

Directions

NEWSLETTER OF KENOSHA AREA BUSINESS ALLIANCE



Roundy's breaks ground on Kenosha facility!

Roundy's, Inc. is constructing a 100,000 SF food processing facility in the City of Kenosha. The Milwaukee-based distributor and food retailer is a \$4.4 billion private corporation that operates approximately 115 stores in the Midwest under the Pick'N Save and Copps Food Centers names. In addition to operating its own stores, Roundy's services nearly 800 independent and licensee stores.

The Kenosha project is expected to create up to 175 new jobs! Dubbed a "commissary," this new facility will provide Roundy's with additional food processing capabilities and flexibility. The project is located on the North Side of 52nd Street near the intersection of 52nd Avenue.

Roundy's began initial site work in November and plans to have the facility completed by Summer 2005.

KABA worked with the City of Kenosha and the Wisconsin Department of Commerce to provide a \$250,000 Community Development Zone (CDZ) Tax Credit to secure this investment from Roundy's. The CDZ Credit is a non-refundable credit against Wisconsin income tax based on certain job creation and payroll requirements that Roundy's must meet.

This is the first CDZ Tax Credit that Kenosha has authorized. Recent changes, amending the boundaries of the Community Development Zone, have made the program more accessible. Those amendments allowed for the addition of the Roundy's site and the inclusion of Phase II of the Business Park of Kenosha in the newly expanded Community Development Zone.

January 2005

KABA & Johnson Bank Team Up to Recognize Business Leaders!



The 2004 Business Person of the Year Award Breakfast was held on October 28th. In what has become an annual event, **Johnson Bank** and KABA co-host the program to recognize outstanding business persons for their achievements in business and community involvement.

Charles Vignieri, owner of Kenosha Beef International/Birchwood Foods, was recognized as the business leader of the year. Under his leadership, the company which was started with \$35 and a pick-up truck is now a multi-million dollar enterprise with production facilities in four states and over 720 employees, 400 in Kenosha. Dennis Vignieri, Charles' son and the President of the company, presented his father the award.



Cliff Cantwell, owner of the Twin Lakes Country Club, was honored as the Community Leader of the year. His contributions to business, education and youth programs in the Twin Lakes Area are countless. Long time friend and business colleague Stanley Torstenson presented Cliff with his award.



This year's program also included special recognition for **Dr. Greg Campbell**, the President of Carthage College. College Trustee Craig Deaton presented Dr. Campbell with this award, given to recognize the phenomenal growth of the College and the impact this has had on the area's economic development.



Once the awards were presented, guest speaker **Christopher Begley**, CEO of Hospira, Inc., addressed the audience. As the CEO of a newly formed Fortune 500 firm, created by Abbott Laboratories divestiture of its Hospital Products Division, Mr. Begley commented on the challenges faced by his company and the healthcare industry. He also spoke about corporate culture and highlighted the major reasons Hospira chose a Kenosha County location for two facilities.



FROM THE PRESIDENT



The Fourth Quarter of 2004 was very bright for Kenosha County!

Economic Development highlights from the last three months of 2004 include:

- The opening of a \$5 million state-of-the-art educational facility (A.W. Clausen Center for World Business at Carthage College)
- The welcoming of two new Fortune 500 facilities and 450 jobs into Lakeview Corporate Park (Hospira's Customer Care and Midwest Distribution Centers)
- KABA & Johnson Bank's recognition of three quality individuals as the Business Persons of the Year (Charlie Vignieri, Cliff Cantwell, and Dr. Greg Campbell)
- \$1 million in federal funding for expansion of the Kenosha Airport
- Kenosha County was removed from EPA's "non-attainment" list for fine particles
- Gateway secured nearly \$1.4 million in federal funding for the development of on-line training programs in partnership with Snap-on and Abbott Labs
- Roundy's broke ground on a 100,000 SF food processing facility in Kenosha
- The Tri-County Business Partnership received a \$60,000 grant to advance regional industry cluster activities
- Manpower's Employment Outlook Survey predicted Kenosha County as one of the strongest hiring markets in the State for first quarter 2005

Investments in education and infrastructure. New facilities and jobs. Continuing positive forecasts. The economic development of Kenosha County is reason to be excited. As Kenosha County's Economic Development Organization, KABA is proud to continue to play a role in these and other activities that raise our community's standard of living. To that end, we would like to thank you - our investors, members, and economic development partners - for your continued support of, and involvement in, KABA. **A special thank you also to the Kenosha County Board of Supervisors for your continued support and economic development funding.** Best wishes for a prosperous 2005.

