



20KABA09

annual report



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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,

A handwritten signature in black ink that reads "Barbara J. Riley". The script is fluid and cursive.

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 its 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.

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.

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







#### Recommended Industry Targets:

- Professional services
- Clean tech
- Transportation & Logistics
- Advanced Manufacturing
- Biomedical & Life Sciences
- Food Processing



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.

Kenosha First Vision  
Statement: Kenosha  
County is 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.

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

**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.**



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.**

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.

## CEO ROUNDTABLE

Building Business > Building Community

**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.**

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.



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.

## ULINE

SHIPPING SUPPLY SPECIALISTS

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.

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.



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.





# 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.



“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

## 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.



## 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.

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.

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.



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 Wirth 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 of Pleasant Prairie President John Steinbrink was held in April.



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.



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.

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.



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.



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.



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 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



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.



# 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.



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.

## 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.

# Carthage College

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

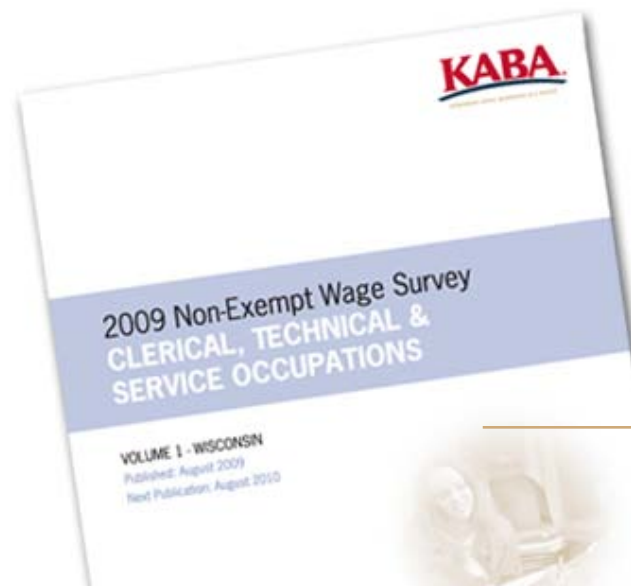
In 2009, KABA provided 37 training programs and workshops to 269 individuals from 75 different area employers. Four HR Roundtables were held with 34 individuals attending. Courses included:

- 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

KABA maintains a comfortable and convenient training room at our office and selects expert trainers from a network of experienced professionals.



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.





KABA held a Key Issues Breakfast featuring Krista McMasters, CEO of the national CPA firm Clifton Gunderson, in February. Ms. McMasters delivered a presentation about Leadership Success/Attracting & Retaining Talent in February.

“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

The Kenosha Area  
Business Alliance  
Foundation, Inc. was  
founded in 1996.

# 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 Gentner  
Kimberly George  
Juli Georno  
Gary R. Gerlach  
Jackie Ganeselli  
Edwin Giboyeaux  
Michelle Gilbert  
Jean Glitzky  
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 Heiring  
Amy L. Henn

Dawn Herrmann  
Vickie Hessefort  
Thomas Hessefort  
Judith Hinze  
Robert Hofer  
Daisy Huber  
Cheryl Ide  
Diana Ide-Gonzalez  
Achille (Kelly) Infusino  
Nick Infusino  
William (Bill) Johnston  
Ann Kelly  
Kelly Koblenki  
Linda Langenstroer  
Debbie Lawler  
Joseph Leonardi  
Kevin Loef  
Monica MacDonald  
Susan Margetson  
Michelle Martinez  
Natasha Massey  
Molly McCann  
James McPhaul  
Karin Meade  
Ingrid Meffle  
Kevin W. Metallo  
Sasha Mika  
John A. Milisaukas  
Jonathan Miller  
Rosanna Molinaro  
Brian Morton  
Teri Muehlbauer



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.



