

KABA

KENOSHA AREA BUSINESS ALLIANCE

2010 ANNUAL REPORT



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.

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

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



MESSAGE FROM THE CHAIR

Dear KABA Members,

The KABA Board has just completed a very active year. This year's business focused on promoting the development of Kenosha's downtown area. After a thorough study, KABA purchased a prominent building downtown. It will move its offices to the upper level and lease out the lower level to Jockey International to create a hometown store housing its local clearance center. It is KABA's hope that this will encourage more development in the downtown area.

The tax structure change in Illinois has encouraged more Illinois companies to look into Wisconsin sites. Several companies have contacted KABA and shown interest.

A big addition for the Kenosha Area this year was the opening of Uline's new facility, adding up to 1,000 new employees to Kenosha County payrolls.

Gordon Foods opened in March of 2010 with 90 employees and is continually adding to that. They just opened their first retail store in Kenosha and are hoping to open several more in the surrounding area.

Bradshaw Medical moved into their new location and they are researching an addition to their building.

KABA is using our strategic plan as a guide to the future of the City of Kenosha and Kenosha County. In doing this, it is aiding the Kenosha area to stay above the worst of the economic downturn.

KABA has also started two new programs that are growing in membership. The "CEO Roundtable" holds meetings approximately ten times per year. The group was formed to serve owners, Presidents, and CEO's of mid-sized manufacturing firms in the Kenosha area and includes a combination of roundtable discussions, peer learning, and in depth presentations on topics of mutual interest.

The other new program is "Y-Link", which is a group for young professionals. The group meets bi-monthly and the current members are continually recruiting new members. The group helps members to grow in leadership roles.

KABA continues to share sponsorship with the Chamber in seminars by our government and education leaders. We also co-sponsor with the Chamber the golf outing, which in 2010 had a record number of participants. The funds aid the Foundation in awarding \$26,000 in scholarships to Kenosha County high school students.

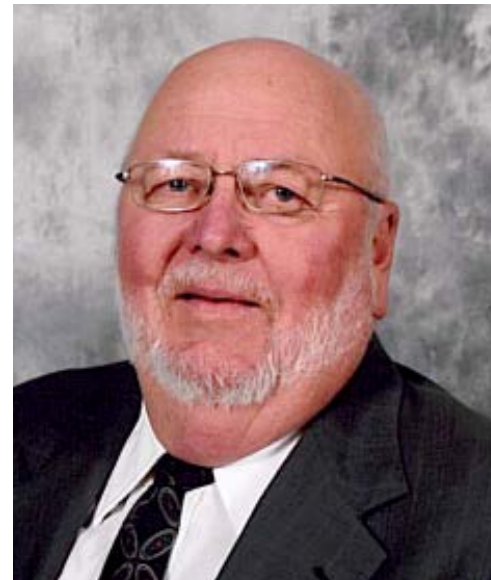
Most recently, we were pleased and proud of our President, Todd Battle, for receiving the "Forty Under 40" leadership award from the Milwaukee Business Journal. Congratulations Mr. Battle.

KABA plans to continue to help the Kenosha area grow strong by following our strategic plan based on planning and co-operation.

Respectfully,



Stanley J. Torstenson, Chair



MESSAGE FROM THE PRESIDENT

Dear KABA Investors:

On behalf of the Board of Directors, committees, and staff, I am pleased to share the 2010 Annual Report for the Kenosha Area Business Alliance (KABA).

2010 was a momentum-building year as the economic recovery got under way and an uptick in business investment and expansion became evident as the year went on. Jobs and employment have been slower to recover, but it appears that area employers are poised to hire again as the recovery gains steam.

In the Fall of 2009, KABA's board adopted a new strategic plan, which has become the blueprint that our economic development initiatives are constructed upon.

The implementation of the core elements of this plan was evident in 2010 and the report that follows details specific progress toward the plan's five primary goals:

1. Expansion of the Community's Business Base;
2. Positioning the County for Long-term Economic Growth;
3. Talent Development, Retention, and Attraction;
4. A Focus on Connecting the Entire Community Through Development, Infrastructure, and Improved Transportation Systems; and
5. Enhanced Marketing of the County and Its Economic Development Assets.

This strategic plan is a straightforward, common sense approach that calls for increased engagement with key employers, strategic investments to build capacity and support entrepreneurship, better alignment between job creators and education providers, a focus on downtown revitalization and core infrastructure, and more aggressive and consistent messaging to promote the community and its competitive advantages.

We made progress in each of these areas during the past year and are working to accelerate the pace of these advances in the coming year. As we move forward, we are increasingly reliant on our partners and investors that make KABA the successful public/private economic development organization that it has become.

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

Sincerely,



Todd Battle, President



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

CEO Roundtable



January The KABA CEO Roundtable met for the first time. The roundtable serves owners, presidents and CEOs of second-stage manufacturing firms by providing a forum to address challenges and opportunities. The group now has 11 participants.

IRIS USA



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

C&H Service LLC



January C&H Service LLC leased 316,000 SF of industrial space in Pleasant Prairie's LakeView Corporate Park. C&H is a national distributor of industrial supplies.

EMCO Chemical



February EMCO Chemical Distributors, Inc. purchased the property formerly owned by Hexion Specialty Chemicals in LakeView Corporate Park. EMCO, headquartered in North Chicago, plans to employ approximately 80 full-time employees at the Pleasant Prairie location in production, shipping and receiving and office positions.

Companies to Watch

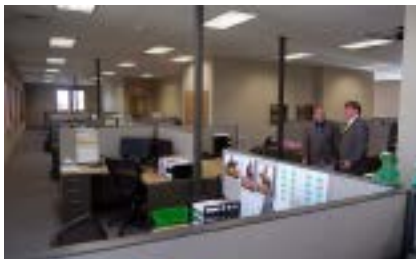


April Bradshaw Medical, Inc. and LMI Packaging Solutions, Inc. were named Wisconsin Companies to Watch, an awards program honoring second-stage companies. KABA was a proud sponsor of the program's inaugural year.





Brightree LLC



April Brightree LLC selected Kenosha County for its regional medical billing operations. The Atlanta-based company now has about 115 employees in its new 12,000 SF Paddock Lake office space. KABA provided \$187,500 in financing for the build out. Brightree develops business management software for various medical providers.

Next / Partners



May VK Somers LLC sold a 123-acre commercial site with 3,400 feet of frontage along I-94 to Madison-based real estate development firm Next/Partners for \$3.3 million. The deal was one of the largest land sales in SE Wisconsin in 2010.

