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.

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 investors and the community to ensure quality growth, a robust economy and a positive business climate for the Kenosha area.
MESSAGE FROM THE CHAIRMAN

Dear KABA Members,

As your outgoing Chairman of the Board, I want to express my sincere gratitude for allowing me to serve in this position. It has been an honor to represent KABA at many area functions throughout my term. The strong and efficient leadership of the KABA staff and having an active and knowledgeable board made it easy to carry out my responsibilities. It has been a pleasure.

Respectfully,

Stanley J. Torstenson, Chair

MESSAGE FROM THE PRESIDENT

Dear Investors,

I am pleased to share the 2011 Annual Report for the Kenosha Area Business Alliance on behalf of the board of directors, committees, and staff.

As detailed in the report that follows, we continue to make significant progress toward the five primary goals outlined in the Kenosha First strategic plan.

Each of these elements is important to the overall economic development success of the community. A particular emphasis in 2011 was placed on jump-starting Downtown revitalization. KABA made a sizable commitment to this effort by converting a 90-year old, vacant commercial building into a new Jockey Factory Store and professional office space to serve as KABA’s permanent home. Additionally, the development of an updated development and investment strategy for Downtown was commissioned and has been initiated. A vibrant and thriving Downtown will greatly enhance the image of the community and support our economic and talent development initiatives.

As the economic recovery continues, particularly in the industrial sector, workforce development will also remain a high priority. We need to ensure that there is alignment between the skills of the community’s labor force and the hiring demands of area employers. It became increasingly evident in 2011 that job creators are having a difficult time finding skilled workers, while the number of unemployed remains persistently high. We need to address this.

As we move into 2012, we want to thank you for your past generous support of KABA and its economic development mission. We look forward to your continued support and involvement in the coming year and beyond.

Sincerely,

Todd Battle, President
KABA moved into its new Downtown offices on June 27, 2011. It purchased a 14,000-square-foot building at 5500 Sixth Avenue in February 2011 and renovated it substantially, bringing vitality to a structure that had been vacant for over a decade. The historic building is in the heart of Downtown with beautiful views of Kenosha’s harbor and Lake Michigan. KABA converted the second floor into professional office space and will occupy approximately 3,800 square feet.

The $1.5 million project is an outgrowth of KABA’s 2009 strategic plan, Kenosha First. That blueprint strongly recommended additional focus on Downtown development initiatives.

Jockey International, Inc. signed a lease to occupy retail space on the 7,100-square-foot lower level of the two-story building.

Jockey relocated its existing 39th Street Closeout Center (4200 39th Ave.) to the Downtown location, offering discounted products and a unique assortment of value and closeout merchandise, unavailable at other Jockey stores. In addition, Jockey used a portion of the space to showcase memorabilia spanning its long history in Kenosha.

In late May 2011, Jockey International, Inc. held the Jockey Outlet Store grand re-opening. The event, bolstered by the appearance of company spokesman and NFL quarterback Tim Tebow, drew hundreds of people.

Jockey has been a part of the fabric of Kenosha for almost 120 years. Having a downtown store location is a great way to demonstrate Jockey’s commitment to serve the Kenosha community and I believe that the design of this store makes it a place that all Kenoshans can be proud of.

– Debra Waller, Jockey Chairman & CEO
BOARD OF DIRECTORS

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

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

Secretary
Susan Ventura
Senior Vice President &
Chief Operating Officer,
United Hospital System, Inc.

Treasurer
Patrick DeGrace
Director of Customer Care,
Hospira, Inc.

William Abt
Vice President for Administration and Business,
Carthage College

Bryan Albrecht
President,
Gateway Technical College

Marvin Bembry
Director, State and Local Government Affairs, Abbott

Guy Bradshaw
Chairman & Chief Executive Officer,
Bradshaw Medical, Inc.

William Chew
Regional President,
SuperValu, Inc.

Susan Crane
Director of Customer Services,
We Energies

Matthew Davidson
Chief Executive Officer,
Xten Industries, Inc.

Ken Dowdell
Vice President & Publisher,
Kenosha News

Kenneth Fellman
Senior Vice President-
Consumer Banking Manager,
Johnson Bank

Dr. Deborah Ford
Chancellor,
University of Wisconsin - Parkside

Timothy Geraghty
Attorney,
Godin, Geraghty, Puntillo, Camilli, S.C.

David Hagman
Chief Executive Officer,
Vista International Packaging, LLC

Dr. Michele Hancock
Superintendent of Schools,
Kenosha Unified School District No. 1

William Hardt
President,
Northlake Engineering, Inc.

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

Karla Krehbiel
Senior Vice President,
Johnson Bank

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

Barbary Riley
Vice President –
Business Development,
Riley Construction Co., Inc.

Carl Schultz
President,
Five Star Fabricating, Inc.

Gregg Thompson
Chief Executive Officer;
Bukacek Construction

Frank Unick
Chief Financial Officer,
Uline, Inc.

Peter Valeri
President,
Valeri Agency, Inc.

Dennis Vignieri
President,
Kenoshas Beef International, Ltd.

Timothy Woods
Director Manufacturing & Operations NA,
S.C. Johnson & Son
COMMITTEES

Audit
Virginia Moran, Chair
Sue Block
David Geertsen
Kathleen Goessl
Ron Kwasny
David Nankin
Karl Ostby

Executive
Stanley Torstenson, Chair
Patrick DeGrace
Kenneth Fellman
Timothy Geraghty
William Hardt

Finance
Dr. David Wright, Chair
Perry Bishop
Tom Camilli
Jay Cashmore
Gerald Demske
Andrew Dodge
Jens Emerson

Wayne Kottka
Heather Kraeuter
Wes Ricchio
Andy Vogel

Nominating
Patrick DeGrace
Jerold Franke
David Geertsen
Mark Jaeger
Virginia Moran
Robert Terwall
Stanley Torstenson
Barbara Riley

Personnel
Stanley Torstenson, Chair
Jerold Franke
Virginia Moran
Frank Unick

Scholarship
Kenneth Fellman, Chair
Laura Bush
Treopia Cannon
Gerald Demske
John Donnell
Linda Langenstroer

Downtown Development
Mayor Keith Bosman
Janet Dietrich
Mark Fedyk
Deanna Goodwin
Joseph Madrigrano Jr.
Mark Molinaro, Jr.
Lou Molitor
Virginia Moran
David Nankin
Dr. Julio Rivera
Ald. Theodore Ruffalo
Ric Schmidt Jr.
Randall Troutman

STAFF

Todd Battle
President
Lisa Feltson
Administrative Assistant
Teri Muehlbauer
Office Manager

Bedry Noble
Director of Marketing
Brian Rademacher
Director of Economic Development
Richard Rodenbeck
Director of Business Finance
In late 2008, KABA engaged TIP Strategies, Inc., an Austin-based economic development-consulting firm, to assist in developing an economic development plan for Kenosha County. The seven-month process incorporated input and ideas from key stakeholders throughout the county. The resulting report – ‘Kenosha First: An Economic Development Strategy for Kenosha County: The Next Phase’ – was adopted in 2009 and has served as the blueprint for KABA’s economic development activities to date. The following pages detail specific progress toward the plan’s five primary goals:

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, retain, and engage talent.
4. Ensure all parts of the county are economically, digitally, and physically connected.
5. Build a distinct image and brand for Kenosha County.

