & Closing Services, LLC  
Landmark Title Corporation  
Lindner & Marsack, SC  
Madrigano, Aiello & Santarelli, LLC  
Markowski & Associates  
Michael Best & Friedrich LLP  
O'Connor, Willems, DuMez, Alia, & McTernan, SC  
Piper Jaffray, Inc.  
Quarles & Brady LLP  
RCE Financial Services, Inc.  
Reinhart Boerner & Van Deuren, SC  
Seymour & Associates, SC  
Sparks Insurance, Inc.  
Suby, Von Haden & Associates, SC  
Trottier-DiCello Agency  
Valeri Agency, Inc.  
Villani, Becker & Larsen, SC  
von Briesen & Roper, SC

## **Manufacturing**

ABATRON, Inc.  
Air Flow Technology, Inc.  
Albany-Chicago Company  
Alfa Laval, Inc.  
Allied Plastics, Inc.  
American Italian Pasta Company  
Anderson Manufacturing Company, Inc.  
Asyst Technologies, LLC  
Badger Automatic Products, Inc.  
Badger Metal Management, LLC  
Badgerland Products, Inc.  
Batten Manufacturing, Inc.  
Beauti-Vue Products  
Beckart Environmental, Inc.  
Becker, Inc.  
Beere Precision Medical Instruments, Inc.  
Bothe Associates, Inc.  
Branko Perforating FWD., Inc.  
Calumet Diversified Meats, Inc.  
Centrisys Corporation  
Cherry Electrical Products  
Coleman Tool & Manufacturing Corporation  
Contact Rubber Corporation  
Converse Industries, Inc.  
Converting Solutions, Inc.  
CPI Plastics Group, Inc.  
D & D Quality Trim Dies, Inc.  
DaimlerChrysler  
Debelis Corporation  
Doheny Enterprises, Inc.  
Duerson Foods, LLC  
Exel  
Expanded Technologies Corporation  
Fair Oaks Farm, Inc.  
FAMCO Machine Division  
Feichtner-Fredrick Corporation  
Finishing & Plating Service, Inc.  
Five Star Fabricating, Inc.  
Frank L. Wells Company  
G. C. Hahn & Co. USA, Inc.  
General Binding Corporation  
Hamilton Sundstrand Aerospace  
Heartland Produce Company  
Holland Manufacturing, Inc.  
Honeywell/Genesis Cable Products  
Horizon Milling, LLC  
IEA, Inc.  
IRIS U.S.A., Inc.  
Irving Polishing & Manufacturing Co., Inc.  
ITO Industries, Inc.  
Jelly Belly Candy Company  
Jockey International, Inc.

Kenosha Beef International, Ltd.  
Kenosha Leatherette & Display Company  
Kenosha Lumber & Manufacturing Co., Inc.  
Kenosha Metal Products, Inc.  
L & M Corrugated Container Corporation  
Label Makers, Inc.  
Lakeside Steel & Manufacturing, Inc.  
Lakeview Farms, Inc.  
Lawter International, Inc.  
Leblanc, Inc.  
Linear Rubber Products, Inc.  
Matthews Paint Company  
Mead Westvaco Corporation  
MG Scientific, Inc.  
Monarch Plastics, Inc.  
Nitto Americas, Inc.  
Norstan, Inc.  
Northlake Engineering, Inc.  
Ocean Spray Cranberries, Inc.  
Ocenco, Inc.  
OEMMCCO, Inc.  
Parker Plastics, Inc.  
Pneumatech, Inc.  
PPC Industries, Inc.  
Pride Abrasive, Inc.  
Pure-Flo MPC  
R.J. Jansen Confectionery Equipment Co., Inc.  
Reflective Concepts, Inc.  
Rehrig Pacific Company  
Rust-Oleum Corporation  
Sanmina-SCI  
Slater Precision Cutting Tool Mfg., Inc.  
Snap-on, Inc.  
Specialty Machining, Inc.  
Trans-Chemco, Inc.  
Vista International Packaging, LLC  
Westosha Tool Company, Inc.  
Wickedder Steel Company  
Xten Industries, LLC

## **Media**

Happenings Magazine  
Kenosha News  
Next Media Operating, Inc.

## **Non-Profits**

American Red Cross, Southeastern WI Tri-County Chapter  
Boy Scouts of America, SE Wisconsin Council  
Girl Scout Council of Kenosha County, Inc.  
Goodwill Industries of Southeastern Wisconsin, Inc  
Hospice Alliance, Inc.  
I.B.E.W. Local 127  
Kemper Center, Inc.