GFS Grand Opening



May Gordon Food Service, North America's largest family-owned and managed broadline foodservice distributor, held a tailgate party to kick-off the grand opening of their new 585,000 SF distribution center.

Rolf's Patisserie



July Rolf's Patisserie, Inc. of Lincolnwood, IL purchased and initiated renovations to a 56,652 SF industrial property in LakeView Corporate Park. Rolf's will utilize the facility to manufacture gourmet cakes, pastries and other baked goods. They plan to employ 50 people at the Pleasant Prairie location.

“WISPARK feels very confident in the continued growth in Kenosha County. The business parks are really part of Chicago - it just happens that they're located in Wisconsin. Illinois companies like the reverse commute to Kenosha County, the reliability of electricity, and the lower cost for land compared to Chicago-area business parks.”

Jerry Franke, President, WISPARK LLC



“We have nothing but good things to say about Pleasant Prairie and the Kenosha Area. We’ve been extremely pleased with the quality of the resumes we received and the strength of the labor market.”

Mark Rostagno, Vice President & General Manager, Mondi Akrosil

Albany-Chicago Co.



August KABA provided a \$1.5 million loan package for Albany-Chicago Company, LLC. The funds were used to purchase equipment for a new production line at the company’s Lakeview Corporate Park manufacturing facility. Albany-Chicago produces highly engineered aluminum die castings and machined components.

ULINE Moves in



August ULINE took occupancy of its new 250,000 SF Corporate Headquarters facility in Pleasant Prairie. By the end of 2010, total campus employment was approaching 1,000 people. ULINE, which distributes shipping, industrial and packaging materials, began shipping product from its adjacent one million SF distribution center earlier in the year.

Air Flow Technology



August Air Flow Technology, Inc. broke ground on a 48,000 SF expansion. The company is a manufacturer and distributor of air filters used in industrial paint spray booths and industrial HVAC systems.

Mondi Akrosil



September Mondi Akrosil, a producer of silicone-coated release liners for pressure-sensitive products, chose Pleasant Prairie as the location for its third North American production facility, acquiring a 168,879 SF facility on 60 acres in LakeView Corporate Park. The company is a subsidiary of the Mondi Group which employs 31,000 people across 31 countries worldwide.



Bradshaw Medical



September Bradshaw Medical, Inc. officially opened its new, 30,000 SF state-of-the-art manufacturing facility in the Business Park of Kenosha. KABA provided approximately \$1.4 million in financing to the medical device manufacturer for the construction.

High Impact Fund



The Kenosha County Board of Supervisors granted \$1 million in county funding to be used to help businesses creating jobs in Kenosha County. The “high impact” fund can be offered in a flexible manner, including forgivable loans, infrastructure funding, relocation assistance and worker training grants.

Business Awards



November KABA and the Kenosha Area Chamber of Commerce recognized the following companies and individuals at the 6th Annual Business Awards Dinner:

Business of the Year: Snap-on Incorporated

Business Person of the Year: Guy Bradshaw, CEO, Bradshaw Medical, Inc.

Community Service Award: Matt Carlson, President, Platinum Systems, Inc.

Economic Impact Awards: ACCO Brands; Albany-Chicago Company; Centrisys Corporation; Fair Oaks Farms, LLC; United Hospital System

KABA Volunteer of the Year: Dr. David Wright, Professor of Finance, UW - Parkside

6TH ANNUAL
*Business Awards
Dinner*

GEM Manufacturing



October KABA provided GEM Manufacturing, Inc. with \$300,000 in working capital financing.

ACCO Brands Corp.



December KABA closed a \$750,000 loan package to ACCO Brands Corporation for consolidation/relocation expenses. The supplier of branded office products consolidated some of its Illinois-based operations to its Pleasant Prairie location in LakeView Corporate Park resulting in the creation and retention of 115 jobs.

Position Kenosha County for long-term economic growth and vitality.



UW-P Expansion



March The University of Wisconsin - Parkside broke ground on a \$34 million addition and renovation to their Communication Arts Building. When complete in summer 2011, 92,000 SF of existing space will be renovated, and 71,000 SF will be added.

MKE Water Council



April KABA became a member of the Milwaukee Water Council. The Council's mission is to make the greater Milwaukee Region the world water hub for freshwater research, economic development and education. It's co-chair and Badger Meter CEO, Rich Meeusen, spoke at the 2010 KABA Annual Meeting.

B&GC Expansion



May The Boys and Girls Club of Kenosha broke ground on a new 80,000 SF facility that will nearly triple their program space.

Gateway Expansion



May Gateway Technical College held a ribbon cutting for its 12,800 SF Advanced Propulsion Lab at the Horizon Center for Transportation.

Carthage Expansion



May Carthage College continues to expand its lakefront campus. The private, liberal arts college, which is experiencing record enrollments, began construction on two new campus buildings: a \$13.5 million 55,000 SF student center and a \$6.5 million four-story, 27,500 SF residence hall.





RecPlex Aqua Arena



June Pleasant Prairie dedicated the new Olympic-sized Aqua Arena addition to the LakeView RecPlex. The ceremony included Liz and Dick Uihlein from Uline, Inc., which donated \$8 million to the project.



SWIC



September U.S. Economic Development Administration awarded a \$3.5 million grant to the Pleasant Prairie Community Development Authority for the construction of a regional, biomedical innovation center - The Southeast Wisconsin Innovation Center. KABA assisted the Village with its application.

Kenosha's Growing



The number of Kenosha County residents grew 11% in the last decade, from 149,577 in 2000 to 166,426 in 2010. The county's rate of growth was higher than the national (9.7%), and state (6%) rates. Kenosha County has had an overall population growth of 35% over the last 30 years.

i-94 Reconstruction



The Wisconsin Department of Transportation continued with a safety reconstruction plan for the I-94 North-South corridor in southeast Wisconsin. The project runs from the Illinois state line to the Mitchell Interchange. Construction began in 2009 and will continue through 2016.

"The character and vitality of Kenosha make it a superb environment in which to learn, work and live. Kenosha's people, businesses, and recreational opportunities are crucial elements in attracting world-class faculty members. Students enjoy abundant internship and employment opportunities here, with many choosing to start their professional lives Kenosha. It is a relationship that helps both Carthage and Kenosha advance."

