



# 2016 ANNUAL REPORT



# Dear Investors, Partners & Stakeholders,

On behalf of the Board of Directors and staff, I am pleased to share the 2016 Annual Report for the Kenosha Area Business Alliance (KABA).

2016 was another exciting year for economic development in the Kenosha Area. KABA's scorecard for the past 4 years (2013-16) now tallies over \$725 million in new investment and more than 5,500 jobs resulting from economic development projects. Ariens, Colbert Packaging and Vonco Products are notable wins from the past year.

The area's economic expansion and job growth have contributed to a healthier and more robust local economy. This was noted in August when Fitch and S&P upgraded Kenosha County's bond rating to AA+ (one notch below AAA).

This accelerated job growth, combined with less than favorable demographic trends for the region and state, has amplified the call to action regarding workforce development and education. During 2016, KABA worked closely with the W.E. UpJohn Institute for Employment Research to complete a Kenosha County Labor Market Analysis. The study, and resulting recommendations, now guides our work with education and workforce development partners to respond to these issues.

The Gateway Promise (college scholarship program) and Building Our Future Kenosha (a cradle to career, education initiative) are two early initiatives aimed at improving the area's talent pipeline that KABA has chosen to support.

Increasingly long term economic development success hinges on a community's capacity to support the human resource needs of business and industry. As we keep our foot on the accelerator with respect to economic development, we must also intensify efforts to develop, retain and attract talent. This will be a focal point for KABA in 2017 and beyond as we work with employers and education and workforce development partners to address.

Thank you for your support, investment, and involvement.

Best wishes for a prosperous 2017,



Todd Battle, President

## SINCE THE BEGINNING OF 2013...



### 5,532 JOBS CREATED OR RETAINED

### \$728.3 MILLION IN CAPITAL INVESTMENT



### \$13.5 MILLION

### IN NEW PROJECT FINANCING



### 351 COMPANY INTERVIEWS THROUGH BRE PROGRAM



# 2016 SCORECARD

## JOBS

The emphasis will be on tracking jobs created as a result of expansion, relocation/attraction projects that KABA is directly involved in.



In 2013, KABA developed a set of primary performance indicators to track the overall performance of KABA and the Kenosha Area in regards to economic development. The KABA Scorecard below measures the success of both our annual goals in 2016 and our overall progress toward five-year goals.



## FINANCING

New project financing through its revolving loan and high impact funds.



## BRE PROGRAM

Visits to Kenosha County companies through KABA's Business Retention & Expansion (BRE) program.



## LEADS

Interactions with economic development prospects regarding the consideration of Kenosha County as a legitimate option for a project location.



## NEW PRIVATE INVESTMENT

The emphasis will be on tracking new private investment created as a result of expansion, relocation/attraction projects that KABA is directly involved in.



## WEB SITE VISITS

Visitors to kaba.org.





# 2016 MAJOR WINS

The following economic development projects were announced in Kenosha County in 2016:

## COLBERT PACKAGING CORP.

**Company:** Colbert Packaging Corporation is a leading manufacturer of folding cartons, rigid setup boxes and paperboard specialty products based in Lake Forest, Ill.

**Project:** Colbert acquired a new 173,000 SF building in the Business Park of Kenosha. The building will accommodate an expansion of its production operations and provide warehousing. They are expected to employ 110 people.

**Assistance:** The Wisconsin Economic Development Corporation (WEDC) has authorized the company to receive up to \$850,000 in state tax credits over the next three years. Kenosha County supplied \$250,000 from its High Impact Fund, which is administered by KABA.

"Wisconsin is known for its printing and paper-making industries, as well as the technical expertise of those who work in these fields, which makes the state an ideal location for Colbert."

—Jim Hamilton, President, Colbert Packaging

## VONCO PRODUCTS INC.

**Company:** Vonco Products LLC, a leading manufacturer of flexible packaging and promotional products previously based in Lake Villa, Ill.

**Project:** Vonco plans to relocate its entire operation to a 80,500 SF facility in the Salem Business Park in the Town of Salem. Vonco will be the anchor tenant of the new business park being developed by KABA. Vonco is leasing the building from KABA and will have an option to purchase the facility. The company expects to create 105 jobs over the next three years.

**Assistance:** WEDC has authorized the company to receive up to \$500,000 in state tax credits over the next three years. Kenosha County pledged \$500,000 from its High Impact Fund, which is administered by KABA.

"Manufacturing in Wisconsin is a long-term competitive advantage."

—Keith Smith, President, Vonco Products

## ARIENS COMPANY

**Company:** Ariens Company is a privately-owned and operated corporation that manufactures original outdoor power equipment for both consumer and professional customers. The company, established in 1933, is based in Brillion, WI.

**Project:** Ariens selected a 600,000 SF building in the Village of Somers' newly-constructed First Park 94 for the site of its new distribution center. They expect to employ approximately 50 people.

**Assistance:** The Village of Somers provided a \$250,000 development incentive and Kenosha County supplied \$250,000 from its High Impact Fund, which is administered by KABA.

"We appreciate the assistance of both the Village of Somers and Kenosha County for working with us, and for having the vision of making this area a key hub for distribution."

—Dan Ariens, President & CEO, Ariens Co.





