The Kenosha Area Business Alliance (KABA) is Kenosha County’s economic development organization.

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.

**Vision:** Kenosha County is the premier destination for new investment and talent in the Chicago-Milwaukee corridor.
LEADERSHIP

Board of Directors

Chair: Frank Unick
Chief Financial Officer, Uline, Inc.

Vice Chair: Susan Ventura
Executive Vice President, United Hospital System, Inc.

Secretary: Susan Crane
Manager Special Projects, Power Generation, We Energies

Treasurer: Peter Sinsky
Chief Financial Officer, Riley Construction Co., Inc.

Standing Committees

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

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

Finance
Sue Block
Andrea Bukacek
Jay Cashmore
Jens Emerson
Nate Franke
Paul Krumrie
Wesley Ricchio
Andy Vogel
David Wright*

Nominating
Bradley Foley
David Geertsen
Virginia (Jean) Moran
Tracy Nielsen
Michael Pollocoff
Clara-lin Tappa

Personnel
Jerry Franke
Virginia (Jean) Moran
Stanley Torstenson
Frank Unick

* denotes Chair
Dear Investors, Partners & Stakeholders,

KABA adopted the Kenosha First Strategic Plan in the fall of 2009. Since, our team has worked with area business leaders, public sector partners, and education and workforce development officials to achieve the Vision expressed in that plan:

Kenosha County is the premier destination for new investment and talent in the Chicago-Milwaukee corridor.

We hope you see from the information contained in this 2015 Annual Report that we are making significant progress towards achieving that Vision.

The Kenosha County Area continues to prosper as we ATTRACT new investment, ASSIST area employers, and GROW the economic base.

The report that follows highlights economic development efforts and outcomes, summarizes KABA’s performance, and recognizes key actors that are contributing to Kenosha County’s success.

Thank you for your support, investment and involvement.

Best wishes for a prosperous 2016,

Todd Battle, President

Staff

Pictured (L-R): Top row - Todd Battle, President; Brock Portilia, Director of Finance & Administration; Jeanne Geiger, Administrative Assistant; Brooke Infusino, Director of Talent Development. Bottom row - Becky Noble, Director of Marketing; Heather Wessling Grosz, Vice President of Economic Development; Lisa Feltson, Office Manager.
Since the beginning of 2013, economic development projects that have been announced, initiated or completed account for:

- **5,500+ jobs**
- **$936+ million** in capital investment
- **8.8 million+ square feet** of development

*Working to help companies make Kenosha County home.*
FNA Group

FNA Group announced its decision to consolidate and relocate its OEM production operations from Arkansas to Pleasant Prairie in December 2014. The move brought more than 100 jobs to its new 176,000-square-foot facility in LakeView Corporate Park. The manufacturer of pressure washers selected Wisconsin after a multi-state site selection process.

In June 2015, FNA opted to additionally relocate its company headquarters to its site in Kenosha County from Elk Grove Village, Illinois.

Amazon

Amazon added 950 jobs in 2015 - which is above and beyond its originally estimated number of employees.

The world’s largest online retailer also hosted an official grand opening event in October.

Amazon selected the City of Kenosha as the site of its newest fulfillment center. They constructed two buildings totalling 1,500,000 square feet in 2014, initially hiring 800 employees. They currently employ approximately 1,750.

Gourmet Foods International

Gourmet Foods International (GFI), an Atlanta-based cheese and specialty food distributor, purchased a building in the Business Park of Kenosha after searching the greater Chicagoland Area for a site for its new distribution facility.

The 35,200-square-foot building is GFI’s first Midwest location and will allow the company to service the Milwaukee, Chicago and Minneapolis markets as well as all points in between. The company plans to hire 50 people; they currently employ 25.

Increased industrial growth leads to expansion in other areas of Kenosha County’s economy. Recent data shows growth across several sectors:

- **700+** New multi-family housing units
- **4.8%** Unemployment Rate (Dec. 2015)
- Less than **4.0%** Industrial Vacancy Rate
Several companies that had previously announced projects in Kenosha County continued work on the developments or officially opened for business in 2015, hosting events for their staff and the community.

**NIAGARA BOTTLING**

In April, Niagara Bottling held an official grand opening for their new, state-of-the-art 377,472-square-foot production facility. The $75 million facility is its fastest and most highly automated. It features laser-guided vehicles that run most warehouse operations and machines that can produce 5.5 million bottles in a 24-hour period. Niagara currently employs 88.

