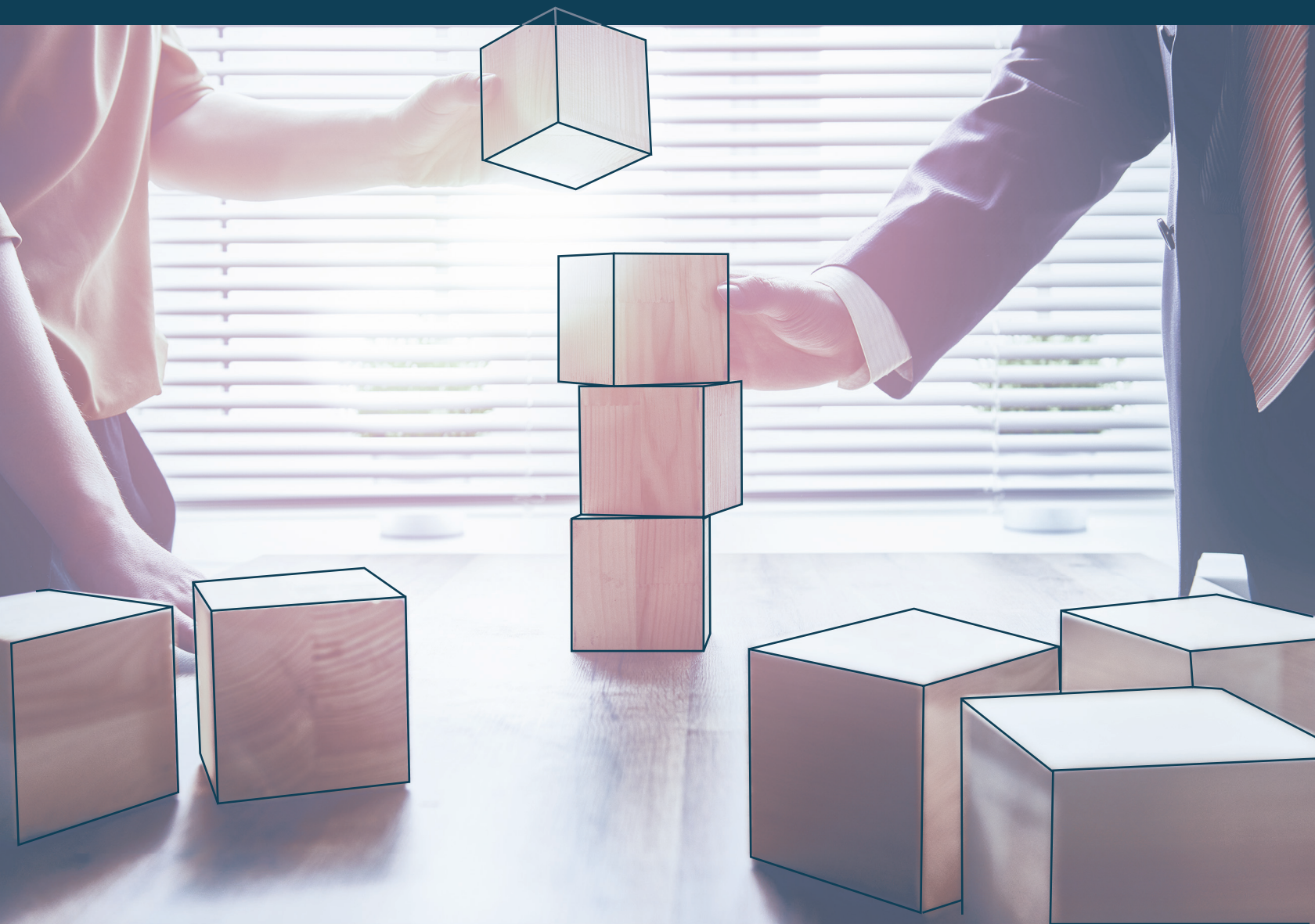


# Building a better community..together.



## ANNUAL REPORT

2018/2019



# DEAR INVESTORS, PARTNERS, AND STAKEHOLDERS

On behalf of the Board of Directors and staff, I am pleased to share the Kenosha Area Business Alliance's Annual Report for 2018.

Kenosha County continues to stand out as a development hot spot for the region, state, and nation. Recent reports note that Southeast Wisconsin was the leading sub-market in the Chicago-land area with nearly 5 million square feet of industrial space under construction at the end of 2018. This represents nearly a quarter of current industrial construction activity in the Chicago Metropolitan Area. This statistic is even more impressive when you consider that the Kenosha County submarket is one of the smallest in the Chicago MSA, ranking 18 out of 19 in both the number of industrial properties and total square footage.