Todd Battle
KABA President

Welcome to the Following Members who have Recently Joined:

*Celebre Law Office
Eric Parsons
Platinum Systems, Inc.
Powers Lake Construction, LLC
QPS Companies, Inc.
Randstad
William Ryan Homes*

KABA Welcomes New Staff Member to the Team!

KABA is pleased to announce the hiring of Ms. Diana Ide. Diana will join KABA on January 3, 2005 and assume responsibility for the development and delivery of membership programs. Diana's primary responsibilities will include coordination of KABA training activities, KABA's elementary school mentoring program, business surveys, communications, and member events.



Prior to joining KABA, Diana served as the Executive Director of the Spanish Center. She has a Bachelor of Business Administration degree from the University of Wisconsin - Madison and a Master of Arts in Public Service from Marquette University.

Diana can be reached at 262.605.1100 or dide@kaba-inc.com.

Wage & Salary Survey Available!

Thank you to the 63 companies that participated in this year's wage and salary survey. The results have been collected and tabulated and are now available. Each company that participated in the Survey has been mailed a complimentary copy of the results. Additional copies are available at KABA for \$25 per copy for members and \$50 per copy for non-members.

The 2004 Wage & Salary Survey report contains detailed wage information for 95 individual job classifications across 14 major categories including finance, administration, customer service, human resources, purchasing, IS, engineering, production, and quality control. The survey includes information on wage increases and health care costs as a percentage of total compensation. Employers also provided information on hiring expectations and other personnel items including performance incentives. Call us or stop in to get your copy.

Manufacturing is Critical to America!



This message was loud and clear as Patrick Cleary spoke to a crowded room of manufacturing and business leaders from Kenosha and Racine Counties. Cleary is the Senior Vice President of Public Affairs for the National Association of Manufacturers (NAM) and was invited by KABA, RAMAC, and WMC to address area manufacturers.

His message was simple. Manufacturing is absolutely critical to the United States. Cleary pointed out that U.S. manufacturing employs 16 million Americans, accounts for 75% of all exports, is responsible for two-thirds of all research and development expenditures, represents one sixth of Gross Domestic and on its own would be the 5th largest economy in the World.

Cleary also pointed out that manufacturing companies and their employees must become more actively involved in public policy if we are to preserve our strong manufacturing base. Cleary referenced a recent NAM study noting that: Corporate taxes, rising health care costs, litigation costs, and environmental regulations contribute to a 22% cost disadvantage for American manufacturers relative to our nine largest trading partners.

Manufacturing companies and their employees must become more active in shaping public policy, or we risk the continued loss of our manufacturing power, according to Cleary. He also asked those in attendance to become more informed about the officials they elect and their voting records on business and manufacturing issues.

According to NAM's recently released report on the 108th Congress, U.S. Representative Paul Ryan has a 95% voting record in favor of key manufacturing issues. Senators Herb Kohl and Russ Feingold voted in favor of NAM's key issues 22% and 13%, respectively.

Hospira introduces first Wisconsin operations!

Wisconsin Secretary of Commerce Cory Nettles joined Hospira CEO Chris Begley, and numerous other state, local, and company officials at an October ceremony to celebrate the occupancy of two Wisconsin facilities. Together these operations employ 450 workers, occupy 385,000 SF of floor space, and represent a significant investment Southeast Wisconsin.



Mr. Begley said, "Hospira's Pleasant Prairie site holds great strategic importance for our company. Several important employee groups work at this location, including our Customer Care and Midwest Distribution Center operations - both of which are critical to our ability to serve our hospital customers. We are honored to join Secretary Nettles and other dignitaries to celebrate the occupancy of our facilities in Pleasant Prairie."