After a multi-state search, Niagara - the country’s largest private-label bottled water supplier - selected the Village of Pleasant Prairie for the site of its 19th processing plant.

**TOOLAMATION**

Governor Scott Walker joined company executives and local officials in February to announce the relocation of Toolamation Services’ headquarters and manufacturing operations to Kenosha.

Toolamation relocated two operations from Illinois to a renovated 46,000-square-foot facility with space for future expansion. KABA provided a $490,000 loan to aid in the $1.4 million project for the purchase of the building and equipment. They employ 54, with plans to continue growing.

**KENALL MANUFACTURING**

Kenall Manufacturing hosted a grand opening event in June.

Kenall relocated its corporate headquarters and advanced manufacturing facility to Kenosha County from Gurnee, IL. The LED lighting manufacturer constructed a 354,000-square-foot building in the Business Park of Kenosha. The project represents an investment of more than $25 million and total employment of over 600 within five years. They currently employ 425.

**ULINE**

Plans for significant expansion by Uline proceeded in 2015. The Pleasant Prairie-based shipping supplies distributor doubled their distribution space with another one million square foot facility at their corporate campus. A second office building will get underway in 2016, as well as a new Midwest Distribution Center in Kenosha. These developments will add a total of 975 jobs.
THE HIGH IMPACT FUND IS A VITAL PART OF KABA’S ECONOMIC DEVELOPMENT TOOLBOX

The Kenosha County High Impact Fund was established in 2011 to help attract high quality economic development projects. It has proved invaluable as a flexible, deal closing fund. “High impact” developments have been defined as those which create at least 50 new high-paying jobs or involve a capital investment of at least $3 million. The approximately $2.6 million appropriated thus far has helped to close six high impact projects (detailed above right).

Since its inception, the High Impact Fund has contributed to:

- **1,200 new jobs** w/ average annual salary of $48,000+
- **$128 million of new private investment**
- **total new payroll $57+ million per year**

“The High Impact Fund has been critical to our economic development success in Kenosha County. We are glad to work together with KABA and give them the resources they need to attract and retain growing and innovative businesses to and in Kenosha County.”

– Jim Kreuser, Kenosha County Executive
Partnering with Kenosha County companies to help them thrive.

Whether it’s help with a major hiring event, financial resources to expand or other important services, KABA is ready to help Kenosha Area companies succeed. It provides or connects its investors and the entire business community with the resources they need to be competitive in the global marketplace.

- **294** people participated in a KABA training program
- **$16,200** in college scholarships awarded
PROFESSIONAL ROUNDTABLES

KABA’s professional roundtable programs exist to provide a forum where professionals can discuss current issues, network and learn from subject matter experts.

KABA’s professional roundtables in 2015:
> Manufacturers Forum
> CEO Roundtable
> HR Roundtable
> Marketing Roundtable

KENOSHA COUNTY BUSINESS EXCELLENCE AWARDS, KABA ANNUAL MEETING & OTHER EVENTS

KABA hosted more than 16 events in 2015 with almost 2,000 people attending one or more event. In November, it co-hosted the Business Excellence Awards. The 2015 winners:

Business of the Year:
> ASYST Technologies

Small Business of the Year:
> Specialized Accounting Services

Entrepreneur of the Year:
> Kurt Penn, Good Foods Group

Fast Five:
> Hanna Cylinders
> Kenall Manufacturing
> Kenosha Kingfish
> Mobile One/McTernan Wireless
> Quest Products.

In 2015, KABA loaned $1,593,400 to three area companies, creating or retaining 81 jobs and leveraging $5,988,000 in total capital investment.

KABA manages an extensive portfolio of community revolving loan funds totaling more than $30 million. These funds are used to provide low-cost financing to companies that are creating jobs in Kenosha County.

BORROWER PROFILE

GEM Manufacturing, Inc.
Specialty Contract Manufacturer

Jobs: 23
KABA Financing Assistance: $375,000
Total Investment: $1,250,000
Project: Purchase of 29,638-square-foot building and building improvements.
THE BR|E PROGRAM FOCUSES ON IMPROVING & MAINTAINING A POSITIVE BUSINESS CLIMATE

The KABA Business Retention & Expansion (BR|E) program is focused on improving the relationship between local businesses and the community. It helps KABA identify and address challenges and opportunities companies face and develop strategies to increase business competitiveness. KABA also uses the valuable information to determine its priorities, evaluate public policies, and develop strategies to improve all aspects of Kenosha County’s business climate.