F. Gregory Campbell, President, Carthage College



Masters Certificates



April Ten people received Masters Certificates in either Human Resource, Supervisory or Quality Management at the 2010 KABA Annual Meeting (graduates listed on page 26). Through a partnership with Gateway Technical College, participants that complete the program earn six credit hours toward an Associate's Degree.

F.I.R.S.T.



March KABA was proud to once again sponsor the LakeView Legends Robotics Team this year. The team competed in the North Star Regional F.I.R.S.T. (For Inspiration and Recognition in Science and Technology) Robotics competition in Minneapolis.

"We have been in Kenosha since 1929. It is the wellspring of our capability. The people in this area have been the intellectual fuel that has driven this company for these nine decades."

Nick Pinchuk, CEO,
Snap-on Incorporated

Webinars



March KABA partnered with MRA to add webinars to its catalog of training resources available for area employers. Webinars use web conferencing to conduct training presentations via the Internet, enabling users to take the training where they prefer.



Attract, engage and retain talent.

Scholarship Program



May KABA awarded \$26,000 in college scholarships in 2010 (the nine recipients are listed on page 27). In acknowledgement of the rising cost of college tuition, KABA's charitable foundation increased its amount per scholarship in 2010 from \$2,500 to \$4,000.

Y-Link CEO Forum



September Young Leaders in Kenosha (Y-Link) kicked off it's CEO Breakfast Series with guest speaker Jean Moran, CEO of Kenosha-based LMI Packaging Solutions. Ms. Moran shared her professional experience with the eighty young professionals in the audience. Other speakers in 2010 were Bryan Albrecht, President of Gateway Technical College; and Tom Mahoney, President of Johnson Bank.



Employer Surveys



In May, June and July of 2010, four major wage & salary survey reports were released for over 748 benchmark positions. In 2010, KABA sent five e-surveys to members on the following topics: Employee Relocation Strategies, Professional Employment Organizations, Green initiatives, Proposed Global Warming Legislation, and Employer provided health insurance.

KABA conducts confidential business surveys to gauge area economic conditions and to provide benchmarking for employers on HR information and other topics. Other surveys conducted include fringe benefits, holiday schedule and executive economic outlook.



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 room at its office and can also coordinate customized, on-site training programs for individual companies.

In 2010, KABA provided 29 training programs and workshops for 287 individuals from 56 area employers. Four HR Roundtables were held with 32 individuals attending.

- Fundamentals of Supervision
- Fundamentals of Human Resources
- Leading Change
- Assertive Communication in the Workplace
- Effective Communications
- Managing Customer Expectations
- Conflict & Complaint Resolution
- Conflict Management
- A+ Customer Service
- Preventing Harassment & Discrimination
- Understanding Health Care Reform
- Document Retention & E-Discovery
- FMLA & ADA update
- The Hiring Process
- Unemployment & Co-Employment
- Federal & State Legal Update for HR
- Spanish for the Workplace
- Adult Workplace First Aid & CPR
- Bloodborne Pathogens
- Microsoft Excel & Word

Masters Certificate Programs

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

The Supervision series introduces participants to the concepts of management and the qualifications required to become an exemplary supervisor. The HR Management Series prepares participants in all areas of HR including legal updates, staffing and performance management. The Quality Management Series is grounded in the American Society of Quality (ASQ) and provides an introduction to the background and philosophy of quality management. All course instructors are certified, experienced managers that utilize case studies and encourage class participation. The following individuals received Masters Certificates in 2010:

Human Resource Management

- Jackie Gianceselli,
Supervalu, Inc.
- Michelle Martinez,
Supervalu, Inc.
- Jane Snell,
Village of Pleasant Prairie



College Scholarship Program

Each year KABA awards thousands of dollars in college scholarships. In 2010, KABA awarded \$26,000 to Kenosha County High School graduates pursuing higher education. 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 2010 outing raised \$26,000 for the education foundations of KABA and the Chamber.

\$4,000 Scholarship Recipients, planning to attend a four year college or university:

- Zachary Gripko, Tremper High School, University of Wisconsin-Parkside, Business Administration/Pre-Law
- Katerina Konstantinoff, Tremper High School/Kenosha e-School, University of Chicago, Pre-Medicine
- Christopher McKeon, St. Joseph High School, University of Notre Dame, Business
- Jesse Wilson, Westosha Central High School, University of California-Berkley, Electrical Engineering and Computer Science
- Allison Winzer, Bradford High School, University of Wisconsin-Madison, Pre-Medicine



\$1,500 Scholarship Recipients, planning to attend Gateway Technical College:

- Kathryn Adams, Christian Life School, pursuing an Associates degree in Nursing
- Anthony Conforti, Tremper High School, pursuing an Associates degree in Mechanical Engineering
- Katie Sell, LakeView Technology Academy, pursuing an Associates degree in Graphic Communications
- Brent Tate, Bradford High School, pursuing an Associates degree in Automotive Technology

Members of KABA and the Kenosha community make up the Scholarship Committee (listed on page 27) and choose recipients based on eligibility criteria and ranking.



Elementary School Mentor Program

The KABA Mentor Program is a school-based program that empowers both young people and the adults working with them. Volunteer mentors from area businesses commit 30-45 minutes of their time each week with a third through fifth grade or middle school student to work on academic and social skills. In the 2010/11 school year, 135 mentors from 60 member organizations participated in the program. The mentors helped students in the Bristol Grade School, Kenosha Unified and Trevor-Wilmot Consolidated School Districts.

2010/2011 Mentors

Lisa Anderson	Cindy Farmer	Robert Hofer	Kevin Loeff	Teri Muehlbauer
Diana Andrekus	Amanda Felbab	Daisy Huber	Tommy Malsack	Maura Murphy
Kelly Andreoli	Pat Finnemore	Cheryl Ide	Susan Margetson	Ashley Noble
Sherri Arnold	Janet Frederick	Kelly Infusino	Michelle Martinez	Becky Noble
Beth Augustyniak	Karl Frederick	Nick Infusino	Molly McCann	Terry Nolan
Maria Bartholomew	Marge Gentner	Natasha Jennings	James McPhaul	Carmela Parker
Candice Bartholomew	Kimberly George	Bruce Johnson	Karin Meade	Janet Parmentier
Todd Battle	Juli Georno	Pamela	Ingrid Meffle	Roopal Patel
Nita Becker	★ Jackie Ganeselli,	Kavalauskas	Kevin Metallo	Andrea Pearson
Sally Berzinsky	Edwin Giboyeaux	Kelly Koblenki	Sasha Mika	Eric Perkins
Richard Borman	Jean Glitzky	Linda Langenstroer	John Milisauskas	Jonathan Pietkiewicz
Bruce Bosman	Linda Godin	Debbie Lawler	Rosanna Molinaro	Silvana Presta
Elizabeth Bower	Maureen Goldstein	Joseph Leonardi	Stacy Monson	>
Barbara Brever	Deanna Goodwin	Krystle Litz	Brian Morton	
Guida Brown	Todd Gray			
Neil Buchanan	Larry Green			
Patricia Jo Caira	Adelene Greene			
Treopia Cannon	Alex Greno			
Jan Caputo	Erin Grunnet			
Delia Chiappetta	Bill Harris			
Stephanie Christenson	Miles Hartley			
Cassandra Courtright-Krusa	Tom Hartley			
Andrew Dodge	Jackie Hartley			
Laura Donnell	Lori Heckel			
Jay Eckholm	Anne Heiring			
Kimberly Erdmann	Amy Henn			
	Dawn Herrmann			
	Vickie Hessefort			
	Thomas Hessefort			