Kenosha First’s Vision: Kenosha County is the premier destination for new investment and talent in the Chicago-Milwaukee corridor.

Catalyst Exhibits chose Kenosha County as the site of its new facility. The trade show exhibit manufacturer, previously located in Crystal Lake, IL, signed a long-term lease to occupy a 144,000 SF building in Pleasant Prairie’s LakeView Corporate Park in and invested $2.5 million to renovate and equip the new facility.

Four Kenosha County companies were recognized as a Wisconsin Company to Watch at an awards program presented by the Wisconsin Entrepreneurs Network on behalf of the Edward Lowe Foundation. Honored at the May ceremony was Centrisys Corporation, Equity Creative, Regulatory Compliance Associations and Xten Industries.
1. Support and expand the existing base through business retention and consolidation strategies.

When it comes to Kenosha’s sheer business potential, the conversation may begin with location, but it doesn’t end there. Companies that have made this area their home know firsthand about Kenosha’s pro-business environment, dedicated business development organization, strong labor force and high quality business parks. For them, Kenosha is the perfect spot to expand their operations. And available financing and incentives, as well as lower costs of doing business only strengthen the argument.

Eight fast-growing, innovative Kenosha County companies were honored at the 2011 Business Excellence Awards in November. Almost 350 people attended the awards dinner presented jointly by KABA and the Kenosha Area Chamber of Commerce, and sponsored by Johnson Bank. Honored at the dinner program were Xten Industries - Business of the Year; GEM Manufacturing - Small Business of the Year; Craig Deaton (Gateway Mortgage Corporation) - Entrepreneur of the Year; Allied Plastics, Equity Creative, Five Star Coatings Group, Offsite, and RJ Underground were named ‘Fast Five’, recognizing fast-growing companies in Kenosha County.

Matthew Davidson (CEO) & Bill Renick (President), Xten Industries
Rob (President) & Kevin Gottschalk (CEO), GEM Manufacturing

KABA’s CEO Roundtable continues to be a valuable resource for many Kenosha County business owners, who meet monthly to discuss key issues and best practices. In June, the eleven members met with Congressman Paul Ryan for a listening session.
The Business Development Program

KABA has redoubled its efforts to support and expand the existing business base. The Business Development Program is designed to gather insight from business leaders about the community – insight on their efforts to build sustainable and competitive organizations and their perspective on Kenosha County as a place to have a business and to do business. These visits afford KABA the ability to recognize opportunities and challenges, strengths and weaknesses and competitive advantages about the local economy. This focus helps to foster job creation, increase revenue and enhance Kenosha’s quality of life.

The Program has a threefold purpose:
1) Provide support, services, and solutions for challenges and opportunities identified by businesses.
2) Take the pulse of the County’s economy to identify key advantages and opportunities for growth.
3) Refine and develop enhanced development strategies for Kenosha County.

Since May 2011, 65 companies have participated in a business visit and include a diverse cross section of industry sectors. The companies are predominately small businesses and the majority (53%) serve a national market.

<table>
<thead>
<tr>
<th>Industry Sector</th>
<th>Percentage</th>
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<tr>
<td>Advanced Manufacturing</td>
<td>22%</td>
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<tr>
<td>Industrial Goods</td>
<td>19%</td>
</tr>
<tr>
<td>Transportation</td>
<td>19%</td>
</tr>
<tr>
<td>Consumer Goods Producer</td>
<td>8%</td>
</tr>
<tr>
<td>Retail Related Operations</td>
<td>8%</td>
</tr>
<tr>
<td>Durable Goods Producer</td>
<td>6%</td>
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<tr>
<td>Agriculture</td>
<td>5%</td>
</tr>
<tr>
<td>Building &amp; Construction</td>
<td>5%</td>
</tr>
<tr>
<td>Health Care &amp; Pharmaceuticals</td>
<td>2%</td>
</tr>
<tr>
<td>Technology/Information</td>
<td>2%</td>
</tr>
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</table>

KABA brought on Brian Rademacher in May to fill its newly created position of Economic Development Director. Brian’s primary focus is to implement a formal business retention and expansion program, helping companies succeed and grow in Kenosha County.
Overall, businesses are optimistic about future growth. 73% of responding businesses experienced increased sales, returning to pre-recession levels and in some instances surpassing them. Looking out two years, many firms anticipate new products due to technology improvements, new applications, and entering new markets. As a result of increased activity, 36% of companies expressed intentions to expand operations in the near future.

New products anticipated in the next 2 years

<table>
<thead>
<tr>
<th>Yes</th>
<th>73%</th>
</tr>
</thead>
<tbody>
<tr>
<td>No</td>
<td>27%</td>
</tr>
</tbody>
</table>

The majority of companies interviewed indicated that their employment needs are increasing. Firms are generally satisfied with the availability, quality, stability, and productivity of the workforce in the area. As employment needs pick-up, companies are increasingly seeking skilled production workers and professional acumen.

Workforce Rating*

<table>
<thead>
<tr>
<th>Availability</th>
<th>Quality</th>
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<tbody>
<tr>
<td>4.49</td>
<td>4.51</td>
</tr>
<tr>
<td>Stability</td>
<td>Productivity</td>
</tr>
<tr>
<td>5.13</td>
<td>5.18</td>
</tr>
</tbody>
</table>

* Based on a scale of 1 to 7, with 1 being low and 7 being high

Proximity to Chicago and Milwaukee, infrastructure, and strong and stable work ethic of employees are a few of the advantages to being located in Kenosha County. Companies identified the lack of amenities downtown and the shortage of skilled labor as some of the weaknesses. Over 80% of respondents would consider Kenosha for future expansion of their companies.

Top Community Strengths

1. Location
2. Workforce / Labor Market Attributes
3. Positive Business Climate

Top Community Weaknesses

1. Lack of Vibrant Corridors / Downtown Development
2. Labor-Skilled Worker Supply Inadequate
2. Position Kenosha County for long-term economic growth and vitality.

Kenosha County is one of the fastest growing areas in the state of Wisconsin. And with over five million square feet of industrial development since 2006, the potential for continued growth is great. A few of the companies that have recently made major investments in Kenosha County include ACCO Brands, Gordon Food Service, Mondi Akrosil and Uline. A bit unexpected? Sure. But that’s also what makes Kenosha so compelling.

TIM ROBERTS
President & CEO, Catalyst Exhibits

KABA partnered with the Racine County Economic Development Corporation (RCEDC) to host Wisconsin Secretary of Commerce Paul Jadin for a presentation regarding the new Administration’s perspective on economic development, including regulatory changes to Wisconsin’s tax climate, economic development programs and policies to make Wisconsin a better place to do business.

The Kenosha County High Impact Economic Development Fund was funded in February with $1 million investment from Kenosha County. County Executive Jim Kreuser’s 2012 budget includes an additional $500,000 contribution to the fund.

