DRIVING ECONOMIC DEVELOPMENT IN KENOSHA COUNTY
The Kenosha Area Business Alliance (KABA) is Kenosha County’s economic development organization and business association. A public-private partnership, KABA is focused on making the Kenosha Area a better place to do business, live, and work, through: (1) Economic development initiatives that stimulate private sector investment and job creation; (2) Providing programs, products, and services that improve the competitiveness of Kenosha Area employers and their employees; and (3) Educational initiatives aimed at enhancing student achievement and overall school performance.

KABA MISSION STATEMENT

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

Staff

Pictured (L-R): Christopher Naumann, Executive Director – Downtown Kenosha, Inc.; Heather Wessling, Vice President of Economic Development; Brooke Infusino, Director of Talent Development; Lisa Felton, Office Manager; Todd Battle, President; Jeanne Geiger, Administrative Assistant; Becky Noble, Director of Marketing.
Dear Investors, Partners & Stakeholders,

On behalf of our Board of Directors and staff, I am pleased to share the 2014 Annual Report for the Kenosha Area Business Alliance (KABA).

Kenosha County’s economic resurgence continued in 2014. Significant developments that were announced, initiated, or completed accounted for over $300 million in new investment and more than 1,500 new jobs. Key contributors to these numbers were major new facilities for InSinkErator, Niagara Bottling and Uline.

Combined with 2013 activity, Kenosha County’s major economic development wins in the past two years account for nearly $700 million in new investment and over 4,000 jobs!

It has been an exciting and prosperous time for the Kenosha County Area, and we are grateful for having had an opportunity to play a role in these developments.

While we are excited about recent development activity and optimistic about Kenosha County’s future prospects, we are not satisfied.

We hope to leverage this recent success to spur development in areas of the community that suffer from under investment. We also plan to continue working with employers, educational institutions and workforce development partners to ensure that new and expanding businesses can get the talent they need to fuel their growth.

Thank you for your support, investment, and involvement in Kenosha County’s economic development success.

Best wishes for a prosperous 2015,

Todd Battle, President
LEADERSHIP

Board of Directors

Chair
Frank Unick
Chief Financial Officer, Uline, Inc.

Vice Chair
Susan Ventura
Senior Vice President & Chief Operating Officer, United Hospital System, Inc.

Secretary
Susan Crane
Director Customer Services, We Energies

Treasurer
Peter Sinsky
Chief Financial Officer, Riley Construction Company, Inc.

William Abt
Senior Vice President for Administration and Business, Carthage College

Bryan Albrecht
President, Gateway Technical College

Anne Arbas
Vice President- Controller & Global Tax, Jockey International, Inc.

Deborah Ford
Chancellor, University of Wisconsin-Parkside

Timothy Geraghty
Attorney, Godin Geraghty Puntillo Camilli, SC

Mitch Januszewski
Principal, Regulatory Compliance Associates Inc.

Sue Savaglio-Jarvis
Superintendent, Kenosha Unified School District

Chet Keizer
President, IRIS USA, Inc.

Jerry King
CFO, Kenosha Beef International, Ltd.

Doug Koch
President - Southeast Market, Aurora Health Care

Karla Krehbiel
Senior Vice President, Johnson Bank

Brad Miller
Vice President, Market Development, SuperValu, Inc.

Virginia Moran
CEO, LMI Packaging Solutions, Inc.

Chad Navis
Director of Industrial Investments, Zilber Property Group

Tracy Nielsen
Chief Executive Officer, United Way of Kenosha County

Aleta Norris
Partner, Living As A Leader

Aldo Pagliari
Senior Vice President - Finance & CFO, Snap-on Incorporated

Brenda Penesis
Plant Manager, ACCO Brands

Charles Skendziel
Owner, Equity Creative

Clara-lin Tappa
Assistant Vice President & HR Manager, United Communications Corporation

Timothy Woods
Director–Manufacturing & Operations NA, S.C. Johnson & Son

Standing Committees

Audit
David Geertsen
Kathleen Goessl
Cherie Julius
Patrick Milne
David Nankin
Karl Ostby
Susan Ventura*

Executive
Anne Arbas
Susan Crane
Timothy Geraghty
Jerry King
Karla Krehbiel
Virginia Moran
Aldo Pagliari
Brenda Penesis
Peter Sinsky
Frank Unick*
Susan Ventura
Timothy Woods

Finance
Sue Block
Tom Camilli
Jay Cashmore
Jens Emerson
Nate Franke
Wesley Ricchio
Kyle Vitkus
Andy Vogel
David Wright*

Nominating
Bradley Foley
David Geertsen
Jean Moran
Tracy Nielsen
Michael Pollocoff

Personnel
Jerold Franke
Virginia Moran
Stanley Torstenson
Frank Unick

* denotes Chair
GOAL ONE

Support and expand the existing base through business attraction, retention and consolidation strategies.

NEW BUSINESSES

FNA Group

Jobs: 136 | Investment: approximately $3 million
Project: 176,433-square-foot manufacturing facility
Company: Manufacturer of pressure washers for home and industrial markets
- Relocating part of its operations from Arkansas to Pleasant Prairie
- Selected Wisconsin after taking part in a site selection process that involved numerous states

Quest Products

Jobs: 56 | Investment: $3.6 million
Project: 44,398-square-foot headquarters and assembling/packaging/warehousing facility
Company: Packaged consumer goods producer specializing in retail, e-commerce and drop-ship distribution
- Relocating from Illinois and consolidating existing operations in Iowa to larger facility in Kenosha County

2014: Kenosha County, WI

3 million SF developed/absorbed
1,515 Jobs
$305 million in capital investment
$4.9 MM loaned by KABA to area companies
69 economic dev. prospects
$3 million SF developed/absorbed
1,515 Jobs
$305 million in capital investment
$4.9 MM loaned by KABA to area companies
69 economic dev. prospects

