ULINE to double the size of its corporate campus; add a second distribution center in Kenosha County

Governor Scott Walker joined Uline founders, Dick and Elizabeth Uihlein, in Pleasant Prairie on June 3 to announce the company’s latest plans to grow the shipping supply distribution business in Wisconsin.

“This project is another example of how ULINE—a successful, growing company—is invested in Wisconsin and our workforce,” Governor Walker said. “We will continue our work to improve the business climate and develop our workforce, to encourage more job creators to expand and grow here as Uline continues to do.”

The latest expansion project will add a new 200,000-square-foot office building that will house the corporate marketing and creative staff as well as other departments. They will also double the warehouse space by adding an additional one million-square-foot distribution center. The company expects the $100 million investment will create 500 new jobs. Uline did not seek or receive state funding for this expansion.

ULINE is a family-owned distributor of shipping, industrial and packaging materials to businesses throughout North America. They have recently been experiencing tremendous growth, joining the list of largest privately-held companies in the state in 2010. Read on page six about other companies that are experiencing tremendous growth since moving to Wisconsin.

ULINE has 3,600 employees across North America, with branches near Chicago, Minneapolis, Allentown, PA., Los Angeles, Atlanta, Dallas, Seattle, Toronto, Canada and Tijuana & Monterrey, Mexico. In business for over 30 years, they’ve grown into a 628-page catalog with over 29,000 products.

“People are now ordering something more than just our shipping supplies. They now order from us because we have the most comprehensive catalog. We’re not limited to only one industry,” Uihlein said. “We are lucky to have a state that supports the spirit of entrepreneurship that our family and company thrive on. Additionally, we have been able to find the talent to continue to grow our company.”

— Liz Uihlein, President, ULINE

Pictured right (L-R): Pleasant Prairie Village President John Steinbrink; ULINE CEO Dick Uihlein; ULINE President Liz Uihlein; Governor Scott Walker; Kenosha County Executive Jim Kreuser; ULINE Vice President - Merchandising Brian Uihlein.

Inside...

> InSinkErator announces expansion into Kenosha County
> Niagara expands its plans; adds a second bottling line
> Newly relocated companies are thriving in Kenosha County

Unexpected Kenosha (formerly Directions) is published quarterly by the Kenosha Area Business Alliance, Inc. (KABA). Archives can be found on our web site: www.kaba.org

Connect with us online!

@kabaconnecthere
RIDING THE WINNERS

I grew up in the Pittsburgh area, and was spoiled by the success of the local sports teams. While “Mean Joe” Green was leading the Steelers for four Super Bowl trophies in six years, Mario Lemieux brought home the Stanley Cup for the Penguins, and “Pops” Stargell gave the Pirates a championship.

I like cheering for winning teams, and I like playing on winning teams. I’ve been fortunate for the last 14 years to be part of the amazing, winning formula at Uline. And I am proud to be a part of the KABA organization. Talk about winners – the performance of KABA for the last several years has been unbelievable. The Steelers (or Packers) would be envious of KABA’s success.

Make no mistake; these KABA wins are hard earned. There are years of behind-the-scenes work that go into the press releases. At Uline, I’ve worked with numerous economic development entities, in places such as Monterrey, Mexico; Mississauga, Canada; and Coppell, Texas. I am convinced that KABA does economic development better than any municipality I’ve seen.

So what’s the winning formula? Here are my thoughts.

- Any winning team needs a great Coach. We’ve got that. We are so fortunate to have Todd Battle leading the charge. My top goal over the next two years as KABA Chairman is simple: Keep Todd happy, engaged, stretched, motivated, and invigorated.
- Winning teams have great players. We’ve got a deep roster of talent at KABA.
- Winning teams always have a great front office. For KABA, that’s our Board of Directors. We’ve got a large group that deeply cares about the economic vitality of Kenosha. I hope that never changes.
- I also have to call out our public officials. I’m not all that familiar with Kenosha County, having worked here for only 5 years, following Uline’s move to Pleasant Prairie. But what really differentiates Kenosha, in my mind, is the ability of business and government to be aligned, and work quickly and logically for the benefit of the community. Sounds simple, but it is so rare, and so refreshing.

I like winners. KABA is a winner. I am proud to be your Chairman for the next couple of years. Go Steeler!

FROM THE CHAIR

Thank you to the following companies for investing in KABA!

THE BLAST SHOP
Powder coating & media blasting specialists servicing industrial, heavy machinery, commercial, automotive, municipal & residential.

CCI / CADRE COMMUNICATIONS, INC.
Technology integration company, installing and supporting video & voice communications.