Kenosha Achievement Center, Inc.  
Kenosha Area Chamber of Commerce, Inc.  
Kenosha Area Convention & Visitors Bureau  
Kenosha Country Club  
Kenosha Lakeshore BID  
Kenosha Literacy Council  
Kenosha Symphony Association, Inc.  
Kenosha Visiting Nurse Association & Affiliates  
Kenosha Youth Foundation/YMCA  
Lake County Partners  
Rotary Club of Kenosha-West  
Spanish Center of Racine, Kenosha, Walworth, Inc.  
Twin Lakes Area Chamber & Business Assoc., Inc.  
United Way of Kenosha County  
WoMen and Children's Horizons, Inc.

### **Real Estate**

American Land Development, LLC  
Bear Realty of Kenosha, Inc.  
C. Maxwell Associates, Ltd.  
CenterPoint Properties Trust  
Club at Strawberry Creek  
Coldwell Banker Primus Realty  
Coldwell Banker Real Estate One of Wisconsin  
Inventory Operations Consulting, LLC  
Jacobson Group SE, Inc./GMAC Real Estate  
Lakeside Realty, LLC  
Legacy Real Estate Partners, LLC  
Petretti Builders & Developers  
Pitts Brothers & Associates  
Prudential Premier Properties & Builders  
Riley Management, LLC  
Sterling Properties of WI, LLC  
Twin Lakes Realty  
White Real Estate & Associates, Inc.  
William Ryan Homes  
WISPARK, LLC

### **Retail Establishments**

Andrea's, Inc.  
Beyond Beads, Inc.  
Bjorn's Clothing  
Book Restoration and Conservation Company  
Brat Stop/Parkway Chateau  
Chancery Pub & Restaurant  
Crown Trophy & HTE Promotional  
Dishes to Die For, Inc.  
Dollar Depot, Inc.  
Fireside Restaurant and Lounge  
Flowers by Joseph, Inc.  
Gino's Menswear, Inc.  
Guttormsen Recreation Center  
Herbert's Jewelers

Hobnob Restaurant  
Home Run Family Restaurant  
Kenosha Car Spa, LLC  
Kentucky Fried Chicken  
Lou Perrine's Gasoline & Groceries  
Marina Shores  
Martino's Master Drycleaners  
Paielli's Bakery, Inc.  
Parkside True Value Hardware  
Prime Outlets at Pleasant Prairie  
Quality Suites Hotel  
Radisson Hotel & Conference Center  
Ray Radigan's Restaurant  
Roger & Marv's SuperValu Food & Drug  
Ruffolo Enterprises, Inc.  
SophistiCatering  
Southport Plaza  
Tenuta's Delicatessen & Liquors, Inc.  
Three Coins Restaurant  
Tim & Tom's Cheese Shop  
Top Choice Tents, Inc.  
Total Furniture  
Twin Lakes Country Club Golf Course  
Villa Marine, LLC  
Wilmot Auto Service, Inc.

### **Telecommunications & Utilities**

Cellular City Communications Corporation  
Kenosha Water Utility  
Mobile One  
TDS Metrocom  
We Energies  
We Energies - Milwaukee  
Wisconsin Fuel & Heating

### **Transportation & Distribution**

Allwright Moving Systems, Inc.  
American Girl, Inc.  
Coca-Cola Bottling Company  
Deluxe Media Services, Inc.  
Hartnell Chevrolet, Inc.  
Hospira, Inc.  
JHT Holdings, Inc.  
K & R Services, Inc.  
KLC Investments, Inc.  
LeMay Buick-Pontiac-GMC-Cadillac, Inc.  
Mann Warehouse  
Mosmatic Corporation  
Nelson Westerberg of Illinois, Inc.  
Palmen Motors, Inc.  
Pepsi Americas  
SuperValu, Inc.  
Unified Solutions, Inc.  
Yamaha Motor Corporation, USA

**For information about membership, the services we provide or our community, contact:**

**Kenosha Area Business Alliance, Inc.  
600 52nd Street, Suite 120  
Kenosha, WI 53140**

**Phone: (262) 605-1100  
Fax: (262) 605-1111  
E-mail: [info@kaba-inc.com](mailto:info@kaba-inc.com)  
[www.kaba-inc.com](http://www.kaba-inc.com)  
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[www.KenoshaArea.com](http://www.KenoshaArea.com)**





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