



# 2012 Annual Report

KENOSHA AREA BUSINESS ALLIANCE



The Kenosha Area Business Alliance (KABA) is Kenosha County's economic development organization and business 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 enhancing student achievement and overall school performance.

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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 investors and the community to ensure quality growth, a robust economy and a positive business climate for the Kenosha area.**

## Staff

Pictured (L-R): Todd Battle, President; Teri Muehlbauer, Office Manager; Brooke Infusino, Director of Talent Development; Lisa Feltson, Administrative Assistant; Becky Noble, Director of Marketing; Richard Rodenbeck, Director of Business Finance.



## Dear Investors, Partners & Stakeholders,

The 2012 Annual Report for the Kenosha Area Business Alliance follows, detailing progress toward key objectives that are the basis of Kenosha First, KABA's long range economic development strategy.

Business development activity continued to accelerate in 2012. Early in the year, the Kenosha County High Impact fund was tapped for the first time to help finance a significant expansion at Bradshaw Medical. In late December, Meijer announced plans to establish a Midwest Distribution Center in Pleasant Prairie to serve their growth in Northern Illinois and Wisconsin. In between these bookend projects, KABA worked on seven additional development opportunities that yielded an expansion, a new facility, or relocation to Kenosha County. All told, these projects involve more than 760 new jobs and roughly \$90 million in private investment for Kenosha County.

Additionally, efforts to stimulate Downtown Revitalization continued to gain momentum. The Downtown Strategic Development Plan was completed and adopted as Kenosha's Master Plan for Downtown. A number of points of emphasis in the plan were highlighted and addressed through the City's budgeting process. Various stakeholders have come together to spearhead the creation of a Downtown Management Organization and the hiring a development professional to staff it. A Wisconsin Main Street designation is being pursued.

2012 also saw a significant investment from KABA in the area of talent development. A managing

partner agreement was struck with Y-Link, Kenosha's young professional organization, and KABA added professional staff to expand its efforts regarding this and other education and workforce development initiatives.

Economic conditions continue to improve. The County's unemployment rate has dropped nearly five percentage points from its peak in February 2010 and is now below 8%. Similarly, Kenosha County's industrial vacancy rate continues to decline as leasing and sales activity increase. There's steady improvement in business expansions, investment, and hiring. The Kenosha Area is very well positioned as economic development activity gains momentum.



KABA, with the continued strong support of its public and private sector partners and investors, will continue to invest time, energy and resources toward the implementation of the Kenosha First strategy. Thank you for your continued support and interest in KABA and its mission.

Sincerely,

*Jean Moran*  
Jean Moran,  
Chair

*Todd Battle*

Todd Battle,  
President

# Leadership



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



**Vice Chair**  
Frank Unick  
Chief Financial Officer,  
Uline, 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  
Senior Vice President  
of Business &  
Administration,  
Carthage College

Bryan Albrecht  
President,  
Gateway Technical  
College

Marvin Bemby  
Director – State &  
Local Government  
Affairs, Abb Vie

Guy Bradshaw  
Chairman & CEO,  
Bradshaw Medical,  
Inc.

William Chew  
Regional President –  
Midwest &  
Southeast Regions,  
SuperValu, Inc.

Susan Crane  
Director Customer  
Services,  
We Energies

Matthew Davidson  
CEO,  
Xten Industries, LLC

Ken Dowdell  
Vice President/  
Publisher,  
Kenosha News

Deborah Ford  
Chancellor,  
University of  
Wisconsin - Parkside

Timothy Geraghty  
Attorney,  
Godin Geraghty  
Puntillo Camilli, SC

Michele Hancock  
Superintendent  
of Schools,  
Kenosha Unified  
School District

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

Karla Krehbiel  
Senior Vice  
President,  
Johnson Bank

Ronald Kwasny  
Vice President &  
Treasurer,  
Jockey International,  
Inc.

Chris Olson  
Vice President &  
Chief Administrative  
Officer,  
Aurora Health Care

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

Brenda Penesis  
Plant Manager,  
GBC / ACCO Brands

Carl Schultz  
President,  
Five Star  
Fabricating, Inc.

Peter Sinsky  
Chief Financial  
Officer,  
Riley Construction  
Company

Gregg Thompson  
President & CEO,  
Bukacek  
Construction

Stanley Torstenson  
Retired CEO,  
Stans Lumber, Inc.

Peter Valeri  
President,  
Valeri Agency, Inc.

Dennis Vignieri  
President,  
Kenosha Beef  
International, Ltd.

Timothy Woods  
Director-  
Manufacturing  
& Operations,  
North America,  
SC Johnson & Son

## Committees

### Audit

Sue Block  
David Geertsens  
Kathleen Goessl  
Ronald Kwasny  
Patrick Milne  
David Nankin  
Karl Ostby  
Frank Unick\*

### Executive

Susan Crane  
Matthew Davidson  
Patrick DeGrace  
Timothy Geraghty  
Karla Krehbiel  
Ronald Kwasny

Virginia Moran\*  
Aldo Pagliari  
Gregg Thompson  
Stanley Torstenson  
Frank Unick  
Susan Ventura

### Finance

Thomas Camilli, Jr.  
Jay Cashmore  
Jens Emerson  
Nate Franke  
Wayne Kottka  
Heather Kraeuter  
Wesley Ricchio  
Andy Vogel  
David Wright\*

### Nominating

Matthew Davidson  
Patrick DeGrace  
Jerold Franke  
David Geertsens  
Virginia Moran  
Barbara Riley  
Robert Terwall  
Stanley Torstenson

### Personnel

Jerold Franke  
Virginia Moran\*  
Stanley Torstenson  
Frank Unick

### Scholarship

Laura Malloy Bush  
Treopia Cannon  
Andrew Dodge  
John Donnell  
Ken Fellman\*  
Linda Langenstroer

### Downtown Development

Mayor Keith Bosman  
Mark Fedyk  
Deanna Goodwin  
Zohrab Khaligian  
Jeff Labahn

Joseph Madrigano  
Mark Molinaro  
Lou Molitor  
Virginia Moran  
David Nankin  
Ashley Noble  
Brian Reining  
Julio Rivera  
Ric Schmidt  
Ald. Chris Schwartz  
Susan Ventura

\* denotes Chair





"Having a resource such as KABA, basically side by side helping you improve your business... does wonders for what we're trying to accomplish."