KENOSHA AREA BUSINESS ALLIANCE | 2014 ANNUAL REPORT
Uline

Company: North American distributor of shipping, industrial, and packing materials

Project No. 1
Jobs: 500  |  Investment: $100+ million
Project: 298,000-square-foot headquarters campus; 1.1 million-square-foot distribution facility
■ Project will more than double the size of its HQs

Project No. 2
Jobs: 475  |  Investment: $75+ million
Project: one million-square-foot distribution facility; 60,000-square-foot office space
■ Relocating its Midwest Distribution Operations from Waukegan, Illinois

Niagara Bottling

Jobs: 88  |  Investment: $75 million
Project: 377,000-square-foot manufacturing facility
Company: Nation’s largest private label bottled water supplier
■ Extensive and competitive site selection process
■ Initially planned for one line of production; expanded to two lines

InSinkErator

Jobs: 200  |  Investment: $18.5 million
Project: 160,000-square-foot manufacturing facility
Company: World’s largest manufacturer of food waste disposers for home and commercial use
■ Expansion project that will upgrade the company’s current facilities in Racine and expand into Kenosha
■ KABA helped assemble local financial assistance in support of the expansion project

Other companies continued construction on previously announced projects: Amazon continued work on its two fulfillment centers totalling 1.5 million SF. One facility opened in October and the other will open in mid 2015. Kenall Manufacturing completed construction on its 354,000 SF advanced manufacturing facility and began operations in December.
The Blast Shop

Jobs: 20 (additional 40 over the next 3 years)
Investment: $6 million
Project: Purchase of machinery and equipment for relocation and expansion to a 21,867 SF facility in LakeView Corporate Park
Company: Plastic-injection molder which engineers, manufactures and distributes automotive components globally
- Allowed for a phase two interior buildout
- Added in-house tool repair room and reconfigured its plant floor to make room for additional equipment
- Within the next three years, TBS plans to add a 35,000 SF addition to the new building and add a fabrication and catalog sales department to its services

Area Expansions

ASYST Technologies

Jobs: 10 | Investment: $4.4 million
Project: 59,164 SF addition to its manufacturing facility and a 12,000 SF addition to their existing cold storage facility in Twin Lakes (pictured below)
Company: Full-service custom thermo former specializing in vacuum forming, twin sheeting and pressure forming medium to heavy gauge plastic sheets
- The space was needed to support Allied’s growth and house additional manufacturing equipment

Allied Plastics

Jobs: 10 | Investment: $356,000
Project: Purchase of machinery and equipment for relocation and expansion to a 21,867 SF facility in LakeView Corporate Park
Company: Specializes in powder coating applications, media blasting, and municipal structure restoration
- Within the next three years, TBS plans to add a 35,000 SF addition to the new building and add a fabrication and catalog sales department to its services

Good Foods Group

Jobs: 50 | Investment: $10+ million
Project: 39,166 SF addition to its facility in LakeView Corporate Park
Company: An all-natural food manufacturer of preservative free dips, sides and salads
- Expansion brought the facility square footage to 95,596 and has allowed for increased production, cold storage and support infrastructure
- Jobs added will be higher-skilled and higher-paying due to type of advanced equipment invested in
PEER-LEARNING AT KABA ROUNDTABLES

KABA regularly hosts five Professional Roundtables which provide a forum for professionals to discuss current, relevant issues and draw on the collective experience of the group to gain practical insights which can be applied immediately. Attendees hear from a subject-matter expert and have the opportunity to engage with guest presenters and each other.

KENOSHA COUNTY BUSINESS EXCELLENCE AWARDS

KABA, in collaboration with the Kenosha Area Chamber of Commerce, recognized seven local companies and one individual for their success at the 2014 Kenosha County Business Excellence Awards in November. More than 350 attended the recognition dinner held at the University of Wisconsin-Parkside’s Student Center Ballroom. The event was presented by Johnson Bank, Johnson Insurance and UW-Parkside, and additionally sponsored by BizTimes Media, CliftonLarsonAllen, We Energies and CenterPoint Properties.

Pictured below: (L-R) Top row - Mike Cholak, Mike’s Chicken & Donuts; Guy Bradshaw, Bradshaw Medical; Brett Yutka, Yutka Fence. Bottom row - Mike Clark, The Blast Shop; Tom Karnes, LaMacchia Travel; Steve Borucki, Offsite; Ed Polen, EMCO Chemical. (Not pictured: Matt Carlson, Platinum Systems)

2014 award winners...

Business of the Year: Bradshaw Medical, Inc.
Small Business of the Year: Offsite, LLC
Entrepreneur of the Year: Edward Polen, EMCO Chemical, Inc.
Fast Five:
The Blast Shop
LaMacchia Travel
Mike’s Chicken & Donuts
Platinum Systems
Yutka Fence
A core ingredient of comprehensive economic development programs, formal business retention and expansion visits are conducted to learn about a community's existing business base and gain insight regarding the challenges and opportunities employers face. The information gathered from these in-person discussions is aggregated and used as part of a continuous improvement process for deploying resources to strengthen companies for long term economic vitality. Identifying possible barriers allows the community to meet them head on.

In 2014, 100 formal interviews were completed.