Sherri Arnold  
Maria Bartholomew  
Todd Battle  
Juanita (Nita) Becker  
Sally Berzinsky  
Patricia Billips  
Richard Borman  
Elizabeth Bower  
Barbara Brevier  
Eugene J. Brookhouse

Patricia Jo Caira  
Treopia Cannon  
Janice (Jan) Caputo  
Ben Chemerow  
Ellie Chemerow  
Delia Chiappetta  
Stephanie Christenson  
Cassandra Courtright-Krusa  
Jerry Cronin

Heather A. Navis  
Chad Navis  
Ashley Noble  
Carmela Parker  
Janet Parmentier  
Peggy Petersen  
Jonathan Pietkiewicz  
Silvana Presta  
Angela Preston  
Adam Prust  
Barbara Randolph  
Harry Rarick  
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



Kathy Sinclair  
Terri Sinnot-Chardukian  
Deneen Smith  
Paul Stender  
Linda Stephens  
Rebecca Stevens  
Beverly (Bunny)  
Stoops

Randi Suttles  
Charles Talbert  
Scott Tench  
Henry Thurman  
Gina Torrez  
Matt Troha  
Debra Tutlewski  
Daphne Ursu

Heather VanHaelewyn  
Linda Ventura  
Sherry Wallace  
Eric Waller  
Fran Wargolet  
Jeannie Wawiorka  
Christine White  
Sheryl Zaionc

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  
Grand Appliance & TV

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  
Madrigano 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

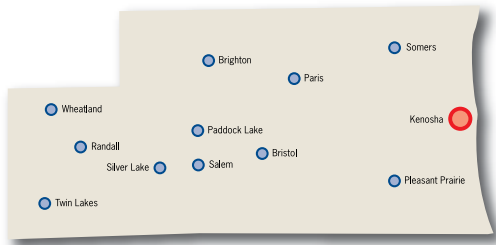
Sanofi-aventis  
Schnaare's Heating, Air Conditioning & Insulation  
Sign-A-Rama  
Southport Bank  
SuperValu, Inc.  
Towne Investments  
Travelers Insurance  
United Hospital System  
Village of Pleasant Prairie  
Wachovia Securities  
Walgreens  
ZF Electronics Corporation



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.





Through its participation with the Kenosha County Transit Planning Advisory Committee, KABA helped gather information regarding public transit needs of companies and their employees in an attempt to better align bus routes and schedules to serve the area's major employers and their labor force.



KABA supported the recommendations of the Southeast Wisconsin Regional Transit Authority (RTA) and the proposed Kenosha - Racine - Milwaukee (KRM) commuter rail project. The RTA voted to recommend up to a 0.5% sales tax to provide an adequate, stable funding source for local transit systems, regional transit connections including KRM Commuter Rail, and removing existing transit costs from the property tax.

“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



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

- Alex Cooke, TIP Strategies, Inc.



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 web site in November.



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 web site.

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: KABAConnectHere. 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.





# Financial Information

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

	(Unaudited) 2009	(Unaudited) 2008
<b>Assets</b>		
Cash & Short Term Investments	\$12,546,983	\$10,934,592
Notes Receivable Less Allowance for Doubtful Accounts	\$13,708,830	\$15,938,116
Other Assets	\$539,620	\$ 430,550
Total	\$26,795,433	\$27,303,259
<b>Fixed Assets</b>		
Property & Equipment Net of Accumulated Depreciation	\$12,066,727	\$12,072,986
<b>Total Assets</b>	<b>\$38,862,160</b>	<b>\$39,376,244</b>
<b>Liabilities</b>		
Accounts Payable & Other Short Term Liabilities	\$564,469	\$509,502
Custodial Funds	\$187,047	\$187,047
Refundable Deposits	\$12,000,000	\$12,000,000
Total Liabilities	\$12,751,866	\$12,696,549
<b>Net Assets</b>		
Unrestricted	\$10,013,862	\$10,999,881
Temporarily Restricted	\$1,005,361	\$-
Permanently Restricted	\$15,091,071	\$15,679,814
Total Net Assets	\$26,110,294	\$26,679,695
<b>Total Liabilities and Net Assets</b>	<b>\$38,862,160</b>	<b>\$39,376,244</b>

# Financial Information

Kenosha Area Business Alliance, Inc. and its Subsidiary

Consolidated Statement of Activities - All Funds

Compiled for the Years Ending:

	(Unaudited) 2009 Operating	(Unaudited) 2009 Restricted Funds	(Unaudited) 2008 Operating	(Unaudited) 2008 Restricted Funds
<b>Revenues</b>				
Contract Services	\$165,000	\$-	\$165,000	\$-
Membership Dues	\$202,709	\$-	\$220,573	\$-
Loan Service Fees	\$25,585	\$-	\$60,486	\$-
Training	\$36,066	\$-	\$78,977	\$-
New Revolving Loan Fund Contracts	\$-	\$-	\$-	\$1,000,000
Interest (Bank, Short-Term Investments & Notes)	\$2,039	\$708,119	\$8,388	\$932,177
Revolving Loan Fund Administration	\$475,757	\$-	\$457,664	\$-
Other	\$67,558	\$4,229	\$79,737	\$6,233
Total Revenue	\$974,713	\$712,349	\$1,070,823	\$1,938,410
<b>Expenses</b>				
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
<b>Change In Net Assets</b>	<b>\$102,591</b>	<b>\$(673,160)</b>	<b>\$(2,129)</b>	<b>\$1,083,547</b>

# Financial Information

Kenosha Area Business Alliance Foundation, Inc.

Statement of Financial Position

Compiled for the Years Ending:

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

# Financial Information

Kenosha Area Business Alliance Foundation Inc.

Statement of Activities

Compiled for the Years Ending:

	(Unaudited) 2009	(Unaudited) 2008
<b>Revenues</b>		
Interest & Investments	\$34,579	\$(40,003)
Golf Outing	\$39,591	\$39,832
Rental	\$134,000	\$128,000
Marketing	\$-	\$4,050
Miscellaneous	\$1,100	\$-
Total Revenue	\$209,270	\$131,879
<b>Expenses</b>		
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
<b>Change In Net Assets</b>	<b>\$55,108</b>	<b>\$(29,932)</b>



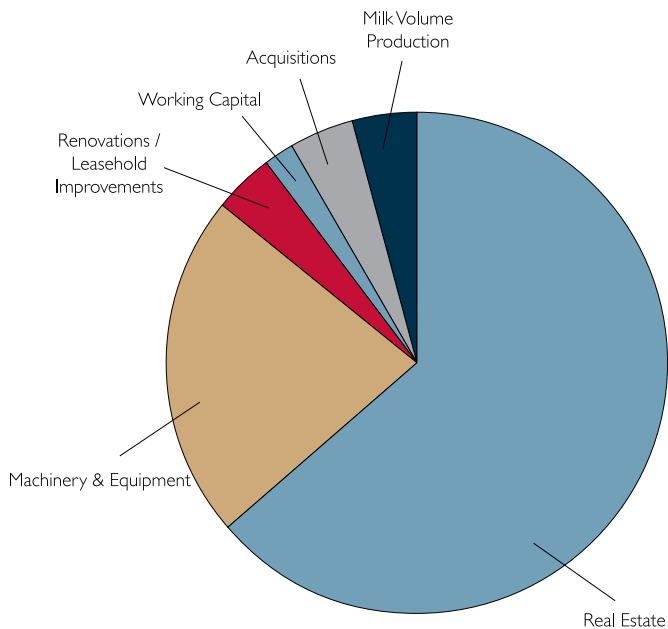
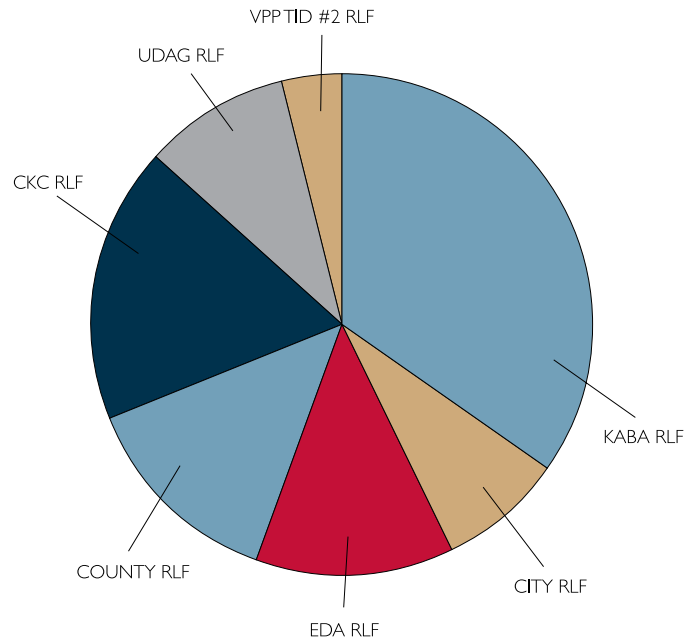
# Financial Information