KABA co-hosted two Legislative Updates with the Kenosha Area Chamber of Commerce: U.S. Senator Ron Johnson and a State Senate Candidate Forum with Senator Robert Wirch and Challenger Jonathan Steitz.
The City of Kenosha’s Development Opportunity Zone, which comes with a $5 Million allocation of Wisconsin Corporate Income Tax Credits was established in 2011.

In August, Governor Walker signed a tax increment financing bill at Norstan in Pleasant Prairie that gives the Village the flexibility it needs to continue to use TID financing as a major economic development tool.


KABA hosted a session with WHEDA (Wisconsin Housing & Economic Development Authority) and area developers, investors, and financiers. WHEDA administers a number of programs that can apply to various urban development projects above and beyond just housing. This was an attempt to better understand their programs/tools, build awareness within the development community, and explore how to utilize.

Kenosha will take ownership and lead development of the 106-acre Chrysler site. An agreement was reached between its manager–Old Carco Liquidation Trust, the city, and the state. Federal and state money will pay for an environmental cleanup, including ten million dollars in federal Troubled Asset Relief Program (TARP) funds.
KABA strongly supports Young Leader’s in Kenosha (Y-Link) which continues to act on its mission to support and develop the 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, and opportunities to develop professional relationships.

Few leaders are intuitively effective in holding their employees accountable, creating inspiration and approaching each day with a mindset of service to employees!

3. Attract and retain talent.

DEBRA WALLER
Chairman of the Board & CEO, Jockey International, Inc.
Professional Development

KABA offers and coordinates training courses, workshops, webinars, briefings and roundtable discussions for its business members and the community. KABA maintains a comfortable and convenient training center at its office and can also coordinate customized, on-site training programs for individual companies.

In 2011, KABA provided 28 training programs and workshops for 309 individuals from 50 area employers. Three HR Roundtables were held with 24 individuals attending.

KABA introduced the Finance Roundtable in 2011 for finance professionals or middle/senior level finance managers at KABA member companies. KABA hosts business roundtables because we believe that the opportunity to dialog and network with other professionals provides real value for organizations by discussing “best practices” in handling real business challenges. Three Finance Roundtables were held in 2011 with 27 individuals attending.

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.

KABA hosted a candidate forum for the four candidates running for seats on the Kenosha Unified School Board. There was a chance for the business community to ask questions during the moderated discussion. KABA believes the educational system of a community has a direct affect on its economic development. Businesses need educated employees – today’s students are tomorrow’s workforce!

Finding and keeping the right people has an enormous impact on an organization’s performance. To ensure success, companies need to find employees who have the potential to be top performers. Kenosha has a reputation for having a labor force with a superior work ethic. Surprising? It shouldn’t be. After all, nearly 54% of Kenosha County residents 25 years and over have some post secondary education. And being able to tap the talent pools of both Chicago and Milwaukee doesn’t hurt either.
In 1996, the Kenosha Area Business Alliance Foundation, Inc. was formed to develop education initiatives with local Kenosha schools to increase graduation rates, improve the overall quality of education and foster the best educational system in the state.

Through this foundation, KABA plays an active role in the Kenosha Area’s education system including an elementary school mentoring program, annual scholarship awards, and support for various technology-related initiatives.

The KABA Foundation

2011 / 2012 Mentors

Angela Allen
Lisa Anderson
Diana Andrekus
Kelly Andreoli
Sherri Arnold
Beth Augustyniak
Maria Bartholomew
Todd Battle
Patty Bauer
Nita Becker
Sheryl Becker
Eric Belongia
Sally Berzinski
Bruce Bosman
Barbara Brever
Guida Brown
Neil Buchanan
Stacy Busby
Patricia Jo Caira
Jan Caputo
Delia Chiappetta
Stephanie Christenson
Ashley Cooper
Joan Dobbins
Andrew Dodge
Laura Donnell
Jay Eckholm
Kimberly Erdmann
Cindy Farmer
Dena Feingold
Amanda Felbab
Pat Finnamore
Janet Frederick
Karl Frederick
Margie Gentner
Juli Georno
Jackie Gianeselli
Edwin Giboyeaux
Jean Giltzy
Linda Godin
Maureen Goldstein
Deanna Goodwin
Adelene Greene
Alex Greno
Bill Harris
Miles Hartley
Tom Hartley
Jackie Hartley
Lori Heckel
Amy Henn
Dawn Hermann
Thomas Hessefort
Vickie Hessefort
Robert Hofer
John Hogan
Cheryl Ide
Kelly Infusino
Nick Infusino
Natasha Jennings
Bruce Johnson
Megan Jurvis
Pamela Kavalaukas
Diane Kentala
Kelly Koblenksi
Linda Langenstroer
Joseph Leonardi
Krystle Litz
Kevin Loef
Rachel Malsack
Tommy Malsack
Susan Margetson
Phil Marlotty
Shirley Marlotty
Molly McCann
James McPhaul
Karim Meade
Ingrid Meffle
Kevin Metallo
Sasha Mika
John Milisauskas
Rosanna Molinaro
Stacy Monson
Brian Morton
Ken Muehlbauer
Teri Muehlbauer
Maura Murphy
Rodney Nixon
Ashley Noble
Becky Noble
Terry Nolan
Carmela Parker
Janet Parmentier
Eric Perkins
Jonathan Pietkiewicz
Silvana Presta
Adam Prust
Barbara Randolph
Harry Ranck
Karen Reget
Barb Riley
Connie Rinaldi
Irene Robaidek
Marcy Romanowski
Ken Ropp
Lisa Ruediger
Rich Salisbury
Susan Scalzo
Hillary Schenk
Brenda Schmidt
Rosalie Schmitz
Tina Schmitz
Michelle Schroeder
Heather Schulz
George Sedloff
Nancy Sedloff
Lautauscha Shell
Bill Siel
Kathy Sinclair
Terri Sinnott-Char dukian
Deneen Smith
Eddie Snyder
Helene Sobin
Linda Stephens
Beverly Stoops
Danette Strickland
Randi Suttles
Scott Tench
Beverly Terry
Dustin Tody
Ismael Torres
Matt Troha
Debra Tutlewski
Daphne Ursu
Tamara Vendetta
Linda Ventura
Kristina Wamboldt
Fran Wargolet
Jeannie Wawiorka
Sheryl Zai onc

Today’s students are tomorrow’s workforce!
College Scholarship Program

Each year KABA awards thousands of dollars in college scholarships. In 2011, KABA awarded $20,000 to Kenosha County High School graduates pursuing higher education.

$4,000 scholarship recipients, planning to attend a four year college or university:

- Stephanie Althoff, Tremper High School, Western Michigan University, International Business
- Rebecca Bullis, St. Joseph Catholic Academy, University of Notre Dame, Biochemistry
- Brandon Dunk, LakeView Technology Academy, UW-LaCrosse, Microbiology/Biomedical Sciences
- Bradley Gorsline, Westosha Central High School, Princeton University, Mathematics
- Zachary Skanron, Tremper High School, UW-Madison, International Business & Marketing

KABA’s Scholarship Program is primarily funded by the Annual Scholarship Golf Classic, presented by TDS, and co-hosted by KABA and the Kenosha Area Chamber of Commerce. The 2011 outing raised over $27,000 for the education foundations of KABA and the Chamber.