**Who’s in Kenosha County?**

- **Type of Facility**
  - Manufacturing (32%)
  - Office Op. (19%)
  - Distribution (19%)
  - Branch plant (4%)
  - Division (3%)
  - HOS (26%)

- **Industry Sector**
  - Advanced Mfg. (42%)
  - Consumer Goods (9%)
  - Durable Goods (6%)
  - Retail (4%)
  - Healthcare (2%)
  - IT (4%)
  - Agriculture (3%)
  - Construction (5%)
  - Transp. (1%)
  - N/A (22%)

- **Employee Count**
  - 1-100 (67%)
  - 101-250 (13%)
  - 251-500 (8%)
  - 501-1,000 (10%)
  - 1,000+ (2%)

**How are they doing?**

- **Market Share of Company’s Key Products**
  - Increasing (69%)
  - Stable (17%)
  - Decreasing (7%)

- **New Products anticipated w/in next 2 yrs**
  - No (9%)
  - No answer (19%)
  - Yes (72%)

- **Plans for expansion w/in the next 3 years?**
  - No (23%)
  - No answer (25%)
  - Yes (50%)

**Business is booming in Kenosha County.** Executives report that they expect their companies’ sales to increase, their market share to go up and most plan on needing more space in the future to accommodate growth.
What do Kenosha County companies think about our workforce?

The quality, productivity and stability of Kenosha County’s workforce is what executives appreciate most. Skilled labor that is experienced in advanced manufacturing, food processing, distribution and other key industries reinforces the fact that Kenosha County has a real competitive advantage in its advanced manufacturing environment and workforce. However, Kenosha County needs to be aware of the growing issue of talent availability. Kenosha County should take advantage of its location in such a highly populated area as well as its outbound commuters and work to attract talent to the community.

“Innovation is the mechanism for prosperity...and the power of place fuels innovation. For Snap-on, our place is Southeast Wisconsin and our city is Kenosha. It’s been that way for nine decades, and it gives us an advantage.”
- Aldo Pagliari, Senior VP & CFO, Snap-on Incorporated

What do they think about our community?

Primary Competitive Advantages

A vast majority of executives cited Kenosha County’s strategic location in the heart of the Chicago-Milwaukee corridor as its strongest asset. Also mentioned were its productive workforce, good infrastructure and positive business climate.
FINANCIAL ASSISTANCE FOR NEW AND EXISTING BUSINESSES

Kenosha County High Impact Fund

In 2011, the Kenosha County Board of Supervisors created a ‘High Impact Fund’, to be administered by KABA, to help secure high quality economic development projects. They provided an initial infusion of $1 million. Since then, it has received $2 million in additional funding. “High Impact” developments are defined as those which create a least 50 new high-paying jobs or those involving a capital investment of at least $3 million.

Below is a list of projects funded by the Kenosha County High Impact Fund since its inception:

- May 2012: Bradshaw Medical, Inc.: $250,000
- Aug. 2013: Hanna Cylinders, LLC.: $250,000
- Oct. 2013: Kenall Manufacturing: $1,000,000
- June 2014: Niagara Bottling, LLC: $350,000
- June 2014: InSinkErator: $625,000

In 2014, KABA contributed $975,000 from the High Impact Fund to support two major development projects.

Revolving Loan Fund Program (RLF)

KABA manages an extensive portfolio of community revolving loan funds, totaling more than $30 million. These funds are used to provide low-cost financing options to companies creating jobs in Kenosha County by expanding an existing business or by establishing a new facility in Kenosha County.

In 2014, KABA loaned $4,913,364 to eight area companies, creating or retaining 437 jobs and aiding $104,010,750 in total capital investment.
AS THE MARKET HEATS UP, NEW SPEC BUILDINGS COME UNDER DEVELOPMENT

A low vacancy rate across Kenosha County prompted major developers to invest in speculative building in 2014. Some of the developments launched in 2014 include:

- **Developer:** CenterPoint Properties  
  **Building 1:** 412,000-square-foot industrial (rendering right)  
  **Building 2:** 520,000-square-foot industrial*  
  **Location:** LakeView Corporate Park in Pleasant Prairie  
  *Already leased to Uline

- **Developer:** Zilber Property Group  
  **Building:** Towne VI - 176,000-square-foot industrial*  
  **Location:** LakeView Corporate Park in Pleasant Prairie  
  *Already leased to FNA Group

Additional business park developments are being pursued by Bridge Development Partners and Venture One Real Estate.

In 2014, KABA conducted a feasibility study to determine the viability of a business park in the western part of the County. KABA collaborated with independent public finance firm Ehlers and civil engineering firm Ruekert-Mielke in a process that identified sites, infrastructure, and acquisition/development costs for key sites in Paddock Lake, Salem, Twin Lakes and Bristol.

GOAL TWO

Position Kenosha County for long-term economic growth & development.
GOAL THREE
Attract, engage and retain talent.

RECRUITMENT EVENTS
KABA partnered with the Kenosha County Job Center and Gateway Technical College to facilitate recruitment support for the following companies:

- **Meijer** - 150 open positions; 600 prescreened applicants; 100 people hired
- **Niagara Bottling** - 70 open positions; 250 attendees; 45 hired
- **Kenall Manufacturing** - 60 open positions; 150 attendees; 30 hired
- **Amazon** - 1,000 open positions; 880 hired

TRAINING

- **204** individuals representing **33** area employers attended one of **30** training programs through KABA during 2014.
- **66**: The number of participants in the Supervisory Management courses during 2014. Other training included Workplace First Aid & CPR, Fork Lift Operator Training, and Computer Software Programs.
- **Wage & Salary Surveys**: KABA continued its partnership with MRA, allowing investors to participate in these valuable surveys.

SCHOOLS2SKILLS
KABA hosted two Schools2Skills tours attended by **70** high school students from Kenosha County. **Four** local manufacturers participated in the tours. Post-tour survey results:

- 75% indicated they were now more likely to explore manufacturing as a career option
- 57% indicated their knowledge of manufacturing increased a fair amount; 33% indicated it increased a lot
- Majority of the students selected terms such as ‘High tech’, ‘clean’, ‘safe’ and ‘high pay’ to describe the industry

LEADERCAST KENOSHA
At the second annual **Leadercast Kenosha**, attendees experienced exclusive, leadership-building content delivered by a lineup of world-renowned leaders such as Andy Stanley, Malcolm Gladwell, Simon Sinek and Dr. Henry Cloud.