GUY BRADSHAW  
Chairman & CEO,  
Bradshaw Medical, Inc.

## 1. Support and expand the existing base through business retention and consolidation strategies.

### Kenosha First

In 2009, KABA adopted 'Kenosha First: An Economic Development Strategy for Kenosha County: The Next Phase'. The strategic plan, created with assistance from TIP Strategies, has served as the blueprint for KABA's economic development activities to date. The following pages outline progress towards the plan's five core goals.



### Meijer to Establish Major Operation in Kenosha County

Meijer Inc., a Grand Rapids, MI-based retailer, has acquired the Supervalu Midwest Distribution Facility in LakeView Corporate Park in Pleasant Prairie. The site contains a 550,000 SF distribution center on approximately 120 acres. Meijer's plans call for a 250,000 SF addition to the facility and total employment of 486 once construction is complete and the center is operating at full capacity.

Meijer has about 200 stores in the Midwest which offer general merchandise and grocery items. They are in the process of establishing five stores in Southeast Wisconsin, including one in Kenosha.



**"Like any successful business, economic development organizations must attend to their existing customers first: local businesses."**

## > KABA's CEO Roundtable



2012 marked the third year of a successful CEO roundtable program for area manufacturing executives. Initially formed in 2010, the group provides a forum for peer learning and sharing of best practices and management strategies. The group is made up of Presidents, CEOs and owners of Kenosha Area manufacturing companies. Thirteen CEOs of area firms actively participated during 2012.

The focus of the program has been on mid-sized manufacturing companies. The participating firms are often referred to as 2nd Stage companies. The term 2nd stage is used to describe firms that are in a growth mode, having moved beyond a start-up phase, yet still far from a mature stage where the rate of growth tends to level off.

The CEO Roundtable program has a professional facilitator who helps lead the monthly meetings and stays in close contact with group participants.

### 2012 KABA Borrower Profile

## Industrial Toolz

KABA's funds were used to assist the company with the purchase of a facility in the Business Park of Kenosha and equipment that will allow the company to commence manufacturing operations in Wisconsin. Industrial Toolz will manufacture products for a national dealer base that will include HandiRamp.com—an international e-commerce retailer located in Libertyville, Illinois. The company manufactures and markets dockboards, dockplates, yard ramps and non-slip treads for distribution worldwide.

Material handling products manufacturer  
KABA Financing: \$500,000  
Total project amount: \$2,000,466  
Jobs created: 10



## > Good Foods Group Setting up Food Processing Plant in LakeView Corporate Park

Good Foods Group purchased a 57,000 SF building in Pleasant Prairie's LakeView Corporate Park and plans to relocate in early 2013. This site will become the company's headquarters and major production facility. Good Foods Group makes pre-packaged, all natural food, including preservative-free options. The initial phase of the project is expected to create approximately 50 new jobs.

**- from 'Kenosha First: An Economic Development Strategy for Kenosha County: The Next Phase'**



## Business Retention & Expansion (BRE)

A staple ingredient of comprehensive economic development programs, formal business retention and expansion visits are conducted to learn about a community's existing business base and gain insight regarding the challenges and opportunities employers face. The information gathered from these in-person discussions is aggregated and used as part of a continuous improvement process for the community to help upgrade the business climate.

KABA uses an economic development software package called 'Synchronist' to manage this aspect of its economic development program. During 2012, nearly 60 formal interviews were completed and entered into the 'Synchronist' system.

### 2012 KABA Borrower Profile

## Platinum Systems, Inc.

KABA's funds were used to assist the company with the purchase of a building situated on Green Bay Road that houses the company's corporate offices. Platinum Systems offers a full scope of core services in computer networking, managed technology support, disaster recovery and mobile solutions. The company serves businesses along the Chicago/Milwaukee corridor.

Computer Networking Solutions  
KABA Financing: \$180,000  
Total project amount: \$450,000  
Jobs created/retained: 26



## 2012 Kenosha County Business Excellence Awards

KABA, in collaboration with the Kenosha Area Chamber of Commerce, recognized seven local companies and one individual for their success at the 2012 Kenosha County Business Excellence Awards in November. The event was presented by Johnson Bank and UW-Parkside, and additionally sponsored by BizTimes Media and CliftonLarsonAllen.