Supporting STEM

The KABA Foundation actively promotes Science, Technology, Engineering and Math (STEM) in the K-12 Kenosha County school systems by sponsoring various programs and initiatives such as the robotics team at LakeView Technology Academy and the expansion of the “Project Lead The Way” curriculum at Wilmot Union High School.
A lot of communities talk about a high quality of life. But few can deliver as complete an offering as Kenosha County. Just what sets us apart? Great K-12 and higher education systems, a close-knit business community, a strong economy, 11 miles of Lake Michigan shoreline and a wide variety of arts and cultural offerings that include three world-class museums. All of these things, combined with an enviable location between two big cities, continue to drive Kenosha’s unexpected high quality of life.

According to the International Economic Development Council (IEDC), ensuring that a wide range of institutions and individuals have broadband access has never been more important given the increasingly interconnected global economy and its importance to local business growth.

Kenosha County recognizes this and its 2012 budget calls for expanded broadband deployment to more rural / undeserved areas in the western part of the county.

4. Ensure all parts of the County are economically, digitally and physically connected.
KABA, in conjunction with City officials and a team of community leaders assembled as a Downtown steering committee, began developing an updated investment strategy that will serve as a blueprint for the revitalization of Kenosha’s Downtown.

After a nationwide search and selection process, The Lakota Group was hired to serve as the lead consultant on the project. Lakota and its partners have expertise in planning, urban design, landscape architecture, community relations, real estate analysis, transportation engineering, and environmental engineering and analysis.

The first step in the planning process was for the Lakota team to collect and analyze data; prepare maps; meet with City officials, staff, and stakeholders; conduct land-use, market, and transportation analyses; and identify issues and opportunities.

This extensive public planning process is intended to engage the community, create a clear and cohesive vision for Downtown development, and establish priorities and an implementation plan to direct future initiatives. This effort is also consistent with the community’s economic development plan, which calls for increased focus on Downtown development.
KABA launched a comprehensive marketing campaign in 2011 that shines a light on some facts that people may not know about Kenosha. UnexpectedKenosha.com, a new website for the organization, serves as the campaign’s centerpiece.

The site features four videos, each telling the story of an individual or company that has made Kenosha their home or place of business.

Unexpected Kenosha includes efforts and incentives to:

- Encourage new businesses of all sizes to consider Kenosha County;
- Encourage and aid expansion of existing businesses in Kenosha County;
- Attract and retain talent within the area (including recent local college grads);
- Spark the return of former residents who might now be working and living in the surrounding area.

KABA engaged Equity Creative, a Kenosha-based marketing/design firm, and Dallas-based Slipher Marketing to develop a comprehensive marketing plan that implements the major marketing and branding priorities outlined in the Kenosha First report.

To develop strategy as well as the campaign’s various marketing messages, Slipher Marketing conducted interviews with a range of individuals, from local business leaders and real estate development professionals to managers of peer community organizations.
The “Unexpected Kenosha” promotional campaign seeks to raise awareness of the benefits of living, working and doing business in Kenosha County. It spotlights real companies and businesses in Kenosha County and why they choose to do business here.

5. Build a distinct image and brand for Kenosha County.

CAROLYN KIRKBY
Owner, Carolyn’s Coffee Connection

You might not expect that just over the Illinois border, in southeastern Wisconsin, is a place that people are describing as the ideal spot to live and work. Perfect for both business expansion and relocation, it also offers its residents excellent K-12 and higher education institutions, beautiful parks, 11 miles of Lake Michigan shoreline and close proximity to two major cities as well as two major airports. And while all of this may seem a bit unexpected to you, to us, this place is home.

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

<table>
<thead>
<tr>
<th>Category</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash &amp; Short Term Investments</td>
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<td>$13,630,104</td>
</tr>
<tr>
<td>Notes Receivable Less Allowance for Doubtful Accounts</td>
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<td>$13,411,546</td>
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<td>Other Assets</td>
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<tr>
<td><strong>Total</strong></td>
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<td>$27,694,920</td>
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<tr>
<td><strong>Fixed Assets</strong></td>
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<td></td>
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<tr>
<td>Property &amp; Equipment Net of Accumulated Depreciation</td>
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<td>$12,091,714</td>
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<td><strong>Total Assets</strong></td>
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<td><strong>Liabilities</strong></td>
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<td>Accounts Payable &amp; Other Short Term Liabilities</td>
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<td>Custodial Funds</td>
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<td>Permanently Restricted</td>
<td>$15,806,342</td>
<td>$15,687,495</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>$28,123,688</td>
<td>$26,827,576</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$41,006,072</td>
<td>$39,786,634</td>
</tr>
</tbody>
</table>

KENOSHA AREA BUSINESS ALLIANCE
## FINANCIAL INFORMATION

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

### Revenues

<table>
<thead>
<tr>
<th>Revenues</th>
<th>(Unaudited) 2011 Operating</th>
<th>(Unaudited) 2011 Restricted Funds</th>
<th>(Unaudited) 2010 Operating</th>
<th>(Unaudited) 2010 Restricted Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contract Services</td>
<td>$165,000</td>
<td>$—</td>
<td>$165,000</td>
<td>$—</td>
</tr>
<tr>
<td>Membership Dues</td>
<td>$217,360</td>
<td>$—</td>
<td>$201,314</td>
<td>$—</td>
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<tr>
<td>Loan Service Fees</td>
<td>$86,718</td>
<td>$—</td>
<td>$65,854</td>
<td>$—</td>
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<tr>
<td>CEO Roundtable Fees</td>
<td>$33,000</td>
<td>$—</td>
<td>$17,555</td>
<td>$—</td>
</tr>
<tr>
<td>Training</td>
<td>$32,691</td>
<td>$—</td>
<td>$34,522</td>
<td>$—</td>
</tr>
<tr>
<td>New Revolving Loan Fund Contracts</td>
<td>$—</td>
<td>$1,000,000</td>
<td>$—</td>
<td>$318,119</td>
</tr>
<tr>
<td>Interest (Bank, Short-Term Investments &amp; Notes)</td>
<td>$1,095</td>
<td>$611,879</td>
<td>$892</td>
<td>$663,637</td>
</tr>
<tr>
<td>Revolving Loan Fund Administration</td>
<td>$550,669</td>
<td>$—</td>
<td>$510,511</td>
<td>$—</td>
</tr>
<tr>
<td>Other</td>
<td>$69,265</td>
<td>$53,942</td>
<td>$58,755</td>
<td>$2,991</td>
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<tr>
<td>Total Revenue</td>
<td>$1,155,798</td>
<td>$1,665,821</td>
<td>$1,054,402</td>
<td>$984,746</td>
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</table>