- **141** people attended the leadership development event in August, hosted at Uline and facilitated by Aleta Norris from Living as a Leader.
Y-LINK

Young Leaders in Kenosha (Y-Link) is Kenosha County’s young professional organization. Y-Link acts as the catalyst to connect, attract, retain and foster relationships, professional growth and community-mindedness among young professionals in the community.

With almost one third of Kenosha’s population made up of young professionals, Y-Link is impacting the next generation of leaders.

Learn more at ylinkenosha.com.

Y-LINK
Young Leaders in Kenosha

2014 Leadership

President
Ashley Noble
Vice President - Commercial Banking, Johnson Bank

Vice President
Jonathon Baugher
Owner, JB Tax

Secretary
Jennifer Koeppendoerfer
Manager of Benefits and Compensation, United Hospital System

Treasurer
Vince Montemurro
Controller, Riley Construction Co.

Professional Development Committee Chair
Bryan Hughes
HPOP Specialist, Gateway Technical College

Connect Committee Chair
Courtney Olsen
Project Manager, MERZ North America

Community Engagement Committee Chair
Kim Lishamer
Sales & Operations Planning Manager, LMI Packaging Solutions, Inc.

Past President
Randy Troutman
Account Manager, PrintPack Inc.

Members at Large:
Nicholas Galich
Medical Staff Services & Business Development, United Hospital System

Tracy Nielsen
CEO, United Way of Kenosha County

Carolynn Friesch
Director of Internships, Carthage College

Nicholas Galich
Medical Staff Services & Business Development, United Hospital System

Y-Link partnered with United Way on a first-of-its kind, exciting event at a dramatically decked-out hangar at the Kenosha Airport. Party-goers wore Gatsby-themed attire and danced the night away while enjoying hors d’oeuvres, drinks and live music. At the event, Y-link honored the following individuals for the Future 5 young professional awards. These talented individuals were selected for their professional achievements, community involvement and vision to improve the quality of life in Kenosha County.

- Kendra Buchanan, Commercial Plastics
- Crystal Miller, Frontida
- Jennifer Moskopf, Clean & Green Solutions
- Jason Pruitt, Carthage College
- Brett Yutka, Yutka Fence
THE CITY TAKES CONTROL OF THE CHRYSLER SITE

In October, the City of Kenosha Common Council voted to accept the title to the 109-acre former Kenosha Chrysler Engine Plant property. The agreement states that the city and state agencies will spend up to $30 million to clean up the site within the next seven years. In accordance with state and local laws, the city has hired a contractor to conduct the environmental cleanup, according to the intergovernmental agreement between the city and the Wisconsin Department of Natural Resources.

KABA looks forward to working with the city to revitalize this key property in the heart of Kenosha. No set plans for the site have been determined. The City has contracted with the Urban Land Institute to conduct an analysis to determine viable uses for the site.

GOAL FOUR

Ensure all parts of the County are economically, digitally & physically connected.

36
new businesses
Downtown*
* in the last 18 months

1,074
Total Volunteer Hours

6,000
visitors at Downtown Kenosha-hosted events*
*from June 2013 to June 2014

2014: Downtown Kenosha
New Executive Director

Downtown Kenosha, Inc. (DKI) hired Christopher Naumann in November to serve as its Executive Director. Naumann left his role as the Executive Director of On Broadway Inc., an award-winning main street organization in Green Bay, WI, to join DKI.

Naumann served as the Executive Director of On Broadway for nearly five years. During that time, he helped lead numerous revitalization efforts and events including the Titletown Brewery expansion, the Platten Place renovation, and the growth of the ever-popular Farmers’ Market On Broadway- the second largest farmers’ market in the state of Wisconsin. Prior to his work at On Broadway, Naumann worked as an Architect and Planner and contributed to many well-known retail and mixed-used projects including the billion dollar expansion of the Mall of America.

Revolving Loan Fund Program

In 2014, the City of Kenosha provided an initial investment of $1 million to capitalize a revolving loan fund to foster economic development in Downtown Kenosha. The loan fund is to be administered by KABA.

KABA provided the first loan to Mike’s Chicken & Donuts for building improvements and equipment in the amount of $250,000. A second $100,000 loan to Kitchen Cubes LLC aided in their purchase of a building downtown for a mixed-use development.

First Impressions

In July, a nine-member team from Kenosha visited Joliet, Ill. and a team from Joliet came to Downtown Kenosha. The visit is part of a University of Wisconsin-Extension program called First Impressions. Team members stayed one night and rated their experiences in a variety of categories.

Overall, the Joliet team gave Kenosha favorable ratings. The visitors praised Kenosha's amenities, such as the museums campus, accessible lakefront and streetcar.

The Joliet team presented its findings at an event for interested stakeholders at KABA in July.

2014 Leadership

Chair
Paul McDonough
President, Clovis Point, LLC

Vice Chair
Kevin Ervin
Owner, Frank’s Diner

Secretary
Jennifer Dooley
Principal, Dooley & Associates, LLC

Treasurer
Todd Battle
President, KABA

Janis Ashmus
Senior Retail Marketing Manager, Jockey International, Inc.

Deanna Goodwin
Director of Marketing, Kenosha Area Convention & Visitors Bureau

Rhonda Jenkins
Alderman, District #2
City of Kenosha

Zohrab Khaligian
Community Development Specialist, City of Kenosha

Martin Lacock
Chief Information Officer, Kenosha County

Peter Molter
Vice President, United Hospital System

Tom O’Connell
Principal, Partners in Design Architects, Inc.
GOAL FIVE

Build a distinct image and brand for Kenosha County.