Kenosha Receives \$1 million for Airport Expansion

The 2005 omnibus budget bill, recently approved by Congress, includes \$1 million for expansion of the Kenosha Airport.

Secured by U.S. Senator Herb Kohl, these funds will pay for infrastructure improvements needed to build more than a dozen hangars on the east end of the airport. Additional assistance is still being sought by the City, but these funds will get the expansion started.

Kenosha's Airport is a corporate, general aviation airport with more than one million square feet of hangar space. Private entities lease improved land from the City and erect private hangars for corporate aircraft. Demand for space is increasing along with the area's economic development. When completed, the expansion would nearly double the Airport's hangar space.

County removed from EPA Non-Attainment List

A December 17 letter from EPA Administrator Michael Leavitt to Wisconsin Governor Jim Doyle contained good news for Kenosha County. All areas of the State of Wisconsin meet federal air quality standards for fine particles.

Preliminary EPA plans released earlier this year included Kenosha County as part of the Chicago Metropolitan Area to be designated as "non-attainment" for fine particles. Concerned that Kenosha County was being penalized for its proximity to Chicago, state and local officials met to discuss a response. "Non-attainment" designations often have a negative impact on an area's economic development as they increase the time and cost of permitting expansion and construction projects and negatively impact transportation funding.

The efforts of the City of Kenosha, Kenosha County, WMC, We Energies, KABA, Senator Wirch, and Representatives Kreuser, Kerkman, and Steinbrink should be recognized as they successfully worked with the Governor's office and the DNR to request that the EPA remove Kenosha County from the "non-attainment" list.

Construction Activity

Work is under way on a 92,000 square-foot distribution center for **Pepsi Americas** in LakeView Corporate Park. The distribution center, which will employ about 136 people, is slated for completion in June. The project is a consolidation of two existing facilities, one in Kenosha and a second in Gurnee, IL. **Riley Construction** is managing the construction which represents about a \$5 million project. PepsiAmericas General Manager John Ruffolo said the new facility will serve Kenosha, Racine and portions of Walworth counties, as well as northern Illinois including Lake and McHenry counties.

ECONOMIC DEVELOPMENT REPORT

In addition to the Pepsi Americas Distribution Center, current projects of Riley Construction include:

- Build-out of a 9,000 SF Computer/Data Center for Cherry Electric
- A 26,000 SF addition to Kenosha Beef International
- Washington Plaza - a 8,000 SF multi-tenant office building
- Pulera Collision & Car Care Center's new 23,000 SF facility

Ruffalo Painting Company, Inc. has recently been involved in a number of new projects in Kenosha County. They recently completed work on Hospira's new facilities in Lakeview Corporate Park with Ragnar Benson, Inc. They have also recently completed the decorating of Chops on the Lake, the newest upscale restaurant in Kenosha. Current projects include work for Cherry Corporation at Lakeview Corporate Park in conjunction with Riley Construction.

Current Kaelber Company projects include:

- Fire protection for the Fiber-Optics Mezzanine at RecPlex
- Fire protection for a maintenance facility at We Energies' in Pleasant Prairie
- Process piping for a new production line at Rust-Oleum
- Maintenance work at Nitto Americas in Lakeview Corporate Park

Kueny Architects are designing the following projects amongst others:

- In-Sink-Erator On Site Medical Clinic - Racine, WI
- Kenosha Animal Hospital Addition - Kenosha, WI
- Powers Lake Construction Office Addition - Twin Lakes, WI

The following are some of the projects designed by Kueny Architects that are currently under construction:

- Southport Marina - Kenosha, WI
- Plaza Del Sol - Kenosha, WI

Berghammer Construction wrapped up a 40,000 SF addition to MG Design's headquarters in Lakeview Corporate Park in November. The project included a reconfiguration of MG's production facility, an expansion of the graphic production department, and additional office space.

Available Land & Buildings



WISPARK's Available Space in LakeView Corporate Park

LakeView IV (256,240 square feet) is a divisible multi-tenant building in LakeView. There is 108,000 square feet of space available on the south side of the building. Clear height is 28'. Lease rates are approximately \$4.00 - \$4.25 per square foot.