### Expenses

<table>
<thead>
<tr>
<th>Expenses</th>
<th>(Unaudited) 2011 Operating</th>
<th>(Unaudited) 2011 Restricted Funds</th>
<th>(Unaudited) 2010 Operating</th>
<th>(Unaudited) 2010 Restricted Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel (Including Temporary Help &amp; Benefits)</td>
<td>$622,588</td>
<td>$—</td>
<td>$551,874</td>
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<tr>
<td>Administrative Contracts (Non-recurring)</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
</tr>
<tr>
<td>Revolving Loan Fund Administration</td>
<td>$—</td>
<td>$550,669</td>
<td>$—</td>
<td>$510,511</td>
</tr>
<tr>
<td>Travel/Meetings/General Administration</td>
<td>$38,914</td>
<td>$—</td>
<td>$45,636</td>
<td>$—</td>
</tr>
<tr>
<td>CEO Roundtable</td>
<td>$24,991</td>
<td>$—</td>
<td>$19,531</td>
<td>$—</td>
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<tr>
<td>Equipment</td>
<td>$105</td>
<td>$—</td>
<td>$42</td>
<td>$—</td>
</tr>
<tr>
<td>Mailing/Printing/Office Supplies</td>
<td>$17,263</td>
<td>$930</td>
<td>$13,705</td>
<td>$—</td>
</tr>
<tr>
<td>Legal</td>
<td>$3,795</td>
<td>$4,014</td>
<td>$962</td>
<td>$200</td>
</tr>
<tr>
<td>Accounting/Auditing</td>
<td>$32,143</td>
<td>$—</td>
<td>$31,138</td>
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</tr>
<tr>
<td>Insurance (Business &amp; General Liability)</td>
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<td>$3,439</td>
<td>$11,770</td>
<td>$—</td>
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<tr>
<td>Telecommunications/Computer Services</td>
<td>$6,030</td>
<td>$516</td>
<td>$7,662</td>
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<tr>
<td>Rent/Space Maintenance/Utilities</td>
<td>$82,800</td>
<td>$15,409</td>
<td>$78,396</td>
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<tr>
<td>Marketing &amp; Member Communications</td>
<td>$99,973</td>
<td>$—</td>
<td>$71,136</td>
<td>$—</td>
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<tr>
<td>Business Development</td>
<td>$59,313</td>
<td>$—</td>
<td>$26,695</td>
<td>$—</td>
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<tr>
<td>Membership Programs &amp; Events</td>
<td>$25,713</td>
<td>$—</td>
<td>$41,670</td>
<td>$—</td>
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<tr>
<td>Youth Apprenticeship Program</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
</tr>
<tr>
<td>Depreciation &amp; Property Taxes</td>
<td>$33,930</td>
<td>$37,137</td>
<td>$24,382</td>
<td>$—</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$15,280</td>
<td>$2,434</td>
<td>$10,764</td>
<td>$3,792</td>
</tr>
<tr>
<td>Doubtful Account Adjustment</td>
<td>$—</td>
<td>$(164,000)</td>
<td>$—</td>
<td>$(129,000)</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>$1,074,625</td>
<td>$(450,547)</td>
<td>$935,363</td>
<td>$(385,503)</td>
</tr>
</tbody>
</table>

### Change In Net Assets

<table>
<thead>
<tr>
<th>Change In Net Assets</th>
<th>(Unaudited) 2011 Operating</th>
<th>(Unaudited) 2011 Restricted Funds</th>
<th>(Unaudited) 2010 Operating</th>
<th>(Unaudited) 2010 Restricted Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>$81,173</td>
<td>$1,215,274</td>
<td>$119,039</td>
<td>$599,243</td>
<td>$984,746</td>
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</tbody>
</table>
FINANCIAL INFORMATION

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

<table>
<thead>
<tr>
<th></th>
<th>(Unaudited) 2011</th>
<th>(Unaudited) 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash &amp; Miscellaneous Receivables</td>
<td>$134,227</td>
<td>$119,314</td>
</tr>
<tr>
<td>Short-Term Investments</td>
<td>$252,885</td>
<td>$244,032</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$5,487</td>
<td>$200</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$392,599</td>
<td>$363,545</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>$1,096,594</td>
<td>$1,121,256</td>
</tr>
<tr>
<td><strong>Total Assets &amp; Fixed Assets</strong></td>
<td>$1,489,192</td>
<td>$1,484,801</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>$10,000</td>
<td>$11,700</td>
</tr>
<tr>
<td>Notes Payable</td>
<td>$750,161</td>
<td>$787,163</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>$760,161</td>
<td>$798,863</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>$729,031</td>
<td>$685,938</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>$729,031</td>
<td>$685,938</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$1,489,192</td>
<td>$1,484,801</td>
</tr>
</tbody>
</table>
### FINANCIAL INFORMATION

Kenosha Area Business Alliance Foundation, Inc.
Statement of Activities
For the Periods Ending:

<table>
<thead>
<tr>
<th></th>
<th>(Unaudited) 2011</th>
<th>(Unaudited) 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest &amp; Investments</td>
<td>$9,100</td>
<td>$21,311</td>
</tr>
<tr>
<td>Golf Outing</td>
<td>$50,110</td>
<td>$50,594</td>
</tr>
<tr>
<td>Rental</td>
<td>$150,000</td>
<td>$140,000</td>
</tr>
<tr>
<td>Marketing</td>
<td>$—</td>
<td>$—</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$7,625</td>
<td>$—</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$216,835</td>
<td>$211,905</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Audit</td>
<td>$3,500</td>
<td>$3,500</td>
</tr>
<tr>
<td>Legal Expense</td>
<td>$—</td>
<td>$—</td>
</tr>
<tr>
<td>Golf Outing</td>
<td>$36,360</td>
<td>$37,518</td>
</tr>
<tr>
<td>Planning/Research</td>
<td>$—</td>
<td>$—</td>
</tr>
<tr>
<td>Interest</td>
<td>$32,299</td>
<td>$33,215</td>
</tr>
<tr>
<td>Depreciation &amp; Amortization</td>
<td>$25,721</td>
<td>$24,662</td>
</tr>
<tr>
<td>Scholarship</td>
<td>$21,356</td>
<td>$26,050</td>
</tr>
<tr>
<td>Skills Challenge</td>
<td>$3,500</td>
<td>$—</td>
</tr>
<tr>
<td>Mentor Program</td>
<td>$2,772</td>
<td>$2,395</td>
</tr>
<tr>
<td>Technology Academy</td>
<td>$3,169</td>
<td>$4,682</td>
</tr>
<tr>
<td>Horizon Center Capital Campaign</td>
<td>$—</td>
<td>$—</td>
</tr>
<tr>
<td>Marketing</td>
<td>$—</td>
<td>$—</td>
</tr>
<tr>
<td>Foundation Administration</td>
<td>$40,000</td>
<td>$40,000</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$5,064</td>
<td>$410</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$173,742</td>
<td>$172,432</td>
</tr>
<tr>
<td><strong>Change In Net Assets</strong></td>
<td>$43,093</td>
<td>$39,473</td>
</tr>
</tbody>
</table>
Allied Plastics, Inc.

Custom Thermoforming Manufacturer
KABA Financing: $615,466
Total project amount: $1,230,923*
Participating lender: M & I Bank, a part of BMO Financial Group
Jobs created/retained: 98

KABA’s funds were used to purchase equipment to expand the company’s production capabilities. Allied Plastics, Inc. is a full-service custom thermoformer specializing in vacuum-forming, twin sheeting and pressure forming medium to heavy gauge plastic sheets. The company designs and manufactures custom products and reusable packaging for a variety of industries including agricultural, transportation, recreation and food service.