THE CITY OF KENOSHA REBRANDS

The City of Kenosha partnered with Development Counsellors International (DCI) to develop a Branding and Marketing Blueprint—complete with a new brand logo, tagline and marketing plan. DCI conducted extensive research both within and outside the community to uncover key messages the City should use to promote its many assets.

The Kenosha Common Council approved a new city logo at the completion of the eight-month project and voted to update the city’s marketing message, incorporating the tagline: City of Kenosha: Chart a Better Course.

Funding was included in the 2014 budget for the branding project, with $50,000 in city funds matched by an additional 50,000 from community sponsors. The 2015 budget includes $100,000 to begin implementing the new brand (pictured below).

KABA RECEIVES NATIONAL RECOGNITION

KABA received two recognitions from the International Economic Development Council (IEDC). The honors were presented in October at an awards ceremony during the IEDC Annual Conference in Texas.

KABA was awarded a Silver Excellence in Economic Development Award for its 2014 project in the category of Annual Report for communities with populations of 25,000 - 200,000; and a Bronze Excellence in Economic Development Award for its 2014 project in the category of Newsletter/Newspaper for communities with populations of 25,000 - 200,000.

The IEDC awards recognize the world’s best economic development programs, partnerships and marketing materials.
Kenosha County is the hottest area in the state of Wisconsin in terms of economic development. Local, regional, and national media outlets took notice in 2014 and stories about Kenosha County could be found in many different markets, particularly in Milwaukee and Chicago.

“4,000 jobs in two years is only the beginning of Kenosha County’s industrial boom.”
*Milwaukee Business Journal, September 2014*

“Kenosha County’s industrial development activity has been nothing short of amazing.”
*Midwest Real Estate News, September 2014*

“Just off Interstate 94 between Chicago and Milwaukee, Kenosha offers Amazon quick access to big cities around the Midwest, as well as a workforce of about 1 million people within a 20-minute drive.”
*Bloomberg.com, October 2014*

Pictured above: KABA President Todd Battle appears on ‘UpFront with Mike Gousha’, a weekly news program on WISN 12 in Milwaukee. The July episode was titled ‘Business building boom in Kenosha’.

11
major events hosted by KABA

1,540
attended a KABA event

16
companies sponsored one or more KABA events

16,197
visits to www.kaba.org

2014: KABA Programs and Communications

3,061
people interacted with KABA on social media
THE KABA EDUCATION FOUNDATION

The KABA Mentor Program

The KABA Mentor Program is a school-based program that empowers both young people and the adults working with them. Volunteer mentors from area businesses commit 30-45 minutes of their time each week with a third through fifth grade or middle school student to work on academic and social skills. In the 2013/14 school year, 146 mentors from 72 member organizations participated in the program. Thank you to the following mentors who are making a difference in a student’s life!

2013/2014 Mentors


College Scholarship Program

KABA has offered annual scholarships to recognize talented high school seniors in the Kenosha Area since 1997. In 2014, KABA announced the Catalyst2Careers Scholarship Program to students who will attend one of the local institutions of higher education: Carthage College, Gateway Technical College or the University of Wisconsin - Parkside.

The scholarships will be reserved for a graduate of a Kenosha County high school (public or private) who is also a Kenosha County resident. Applicants who intend to pursue a career in math, science, technology, medicine, engineering or business are preferred. KABA has also designated one (1) $1,000 scholarship for the 2015-16 academic year for Adult Learners who enroll full-time at Gateway Technical College to pursue a degree in math, science, technology, medicine, engineering, business, finance or accounting.
The Kenosha Area Business Alliance Foundation, Inc. was formed in 1996 to develop education initiatives with local Kenosha schools to increase graduation rates, enhance the overall quality of education and foster the best educational system in the state.

Today’s students are tomorrow’s workforce!

Mentor Program Sponsor Companies and Organizations

Andrea & Orendorff  
ARG Healthcare Solutions  
Asyst Technologies  
ATC Transportation  
Belongia-Hervat Group  
Beth Hillel Temple  
BMO Harris  
Boys & Girls Club of Kenosha  
Brass Community School  
Cancer Treatment Centers  
Carenet  
Carpetland USA  
City of Racine Health Dept.  
Comcast  
Community Impact Programs, Inc.  
Community State Bank  
Concordia University WI - Kenosha Center  
Cost Cutters  
Curtis Strange Elementary  
Dooley & Associates, LLC  
Forever Floors  
Gateway Technical College  
Global Communication Grant Elementary  
Grewnow Elementary  
Gutormsen, Hartley & Higgins, LLP  
Hair Unlimited  
Harvey Elementary  
Helene Sobin Consulting  
Herbert’s Jewelers  
Hospice Alliance, Inc.  
Iron Mountain Properties  
JHT Holdings  
Jockey International  
Johnson Bank  
KABA  
Kenosha Area Family & Aging Services, Inc. (KAFASI)  
Kenosha County  
Kenosha County Division of Health  
Kenosha County Job Center  
Kenosha County Sheriff’s Dept.  
Kenosha Literacy Council  
Kenosha News  
Kenosha Public Library  
Kenosha Unified School District  
Kid’s Castle After School Program  
Kidzone Child Care Center  
KMH Consulting  
Lisa A. Spaay CPA LLC  
Living Light Church  
LMI Packaging Solutions  
Maggie Mae’s  
Martin Photography  
Olive Garden  
Over the Top Cuisine  
Pearson Professional Services  
Prairie Lane Elementary  
Prayer House Assembly of God  
Professional Services Group, Inc.  
Riley Construction  
S.C. Johnson  
Sigmetrix, LLC  
Sign-A-Rama  
Somers Community United Church of Christ  
SuperValu, Inc.  
Terken, Inc.  
United Hospital System  
US Postal Service  
UW-Parkside  
VCA Cairo Animal Hospital  
Walgreens  
Whittier Elementary