Land Available in LakeView Corporate Park

There is 4 to 40 acres of land available in LakeView Corporate Park. Price ranges from \$2.85 - \$3.50 per square foot or \$124,146 to \$152,460 per acre.



WISPARK's Available Space in Business Park of Kenosha

Four parcels remain available for sale in BPOK Phase I. Sizes range from 1-1/2 to 6 acres.

Site Development and Infrastructure work for Phase II of the BPOK is complete. This adds approximately 87 acres to the Business Park, including 18 sites ranging in size from 3 to 10 acres. For park and financing information, contact KABA at 262-605-1100 or WISPARK LLC at 262-857-4661.

Business Center of Kenosha has 4,000 and 5,000 square foot units with private loading docks, available immediately located at 9114 58th Place. For more information, contact Mark Riley of Riley Management, LLC at 262-857-8500.

Commerce Center of Kenosha has approximately 25,000 square feet of multi-tenant space located at 5332 95th Avenue, available immediately. For more information, contact Mark Riley of Riley Management, LLC at 262-857-8500.

Cranberry Business Park (77th Street and 57th Avenue, Kenosha) has industrial spaces for lease or sale ranging in size from 2,000 to 12,000 SF. Units have ceiling heights of 25 feet with many options for overhead doors and/or semi loading docks. Designed by Kueny Architects and constructed by CMA, Inc., the project was developed with the small industrial and warehouse user in mind. Contact S.R. Mills of **Bear Realty of Kenosha** at 262-842-0452 for further details.

Southport Financial building located at 6905 Green Bay Road offers prime office space from 1,096 to 14,263 SF. Common area amenities include a large public foyer with ceramic tile and glass doors, elevators, and ample parking space. Contact S.R. Mills of Bear Realty of Kenosha at 262-842-0452 for further details.

Village Commons, now pre-leasing office/retail space, occupancy in the Spring of 2005. Situated on the county's geographic center at the crossroads of State Highways 50, 75, and 83 in Paddock Lake, the building lies in the heart of a booming retail corridor next to Village Plaza. Designed by Partners In Design and currently being constructed by CMA, Inc. Available from 1,000 to 8,500 SF. Contact S.R. Mills of Bear Realty of Kenosha at 262-842-0452 for further details.

New Lending Activity

Through the CRLF, KABA/RLF, CKC/RLF Loan programs, **Hospira Inc.** received financing totaling \$1,750,000. The State of Wisconsin provided a \$500,000 WDF Loan. These funds will assist in the equipment purchase, leasehold improvements and related site development to establish Hospira's Midwest distribution facility and customer service center, located in Pleasant Prairie. The balance of the \$11,075,000 project costs were funded by Hospira. This project has brought 450 jobs to Wisconsin.

The **Village of Silver Lake**, through the CRLF Loan program, received a \$310,000 Loan. These funds assisted the Village in becoming an equity investor, with KABA, in the development of a 12 acre industrial park, on the former County highway property located in Silver Lake, adjacent to the Village's existing industrial park.

IO Investors, L.P. and **Xten Industries, LLC** received financing of \$366,500, through the CITY/RLF Loan program, to assist in the acquisition of manufacturing equipment. Xten provides a full range of thermoplastic injection molding designs and manufacturing services along with complete finishing, assembly, warehousing and fulfillment capabilities. The balance of the financing is equity from the business.

IN THE HEADLINES

Employment Outlook Positive for Kenosha County

According to Manpower's Employment Outlook Survey, hiring will be strong in the first quarter of 2005. More than one in three (34%) Kenosha County employers surveyed plan to add staff in the first three months of 2005. Just one in ten (10%) plan reductions. These are some of the strongest numbers for a Wisconsin metropolitan area and exceed state and national averages.

Jill Mattson, Manpower's business development manager for Southeast Wisconsin said, "There's a lot of new development going on in the Kenosha market." Mattson expects hiring to be strongest in warehousing, construction, transportation, and non-durable goods manufacturing in the first part of 2005.