★ 2010 KABA Mentor of the Year





<

Adam Prust
Barbara Randolph
Harry Rarick
Joe Ricciardi
Alexis Richmond
Barb Riley
Connie Rinaldi
Irene Robaidek
Marcy Romanowski
Ken Ropp

Lisa Ruediger
Ashley Russ
Rich Salisbury
Susan Scalzo
Hillary Schenk
Michael Schiro
Brenda Schmidt
Tina Schmitz
Heather Schulz
George Sedloff
Nancy Sedloff

Bill Siel
Kathy Sinclair
Terri Sinnot-
Chardukian
Deneen Smith
Eddie Snyder
Linda Stephens
Beverly Stoops
Danette Strickland
Randi Suttles
Charles Talbert

Scott Tench
Henry Thurman
Matt Troha
Debra Tutlewski
Daphne Ursu
Linda Ventura
Kristina Wamboldt
Fran Wargolet
Jeannie Wawiorka
Sheryl Zaionc

In Memorium Jerry Cronin 1951-2010

Jerry was a
passionate KABA
mentor and
will be missed by all
who knew him.

Mentor Program Sponsor Companies and Organizations

Abbott Laboratories
Aldi
Andrea & Orendorff
Asyst Technologies
Bank of America
Bank of Kenosha
Bear Realty
Bosman Monuments
Carpetland USA
Chase Bank
Children's Behavioral
Health Services
Chrysler
City of Kenosha
ESI Pros, LLC
Gateway Technical College
Goodwill Industries of
Southeast Wisconsin

Grand Appliance & TV
Guttormsen, Hartley,
Wilk & Higgins, LLP
Hair Unlimited
Herbert's Jewelers
HOPE Council
JHT Holdings
Jockey International
Johnson Bank
KABA
Kenosha Area Convention &
Visitors Bureau
Kenosha County Division of Health
Kenosha County Job Center
Kenosha News
Kenosha Police Department
Kenosha Public Library
Kenosha Unified School District

Liberty Builders
Lifetouch/Prestige Portraits
Madrigano Aiello & Santarelli, Inc.
Pearson Professional Center
Professional Services Group, Inc.
Project Management Consultants
Riley Construction
R.P. Consulting, LLC
Sanmina-SCI
Sanofi-aventis
Sign-A-Rama
SuperValu, Inc.
Northwestern Mutual
Travelers Insurance
United Hospital System
Walgreens
ZF Electronics Corporation

**"A child needs to learn the skills to cope with negative influences by
being surrounded with positive influences. Mentoring allows me to make
a difference to children who need that positive reinforcement."**

Tina Schmitz, Director/Budget & Internal Audit, Gateway Technical College

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

Public Safety Building



September A 58,000 SF, \$15 million addition to the Kenosha County Public Safety Building officially opened. The addition added space for a new dispatch center, the Kenosha Police Department and the county Division of Information Services.

Kenosha National



October KABA provided a \$197,500 loan package for Kenosha National, LLC located in downtown Kenosha. The funds were used for leasehold improvements to the seventh floor of the Kenosha National Bank building for the lessee - Kenosha Community Health Center, Inc.

Broadband



October Kenosha County committed to expanding its dark fiber broadband network, spending \$1.8 million over the next two years to add two more rings of fiber to the existing network. The addition will enhance law enforcement communications and capacity for a private entity to market high-speed Internet service to businesses and residences in areas not currently served.

Downtown Strategy



October KABA engaged several key downtown developers and companies to better understand key ingredients for building more critical mass downtown. KABA plans to use the information to develop tools to incent and stimulate investment and development downtown.

KABA Relocation



December KABA began exploring the possibility of moving its offices to the downtown area. A site was located at 5500 Sixth Avenue and a search began for a first floor tenant. KABA closed on the building in February 2011 and Jockey International signed a lease. The Kenosha-based undergarment manufacturer will relocate its closeout center to the downtown location.

Build a distinct brand and image for Kenosha County.



Kenosha. Now.



December The Kenosha Area CVB received a Wisconsin Dept. of Tourism grant in 2010 for destination branding research and development. KACVB partnered with the agency Noise, Inc. to study consumers' perceptions of the Kenosha Area and ultimately created a comprehensive brand story that will set the tone for future marketing efforts.

Unexpected Kenosha



December KABA engaged Kenosha-based Equity Creative and Slipper Marketing to develop a comprehensive marketing plan that seeks to amplify efforts to market the Kenosha County Area and its unique assets and address the major priorities outlined in goal five of the Kenosha First strategic plan.

“Kenosha is making revitalization of its downtown a top priority, realizing that a healthy, vibrant city center is one of the qualities of a successful community.”