In 2015, 103 formal interviews were completed. Below are some key insights from interviewed companies.

▼ Are Kenosha County companies GROWING?
52% of companies responded that they have plans to expand in the areas of product development, new hires, process improvements/production systems or physical expansion of their plants as well as adding new hires. Most of the business community’s job growth and capital investment come from companies already located here.

Companies reported breakthrough technologies (products/process):
> Good Foods Group invested in high pressure processing that occurs at low temperatures and eliminates the need for food additives. This ‘natural’ preservation method means Good Foods sells healthy processed foods and is core to the company’s healthy juice, salads, dips and salsa brands.
> Advanced LED lighting manufacturer Kenall introduced new products that use ‘Continuous Environmental Disinfection’ technology to continuously mitigate harmful bacteria linked to hospital-acquired infections.
> Amazon’s facilities are comparable to the size of 28 football fields or 1.5 million square feet. It’s new fulfillment center utilizes robotics and vision systems to speed up delivery times.

△ What CHANGES do Kenosha County companies face? The chart above shows what categories key company executives chose as most critical to their company’s ability to succeed in today’s competitive environment.
KABA provides a range of services for its investors and the business community.

**LABOR MARKET STUDY**

KABA and its partners engaged the W.E. Upjohn Institute for Employment Research to conduct an analysis of the Kenosha Area’s labor market. More than 60 employers attended a series of three workshops in late 2015 to provide feedback and share their experiences with retaining and attracting talent.

The study seeks to understand and address the barriers to sustaining and growing employment in the Kenosha region.

**LEADERSHIP DEVELOPMENT SERIES**

2015 was the start of KABA’s fifth year partnering with Living as a Leader to offer a twelve-month Leadership Development Program to area businesses and organizations. **20 people participated in 2015.**

The comprehensive, steady-progress-over-time approach offers a unique combination of training, one-on-one coaching and success assurances.

**INSPIRE KENOSHA**

Inspire Kenosha (f/k/a Leadercast Kenosha) is a one-day leadership summit designed to inspire and empower attendees. More than **160 people** attended the event, hosted at Uline. It featured several local leaders from education to Fortune 500 executives. The keynote presenter was Richard Sheridan, author of Joy Inc., and CEO of Menlo Innovations.

In 2015, Inspire Kenosha was expanded beyond the one day event to include a collection of activities, resources and events throughout the year intended to engage existing and emerging leaders.
THE KABA EDUCATION FOUNDATION SUPPORTS INITIATIVES TO DEVELOP LOCAL KENOSHA SCHOOLS & STUDENTS

The KABA Foundation was formed in 1996 to support education initiatives within Kenosha County.

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. Thank you to all of the mentors who are making a difference in a student’s life!

FORESIGHT 20/20

Foresight 20/20 is an ongoing community conversation dedicated to the creation of a collective vision for Kenosha County.

In May, a Foresight 20/20 event featured keynote speaker Dr. Jaime Vollmer, author of “Schools Can’t Do it Alone”.

Foresight 20/20 is a collaboration between Kenosha County, KABA and the United Way.

CATALYST2-CAREERS SCHOLARSHIP PROGRAM

The Catalyst2Careers Scholarship Program, administered by KABA, grants scholarships to graduates of Kenosha County high schools (public or private) who are also Kenosha County residents. All recipients attended one of the local institutions of higher education: Carthage College, Gateway Technical College or the University of Wisconsin - Parkside. $16,200 in scholarships was awarded in 2015 to local students.

A look at the KABA Mentors Program’s 2015/16 school year:

- 152 mentors
- 31 schools
- 70 supporting organizations
- 170 total matches
Young Leaders in Kenosha (Y-Link) is Kenosha County’s young professional organization. YLink acts as the catalyst to connect, attract, retain and foster relationships, professional growth and community-mindedness among young professionals in the Kenosha Area.

With almost one third of Kenosha’s population made up of YPs, YLink is impacting the next generation of leaders, based on these pillars:

**PROFESSIONAL DEVELOPMENT**
Facilitates opportunities for YPs to learn leadership and other essential skills to catapult them up the career ladder and support organizations’ efforts to attract and retain talent.