DaimlerChrysler makes Headlines

The Chrysler 300 has been recognized as Motor Trend Magazine's Car of the Year. Details of the 2005 Motor Trend Car of the Year competition will appear in the January 2005 edition of the magazine, but the 300's styling and performance have made it a hit with customers as well as Motor Trend. More than 87,000 units were sold in the first six months of this year in the U.S. alone.

"We're excited about the all-new 2005 Chrysler 300 taking its rightful place as the winner of this prestigious award," said Dieter Zetsche, President and CEO of the Chrysler Group. "It acknowledges all of our employees' hard work in bringing a new standard for American large cars to reality and serves as further inspiration to those who have re-invented high-performance, contemporary sedans."



The 2005 Chrysler 300 is available in both rear-wheel-drive and all-wheel drive versions. It is assembled at the Brampton Assembly Plant in Brampton, Ontario, Canada.

Closer to home . . . Production workers at the **Daimler Chrysler Kenosha Engine Plant** ratified a new, four-year labor contract with the company. Already covered by a four-year UAW national contract, which was ratified last year, local employees voted overwhelmingly to approve the local contract covering work rules and conditions specific to the Kenosha plant.



NAM Recognizes Ryan for Voting Record

United States Representative **Paul Ryan** has received the National Association of Manufacturers' (NAM) Award for Manufacturing Legislative Excellence. The NAM Award is presented to members of Congress who vote in the interest of manufacturers at least 70 percent of the time on Key Manufacturing Votes as designated by a special committee of NAM member companies, large and small. Ryan's NAM voting record was 95 percent.

"Paul Ryan's voting record demonstrates both his understanding of manufacturing's critical role in the overall strength of our economy and a willingness to do what must be done to boost competitiveness, job creation and prosperity for working Americans," said NAM President John Engler from Washington. "On behalf of all American manufacturers and particularly those in Wisconsin, I offer Congressman Ryan our deep gratitude for his commitment to keeping our nation's manufacturing sector strong."

The 22 Key Manufacturing Votes in the U.S. House of Representatives during the 108th Congress included those on class action and Medicare reform, association health plans, permanent repeal of the Death Tax, and overtime regulations, among many others.



Bank One & KABA Host Economic Forum

Dr. Anthony Chan, Managing Director and Senior Economist of JP Morgan Fleming Asset Management, predicted another year of solid economic growth in 2005 during his Economic Forum presentation at Carthage College on December 10.

Chan predicted that the U.S. economy will grow at a rate of 3.5% in 2005, measured in Gross Domestic Product (GDP). This is off slightly from this year's 4.0% growth rate. Higher energy prices, rising interest rates, and the decline in fiscal stimulus will contribute to the slower rate of growth. Chan also said rising health care costs, which have risen 2.5 times faster than wages and contributed to the growing national debt, may level off in 2005.

Other notable items in Chan's forecast included:

- 2.5 million new jobs in 2005 (However, Chan noted 5 million jobs would be created during a good year)
- A slight increase in wages (But they are not rising at the rate they should)
- Continued weakening of the dollar, especially against the Euro
- Growth in high-paying service sector jobs (medical, legal, & finance)

This was the Sixth Annual Economic Forum hosted by Bank One and KABA.



IN THE HEADLINES


Commerce provides funding for Regional Cluster Initiative!

The Wisconsin Department of Commerce has committed \$60,000 for the regional economic development efforts of the Tri-County Business Partnerships (TCBP). Through the TCBP, public and private economic development partners from Kenosha, Racine and Walworth Counties are working together to strengthen the economy of Southeast Wisconsin. To date, the Partnership has focused on identifying and supporting "industry clusters" that are important to the regional economy.


The funding from Commerce will be used for a detailed cluster analysis, website development, marketing, and product diversification projects. Current clusters include Advanced Manufacturing, Medical Devices, and Information Technology. Each cluster has developed goals and objectives and a schedule of working meetings. To learn more, contact Paul Schumacher at 262-898-7426 or pschumacher@tcbp.org.