Mayor Keith Bosman, City of Kenosha



FINANCIAL INFORMATION

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

	(Unaudited) 2010	(Unaudited) 2009
Assets		
Cash & Short Term Investments	\$13,630,104	\$12,546,983
Notes Receivable Less Allowance for Doubtful Accounts	\$13,411,546	\$13,708,830
Other Assets	\$653,270	\$539,620
Total	\$27,694,920	\$26,795,433
Fixed Assets		
Property & Equipment Net of Accumulated Depreciation	\$12,091,714	\$12,066,727
Total Assets	\$39,786,634	\$38,862,160
Liabilities		
Accounts Payable & Other Short Term Liabilities	\$771,380	\$564,469
Custodial Funds	\$187,678	\$187,397
Refundable Deposits	\$12,000,000	\$12,000,000
Total Liabilities	\$12,959,058	\$12,751,866
Net Assets		
Unrestricted	\$10,134,512	\$10,013,862
Temporarily Restricted	\$1,005,570	\$1,005,361
Permanently Restricted	\$15,687,495	\$15,091,071
Total Net Assets	\$26,827,576	\$26,110,294
Total Liabilities and Net Assets	\$39,786,634	\$38,862,160

FINANCIAL INFORMATION

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

	(Unaudited) 2010 Operating	(Unaudited) 2010 Restricted Funds	(Unaudited) 2009 Operating	(Unaudited) 2009 Restricted Funds
Revenues				
Contract Services	\$165,000	\$-	\$165,000	\$-
Membership Dues	\$201,314	\$-	\$202,709	\$-
Loan Service Fees	\$65,854	\$-	\$25,585	\$-
CEO Roundtable Fees	\$17,555	\$-	\$-	\$-
Training	\$34,522	\$-	\$36,066	\$-
New Revolving Loan Fund Contracts	\$-	\$318,119	\$-	\$-
Interest (Bank, Short-Term Investments & Notes)	\$892	\$663,637	\$2,039	\$708,119
Revolving Loan Fund Administration	\$510,511	\$-	\$475,757	\$-
Other	\$58,755	\$2,991	\$67,558	\$4,229
Total Revenue	\$1,054,402	\$984,746	\$974,713	\$712,349
Expenses				
Personnel (Including Temporary Help & Benefits)	\$551,874	\$-	\$555,622	\$-
Administrative Contracts (Non-recurring)	\$-	\$-	\$2,802	\$-
Revolving Loan Fund Administration	\$-	\$510,511	\$-	\$475,757
Travel/Meetings/General Administration	\$45,636	\$-	\$42,386	\$-
CEO Roundtable	\$19,531	\$-	\$-	\$-
Equipment	\$42	\$-	\$292	\$-
Mailing/Printing/Office Supplies	\$13,705	\$-	\$18,914	\$-
Legal	\$962	\$200	\$636	\$3,028
Accounting/Auditing	\$31,138	\$-	\$37,935	\$-
Insurance (Business & General Liability)	\$11,770	\$-	\$11,594	\$-
Telecommunications/Computer Services	\$7,662	\$-	\$10,784	\$-
Rent/Space Maintenance/Utilities	\$78,396	\$-	\$78,003	\$-
Marketing & Member Communications	\$71,136	\$-	\$26,471	\$-
Business Development	\$26,695	\$-	\$7,450	\$-
Membership Programs & Events	\$41,670	\$-	\$43,097	\$-
Depreciation & Property Taxes	\$24,382	\$-	\$18,394	\$-
Miscellaneous	\$10,764	\$3,792	\$17,741	\$116,224
Doubtful Account Adjustment	\$-	\$(129,000)	\$-	\$790,500
Total Expenses	\$935,363	\$385,503	\$872,122	\$1,385,509
Change In Net Assets	\$119,039	\$599,243	\$102,591	\$(673,160)

FINANCIAL INFORMATION

Kenosha Area Business Alliance Foundation, Inc.

Statement of Financial Position

Compiled for the Years Ending:

	(Unaudited) 2010	(Unaudited) 2009
Assets		
Cash & Miscellaneous Receivables	\$119,314	\$104,264
Short-Term Investments	\$244,032	\$222,799
Other Assets	\$200	\$-
Total Assets	\$363,545	\$327,063
Fixed Assets		
Land & Building Net of Accumulated Depreciation	\$1,121,256	\$1,145,918
Total Assets & Fixed Assets	\$1,484,801	\$1,472,981
Liabilities		
Accounts Payable	\$11,700	\$6,250
Notes Payable	\$787,163	\$820,266
Total Liabilities	\$798,863	\$826,516
Net Assets		
Temporarily Restricted	\$685,938	\$646,465
Total Net Assets	\$685,938	\$646,465
Total Liabilities and Net Assets	\$1,484,801	\$1,472,981

FINANCIAL INFORMATION

Kenosha Area Business Alliance Foundation, Inc.

Statement of Activities

For the Periods Ending:

	(Unaudited) 2010	(Unaudited) 2009
Revenues		
Interest & Investments	\$21,311	\$34,579
Golf Outing	\$50,594	\$39,591
Rental	\$140,000	\$134,000
Miscellaneous	\$-	\$1,100
Total Revenue	\$211,905	\$209,270
Expenses		
Audit	\$3,500	\$3,450
Golf Outing	\$37,518	\$31,483
Interest	\$33,215	\$34,550
Depreciation	\$24,662	\$24,662
Scholarship	\$26,050	\$12,548
Skills Challenge	\$-	\$800
Mentor Program	\$2,395	\$3,139
Technology Academy	\$4,682	\$3,195
Foundation Administration	\$40,000	\$40,000
Miscellaneous	\$410	\$335
Total Expenses	\$172,432	\$154,163
Change In Net Assets	\$39,473	\$55,108

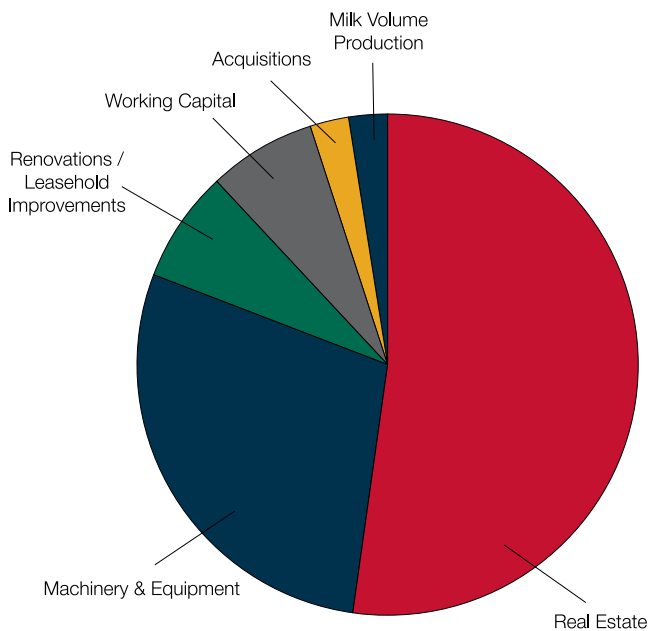
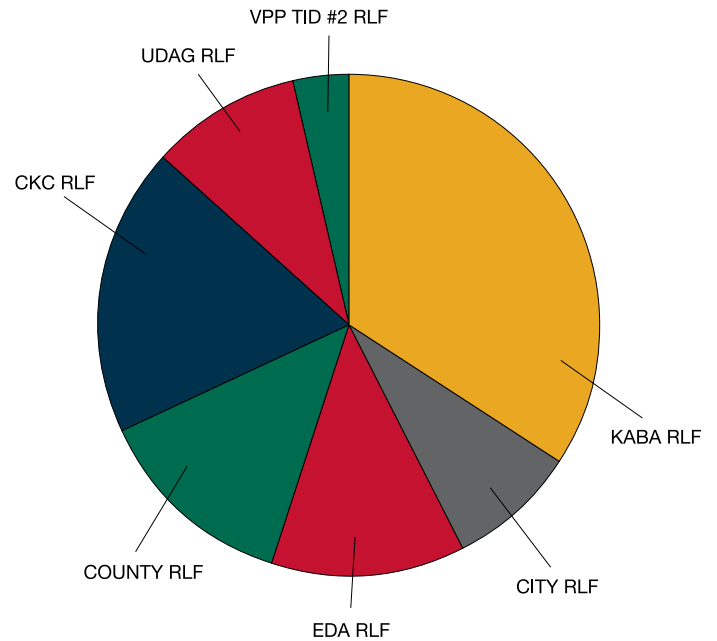
FINANCIAL INFORMATION