CORPORATE DESIGN INTERIORS
A full service commercial furniture dealership able to design, specify, deliver and install projects of all sizes.

CHEF DAVID
Catering services for weddings, private parties and corporate events throughout SE WI/N IL.

GOOD FOODS GROUP
Real people, using real ingredients to make really good food.

KENOSHA KINGFISH
New Northwoods League baseball team playing in the newly-renovated Simmons Field.

WIPFLI LLP
Provides audit, tax and consulting services to thousands of clients across the nation.
ECONOMIC DEVELOPMENT

InSinkErator announces $65 million expansion in Kenosha, Racine counties

InSinkErator is increasing its manufacturing operations in southeastern Wisconsin by opening a new facility in Kenosha and upgrading its existing one in Racine—a project expected to create 165 new jobs and retain nearly 1,000 existing positions.

Wisconsin Governor Scott Walker announced on Thursday that InSinkErator, the world’s largest manufacturer of food waste disposers for home and commercial use, will lease a 160,000-square-foot office building in the Business Park of Kenosha on the city’s west side. The company a business unit of Emerson, also will invest $43.7 million to purchase new equipment and make renovations at its facility in the City of Racine.

Headquartered in Racine, InSinkErator is the world’s largest manufacturer of food waste disposers and instant hot water dispensers for home and commercial use. InSinkErator invented the food waste disposer in 1927 and in the last 10 years alone, InSinkErator has published dozens of patents and invested millions in R&D and environmental Life Cycle Analysis.

“As the market heats up, three new speculative buildings come under development

A 3.8% vacancy rate across Kenosha County is prompting major developers to invest in speculative buildings to provide immediate options for companies looking to relocate or expand. Three spec developments are currently underway in Pleasant Prairie and will be ready by the end of the year.

CenterPoint Properties and WSIPARK LLC plan two industrial buildings in LakeView Corporate Park. CenterPoint has had tremendous success in the last several years, having built 12 other spec buildings which were leased fairly quickly. The two buildings will be 412,000 (pictured right) and 520,000 square feet and will be ready to occupy by the fourth quarter of this year.

“There’s enough demand in the market, and a lack of product, that merits building them both,” said Whirl-Heitman, executive director of Cushman & Wakefield, which is marketing the development for CenterPoint.

Construction on Zilber Property Group’s 176,000-square-foot speculative building, Towne VI - has already begun. The development is the company’s sixth spec building in Kenosha County since 2008. It is slated to be complete by October.

“We are excited to be part of the growth that Kenosha County is experiencing.” — Nate Franke, Zilber Property Group

Niagara Bottling expands the size of its project

Niagara Bottling announced in March its plans to build a new manufacturing facility in Pleasant Prairie. The 377,000-square-foot facility in Pleasant Prairie’s LakeView Corporate Park, will package and distribute private label water for its customers as well as the Niagara label. “Niagara is the nation’s largest private label bottled water supplier,” said Zilber’s development & leasing director Nate Franke.

The plant initially was to include one production line and represent a $75 million investment. The company has since expanded its plans to include two bottling lines representing a $75 million investment and over 70 jobs. Construction is currently underway and is expected to be complete in early 2015.

Wisconsin soars to 14th in ‘Best States for Business’ List

Wisconsin has leaptfrogged nearly half the states in the country in ‘Chief Executive’ magazine’s annual ranking of state business climates.

Wisconsin rose from 41st place in 2010 to 14th in 2014—a 27 spot improvement in just five years.

ECONOMIC DEVELOPMENT

Kenall Manufacturing breaks ground on $25 million headquarters and advanced manufacturing facility

Kenall Manufacturing broke ground in May on its new state-of-the-art manufacturing facility and corporate headquarters. Governor Walker was on hand for the LED lighting manufacturer’s ground breaking ceremony.

Last September, Kenall announced that it had selected Kenosha for this project after an extensive and competitive site selection process. Kenall is investing $25 million in a 354,000-square-foot building in Kenosha just east of I-94 at Highway 158. The project is expected to create over 600 high paying jobs within five years.

Founded in 1963 by Ken Hawkins, Kenall Manufacturing produces and supports lighting solutions for challenging and high-abuse environments; providing sealed enclosures for food processing, containment, and specialized health care applications and rough service lighting for transportation applications and security lighting for detention facilities.