Tucker Development Corporation, a commercial real estate developer based in Highland Park, IL, has acquired the Original Outlet Mall in Bristol. Founded in 1996, Tucker Development specializes in developing and re-developing shopping centers and mixed-use properties. The majority of their portfolio is in the Chicago area, but they are currently developing Granville Station (the former Northridge Mall) in Milwaukee.

The Original Outlet Mall opened in 1982 under the name Factory Outlet Center. It has suffered in recent years as new retail has entered the market. Tucker's plans are to continue operating the mall, while exploring future redevelopment opportunities.

 **Martin Peterson Co.** received the 2004 Sheet Metal and Air Conditioning Contractors National Association Safety Excellence Program Award and was ranked third in the nation for contractors working more than 400,000 man hours. The award program evaluates safety data, looks for trends and recognizes SMAC-NA members with the lowest incidence rates in the prior calendar year.

 **Hospira** beat analysts' expectations by posting a third-quarter profit of \$61 million. Net sales for the quarter were \$656 million, up 1% over the same period last year. Earnings of 39 cents per share also topped the 32 cents a share that analysts expected. Hospira revised its expectations upward and projected sales of \$2.6 billion for the full fiscal year. The company cited strong sales in specialty injectables and contract manufacturing lines as reasons for the revisions. The third-quarter report also highlighted the successful relocation of its customer service and distribution center to Pleasant Prairie.

 **Abbott Laboratories, Inc.** has agreed to buy the nutrition firm EAS Inc. for \$320 million, expanding its growing stable of nutritional products. On Monday, October 11, 2004, the two companies said the cash transaction is expected to close in the fourth quarter, pending regulatory approval. EAS, short for Experimental and Applied Sciences, makes and distributes dietary supplements and weight-management products worldwide. It produces shakes, nutrition bars, protein drinks and other products and sells them under brands that include AdvantEdge, Myoplex and Body for Life. EAS is based in Golden, CO and has about 260 employees.

 **Bristol-based Brunswick Billiards** recently launched a contemporary line of pool tables designed to appeal to families and young singles. The Contender line, which includes fives models, has a more modern look with black and metal finishes and brighter colors available. Designed to be more durable and affordable than Brunswick's upscale, traditional wooden tables, they have already proven popular with dealers and customers.



Other news from Brunswick Billiards includes their recently completed acquisition of Valley-Dynamo. Brunswick paid \$34.5 million to acquire the Fort Worth, Texas maker of coin operated foosball, air hockey and pool tables. Brunswick Billiards president John Stransky commented on the acquisition, "We also see a number of ways to bring into play Brunswick Billiards' design and marketing expertise to expand sales of Valley-Dynamo products as well as to use our highly successful global sourcing initiatives to improve operations and bring down costs."

Less than four months after closing down, the **American Italian Pasta Co.** reopened a portion of its pasta factory in Kenosha during the week of October 18, 2004. The plant reopened some operations on Wednesday, October 20, 2004, recalling about 10 to 15 former employees, said Walt George, executive vice president, supply. George said the plant is operating at about 25% of capacity with a limited staff.

EDUCATION REPORT

Carthage College celebrates Clausen Center opening!

Former Chairman of the Federal Reserve Board Paul Volcker was the keynote speaker for the dedication of the A.W. Clausen Center for World Business at Carthage College on October 15, 2004.



The Center is named in honor of Carthage alumnus A.W. "Tom" Clausen, former Chairman, President and CEO of Bank of America, former President of the World Bank, and a long-time Carthage trustee.



The Clausen Center is a state of the art learning facility for more than 600 students majoring in business, economics, and political science. Completed in approximately 10 months and at a cost of about \$5 million, it is equipped with the latest technology and emphasizes smaller classrooms to increase student interaction and small group discussion.

Volcker and Carthage President Greg Campbell praised Clausen for his leadership and generosity.

Additional information on this incredible new facility is available at: www.carthage.edu/clausen.



Gateway Technical College lands two major training grants!

The fourth quarter of 2004 brought nearly \$1.4 million in federal training funds to Gateway Technical College for two new training initiatives. Both grants involve major private industry partnerships and internet-based education platforms.