Supplemental Information

Loan Allocation by Revolving Loan Fund (RLF)

	Total*	Percent
KABA RLF	\$9,455,636	34.2%
CITY RLF	\$2,281,951	8.3%
EDA RLF	\$3,443,292	12.5%
COUNTY RLF	\$3,682,014	13.3%
CKC RLF	\$5,129,057	18.6%
UDAG RLF	\$2,629,081	9.5%
VPP TID#2 RLF	\$1,005,122	3.6%
Total	\$27,626,153	100.0%

*Total fund balance as of 12/31/10.



Loan Uses

	Number*	Percent
Real Estate (Land/Building/Expansion)	22	52.4%
Machinery & Equipment	12	28.6%
Renovations/ Leasehold Improvements	3	7.1%
Working Capital	3	7.1%
Acquisitions	1	2.4%
Milk Volume Production	1	2.4%
Total	42	100.0%

*Number of loans as of 12/31/10

FINANCIAL INFORMATION

Supplemental Information

2010 Loan Transactions

During 2010, KABA supported \$5.3 million in business development activity throughout Kenosha County by supplying \$2.2 million directly from various revolving loan programs administered by KABA. During 2010 KABA leveraged an additional \$1.41 in third party financing for each \$1.00 of financing provided by KABA.

Borrower/Business	KABA Financing	Additional Financing Leveraged	Total Project Cost	Employment Impact - Jobs Created/Retained
Paddock Lake Heights, LLC (1) <i>Participating Lender/Entity: First Banking Center - A Division of First Michigan Bank</i>	\$187,500	\$187,500	\$375,000	125
Albany-Chicago Company, LLC <i>Participating Lender/Entity: Equity Contribution & ZF Industries</i>	\$1,500,000	\$2,050,000	\$3,550,000	55
GEM Manufacturing, Inc. <i>Participating Lender/Entity: Johnson Bank</i>	\$300,000	\$700,000	\$1,000,000	33
Kenosha National, LLC (2) <i>Participating Lender/Entity: Equity Contribution & Bank of Kenosha</i>	\$197,500	\$140,000	\$337,500	15
Totals	\$2,185,000	\$3,077,500	\$5,262,500	228

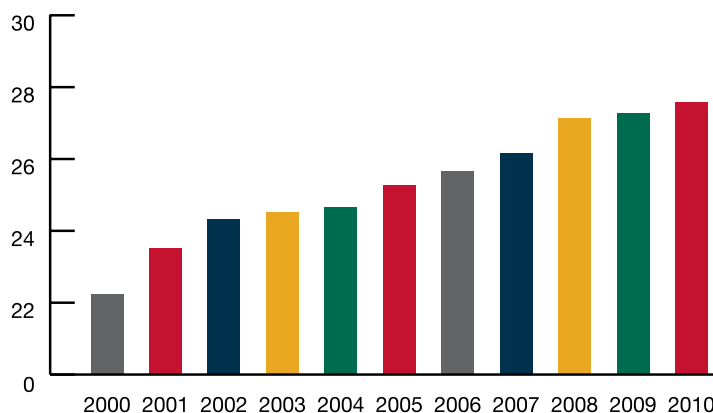
Dollar amounts are approximate. (1) Brightree LLC - lessee; (2) Kenosha Community Health Center, Inc.- lessee

Through its financing services, KABA recommends local, state and federal loan programs that best meet the needs of business.

KABA staff assists in packaging loan requests and works with financial institutions to expedite the lending process. The loans may be used for land, building, renovation/upgrades, equipment and working capital.

As noted in the chart to the right, KABA experienced a 1.75% growth rate in net assets for 2010 and an average growth rate of 2.23% in net assets since 2000.

Revolving Loan Fund (RLF) Assets
(Dollar numbers in millions)



BOARD OF DIRECTORS



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Barnes Law Office

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Guy Bradshaw

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John Donnell

President,
Martin Petersen Co, Inc.

