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

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

A public-private partnership, KABA is focused on making the Kenosha Area a better place to do business, live, and work through: (1) Economic development initiatives that stimulate private sector investment and job creation; (2) Providing programs, products, and services that improve the competitiveness of Kenosha Area employers and their employees; and (3) Educational initiatives aimed at improving student achievement and overall school performance.
Message From the Chair

Dear KABA Members,

The KABA Annual Report provides an excellent opportunity to reflect on the dramatic changes that have taken place in the past few years, and how those changes will impact the way we do business in the future. The recent recession and financial crisis have created challenges that few of us have experienced in our business careers.

The broader economy contracted dramatically, negatively impacting area development and employment. Given the challenging economic environment, the Kenosha area and its economy held its own. Several factors have helped Kenosha work through this recession including the economic diversification of the last two decades, our geographic position between Chicago and Milwaukee, and a number of sizable investment projects that were already planned or in progress before the worst of the recession set in.

While 2009 presented a challenging development environment, KABA worked to carry out its mission with continued strong support from its major public and private partners. The balance of this report details those accomplishments and recognizes key economic development partners.

During the past year, KABA also spent considerable time and energy developing a new long range economic development strategy to better position the community for future success. Core elements of that plan are evident in this report. Through this process it became clear that KABA was well positioned to endure the current recession while remaining focused on, and committed to, Kenosha County’s economic development. This is a credit to the community leaders—public and private, past and present—that have invested considerable time, energy, and resources into building a professional and sustaining economic development organization.

As my term as KABA Chair also comes to a close, I am proud to have been a part of this organization and its lofty vision. I want to thank all of you for allowing me the opportunity to serve KABA in this capacity. I enjoyed it immensely. It has been a lot of fun working with a great group of business and community leaders and a committed team of professionals.

As we look ahead to 2010, there is cautious optimism that better times are ahead and that the community is well positioned for the recovery. A quick and robust economic recovery is not likely. But as we work to implement the Kenosha First plan, the goal is to ensure that Kenosha is prepared to compete and win long term.

Respectfully,

Barbara J. Riley, Chair
Message From the President

Dear KABA Members & Stakeholders,

On behalf of the Board of Directors, committees and staff, I am pleased to present the 2009 Annual Report for the Kenosha Area Business Alliance (KABA).

Without question, this past year proved extremely challenging with respect to economic development. Businesses had trouble accessing financing; unemployment rose to unacceptably high levels; and development activity slowed dramatically. Despite these conditions, we maintained our focus on development initiatives that drive investment and job growth in Kenosha County. A big piece of this was the completion of Kenosha First – An Economic Development Strategy for Kenosha County: The Next Phase. This long-range development plan creates a road map for the community to follow and prioritizes the work that needs to be done – so that limited resources are directed to activities that promise the best long term results.

While the plan emphasizes the long view, we recognize that immediate results are critically important given current economic realities. Several notable development wins for 2009 are detailed in the pages that follow. This list may be shorter than in past years, but it contains a number of high quality projects that should pay significant dividends to Kenosha’s economy for years to come.

Two decades ago Kenosha County was dealt a major economic blow when auto assembly operations were discontinued. The community responded by making a serious investment in, and commitment to, its economic development capacity and infrastructure. Today, as we weather another major economic storm, it is apparent that the economic development and diversification efforts of the last two decades have put Kenosha County in a much more favorable position. Our economy is more diverse and resilient. We are weathering the current storm and are poised to rebound as the economy improves. My hope is that the work we undertake now helps lay the groundwork for success during the next several decades.

Regardless of economic conditions, there are fundamental business climate issues that we can tackle. We know that educational attainment correlates with income; that the jobs of the future are increasingly knowledge-based; and that vibrant communities have great downtowns, young populations, and high rates of entrepreneurship. Kenosha County has work to do in each of these areas. The encouraging point is that we have considerable assets to use in addressing these issues, and a community with a track record for resiliency and results.

Thank you for your past generous support of KABA and it economic development mission. We look forward to your continued support and involvement as we move into Kenosha County’s Next Phase.

Sincerely,

Todd Battle, President
Kenosha First – An Economic Development Strategy for Kenosha County: The Next Phase

At a breakfast briefing in May 2009, KABA presented the Executive Summary of a comprehensive strategy to improve Kenosha County’s competitiveness and economic development success: Kenosha First. The plan was completed and adopted in its entirety by the KABA board of directors in September.

KABA worked with TIP Strategies, a well-respected economic development consulting firm, to develop the plan. The process involved considerable time meeting with stakeholders,

Kenosha County’s economic development assets include:

- Access to high-quality post-secondary education institutions
- Strong inventory of large, shovel-ready industrial sites
- Good physical infrastructure including rail, roads, water, sewer and broadband
- Competitive cost of living and doing business

Travel times from Kenosha to regional destinations:

- Downtown Milwaukee (Bradley Center) - 0:37 mins.
- Mitchell Airport - 0:29 mins.
- Madison (State Capitol) - 1:52 mins.
- O’Hare Airport - 0:55 mins.
- Midway Airport - 1:23 mins.
- Downtown Chicago (Sears Tower) - 1:11 mins.
interviewing business and community leaders, and hosting focus group discussions
with manufacturers, human resource professionals, and education and workforce
development officials.

The process also helped to identify potential stumbling blocks to economic growth and
to lay out initiatives to improve the community’s business climate.

The Kenosha First plan provides KABA and Kenosha County with an economic vision that is mindful of current economic conditions
while positioning the county for the next wave of growth. It puts forward five primary goals to make Kenosha County the premier
destination for new investment and talent in the Chicago-Milwaukee corridor:

1. Support and expand the existing base through business retention and
consolidation strategies.
2. Position Kenosha County for long-term economic growth and vitality.
3. Attract, engage and retain talent.
4. Ensure all parts of the County are economically, digitally and physically
connected.
5. Build a distinct brand & image for Kenosha County.

This report will outline the efforts
KABA and Kenosha’s community,
education, and business leaders have
made towards achieving each goal.

Recommended Industry Targets:
- Professional services
- Clean tech
- Transportation & Logistics
- Advanced Manufacturing
- Biomedical & Life Sciences
- Food Processing
1. **Support and expand the existing base through business retention and consolidation strategies.**

A business retention and expansion program should be the heart of every economic development plan. Like any successful business, KABA must attend to their existing customers – Kenosha County businesses – first. These businesses are its base of support. Helping them to succeed helps the entire County thrive. This is especially true in light of the current economic reality, which dictates fewer recruitment prospects and more existing businesses in distress.

KABA works to support new investment and jobs from companies already operating locally or in the broader region. KABA currently has a comprehensive business retention program focused on business outreach visits, financing, business surveys, and informational events on key issues of interest. This section highlights key investments made in Kenosha County in 2009.

**Gordon Food Service** neared completion on their 585,000 SF facility and expect to begin operations in early 2010. The Grand Rapids, Mich.-based food service distributor is building a state-of-the-art distribution center on a 134-acre site near the Kenosha Regional Airport. The City of Kenosha, Kenosha County, the Kenosha Water Utility, and the State of Wisconsin worked collectively to address infrastructure and related development issues that were critical to GFS’ decision to site this investment in Kenosha.

**IRIS USA** invested in major upgrades at its facilities in Pleasant Prairie and Mesquite, Texas, with the purchase of 32 new all-electric injection molding presses and 36 robots. IRIS, located in LakeView Corporate Park since 1996, designs and manufactures a variety of plastic products and containers used for storage and office organization.

KABA laid the groundwork for a CEO Roundtable for Small to Mid-Sized Manufacturers. The roundtable, which launched in January 2010, blends peer learning with presentations by relevant subject matter experts.

**Kenosha Beef/Birchwood Foods**, a manufacturer of branded and private-label beef products, expanded their processing plant in the Town of Paris. The additional 14,000 SF will provide on-site storage and allow the company to install more efficient equipment.
KABA continued its ‘Business Outreach Visit’ program in 2009. Staff visited well over 100 Kenosha County companies in an effort to better understand each company’s operations, comprehend their challenges, and determine how KABA can help them remain competitive.