**COMMUNITY ENGAGEMENT**
Builds stronger connections among YPs and local nonprofit/civic organizations to help influence positive change and quality of life across the community.

**CONNECTEDNESS**
Highlights unique opportunities for YPs to expand their professional and personal network while connecting to Kenosha’s quality of life assets.

Y-Link hosted more than 23 events in 2015 with 825 people attending one or more event. In October, YLink honored outstanding YPs at its second annual Future 5 Awards. The 2015 winners were:

> Amy Greil
> Jake McGhee
> JP Moran
> Tracey Nielsen
> Susan Rizzo

Learn more at www.ylinkenosha.

2015/2016 Y-Link Board of Directors

**President**
Annette Stich, Fair Oaks Farms

**Vice President**
Courtney Olson, MERZ North America

**Treasurer**
Vince Montemurro, Riley Construction

**Secretary**
Jim Kettinger, Jr., Lee & Associates

**Employer Engagement**
Ruby Taday, Uline

**Social Media Marketing**
Kendra Buchanan, Dooley & Associates

**Connect Committee Chair**
Jeanette Kelly, Mike’s Restaurant Group

**Professional Development Committee Chair**
Amy Greil, UW-Extension

**Community Engagement Committee Chair**
Brandi Cummings, Kenosha Public Library

**Past President**
Jennifer Koeppeendoerfer, United Hospital System
Kenosha County is growing. In 2015, the County’s equalized value increased five percent – one of the highest jumps in the state. Growth of the economic base supports population growth, retail development and a strong housing market.

Striving to make Kenosha County a great place to live, work and do business.

- Nearly **1 million** square feet of new development under construction *(Dec. 2015)*
- Kenosha County’s population has grown **11%+** in the last 10 years
FIRST PARK 94

First Industrial Realty Trust began construction on a 310-acre business park in the Village of Somers: FirstPark 94. The first development is a 600,000-square-foot industrial facility expected to be completed in the summer of 2016.

SALEM BUSINESS PARK

KABA entered into a collaborative development with the Town of Salem in 2015. The 65-acre Salem Business Park is just north of the Illinois border and will accommodate small to mid-size users from many industries including manufacturing, assembly, warehouse and distribution. Lots will be available in the Spring of 2016.

STEIN AIRCRAFT SERVICES

The Kenosha Regional Airport is attracting the attention of regional aircraft service providers and that attention is translating into direct investment.

In 2015, Stein Aircraft Services constructed a new 44,000-square-foot hangar at the east of the airport. The new hangar – which will be the airport’s largest – represents a $4.5 million investment and will employ approximately 20.

KENOSHA COUNTY BUSINESS PARK ROUNDTABLES

Five Business Park Roundtables in Kenosha, Pleasant Prairie and Bristol were hosted by KABA in 2015. The bi-annual roundtables provide local businesses the opportunity to meet and network with their neighbor companies. These interactive sessions also provide a forum to engage with local government officials and discuss topics of mutual interest.

BORROWER PROFILE

**GFI Midwest, LLC** | Specialty Food Distribution and Cold Storage Operation

Jobs: 50 (projected)  
KABA Financing Assistance: $1,100,000  
Total Investment: $4,452,000  
Project: Purchase of 35,216 SF building & improvements
Downtown Kenosha Inc. (DKI) is Kenosha’s Main Street Program and acts as its Downtown management organization. DKI leverages sponsorships, volunteerism, and community stakeholder involvement to promote revitalization. 2015 marked the second anniversary for the impactful program.

2015/2016 DKI Board of Directors

President
Kevin Ervin, Franks Diner

Vice President
Paul McDonough, Clovis Point, LLC

Treasurer
Todd Battle, KABA

Secretary
Jennifer Dooley, Dooley & Associates

Zohrab Khaligian, City of Kenosha
Deanna Goodwin, Kenosha County Convention & Visitors Bureau

Peter Molter, United Hospital System
Rhonda Jenkins, City of Kenosha
Martin Lacock, Kenosha County
Tom O’Connell, Partners in Design
Janis Ashmus, Jockey International

Advisory Members
Lou Molitor, Kenosha Area Chamber of Commerce
Dennis DuChene, Kenosha County Convention & Visitors Bureau

DESIGN
The Design Committee developed Downtown Design Guidelines in 2015, managed Downtown’s seasonal flower baskets and holiday lights, and published their first edition of a historic walking tour series.