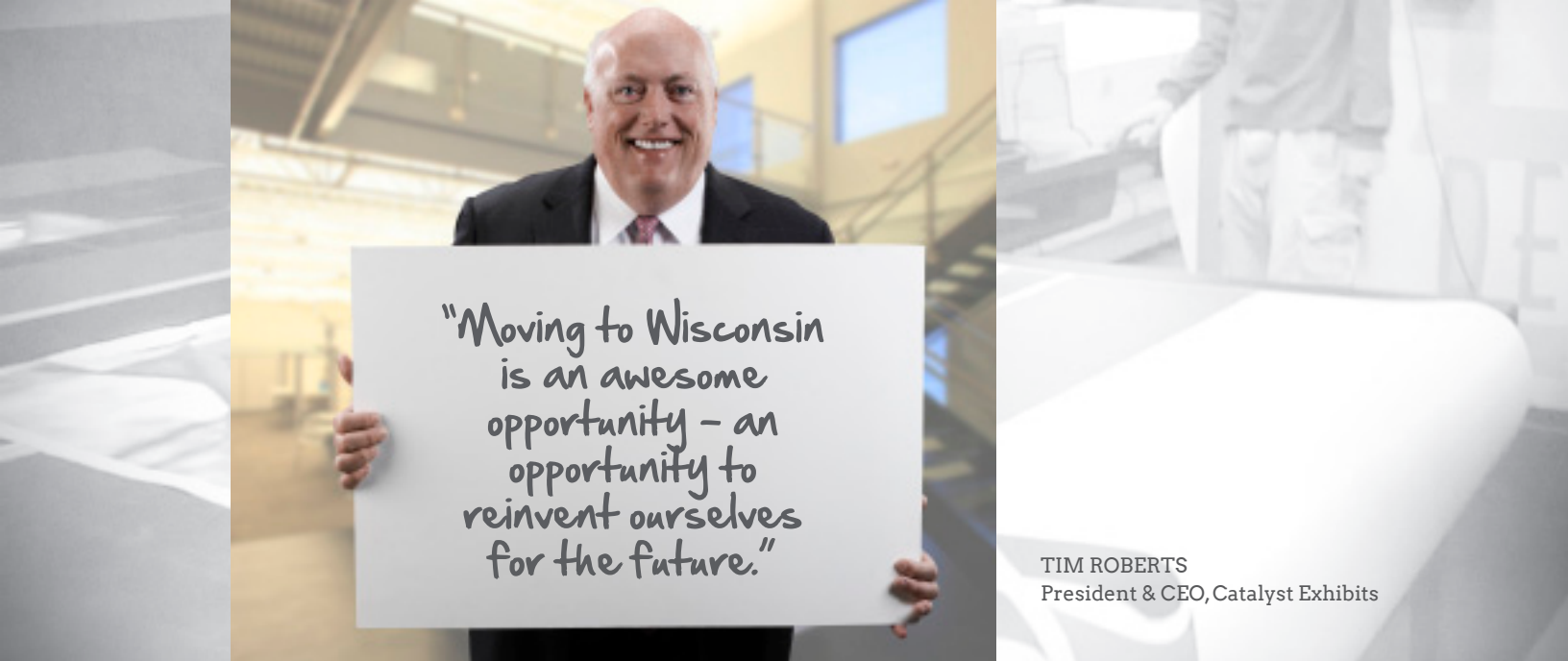


Allied Plastics, Inc. was honored as Business of the Year. Based in Twin Lakes, Allied is a full-service custom thermoforming manufacturer. Since 2009, the company has added almost 100 people and their sales have increased by over \$15 million.

Tenuta's Deli, Liquor & Wines was the Small Business of the Year. Jim Kettinger, President, CEO & Owner of Engendren Corporation (f/k/a IEA, Inc.), was tapped as Entrepreneur of the Year.

The Fast Five recognition recognizes rapidly-growing companies that are driving the economy now and into the future. The 2012 Fast Five recipients were: Albany-Chicago Company, LLC; Bio Fab Technologies, Inc.; Kitchen Cubes, LLC; Mikrotech, LLC; and Specialized Accounting Services, LLC.





"Moving to Wisconsin is an awesome opportunity - an opportunity to reinvent ourselves for the future."

TIM ROBERTS  
President & CEO, Catalyst Exhibits

## 2. Position Kenosha County for long-term economic growth and development.

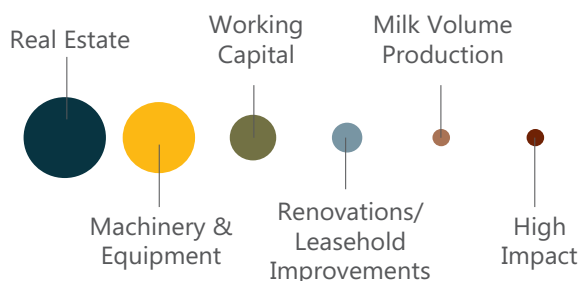
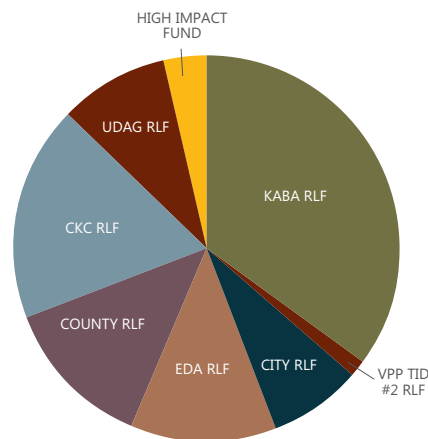
### > Revolving Loan Program (RLF)

KABA manages an extensive portfolio of community revolving loan funds, totaling almost \$29 million. These funds are used to provide low-cost financing options to companies creating jobs in Kenosha County by expanding an existing business or by establishing a new facility in Kenosha County.

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

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

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



#### Loan Uses

Real Estate (Land/Building/Expansion)	22	40.7%
Machinery & Equipment	17	31.5%
Working Capital	7	13.0%
Renovations/Leasehold Improvements	3	5.6%
High Impact	1	1.9%
Milk Volume Production	1	1.9%
<b>Totals</b>	<b>51</b>	<b>94.4%</b>



## Kenosha County High Impact Fund

Kenosha County Executive Jim Kreuser and the Kenosha County Board of Supervisors committed \$1,000,000 in 2011 to the establishment of a High Impact Fund to support economic development projects that have a substantially positive impact on the community in terms of high quality job creation and private investment. The County earmarked another \$500,000 to this fund in 2012.

The first project to receive funding from the new program was a major expansion by Bradshaw Medical. A start-up company in 2006 with a handful of employees, Bradshaw has a track record of phenomenal growth in terms of revenue and employment. Bradshaw constructed a state of the art manufacturing facility in 2010 to house the production of its medical instruments. The company estimates that its most recent expansion could create up to 80 new jobs over the next three years.

### 2012 KABA Borrower Profile

## Bradshaw Medical, Inc.

Bradshaw Medical is the first recipient of funding from Kenosha County's new High Impact Fund. The company specializes in the design and manufacturing of medical instruments for spinal implant surgery, the fastest growing segment of the orthopedic industry. Due to strong growth, the company plans to add up to 80 full-time positions.

\*minimum requirement of High Impact Fund

Surgical instrument manufacturer  
KABA Financing: \$250,000  
Total project amount: \$1,860,000  
Jobs created/retained: 50\*



## Redevelopment of former Chrysler Kenosha Engine Plant Site



Considerable progress has been made with respect to re-purposing the former Kenosha Engine Plant site. Per an agreement the City has with the liquidating trust and various environmental agencies, demolition of the existing structures on the site commenced in 2012. The buildings should be completely removed by mid-year 2013. The City will then take possession of the site and continue to work with participating environmental agencies on site remediation and future re-use.

A light industrial park is among the possible options being considered for this 100+ acre property in the heart of the City.