“Moving to Pleasant Prairie is an important part of our strategy to keep our business growing. Pleasant Prairie offers a great location near I-94, and business infrastructure that will help us serve our clients more quickly and efficiently. Wisconsin is well-known for its hard working, experienced workforce, and we can’t wait to make them our neighbors, friends, and teammates.”

—Tim Roberts, CEO, Catalyst Exhibits

Catalyst Exhibits, Inc.

Tradeshow Exhibit Designer & Manufacturer
KABA Financing: $1,250,000
Total project amount: $2,781,000*
Participating lender: Wisconsin Economic Development Corporation
Jobs created/retained: 113

KABA’s funds were used to assist with the company’s relocation from Crystal Lake, Illinois to Pleasant Prairie, Wisconsin. The company leased 144,000 square feet of space in Lakeview Corporate Park. The project includes build-out of interior office space, improving the facility’s utility infrastructure, equipment purchases and working capital. Catalyst designs and fabricates trade show exhibits for major corporations.

* dollar amounts are approximate
Bradshaw Medical, Inc.
Surgical Instrument Manufacturer
KABA Financing: $850,000
Total project amount: $1,750,000*
Participating lender: Johnson Bank
Jobs created/retained: 112

KABA’s funds were used to purchase CNC equipment for the production line. Bradshaw Medical designs and manufactures Class One medical devices for the orthopedic industry. In October 2010, Bradshaw Medical moved into a new 30,000-square-foot manufacturing facility in the Business Park of Kenosha.

“KABA was very easy to work with and it’s that same cooperative spirit that originally attracted us to locate in Kenosha a decade ago.”
—Joe Rickard, Partner, Offsite LLC

“Having a resource such as KABA basically side by side helping you improve your business is huge. It really does wonders towards what we’ve accomplished.”
—Keith Easter, President, Bradshaw Medical, Inc.

Offsite LLC
Data Services & Disaster Recovery Solutions
KABA Financing: $1,000,000
Total project amount: $2,500,000*
Participating lender: Southport Bank
Jobs created/retained: 15

KABA’s funds were used to assist with the build-out of a second data center at their five-acre corporate campus on Kenosha’s lakefront. Offsite specializes in serving the disaster recovery needs of its clients. They offer a unique blend of traditional co-location space and private datacenter suites combined with a full service workplace recovery facility.

“KABA was very easy to work with and it’s that same cooperative spirit that originally attracted us to locate in Kenosha a decade ago.”
—Joe Rickard, Partner, Offsite LLC

“Having a resource such as KABA basically side by side helping you improve your business is huge. It really does wonders towards what we’ve accomplished.”
—Keith Easter, President, Bradshaw Medical, Inc.
During 2011, KABA supported $21 million in business development activity throughout Kenosha County by supplying $5.3 million from various revolving loan programs administered by KABA. During 2011, KABA leveraged an additional $2.93 in third party financing for each $1.00 of financing provided by KABA.

Wilmot Mountain
Recreational Ski Facility
KABA Financing: $800,000
Total project amount: $5,368,286*
Participating lender: Community Bank & Trust of Sheboygan, WI
Jobs created/retained: 722

KABA’s funds were used to expand the company’s recreational offerings. The project includes construction of a winter tubing run with related support facilities as well as enhancements to the company’s snow making capabilities. Wilmot Mountain, Inc. provides ski and snowboarding facilities for local and regional enthusiasts.

Rustic Ventures
Downtown Kenosha Nano-brewery
KABA Financing: $82,500
Total project amount: $110,000*
Jobs created/retained: 2

KABA’s funds were used for equipment and leasehold improvements for a nano-brewery and tasting room to be located in downtown Kenosha. The company will operating under the name “Rustic Road Brewing Co” and offer a limited selection of beers brewed in the old Wisconsin artisan style.
Sazzy B's

Downtown Kenosha Bar & Restaurant

KABA Financing: $140,000
Total project amount: $420,000*
Participating lender: State Bank of the Lakes
Jobs created/retained: 9

KABA’s funds were used to purchase real estate located in downtown Kenosha. The property is currently occupied by the Sazzy B restaurant. Sazzy B is a full service, casual restaurant and bar serving a broad clientele.

“Kenosha is just a great place to do business. From the moment we got here, we’ve been embraced by the local community. Xten continues to grow and we want to grow in Kenosha.”

—Matt Davidson, CEO, Xten Industries, Inc.

Xten Industries, Inc.

Plastic Injection Molder

KABA Financing: $600,000
Total project amount: $6,948,837*
Participating lender: Delaware Place Bank, Ridgestone Bank
Jobs created/retained: 87

KABA’s funds were used for working capital to meet customer demand. Xten is an award winning contract manufacturer and injection molder for small and mid-sized manufacturers. The company also assembles, packages and sells plastic and other manufactured goods and services to customers throughout the US.

* dollar amounts are approximate
### Loan Allocation by Revolving Loan Fund (RLF)

<table>
<thead>
<tr>
<th>Fund</th>
<th>Amount</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>KABA RLF</td>
<td>$9,843,473</td>
<td>34.1%</td>
</tr>
<tr>
<td>VPP TID#2 RLF</td>
<td>$660,030</td>
<td>2.3%</td>
</tr>
<tr>
<td>CITY RLF</td>
<td>$2,294,771</td>
<td>8.0%</td>
</tr>
<tr>
<td>EDA RLF</td>
<td>$3,482,579</td>
<td>12.1%</td>
</tr>
<tr>
<td>COUNTY RLF</td>
<td>$3,738,020</td>
<td>13.0%</td>
</tr>
<tr>
<td>CKC RLF</td>
<td>$5,152,053</td>
<td>17.9%</td>
</tr>
<tr>
<td>UDAG RLF</td>
<td>$2,658,650</td>
<td>9.2%</td>
</tr>
<tr>
<td>High Impact Loan Fund</td>
<td>$1,001,732</td>
<td>3.5%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$28,831,308</strong></td>
<td><strong>100.0%</strong></td>
</tr>
</tbody>
</table>

*Total fund balance as of 12/31/11

### Loan Uses

<table>
<thead>
<tr>
<th>Description</th>
<th>No.*</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real Estate (Land/Building/Expansion)</td>
<td>22</td>
<td>40.7%</td>
</tr>
<tr>
<td>Machinery &amp; Equipment</td>
<td>20</td>
<td>37.0%</td>
</tr>
<tr>
<td>Renovations/Leasehold Improvements</td>
<td>3</td>
<td>5.6%</td>
</tr>
<tr>
<td>Working Capital</td>
<td>7</td>
<td>13.0%</td>
</tr>
<tr>
<td>Acquisitions</td>
<td>1</td>
<td>1.9%</td>
</tr>
<tr>
<td>Milk Volume Production</td>
<td>1</td>
<td>1.9%</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td>54</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

*Number of loans as of 12/31/11

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.