Centrisys Corporation recently completed a 30,000 SF expansion across from its current manufacturing facility in the Business Park of Kenosha. The new building gives the company additional space for more equipment, providing greater production capacity. KABA provided a $1.1 million loan package for the project. Centrisys designs, manufactures, and services decanter centrifuges for municipal and industrial wastewater applications.

Work continues on the new 240,000 SF corporate office and one million SF distribution facility for Uline, Inc. Uline’s Corporate Headquarters will be one of the largest buildings of its kind in Kenosha County and an architectural showpiece of the area. Uline, a leading distributor of shipping, industrial and packing materials, expects to begin shipping from the facility in May 2010, with plans to move into their new headquarters in summer 2010.

Riley Construction built a 46,000 SF corporate headquarters. Located in the Business Park of Kenosha, the new facility is Kenosha County’s first Leadership in Energy and Environmental Design (LEED)-certified office building.

Affiliated Foods Midwest opened its 730,000 SF distribution center in May. Affiliated Foods, headquartered in Nebraska, is the ninth-largest grocery cooperative in the nation, distributing food and other products to independent grocery stores across the Midwest, including 25 stores in Wisconsin.
Bradshaw Medical, Inc.

Bradshaw Medical, Inc. (BMI) opened for business in 2006. Initially, the surgical tools maker rented 2,500 square feet in the Business Park of Kenosha, employing only a handful of people.

The company’s rapid growth led to an exciting day in September 2009 when BMI broke ground on a new 30,000-square-foot manufacturing facility and headquarters located just one mile west of the company’s first building. Chairman & CEO Guy Bradshaw proudly addressed and thanked employees, customers, and partners of the company, saying, “We’re optimistic that the economy will continue to improve heading into 2010 and we’re positioning ourselves to take full advantage of that to better serve our customer base.”

A start-up four years ago, BMI has grown to over 70 employees, has 13 patents (with 19 pending) and six trademarks. Sales in 2009 exceeded $13 million. The company has planned for future growth, as their new site can accommodate another 30,000-square-foot expansion.

KABA has assisted the manufacturer since its inception, providing approximately $1.3 million in funding for machinery and equipment purchases. KABA is participating in its new facility with a construction loan package of approximately $1.4 million. The BMI headquarters is expected to be complete by April 2010.

Bradshaw Medical designs and manufactures hand-held surgical tools, specializing in those for spinal orthopedic surgeries. The company is a true entrepreneurial success story in Kenosha County.

“KABA is to be commended for their unwavering support. Their participation in our new facility demonstrates their continued commitment in Kenosha to ensure growing companies such as ours have the necessary funding readily available to them to help them succeed.”

- Guy Bradshaw, CEO, Bradshaw Medical, Inc.
ACCO Brands Corporation

ACCO Brands Corporation merged with General Binding Corporation (GBC) in 2005, forming one of the world’s largest suppliers of branded office products. Popular brands include Swingline®, GBC®, Day-Timer® and Wilson Jones®. GBC has maintained operations in Pleasant Prairie’s LakeView Corporate Park since 1997, including a 100,000-square-foot custom supply manufacturing facility and a 56,000-square-foot plastic injection molding plant.

ACCO Brands closed the plastics facility in 2007 and in early 2009 announced plans to close and relocate the custom supply operation by mid-year.

KABA and the Wisconsin Department of Commerce acted swiftly to retain these facilities and jobs, proposing a financing package to assist the company with the relocation of out-of-state operations into Wisconsin. Ultimately, the company accepted the package and agreed to continue operating their Pleasant Prairie facilities and consolidate additional operations to Wisconsin. The company pledged a $2 million investment and the retention of at least 115 jobs in Wisconsin over the life of the project.

ACCO Brands has re-opened the plastics facility, which now houses manufacturing operations that produce paper clips, staple cartridges, color coil, wire, and punch and bind equipment. The 100,000 SF custom supply manufacturing facility has been converted into a distribution center that includes a technical service support department.

This project represents a major win for Kenosha County.

“Company officials made their decision because of Kenosha County’s economic climate, work force productivity and knowledge, and a lower cost of doing business.”

- Boris Elisman, Executive Vice President, ACCO Brands Americas
2. Position Kenosha County for long-term economic growth and vitality.

The economic vitality of the area stands at a critical juncture. Kenosha County has experienced strong employment and population growth since the early 1990s and has benefited greatly from its strategic location on Lake Michigan and I-94 within the Chicago-Milwaukee corridor.

Long dependent on traditional manufacturing sectors, Kenosha County is coming to understand the role of innovation, the potential of entrepreneurship, and the importance of professional services and knowledge-based industries as critical components of a progressive economic development plan.

Support of primary and secondary education, innovation among existing businesses, and programs to develop local entrepreneurs are some of the many ways KABA is positioning Kenosha County for continued success and economic growth.

LakeView RecPlex, adjacent to LakeView Corporate Park in Pleasant Prairie, has an estimated 1.6 million visitors annually. After its pool addition, the facility will have over 300,000 SF of family fitness areas including a fieldhouse, an ice arena, an Olympic-size pool facility, child care programs and much more.

Concordia University Wisconsin (CUW) opened its new Kenosha Regional Center in May. The Kenosha Center will allow CUW to expand its offering of undergraduate, accelerated evening adult education programs. The center serves residents of Kenosha, Racine and Walworth Counties, WI, and Lake County, IL.

Pleasant Prairie’s LakeView RecPlex broke ground on a 32,000 SF addition that will accommodate an Olympic-size pool. The pool, made possible by an $8 million donation from Uline, Inc. will open June 2010 and feature 10, 50-meter lap lanes, seating for 1,000 and dedicated locker room facilities for the aquatics area.

Representative Peter Barca spoke at a Legislative Breakfast hosted by KABA and the Kenosha Area Chamber of Commerce in August. Representatives Samantha Kerkman, John Steinbrink and Senator Robert Wirch also presented their views on state legislation as it pertains to Kenosha County businesses. A Legislative Breakfast featuring Mayor Keith Bosman, County Executive Jim Kreuser and Village Executive Jim Kreuser and Village of Pleasant Prairie President John Steinbrink was held in April.
In 2009, construction continued on a third comprehensive high school in the Kenosha Unified School District: Indian Trail. Located northwest of Hwy. 31 and 60th Street, the 300,000 SF addition to the existing Indian Trail Academy is expected to be open by the 2011-2012 school year.

KABA engaged in discussions with federal officials regarding economic development assistance for the region. The U.S. Department of Commerce – Economic Development Administration provides funding for various development programs including the development of business incubators.

Herzing University chose Kenosha as the location of its tenth campus in the nation. The facility opened in November and offers online courses and traditional classes geared towards career-specific associate’s and bachelor’s degrees, as well as a master’s degree in management.

The 28,000-square-foot Kueny Aquatic Center opened in December 2009 at the Kenosha YMCA. The center includes an eight-lane competitive lap pool, a warm-water pool for children’s swimming classes, and senior programs. The project included construction of new administrative offices and the addition of three multi-purpose rooms that will host after-school programs, fitness classes and personal training.

KABA co-hosted the 5th Annual Business Awards Dinner with the Kenosha Chamber in November. LMI Packaging Solutions was recognized as the Business of the Year and Todd Bundies from Badger Press Photographics as Business Person of the Year. Additional honorees were Peter Valeri for his Community Service; Dooley & Associates, Gordon Food Service and Uline with Economic Impact Awards; and Patrick DeGrace as the KABA Volunteer of the Year.

“KABA has worked with the Village to advance a proposal to the U.S. Dept. of Commerce Economic Development Administration that would bring new economic development and entrepreneurship initiatives to the region.”