Ken Dowdell

Vice President and Publisher,
Kenosha News

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& Education



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Director of Marketing



Lisa Feltson
Administrative
Assistant



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Office Manager



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Business Finance

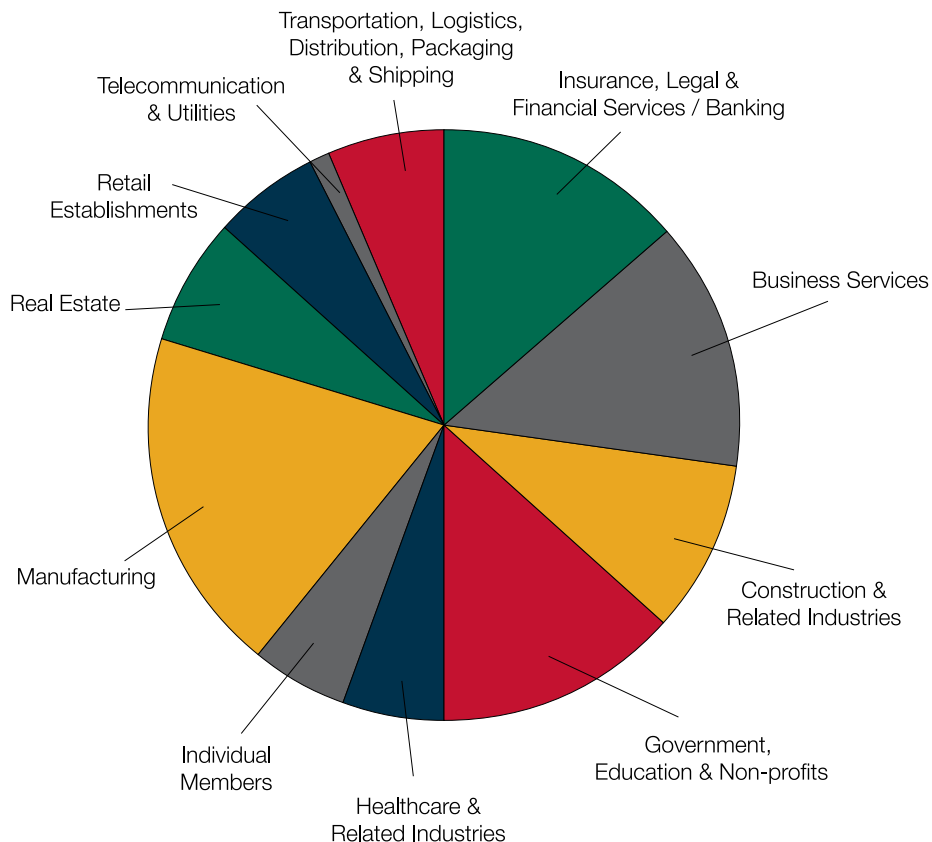
KABA Membership at-a-Glance

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

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

2010 KABA Membership by Industry

Industry	No.	Percent
Insurance, Legal & Financial Services/Banking	42	13.7 %
Business Services	42	13.7 %
Construction & Related Industries (and Engineering & Architectural Services)	29	9.4 %
Government, Education & Non-Profits	41	13.3 %
Health Care & Related Industries	17	5.5 %
Individual Members	17	5.5 %
Manufacturing	58	18.8 %
Real Estate	21	6.8 %
Retail Establishments	18	5.8 %
Telecommunications & Utilities	4	1.3 %
Transportation, Logistics, Distribution, Packaging & Shipping	19	6.2 %
Total	308	100%



2010 KABA MEMBERSHIP LISTING

Banking

AM Community Credit Union	Educators Credit Union	M & I Marshall & Ilsley Bank
Bank of America	First Banking Center, a division of	Southern Lakes Credit Union
Bank of Kenosha	First Michigan Bank	Southport Bank
Chase	Gateway Mortgage Corporation	State Bank of the Lakes
Community State Bank	Johnson Bank	Tri City National Bank

Business Services

Accurate Printing Company, Inc.	Hallum Enterprises, Inc.	Offsite, LLC
Ascedia, Inc.	Kenosha News	Outstanding Graphics
Badger Press Photographics, Inc.	Knoll	Platinum Systems, Inc.
Boost Associates	Lee Hecht Harrison	PR Etc.
BPI Group	Leitch Printing Corporation	Professional Services Group, Inc.
Computer Technologies, Inc.	Len Iaquina's Excellence in	Promo540 LLC
Croswhite Solutions	Communications, Inc.	QPS Employment Group
Crown Trophy & HTE Promotional	Living As A Leader	Simplified Staffing, Inc.
Dooley & Associates, LLC	Manpower, Inc.	Suite Imagery, LLC
Econoprint	Martin Group	Terken, Inc.
Equity Creative	McTernan Wireless / Mobile One	The Colergét Conference Center
ESI PROS, LLC	Momentum BPA, Inc.	United Scrap, Inc.
Express Employment Professionals	Mueller Communications	Wisconsin Fuel & Heating

Construction & Related Industries

Bane-Nelson, Inc.	Great Lakes Electric	Plumbers and Steamfitters
Berghammer Construction Corp.	J. H. Findorff & Son Inc.	Local #118 U.A.
Bukacek Construction	Keller, Inc.	Rasch Construction & Engineering, Inc.
Camosy Construction, Inc.	Lee Plumbing Mechanical	Riley Construction Co., Inc.
Cicchini Asphalt, LLC	Contractors, Inc.	RJ Underground, Inc.
Concrete Specialties Co.- Kenosha	Martin Petersen Co., Inc.	Ruffalo Painting Co., Inc.
Dickow-Cyzak Tile Company	Milwaukee Alarm Co.	Scherrer Construction Co., Inc.
Electrical Contractors of WI, Inc.	Pieper Electric, Inc.	The Bristol Group

2010 KABA MEMBERSHIP LISTING

Engineering & Architectural Services

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

Government & Education

Armitage Academy	Herzing University	Town of Somers
Carthage College	Kenosha County	Town of Wheatland
Central High School District of Westosha	Kenosha Unified School District No. 1	University of Wisconsin-Parkside
City of Kenosha	Sodexo @ University of Wisconsin-Parkside	Village of Bristol
Concordia University Wisconsin	St. Joseph Catholic Academy	Village of Paddock Lake
Dale Carnegie Training	The Prairie School	Village of Pleasant Prairie
Department of Workforce Development, Kenosha Job Service	Town of Brighton	Village of Silver Lake
Gateway Technical College	Town of Paris	Village of Twin Lakes
	Town of Salem	Wilmot Union High School District

Health Care & Related Industries

Abbott	Dr. Jeanne S. Vedder, M.D.	Kenosha Radiology Center
Arvasi Spa	Dr. Steven Schwimmer, D.O., S.C.	Kenosha Visiting Nurse Association & Affiliates
Bradshaw Medical Inc.	Drs. Ganesh & Bharathi Pulla	Regulatory Compliance Associates, Inc.
Business Health Care Group of Southeast Wisconsin	Genesis Medical Center of Kenosha, S.C.	Sports Physical Therapy & Rehab Specialists
Children's Hospital of Wisconsin Clinics - Kenosha	Hospice Alliance, Inc.	Teleflex Medical OEM
Dental Associates, Ltd., Kenosha	Hospira Worldwide Inc.	United Hospital System
Dr. Daniel R. Santarelli	Kenosha Community Health Center, Inc.	