UP TO **10**  
POTENTIAL  
SITES

**80,500** SF  
FIRST  
DEVELOPMENT

**80**  
ACRES

**7**  
MILES FROM  
I-94

# SALEM BUSINESS PARK

The Salem Business park is a partnership between the Town of Salem, KABA and Kenosha County. Salem established a Tax Increment Financing (TIF) District, which has been used to finance all park infrastructure improvements including sanitary sewer, water, roadways, mass-grading and a storm water management system. Located just west of State Highway (STH) 83 on Wilmot Road, the Salem Business Park is in close proximity to the Illinois border and I-94. The first development, an 80,000 SF build-to-suit manufacturing facility for Vonco Products, got under way in October. Nine additional sites ranging in size from 4-9 acres remain available for development.

## EXPANSIONS & OTHER DEVELOPMENTS

KABA tracks developments throughout Kenosha County. Below is a listing of the larger projects that took place in 2016:

Company	Project	Jobs	Type	Municipality
CenterPoint Prop.	200,000 SF building	n/a	Speculative building	Village of Pleasant Prairie
Central Storage & Warehouse	37,000 SF addition	10	Expansion	Village of Pleasant Prairie
Doheny Enterprises	175,000 SF addition	175	Expansion	Village of Pleasant Prairie
EMCO Chemical	62,160 SF addition	35	Expansion	Village of Pleasant Prairie
First Industrial Realty	600,000 SF building	n/a	Speculative building	Town of Somers
Kem Krest	275,000 SF building	100	Acquisition	Village of Pleasant Prairie
Majestic Realty	424,164 SF building	n/a	Speculative building	Village of Pleasant Prairie
Ocenco, Inc.	40,000 SF addition	10	Expansion	Village of Pleasant Prairie
Zilber Property Group	72,000 SF building	n/a	Speculative building	Village of Pleasant Prairie



# HELPING COMPANIES GROW

## Revolving Loan Fund Program

KABA has helped hundreds of companies to relocate or expand in Kenosha County through its portfolio of community revolving loan funds which total \$30+ million.

These funds are used to provide low-cost financing to companies creating jobs in Kenosha County by expanding or establishing a new facility in the area.



**Company:** HY Frontiers, LLC dba Rustic Road Brewing  
**Description:** Craft brewery/bar/restaurant  
**Project:** Purchase/renovation of existing building for expansion  
**Total project investment:** \$525,000  
**KABA loan amount:** \$208,420  
**No. of jobs created/retained:** 10



**Company:** MIKA Brands, LLC dba Kitchen Cubes  
**Description:** Kitchen cabinet & countertop provider  
**Project:** Acquisition of building  
**Total project investment:** \$1,250,000  
**KABA loan amount:** \$316,000  
**No. of jobs created/retained:** 14



**Company:** Town of Salem  
**Project:** Funding of infrastructure for development of Salem Business Park  
**Total project investment:** \$6,600,000  
**KABA loan amount:** \$1,600,000  
**No. of jobs created/retained:** TBD

**Company:** Ariens Company  
**Project:** Leasing of 600,000 SF bldg  
**Total project investment:** \$4,500,000  
**High Impact Fund Award:** \$250,000  
**KABA loan amount:** \$1,000,000\*  
**No. of jobs created/retained:** 50

**Company:** Colbert Packaging Corp.  
**Project:** Acquisition of 173,000 SF bldg  
**Total project investment:** \$24,500,000  
**High Impact Fund Award:** \$250,000  
**No. of jobs created/retained:** 110

**Company:** Vonco Products  
**Project:** Leasing of 80,500 SF bldg  
**Total project investment:** \$11,000,000  
**High Impact Fund Award:** \$500,000\*  
**No. of jobs created/retained:** 105

## Kenosha County High Impact Fund

The Kenosha County High Impact Fund, administered by KABA, helps secure high quality economic development projects. "High Impact" developments are those which create a least 50 new, high-paying jobs or have a capital investment of at least \$3 million.

Since its inception, the High Impact Fund has contributed to the creation of almost **1,475 new jobs** and **\$168 million** in new private investment.

In 2016, KABA financed **\$4,100,000** in high impact and revolving loan funds to six area companies, creating **289** jobs and aiding **\$48,375,000** in total capital investment.

*\*funds to be released in 2017*



# BUSINESS RETENTION & EXPANSION PROGRAM

Every year, KABA takes the pulse of approximately 100 Kenosha County-based companies through its Business Retention & Expansion (BRE) Program. Employers provide KABA with valuable information about the health of the county's economy and identify opportunities and challenges to help KABA focus its development efforts.

In 2016, KABA staff conducted formal interviews with **98** companies. Of these 98 businesses, **96** relayed that they had experienced significant changes and/or achievements. The graphics below illustrate some of these achievements and provide examples from individual companies (for instance, 36 companies said that the growth of their business was their most significant achievement).



## BUSINESS GROWTH

Good Foods Group added nearly 300 employees in the past three years.



## INNOVATION

Kenall launched Indigo-Clean, revolutionizing and marketing a process for continuous environmental disinfection.



## EXPANSION/ MODERNIZATION COMPLETE

Allied Plastics added 48,000 square feet of manufacturing space and invested in new machines that allowed for increased volume and the production of larger parts.

## NEW BUSINESS BRANCHES/ LOCATIONS ADDED

Aurora, Bone Dry Products, Cordeck, Five Star Fabricating, Iris USA, Meijer, Mosmatic Corporation, Platinum Systems, and Regulatory Compliance Associates all added new branches.