Industrial employment has surged as well. According to the U.S. Bureau of Labor Statistics, Kenosha County ranks in the top 10 nationally, for job growth in the logistics and distribution sector. This helped Kenosha County lead Wisconsin in private sector employment growth over the last several years, a 23% gain since 2014.

These numbers are supported with multiple examples of substantial new industrial development along the I-94 corridor and throughout the County. There are four new large-scale business parks currently under development: 94 Logistics Park, Kenosha Corporate Park, Prairie Highlands Corporate Park and Stateline 94 Corporate Park. Amazon, Haribo and ULINE are among the major corporations that are helping drive these developments with new and expanded facilities.

In order to keep up with this considerable growth, the Kenosha County area continues to focus on talent development, attraction and retention. KABA continues to work with employers, communities, workforce development entities, and education partners to better align resources. Several notable examples of these partnerships and initiatives are detailed in this report. We must continually find ways to expand, develop, and enhance our human resources - - and this is an "All Hands on Deck" activity.

Thank you for your continued support, investment, and involvement as we work to ensure Kenosha County's attractiveness and competitiveness as a place to do business, live and work.



Best wishes for a prosperous 2019,

A handwritten signature in black ink, appearing to read "Todd Battle". The signature is stylized with a large, sweeping "T" and "B".

Todd Battle, President

# STRONG ECONOMIC GROWTH CONTINUES IN 2018

Kenosha County had another robust year of economic development in 2018. Looking forward, this shows no signs of slowing down. There are several major projects currently in development across all sectors of the economy, including industrial, healthcare, housing and retail. Several new business parks were announced in 2018, creating additional capacity for new development. Kenosha County truly is perfectly centered to be the premier destination for new investment and talent in the Chicago-Milwaukee corridor.



Prairie Highlands Corporate Park Groundbreaking July 24, 2018



Kenosha County

Since 2013, major economic development wins in Kenosha County have accounted for:



11,000+ jobs



\$1.5+ billion in  
capital investment



11.6+ million SF  
of development

## RELOCATIONS/EXPANSIONS

### Major relocations/expansions into Kenosha County

	JOBS*	CAP EX**	SF***
CTDI	150	N/A	166,620
Edible Cuts	200+	\$8 million	70,000
eFaucets	80	N/A	80,000
Paasche Air Brush	30	\$800,000	42,235

### Major expansions within Kenosha County

	JOBS	CAP EX	SF
SL Montevideo	60	\$4.5 million	63,000
Five Star	25	\$13 million	100,000
Uline	N/A	\$95 million	1.2 million
<b>TOTALS</b>	<b>395</b>	<b>\$121 million</b>	<b>1.6 million</b>

\*FTEs; \*\*approximate capital investment, \*\*\*square feet developed/absorbed



### SL Montevideo Technology, Inc.

SL Montevideo (also known as Montevideo Technology Inc. or MTI) relocated its headquarters and Minnesota-based production operations to Pleasant Prairie in 2018. The maker of high performance motors will more than double its footprint and add 60 highly skilled positions.

MTI currently employs 80 people in Pleasant Prairie - many of which are highly skilled technicians and electrical and mechanical engineers. This expansion will bring total employment to approximately 140 people.



## KABA REVOLVING LOAN FUND (RLF) PROGRAM

Over the past three decades, KABA has helped hundreds of companies expand or relocate to Kenosha County with its portfolio of community revolving loan funds. 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: Five Star Group, Inc.

Project: Construction of new manufacturing facility and new equipment purchase

Total project investment:

\$13,500,000

KABA loan amount:

\$2,241,000

No. of jobs created: 20

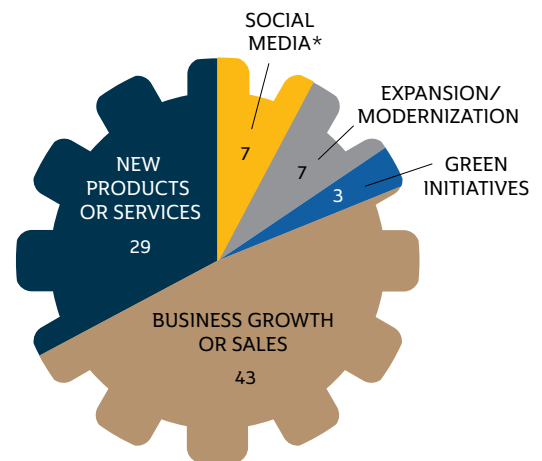


(R-L) Five Star President & Owner Carl Schultz with his three children, who are all involved with the business: Corey Schultz, Garret Schultz & Haley Derrick.