## > The First Annual Racine/Kenosha FastPitch Competition



KABA co-hosted an exciting new event for the area that supports entrepreneurs in the start-up, pre-start-up and idea stages. The Racine/Kenosha Fastpitch Competition was a showcase for forty-four entrepreneurial ideas. Held at Gateway Technical College's iMET Center in August, each participant had three minutes to 'pitch' their idea to a panel of judges from the business and investment community.

Judges chose 13 finalists who competed in a final round for the top three prizes in the iMET auditorium, which had a near capacity crowd. All competitors received invaluable feedback, a fun experience and valuable exposure to

investors, business leaders, potential mentors and media.

Scott Johanek (pictured right) won \$5,000 for his first place finish. Johanek said his brother called from an airport with the invention idea that won the entrepreneurship contest. His NoVo Luggage allows each buyer to color-customize a bag that will stand out in a crowd, and does not tip.



**“Understanding the role of innovation, the potential of entrepreneurship, and the importance of professional services are important components of a progressive economic development plan.”**

### 2012 KABA Borrower Profile

## Pacific Sands, Inc.

KABA's funds were used to assist with the relocation of the Pacific Sand's corporate headquarters and production facilities and to purchase equipment that will allow the company to expand operations. In 2012, the company moved into a 32,000 SF facility in Kenosha. Pacific Sands is a rapidly growing company that develops, markets and sells non-toxic, earth-, health- and child-friendly products for cleaning, personal hygiene and water maintenance applications.

Manufacturer of non-toxic  
cleaning products

KABA Financing: \$125,000

Total project amount: \$258,000

Jobs created/retained: 15



“Kenosha County’s most important talent asset is its access to higher education. [It] makes the county very competitive in attracting and keeping young talent from around the region.”

## > KABA adds Director of Talent Development position

Brooke Infusino joined KABA in October 2012 in a newly-created position for the organization: Director of Talent Development. Brooke has a variety of duties relating to the development and advancement of Kenosha County’s workforce. Her role includes serving as a liaison to Kenosha County’s primary, secondary and post-secondary education systems; administering the mentor, scholarship and other programs supported by the KABA Foundation; and serving as the executive director of Y-Link - Kenosha County’s young professional organization.

## > Leadership Development

KABA continued its partnership with Living As A Leader to offer a comprehensive leadership development program for Kenosha County employers and their emerging leaders. The Leadership Development Series focuses on developing leaders with the skills and knowledge required to effectively lead others. The process includes a combination of classroom training and one-on-one leadership coaching.

Series Two in Fall 2012 had 21 participants, up from 14 in 2011.

## 3. Attract, engage, and retain talent.



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



“It’s critical that we attract the very best talent – and we have those forward thinkers in this company.”



## > Training

KABA offers and coordinates training courses, workshops, webinars, briefings and round-table discussions covering topics ranging from supervisory management to forklift training, first aid/CPR to computer classes. KABA maintains a comfortable and convenient training center at its office and can also coordinate customized, on-site training programs for individual companies.

## > Professional Roundtables

In addition to the CEO Roundtable, KABA hosts two professional roundtables on a quarterly basis: Finance and Human Resources (HR). These roundtables provide a forum where professionals can discuss current, relevant issues and draw on the collective experience of the group to gain practical insights which can be applied immediately.



Y-Link is Kenosha's young professionals organization. In 2012, Y-Link entered into a managing partner agreement with KABA. Under the agreement, KABA is providing Y-Link with dedicated administrative and organizational resources as well as the infrastructure to take Y-Link's programming to the next level. The organization is advised by a volunteer nine-person board of directors as well as three volunteer committees.

## Leadership

### **President**

Randy Troutman  
Vice President,  
Technology & Business  
Development,  
LMI Packaging  
Solutions, Inc.

### **Vice President**

Ashley Noble  
Vice President,  
Commercial Banking  
Johnson Bank

### **Treasurer**

Nicole Bezotte  
Senior Associate,  
CliftonLarsonAllen LLP

### **Secretary**

Ashleigh Henrichs  
Executive Director,  
Kenosha Literacy  
Council

### **Professional Development Committee Chair**

Manoj Babu  
Associate Dean of  
Business,  
Gateway Technical  
College

### **Connect Committee Chair**

Jennifer Koependoerfer  
Director of Finance &  
Administration,  
Xten Industries, LLC

### **Community Engagement Committee Chair**

Kim Lishamer  
Sales & Operations  
Planning Manager,  
LMI Packaging  
Solutions, Inc.

### **Members at Large**

Keith Chyla  
Branch Manager,  
C.H. Robinson  
Worldwide

Jennifer Dooley  
Principal,  
Dooley & Associates

At Y-Link, being a young professional encompasses more than the title on your business card. It's about what you do with it and who you impact in the process. Y-Link helps Kenosha YPs reach their potential through leadership development, peer networking and civic involvement.

Y-Link offers a diverse slate of programs including Leadership Forums with local business and community leaders, Food for Thought Workshops, Raise the Bar informative networking events, a YP Book Club, speed networking, Reach Out community service events, a 5K charity run/walk and much more!





# The KABA Foundation

In 1996, the Kenosha Area Business Alliance Foundation, Inc. was formed to develop education initiatives with local Kenosha schools to increase graduation rates, enhance 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. Inc.

## > The KABA Mentor Program

The KABA Mentor Program is a school-based program that empowers both young people and the adults working with them. Volunteer mentors from area businesses commit 30-45 minutes of their time each week with a third through fifth grade or middle school student to work on academic and social skills. In the 2012/13 school year, 146 mentors from 59 member organizations participated in the program.