- Michael Pollocoff, Administrator, Village of Pleasant Prairie
University of Wisconsin - Parkside

The University of Wisconsin - Parkside’s Student Union and Admission Center underwent a major renovation in 2009, adding an additional 53,000 square foot building to house a Student Involvement Center. The project, which opened in February, doubled the size of the prior student union. It features a multi-level dining hall, university ballroom, 400-seat theater, and a school bookstore. A new 250-bed residence hall opened adjacent to the Student Center in March.

Additionally, Parkside will soon break ground on an approximately $38.5 million addition and renovation to their Communication Arts Building. When complete in summer of 2011, 92,000 square feet of existing space will be renovated, and 71,000 square feet will be added.

Parkside is a four-year public university and part of the University of Wisconsin System. Officially founded in 1968, UW – Parkside offers 33 undergraduate majors and four graduate programs. While Parkside’s approximately 5,300 students enroll from around the world, eighty-five percent of graduates elect to live and work in the region.

Gateway Technical College

Gateway broke ground in August on its 12,800 square foot Advanced Propulsion Training addition to the Horizon Center for Transportation Technology. The project, supported in part by Snap-on Incorporated, will expand programming in new areas of advanced propulsion, diesel and hybrid technology and alternative fuel. When the lab opens for classes in Fall 2010, it will house courses for the college’s Diesel Technology programs, diesel diagnostics certification industry workshops and torque training for the wind industry.

UW-Parkside announced in July that Dr. Deborah Ford would be its new chancellor. Ford comes to Parkside from the University of West Florida in Pensacola where she was vice president of student affairs.

KABA hosted a reception to welcome Dr. Ford in August.
Carthage College's new Tarble Arena officially opened its doors in January 2009. The $13.5 million renovation to the former Physical Education Center features a parquet floor, arena seating for 2,385 fans, a giant video board, and state-of-the-art sound and lighting equipment. Tarble Arena also features an exercise physiology/athletic training rehabilitation laboratory, classroom space, seven locker rooms, coaches' offices, and an indoor golf practice center. Athletic Director Bob Bonn says the renovation puts Carthage facilities among the top 10 percent of all NCAA Division III institutions.

Carthage plans to begin construction on two new campus buildings in spring 2010: a $13.5 million 55,000-square-foot student center and a $6.5 million four-story, 27,500-square-foot residence hall.

Carthage College, founded in 1847, is a private college of the liberal arts and sciences, affiliated with the Evangelical Lutheran Church in America. Carthage's picturesque Kenosha campus on the Lake Michigan shore is home to 2,063 full-time and 614 part-time students. The Carthage faculty comprises nearly 100 scholars, 90 percent of whom hold the doctorate or other terminal degree.

The Horizon Center houses National Automotive Technicians Education Foundation (NATEF)-certified automotive programs, an auto diagnostics certification program and aeronautics-pilot training. It provides training at every level of education—high school, through college, and including working professionals—to counteract shortages of trained and certified vehicle technicians and instructors. Highly-skilled automotive diagnostic technicians, such as those educated through the curriculum at Horizon Center, are in great demand locally and nationally.

Gateway Technical College offers instructional programs from its campuses and through distance learning opportunities, such as online courses, to over 29,000 students annually. Approximately 5,000 full time equivalent students are registered in over 65 career training programs.

Major campuses are located in Kenosha, Racine and Elkhorn with a Campus center located in Burlington.
3. Attract, engage and retain talent.

Talent development is perhaps the most fundamental issue for creating long-term, sustainable economic vitality. The concept of talent means more than a skilled workforce. It means recruiting talented people as well as cultivating the talent pool represented by groups as diverse as students, retirees, and entrepreneurs.

KABA consistently strives to help companies keep their employees highly skilled and motivated. We offer and coordinate training courses, workshops, briefings and roundtable discussions for our business members and the community. We also coordinate customized, on-site training programs for individual companies and organizations.

Professional Development

In 2009, KABA provided 37 training programs and workshops to 269 individuals from 75 different area employers. Four HR Roundtables were held with 34 individuals attending. Courses included:

- Fundamentals of Supervision
- Fundamentals of Human Resources
- Time & Stress Management
- Constructive Feedback & Discipline
- Professional Communications
- Assertive Communication in the Workplace
- Employee Free Choice Act (EFCA)
- Employee Handbooks
- New FMLA Regulations
- COBRA Subsidy
- Conducting Background Checks
- Lockout/Tagout
- Discipline & Discharge Without Worry
- Internet Marketing Strategies
- Recognizing & Managing Check & ACH Fraud
- Adjusting to Change
- Leading Strong Teams
- Adult Workplace First Aid & CPR
- Emotional Control in the Workplace
- Health Insurance Renewal Strategies
- Social Networking
- Preventing Harassment & Discrimination
- Spanish for the Workplace
- Microsoft Excel, PowerPoint & Access

The KABA 2009 Annual Meeting was held in April. Liz Uihlein, President of ULINE, Inc. delivered a presentation titled, “A Customer-Focused Environment”. Board elections, distribution of training and mentor awards, and a look back at 2008 also took place.
“I like attending the KABA discussions to compare our issues with those of other companies. KABA Workshops and the HR Roundtable give me support to do my job and have been a valuable avenue of knowledge I would not have had.”

- Judy Gipson, HR Manager, Northlake Engineering, Inc.

In July, four major wage and salary survey reports were released for over 736 benchmark positions. KABA conducts confidential business surveys to gauge the area’s economic conditions and to provide benchmarking information for employers as it relates to HR information and other business topics. Other surveys conducted include fringe benefits, holiday schedule and executive economic outlook.

Additionally, brief, web-based surveys are sent periodically about current issues and business trends. In 2009, KABA sent seven e-surveys to KABA members on the following topics: job recruitment & referral, unionization, employer shift times, 2010 compensation trends, service technicians, Proposed Global Warming Legislation and Y-Link program needs.

Masters Certificate Programs

KABA offers Masters Certificate Programs in Supervisory, Human Resource and Quality Management through a partnership with Gateway Technical College. Participants that complete the program earn six credit hours of advanced standing toward an Associate’s Degree.

The Supervision series introduces participants to the concepts of management and the qualifications required to become an exemplary supervisor. The HR Management Series prepares participants in all areas of HR including legal updates, staffing and performance management. The Quality Management Series is grounded in the American Society of Quality (ASQ) and provides an introduction to the background and philosophy of quality management. All course instructors are certified, experienced managers that utilize case studies and encourage class participation. The following individuals received Masters Certificates in 2009:

Human Resource Management
Kim Bastrup, Dr. Dale Willoughby, DDS
Tammie Sorenson, Kenosha Achievement Center, Inc.
Aggie Tracz, SuperValu, Inc.

Quality Management
Jason Buttke, IEA, Inc.

Supervisory Management
Andrea Dial-Buckson, Vista International Packaging, LLC
Mindy Dietz, Bank of Kenosha
Isobel O’Rourke, Kenosha Achievement Center, Inc.
Janice Robbins, Bank of Kenosha
Tammie Sorenson, Kenosha Achievement Center, Inc.
Lee Taylor, IEA, Inc.
The KABA Foundation

The KABA Foundation is a 501(c)3 entity managed by KABA. Its purpose is to promote and invest in educational initiatives throughout Kenosha County. Through its scholarship and mentor programs, as well as its partnerships with local educational institutions, KABA works to improve the area’s local educational system. KABA realizes the importance of quality K-12 and post-secondary education to the business community and the residents of Kenosha County.

College Scholarship Program

Each year KABA awards approximately $15,000–$20,000 in scholarships to Kenosha County High School graduates pursuing higher education. In 2009, five $2,500 scholarships were awarded to students throughout Kenosha County:

- Oliver Debe, Bradford HS – DePaul University, International Business
- Paul Westhoff, Lakeview Technology Academy – Case Western University, Biomedical Engineering
- Joseph Ouimet, Jr., St. Joseph's HS – Marquette University, Business & Law
- Ian Mahone, Tremper HS – Michigan State University, Pre-Medicine
- Lauryn Vanderwerff, Westosha Central HS – University of Wisconsin-Madison, Biology/Veterinary Medicine

In August, KABA and the Kenosha Area Chamber of Commerce held the 2009 Scholarship Golf Classic, presented by TDS. Over 115 golfers attended the event at the Club at Strawberry Creek. The outing raised over $16,000 for the Education Foundations of KABA and the Kenosha Chamber.