PROMOTIONS
Second Saturday, Snow Daze, Restaurant Week, The Easter Hop & Egg Hunt, Fall Fest, and Lightin’ Up drew thousands of visitors. Support was offered to HarborMarket, the Kenosha Cruise-In, Taste of Wisconsin, and the Wisconsin Marathon that boosted Downtown’s image as a year-round destination.

ORGANIZATION
In 2015, the Downtown Ambassador Program was launched and new traditions like Spring Cleanup Day and Summer Weed Patrol improved Downtown and inspired volunteerism in the community.

ECONOMIC RESTRUCTURING
DKI helped recruit and retain nineteen businesses who located or expanded Downtown. This created 65 new positions. Success was also found in new development, like the 5th Avenue Lofts, which has motivated others to explore development opportunities in Downtown.
## 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>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash &amp; Short Term Investments</td>
<td>$15,734,902</td>
<td>$16,054,264</td>
</tr>
<tr>
<td>Notes/Advances Receivable Less Reserves</td>
<td>$12,250,067</td>
<td>$12,801,047</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$1,556,964</td>
<td>$1,295,469</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$29,541,933</td>
<td>$30,150,780</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>$14,836,315</td>
<td>$13,836,402</td>
</tr>
<tr>
<td><strong>Total Assets &amp; Fixed Assets</strong></td>
<td>$44,378,248</td>
<td>$43,987,182</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable &amp; Other Short Term Liabilities</td>
<td>$ 2,344,108</td>
<td>$2,453,215</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>$14,344,108</td>
<td>$14,453,215</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>$10,948,071</td>
<td>$9,628,510</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>$19,086,069</td>
<td>$19,905,457</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>$30,034,140</td>
<td>$29,533,967</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$44,378,248</td>
<td>$43,987,182</td>
</tr>
</tbody>
</table>

Unaudited Consolidated Statement of Activities - All Funds, Compiled for the Years Ending:

<table>
<thead>
<tr>
<th></th>
<th>2015 Operating</th>
<th>2015 Loan Funds &amp; Building</th>
<th>2014 Operating</th>
<th>2014 Loan Funds &amp; Building</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contract Services</td>
<td>$237,500</td>
<td>$–</td>
<td>$170,000</td>
<td>$–</td>
</tr>
<tr>
<td>Membership Dues</td>
<td>$271,115</td>
<td>$–</td>
<td>$251,663</td>
<td>$–</td>
</tr>
<tr>
<td>Loan Service Fees</td>
<td>$22,716</td>
<td>$–</td>
<td>$63,562</td>
<td>$–</td>
</tr>
<tr>
<td>Training/CEO Roundtables Fees</td>
<td>$108,244</td>
<td>$–</td>
<td>$80,435</td>
<td>$–</td>
</tr>
<tr>
<td>Interest (Bank, Investments &amp; Notes)</td>
<td>$896</td>
<td>$491,123</td>
<td>$585</td>
<td>$467,870</td>
</tr>
<tr>
<td>Revolving Loan Fund Administration</td>
<td>$565,629</td>
<td>$–</td>
<td>$667,230</td>
<td>$–</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td>$98,176</td>
<td>$203,334</td>
<td>$85,149</td>
<td>$189,658</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$1,304,276</td>
<td>$694,457</td>
<td>$1,318,625</td>
<td>$657,528</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personnel Costs</td>
<td>$855,631</td>
<td>$–</td>
<td>$883,675</td>
<td>$–</td>
</tr>
<tr>
<td>Revolving Loan Fund Administration</td>
<td>$–</td>
<td>$565,629</td>
<td>$–</td>
<td>$667,230</td>
</tr>
<tr>
<td>Travel / General Admin / Training / CEO Roundtable</td>
<td>$95,241</td>
<td>$–</td>
<td>$94,044</td>
<td>$–</td>
</tr>
<tr>
<td>Office Equipment</td>
<td>$3,845</td>
<td>$–</td>
<td>$–</td>
<td>$–</td>
</tr>
<tr>
<td>Mailing/Printing / Office Supplies</td>
<td>$13,734</td>
<td>$1,550</td>
<td>$13,499</td>
<td>$1,103</td>
</tr>
<tr>
<td>Accounting / Auditing / Legal</td>
<td>$28,152</td>
<td>$2,462</td>
<td>$23,510</td>
<td>$17,115</td>
</tr>
<tr>
<td>Insurance (Business &amp; General Liability)</td>
<td>$12,120</td>
<td>$4,837</td>
<td>$17,149</td>
<td>$5,296</td>
</tr>
<tr>
<td>Telecommunications / Computer Services</td>
<td>$25,307</td>
<td>$924</td>
<td>$25,435</td>
<td>$945</td>
</tr>
<tr>
<td>Rent / Space Maintenance / Utilities</td>
<td>$90,793</td>
<td>$30,486</td>
<td>$92,501</td>
<td>$36,503</td>
</tr>
<tr>
<td>Membership &amp; Business Development</td>
<td>$142,626</td>
<td>$–</td>
<td>$110,972</td>
<td>$–</td>
</tr>
<tr>
<td>Depreciation &amp; Property Taxes</td>
<td>$27,964</td>
<td>$68,464</td>
<td>$31,270</td>
<td>$72,227</td>
</tr>
<tr>
<td>Miscellaneous Expense</td>
<td>$75</td>
<td>$56,056</td>
<td>$13,933</td>
<td>$59,466</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$1,295,488</td>
<td>$746,908</td>
<td>$1,305,988</td>
<td>$2,352,384</td>
</tr>
<tr>
<td><strong>Change In Net Assets</strong></td>
<td>$8,788</td>
<td>$(52,451)</td>
<td>$12,637</td>
<td>$(1,694,856)</td>
</tr>
</tbody>
</table>
2015 KABA MEMBERSHIP