### 2012/2013 Mentors

Angela Allen	Diana Christofferson	Kelly Hansche	Bruce Johnson	Karin Meade	Karen Reget	Brad Stanek
Lisa Anderson	Ashley Cooper	Bill Harris	Megan Jurvis	Ingrid Meffle	Barb Riley	Beverly Stoops
Kelly Andreoli	Zach Daniels	Miles Hartley	Lynn Jurvis	Melissa Merfeld	Connie Rinaldi	Danette Strickland
Sherri Arnold	Joan Dobbins	Tom Hartley	Diane Kentala	Kevin Metallo	Irene Robaidek	Scott Tench
Maria Bartholomew	Andrew Dodge	Jackie Hartley	Steven Knecht	Sasha Mika	Marcy Romanowski	Bev Terry
Todd Battle	Jay Eckholm	Lori Heckel	Kelly Koblenksi	John Milisauskas	Ken Ropp	Dustin Tody
Patty Bauer	Kimberly Erdmann	Amy Henn	Jennifer Koeppendoerfer	Rosanna Molinaro	Lisa Ruediger	Ismael Torres
Alexander Beal	Cyndi Farmer	Ashleigh Henrichs	Dale Kolmos	Ken Muehlbauer	Rich Salisbury	Gina Torres
Nita Becker	Dena Feingold	Cheryl Hernandez	Rob Ladousa	Teri Muehlbauer	Susan Scalzo	Matt Troha
Sheryl Becker	Pat Finnemore	Dawn Herrmann	Rodney Nixon	Ashley Noble	Hillary Schenk	Debra Tuttlewski
Eric Belongia	Janet Frederick	Vickie Hessefort	Becky Noble	Brenda Schmidt	Sharon Schmidt	Daphne Ursu
Sally Berzinsky	Karl Frederick	Tom Hessefort	Joseph Leonardi	Rosalie Schmitz	Rosalie Schmitz	Gregoria Vasquez
Bruce Bosman	Marge Gentner	Suzie Hildebrandt	Tony Leach	Tina Schmitz	Tina Schmitz	Bill Vassos
Barbara Brever	Juli Georno	Jennifer Hoenig	Rachelle Little	Michelle Schroeder	Michelle Schroeder	Tamara Vendetta
Stacy Busby	Jackie Gianselli	Robert Hofer	Kevin Loef	Heather Schulz	Heather Schulz	Linda Ventura
Patricia Caira	Jean Glitzky	John Hogan	Andrew Loewen	George Sedloff	George Sedloff	Kristina Wamboldt
Tamara Cannon	Linda Godin	Cheryl Ide	Rachael Malsack	Nancy Sedloff	Nancy Sedloff	Jeannie Wawiorka
Jan Caputo	Maureen Goldstein	Kelly Infusino	Tommy Malsack	Bill Siel	Bill Siel	Trudy Westplate
Terri Chardukian	Deanna Goodwin	Nick Infusino	Phil Marlotty	Lautauscha Shell	Lautauscha Shell	Jesse Whitney
Delia Chiappetta	Adelene Greene	Brooke Infusino	Shirley Marlotty	Bill Siel	Bill Siel	Sheri Zaionc
Stephanie Christenson	Alex Greno	Natasha Jennings	David Marran	Barbara Randolph	Barbara Randolph	
			James McPhaul	Harry Rarick	Harry Rarick	

### Mentor Program Sponsor Companies and Organizations

A.B. Schmitz Agency, Inc.	Grand Appliance & TV	Kenosha Community Health Center	Liberty Builders	State Bank of the Lakes
Aldi	Guttormsen, Hartley, Wilk & Higgins, LLP	Kenosha County	Liberty Mutual	State of Wisconsin Board on Aging & Long Term Care
Andrea & Orendorff	Hair Unlimited	Kenosha County Division of Health	Lifetouch	SuperValu, Inc.
Asyst Technologies	Helene Sobin Consulting	Kenosha County Job Center	M&I, A part of BMO Financial Group	Terken, Inc.
Bank of Kenosha	Herbert's Jewelers	Kenosha Literacy Council	Madrigano Aiello & Santarelli, Inc.	Northwestern Mutual
Belongia-Hervat Group	HOPE Council, Inc.	Kenosha News	Olive Garden	United Hospital System
Beth Hillel Temple	JHT Holdings	Kenosha Police Department	Professional Services Group, Inc.	USABlueBook
Bosman Monuments	Jockey International	Kenosha Public Library	Riley Construction	University of Wisconsin-Parkside
Boys & Girls Club of Kenosha	Johnson Bank	Kenosha Unified School District	S.C. Johnson & Son	Walgreens
Carpetland USA	KABA	Kidzone Child Care Center	Sigmatix, LLC	Wisconsin Department of Corrections
Chase Bank	Kenosha Area Convention & Visitors Bureau	Lake County Health Department	Sign-A-Rama	Xten Industries
Comcast			Southport Bank	
Gateway Technical College				
Goodwill Industries of SE Wisconsin				

## > College Scholarship Program

Each year KABA awards thousands of dollars in college scholarships. In 2012, KABA awarded \$25,000 to Kenosha County High School graduates pursuing higher education.

Since its inception in 1997, the KABA Scholarship Program has awarded 135 scholarships worth over \$225,000 to graduating area high school seniors.



The Annual Scholarship Golf Classic, presented by TDS and co-hosted by KABA and the Kenosha Area Chamber of Commerce, raised over \$27,000 for the education foundations of KABA and the Chamber in 2012.

**“A lot of people have gone further than they thought they could because someone else thought they could.”**

## > The Kenosha Leadership Project

Launched as a pilot program in 2012, the Kenosha Leadership Project is an effort to help area high school students improve their academic performance and gain additional exposure to future career and education options.

During this initial pilot year, twenty five Tremper High School students have been selected for the program. The students will receive academic tutoring and mentoring, participate in regular group sessions to learn about career and higher education options, and be required to complete a community service project. Opportunities to connect students with summer employment and part time jobs will also be pursued.

Education Matters, a non-profit tutoring company, is coordinating The Kenosha Leadership Workshop. Thank you to the following companies and organizations for their support to make it possible: **Education Foundation of Kenosha; the JM Kaplan Fund; Johnson Bank; the KABA Foundation; LMI Packaging Solutions, Inc.; and ULINE.**

## > F.I.R.S.T. Robotics Competition



KABA was proud to once again sponsor in 2012 the LakeView Legends Robotics Team in the F.I.R.S.T. (For Inspiration and Recognition in Science and Technology) Robotics competition in Minneapolis.

Under strict rules, limited resources, and time limits, teams of 15 students or more are challenged to raise funds, design, build, program, test and modify a robot, hone teamwork skills, and perform prescribed tasks against a field of competitors.