“Because of organizations such as KABA, more students are able to fulfill their dreams of attending and affording a great college.”

- Marissa Gallo, Drake University, 2005 scholarship recipient
Y-Link: Young Leaders in Kenosha

Y-Link is a non-profit organization founded in 2009 as a partnership between the Kenosha Area Business Alliance, the Kenosha Area Chamber of Commerce and the United Way of Kenosha County.

The goal of Y-Link is to recruit and retain a young professional community in the Kenosha Area by providing educational opportunities for personal and professional growth, a chance to affect positive change in the community in which they live and work as well as opportunities to develop professional relationships.

KABA is particularly excited to be involved with a professional development component focused on leadership development and professional mentoring: the Next Generation Leadership Council (NGLC). Still in its formative stages, the council would serve as a peer group of younger professionals that would come together regularly to develop their leadership and management skills and professional network(s) so that they continue to excel as leaders within their companies and the community.

Over 100 young professionals gathered at the Civil War Museum to kick-off Kenosha’s new young professionals group: Young Leaders in Kenosha (Y-Link). Kenosha Mayor Keith Bosman and Jennie Tunkieicz, representing the County Executive, spoke about the importance of a young professionals organization in Kenosha and each said they look forward to working with the group and turning to them as a collective voice for the younger generation in the community.

KABA sponsored the LakeView Legends Robotics Team, which competed at the F.I.R.S.T. (For Inspiration and Recognition of Science and Technology) Wisconsin Regional competition held in March in Milwaukee. LakeView placed third out of 53 and went on to place second out of 53 teams at the Chicago Regional held in February at the University Of Illinois-Chicago Circle Campus.

Additionally, KABA was one of the sponsors of the 13th Annual Kenosha Academic Skills Challenge. The Skills Challenge is an academic contest including rapid fire questions and problem solving for teams of high school students.
Elementary School 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, fourth or fifth grade student to work on academic and social skills. In the 2009/10 school year, 140 mentors from 60 member organizations participated in the program. The mentors helped students in the Bristol Grade School, Kenosha Unified and Salem Consolidated School Districts.

2009/2010 Mentors

Diana Andrekus
Kelly Andreoli
Stephanie Bruneo
Neil A. Buchanan
Andrew Dodge
Laura Donnell
Jay Eckholm
Kimberly Erdmann
Cynthia Farmer
Amanda Felbab
Pat Finnemore
Janet Frederick
Karl A. Frederick
Marge Gventner
Kimberly George
Juli Georno
Gary R. Gerlach
Jackie Gianeselli
Edwin Giboyeaux
Michelle Gilbert
Jean Glitzy
Linda Godin
Maureen Goldstein
Deanna Goodwin
Todd Gray
Larry Green
Adelene Greene
Alex Greno
Erin Grunnet
Bill Harris
Miles Hartley
Tom Hartley
Jackie Hartley
Lori Heckel
Abbe Heidorn
Anne Heirling
Amy L. Henn
Dawn Herrmann
Vickie Hessefort
Thomas Hessefort
Judith Hinze
Robert Hofer
Daisy Huber
Cheryl Ide
Diane Ide-Gonzalez
Achille (Kelly) Infusino
Nick Infusino
William (Bill) Johnston
Ann Kelly
Kelly Kobienski
Linda Langenstroer
Debbie Lawler
Joseph Leonardi
Kevin Loef
Monica MacDonald
Susan Margetson
Michelle Martinez
Natasha Massey
Molly McCann
James McPhaul
Karin Meade
Ingrid Meffie
Kevin W. Metallo
Sasha Mika
John A. Milisauskas
Jonathan Miller
Rosanna Molinaro
Brian Morton
Teri Muehlbauer
Heather A. Navis
Chad Navis
Ashley Noble
Carmela Parker
Janet Parmentier
Peggy Petersen
Jonathan Pietkiewicz
Silvana Presta
Angela Preston
Adam Prust
Barbara Randolph
Harry Ranick
Connie Rinaldi
Ken Ropp
Lisa Ruediger
Ashley Russ
Jane Ruzzicone
Rich Salisbury
Hillary Schenk
Michael Schiro
Brenda L. Schmidt
Joyce Schmidt
Tina Schmitz
Jason Schnaare
Heather Schulz
George Sedloff
Nancy Sedloff
Bill Siel

KABA would like to acknowledge and thank area organizations that support this program as well as the mentors who are making a difference in a child’s life.
The KABA Mentor Program was certified by the Mentor Kenosha & Racine (MKR) advisory board in August. Certification shows potential mentors and partners that the KABA program meets the MKR’s high standards of quality.

Mentor Program Sponsor Companies and Organizations

Abbott Laboratories
Aldi
American Girl, Inc.
Andrea & Orendorff
Asyst Technologies
Bank of America
Bank of Kenosha
Bear Realty
Brass Community School
Brookhouse, Richardson & Parise
Carpetland USA
Chase Bank
Children’s Behavioral Health Services
Chrysler, LLC
Columbus Elem. School
Edward Bain School of Language & Arts
Forest Park Elem. School
Gateway Technical College
Goodwill Industries of SE Wisconsin
Grant Elem. School
Guttormsen, Hartley, Wilk & Higgins, LLP
Hair Unlimited
Herbert’s Jewelers
Jane Vernon Elem. School
JHT Holdings
Jockey International
Johnson Bank
KABA
Kenosha Area Convention & Visitor’s Bureau
Kenosha County
Kenosha County Division of Health
Kenosha County Job Center
Kenosha News
Kenosha Police Department
Kenosha Public Library
Kenosha Unified School District
Lifetouch/Prestige Portraits
Madigrano Aiello & Santarelli, Inc.
Mainten-X
McKinley Elem. School
Michelle Cascio Photography
Pearson Professional Center
Prepaid Legal Services
Professional Services Group, Inc.
Project Management Consultants
Sanmina-SCI
Sanofi-aventis
Schnaare’s Heating, Air Conditioning & Insulation
Sign-A-Rama
Southport Bank
SuperValu, Inc.
Towne Investments
Travelers Insurance
United Hospital System
Village of Pleasant Prairie
Wachovia Securities
Walgreens
ZF Electronics Corporation

The 2009 KABA Mentor of the Year, awarded at the KABA Annual Meeting, was Charles Talbert from United Hospital System.
4. Ensure all parts of the County are economically, digitally and physically connected.

Achieving long-term economic vitality requires healthy and sustainable growth in all areas of the county. No single area of the county can prosper while others remain stagnant or decline. This encompasses all critical economic development infrastructure such as the airport, commuter rail, broadband Internet, and public transportation as well as downtown development. A vibrant downtown is a key component to the economic health of community. Downtown revitalization influences several major economic development issues facing the City of Kenosha, from talent attraction and retention to quality of place to economic diversification.

Interstate-94 Reconstruction

In March, Governor Doyle kicked off the single largest transportation project Wisconsin has ever undertaken. Construction on the I-94 North-South Freeway project will expand the corridor to eight lanes, improving safety, easing congestion and modernizing one of the state’s most important transportation arteries. The North-South Freeway, which is about 50 years old, is the most widely used freeway in the state carrying 150,000 vehicles every day.

About $1.9 billion in improvements are planned for the North-South Freeway which starts at the Illinois-Wisconsin state border in Kenosha County and runs to Milwaukee. The project, to be complete in 2016, is expected to create more than 2,300 jobs.
“Increased transit is crucial to Kenosha County’s economic future. KABA and Kenosha have and will continue to support the work of the RTA to create a regional transit system and enhanced transit infrastructure so they are poised to take advantage of economic growth, job opportunities, and are seen as an increasingly attractive place to live and do business.”