“We look forward to our vision becoming a reality as we watch the new facility take shape. We are excited to move as soon as possible so we can begin adding new jobs to Kenosha and the surrounding area, including recruitment from neighboring Gateway Technical College. We anticipate occupancy toward the end of the year.” — Jim Hawkins, CEO, Kenall Manufacturing

Included in the project are a number of sustainable features, including:

- LED luminaries lighting installed in the manufacturing facility offices and parking lots with motion sensors and a Kenall control system meant to reduce consumption.
- Daylight harvesting Natural sunlight will be used to reduce operating costs. Daylight harvesting will be conducted on the west, south and east sides of the building using glass exposed office.
- Heat harvesting. Heat given off from the infrared ovens Kenall uses in industrial painting will be harvested to heat the northeastern side of the building in winter and reduce energy consumption. Excess heat will be exhausted outside during the summer to reduce the load for the company’s air conditioning units.
- Water efficiency. Bathrooms will include low flush toilets and sensor faucets.
- Climate control. Evaporative cooling systems will be installed to keep air quality, temperature and humidity at an ideal level and increase employee productivity.
- Sustainable landscaping. Kenall will use natural landscaping that requires less fertilizers, herbicides, and pesticides and no sprinkler system, reducing maintenance costs and water usage while helping the environment.
America’s ‘food revolution’ fuels Good Foods Group’s rapid growth

Good Foods Group is aptly named; good foods is exactly what they aim to produce. They call it a food revolution—referring to consumers’ increasing demand for healthier, better food that is still convenient and safe. Starting with its very first product—fresh guacamole—they have made it their mission to provide fresh, all natural, nutritious and preservative-free products that are hand-crafted in small batches.

Founded in Chicago by CEO Kurt Penn in 2007, Good Foods Group has come a long way since guacamole—although it is still one of its best-selling offerings. The food manufacturer’s all-refrigerated product line now includes Greek yogurt-based dips and sauces, deli salads, hummus, salsas and its newest endeavor rolling out in August: cold-pressed juices. The products are sold under the ‘Moe’s Southwest Grill and Chef Earl’s brands in addition to the Good Foods label. They can be found at retailers and food service operators across the country including Costco, Wal-Mart, Albertsons, Sprouts, Roundy’s, Whole Foods and Trader Joe’s.

Good Foods has been successful from the very beginning experiencing 100% growth every year. They started feeling the pinch in its small facility and began looking regionally for a larger space. They ultimately chose a 60,000-square-foot building in Pleasant Prairie because of its location—right off I-94—and proximity to Milwaukee and Chicago, its government that is friendly to business growth and lower taxes,” according to Penn. They moved in March 2013 and have continued to grow significantly here. They have almost doubled their original employee count and are planning to expand their physical plant operations and add new equipment this fall.

One striking feature of its new plant that is noticeable as soon as you walk in the door is its test kitchen. R & D is an important component of Good Foods’ success and they have excelled at developing products that are well-received in the market. Social media and online food blogs and forums have been an important aspect of Good Food’s marketing, providing buzz and awareness of Good Foods’ products. They have been featured in popular blogs such as Hungry Girl and Kalyn’s Kitchen, where its guacamole singles have been listed as ‘Top Item on Supermarket List’ and ‘Top Kitchen Pick’ respectively. The product that started it all was also named ‘Best New Vegetable Product Finalist’ by the United Fresh Produce Association.

One of the new additions to the Pleasant Prairie plant endeavor rolling out in August: cold-pressed juices. The products are sold under the ‘Moe’s Southwest Grill and Chef Earl’s brands in addition to the Good Foods label. They can be found at retailers and food service operators across the country including Costco, Wal-Mart, Albertsons, Sprouts, Roundy’s, Whole Foods and Trader Joe’s.

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ECONOMIC DEVELOPMENT

The independent public finance firm Ehlers and civil engineering firm Ruekert-Mielke have teamed up with KABA to assess the feasibility of business park development opportunities in Western Kenosha County. The set date for completion of the study is August 15, 2014. The process will include identifying sites, infrastructure, and acquisition and preparation costs for key sites identified in Paddock Lakes, Salem, Twin Lakes and Bridal Veil.

OFFSITE LLC named to MMAC/COSBE Future 50 list

OFFSITE LLC has been named a 2014 Future 50 company by the Metropolitan Milwaukee Association of Commerce’s Council of Small Business Executives (COSBE).

The Future 50 program, now in its 27th year, recognizes privately-owned companies in the seven-county Milwaukee region that have been in business for at least three years and have shown significant revenue and employment growth. The companies will be honored at an awards luncheon on Thursday, September 11 at The Hyatt Regency Milwaukee.