NICHOLAS & ANTHONY  
CHIAPPETTA  
Chiappetta Shoes, Inc.

## 4. Ensure all parts of the County are economically, digitally and physically connected.



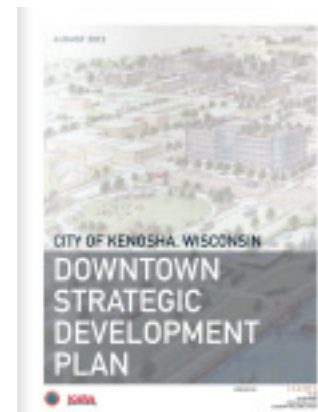
### Kenosha Downtown Strategic Development Plan

KABA continued working to advance Downtown revitalization efforts in 2012. KABA, the City of Kenosha, and a steering committee of community leaders engaged the The Lakota Group, a well respected urban planning and design firm, to help set clear priorities.

An extensive planning process ensued and involved significant discussions and dialogue with key stakeholders and the community at large. The result was the creation of the Downtown Strategic Development Plan, which provides a road map for Downtown Revitalization. This plan was formally adopted by the City of Kenosha Common Council in October of 2012.

The plan recommends several core development strategies or initiatives to be pursued, including:

- Zoning Improvements/Modernization to support key elements of the plan
- More aggressive efforts to address vacant properties and buildings
- Establishment of a Downtown Management Organization
- Expansion of the streetcar system





As part of its planning process, the Lakota Group hosted three interactive community workshops intended to gather feedback and opinions from the community. Over 500 people attended one or more of the events.



**"Downtown revitalization influences every economic development issue facing the city of Kenosha, from talent attraction and retention to quality of place to economic diversification."**



## Public Safety and Broadband Communication Initiative

The Public Safety and Broadband Communication Initiative made significant strides in 2012 toward increasing broadband capacity in Kenosha County.

Communications equipment has been mounted on all of the cellular or communication towers across the entire county and a fiber ring in the western part of the county interconnecting the communication towers to the county network is virtually complete.

Providing the entire county with a 21st Century digital infrastructure – which is the ultimate goal – is a critical component of a successful economic development infrastructure.



## Downtown Directional Signage

The City of Kenosha is installing signage leading travelers from Interstate 94 to the Downtown area.

Starting in 2013, directional signs will be installed on 52nd Street (Hwy. 158) east of Green Bay Road—the designated route to Downtown Kenosha. Additionally, two signs on I-94 at the exit for Highway 158 will direct motorists to "Downtown Kenosha Area Museums".



## > Target Industry promotion



To support KABA's economic development recruitment efforts, target business and industry sectors have been identified that capitalize on existing and emerging assets in Kenosha County and the larger Chicago Milwaukee corridor. These assets include the transportation network, large regional labor shed, and existing core industries.

KABA is promoting these industry sectors and has created marketing materials highlighting Kenosha County's strengths in these areas.

- Professional services
- Logistics & Distribution
- Advanced Manufacturing
- Food Processing

## > Kenoshasites.com

There is a large selection of commercial, industrial, and multi-use real estate to choose from when a company is looking to locate or expand in Kenosha County. KABA has recently added an interactive GIS mapping utility to its web site which allows users to search according to their building or site requirements, making the process much easier, faster, and more effective. The new online tool provides company executives and site selectors with free and instant commercial real estate data, demographic breakdowns, community details, lists of buildings available for sale or lease, and information on the local workforce, including education and skills.



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

"People in the community work together to make it a community you want to be in and stay in."





# FINANCIAL INFORMATION

Kenosha Area Business Alliance, Inc. and its Subsidiaries

Unaudited Consolidated Statement of Financial Position Compiled for the Years Ending:

	2012	2011
<b>Assets</b>		
Cash & Short Term Investments	\$11,952,066	\$10,873,789
Notes/Advances Receivable Less Reserves	\$14,113,890	\$15,483,410
Other Assets	\$949,550	\$802,404
Total Assets	\$27,015,505	\$27,159,604
<b>Fixed Assets</b>		
Property & Equipment Net of Accumulated Depreciation	\$13,940,816	\$13,846,468
<b>Total Assets &amp; Fixed Assets</b>	<b>\$40,956,321</b>	<b>\$41,006,072</b>
<b>Liabilities</b>		
Accounts Payable & Other Short Term Liabilities	\$1,057,463	\$882,384
Refundable Deposits	\$12,000,000	\$12,000,000
Total Liabilities	\$13,057,463	\$12,882,384
<b>Net Assets</b>		
Unrestricted	\$10,984,283	\$10,655,583
Temporarily Restricted	\$384,305	\$1,661,762
Permanently Restricted	\$16,530,271	\$15,806,342
Total Net Assets	\$27,898,859	\$28,123,688
<b>Total Liabilities and Net Assets</b>	<b>\$40,956,321</b>	<b>\$41,006,072</b>

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

	2012 Operating	2012 Restricted Funds	2011 Operating	2011 Restricted Funds
<b>Revenues</b>				
Contract Services	\$165,000	\$-	\$165,000	\$-
Membership Dues	\$212,146	\$-	\$217,360	\$-
Loan Service Fees	\$15,325	\$-	\$86,718	\$-
Training/CEO Roundtables Fees	\$76,019	\$-	\$65,691	\$-
New Revolving Loan Fund Contracts	\$-	\$-	\$-	\$1,000,000
Interest (Bank, Investments & Notes)	\$747	\$651,449	\$1,095	\$611,879
Revolving Loan Fund Administration	\$534,327	\$-	\$550,669	\$-
Other	\$70,817	\$125,590	\$69,265	\$53,942
Total Revenue	\$1,074,381	\$777,039	\$1,155,798	\$1,665,821
<b>Expenses</b>				
Personnel	\$682,947	\$-	\$622,588	\$-
Revolving Loan Fund Administration	\$-	\$534,327	\$-	\$550,669
Travel/General Admin./Training/CEO Roundtable	\$69,816	\$-	\$63,905	\$-
Equipment	\$7,060	\$-	\$105	\$-
Mailing/Printing/Office Supplies	\$12,491	\$814	\$17,263	\$930
Accounting/Auditing/Legal	\$41,246	\$1,129	\$35,938	\$4,014
Insurance (Business & General Liability)	\$12,732	\$2,412	\$11,787	\$3,439
Telecommunications/Computer Services	\$9,587	\$859	\$6,030	\$516
Rent/Space Maintenance/Utilities	\$77,823	\$23,793	\$82,800	\$15,409
Membership & Business Development	\$84,905	\$-	\$184,999	\$-
Depreciation & Property Taxes	\$36,877	\$67,479	\$33,930	\$37,137
Miscellaneous	\$12,077	\$88,670	\$15,280	\$2,434
Reserve Adjustment	\$-	\$300,000	\$-	\$(164,000)
Total Expenses	\$1,047,560	\$1,019,484	\$1,074,625	\$450,547
<b>Change In Net Assets</b>	<b>\$26,821</b>	<b>\$(242,445)</b>	<b>\$81,173</b>	<b>\$1,215,274</b>