## BUSINESS CHALLENGE ENDED SUCCESSFULLY

Pfizer acquired Hospira; KemKrest acquired Unified Solutions, Inc.; SL Montevideo Technology Inc. acquired UTC Aerospace, Standex purchased Northlake Engineering; BlackEagle Partners purchased Anderson Manufacturing; and Associated Wholesale Grocers acquired Affiliated Foods Midwest. These companies reported either maintaining the same level of employment or a slight increase.





## WORKFORCE REMAINS TOP OF MIND FOR MOST COMPANIES

A top concern for interviewed executives was the competitiveness around hiring and retaining the best talent. In response, KABA has put additional emphasis on addressing issues related to workforce, has put together a cadre of best practices in finding and keeping talent, and partnered with other organizations to make our region more successful in talent attraction and retention efforts.



"Kenosha County is booming right now. A lot of folks are looking to move into this area. It's a great place to be. There's great people here, and great talent to draw from."

- Jamie Hogan,  
President  
Specialized  
Accounting Services



## "WHY DID YOUR COMPANY INVEST IN KENOSHA COUNTY?"

KABA asked industry leaders if they think Kenosha County is or has been a suitable place for investment, and if so, why? Their responses indicated that their investments have "begun to pay off". Most leaders cited Kenosha County's location between Chicago and Milwaukee as well as a strong business climate and overall stability as a key factor in their decision. (refer to chart below)



# BRE: TAKING THE PULSE OF BUSINESS



In order to better address labor challenges facing Kenosha County, KABA—together with its partners the Kenosha County Job Center, Gateway Technical College, UW-Parkside and Carthage College—commissioned the W.E. Upjohn Institute for Employment Research to conduct a Labor Market Analysis of the Kenosha region.

The analysis was the result of a five-month community engagement project that sought to uncover more in-depth information about:

- > Industry demand for occupations
- > Wage growth
- > Commuting patterns
- > Workplace conditions
- > Employee & employer perceptions
- > Educational attainment levels



“There are excellent efforts under way to enhance, retain, and attract the human capital necessary to help Kenosha County—and its businesses—grow and prosper in an ever-changing world. This analysis offers policy suggestions that we feel will aid in these efforts.”



## THE RESULTS

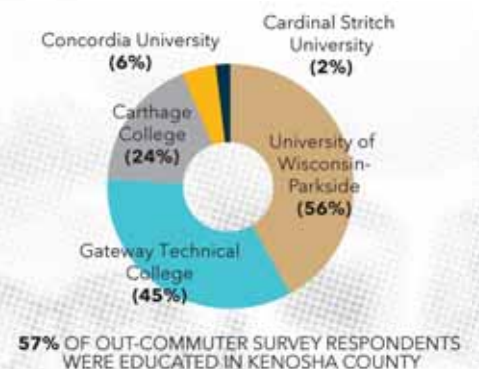
The Upjohn team created a comprehensive report—available at [kaba.org](http://kaba.org)—that outlined data from a survey of more than 1,700 employees in Kenosha County, in addition to the feedback from close to 60 employers at three workshops. Along with the key data sets, the analysis listed six overall recommendations to address challenges faced by the community.

KABA and its partners are using the information to collectively develop a series of talent strategies to address the challenges of area employers, and design training and educational opportunities consistent with the demands of the community.

## THE KENOSHA COUNTY OUT-COMMUTER ANALYSIS

The *Kenosha County Out-Commuter Analysis* serves as a qualitative supplement to the Labor Market Analysis. It allowed KABA to learn more about who is commuting out, attributes of those commuters (i.e. age, occupation, education level), as well as where they're commuting to and why. Several questions also asked what factors would prompt a respondent to change positions and how they search for new job opportunities.

The final report shares 10 key findings and 10 recommendations for employers to attract candidates who are highly educated and experienced within this latent talent pool.



# THE KENOSHA COUNTY LABOR MARKET ANALYSIS

# WORKING ON OUR LABOR FORCE

## PARTNERING W/ EMPLOYERS

As employers place increasing emphasis on finding and keeping skilled and qualified talent, KABA—through coordinated efforts with its workforce partners, including the Kenosha County Job Center, K-12 and higher education—is providing resources to help employers find the talent they need, including:

- > Customized recruitment event assistance
- > Leadership training & professional roundtables
- > Strategy development for workforce recruitment, retention and engagement
- > Community-wide effort to attract/retain YPs (YLink)
- > Initial phases of developing website to promote Kenosha County as a talent magnet (Kenosha County Talent Attraction & Retention Initiative)

## SCHOOLS2SKILLS

Schools2Skills provides students, parents and educators the opportunity to explore and understand careers in manufacturing in Kenosha County. They learn about career paths, salaries and the education required to succeed in today's manufacturing environment.

In March, 25 students from Lance Middle School and Bradford High School attended a tour of InSinkErator's Kenosha facility, Niagara Bottling and the Gateway Technical College iMET Center.

## LET'S TALK TALENT!



The *Let's Talk Talent!* Conference was held May 24th at UW-Parkside. The conference featured multiple sessions led by talent and attraction experts focusing on topics such as:

- > the results of the The Kenosha County Labor Market Analyses;
- > how companies can create a culture that attracts people;
- > what local companies are doing to attract and retain employees;
- > what millennials want from their workplace and communities.





# PROFESSIONAL DEVELOPMENT

## TRAINING

KABA provides training courses, workshops and briefings led by certified industry professionals. Programming is held at KABA's training center or is customized and held on-site at the company's facility.