Banking

BMO Harris Bank
Chase
Community State Bank

Educators Credit Union
First Business - Kenosha

Gateway Mortgage Corporation
Johnson Bank
MB Financial Bank
Peoples Bank

PNC Bank
Southern Lakes Credit Union
Southport Bank

State Bank of the Lakes
Tri City National Bank
TruStone Financial Federal Credit Union

Business Services

Alarm Detection System Inc.
Atlas Employment Services, Inc.
Badger Press Photographics, Inc.
Catalyst Exhibits, Inc.
CB Technology
Chef David’s Catered Events
Clean & Green Solutions LLC
Computer Technologies, Inc.

Converting Solutions, Inc.
Copy Center
Corporate Design Interiors
Dooley & Associates, LLC
Econoprint
Equity Creative
Express Employment Professionals
Hallum Enterprises, Inc.
Halpin Personnel

HR Value Partners
JRR & Associates
Knoll
Lee Hecht Harrison
Leeward Business Advisors
Leitch Printing Corporation
Living As A Leader
Martin Group
Momentum BPA, Inc.
Mueller Communications, Inc.

Offsite, LLC
Over The Top Cuisine
Platinum Systems, Inc.
Professional Services Group, Inc.
QPS Employment Group
Sodexo @ University of Wisconsin-Parkside
The Colergét Conference Center
Winter Services, Inc.

Construction & Related Industries

Bane-Nelson, Inc.
Berghammer Construction Corporation
Bukacek Construction
Cicchini Asphalt, LLC
Concrete Specialties Company - Kenosha
Dickow-Cyzak Tile Company

Electrical Contractors of Wisconsin, Inc.
Flannery Fire Protection, Inc.
Keller, Inc.
Kitchen Cubes
Lee Plumbing Mechanical Contractors, Inc.
Liftpro, LLC

Martin Petersen Co, Inc.
MSI General Corporation
Postorino Decorating, Inc.
Rasch Construction & Engineering, Inc.
Riley Construction Company, Inc.
RJ Underground, Inc.

Scherrer Construction Company, Inc.
SERVPRO of North Kenosha County
The Bristol Group
Thompson Project Management, LLC
Yutka Fence

Engineering & Architectural Services

Clark Dietz, Inc.
DLH Consulting Services, LLC
GAI Consultants, Inc.