Gateway Technical College
- Matthew Schwartz, Harborside Academy  
- Raul Tilapia, Bradford High School

University of Wisconsin-Parkside
- Waynette McCracken, Harborside Academy; Biological Sciences  
- Nicole Farrar-Merkes, Harborside Academy; Social Sciences  
- Abigail Stricker, LakeView Technology Academy; Pre-Med

Carthage College
- Meredyth Wenta, St. Joseph Catholic Academy; Biology

Dr. F. Gregory Campbell Kenosha County Scholarship

Presented by KABA and Kenosha Area Chamber of Commerce; Sponsored by Gateway Mortgage Corporation, Jockey International, and United Hospital System
- Lara Peterson – St. Joseph Catholic Academy; Political Science  
- Michael Virogio – Bradford High School; Business Management
# FINANCIAL INFORMATION

Kenosha Area Business Alliance, Inc. and its Subsidiaries  
Unaudited Consolidated Statement of Financial Position Compiled for the Years Ending:

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
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<td><strong>Assets</strong></td>
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<tr>
<td>Notes/Advances Receivable Less Reserves</td>
<td>$12,801,047</td>
<td>$12,638,152</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$1,295,469</td>
<td>$1,173,310</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$30,150,780</td>
<td>$28,837,669</td>
</tr>
<tr>
<td><strong>Fixed Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property &amp; Equipment Net of Accumulated Depreciation</td>
<td>$13,836,402</td>
<td>$13,868,210</td>
</tr>
<tr>
<td><strong>Total Assets &amp; Fixed Assets</strong></td>
<td>$43,987,182</td>
<td>$42,705,879</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable &amp; Other Short Term Liabilities</td>
<td>$2,453,215</td>
<td>$2,505,209</td>
</tr>
<tr>
<td>Refundable Deposits</td>
<td>$12,000,000</td>
<td>$12,000,000</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>$14,453,215</td>
<td>$14,505,209</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>$9,628,510</td>
<td>$11,349,138</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>$19,905,457</td>
<td>$16,851,532</td>
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<tr>
<td><strong>Total Net Assets</strong></td>
<td>$29,533,967</td>
<td>$28,200,670</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$43,987,182</td>
<td>$42,705,879</td>
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Unaudited Consolidated Statement of Activities - All Funds, Compiled for the Years Ending:

<table>
<thead>
<tr>
<th></th>
<th>2014 Operating</th>
<th>2014 Loan Funds &amp; Building</th>
<th>2013 Operating</th>
<th>2013 Loan Funds &amp; Building</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Contract Services</td>
<td>$170,000</td>
<td>$–</td>
<td>$170,000</td>
<td>$–</td>
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<tr>
<td>Membership Dues</td>
<td>$251,663</td>
<td>$–</td>
<td>$–</td>
<td>$225,138</td>
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<tr>
<td>Loan Service Fees</td>
<td>$63,562</td>
<td>$–</td>
<td>$–</td>
<td>$40,555</td>
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<tr>
<td>Training/CEO Roundtables Fees</td>
<td>$80,435</td>
<td>$–</td>
<td>$94,715</td>
<td>$–</td>
</tr>
<tr>
<td>Interest (Bank, Investments &amp; Notes)</td>
<td>$585</td>
<td>$467,870</td>
<td>$673</td>
<td>$528,230</td>
</tr>
<tr>
<td>Revolving Loan Fund Administration</td>
<td>$667,230</td>
<td>$–</td>
<td>$543,007</td>
<td>$–</td>
</tr>
<tr>
<td>Other</td>
<td>$85,149</td>
<td>$189,658</td>
<td>$69,011</td>
<td>$183,967</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$1,318,625</td>
<td>$657,528</td>
<td>$1,143,100</td>
<td>$712,196</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Personnel Costs</td>
<td>$883,675</td>
<td>$–</td>
<td>$752,120</td>
<td>$–</td>
</tr>
<tr>
<td>Revolving Loan Fund Administration</td>
<td>$–</td>
<td>$667,230</td>
<td>$–</td>
<td>$543,007</td>
</tr>
<tr>
<td>Travel / General Admin / Training / CEO Roundtable</td>
<td>$94,044</td>
<td>$–</td>
<td>$74,613</td>
<td>$–</td>
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<tr>
<td>Office Equipment</td>
<td>$–</td>
<td>$–</td>
<td>$5,621</td>
<td>$–</td>
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<tr>
<td>Mailing/Printing / Office Supplies</td>
<td>$13,499</td>
<td>$1,103</td>
<td>$27,788</td>
<td>$1,138</td>
</tr>
<tr>
<td>Accounting / Auditing / Legal</td>
<td>$23,510</td>
<td>$17,115</td>
<td>$60,021</td>
<td>$363</td>
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<tr>
<td>Insurance (Business &amp; General Liability)</td>
<td>$17,149</td>
<td>$5,296</td>
<td>$10,378</td>
<td>$2,957</td>
</tr>
<tr>
<td>Telecommunications / Computer Services</td>
<td>$25,435</td>
<td>$945</td>
<td>$19,158</td>
<td>$876</td>
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<tr>
<td>Rent / Space Maintenance / Utilities</td>
<td>$92,501</td>
<td>$36,503</td>
<td>$93,836</td>
<td>$26,455</td>
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<tr>
<td>Membership &amp; Business Development</td>
<td>$110,972</td>
<td>$–</td>
<td>$98,811</td>
<td>$–</td>
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<tr>
<td>Depreciation &amp; Property Taxes</td>
<td>$31,270</td>
<td>$72,227</td>
<td>$38,568</td>
<td>$69,548</td>
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<tr>
<td>Miscellaneous Expense</td>
<td>$13,933</td>
<td>$59,466</td>
<td>$35,513</td>
<td>18,145</td>
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<tr>
<td>Reserve Adjustment</td>
<td>$–</td>
<td>$1,492,500</td>
<td>$–</td>
<td>$225,000</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$1,305,988</td>
<td>$2,352,384</td>
<td>$1,216,427</td>
<td>$887,489</td>
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<tr>
<td><strong>Change In Net Assets</strong></td>
<td>$12,637</td>
<td>$(1,694,856)</td>
<td>$(73,327)</td>
<td>$(175,293)</td>
</tr>
</tbody>
</table>
During 2014, KABA supported $104 million in business development activity throughout Kenosha County by supplying $4.9 million from various revolving loan programs administered by KABA. During 2014, KABA leveraged an additional $21.22 in third party financing for each $1.00 of financing provided by KABA.
## 2014 KABA MEMBERSHIP LISTING