## LIVING AS A LEADER

KABA has partnered with Living As A Leader® (LAAL) to offer comprehensive leadership development programming in Kenosha County. This year-long program features monthly group skill-building workshops as well as individual monthly coaching sessions.



**178**  
INDIVIDUALS



REPRESENTING  
**33**  
AREA EMPLOYERS  
ATTENDED ONE OF...



**27**  
TRAINING  
PROGRAMS



NUMBER OF  
INDIVIDUALS WHO  
COMPLETED THE 5TH  
LAAL SERIES  
(25 ARE ENROLLED  
IN THE 6TH SERIES)



*Inspire* is a one day leadership conference hosted annually by KABA. This year, more than 200 people attended the event held in September at Journey Church. Speakers at the event include local, regional, and national leaders including business executives, authors, education advocates, and community and non-profit stewards. *Inspire* has become a great forum for bringing the Kenosha Area together around leadership and community development topics. KABA plans to continue to expand this event in the coming years.



**200**  
NUMBER OF PARTICIPANTS AT  
THE 4TH ANNUAL INSPIRE  
EVENT HOSTED AT JOURNEY  
CHURCH IN SEPTEMBER



NUMBER OF  
SURVEY RESPONDANTS  
WHO INDICATED THAT  
THEY WOULD ATTEND  
THE EVENT AGAIN IN 2017



AMOUNT DONATED  
TO GIFTCARDGIVER.COM  
FROM ATTENDEES'  
UNUSED GIFT CARDS  
SUBMITTED AT  
THE EVENT



## NONPROFIT BOARD DEVELOPMENT ▼ PROGRAM

"The course material, instructors and guest speakers were awesome! Well done YLink."

– Program Graduate

Based on ongoing discussions and requests from area organizations who are looking for YPs to serve on boards, YLink created a six-week nonprofit board development program for young professionals. Program curriculum consisted of:

- > Overview of nonprofit structure
- > Strategic planning
- > Financial management
- > Legal & ethical responsibilities
- > Fund raising



Kenosha is one of 15 communities throughout Wisconsin to host a series of events aimed at YPs during the annual YP Week Wisconsin in mid-April. YLink hosted five events that showcased the quality of life assets Kenosha has to offer to emerging talent, including a Streetcar Takeover and a Behind the Scenes look at the Kenosha Creative Space. Approximately 170 young professionals engaged in the week's activities.

Young Leaders in Kenosha (Y-Link) is Kenosha County's young professional organization and is administered by KABA. Y-Link acts as the catalyst to connect, attract, retain and foster relationships, professional growth and community-mindedness among young professionals in the Kenosha Area.

KABA believes YLink is one solution to attracting, retaining and developing talent in the Kenosha Area. The organization facilitates highly unique, professional, social and community experiences that showcase Kenosha's best assets.

When young professionals are actively engaged with their community, it's more likely they will stay and influence the trajectory of our region.

Here are some of the exciting initiatives YLink undertook in 2016. Learn more at [ylinkenosha.com](http://ylinkenosha.com).



## 2016 ADVISORY BOARD

President  
**Annette Stich,**  
Fair Oaks Farms

Vice President  
**Courtney Olson,**  
MERZ North America

Secretary  
**Jim Kettinger, Jr.,**  
Lee & Associates

Treasurer  
**Vince Montemurro**  
Controller,  
Riley Construction  
Company

Employer  
Engagement  
**Ruby Today,** Uline

Social Media  
Marketing  
**Kendra Buchanan,**  
Dooley & Associates

Connect Committee  
Chair  
**Jeanette Kelly,**  
Mike's Restaurant  
Group

Professional  
Development  
Committee Chair  
**Amy Greil,**  
UW-Extension

Community  
Engagement  
Committee Chair  
**Brandi Cummings,**  
Kenosha Public Library

Past President  
**Jennifer  
Koeppendoerfer,**  
United Hospital System



YLink, in partnership with UW-Parkside's Advising & Career Center, piloted a mentoring program where established YPs in the Kenosha area volunteered to mentor UW-Parkside juniors & seniors – focusing on career readiness skills. The six-month program completes in May 2017.

YP WEEK WI ▲

COLLEGE-TO-CAREER ▲  
MENTORING PROGRAM



# THE KABA EDUCATION FOUNDATION

## THE 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. Thank you to all of the mentors who are making a difference in a student's life!



## CATALYST TO CAREERS COLLEGE SCHOLARSHIPS

The Catalyst2Careers Scholarship Program, administered by KABA, grants scholarships to graduates of Kenosha County high schools (public or private) who are also Kenosha County residents.

All recipients attended school locally at UW-Parkside or Carthage College. \$14,875 in scholarships was awarded in 2016 to local students.



## THE GATEWAY PROMISE

With financial support through the Gateway Technical College Foundation, *The Gateway Promise* ensures Kenosha, Racine and Walworth County high school graduates, who meet program eligibility requirements, can attend college at Gateway tuition-free. KABA is a proud financial supporter of this initiative.

## BUILDING OUR FUTURE KENOSHA COUNTY

*Building Our Future* is a network of community leaders representing all sectors of Kenosha County committed to improving student outcomes. KABA is a proud financial supporter of this initiative.

The partnership unites existing programs, organizations and community resources to reach shared goals. Data allows them to measure their impact, continuously evaluate and improve their process, and highlight progress.