- Karl Ostby, Chairman, SE Wisconsin Regional Transit Authority
5. Build a distinct brand and image for Kenosha County.

Marketing to attract business and visitors is not simply targeted marketing or area promotion but a process that must be embraced by the entire community. The time has come for a local positive image campaign that has an affect beyond Kenosha County’s borders.

To that end, an area’s brand can be a strong magnet. The City of Kenosha has identified a rebranding effort as a primary goal in 2010 as well as other community organizations including the Kenosha Lakeshore Business Improvement District and the Kenosha Area Convention & Visitors Bureau.

KABA made an effort in 2009 to expand its exposure beyond Kenosha County through partnerships with regional organizations such as MRA and BizTimes Media, which sponsored the 5th Annual Business Awards Dinner in 2009.

Additionally, KenoshaArea.com will be revamped and relaunched in 2010. The site, which is owned and operated as a partnership between KABA, the Kenosha Area Chamber of Commerce and the Kenosha Area Convention and Visitors Bureau, is a valuable online portal to relevant information about the Kenosha community.

KABA Social Media Marketing

Like most organizations, KABA has come to rely heavily on informing and engaging its members and partners through internet and email communications. A monthly email update, the KABA Update, is sent to over 1,700 people throughout Southeast.
Wisconsin, Northern Illinois and beyond. All of its printed event invitations and program announcements are supplemented with email notifications. Additionally, KABA maintains an archive of area business and member news as well as KABA press releases, event and training calendars and more on its website.

To connect and build on these efforts, KABA expanded its presence on several social media sites and utilities in 2009. Members, partners and anyone interested in Kenosha County business and development news, can now sign up to follow KABA on Twitter and receive a stream of information on all that affects Kenosha County businesses, from transit issues to expert advice.

KABA also recently created a YouTube channel: KABAConnectedHere. The KABA Channel features video from recent events including the Legislative Breakfast with U.S. Senator Russ Feingold and presentations from the 5th Annual Business Awards Dinner. KABA will continue to include video coverage of many of its events so be sure to check the channel if you are unable to attend in person.

“In May, GS Marketing conducted a lunch & learn workshop titled “Internet Marketing Strategies”.

“Using Social Media to Recruit Job Candidates” was the December topic of the KABA HR Roundtable.

KABA launches a video gallery on their website in November.

“Kenosha County should take a more active role in defining itself inside and outside the region.”

- Alex Cooke, TIP Strategies, Inc.
## Financial Information

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

<table>
<thead>
<tr>
<th></th>
<th>(Unaudited) 2009</th>
<th>(Unaudited) 2008</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash &amp; Short Term Investments</td>
<td>$12,546,983</td>
<td>$10,934,592</td>
</tr>
<tr>
<td>Notes Receivable Less Allowance for Doubtful Accounts</td>
<td>$13,708,830</td>
<td>$15,938,116</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$539,620</td>
<td>$430,550</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$26,795,433</td>
<td>$27,303,259</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>$12,066,727</td>
<td>$12,072,986</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$38,862,160</td>
<td>$39,376,244</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable &amp; Other Short Term Liabilities</td>
<td>$564,469</td>
<td>$509,502</td>
</tr>
<tr>
<td>Custodial Funds</td>
<td>$187,047</td>
<td>$187,047</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>$12,751,866</td>
<td>$12,696,549</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>$10,013,862</td>
<td>$10,999,881</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>$1,005,361</td>
<td>$-</td>
</tr>
<tr>
<td>Permanently Restricted</td>
<td>$15,091,071</td>
<td>$15,679,814</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>$26,110,294</td>
<td>$26,679,695</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$38,862,160</td>
<td>$39,376,244</td>
</tr>
</tbody>
</table>
Financial Information

Kenosha Area Business Alliance, Inc. and its Subsidiary
Consolidated Statement of Activities - All Funds
Compiled for the Years Ending:

<table>
<thead>
<tr>
<th></th>
<th>(Unaudited) 2009 Operating</th>
<th>(Unaudited) 2009 Restricted Funds</th>
<th>(Unaudited) 2008 Operating</th>
<th>(Unaudited) 2008 Restricted Funds</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>$165,000</td>
<td>$-</td>
<td>$165,000</td>
<td>$-</td>
</tr>
<tr>
<td>Membership Dues</td>
<td>$202,709</td>
<td>$-</td>
<td>$220,573</td>
<td>$-</td>
</tr>
<tr>
<td>Loan Service Fees</td>
<td>$25,585</td>
<td>$-</td>
<td>$60,486</td>
<td>$-</td>
</tr>
<tr>
<td>Training</td>
<td>$36,066</td>
<td>$-</td>
<td>$78,977</td>
<td>$-</td>
</tr>
<tr>
<td>New Revolving Loan Fund Contracts</td>
<td>$-</td>
<td>$-</td>
<td>$-</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>Interest (Bank, Short-Term Investments &amp; Notes)</td>
<td>$2,039</td>
<td>$708,119</td>
<td>$8,388</td>
<td>$932,177</td>
</tr>
<tr>
<td>Revolving Loan Fund Administration</td>
<td>$475,757</td>
<td>$-</td>
<td>$457,664</td>
<td>$-</td>
</tr>
<tr>
<td>Other</td>
<td>$67,558</td>
<td>$4,229</td>
<td>$79,737</td>
<td>$6,233</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$974,713</td>
<td>$712,349</td>
<td>$1,070,823</td>
<td>$1,938,410</td>
</tr>
</tbody>
</table>

|                                      |                             |                                   |                             |                                   |
| **Expenses**                          |                             |                                   |                             |                                   |
| Personnel (Including Temporary Help & Benefits) | $555,622                   | $-                                | $576,243                    | $-                                |
| Administrative Contracts (Non-recurring) | $2,802                     | $-                                | $162,282                    | $-                                |
| Revolving Loan Fund Administration  | $-                           | $475,757                         | $-                          | $457,664                         |
| Travel/Meetings/General Administration | $42,386                    | $-                                | $75,837                     | $817                             |
| Equipment                            | $292                        | $-                                | $1,878                      | $-                                |
| Mailing/Printing/Office Supplies     | $18,914                     | $-                                | $16,818                     | $-                                |
| Legal                                | $636                        | $3,028                           | $11,523                     | $12,637                          |
| Accounting/Auditing                  | $37,935                     | $-                                | $35,350                     | $-                                |
| Insurance (Business & General Liability) | $11,594                    | $-                                | $14,131                     | $-                                |
| Telecommunications/Computer Services | $10,784                    | $-                                | $11,127                     | $-                                |
| Rent/Space Maintenance/Utilities    | $78,003                     | $-                                | $73,752                     | $-                                |
| Marketing & Member Communications   | $26,471                     | $-                                | $29,546                     | $-                                |
| Business Development                | $7,450                      | $-                                | $12,352                     | $-                                |
| Membership Programs & Events        | $43,097                     | $-                                | $21,989                     | $-                                |
| Youth Apprenticeship                | $-                          | $-                                | $-                          | $-                                |
| Depreciation & Property Taxes       | $18,394                     | $-                                | $11,292                     | $-                                |
| Miscellaneous                       | $17,741                     | $116,224                         | $18,832                     | $38,385                          |
| Doubtful Account Adjustment         | $-                          | $790,500                         | $-                          | $345,360                         |
| **Total Expenses**                   | $872,122                    | $1,385,509                       | $1,072,953                  | $854,862                         |

|                                      |                             |                                   |                             |                                   |
| **Change In Net Assets**             | $102,591                    | $(673,160)                       | $(2,129)                    | $1,083,547                       |
## Financial Information

Kenosha Area Business Alliance Foundation, Inc.  
Statement of Financial Position  
Compiled for the Years Ending:

<table>
<thead>
<tr>
<th></th>
<th>(Unaudited) 2009</th>
<th>(Unaudited) 2008</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash &amp; Miscellaneous Receivables</td>
<td>$104,264</td>
<td>$92,797</td>
</tr>
<tr>
<td>Short-Term Investments</td>
<td>$222,799</td>
<td>$188,264</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$327,063</td>
<td>$281,061</td>
</tr>
<tr>
<td><strong>Fixed Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Land &amp; Building Net of Accumulated Depreciation</td>
<td>$1,145,918</td>
<td>$1,170,580</td>
</tr>
<tr>
<td><strong>Total Assets &amp; Fixed Assets</strong></td>
<td>$1,472,981</td>
<td>$1,451,641</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>$6,250</td>
<td>$7,750</td>
</tr>
<tr>
<td>Notes Payable</td>
<td>$820,266</td>
<td>$852,034</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>$826,516</td>
<td>$859,784</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>$646,465</td>
<td>$591,857</td>
</tr>
<tr>
<td>Total Net Assets</td>
<td>$646,465</td>
<td>$591,857</td>
</tr>
</tbody>
</table>

**Total Liabilities and Net Assets**  
$1,472,981   $1,451,641
Financial Information

Kenosha Area Business Alliance Foundation Inc.
Statement of Activities
Compiled for the Years Ending:

<table>
<thead>
<tr>
<th></th>
<th>(Unaudited) 2009</th>
<th>(Unaudited) 2008</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest &amp; Investments</td>
<td>$34,579</td>
<td>$(40,003)</td>
</tr>
<tr>
<td>Golf Outing</td>
<td>$39,591</td>
<td>$39,832</td>
</tr>
<tr>
<td>Rental</td>
<td>$134,000</td>
<td>$128,000</td>
</tr>
<tr>
<td>Marketing</td>
<td>$-</td>
<td>$4,050</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$1,100</td>
<td>$-</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$209,270</td>
<td>$131,879</td>
</tr>
</tbody>
</table>

| **Expenses**         |                  |                  |
| Audit                | $3,450           | $3,350           |
| Legal Expense        | $-               | $-               |
| Golf Outing          | $31,483          | $32,186          |
| Planning/Research    | $-               | $-               |
| Interest             | $34,550          | $35,832          |
| Depreciation         | $24,662          | $24,662          |
| Scholarship          | $12,548          | $16,065          |
| Skills Challenge     | $800             | $750             |
| Mentor Program       | $3,139           | $4,508           |
| Technology Academy   | $3,195           | $4,182           |
| Horizon Center Capital Campaign | $- | $- |
| Marketing            | $-               | $-               |
| Foundation Administration | $40,000 | $40,000 |
| Miscellaneous        | $335             | $277             |
| **Total Expenses**   | $154,163         | $161,811         |

**Change In Net Assets**

$55,108 $-(29,932)
Financial Information

Supplemental Information

## Loan Allocation by Revolving Loan Fund (RLF)

<table>
<thead>
<tr>
<th>Fund</th>
<th>Total*</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>KABA RLF</td>
<td>$9,434,820</td>
<td>34.7%</td>
</tr>
<tr>
<td>CITY RLF</td>
<td>$2,256,974</td>
<td>8.3%</td>
</tr>
<tr>
<td>EDA RLF</td>
<td>$3,410,342</td>
<td>12.6%</td>
</tr>
<tr>
<td>COUNTY RLF</td>
<td>$3,649,429</td>
<td>13.4%</td>
</tr>
<tr>
<td>CKC RLF</td>
<td>$4,805,788</td>
<td>17.7%</td>
</tr>
<tr>
<td>UDAG RLF</td>
<td>$2,589,022</td>
<td>9.5%</td>
</tr>
<tr>
<td>VPP TID#2 RLF</td>
<td>$1,004,686</td>
<td>3.7%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$27,151,061</strong></td>
<td><strong>100.0%</strong></td>
</tr>
</tbody>
</table>

*Total fund balance as of 12/31/09.

## Loan Uses

<table>
<thead>
<tr>
<th>Purpose</th>
<th>Number*</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real Estate (Land/Building/Expansion)</td>
<td>29</td>
<td>61.7%</td>
</tr>
<tr>
<td>Machinery &amp; Equipment</td>
<td>11</td>
<td>23.4%</td>
</tr>
<tr>
<td>Renovations/Leasehold Improvements</td>
<td>2</td>
<td>4.3%</td>
</tr>
<tr>
<td>Working Capital</td>
<td>1</td>
<td>2.1%</td>
</tr>
<tr>
<td>Acquisitions</td>
<td>2</td>
<td>4.3%</td>
</tr>
<tr>
<td>Milk/Volume Production</td>
<td>2</td>
<td>4.3%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>47</strong></td>
<td><strong>100.0%</strong></td>
</tr>
</tbody>
</table>

*Number of loans as of 12/31/09
Financial Information

Supplemental Information

2009 Loan Transactions

During 2009, KABA supported $7.8 million in business development activity throughout Kenosha County by supplying $3.2 million directly from various revolving loan programs administered by KABA. During 2009, KABA leveraged an additional $1.42 in third party financing for each $1.00 of financing provided by KABA.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Centrealestate, Inc. (1)</td>
<td>$1,089,000</td>
<td>$1,632,580</td>
<td>$2,721,580</td>
<td>68</td>
<td>Bank of Kenosha</td>
</tr>
<tr>
<td>GKP Properties, LP (2)</td>
<td>$1,392,750</td>
<td>$1,652,250</td>
<td>$3,045,000</td>
<td>75</td>
<td>Johnson Bank</td>
</tr>
<tr>
<td>ACCO Brands</td>
<td>$750,000</td>
<td>$1,320,000</td>
<td>$2,070,000</td>
<td>115</td>
<td>WI Dept. of Commerce</td>
</tr>
<tr>
<td>Totals</td>
<td>$3,231,750</td>
<td>$4,604,830</td>
<td>$7,836,580</td>
<td>258</td>
<td></td>
</tr>
</tbody>
</table>

Dollar amounts are approximate.
(1) Centrisys Corporation
(2) Bradshaw Medical, Inc.

Through its financing services, KABA recommends local, state and federal loan programs that best meet the needs of business. KABA staff assists in packaging loan requests and works with financial institutions to expedite the lending process. The loans may be used for land, building, renovation/upgrades, equipment and working capital.

As noted in the chart to the right, KABA experienced a 0.41% growth in RLF assets for 2009 and an average growth rate of 2.28% in RLF assets since 2000.
Board of Directors

Chair
Barbara Riley
Vice President-
Business Development
Riley Construction Company, Inc.

Vice Chair
Stanley Torstenson
Retired Chief
Executive Officer
Stan’s Lumber, Inc.

Secretary
Patrick DeGrace
Director of Customer Care
Hospira Worldwide, Inc.

Treasurer
Jeffrey Kostrzewa
Vice President & Treasurer-
Corporate Finance
Snap-on Incorporated

Bryan Albrecht
President
Gateway Technical College

David Barnes
Attorney
Barnes Law Office

Marvin Bembry
Director of State & Local
Government Affairs
Abbott Laboratories

Kevin Bolyard
Manufacturing Manager
Chrysler, LLC

Cathryn Bothe
President
Bothe Associates Inc.

Dr. F. Gregory Campbell
President
Carthage College

John Donnell
President
Martin Petersen
Company, Inc.

Ken Dowdell
Vice President, Publisher
Kenosha News

John Ernster
Manager - Customer Services
We Energies

Kenneth Fellman
Community Bank President
M & I Marshall & Ilsley Bank

Dr. Deborah Ford
Chancellor
University of Wisconsin-
Parkside

Jerold Franke
President
WISPARK, LLC

David Hagman
President & Chief
Executive Officer
Vista International
Packaging, LLC

William Hardt
President
Northlake Engineering, Inc.

Mark Jaeger
Senior Vice President, General
Counsel & Secretary
Jockey International, Inc.

Karla Krehbiel
Senior Vice President
Johnson Bank

Thomas Laken, Jr.
Chief Executive Officer
Finishing & Plating Service, Inc.

Dr. Joseph Mangi
Superintendent of Schools
Kenosha Unified School
District #1

Virginia Moran
Chief Executive Officer
LMI Packaging Solutions, Inc.