### Banking

|----------------|----------------|-------|----------------------|------------------------|----------------------------|-----------------------------|--------------|----------------|-------------------|----------------|----------------|---------------------|----------------------|

### Business Services


### Construction & Related Industries


### Engineering & Architectural Services


### Government & Education


### Health Care & Related Industries

| Abbott Laboratories | Accelerated Rehabilitation Centers | Aurora Health Care | Children’s Hospital of WI Clinics - Kenosha | Dental Associates, Ltd., Kenosha | Dr. Jeanne S. Vedder, M.D. | Frantal Dental Care | Frontida, Inc. | Hospice Alliance, Inc. | Kenosha Area Family and Aging Services, Inc. |
2014 KABA MEMBERSHIP LISTING

Health Care & Related Industries, cont.

Kenosha Community Health Center, Inc.
Kenosha Visiting Nurse Association & Affiliates
LivingWell Home Medical Supplies, Inc.
OccuPro, LLC
Regulatory Compliance Associates Inc.
Sports 24, LLC
United Hospital System
Woodlake Medical Management

Individual

Jerry Franke
Ronald Frederick
David Geertsen

Carlo Holborn
Samantha Kerkman
Wayne Koessl

Jim Kreuser
Michael Montemurro
Terry Nolan

Karl Ostby
Clifton Peterson
Stanley Torstenson
Greg Wernisch

Insurance, Legal & Financial Services

A.B. Schmitz Agency, Inc.
Alia, DuMez, Dunn & McFerman, S.C.
Ameriprise Financial Services, Inc.
Andrea & Orendorff, LLP
Baker Tilly Virchow Krause, LLP
CliftonLarsonAllen LLP
Combined Insurance
David Insurance Agency
Davison Law Office, Ltd.

Deininger Financial Services
Ehlers and Associates, Inc.
Gateway Mortgage Corp.
Godfrey & Kahn S.C.
Godin Geraghty Puntillo Camilli, SC
Gutormsen, Hartley, Wilk & Higgins, LLP
Landmark Title Corp.
Lindner & Marsack, S.C.
Madrigano, Aiello & Santarelli, LLC

Michael Best & Friedrich LLP
PPG Partners LLC
Promontory Point Partners, LLC
Prophet Wealth Management
Reilly, Penner & Benton LLP
Reinhardt Boerner Van Deuren S.C.
RHR Management Consulting, LLC
Scott Olson, CPA, LLC
Sam Ruffolo Agency

Seymour & Associates, S.C.
Tirabassi, Felland & Clark, LLC
Trottier Insurance Group
Valeri Agency, Inc.
Villani, Becker & Larsen S.C.
Warady & Davis LLP
Wegner CPAs
WipflI LLP
Whyte Hirschboeck Dudek S.C.

Manufacturing

Abatron, Inc.
ACCO Brands
Allied Plastics, Inc.
Anderson Manufacturing Company, Inc.
Ardent Mills LLC
ASYST Technologies LLC
Badgerland Products, Inc.
Beckart Environmental, Inc.
BEI Electronics, LLC
Bio Fab Technologies, Inc.
Bone Dry Products
Bradshaw Medical Inc.
Branko Perforating FWD, Inc.
Centrisys Corporation
Commercial Plastics
Contact Rubber Corp.
Cordeco
EMCO Chemical Distributors, Inc.

Engendren Corporation
(f/k/a IEA, Inc.)
Expanded Technologies Corp.
Fair Oaks Farms, LLC
Finishing & Plating Service, Inc.
Five Star Fabricating, Inc.
GEM Manufacturing Inc.
Ger dau
Good Foods Group, LLC
Hanna Cylinders, LLC
Honeywell/Genesis Cable Products
Industrial Toolz/Handi-Ramp
InSinkErator
IRIS USA, Inc.
ITO Industries, Inc.
Jockey International, Inc.
Kenall Manufacturing
Kenosha Beef International, Ltd.

Kenosha Lumber & Manufacturing Co., Inc.
Kirsan Engineering, Inc.
L & M Corrugated Container Corp.
Lakeside Steel & Mfg. Co.
LMI Packaging Solutions, Inc.
Mikrotech, LLC
Monarch Plastics, Inc.
Mosmatic Corporation
Niagara Bottling, LLC
Norstan, Inc.
Northlake Engineering, Inc.
Ocean Spray Cranberries, Inc.
Ocenco, Inc.
Pacific Sands
Parker Plastics, Inc.
Powerbrace Corporation
Pride Abrasive, Inc.
Process Pipe & Valve, Inc.