## Supplemental Information

### Loan Allocation by Revolving Loan Fund (RLF)

	Total*	Percent
KABA RLF	\$9,434,820	34.7%
CITY RLF	\$2,256,974	8.3%
EDA RLF	\$3,410,342	12.6%
COUNTY RLF	\$3,649,429	13.4%
CKC RLF	\$4,805,788	17.7%
UDAG RLF	\$2,589,022	9.5%
VPP TID#2 RLF	\$1,004,686	3.7%
Total	\$27,151,061	100.0%

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



### Loan Uses

	Number*	Percent
Real Estate (Land/Building/Expansion)	29	61.7%
Machinery & Equipment	11	23.4%
Renovations/Leasehold Improvements	2	4.3%
Working Capital	1	2.1%
Acquisitions	2	4.3%
Milk Volume Production	2	4.3%
Total	47	100.0%

\*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.

Borrower/Business	KABA Financing	Additional Financing Leveraged	Total Project Cost	Employment Impact - Jobs Created/Retained	Participating Lender/Entity
Centrealstate, Inc. (1)	\$1,089,000	\$1,632,580	\$2,721,580	68	Bank of Kenosha
GKP Properties, LP (2)	\$1,392,750	\$1,652,250	\$3,045,000	75	Johnson Bank
ACCO Brands	\$750,000	\$1,320,000	\$2,070,000	115	WI Dept. of Commerce
<b>Totals</b>	<b>\$3,231,750</b>	<b>\$4,604,830</b>	<b>\$7,836,580</b>	<b>258</b>	

Dollar amounts are approximate.

(1) Centrisys Corporation

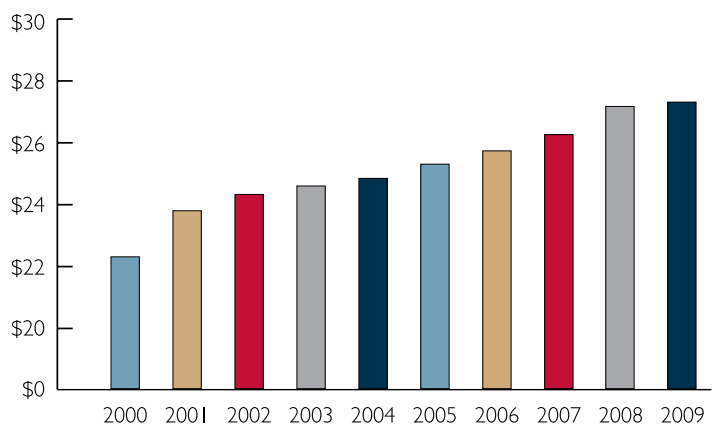
(2) Bradshaw Medical, Inc.

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.

### Revolving Loan Fund (RLF) Assets

(Dollar numbers in millions)



# 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 Bemby  
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 Geertsens  
Mark King  
Jeffrey Kostrzewa  
Ronald Kwasny  
David Nankin

### Executive

Barbara Riley, Chair  
David Barnes  
Patrick DeGrace  
Kenneth Fellman  
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

Patrick DeGrace  
Thomas Laken, Jr.  
Robert Nelson  
Thomas Mahoney  
Barbara Riley  
Stanley Torstenson