As noted in the chart to the right, KABA experienced a 4.36% growth rate in net assets for 2011 and an average growth rate of 2.42% in net assets since 2000.
### 2011 KABA MEMBERSHIP LISTING

#### Banking
- AM Community Credit Union
- Bank of America
- Bank of Kenosha
- Chase
- Community State Bank
- Educators Credit Union
- First American Bank
- Gateway Mortgage Corporation
- Johnson Bank
- M&i, a part of BMO Financial Group
- MB Financial Bank
- PNC Bank
- Southern Lakes Credit Union
- Southport Bank
- State Bank of the Lakes
- Talmer Bank (formerly First Banking Center)
- Tri City National Bank

#### Business Services
- Accurate Printing Company, Inc.
- Adecco
- ADP
- APEX Alarm Systems, Inc.
- Badger Press Photographics, Inc.
- Boost Associates
- Catalyst Exhibits, Inc.
- Computer Technologies, Inc.
- Copy Center
- Crown Trophy & HTE Promotional
- Dooley & Associates, LLC
- Econoprint
- Equity Creative
- Express Employment Professionals
- Hallum Enterprises, Inc.
- Image Management LLC
- Impact Networking, LLC
- Kelly Services
- Knoll
- Lee Hecht Harrison
- Leitch Printing Corporation
- Len Iaquinta’s Excellence in Communications, Inc.
- Living As A Leader
- M&M Office Interiors, Inc.
- Manpower, Inc.
- Martin Group
- McTernan Wireless / Mobile One
- Momentum BPA, Inc.
- MRA
- Mueller Communications, Inc.
- OFFSITE, LLC
- Otto Nelson Moving and Storage
- Outstanding Graphics
- Platinum Systems, Inc.
- Professional Services Group, Inc.
- QPS Employment Group
- Simplified Staffing
- Sodexo @ University of Wisconsin-Parkside
- Stan’s Office Technologies
- Suite Imagery, LLC
- Terken, Inc.
- The Bristol Group
- The Collegé Conference Center
- Winter Services, Inc.

#### Construction & Related Industries
- Bane-Nelson, Inc.
- Berghammer Construction Corporation
- Bukacek Construction
- Camosy Construction
- Cicchini Asphalt, LLC
- Concrete Specialties Company - Kenosha
- Dickow-Cyzak Tile Company
- Electrical Contractors of Wisconsin, Inc.
- Great Lakes Electric
- J. H. Findorff & Son Inc.
- Keller, Inc.
- Lee Plumbing Mechanical Contractors, Inc.
- Martin Petersen Co, Inc.
- Milwaukee Alarm Company
- Pieper Electric, Inc.
- Plumbers and Steamfitters Local #118 U.A.
- Rasch Construction & Engineering, Inc.
- Riley Construction Company, Inc.
- RJ Underground, Inc.
- Ruffalo Painting Company, Inc.
- United Scrap
- Wisconsin Fuel & Heating
## 2011 KABA MEMBERSHIP LISTING

### Engineering & Architectural Services

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
<th>Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clark Dietz, Inc.</td>
<td>JS Defense Professionals Services, Inc.</td>
<td>Partners in Design Architects, Inc.</td>
</tr>
<tr>
<td>Crispell-Snyder, Inc.</td>
<td>Kueny Architects, LLC</td>
<td>Ruekert Mielke</td>
</tr>
<tr>
<td>Eppstein Uhen Architects</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Government & Education

<table>
<thead>
<tr>
<th>School/Institution</th>
<th>School/Institution</th>
<th>School/Institution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carthage College</td>
<td>Herzing University</td>
<td>Town of Wheatland</td>
</tr>
<tr>
<td>Central High School District of Westosha</td>
<td>Kenosha County</td>
<td>UW-Parkside</td>
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<tr>
<td>City of Kenosha</td>
<td>Kenosha Unified School District No. 1</td>
<td>Village of Bristol</td>
</tr>
<tr>
<td>Concordia University-Wisconsin</td>
<td>St. Joseph Catholic Academy</td>
<td>Village of Paddock Lake</td>
</tr>
<tr>
<td>Department of Workforce</td>
<td>The Prairie School</td>
<td>Village of Pleasant Prairie</td>
</tr>
<tr>
<td>Development Kenosha Job Service</td>
<td>Town of Paris</td>
<td>Village of Silver Lake</td>
</tr>
<tr>
<td>Gateway Technical College</td>
<td>Town of Salem</td>
<td>Village of Twin Lakes</td>
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<td></td>
<td>Town of Somers</td>
<td>Wilmot Union High School District</td>
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</table>

### Health Care & Related Industries

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
<th>Company Name</th>
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<tbody>
<tr>
<td>Abbott</td>
<td>Dr. Jeanne S. Vedder, M.D.</td>
<td>Kenosha Radiology Center</td>
</tr>
<tr>
<td>Arvasi Life Spa</td>
<td>Dr. Steven Schwimmer, D.O., S.C.</td>
<td>Kenosha Visiting Nurse Association &amp; Affiliates</td>
</tr>
<tr>
<td>Aurora Health Care</td>
<td>Drs. Ganesh &amp; Bharathi Pulla</td>
<td>Regulatory Compliance Associates Inc.</td>
</tr>
<tr>
<td>Bradshaw Medical Inc.</td>
<td>Frantal Dental Care</td>
<td>Sports Physical Therapy &amp; Rehab Specialists</td>
</tr>
<tr>
<td>Business Health Care Group</td>
<td>Garretto Real Estate LLC</td>
<td>Teleflex Medical OEM</td>
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<tr>
<td>Daniel R. Santarelli DDS</td>
<td>Hospice Alliance, Inc.</td>
<td>United Hospital System</td>
</tr>
<tr>
<td>Dental Associates, Ltd.</td>
<td>Hospira Worldwide Inc.</td>
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<tr>
<td>Doctors of Physical Therapy</td>
<td>Kenosha Community Health Center, Inc.</td>
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### Individual Members

<table>
<thead>
<tr>
<th>Name</th>
<th>Name</th>
<th>Name</th>
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<tbody>
<tr>
<td>Alan Swartz</td>
<td>Greg Wernisch</td>
<td>Robert E. Heiderman, CLU, ChFC, CLTC</td>
</tr>
<tr>
<td>Carl D. Holborn, JD MST</td>
<td>Jerry Franke</td>
<td>Ronald R. Frederick</td>
</tr>
<tr>
<td>Clifton Peterson, M.D.</td>
<td>Karl Ostby</td>
<td>Stanley A. Torstenson</td>
</tr>
<tr>
<td>County Executive Jim Kreuser</td>
<td>Michael F. Montemurro</td>
<td>Terry Nolan</td>
</tr>
<tr>
<td>David M. Geertsen</td>
<td>Representative Samantha Kerkman</td>
<td>Wayne E. Koessl</td>
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### Insurance, Legal & Financial Services

<table>
<thead>
<tr>
<th>Company Name</th>
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<tbody>
<tr>
<td>Ameriprise Financial Services, Inc.</td>
<td>CliftonLarsonAllen</td>
<td>Gateway Mortgage Corporation</td>
</tr>
<tr>
<td>Andrea &amp; Orendorff, LLP</td>
<td>David Insurance Agency</td>
<td>Godin Geraghty Puntillo Camilli, SC</td>
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|
## 2011 KABA MEMBERSHIP LISTING