# 2012 KABA Membership Listing

## Banking

Bank of America  
Bank of Kenosha  
BMO Harris Bank  
Chase  
Cole Taylor Bank

Community State Bank  
Educators Credit Union  
First American Bank  
Gateway Mortgage  
Corporation

Johnson Bank  
MB Financial Bank  
PNC Bank  
Southern Lakes Credit Union

Southport Bank  
State Bank of the Lakes  
Talmer Bank and Trust  
Tri City National Bank

## Business Services

3 Deep Breaths  
Adecco  
ADP  
APEX Alarm Systems, Inc.  
Badger Press  
Photographics, Inc.  
Batzner Pest Management, Inc.  
C.H. Coakley & Company  
Catalyst Exhibits, Inc.  
Computer Technologies, Inc.  
Copy Center  
Dooley & Associates, LLC  
Econoprint

Equity Creative  
Express Employment  
Professionals  
Hallum Enterprises, Inc.  
Heartland Payment Systems  
Image Management LLC  
ISTI, Inc.  
Kelly Services  
Knoll  
Lee Hecht Harrison  
Leitch Printing Corporation  
Len Iaquina's Excellence in  
Communications, Inc.  
Living As A Leader

M&M Office Interiors, Inc.  
Martin Group  
McTernan Wireless/Mobile One  
Momentum BPA, Inc.  
MRA  
Mueller Communications, Inc.  
OFFSITE, LLC  
Otto Nelson Moving & Storage  
Outstanding Graphics  
Over The Top Cuisine  
Platinum Systems, Inc.  
Professional Services Group, Inc.  
Promo540 LLC

QPS Employment Group  
Ricoh  
Simplified Staffing  
Sodexo @ University of  
Wisconsin-Parkside  
Stan's Office Technologies  
Suite Imagery, LLC  
Terken, Inc.  
The Bristol Group  
The Colerget Conference Center  
United Scrap  
Winter Services, Inc.  
Wisconsin Fuel & Heating

## 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  
Keller, Inc.  
Lee Plumbing Mechanical  
Contractors, Inc.

Martin Petersen Co, Inc.  
Pieper Electric, Inc.  
Plumbers and Steamfitters  
Local #118 U.A.  
Rasch Construction &  
Engineering, Inc.

Riley Construction  
Company, Inc.  
RJ Underground, Inc.  
The Bristol Group  
Titan LED  
United Scrap  
Wisconsin Fuel & Heating

## Engineering & Architectural Services

Clark Dietz, Inc.  
Crispell-Snyder, Inc.

Eppstein Uhen Architects  
JSD Professional Services, Inc.

Kueny Architects, LLC  
Partners in Design  
Architects, Inc.

Ruekert Mielke

## Government & Education

Carthage College  
Central High School District  
of Westosha  
City of Kenosha  
Concordia University Wisconsin  
Gateway Technical College

Herzing University  
Kenosha County  
Kenosha Unified School  
District No. 1  
Sodexo @ University of  
Wisconsin-Parkside  
St. Joseph Catholic Academy

State of WI Dept. Workforce  
Development - Job Service  
Town of Paris  
Town of Salem  
Town of Somers  
Town of Wheatland  
University of Wisconsin -  
Parkside

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

## Health Care & Related Industries

Abbott  
Aurora Health Care  
Bradshaw Medical Inc.  
Business Health Care Group  
Daniel R. Santarelli DDS  
Dental Associates, Ltd., Kenosha

Doctors of Physical Therapy  
Dr. Jeanne S. Vedder, M.D.  
Dr. Steven Schwimmer, DO, SC  
Drs. Ganesh & Bharathi Pulla  
Frantal Dental Care  
Hospice Alliance, Inc.

Hospira Worldwide Inc.  
Kenosha Community Health Center, Inc.  
Kenosha Radiology Center  
Kenosha Visiting Nurse Association & Affiliates

Regulatory Compliance Associates Inc.  
Sports Physical Therapy & Rehab Specialists  
United Hospital System

## Individual

Jerry Franke  
Ronald R. Frederick  
David Geertsen  
Carl D. Holborn, JD MST

Rep. Samantha Kerkman  
Wayne E. Koessl  
County Executive Jim Kreuser  
Michael Montemurro

Terry Nolan  
Karl Ostby  
Clifton Peterson, M.D.

Stanley Torstenson  
Greg Wernisch  
Russell Ziemann

## Insurance, Legal & Financial Services

A.B. Schmitz Agency, Inc.  
Alia, DuMez, Dunn & McTernan, S.C.  
Ameriprise Financial Services, Inc.  
Andrea & Orendorff, LLP  
Baker Tilly Virchow Krause, LLP  
Brookhouse & Hemsing Law Offices  
CliftonLarsonAllen

David Insurance Agency  
Davison Law Office, Ltd.  
Ehlers and Associates, Inc.  
Gateway Mortgage Corporation  
Godfrey & Kahn S.C.  
Godin Geraghty Puntillo Camilli, SC  
Guttormsen, Hartley, Wilk & Higgins, LLP  
Jenkins & Vojtisek S.C.