# EVENTS



KABA hosts various events throughout the year to inform and engage its investors and the business community about topics central to moving Kenosha County forward. Events include business breakfasts, a business recognition dinner, an annual leadership conference and more.



## OVATION AWARDS

The 2016 Ovation Awards, recognizing business excellence in Kenosha County, were awarded at a dinner held in November.

2016's distinguished winners:

BUSINESS OF THE YEAR: **ULINE**

SMALL BUSINESS OF THE YEAR:  
**PARTNERS IN DESIGN ARCHITECTS, INC.**

ENTREPRENEUR OF THE YEAR:  
**BOB LEE, JR., LEE PLUMBING & ELECTRICAL CONTRACTORS, LLC**

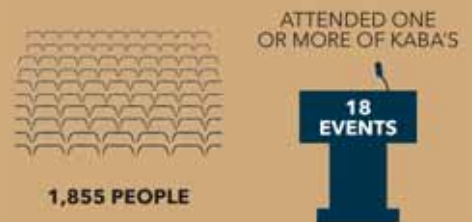
FAST FIVE:

- > **BONE DRY PRODUCTS, INC.**
- > **CORDECK**
- > **LEEWARD BUSINESS ADVISORS**
- > **MEDTORQUE, INC.**
- > **REGULATORY COMPLIANCE ASSOCIATES INC.**



## THE NUMBERS

In 2016:



*Note: does not include YLink or downtown events, training or professional roundtables.*

## THANK YOU !

The following companies supported KABA programming in 2016:

- > Biz Times
- > Carthage College
- > CenterPoint Properties
- > CliftonLarsonAllen
- > Colerget Conference Center
- > Emco Chemical Distributors
- > Express Employment
- > Gateway Technical College
- > Good Foods Group
- > Johnson Bank
- > Kenosha Visiting Nurses Association
- > Riley Construction Co.
- > Sports Physical Therapists
- > Southport Bank
- > UW-Parkside
- > Zilber Property Group

## 2016 KABA EVENTS

- > Annual Meeting
- > Ovation Awards
- > Inspire 2016
- > Let's Talk Talent!
- > Holiday Social
- > Night with the Kenosha Kingfish
- > School Board Candidate Forum
- > 18 Professional Roundtables: Business, CEO, HR, Marketing & Manufacturing
- > Inspire Breakfast
- > 2 Business Park Tenant Meetings
- > 5 Groundbreaking/Ribbon Cutting/Announcement Events





# LEADERSHIP

## BOARD OF DIRECTORS



**CHAIR**  
**Susan Ventura**  
Executive Vice  
President, United  
Hospital System, Inc.



**VICE CHAIR**  
**Karla Krehbiel**  
Regional  
President,  
Johnson Bank



**SECRETARY**  
**Susan Crane**  
Owner,  
Crane Farms



**TREASURER**  
**Peter Sinsky**  
Chief Financial  
Officer, Riley  
Construction  
Co., Inc.

**Dr. Bryan Albrecht**  
President, Gateway Technical  
College

**Anne Arbas**  
Senior Vice President Chief  
Financial Officer,  
Jockey International, Inc.

**Randy Ekern**  
Vice President  
Global Operations & Supply  
Chain, InSinkErator

**Dr. Deborah Ford**  
Chancellor, University of  
Wisconsin-Parkside

**Timothy Geraghty**  
Attorney, Godin Geraghty  
Puntillo Camilli, SC

**Randy Hernandez**  
Executive Vice President,  
Operations,  
Kenall Manufacturing

**Jamie Hogan**  
President, Specialized  
Accounting Services LLC

**Mitchell Januszewski**  
Principal, Regulatory  
Compliance Associates, Inc.

**Chet Keizer**  
President, IRIS USA, Inc.

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

**Doug Koch**  
President, Racine, Kenosha &  
Northern Illinois Markets,  
Aurora Health Care

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

**Chad Navis**  
Director of Industrial Investment,  
Zilber Property Group

**Aleta Norris**  
Partner, Living as a Leader

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

**Brenda Penesis**  
Plant Manager,  
ACCO Brands

**Kurt Penn**  
CEO, Good Foods Group, LLC

**Dr. Sue Savaglio-Jarvis**  
Superintendent of Schools,  
Kenosha Unified School District

**Corey Schultz**  
Vice President of  
Sales & Marketing  
Five Star Fabricating, Inc.

**Charles Skendziel**  
Owner, Equity Creative

**Mike Stone**  
General Manager, Amazon

**Clara-lin Tappa**  
Chief Administrative Officer,  
United Communications Corp.

**Frank Unick**  
Chief Financial Officer,  
Uline, Inc.

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

**Dr. Gregory Woodward**  
President, Carthage College

## STAFF & COMMITTEES

**AUDIT**  
David Geertsens  
Kathleen Goessl  
Cherie Julius  
Karla Krehbiel\*  
David Nankin  
Karl Ostby

**EXECUTIVE**  
Anne Arbas  
Susan Crane  
Timothy Geraghty  
Randy Hernandez  
Jerry King  
Karla Krehbiel  
Aldo Pagliari  
Brenda Penesis

Peter Sinsky  
Charles Skendziel  
Frank Unick  
Susan Ventura\*  
Timothy Woods

**FINANCE**  
Sue Block  
Andrea Bukacek

Jens Emerson\*  
Nate Franke  
Paul Krumrie  
Wesley Ricchio  
Sara Verbsky  
Kyle Vitkus  
Andy Vogel