Mark Naidicz
Retired Director of Human
Resources- Americas
S.C. Johnson & Son, Inc.

Robert Nelson
President
Bane-Nelson, Inc.

Karl Ostby
Retired President & Chief
Executive Officer
Southport Bank

Lawrence Rasch
President
Rasch Construction &
Engineering, Inc.

Robert Terwall
President
Hallum Enterprises, Inc.

Gregg Thompson
Chief Executive Officer
Bukacek Construction

Frank Unick
Chief Financial Officer
Uline, Inc.

Peter Valeri
President
Valeri Agency, Inc.

Susan Ventura
Senior Vice President & Chief
Operating Officer
United Hospital System

Dennis Vignieri
President
Kenosha Beef International, Ltd.
Staff

Todd Battle
President

Lisa Feltson
Administrative Assistant

Diana Ide-Gonzalez
Director of Training & Education

Teri Muehlbauer
Office Manager

Becky Noble
Director of Marketing

Richard Rodenbeck
Director of Business Finance

Committees

Audit
Stanley Torstenson, Chair
Scott Engel
David Geertsen
Mark King
Jeffrey Kostrzewa
Ronald Kwasny
David Nankin

Executive
Barbara Riley, Chair
David Barnes
Patrick DeGrace
Kenneth Fallman
Jerold Franke
William Hardt
Mark Jaeger
Jeffrey Kostrzewa
Robert Nelson
Robert Terwall
Gregg Thompson
Stanley Torstenson
Susan Ventura

Finance
David Wright, Chair
W. Thomas Carls
Perry Bishop
Jay Cashmore
Gerald Demske
Andrew Dodge
Jens Emerson
Timothy Geraghty
Heather Kraeuter
Andy Vogel

Nominating
Jerold Franke, Chair
Treopia Cannon

Personnel
Barbara Riley, Chair
Jerold Franke
Mark Jaeger
Mark Naidicz
Stanley Torstenson

Scholarship
Kenneth Fallman, Chair
Laura Bush
Gerald Demske
John Donnell
Linda Langenstroer
Eric Waller

Strategic Planning
Bryan Albrecht
Brad Foley
Jerold Franke
David Geertsen
Mark Jaeger
Thomas Mahoney
Virginia Moran
Frank Pacetti
Michael Pollocoff
Jeffery Raduechel
Robert Terwall
Frank Unick
Susan Ventura

Patrick DeGrace
Thomas Laken, Jr.
Robert Nelson
Thomas Mahoney
Barbara Riley
Stanley Torstenson
A Look at KABA’s Membership

With over 300 members, KABA represents a diverse group of companies and individuals interested in the economic development of the Kenosha County Area. Members range in size from Fortune 100 companies to small business owners, sole proprietors, and individuals. Each member makes an annual dues investment in KABA based on the size of the business measured by the number of employees in the region.

Manufacturing firms represent the single largest segment within KABA’s membership, making up 19% of the total.

2009 KABA Membership by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>No.</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insurance, Legal &amp; Financial Services/Banking</td>
<td>40</td>
<td>12.7 %</td>
</tr>
<tr>
<td>Business Services</td>
<td>37</td>
<td>11.7 %</td>
</tr>
<tr>
<td>Construction &amp; Related Industries</td>
<td>34</td>
<td>10.8 %</td>
</tr>
<tr>
<td>(Including Engineering &amp; Architectural Services)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Government, Education &amp; Non-Profits</td>
<td>41</td>
<td>13.0 %</td>
</tr>
<tr>
<td>Health Care &amp; Related Industries</td>
<td>21</td>
<td>6.6 %</td>
</tr>
<tr>
<td>Individual Members</td>
<td>16</td>
<td>5.1 %</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>60</td>
<td>19.0 %</td>
</tr>
<tr>
<td>Real Estate</td>
<td>23</td>
<td>7.3 %</td>
</tr>
<tr>
<td>Retail Establishments</td>
<td>20</td>
<td>6.3 %</td>
</tr>
<tr>
<td>Telecommunications &amp; Utilities</td>
<td>5</td>
<td>1.6 %</td>
</tr>
<tr>
<td>Transportation, Logistics, Distribution, Packaging &amp; Shipping</td>
<td>19</td>
<td>6.0 %</td>
</tr>
</tbody>
</table>

Total 316 100%

With over 300 members, KABA represents a diverse group of companies and individuals interested in the economic development of the Kenosha County Area. Members range in size from Fortune 100 companies to small business owners, sole proprietors, and individuals. Each member makes an annual dues investment in KABA based on the size of the business measured by the number of employees in the region.

Manufacturing firms represent the single largest segment within KABA’s membership, making up 19% of the total.
# 2009 KABA Membership Listing

## Banking
- AM Community Credit Union
- Bank of America
- Bank of Kenosha
- Chase Bank
- Community State Bank
- Educators Credit Union
- First Banking Center
- Gateway Mortgage Corporation
- Johnson Bank
- M & I Marshall & Ilsley Bank
- North Shore Bank
- Southern Lakes Credit Union
- Southport Bank
- State Bank of the Lakes
- Tri City National Bank (formerly Bank of Elmwood)
- US Bank

## Business Services
- Accurate Printing Company, Inc.
- Arvato Digital Services
- Ascedia, Inc.
- Badger Press Photographics, Inc.
- Colerget Group, LLC
- Dooley & Associates LLC
- Econoprint
- Employment Solutions Network, Inc.
- Equity Brand Design
- Express Employment Professionals
- GS Marketing Group, Inc.
- Hallum Enterprises, Inc.
- Knoll
- Lee Hecht Harrison
- Leitch Printing Corporation
- Len laQuinta’s Excellence in Communications, Inc.
- Manpower, Inc.
- Martin Group
- MG Design Associates Corp.
- MRA
- Office Depot
- Offsite, LLC
- Outstanding Graphics
- Paul Reilly Company
- Platinum Systems, Inc.
- PPG Management Consultants LLC
- PR Etc.
- Professional Services Group, Inc.
- QPS Employment Group
- RECON
- Reilly, Penner & Benton LLP
- Rentsys Recovery Services, Inc.
- Simplified Staffing, Inc.
- SSP-BPI Group
- Suite Imagery, LLC
- Terken, Inc.
- Tirabassi, Felland & Clark, LLC

## Construction & Related Industries
- Bane-Nelson, Inc.
- Berghammer Construction Corp.
- Bukacek Construction (formerly BCI Group)
- Camosy Construction
- Cicchini Asphalt, LLC
- Concrete Specialties Co. Kenosha (formerly Modern Building Materials, LLC)
- Dickow-Cyzak Tile Company
- Electrical Contractors of WI, Inc.
- Great Lakes Electric
- J. H. Findorff & Son Inc.
- Keller, Inc.
- Lee Plumbing Mechanical Contractors, Inc.
- Martin Petersen Company, Inc.
- Nielsen Building Systems, Inc.
- North American Salt
- Plumbers and Steamfitters Local #118 UA.
- Rasch Construction & Engineering, Inc.
- RIC Electric (Audenby Electric, Inc. dba)
- Riley Construction Co., Inc.
- RJ Underground, Inc.
- Ruffalo Painting Company, Inc.
- Scherrer Construction Co., Inc.
- The Bristol Group
- ThirdoTile & Marble, Inc.
- United Scrap, Inc.
- Wilmot Woodworks, Inc.
- Wisconsin Fuel & Heating

## Engineering & Architectural Services
- Clark Dietz, Inc.
- Crispell-Snyder, Inc.
- Eppstein Uhen Architects
- JSD Professional Services, Inc.
- Kueny Architects, LLC
- Partners in Design Architects, Inc.
- Ruekert Mielke

## Government & Education
- Armitage Academy
- Carthage College
- Central High School District of Westosha
- City of Kenosha
- Concordia University-Wisconsin
- Dale Carnegie Solutions
- Gateway Technical College
2009 KABA Membership Listing

Government & Education, cont.