## KABA BUSINESS RETENTION & EXPANSION (BR|E) PROGRAM

Through its BR|E Program, KABA takes the pulse of Kenosha County-based companies. Employers provide information about the health of their business and the opportunities and challenges of doing business in Kenosha County. This helps KABA focus its development efforts. The total number of on-site company visits in 2018 was **89**.

**A look at the data...**Below are the most popular responses from Kenosha County companies when asked what their greatest achievement was in 2018.



\*expanded use of social media marketing tools

## AREAS OF OPPORTUNITY IN 2019 & BEYOND



PRAIRIE  
HIGHLANDS  
CORPORATE  
PARK



94  
LOGISTICS  
PARK



STATELINE 94  
CORPORATE  
PARK



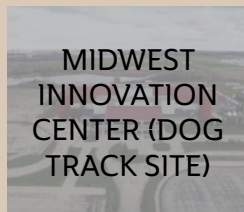
KENOSHA  
CORPORATE  
PARK



CHRYSLER  
SITE



PLEASANT  
PRAIRIE  
POWER PLANT  
SITE



MIDWEST  
INNOVATION  
CENTER (DOG  
TRACK SITE)



MIDWEST  
TRANSPORTATION  
CENTER



DOWNTOWN  
KENOSHA/  
PLEASANT  
PRAIRIE'S  
VILLAGE  
GREEN



### HARIBO

Site and grading work continued at the Prairie Highlands Corporate Park in 2018. German candymaker Haribo selected this location in the Village of Pleasant Prairie as the site of its first North American manufacturing plant.

Haribo is expected to break ground in 2019 on the first phase, a \$242 million investment into a production facility that will employ approximately 400. Three additional future phases are contemplated in the conceptual site plan. When all four phases are complete, this would be one of the largest confectionery sites in the Country and could employ over 1,500 workers.

# Building a better community... together.

KABA believes that working together as a community is essential to the success and growth of Kenosha County. KABA as an organization is a public-private partnership. That model has proven very effective and is a concept that we strive to utilize in many of the programs and initiatives we undertake.

KABA has contributed its own funds while successfully leveraging additional public and private monies to execute important and impactful initiatives that affect real change and growth in the community.

In this report, we'll take a look at some of the programs KABA has recently worked on—along with community partners—that have made a real and lasting impact on Kenosha County.

## KENOSHA COUNTY LABOR MARKET ANALYSIS

KABA commissioned the W.E. Upjohn Institute to provide an assessment of the current labor market environment in Kenosha County.

KABA	\$19,000
Public	\$28,000
Private	\$5,000
Total	\$52,000

1

1

**Partners:** Wisconsin Economic Development Corp (WEDC); Gateway Technical College & Kenosha County Job Center

**Timeframe:** 2015 - present

**Impact:** The comprehensive data in the report informed KABA's efforts around talent development for area employers including a strategies matrix that included important next steps such as a series of talent workshops and an attraction website.

2

**Partners:** Kenosha County; City of Kenosha; Villages of Pleasant Prairie, Somers, Bristol, Salem Lakes & Paddock Lake; Kenosha Area Chamber of Commerce; Kenosha Area Convention & Visitors Bureau; Carthage College; Gateway Technical College; UW-Parkside; Aurora Healthcare; Froedert South; & 40+ other local businesses and organizations

**Timeframe:** 2015 - present

**Impact:** LifeBalancedKenosha.com was launched in January 2019. It successfully brought together many sectors of the community to adopt the brand and use the online relocation resource and talent attraction web site. The site has important quality of life information including housing, healthcare, education, local employers as well as shopping, dining, arts, recreation and more.



## LIFE BALANCED KENOSHA COUNTY

KABA administered the development of an online resource for major employers and the community that has extensive quality of life information about Kenosha County.

KABA	\$75,000
Public	\$49,500
Private	\$50,000
Total	\$174,500

2

3

**Partners:** Kenosha Unified School District & Gateway Technical College

**Timeframe:** 1997 - present

**Impact:** LakeView is routinely named one of the best high schools in the state with a consistently high demand for enrollment.

## LAKEVIEW TECHNOLOGY ACADEMY

In 1997, KABA purchased an industrial building in LakeView Corporate Park to be developed into a charter STEM high school.

KABA FDN	\$1.3 million
Public	\$1.3 million
Private	\$1.5 million
Total	\$4.1 million

3



4

**Partners:** Carthage College, Gateway Technical College, Kenosha Unified School District, Kenosha County, & the Mary Frost Ashley Foundation

**Timeframe:** 2016 - present

**Impact:** BOF now has two full and one part time staff members working with dedicated committees made up of business, education and community leaders in six network areas committed to improve student outcomes.