**NOMINATING**  
Brad Foley  
David Geertsens  
Karla Krehbiel  
Michael Pollocoff  
Clara Tappa  
Frank Unick  
Susan Ventura\*

**PERSONNEL**  
Jerry Franke  
Karla Krehbiel  
Frank Unick  
Susan Ventura\*

\* denotes Chair



STAFF (clockwise left to right)

**Heather Wessling Grosz**,  
Vice President of  
Economic Development  
**Jeanne Geiger**,  
Administrative Assistant  
**Becky Noble**,  
Director of Marketing

**Todd Battle**, President  
**Brock Portilia**, Director  
of Finance & Administration  
**Brooke Infusino**, Director  
of Talent Development  
**Lisa Feltson**, Office Manager

# FINANCIAL INFORMATION

Kenosha Area Business Alliance, Inc. and its Subsidiaries

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

	2016	2015
<b>Assets</b>		
Cash & Short Term Investments	\$13,609,623	\$15,734,902
Notes/Advances Receivable Less Reserves	\$10,709,005	\$12,250,067
Other Assets	\$3,350,230	\$1,556,964
Total Assets	\$27,668,858	\$29,541,933
<b>Fixed Assets</b>		
Property & Equipment Net of Accumulated Depreciation	\$5,879,482	\$14,836,315
<b>Total Assets &amp; Fixed Assets</b>	<b>\$33,548,340</b>	<b>\$44,378,248</b>
<b>Liabilities</b>		
Accounts Payable & Other Short Term Liabilities	\$3,864,641	\$2,344,108
Refundable Deposits	\$—*	\$12,000,000
Total Liabilities	\$3,864,641	\$14,344,108
<b>Net Assets</b>		
Unrestricted	\$10,988,094	\$10,948,071
Temporarily Restricted	\$18,695,605	\$19,086,069
Total Net Assets	\$29,683,699	\$30,034,140
<b>Total Liabilities &amp; Net Assets</b>	<b>\$33,548,340</b>	<b>\$44,378,248</b>

\*Note: In 2016, KABA transferred real estate holdings to the Village of Pleasant Prairie. The transfer reduced KABA's assets & liabilities by \$12,000,000 each.

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

	2016 Operating	2016 Loan Funds/Building	2015 Operating	2015 Loan Funds/Building
<b>Revenues</b>				
Contract Services	\$237,500	\$—	\$237,500	\$—
Membership Dues	\$298,705	\$—	\$271,115	\$—
Loan Service Fees	\$34,005	\$—	\$22,716	\$—
Training/CEO Roundtables Fees	\$85,788	\$—	\$108,244	\$—
Interest (Bank, Investments & Notes)	\$535	\$448,358	\$896	\$491,123
Revolving Loan Fund Administration	\$556,364	\$—	\$565,629	\$—
Other	\$160,281	\$923,635	\$98,176	\$203,334
Total Revenue	\$1,373,178	\$1,371,993	\$1,304,276	\$694,457
<b>Expenses</b>				
Personnel Costs	\$895,725	\$—	\$855,631	\$—
Revolving Loan Fund Administration	\$—	\$556,364	\$—	\$565,629
Travel / General Admin / Training / CEO Roundtable	\$81,830	\$—	\$95,241	\$—
Office Equipment	\$2,225	\$—	\$3,845	\$—
Mailing/Printing / Office Supplies	\$11,324	\$955	\$13,734	\$1,550
Accounting / Auditing / Legal	\$30,778	\$16,375	\$28,152	\$2,462
Insurance (Business & General Liability)	\$9,305	\$4,744	\$12,120	\$4,837
Telecommunications / Computer Services	\$25,093	\$942	\$25,307	\$924
Rent / Space Maintenance / Utilities	\$90,857	\$28,236	\$90,793	\$30,486
Membership & Business Development	\$190,374	\$—	\$142,626	\$—
Depreciation & Property Taxes	\$26,702	\$68,993	\$27,964	\$68,464
Miscellaneous Expense	\$—	\$54,328	\$75	\$56,056
Reserve Adjustment	\$—	\$827,000	\$—	\$16,500
Total Expenses	\$1,364,213	\$1,557,937	\$1,295,488	\$746,908
<b>Change In Net Assets</b>	<b>\$8,965</b>	<b>\$(185,944)</b>	<b>\$8,788</b>	<b>\$(52,451)</b>



# 2016 KABA MEMBERSHIP LISTING

## Banking

Blackhawk Community Credit Union	Educators Credit Union	Peoples Bank	Southport Bank	TruStone Financial
BMO Harris Bank	First Business Bank - Kenosha	PNC Bank	State Bank of the Lakes	Federal Credit Union
Chase	Johnson Bank	Southern Lakes Credit Union	Tri City National Bank	US Bank
Community State Bank	MB Financial Bank			

## Business Services

Against The Grain	Computer Technologies, Inc.	HR Value Partners	Parallel Employment Group
Alarm Detection System Inc.	Converting Solutions, Inc.	Knoll	Platinum Systems, Inc.
Atlas Employment Services, Inc.	Corporate Design Interiors	Lee Hecht Harrison	Professional Services Group, Inc.
Badger Press	Dooley & Associates, LLC	Leeward Business Advisors	TempsNow Employment & Placement Services LLC
Photographics, Inc.	Econoprint	Leitch Printing Corporation	The Colergét
Catalyst Exhibits, Inc.	Equity Creative	Living As A Leader	Conference Center
CCB Technology	Express Employment Professionals	Martin Group	Winter Services, Inc.
Chef David's Catered Events	Hallum Enterprises, Inc.	Mueller Communications, LLC	
CJ & Associates, Inc.	Halpin Personnel	Offsite, LLC	
		Over The Top Cuisine	

