



CONNECT.
ADVANCE.
CHANGE.
ENGAGE.
RESPOND.
TRANSFORM.
INNOVATE.
FACILITATE.
INVEST.
DISCOVER.
INFORM.
ADVOCATE.
SUPPORT.

2015

Annual Report

LEAD.
PROMOTE.
DEVELOP.
ATTRACT.
ASSIST.
GROW.
COLLABORATE.
EMPOWER

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.

Bryan Albrecht
President,
Gateway Technical College

Anne Arbas
Senior Vice President and
Chief Financial Officer,
Jockey International, Inc.

Randy Ekern
Vice President Global
Operations and Supply Chain,
InSinkErator

Deborah Ford
Chancellor,
University of
Wisconsin-Parkside

Timothy Geraghty
Attorney,
Godin Geraghty Puntillo
Camilli, SC

Randy Hernandez
Executive Vice President,
Operations,
Kenall

Mitch Januszewski
Principal,
Regulatory Compliance
Associates Inc.

Chet Keizer
President,
IRIS USA, Inc.

Jerry King
Chief Financial Officer,
Kenosha Beef
International, Ltd.

Doug Koch
President,
Aurora Health Care

Karla Krehbiel
Regional President,
Johnson Bank

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

Virginia (Jean) Moran
Chief Executive Officer,
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 and Chief
Financial Officer,
Snap-on Incorporated

Brenda Penesis
Plant Manager,
ACCO Brands

Sue Savaglio-Jarvis,
Superintendent,
Kenosha Unified
School District

Charles Skendziel
Owner,
Equity Creative

Clara-lin Tappa
Assistant Vice President and
Human Resource Manager,
United Communications
Corporation

Timothy Woods
Director - Manufacturing and
Operations North America,
S.C. Johnson & Son

Gregory Woodward
President,
Carthage College

Standing Committees

Audit

David Geertsens
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 Geertsens
Virginia (Jean) Moran
Tracy Nielsen
Michael Pollocoff
Clara-lin Tappa

Frank Unick
Susan Ventura

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.

ATTR

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

An aerial photograph showing a large-scale industrial construction project. A massive building with a grey metal roof is under construction, surrounded by dirt, construction equipment, and parking areas. The image is partially obscured by a white banner at the bottom.

*Working to help companies
make Kenosha County home.*



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.

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.



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).

Bradshaw Medical
\$250K for expansion
> 78 jobs projected
> \$1.85 million capital expenditure

Hanna Cylinders
\$250K for new production facility
> 135 jobs projected
> \$3.2 million cap. ex.

Kenall Manufacturing
\$1 MM for new production facility
> 621 jobs projected
> \$25 million cap. ex.

Niagara Bottling, LLC
\$350K for new production facility
> 75 jobs projected
> \$75 million cap. ex.

InSinkErator
\$625K for new production facility
> 235 jobs projected
> \$18.5 million cap. ex.

Gourmet Foods Midwest, Int.
\$100K for new distribution facility
> 50 jobs projected
> \$4.45 million cap. ex.

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.

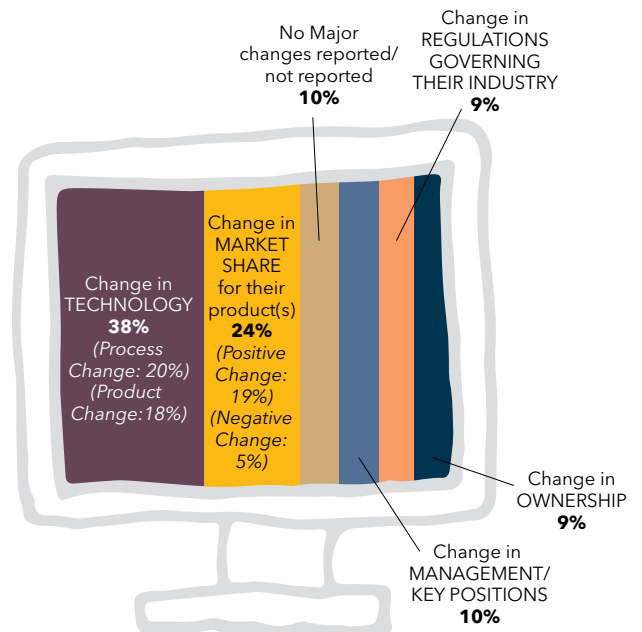
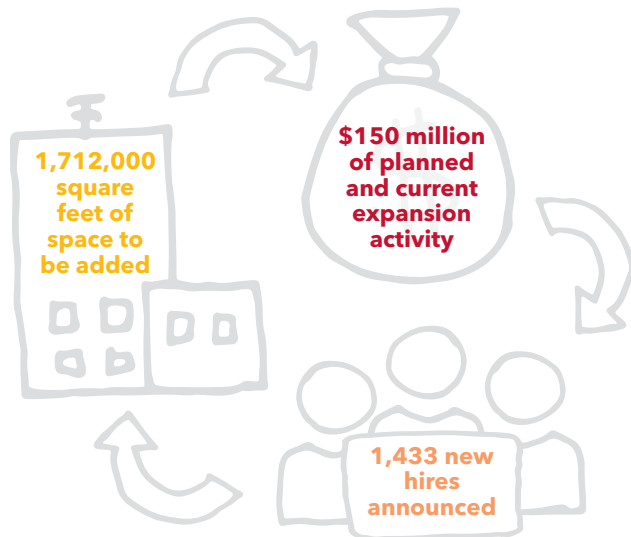
THE BR|E PROGRAM FOCUSES ON IMPROVING & MAINTAINING A POSITIVE BUSINESS CLIMATE