"Being named a 2014 Future 50 company by the MMAC is a very exciting honor for all of us at OFFSITE. We are especially proud to represent Kenosha County among these great companies. From a big picture standpoint, this is not only a great recognition for OFFSITE, but also recognition of the growth, innovation and vibrant business climate being developed here in Kenosha." — Steven Borucki, CEO, OFFSITE

KABA to commission study on business park feasibility

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KABA Portfolio Update

On February 18, 2014 KABA’s Finance Committee approved a $250,000 financing package for Mike’s Kenosha Downtown Tavern to open a new downtown eatery that will include three restaurants in one offering breakfast, lunch and dinner. The owners currently operate three other successful restaurants in Kenosha including Captain Mike’s, Uncle Mike’s, and Highway Mike’s.

On April 20, 2014 KABA’s Finance Committee approved a $1,658,364 financing package for Allied Plastics, Inc. KABA funds will be used to help finance expansion of their Twin Lakes facility including real estate improvements and equipment. Allied Plastics, Inc. is a full-service custom thermoformer specializing in vacuum forming, forming sheet and pressure forming of medium to heavy gauge plastic sheets. The company designs and manufactures customer and reusable packaging for a variety of industries including agriculture, transportation, recreation, and food service.

On June 18, 2014 KABA’s Finance Committee approved a $250,000 financing package for Niagara Bottling LLC. KABA funds will be used to help finance their new Pleasant Prairie facility including real estate acquisition, construction costs, equipment, and other items associated with the project. Niagara Bottling is the Nation’s largest private label bottled water supplier and employs 2,200 in 18 plants across the United States. Their new 377,000 square foot Kenosha facility will run two water bottling lines and distribute private label water to its customers as well as the Niagara label.

On June 18, 2014 KABA’s Finance Committee approved a $625,000 financing package for InSinkErator. KABA funds will be used to help finance their new Pleasant Prairie facility including real estate improvements and equipment. Headquartered in Racine, InSinkErator’s business unit of Emerson is the world’s largest manufacturer of food waste disposers and instant hot water dispensers for home and commercial use. The expansion will address the growing production needs and will allow the manufacturer to continue to deliver high-quality products and meet increasing customer demand with new innovations and streamlined production.

Carthage launches new brand identity, website

Carthage College officially launched its new brand identity in June. The changes will serve to increase awareness and ensure a consistent message and image for the College. Its new brand will extend to all of the College’s communications and be promoted through a comprehensive advertising campaign.

A fresh evolution of the Carthage logo takes its cue from the official Carthage seal and the new website will give visitors a user-friendly virtual glimpse into the Carthage experience.

Clark Dietz welcomes Steve Schultz

Steve Schultz, PE, has joined Clark Dietz as a Senior Water Professional for the Civil/Environmental group. Mr. Schultz brings over 30 years of expertise in water supply and distribution design and construction.

Econoprint under new ownership

Long-time Econoprint employee Mike Hart has purchased the Racine-based printing company. Hart began working at the Milwaukee division in 1987. Hart then moved to Racine, where he helped to run the business unit of the world’s largest manufacturer of food waste disposers and instant hot water dispensers. Hart began working at the Milwaukee division of Econoprint in 1985, being promoted to General Manager of the Racine division in 1989.

Zilber Announces Todd Vezza to Lead Chicago Development and Investment Portfolio

Zilber Property Group has announced that Todd Vezza has joined its team as Director of Industrial Investments. He is responsible for expanding Zilber’s industrial portfolio through development and acquisition activity in the Chicago and southeastern Wisconsin markets.

EXPERIENCE LEADERSHIP

Learn how to look beyond yourself and imagine the possibilities for those you lead. As an added benefit, Living as a Leader co-sponsored by Leadercast Kenosha, will provide you with an additional opportunity to network with other attendees throughout the day.

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Leadercast exists to positively change the way the world thinks about leadership. This year’s theme—Beyond You—challenges leaders to focus outward rather than inward.

Experience Leadercast Kenosha and discover what it means to be a leader worth following.
WHAT’S UP IN DOWNTOWN KENOSHA

Join us for the 2nd Annual State of the Downtown to celebrate the progress being made in implementing Kenosha’s Downtown Strategic Development Plan.

Date: Thursday, August 28, 2014
Time: 7:30 - 9:00 a.m. | 7:00 complimentary continental breakfast and networking, 7:30 program begins
Location: The Historic Woman’s Club of Kenosha, 6028 8th Ave.

An update on recent accomplishments and current developments will be presented by Downtown Kenosha Inc. followed by remarks from featured Speaker Donovan Rypkema. Rypkema is Principal of PlaceEconomics, a Washington, DC-based real estate and economic development firm specializing in downtown and neighborhood commercial district revitalization and the reuse of historic structures. Register at http://bit.ly/stateofdowntown2014.

Upcoming events...

Some of the exciting developments now open or in the works in Downtown Kenosha!