## Construction & Related Industries

Bane-Nelson, Inc.	Electrical Contractors of Wisconsin, Inc.	Liftpro, LLC	Scherrer Construction Co., Inc.
Berghammer Construction Corporation	Flannery Fire Protection, Inc.	Martin Petersen Co, Inc.	SERVPRO of North Kenosha County
Bukacek Construction	JS Pokorny Company, Inc.	MSI General Corporation	The Bristol Group
Cicchini Asphalt, LLC	Keller, Inc.	Northern Mechanical, LLC	Thompson Project Management, LLC
Concrete Specialties Company - Kenosha	Kitchen Cubes	Postorino Decorating, Inc.	Yutka Fence
Dickow-Cyzak Tile Company	Lee Plumbing Mechanical Contractors, Inc.	Rasch Construction & Engineering, Inc.	
		Riley Construction Co., Inc.	

## Engineering & Architectural Services

Clark Dietz, Inc.	Garland Alliance, Inc.	Kuenty Architects, LLC	Pinnacle Engineering Group
Deigan & Associates, LLC	JSD Professional Services, Inc.	Partners in Design Architects, Inc.	R.A. Smith National
DLH Consulting Services, LLC	K. Singh & Associates, Inc.		Ruekert Mielke

## Government & Education

Carthage College	Herzing University	Town of Salem	Village of Paddock Lake
Central High School District of Westosha	Kenosha County	Town/Village of Somers	Village of Pleasant Prairie
City of Kenosha	Kenosha Unified School District	Town of Wheatland	Village of Silver Lake
Concordia University Wisconsin	St. Joseph Catholic Academy	University of Wisconsin - Parkside	Village of Twin Lakes
Gateway Technical College	The Prairie School	Village of Bristol	Wilmot Union High School District
	Town of Paris		

## Health Care & Related Industries

Abbott	Aurora Health Care	Daniel R. Santarelli DDS	Frontida, Inc.
Accelerated Rehabilitation Centers	Business Health Care Group	Dental Associates, Ltd., Kenosha	Fulmer Dentistry
Advanced Pain Management	Comprehensive Orthopaedics, S.C.	Frantal Dental Care	Hospice Alliance
			Jeanne S. Vedder, M.D.

# 2016 KABA MEMBERSHIP LISTING

## Health Care & Related Industries, cont.

Kenosha Area Family and  
Aging Services, Inc  
Kenosha Community Health  
Center, Inc.  
Kenosha Radiology Center

Kenosha Visiting Nurse  
Association & Affiliates  
LivingWell Home Medical  
Supplies, Inc.

OccuPro, LLC  
Regulatory Compliance  
Associates Inc.  
Sports Physical Therapists

United Hospital System  
VaxPro LLC  
Wisconsin Specialty  
Surgery Center

## Individual

Stanley Torstenson  
Michael Montemurro

County Executive  
Jim Kreuser  
Karl Ostby

Clifton Peterson  
Susan Crane  
Greg Wernisch

Ronald Frederick  
Terry Nolan  
Carl Holborn

David Geertsens  
Representative  
Samantha Kerkman

## Insurance, Legal & Financial Services

A.B. Schmitz Agency, Inc.  
Alia, DuMez, Dunn &  
McTernan, S.C.  
Ameriprise Financial  
Services, Inc.  
Andrea & Orendorff, LLP  
CliftonLarsonAllen LLP  
David Insurance Agency  
Davison Law Office, Ltd.  
Deininger & Co., Inc.  
Ehlers and Associates, Inc.  
Financial Service Group, Inc.

Gateway Mortgage Corp.  
Godfrey & Kahn S.C.  
Godin Geraghty Puntillo  
Camilli, SC  
Guttormsen & Hartley, LLP  
Jacsten Holdings, LLC  
Lindner & Marsack, S.C.  
Littler Mendelson, P.C.  
Madrigano, Aiello &  
Santarelli, LLC  
Michael Best & Friedrich LLP

Platinum Commercial  
Holdings  
Promontory Point  
Partners, LLC  
Prophet Wealth Management  
RHR Management  
Consulting, LLC  
Sam Ruffolo Agency  
Scott Olson, CPA, LLC  
Seymour & Associates, S.C.  
Specialized Accounting  
Services LLC

Thomey Financial Services  
& Eighth Avenue Advisors  
Tirabassi, Felland & Clark, LLC  
Trottier Insurance Group  
Valeri Agency, Inc.  
Villani, Becker & Larsen S.C.  
Vrakas CPAs + Advisors  
Wegner CPAs  
Wells Fargo Advisors  
Wipfli LLP

## Manufacturing

Abatron, Inc.  
ACCO Brands  
Allied Plastics, Inc.  
Ardent Mills LLC  
ASYST Technologies LLC  
Badgerland Products, Inc.  
Beckart Environmental, Inc.  
BEI Electronics, LLC  
Bio Fab Technologies, Inc.  
Bone Dry Products  
Bradshaw Medical Inc.  
Branko Perforating FWD., Inc.  
Centrisys Corporation  
Commercial Plastics  
Compass Minerals  
Contact Rubber Corporation  
Cordeck  
Emco Chemical  
Distributors, Inc.  
Engendren Corporation

Expanded Technologies Corp.  
Fair Oaks Farms, LLC  
Finishing & Plating  
Service, Inc.  
Five Star Fabricating, Inc.  
FNA Group Inc.  
GEM Manufacturing Inc.  
Gerdau  
Good Foods Group, LLC  
Hanna Cylinders, LLC  
Honeywell/Genesis  
Cable Products  
Industrial Toolz/Handi-Ramp  
InSinkErator  
IRIS USA, Inc.  
ITO Industries, Inc.  
Jockey International, Inc.  
Kenall  
Kenosha Beef  
International, Ltd.