### Personnel

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

### Scholarship

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

### Strategic Planning

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



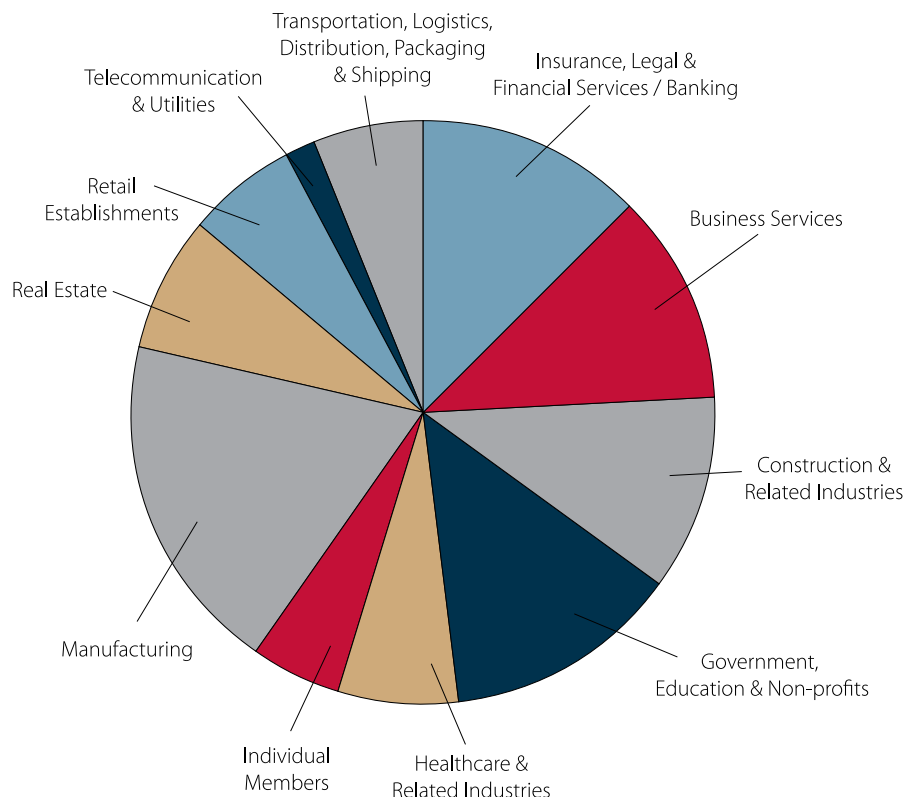
# A Look at KABA's Membership

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

Industry	No.	Percent
Insurance, Legal & Financial Services/Banking	40	12.7 %
Business Services	37	11.7 %
Construction & Related Industries (Including Engineering & Architectural Services)	34	10.8 %
Government, Education & Non-Profits	41	13.0 %
Health Care & Related Industries	21	6.6 %
Individual Members	16	5.1 %
Manufacturing	60	19.0 %
Real Estate	23	7.3 %
Retail Establishments	20	6.3 %
Telecommunications & Utilities	5	1.6 %
Transportation, Logistics, Distribution, Packaging & Shipping	19	6.0 %
<b>Total</b>	<b>316</b>	<b>100%</b>



# 2009 KABA Membership Listing

## Banking

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

## Business Services

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

## Construction & Related Industries

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

## Engineering & Architectural Services

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

## Government & Education

Armitage Academy	Central High School District of Westosha	City of Kenosha	Dale Carnegie Solutions
Carthage College		Concordia University-Wisconsin	Gateway Technical College

# 2009 KABA Membership Listing

## Government & Education, cont.

Herzing University	St. Joseph High School	Town of Salem	Village of Pleasant Prairie
Kenosha County	The Prairie School	Town of Somers	Village of Silver Lake
Kenosha Job Service/DWD/DWS	Town of Brighton	Town of Wheatland	Village of Twin Lakes
Kenosha Unified School District	Town of Bristol	University of Wisconsin-Parkside	Wilmot Union High School District
Sodexo @ University of Wisconsin-Parkside	Town of Paris	Village of Paddock Lake	

## Health Care & Related Industries

Abbott Laboratories	Dental Associates, Ltd., Kenosha	Drs. Ganesh & Bharathi Pulla	Kenosha Radiology Center
Arvasi Spa	Dr. Dale Willoughby, DDS	Genesis Medical Center of Kenosha, S.C.	Kenosha Visiting Nurse Association & Affiliates
Aurora Health Care	Dr. Jeanne S. Vedder, M.D.	Hospice Alliance, Inc.	Piasecki Althaus Funeral Home
Business Health Care Group of Southeast Wisconsin	Dr. John R. Crawford, D.D.S., M.S., S.C.	Hospira Worldwide, Inc.	Snap Fitness
Bradshaw Medical, Inc.	Dr. Steven Schwimmer, D.O.	Interconnections	Sports Physical Therapy & Rehab Specialists
Children's Hospital of WI-Kenosha	Drs. Fullin, Manda, Kreager & Abbo, LLC	Kenosha Community Health Center, Inc.	United Hospital System

## Individual Members

Warren S. Blumenthal	David M. Geertszen	Wayne E. Koessl	State Rep. John Steinbrink
Howard J. Brown	Robert E. Heiderman CLU ChFC CLTC	County Executive James Kreuser	Alan Swartz
Jerold Franke	Carl Holborn	Michael F. Montemurro	Stanley Torstenson
Ronald Frederick	State Rep. Samantha Kerkman	Clifton Peterson, M.D.	Greg Wernisch