## BUILDING OUR FUTURE

A network of community leaders representing all sectors of Kenosha County committed to improving student outcomes from cradle to career. It is a part of the national StriveTogether Network.

KABA FDN	\$150,000
Public	\$1,050,000
Private	\$300,000
Total	\$1,500,000

4



## GATEWAY PROMISE PROGRAM

Enables eligible students to attend Gateway tuition-free, filling the gap between financial aid and the cost of tuition and fees. Students also receive support to help them meet their graduation goals.

KABA FDN	\$100,000
Public	\$15,000
Private	\$2,615,000
Total	\$2,730,000

5

5

**Partners:** Gateway Technical College & more than 40 businesses throughout Southeast Wisconsin

**Timeframe:** 2016 - present

6

**Partners:** Carthage College, Gateway Technical College & the University of Wisconsin-Parkside

**Timeframe:** 2005 - present

**Impact:** Nearly 100 students have received KABA scholarships, lessening their tuition burden and helping them reach degree completion.

## CATALYST2CAREERS SCHOLARSHIP PROGRAM

Provides scholarship funds to Kenosha County residents that are a graduate of a Kenosha County high school, and are the first generation in their family intending to pursue higher education at Carthage College, Gateway or UW-Parkside.

KABA	\$252,725
Public	N/A
Private	N/A
Total	\$252,725

6

**Impact:** In it's second year, the Gateway Promise Program is helping 300+ local students who may not have considered or have been able to afford a technical education or secondary degree. This has an overall effect on the number of skilled & educated people entering the workforce.



7

**Partners:** Kenosha Area Chamber of Commerce & United Way of Kenosha County

**Timeframe:** 2010 - present

**Impact:** YLink has a highly engaged leadership & committee structure and a full slate of YP programming including a Future 5 awards program and YP Week events.

## YLINK

YLink (Young Leaders in Kenosha) is an established young professionals (age 21-40) program aimed at attracting & retaining YPs.

KABA	\$200,000
Public	\$50,000
Private	\$200,000
Total	\$450,000

7



8

**Partners:** City of Kenosha, Kenosha Lakeshore BID, Wisconsin Main Street, Kenosha Area Chamber of Commerce & Kenosha Area Convention & Visitor's Bureau & various private investor companies

**Timeframe:** 2012 - present

**Impact:** DKI has two staff members with a \$170,000 annual budget and dedicated office space. DKI is actively working with the City and downtown businesses on revitalization efforts.

## DOWNTOWN KENOSHA, INC.

Downtown Kenosha, Inc. (DKI) is an independent, non-profit organization committed to the revitalization and growth of Downtown Kenosha, Wisconsin.

KABA	\$200,000
Public	\$260,000
Private	\$500,000
Total	\$960,000

8

9

**Partners:** Jockey International, United Way of Kenosha County

**Timeframe:**

2012 - present

**Impact:** The development led Jockey to relocate its factory store from the back of a warehouse to a beautiful new flagship store; United Way & Building Our Future also occupy a portion of the building.



## KABA BUILDING

KABA purchased an older building in Downtown Kenosha, made extensive renovations and secured office and retail tenants for the entire property.

KABA	\$1,900,000
Public	N/A
Private	N/A
Total	\$1,900,000

9

10

**Partners:** Kenosha County, City of Kenosha & the Villages of Bristol, Pleasant Prairie, Salem Lakes & Somers

**Timeframe:** 2016 - present

**Impact:** Jones Lange LaSalle helped each of the communities create promotional materials and schedule meetings for a group of representatives who attended the International Council of Shopping Center's (ICSC) annual convention.

11

**Partners:** Kenosha County

**Timeframe:** 2012 - present

**Impact:** Since its inception, the Fund has contributed to the creation of over 1,475 jobs and \$168 million in capital investment.

12

**Partners:** Kenosha County, Village of Salem Lakes

**Timeframe:** 2015 - present

**Impact:** The new development has brought more than 100 jobs and \$11 million in investment to an area that previously lacked an industrial park.

KABA has contributed its own funds while successfully leveraging additional public and private monies to execute important and impactful initiatives that affect real change and growth in the community.

## TOTAL COMMUNITY INVESTMENTS

Below are the total investments made by KABA, public entities including the County, other municipalities, and private companies. In all, more than \$200 million has been invested in the community for these impactful initiatives.

KABA	\$9.8 million
Public	\$11 million
Private	\$183.4 million
Total	\$204.2 million



## KENOSHA COUNTY RETAIL STRATEGY

KABA brought together several municipalities to enlist a consultant to advise them on the best way to attract new retail developments.