Puratos Chocolate USA
Quest Products Inc.
R+D Custom Automation
Reflective Concepts, Inc.
Rehrig Pacific Company
Rust-Oleum Corporation
S.C. Johnson & Son
Sanmina-SCI
Shiloh
Snap-on Incorporated
ST Specialty Foods
TG3 Electronics, Inc.
The Blast Shop, Inc.
The Metal Shop
United Technology Aerospace Systems - Electric Systems
Vista International Packaging, LLC
Wickeder Steel Company

Media

Kenosha News
2014 at-a-glance

> **1,515** new jobs
> **$305** million in new private investment
> **3** million SF developed/absorbed
> **$4.9** million in new project financing from KABA revolving loan funds
> **$975,000** million in high impact funding
> **69** company leads explored
> **100** companies interviewed for BR|E program
> **331** total KABA investors
> **30** new KABA investors
> **48** new investors made a contribution to the Y-Link initiative, raising a total of **$14,700**
> **43** new investors made a contribution to Downtown Kenosha, raising a total of **$8,275**
> **1,109** YPs attended one of Y-Link’s **28** events
> **70** students took a Schools2Skills tour
> **1,540** people attended a KABA event
> **16,205** visitors to kaba.org
<table>
<thead>
<tr>
<th>Non-profit</th>
<th>Real Estate</th>
<th>Retail Establishments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boys &amp; Girls Club of Kenosha Caralott Inc.</td>
<td>Bear Real Estate Group</td>
<td>Candlewood Suites</td>
</tr>
<tr>
<td>Goodwill Industries of Southeastern Wis., Inc.</td>
<td>Berkshire Hathaway Home Services Epic Real Estate</td>
<td>Cast, LLC DBA Sazzy B</td>
</tr>
<tr>
<td>I.B.E.W. Local 127</td>
<td>Bridge Development Partners</td>
<td>Crown Trophy &amp; HTE Promotional</td>
</tr>
<tr>
<td>Jane Cremer Foundation</td>
<td>CenterPoint Properties</td>
<td>Flowers by Joseph, Inc.</td>
</tr>
<tr>
<td>Kenosha Achievement Center, Inc.</td>
<td>Clovis Point, LLC</td>
<td>Jockey International</td>
</tr>
<tr>
<td>Kenosha Area Chamber of Commerce, Inc.</td>
<td>Darwin Realty &amp; Development Corp.</td>
<td>Leger International</td>
</tr>
<tr>
<td>Kenosha Area Convention &amp; Visitors Bureau</td>
<td>Garretto Real Estate LLC</td>
<td>Pleasant Prairie Premium Outlets</td>
</tr>
<tr>
<td>Kenosha Area Convention &amp; Visitors Bureau</td>
<td>KTR Capital Partners</td>
<td>Rode’s Camera &amp; Photo Supplies</td>
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<tr>
<td>Kenosha Community Foundation</td>
<td>Legacy Property Management Services, LLC</td>
<td>Tenuta’s Delicatessen &amp; Liquors, Inc.</td>
</tr>
<tr>
<td>Kenosha Community Media, Inc.</td>
<td>Lydia Outreach Services LLC</td>
<td></td>
</tr>
<tr>
<td>Kenosha Community Media, Inc.</td>
<td>Majestic Realty Co.</td>
<td></td>
</tr>
<tr>
<td>Kenosha Country Club</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kenosha Human Development Services, Inc.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kenosha Human Development Services, Inc.</td>
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<tr>
<td>Lake County Partners</td>
<td></td>
<td></td>
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<tr>
<td>Lemon Street Gallery &amp; Arspace</td>
<td></td>
<td></td>
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<tr>
<td>MRA</td>
<td></td>
<td></td>
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<tr>
<td>Twin Lakes Area Chamber &amp; Business Assoc., Inc.</td>
<td>Prime Realty Group of Wisconsin, LLC</td>
<td>The Club at Strawberry Creek</td>
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<tr>
<td>United Way of Kenosha County</td>
<td>RE/MAX Elite, Inc.</td>
<td>Total Furniture</td>
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<tr>
<td>Wisconsin Housing and Economic Development Authority (WHEDA)</td>
<td>Mary Dixon</td>
<td>Triangle Appliance, Video &amp; Carpeting Inc.</td>
</tr>
<tr>
<td>Women and Children’s Horizons, Inc.</td>
<td>RFP Commercial, Inc.</td>
<td>Wilmot Mountain, Inc.</td>
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<tr>
<td></td>
<td>The Dickman Co., Inc.</td>
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<td></td>
<td>Venture One Real Estate, LLC</td>
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<tr>
<td></td>
<td>WISPARK LLC</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Zilber Property Group</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Telecommunications &amp; Utilities</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>ClearCom Inc</td>
<td>TDS</td>
<td>Wisconsin Fuel &amp; Heating</td>
</tr>
<tr>
<td>Kenosha Water Utility</td>
<td>We Energies</td>
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<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Transportation, Distribution &amp; Warehousing</th>
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<th></th>
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<tbody>
<tr>
<td>Affiliated Foods Midwest Associated Bag Company</td>
<td>Hospira Worldwide Inc.</td>
<td>Otto Nelson Moving and Storage</td>
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<tr>
<td>ATC Transportation LLC</td>
<td>Jelly Belly Candy Co.</td>
<td>Palmen Auto Group</td>
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<tr>
<td>CH Robinson Worldwide, Inc.</td>
<td>JHT Holdings, Inc.</td>
<td>Pepsi Beverages Co.</td>
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<tr>
<td>Gordon Food Service Heartland Produce Co.</td>
<td>Midwest Refrigerated Services</td>
<td>Pulera Collision Auto Care Center</td>
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<tr>
<td></td>
<td></td>
<td>SuperValu, Inc.</td>
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<tr>
<td></td>
<td></td>
<td>Uline, Inc.</td>
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<tr>
<td></td>
<td></td>
<td>Volkswagen Group of America, Inc.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Yamaha Motor Corp., USA</td>
</tr>
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</table>