JSD Professional Services, Inc.
Kueny Architects, LLC

Partners in Design Architects, Inc.
Pinnacle Engineering Group

R.A. Smith National
Robert Evangelisti, LLC
Ruekert Mielke

Government & Education

Carthage College
Central High School District of Westosha
City of Kenosha
Concordia University Wisconsin
Gateway Technical College

Herzing University
Kenosha County
Kenosha Unified School District
St. Joseph Catholic Academy
Town of Paris

Town of Salem
Town of Wheatland
University of Wisconsin Parkside
Village of Bristol
Village of Paddock Lake

Village of Pleasant Prairie
Village of Silver Lake
Village of Somers
Village of Twin Lakes
Wilmot Union High School District

Health Care & Related Industries

Abbott
Accelerated Rehabilitation Centers
Aurora Health Care
Business Health Care Group
Comprehensive Orthopaedics, S.C.
Daniel R. Santarelli DDS

Dental Associates, Ltd., Kenosha
Dr. Jeanne S. Vedder, M.D.
Frantal Dental Care
Frontida, Inc.
Fulmer Dentistry
Hospice Alliance
Kenosha Area Family and Aging Services, Inc

Kenosha Community Health Center, Inc.
Kenosha Radiology Center
Kenosha Visiting Nurse Association & Affiliates
LivingWell Home Medical Supplies, Inc.
OccuPro, LLC

Regulatory Compliance Associates Inc.
Smart Choice MRI
United Hospital System
Wisconsin Specialty Surgery Center
Woodlake Medical Management
2015 KABA MEMBERSHIP

Individual

Jerry Franke
Ronald Frederick

Dave Geertsen
Carl Holborn

Samantha Kerkman
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 & McTernan, S.C.
Ameriprise Financial Services, Inc.
Andrea & Orendorff, LLP
CliftonLarsonAllen LLP
David Insurance Agency
Davison Law Office, Ltd.
Deininger Financial Services
Ehlers and Associates, Inc.

Gateway Mortgage Corporation
Godfrey & Kahn S.C.
Godin Geraghty Puntillo Camilli, SC
Gutormsen & Hartley, LLP
Landmark Title Corporation
Lindner & Marsack, S.C.
Littler Mendelson, P.C.
Madrigrano, Aiello & Santarelli, LLC

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

Tirabassi, Felland & Clark, LLC
Trottier Insurance Group
Valeri Agency, Inc.
Villani, Becker & Larsen S.C.
Warady & Davis LLP
Wegner CPAs
Wells Fargo Advisors
Whyte Hirschboeck Dudek S.C.
Wipfli LLP

Manufacturing

Abatron, Inc.
ACCO Brands
Allied Plastics, Inc.
Anderson Manufacturing Company, Inc.
AquaTerra Farms
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
Compass Minerals
Contact Rubber Corporation
Cordeck
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.
FNA Group Inc.
GEM Manufacturing Inc.
Gerdau
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
Kenoshia Beef International, Ltd.

Kenosha Lumber & Manufacturing Company, Inc.
Kirsan Engineering, Inc.
L & M Corrugated Container Corp.
Lakeside Steel & Mfg. Co.
LMI Packaging Solutions, Inc.
Medtorque, 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
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
Sammina-SCI
Shiloh
Snap-on Incorporated
ST Specialty Foods
TG3 Electronics, Inc.
The Blast Shop, Inc.
The Metal Shop Toolamation, Inc.
United Technology Aerospace Systems - Electric Systems
ViskoTeepak
voestalpine Precision Strip WI, Inc.

Media

Kenosha News

Non-profit

Boys & Girls Club of Kenosha
Goodwill Industries of Southeastern Wisconsin, Inc.
Kemper Center, Inc.
Kenosha Achievement Center, Inc.

Kenosha Area Chamber of Commerce, Inc.
Kenosha Area Convention & Visitors Bureau
Kenosha Common Markets, Inc.

Kenosha Community Foundation
Kenosha Country Club
Lake County Partners
Lemon Street Gallery & Artspace
MRA

Kenosha County
WHEDA
Women and Children’s Horizons, Inc.