Kenosha Lumber &  
Manufacturing Co., Inc.  
Kirsan Engineering, Inc.  
L & M Corrugated  
Container Corp.  
Lakeside Steel & Mfg. Co.  
LMI Packaging Solutions, Inc.  
Medtorque, Inc.  
Mikrotech, LLC  
Monarch Plastics, Inc.  
Mosmatic Corporation  
Niagara Bottling, LLC  
Northlake Engineering, Inc.  
Ocean Spray Cranberries, Inc.  
Ocenco, Inc.  
Pacific Sands  
Parker Plastics, Inc.  
POP Manufacturing  
Powerbrace Corporation  
Process Pipe & Valve, Inc.

Puratos Chocolate USA  
Quest Products Inc.  
R+D Custom Automation  
Reflective Concepts, Inc.  
Rehrig Pacific Company  
Rust-Oleum Corporation  
S.C. Johnson & Son  
Sanmina  
Shiloh  
SL Montevideo  
Technology, Inc.  
Snap-on Incorporated  
ST Specialty Foods  
TG3 Electronics, Inc.  
The Blast Shop, Inc.  
The Metal Shop  
Toolamation, Inc.  
ViskoTeepak  
voestalpine Precision  
Strip WI, Inc.



# 2016 KABA MEMBERSHIP LISTING

## Media

Kenosha News

## Non-profit

Boys & Girls Club of Kenosha  
Goodwill Industries of  
Southeastern Wisconsin, Inc.  
Kenosha Achievement  
Center, Inc.  
Kenosha Area Chamber  
of Commerce, Inc.

Kenosha Area Convention &  
Visitors Bureau  
Kenosha Common  
Markets, Inc.  
Kenosha Community  
Foundation  
Kenosha Country Club

Kenosha YMCA  
Lake County Partners  
Lemon Street Gallery &  
Artspace  
MRA  
Southshore Realtors  
Association, Inc.

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

## Real Estate

Bear Real Estate Group  
Berkshire Hathaway Home  
Services Epic Real Estate  
Bridge Development Partners  
CenterPoint Properties  
Clovis Point, LLC  
Darwin Realty &  
Development Corporation

First Industrial Realty Trust, Inc.  
Garretto Real Estate LLC  
Janko Group  
Landmark Title Corporation  
Lee & Associates of  
Illinois LLC  
Legacy Property  
Management Services, LLC

NAI MLG Commercial  
Petretti Builders &  
Developers  
Pitts Brothers &  
Associates LLC  
Prime Realty Group of  
Wisconsin, LLC  
RE/MAX Elite, Inc. -  
Mary Dixon

RFP Commercial, Inc.  
Southshore Title and Closing  
Services, LLC  
Transwestern  
Venture One Real Estate, LLC  
WISPARK LLC  
Zilber Property Group

## Retail Establishments

Cast, LLC DBA Sazzy B  
Chiappetta Shoes, Inc.  
Crown Trophy & HTE  
Promotional  
Festival Foods  
Kenosha Kingfish  
Baseball Club

Kentucky Fried Chicken  
LaMacchia Travel  
Mike's Chicken & Donuts  
Mitchell Carpets  
Paielli's Bakery, Inc.  
Pleasant Prairie  
Premium Outlets

Rustic Road Brewing Co.  
Southport Marina  
Tenuta's Delicatessen &  
Liquors, Inc.  
The Club at  
Strawberry Creek

Total Furniture  
Triangle Appliance, Video &  
Carpeting Inc.  
Wilmot Mountain, Inc.

## Telecommunications & Utilities

Alliant Energy  
ClearCom Inc

McTernan Wireless /  
Mobile One

TDS  
Time Warner Cable

We Energies  
Wisconsin Fuel & Heating

## Transportation, Distribution & Warehousing

Amazon  
Arvato  
Associated Wholesale  
Grocers  
ATC Transportation LLC  
C.H. Robinson Worldwide, Inc.  
EJOT Fastening Systems LP  
GFI Midwest LLC

Glacier State Distribution  
Services  
Gordon Food Service  
Heartland Produce Co.  
Jelly Belly Candy Company  
JHT Holdings, Inc.  
Mann Public Warehouse  
Meijer

Merchants Moving &  
Storage Co.  
Midwest Refrigerated Services  
Otto Nelson Moving  
and Storage  
Palmen Auto Group  
Pepsi Beverages Company

Pfizer  
Stein's Aircraft Services  
SuperValu, Inc.  
Uline, Inc.  
Volkswagen Group of  
America, Inc.  
Yamaha Motor Corp., USA



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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[www.kaba.org](http://www.kaba.org)