Herzing University
Kenosha County
Kenosha Job Service/DWD/DWS
Kenosha Unified School District
Sodexo @ University of Wisconsin-Parkside

St. Joseph High School
The Prairie School
Town of Brighton
Town of Bristol
Town of Paris

Town of Salem
Town of Somers
Town of Wheatland
University of Wisconsin-Parkside
Village of Paddock Lake

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

Health Care & Related Industries

Abbott Laboratories
Arvasi Spa
Aurora Health Care
Business Health Care Group of Southeast Wisconsin
Bradshaw Medical, Inc.
Children’s Hospital of WI-Kenosha

Dental Associates, Ltd., Kenosha
Dr. Dale Willoughby, DDS
Dr. Jeanne S. Vedder, M.D.
Dr. John R. Crawford, D.D.S., M.S., S.C.
Dr. Steven Schwimmer, D.O.
Drs. Fullin, Manda, Kreager & Abbo, LLC

Drs. Ganesh & Bharathi Pulla
Genesis Medical Center of Kenosha, S.C.
Hospice Alliance, Inc.
Hospira Worldwide, Inc.
Interconnections
Kenosha Community Health Center, Inc.

Kenosha Radiology Center
Kenosha Visiting Nurse Association & Affiliates
Piasecki Althaus Funeral Home
Snap Fitness
Sports Physical Therapy & Rehab Specialists
United Hospital System

Individual Members

Warren S. Blumenthal
Howard J. Brown
Jerold Franke
Ronald Frederick

David M. Geertsen
Robert E. Heiderman CLU, ChFC, CLTC
Carl Holborn
State Rep. Samantha Kerkman

Wayne E. Koessl
County Executive James Kreuser
Michael F. Montemurro
Clifton Peterson, M.D.

State Rep. John Steinbrink
Alan Swartz
Stanley Torstenson
Greg Wernisch

Insurance, Legal & Financial Services

A.B. Schmitz Agency, Inc.s
Andrea & Orendorff, LLP
AXA Advisors, LLC
Barnes Law Office
Clifton Gunderson, LLP
David Insurance Agency
Devson & Mulligan, Ltd.

Ehlers and Associates, Inc.
Eugene J. Brookhouse, S.C.
(formerly Brookhouse Law Offices)
Gateway Mortgage Corporation
Godin, Geraghty & Puntillo, S.C.
Gottormsen, Hartley, Wilk & Higgins, LLP
Landmark Title Corporation

Lindner & Marsack, S.C.
Madrigano, Aiello & Santarelli, LLC
Michael Best & Friedrich LLP
O’Connor, DuMlez, Alia, & McTernan, S.C.
Reinhart Boerner & Van Deuren S.C.
Scott Olson CPA

Seymour & Associates, S.C.
Terry Nolan of Northwestern Mutual
Trottier Insurance Group
Valeri Agency, Inc.
Villani, Becker & Larsen S.C.
Wells Fargo Advisors (formerly Wachovia Securities)

Manufacturing

Abbott Laboratories
Abatron, Inc.

ACCO Brands
Air Flow Technology, Inc.

Allied Plastics, Inc.
Anderson Manufacturing Co., Inc.

Asyst Technologies, LLC
Badgerland Products, Inc.
2009 KABA Membership Listing

Manufacturing, cont.

Beckart Environmental, Inc.
Bio Fab Technologies, Inc.
Bothe Associates Inc.
Bradshaw Medical Inc.
Branko Perforating FWD., Inc.
Calumet Diversified Meats, Inc.
Centrisys Corporation
Chrysler, LLC
Contact Rubber Corporation
Cordeck
Elite Metal Finishing
Expanded Technologies Corp.
Fair Oaks Farms, LLC
Finishing & Plating Service, Inc.
Five Star Fabricating, Inc.
GEM Manufacturing Inc.
Heartland Produce Co.
Horizon Milling LLC
IEA, Inc.
IRIS U.S.A., Inc.
ITO Industries, Inc.
Jelly Belly Candy Company
Jockey International, Inc.
Kenosha Beef International, Ltd.
Kenosha Lumber & Manufacturing Company, Inc.
Kenosha News
Lakeside Steel & Manufacturing Co.
LMI Packaging Solutions, Inc.
Matthews Paint Co.
Mid-America Bag LLC (formerly CPI Plastics Group, Inc.)
Monarch Plastics, Inc.
NitroSteel - Division of GerdauMacsteel
Norstan, Inc.
Northlake Engineering, Inc.
Ocean Spray Cranberries, Inc.
Ocenco, Inc.
Parker Plastics, Inc.
Powerbrace Corporation
PPC Industries, Inc.
Pride Abrasive, Inc.
Puratos Chocolate USA
Reflective Concepts, Inc.
Rehrig Pacific Company
Roundy's Supermarkets, Inc.
Rust-Oleum Corporation
S.C. Johnson & Son
Sanmina-SCI
Snap-on Incorporated
ST Specialty Foods
Vista International Packaging, LLC
Wickeder Steel Company
Xten Industries LLC
ZF Electronics Corporation

Non-Profits

Boys & Girls Club of Kenosha
Goodwill Industries of Southeastern Wisconsin, Inc.
I.B.E.W. Local 127
Kenosha Achievement Center, Inc.
Kenosha Area Chamber of Commerce, Inc.
Kenosha Area Convention & Visitors Bureau
Kenosha Community Foundation
Kenosha Country Club
Kenosha Human Development Services, Inc.
Kenosha YMCA
Lake County Partners
Twin Lakes Area Chamber & Business Assoc., Inc.
United Way of Kenosha County
Wisconsin Manufacturing Extension Partnership
Women and Children’s Horizons, Inc.

Real Estate

American Land Development, LLC
Bear Realty of Kenosha, Inc.
CenterPoint Properties
Darwin Realty & Development Corp.
First Industrial Realty Trust, Inc.
JAM Investment Properties
Janko Group
Lee & Associates of Illinois LLC
Legacy Property Management Services, LLC
MPM Property Management Inc.
Paine/Wetzel ONCOR International
Panattoni Development Co., LLC
Petretti Builders & Developers
Phaistos Group WI
Pitts Brothers & Associates LLC
Prudential Premier Properties
Riley Management, LLC
Stanich & Stanich, LLC
The Club at Strawberry Creek
Tim O’Brien Homes
Towne Investments
Tri-State Realty, Ltd.
WISPARK LLC

Retail Establishments

Best Western Executive Inn
Best Western Harborside Inn & Kenosha Conference Center
Candlewood Suites
Crown Trophy & HTE Promotional
Flowers by Joseph, Inc.
Home Run Family Restaurant
Jay-Be Collision Repair Center
Kentucky Fried Chicken
Lake County Fielders
Lakeside Music, LLC
McDonald’s Corporation
Paielli’s Bakery, Inc.
Prime Outlets at Pleasant Prairie
2009 KABA Membership Listing

Retail Establishments, cont.

Radisson Hotel & Conference Center
Rode’s Camera & Photo Supplies
Southport Plaza, LP
Spiegelhoff’s Supervalu
Tenuta’s Delicatessen & Liquors, Inc.
Total Furniture
Twin Lakes Country Club Golf Course

Telecommunications & Utilities

Kenosha Water Utility
McTernan Wireless / Mobile One
TDS - Waukesha
We Energies
We Energies-Milwaukee

Transportation, Logistics, Distribution, Packaging & Shipping

Affiliated Foods Midwest-Kenosha
All Solutions, LLC
C.H. Robinson Worldwide, Inc.
Cool Runnings
Exel
Gordon Food Service
Hansen’s Pool & Spa Inc.
Hospira Worldwide Inc.
Jantz Auto Sales, Inc.
JHT Holdings, Inc.
Lotus Light Enterprises
Mann Warehouse
Palmen Motors, Inc.
Pepsi Americas
Pulera Collision Auto Care Center
SuperValu, Inc.
Uline, Inc.
Volkswagen Group of America, Inc.
Yamaha Motor Corp., USA
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