In October, Gateway and industry partner Snap-on Inc. were awarded a \$900,000 training grant from the U.S. Department of Labor. These funds will be used to establish an on-line training program for automotive technicians. The on-line program will allow students to obtain certification and will train instructors to teach students.

In December, Gateway was awarded a second grant from the Department of Labor. This grant, in the amount of \$495,000, will be used to develop an on-line education program for the biopharmaceutical industry in collaboration with Abbott Laboratories.

In part these grants are attributable to another industry partnership that Gateway developed about a year ago with IBM. Gateway is the first educational institution in North America to offer IBM's Advanced Career Education (ACE) Program. The ACE curriculum emphasizes e-business and e-learning applications. Success with the IBM ACE program has allowed Gateway the ability to explore these new on-line training partnerships. Additional information on the ACE program can be found at: <http://ace.gtc.edu>.

LakeView Sending Team to National Robotics Competition!

The Robotics Club from the Lakeview Technology Academy (LTA) is sending a team of students to compete in the FIRST (For Inspiration and Recognition of Science and Technology) International Robotics competition. Lakeview's team will compete in a regional event March 24-26 in Chicago. If successful, they will move on to the Championship round in Atlanta, April 21-23.

Area businesses and schools have contributed \$4,000 to the team's sponsorship, which is estimated to cost about \$9,000. Cherry Corporation, Converse Industries, Gateway Technical College, the KUSD, and KABA committed funding.

Corporations or individuals interested in offering support should contact the LakeView Robotics Club at: LTARobotics@yahoo.com. More information on the FIRST Robotics competition is available at www.usfirst.org.

Kenosha County Schools Report Available!

The 3rd Annual Comparative Analysis of the Kenosha County School Systems is now available from KABA. The report was prepared by the Public Policy Forum, a non partisan public policy research organization based in Milwaukee.

The report examines Kenosha County schools and evaluates how they stack up against similar school districts across the state in terms of wealth, diversity, participation, funding, and student performance.



SOUTHPORT BANK

Southport Bank sponsored an event with KABA and the Public Policy Forum on November 17 to share the report with school officials and the business community. The event included a presentation of the report from Forum President Jeffrey Browne and a panel discussion with school officials and community members examining the results and exploring ideas for improving educational achievement.

Copies of the report are available at KABA; \$25 per copy for members and \$50 per copy for non-members.

Coming Soon: Entrepreneurs

On December 7, three aspiring entrepreneurs, and current Carthage College students, pitched their business plans to a panel of bankers, lawyers, business owners, and economic developers. The event, part of Carthage's Entrepreneurial Studies Program, gives seniors an opportunity to share their ideas and garner feedback from experienced business advisors.

In existence for over ten years, the Program combines regular college coursework with a "basic training" style approach to entrepreneurship. Students take courses in business development, creativity, invention, and are challenged to develop their own concept for a new business venture. Students may also be linked with an area business and asked to assist that firm with the development of a new product or service.

Increased linkages between business and education, opportunities to generate new businesses or improve existing ones, and a better connection between the area's best and brightest students and the regional economy are just a few of the many benefits of this program. For more information on the Carthage Entrepreneurial Studies Program, contact the director, Dr. Douglas Arion, at darion@carthage.edu or at 262-551-5864.

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General Counsel
JHT Holdings, Inc.



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The Kenosha Area Business Alliance (KABA) is a private not-for-profit corporation recognized as the focal point for economic and community development, business technical assistance and employer training to existing firms and new businesses interested in locating in Kenosha County.

Todd R. Battle, *President*
Cecilia Lucas, *Director of Business Finance*
Diana Ide, *Director of Member Services*

Newsletter Insert Policy

KABA members may request a separate one-page insert of their own design and production to accompany the KABA newsletter mailing to about 900 recipients. KABA reserves the right to review the insert to ensure the quality is compatible with the newsletter. The newsletter is published in January, April, July and October. Members interested in including an insert should contact KABA, 262-605-1100, by the first of the month prior to publication. The insert fee is \$250. The correct number of copies need to be delivered to KABA by the 25th of the month prior to publication.