Future 5 Awards will recognize outstanding young professionals

Kenosha County is filled with motivated, intelligent and inspiring young talent. This year, Y-Link will celebrate and honor these individuals through its Future 5 Young Professional Awards program.

Future 5 will profile five young professionals who live and/or work in Kenosha County who are influencing the quality of life in our area and demonstrate the ability to positively impact our region through professional accomplishments and community involvement.

Nominate a young professional today at www.surveymonkey.com/future5.

Nomination deadline is Friday, July 25!

Y-Link welcomes new treasurer

Y-Link is pleased to welcome Vince Montemurro to its Board of Directors. Vince is currently a Controller with Riley Construction Company Inc. and a Kenosha native. Vince was appointed to the board based on his expertise, initiative, and ideas for further improving life for young talent in Kenosha County.

His advice for young professionals! “Stay humble, be genuine and produce. Most of the time, results are what matter.”

Paul McDonough, President of the Downtown Kenosha, Inc. Board of Directors, announced on June 17th that Violet Ricker informed the Board of her resignation as Executive Director of Downtown Kenosha, Inc. followed by remarks from featured Speaker Donovan Rypkema. Rypkema is Principal of PlaceEconomics, a Washington, DC-based real estate and economic development firm specializing in downtown and neighborhood commercial district revitalization and the reuse of historic structures. Register at http://bit.ly/stateofdowntown2014.

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What is your favorite Kenosha County event/attraction? My favorite activity is bike riding along the lake and attending the 4th of July Fireworks. I spend a lot of time in the summer at Boys & Girls Club fields during the baseball/softball season and coaching that going down by the lake is a great place to relax and soak up the sun.

What is one thing you would like to see improved in Kenosha County? Continuously improving the downtown area. There is a lot of potential and I can’t wait for it to develop.

What about Kenosha are you really proud of? I am really proud of the way the city has come together to support the mission of the Boys & Girls Club of Kenosha. It has been an amazing transition since opening our new facility in June of 2011. We were in dire need of a centralized facility and a place to call home. We are blessed by the support of the city and the community to make the dream a reality.

Y-Link welcomes new treasurer

Join the Kenosha Literacy Council (KLC) and Y-Link as we take a few laps along Kenosha’s beautiful lakefront to promote literacy! All proceeds from the event will help the KLC continue their mission to teach reading, writing and speaking skills to adult learners in the Kenosha community. All participants who register by July 27th receive a high-quality t-shirt and swag bag! Register at ylinkenosha.org.

Take 5 with Kenosha YP

What’s Up in Downtown Kenosha

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Board of Directors

Chair
Frank Unick
Chief Financial Officer, Uline, Inc.

Vice Chair
Susan Ventura
Executive Vice President, United Hospital System

Secretary
Susan Crane
Manager Special Projects, Power Generation, We Energies, Inc.

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

William Abt
Senior Vice President of Business & Administration, Carthage College

Bryan Albrecht
President, Gateway Technical College

Anne Arbas
Vice President – Controller and Global Tax, Jockey International, Inc.

Marvin Bembry
Regional Director, State Government Affairs, AbbVie

Matthew Davidson
Chief Executive Officer, Xten Industries, LLC

Dr. Deborah Ford
Chancellor, University of Wisconsin-Parkside

Timothy Geraghty
Attorney, Godin Geraghty Puntillo Camilli, SC

Sue Savaglio-Jarvis
Superintendent of Schools, Kenosha Unified School Dist.

Mitchell Januszewski
President & CEO, Regulatory Compliance Associates, Inc.

Chet Keizer
President, IRIS USA, Inc.

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

Karla Krehbiel
Senior Vice President, Johnson Bank

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

Virginia Moran
Chief Executive Officer, LMI Packaging Solutions, Inc.

Chad Navis
Director of Industrial Development, Zilber Property Group

Tracy Nielsen
Chief Executive Officer, United Way of Kenosha County

Aleta Norris
Partner, Living as a Leader

Chris Olson
Vice President & CEO, Aurora Health Care

Aldo Pagliari
Senior Vice President – Finance & Chief Financial Officer, Snap-on Incorporated

Brenda Penesis
Plant Manager, GBC / ACCO Brands

Charles Skendziel
Owner, Equity Creative

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

Timothy Woods
Director – Manufacturing Operations, North America, SC Johnson & Son, Inc.

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Todd Battle, President
Lisa Felton, Office Manager
Brooke Infusino, Director of Talent Development
Jeanne Geiger, Administrative Assistant
Becky Noble, Director of Marketing
Tina Schmitz, Chief Financial Officer
Heather Wessling Grosz, Vice President of Economic Development

UNEXPECTED kenosha

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