Twin Lakes Area Chamber & Business Association, Inc.
United Way of Kenosha County
R+D Custom Automation
2015 KABA MEMBERSHIP

Real Estate

Bear Real Estate Group
Berkshire Hathaway Home Services Epic Real Estate
Bridge Development Partners
CenterPoint Properties
Clovis Point, LLC
Darwin Realty & Development Corporation
First Industrial Realty Trust, Inc.
Garretto Real Estate LLC
Janko Group
KTR Capital Partners
Landmark Title Corporation
Lee & Associates of Illinois LLC
Legacy Property Management Services, LLC
Mid-America Real Estate - Wisconsin, L.L.C.
Newmark Grubb Knight Frank
Petretti Builders & Developers
Pitts Brothers & Associates LLC
Prime Realty Group of Wisconsin, LLC
RE/MAX Elite, Inc. - Mary Dixon
South Shore Title and Closing Services, LLC
The Dickman Company, Inc.
Transwestern
WISPARK LLC
Zilber Property Group

Retail Establishments

Candlewood Suites
Cast, LLC DBA Sazzy B
Chiappetta Shoes, Inc.
Crown Trophy & HTE Promotional Festival Foods
Jockey International, Inc.
Kenosha Kingfish Baseball Club
Kentucky Fried Chicken
LaMacchia Travel
Luigi’s Pizza Kitchen
Meijer
Mike’s Chicken & Donuts
Paielli’s Bakery, Inc.
Pleasant Prairie Premium Outlets
Rustic Road Brewing Co.
Tenuta’s Delicatessen & Liquors, Inc.
The Club at Strawberry Creek
Total Furniture
Triangle Appliance, Video & Carpeting Inc.

Telecommunications & Utilities

Alliant Energy
ClearCom Inc
Kenosha Water Utility
McTernan Wireless / Mobile One
TDS
Time Warner Cable
We Energies
Wisconsin Fuel & Heating

Transportation, Distribution & Warehousing

Affiliated Foods Midwest
Arvato Digital Services
ATC Transportation LLC
C.H. Robinson Worldwide, Inc.
EJOT Fastening Systems LP
GFI Midwest LLC
Gordon Food Service
Heartland Produce Co.
Hospira Worldwide Inc.
Jelly Belly Candy Company
JHT Holdings, Inc.
Mann Public Warehouse
Meijer
Merchants Moving & Storage Co.
Midwest Refrigerated Services
Otto Nelson Moving and Storage
Palmen Auto Group
Pepsi Beverages Company
Pulera Collision Auto Care Center
SuperValu, Inc.
Uline, Inc.
Volkswagen Group of America, Inc.
Yamaha Motor Corporation, USA

BORROWER PROFILE

The Buzz Cafe
New breakfast/lunch cafe in Downtown Kenosha

Jobs: 10
KABA Financing Assistance: $118,400
Total Investment: $296,000
Project: Purchase of a 4,100-square-foot building and building improvements.
In 2013, KABA developed a set of primary performance indicators to track the overall performance of KABA and the Kenosha Area in regards to economic development. The KABA Scorecard serves as a visual representation of its long range goals. This version tracks progress two years into the five year time period (2013-2017).

<table>
<thead>
<tr>
<th>Scorecard</th>
<th>2013 - 2015: Progress on 5-year goals</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>JOBS</strong></td>
<td>KABA will work on expansion, relocation/attraction projects that generate 5,000 new jobs within the next five years; 1,000 jobs over the next five years. The emphasis will be on tracking projects that KABA is directly involved in.</td>
</tr>
<tr>
<td>5-year goal</td>
<td>5,000</td>
</tr>
<tr>
<td>Met/on track to meet</td>
<td>5,243</td>
</tr>
<tr>
<td>Behind</td>
<td></td>
</tr>
<tr>
<td><strong>NEW PRIVATE INVESTMENT</strong></td>
<td>KABA will work on development projects that generate $100 million in new private investment a year; $500 over the next five years.</td>
</tr>
<tr>
<td></td>
<td>$500 million</td>
</tr>
<tr>
<td></td>
<td>$686 million</td>
</tr>
<tr>
<td><strong>WEB SITE VISITS</strong></td>
<td>KABA's web site will attract 20,000 visitors per year; 100,000 over the next five years.</td>
</tr>
<tr>
<td></td>
<td>100,000</td>
</tr>
<tr>
<td></td>
<td>49,022</td>
</tr>
<tr>
<td><strong>BR&amp;E PROGRAM</strong></td>
<td>KABA will make 100 Business Retention &amp; Expansion (BR&amp;E) visits per year; 500 over the next five years.</td>
</tr>
<tr>
<td></td>
<td>500</td>
</tr>
<tr>
<td></td>
<td>253</td>
</tr>
</tbody>
</table>