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.



▲ 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.

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.

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



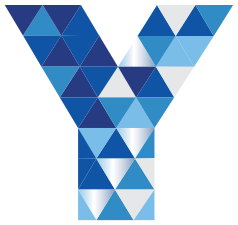
31
schools



70 supporting
organizations



170 total
matches



LINK
YOUNG LEADERS IN KENOSHA

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.



CONNECTEDNESS

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



COMMUNITY ENGAGEMENT

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



Learn more at www.ylinkenosha.com.

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 Today, 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 Koeppendoerfer,
United Hospital System

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

G R C

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



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.



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:

	2015	2014
Assets		
Cash & Short Term Investments	\$15,734,902	\$16,054,264
Notes/Advances Receivable Less Reserves	\$12,250,067	\$12,801,047
Other Assets	\$ 1,556,964	\$1,295,469
Total Assets	\$29,541,933	\$30,150,780
Fixed Assets		
Property & Equipment Net of Accumulated Depreciation	\$14,836,315	\$13,836,402
Total Assets & Fixed Assets	\$44,378,248	\$43,987,182
Liabilities		
Accounts Payable & Other Short Term Liabilities	\$ 2,344,108	\$2,453,215
Refundable Deposits	\$12,000,000	\$12,000,000
Total Liabilities	\$14,344,108	\$14,453,215
Net Assets		
Unrestricted	\$10,948,071	\$9,628,510
Temporarily Restricted	\$19,086,069	\$19,905,457
Total Net Assets	\$30,034,140	\$29,533,967
Total Liabilities and Net Assets	\$44,378,248	\$43,987,182

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

	2015 Operating	2015 Loan Funds & Building	2014 Operating	2014 Loan Funds & Building
Revenues				
Contract Services	\$237,500	\$—	\$170,000	\$—
Membership Dues	\$271,115	\$—	\$251,663	\$—
Loan Service Fees	\$22,716	\$—	\$63,562	\$—
Training/CEO Roundtables Fees	\$108,244	\$—	\$80,435	\$—
Interest (Bank, Investments & Notes)	\$896	\$491,123	\$585	\$467,870
Revolving Loan Fund Administration	\$565,629	\$—	\$667,230	\$—
Other	\$98,176	\$203,334	\$85,149	\$189,658
Total Revenue	\$1,304,276	\$694,457	\$1,318,625	\$657,528
Expenses				
Personnel Costs	\$855,631	\$—	\$883,675	\$—
Revolving Loan Fund Administration	\$—	\$565,629	\$—	\$667,230
Travel / General Admin /Training / CEO Roundtable	\$95,241	\$—	\$94,044	\$—
Office Equipment	\$3,845	\$—	\$—	\$—
Mailing/Printing / Office Supplies	\$13,734	\$1,550	\$13,499	\$1,103
Accounting / Auditing / Legal	\$28,152	\$2,462	\$23,510	\$17,115
Insurance (Business & General Liability)	\$12,120	\$4,837	\$17,149	\$5,296
Telecommunications / Computer Services	\$25,307	\$924	\$25,435	\$945
Rent / Space Maintenance / Utilities	\$90,793	\$30,486	\$92,501	\$36,503
Membership & Business Development	\$142,626	\$—	\$110,972	\$—
Depreciation & Property Taxes	\$27,964	\$68,464	\$31,270	\$72,227
Miscellaneous Expense	\$75	\$56,056	\$13,933	\$59,466
Reserve Adjustment	\$—	\$16,500	\$—	\$1,492,500
Total Expenses	\$1,295,488	\$746,908	\$1,305,988	\$2,352,384
Change In Net Assets	\$8,788	\$(52,451)	\$12,637	\$(1,694,856)