## Insurance, Legal & Financial Services

A.B. Schmitz Agency, Inc.s	Ehlers and Associates, Inc.	Lindner & Marsack, S.C.	Seymour & Associates, S.C.
Andrea & Orendorff, LLP	Eugene J. Brookhouse, S.C. (formerly Brookhouse Law Offices)	Madrigano, Aiello & Santarelli, LLC	Terry Nolan of Northwestern Mutual
AXA Advisors, LLC	Gateway Mortgage Corporation	Michael Best & Friedrich LLP	Trottier Insurance Group
Barnes Law Office	Godin, Geraghty & Puntillo, S.C.	O'Connor, DuMez, Alia, & McTernan, S.C.	Valeri Agency, Inc.
Clifton Gunderson, LLP	Guttormsen, Hartley, Wilk & Higgins, LLP	Reinhart Boerner & Van Deuren S.C.	Villani, Becker & Larsen S.C.
David Insurance Agency	Landmark Title Corporation	Scott Olson CPA	Wells Fargo Advisors (formerly Wachovia Securities)
Davison & Mulligan, Ltd.			

## Manufacturing

Abbott Laboratories	ACCO Brands	Allied Plastics, Inc.	Asyst Technologies, LLC
Abatron, Inc.	Air Flow Technology, Inc.	Anderson Manufacturing Co., Inc.	Badgerland Products, Inc.

# 2009 KABA Membership Listing

## Manufacturing, cont.

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

## Non-Profits

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

## Real Estate

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

## Retail Establishments

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



# 2009 KABA Membership Listing

## Retail Establishments, cont.

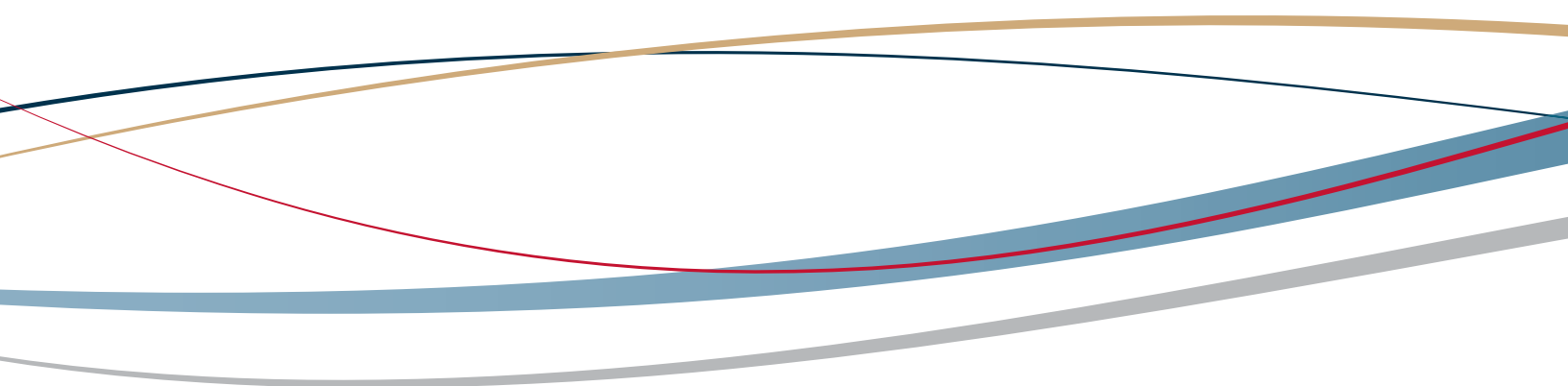
Radisson Hotel & Conference Center	Southport Plaza, LP	Total Furniture
Rode's Camera & Photo Supplies	Spiegelhoff's Supervalu	Twin Lakes Country Club Golf Course
	Tenuta's Delicatessen & Liquors, Inc.	

## Telecommunications & Utilities

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

## Transportation, Logistics, Distribution, Packaging & Shipping

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



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

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*Some of the photography included in this publication is courtesy of the Kenosha Area Convention & Visitors Bureau and Kenosha Community Media.*