### Insurance, Legal & Financial Services, cont'

<table>
<thead>
<tr>
<th>Company Name</th>
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<th>Company Name</th>
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</thead>
<tbody>
<tr>
<td>Hays Companies</td>
<td>PPG Partners LLC</td>
<td>Tirabassi, Felland &amp; Clark, LLC</td>
</tr>
<tr>
<td>Jenkins &amp; Vojtisek, S.C.</td>
<td>Reilly, Pennner &amp; Benton LLP</td>
<td>Trottier Insurance Group</td>
</tr>
<tr>
<td>Madnigrano, Aiello &amp; Santarelli, LLC</td>
<td>Sam Ruffolo Agency</td>
<td>Vilani, Becker &amp; Larsen S.C.</td>
</tr>
<tr>
<td>Michael Best &amp; Friedrich LLP</td>
<td>Scott Olson, CPA, LLC</td>
<td>Wells Fargo Advisors</td>
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### Manufacturing

<table>
<thead>
<tr>
<th>Company Name</th>
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<tbody>
<tr>
<td>Abatron, Inc.</td>
<td>Fair Oaks Farms, LLC</td>
<td>Northlake Engineering, Inc.</td>
</tr>
<tr>
<td>ACCO Brands</td>
<td>Five Star Fabricating, Inc.</td>
<td>Ocenco, Inc.</td>
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<tr>
<td>Air Flow Technology, Inc.</td>
<td>GEM Manufacturing, Inc.</td>
<td>Pacific Sands, Inc.</td>
</tr>
<tr>
<td>Albany-Chicago Company, LLC</td>
<td>Gerdau</td>
<td>Parker Plastics, Inc.</td>
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<tr>
<td>Allied Plastics, Inc.</td>
<td>Horizon Milling LLC</td>
<td>Powerbrace Corporation</td>
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<tr>
<td>Anderson Manufacturing Company, Inc.</td>
<td>IEA, Inc.</td>
<td>PPC Industries, Inc.</td>
</tr>
<tr>
<td>Ayst Technologies, LLC</td>
<td>IRIS USA, Inc.</td>
<td>Pride Abrasive, Inc.</td>
</tr>
<tr>
<td>Badgerland Products, Inc.</td>
<td>ITO Industries, Inc.</td>
<td>Puratos Chocolate USA</td>
</tr>
<tr>
<td>Bothe Associates Inc.</td>
<td>Kenosha Lumber &amp; Manufacturing Company, Inc.</td>
<td>S.C. Johnson &amp; Son</td>
</tr>
<tr>
<td>Bradshaw Medical Inc.</td>
<td>Kirsan Engineering, Inc.</td>
<td>Sanmina-SCI</td>
</tr>
<tr>
<td>Branko Perforating FWD., Inc.</td>
<td>Lakeside Steel &amp; Mfg. Co.</td>
<td>Snap-on Incorporated</td>
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<tr>
<td>Calumet Diversified Meats, Inc.</td>
<td>LMI Packaging Solutions, Inc.</td>
<td>ST Specialty Foods</td>
</tr>
<tr>
<td>Centrisys Corporation</td>
<td>Mikrotech, LLC</td>
<td>Teleflex Medical OEM</td>
</tr>
<tr>
<td>Contact Rubber Corporation</td>
<td>Monarch Plastics, Inc.</td>
<td>The Metal Shop</td>
</tr>
<tr>
<td>Converting Solutions, Inc.</td>
<td>Norstan, Inc.</td>
<td>Vista International Packaging, LLC</td>
</tr>
<tr>
<td>Cordeck</td>
<td>North American Salt</td>
<td>Wickeder Steel Company</td>
</tr>
<tr>
<td>Expanded Technologies Corp.</td>
<td></td>
<td>Xten Industries, Inc.</td>
</tr>
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</table>

### Media

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kenosha Community Media, Inc.</td>
<td>Kenosha News</td>
</tr>
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</table>

### Non-Profit Organizations

<table>
<thead>
<tr>
<th>Company Name</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Alzheimer’s Association</td>
<td>I.B.E.W. Local 127</td>
<td>Kenosha Area Chamber of Commerce, Inc.</td>
</tr>
<tr>
<td>Boys &amp; Girls Club of Kenosha</td>
<td>Jane Cremer Foundation</td>
<td>Kenosha Area Convention &amp; Visitors Bureau</td>
</tr>
<tr>
<td>Goodwill Industries of Southeastern Wisconsin, Inc</td>
<td>Kenosha Achievement Center, Inc.</td>
<td>Kenosha Area Family &amp; Aging Services, Inc.</td>
</tr>
</tbody>
</table>

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Non-Profits, cont.
Kenosha Common Markets, Inc.  Lake County Partners  United Way of Kenosha County
Kenosha Community Foundation  Lemon Street Gallery & ArtSpace, Inc.  WHEDA
Kenosha Human Development Services, Inc.

Real Estate
Active Appraisal Services, Inc.  Landmark Title Corporation  RE/MAX Elite, Inc. - Mary Dixon
Bear Realty of Kenosha, Inc.  Lee & Associates of Illinois LLC  The Club at Strawberry Creek
CenterPoint Properties  Legacy Property Management Services, LLC  Tim O’Brien Homes
Clovis Point, LLC  Paddock Lake Heights  Tri-State Realty, Ltd.
Darwin Realty & Development Corporation  Paine/Wetzel / TCN Worldwide  WISPARK LLC
JAM Investment Properties, LLC  Petretti Builders & Developers  Zilber Property Group (formerly Towne Investments)
Janko Group  Pitts Brothers & Associates LLC

Retail Establishments
Best Western Harborside Inn & Kenosha Conference Center  Kentucky Fried Chicken  Rustic Road Brewing Co.
Calumet Diversified Meats, Inc.  Lakeside Music, LLC  Spiegelhoff’s Supervalu
Candlewood Suites  Luigi’s Pizza Kitchen  Tenuta’s Delicatessen & Liquors, Inc.
Cast, LLC DBA Sazzy B  McTernan Wireless / Mobile One  Total Furniture
Dickow-Cyzak Tile Company  Palmen Auto Group  Twin Lakes Country Club Golf Course
Flowers by Joseph, Inc.  Pleasant Prairie Premium Outlets  Wilmot Mountain, Inc.
Jelly Belly Candy Company  Radisson Hotel & Conference Center-Kenosha

Telecommunications & Utilities
Kenosha Water Utility  TDS  We Energies

Transportation, Logistics, Distribution, Packaging & Shipping
Affiliated Foods Midwest  Heartland Produce Co.  Otto Nelson Moving and Storage
Arvato Digital Services  Hospira Worldwide Inc.  Pepsi Americas
Associated Bag Company  Jay-Bee Collision Repair Center  Pulera Collision Auto Care Center
C.H. Coakley & Company  Jelly Belly Candy Company  Rehrig Pacific Company
Cool Runnings  JHT Holdings, Inc.  Uline, Inc.
Exel  Lotus Light Enterprises  Volkswagen Group of America, Inc.
Gordon Food Service  Mann Warehouse  Yamaha Motor Corporation, USA
The Kenosha Area Business Alliance (KABA) is a public-private partnership.

5500 Sixth Avenue, Suite 200, Kenosha, WI 53140 | 262.605.1100 | www.KABA.org

Some of the photography included in this publication is courtesy of Kenosha Community Media and Partners in Design Architects.