Individual Members

Alan Swartz	Howard J. Brown	Ronald Frederick
Carl Holborn	Jerold Franke	Stanley Torstenson
Clifton Peterson, M.D.	Karl Ostby	State Rep. Samantha Kerkman
County Executive James Kreuser	Mark Naidicz	Terry Nolan
David M. Geertszen	Michael F. Montemurro	Wayne E. Koessl
Greg Wernisch	Robert E. Heiderman CLU ChFC CLTC	

2010 KABA MEMBERSHIP LISTING

Insurance, Legal & Financial Services

A.B. Schmitz Agency, Inc.	Guttormsen, Hartley, Wilk & Higgins, LLP	Reinhart Boerner & Van Deuren S.C.
Andrea & Orendorff, LLP	Hays Companies	Sam Ruffolo Agency (formerly AXA Advisors)
Baker Tilly Virchow Krause, LLP	Jenkins & Vojtisek, S.C.	Scott Olson, CPA, LLC
Barnes Law Office	Lindner & Marsack, S.C.	Seymour & Associates, S.C.
Brookhouse & Hemsing Law Offices	Madrigano, Aiello & Santarelli, LLC	Tirabassi, Felland & Clark, LLC
Clifton Gunderson, LLP	Michael Best & Friedrich LLP	Trottier Insurance Group
David Insurance Agency	O'Connor, DuMez, Alia, & McTernan, S.C.	Valeri Agency, Inc.
Davison Law Office, Ltd.	PPG Partners LLC	Villani, Becker & Larsen S.C.
Ehlers and Associates, Inc.	Reilly, Penner & Benton LLP	Wells Fargo Advisors
Gateway Mortgage Corporation		Whyte Hirschboeck Dudek S.C.
Godin, Geraghty & Puntillo, S.C.		

Manufacturing

Abatron, Inc.	Finishing & Plating Service, Inc.	North American Salt
Abbott	Five Star Fabricating, Inc.	Northlake Engineering, Inc.
ACCO Brands	GEM Manufacturing Inc.	Ocean Spray Cranberries, Inc.
Air Flow Technology, Inc.	Horizon Milling LLC	Ocenco, Inc.
Albany-Chicago Co., LLC	IEA, Inc.	Parker Plastics, Inc.
Allied Plastics, Inc.	IRIS U.S.A., Inc.	Powerbrace Corporation
Anderson Manufacturing Co., Inc.	ITO Industries, Inc.	PPC Industries, Inc.
Asyst Technologies, LLC	Jelly Belly Candy Co.	Pride Abrasive, Inc.
Badgerland Products, Inc.	Jockey International, Inc.	Puratos Chocolate USA
Beckart Environmental, Inc.	Kenosha Beef International, Ltd.	Reflective Concepts, Inc.
Bio Fab Technologies, Inc.	Kenosha Lumber & Mfg. Co., Inc.	Rust-Oleum Corporation
Bothe Associates Inc.	Kenosha News	S.C. Johnson & Son
Bradshaw Medical Inc.	Kirsan Engineering	Sanmina-SCI
Branko Perforating FWD., Inc.	Lakeside Steel & Mfg. Co.	Snap-on Incorporated
Calumet Diversified Meats, Inc.	LMI Packaging Solutions, Inc.	ST Specialty Foods
Centrisys Corporation	Mid-America Bag LLC	Teleflex Medical OEM
Contact Rubber Corporation	Mikrotech, LLC	Vista International Packaging, LLC
Cordeck	Monarch Plastics, Inc.	Wickeder Steel Co.
Expanded Technologies Corp.	NitroSteel - Div. of GerdauMacsteel	Xten Industries LLC
Fair Oaks Farms, LLC	Norstan, Inc.	ZF Electronics Corporation

Non-Profit Organizations

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

2010 KABA Membership Listing

Non-Profits, cont.

Kenosha Area Convention & Visitors Bureau	Kenosha Human Development Services, Inc.	United Way of Kenosha County
Kenosha Area Family & Aging Services, Inc.	Lake County Partners	Wisconsin Manufacturing Extension Partnership
Kenosha Community Foundation	MRA	Women and Children's Horizons, Inc.
Kenosha Country Club	Twin Lakes Area Chamber & Business Association, Inc.	

Real Estate

Active Appraisal Services, Inc.	Janko Group	Prudential Premier Properties
Bear Realty of Kenosha, Inc.	Lee & Associates of Illinois LLC	Riley Management, LLC
CenterPoint Properties	Legacy Property Management Services, LLC	The Club at Strawberry Creek
Clovis Point, LLC	Paddock Lake Heights	Tim O'Brien Homes
Darwin Realty & Development Corporation	Paine/Wetzel ONCOR International	Towne Investments
First Industrial Realty Trust, Inc.	Petretti Builders & Developers	Tri-State Realty, Ltd.
JAM Investment Properties, LLC	Pitts Brothers & Associates LLC	WISPARK LLC

Retail Establishments

Best Western Harborside Inn & Kenosha Conference Center	Kentucky Fried Chicken	Radisson Hotel & Conference Center
Dickow-Cyzak Tile Company	Lake County Fielders	Rode's Camera & Photo Supplies
Calumet Diversified Meats	Lakeside Music, LLC	Southport Plaza, LP
Candlewood Suites	McTernan Wireless / Mobile One	Spiegelhoff's Supervalu
Flowers by Joseph, Inc.	Paielli's Bakery, Inc.	Tenuta's Delicatessen & Liquors, Inc.
Jay-Bee Collision Repair Center	Palmen Auto Group	Total Furniture
Jelly Belly Candy Co.	Pleasant Prairie Premium Outlets (formerly Prime Outlets)	Triangle Appliance, Video & Carpeting Inc.
Jockey International, Inc.	Pulera Collision Auto Care Center	Twin Lakes Country Club Golf Course

Telecommunications & Utilities

Kenosha Water Utility	TDS	Wisconsin Energy Corporation
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Transportation, Logistics, Distribution, Packaging & Shipping

Affiliated Foods Midwest	Exel	Mann Warehouse
All Solutions, LLC	Gordon Food Service	Pepsi Americas
Arvato Digital Services	Heartland Produce Co.	SuperValu, Inc.
Associated Bag Company	Hospira Worldwide Inc.	Uline, Inc.
C.H. Robinson Worldwide, Inc.	JHT Holdings, Inc.	Volkswagen Group of America, Inc.
Cool Runnings	Lotus Light Enterprises	Yamaha Motor Corporation, USA

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

600 52nd Street, Suite 120, Kenosha, WI 53140 | 262.605.1100 | www.KABA.org

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