Lindner & Marsack, S.C.  
Madrigano, Aiello & Santarelli, LLC  
Michael Best & Friedrich LLP  
PPG Partners LLC  
Reilly, Penner & Benton LLP  
Reinhart Boerner Van Deuren S.C.  
Sam Ruffolo Agency

Scott Olson, CPA, LLC  
Seymour & Associates, S.C.  
Tirabassi, Felland & Clark, LLC  
Trotter Insurance Group  
Valeri Agency, Inc.  
Villani, Becker & Larsen S.C.  
Wegner CPAs  
Wells Fargo Advisors  
Whyte Hirschboeck Dudek S.C.

## Manufacturing

Abatron, Inc.  
Abbott  
ACCO Brands  
Air Flow Technology, Inc.  
Albany-Chicago Company LLC  
Allied Plastics, Inc.  
Anderson Manufacturing Company, Inc.  
Asyst Technologies, LLC  
Badgerland Products, Inc.  
Beckart Environmental, Inc.  
BEI Electronics, LLC  
Bio Fab Technologies, Inc.  
Bothe Associates Inc.  
Bradshaw Medical Inc.  
Branko Perforating FWD., Inc.  
Calumet Diversified Meats, Inc.

Centrisys Corporation  
Contact Rubber Corporation  
Converting Solutions, Inc.  
Cordeck  
Engendren Corporation (f/k/a IEA, Inc.)  
Expanded Technologies Corp.  
Fair Oaks Farms, LLC  
Finishing & Plating Service, Inc.  
Five Star Fabricating, Inc.  
GEM Manufacturing Inc.  
Gerdau  
Horizon Milling LLC  
Industrial Toolz/Handi-Ramp  
IRIS USA, Inc.  
ITO Industries, Inc.  
Jockey International, Inc.

Kenosha Beef International, Ltd.  
Kenosha Lumber & Manufacturing Company, Inc.  
Kirsan Engineering, Inc.  
Lakeside Steel & Mfg. Co.  
LMI Packaging Solutions, Inc.  
Mikrotech, LLC  
Monarch Plastics, Inc.  
Norstan, Inc.  
Northlake Engineering, Inc.  
Ocean Spray Cranberries, Inc.  
Ocenco, Inc.  
Pacific Sands, Inc.  
Parker Plastics, Inc.  
POP Manufacturing  
Powerbrace Corporation  
PPC Industries, Inc.

Pride Abrasive, Inc.  
Puratos Chocolate USA  
R+D Custom Automation  
Reflective Concepts, Inc.  
Rust-Oleum Corporation  
S.C. Johnson & Son  
Sanmina-SCI  
Snap-on Incorporated  
ST Specialty Foods  
The Metal Shop  
United Technology Aerospace Systems-Electric Systems  
Vista International Packaging, LLC  
Wickeder Steel Company  
Xten Industries, LLC

# 2012 KABA Membership Listing

## Media

Kenosha Community Media, Inc.      Kenosha News

## Non-Profit

Boys & Girls Club of Kenosha  
Goodwill Industries of  
Southeastern Wisconsin, Inc.  
I.B.E.W. Local 127  
Jane Cremer Foundation  
Kenosha Achievement  
Center, Inc.

Kenosha Area Chamber of  
Commerce, Inc.  
Kenosha Area Convention &  
Visitors Bureau  
Kenosha Area Family and  
Aging Services, Inc.  
Kenosha Common Markets, Inc.

Kenosha Community  
Foundation  
Kenosha Country Club  
Kenosha Human  
Development Services, Inc.  
Lake County Partners  
Lemon Street Gallery &  
ArtSpace, Inc.

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

## Real Estate

Ark Apartments, LLC  
Bear Realty Inc.  
CenterPoint Properties  
Clovis Point, LLC  
Darwin Realty & Development  
Corporation

Garretto Real Estate LLC  
JAM Investment Properties, LLC  
Janko Group  
Landmark Title Corporation  
Lee & Associates of Illinois LLC  
Legacy Property Management  
Services, LLC

Paddock Lake Heights  
Paine/Wetzel / TCN  
Worldwide  
Petretti Builders & Developers  
Pitts Brothers & Associates LLC  
Prudential Premier Properties

RE/MAX Elite, Inc.-Mary Dixon  
The Club at Strawberry Creek  
Tri-State Realty, Ltd.  
WISPARK LLC  
Zilber Property Group

## Retail Establishments

Ambrosia Juice Co.  
Best Western Kenosha  
Calumet Diversified Meats, Inc.  
Candlewood Suites  
Cast, LLC DBA Sazzy B  
Dickow-Cyzak Tile Company  
Flowers by Joseph, Inc.  
Good Vibrations, LLC

Gordon Food Service  
Jelly Belly Candy Company  
Jess Beyer, lia sophia Advisor  
Jockey International, Inc.  
Kentucky Fried Chicken  
Lakeside Music, LLC  
Luigi's Pizza Kitchen  
McTernan Wireless/Mobile One

Mitchell Carpets  
Paielli's Bakery, Inc.  
Palmen Auto Group  
Pleasant Prairie Premium Outlets  
Rode's Camera & Photo  
Supplies  
Rustic Road Brewing Co.  
Spiegelhoff's Supervalu

Tenuta's Delicatessen &  
Liquors, Inc.  
Total Furniture  
Triangle Appliance, Video &  
Carpeting Inc.  
Twin Lakes Country Club  
Golf Course  
Wilnot Mountain, Inc.

## Telecommunications & Utilities

Kenosha Water Utility

TDS

We Energies

## Transportation, Distribution & Warehousing

Affiliated Foods Midwest  
Associated Bag Company  
C.H. Coakley & Company  
C.H. Robinson Worldwide, Inc.  
Exel  
Gordon Food Service

Heartland Produce Co.  
Hospira Worldwide Inc.  
Jay-Bee Collision  
Repair Center  
Jelly Belly Candy Company  
Jensen & Jensen, Inc.

JHT Holdings, Inc.  
Mann Warehouse  
Otto Nelson Moving & Storage  
Pepsi Americas  
Pulera Collision Auto  
Care Center

Rehrig Pacific Company  
SuperValu, Inc.  
Uline, Inc.  
Volkswagen Group of  
America, Inc.  
Yamaha Motor  
Corporation, USA







The Kenosha Area Business Alliance (KABA) is a public-private partnership.  
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[www.kaba.org](http://www.kaba.org)