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
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Business Services

Alarm Detection System Inc. Atlas Employment Services, Inc. Badger Press Photographics, Inc. Catalyst Exhibits, Inc. CCB 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.
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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
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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
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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
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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
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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
Guttormsen & 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
Kenosha 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
Sanmina-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

Twin Lakes Area Chamber &
Business Association, Inc.
United Way of
Kenosha County
WHEDA
Women and Children's
Horizons, Inc.

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
Southshore 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

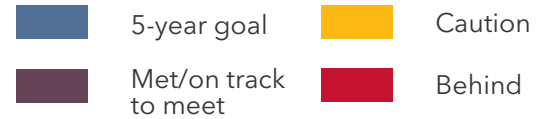
Project: Purchase of a 4,100-square-foot building and
building improvements.



Kenosha County Economic Development

Scorecard

KEY

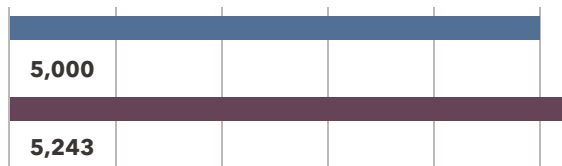


2013 - 2015: Progress on 5-year goals

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).

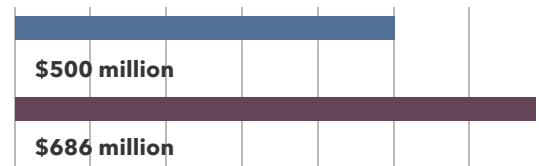
JOBS

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.



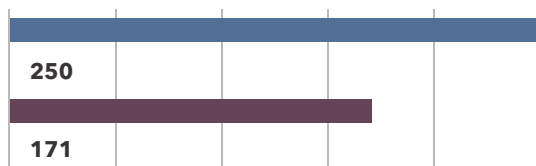
NEW PRIVATE INVESTMENT

KABA will work on development projects that generate \$100 million in new private investment a year; \$500 over the next five years.



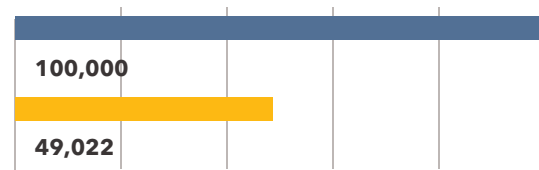
LEAD GENERATION

KABA will interact with 50 economic development prospects (or professional representatives on behalf of prospects) a year regarding the consideration of Kenosha County as a legitimate option for a project location; 250 over the next five years.



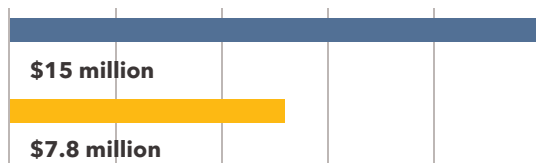
WEB SITE VISITS

KABA's web site will attract 20,000 visitors per year; 100,000 over the next five years.



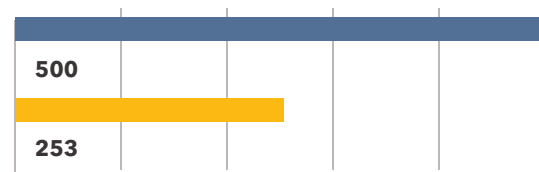
ECONOMIC DEVELOPMENT FINANCING

KABA will fund \$3 million per year in new project financing; \$15 million over the next five years.



BR|E PROGRAM

KABA will make 100 Business Retention & Expansion (BR|E) visits per year; 500 over the next five years.



The Kenosha Area Business Alliance (KABA) is a public-private partnership.

5500 Sixth Avenue, Suite 200, Kenosha, WI 53140 | 262.605.1100 | info@kaba.org

www.kaba.org