KABA	\$7,500
Public	\$42,500
Private	N/A
Total	\$50,000

10

## KENOSHA COUNTY HIGH IMPACT FUND

Designed to help secure high quality economic development projects.

KABA	\$250,000
Public	\$3.7 million
Private	\$168 million
Total	\$172 million

11

## SALEM BUSINESS PARK

An effort to bring new industrial investment to the western part of the County through a new business park serving smaller, second-stage companies.

KABA	\$5.3 million
Public	\$4.54 million
Private	\$10.2 million
Total	\$20.04 million

12





# 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 groundbreakings, workshops and industry roundtables, training, awards receptions, candidate forums, young professional programming, social networking events, and more.



**April 26, 2018**

The Future 5 Awards honor five young professionals that are rockstars in their career and making a real difference in their community.



**October 12, 2018**

Inspire is a premier one-day leadership development experience featuring inspirational content to elevate your personal and professional journey.



**November 1, 2018**

Recognizes business excellence in Kenosha County. Presented are Business & Small Business of the Year and the Forward Awards.

THANK YOU TO THE NEARLY 2,000 PEOPLE THAT  
ATTENDED AND THE 30+ COMPANIES THAT  
SPONSORED A KABA EVENT IN 2019!



**Community Development Grant Announcement for The Stella:**  
**April 16, 2018**

State and local officials announced a WEDC grant to the City of Kenosha to support the development of the Stella Hotel & Ballroom.



**Kenosha County Re-Entry Expo:**  
**October 2, 2018**

KABA joined our community partners to assist in coordinating a resource event where attendees can learn about hiring formerly incarcerated, work-ready returning community members.



**Where Are We Going to Live? Housing Summit:**  
**November 13, 2018**

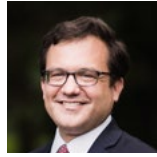
A conversation about the trends and challenges facing the Kenosha County housing market.

# LEADERSHIP



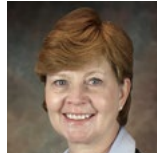
## Chair

Karla Krehbiel  
Regional President,  
Johnson Bank



## Vice Chair

Dr. John Swallow  
President,  
Carthage College



## Secretary

Susan Crane  
Owner,  
Crane Farms



## Treasurer

Timothy Geraghty  
Attorney,  
Godin Geraghty  
Puntillo Camilli, SC

Dr. Bryan Albrecht  
President, Gateway  
Technical College

Anne Arbas  
Senior Vice  
President & CFO,  
Jockey International

Sue Block  
Vice President -  
Finance, Uline

Randy Ekern  
Vice President Global  
Operations & Supply  
Chain, InSinkErator

Mike Fasolo  
General Manager,  
Amazon

Dr. Deborah Ford  
Chancellor,  
University of  
Wisconsin-Parkside

Michael Gardner  
General Manager-  
Electric Systems,  
SL Montevideo  
Technology

Randy Hernandez  
Executive Vice  
President, Operations,  
Kenall Manufacturing

Jamie Hogan  
President,  
Specialized  
Accounting Services

Lisa Just  
Patient Service Area  
President, Racine  
Kenosha Lake,  
Advocate Aurora  
Health Care

Jerry King  
CFO, Kenosha Beef  
International

Paul Krumrie  
Director of Finance,  
SC Johnson

Chad Navis  
Director of Industrial  
Investments, Zilber  
Property Group

Aldo Pagliari  
Senior Vice President  
- Finance & CFO,  
Snap-on Incorporated

Brenda Penesis  
Plant Manager, ACCO  
Brands

Kurt Penn  
CEO,  
Good Foods Group

Mike Pitts, Jr.  
Owner, Pitts Brothers  
& Associates

Michael Pollocoff  
CEO, Springbrook  
Municipal Strategies

Matt Prince  
President,  
Riley Construction  
Company

Wes Saber  
Executive Vice  
President & CFO,  
Haribo of America, Inc.

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

Paul Schrock  
Plant Director,  
Niagara Bottling

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

James Sherman  
Director, Wholesale &  
Customer Solutions,  
WEC Energy Group

Charles Skendziel  
Owner, Equity Creative

Michael Thompson  
President & CEO  
Fair Oaks Farms

Susan Ventura  
Executive Vice  
President,  
Froedtert South

Chris Weyker  
CEO,  
Kenosha Achievement  
Center, Inc.

## COMMITTEES

### Audit

David Geertsen  
Kathleen Goessl  
Cherie Julius  
Ken Konjura  
David Nankin  
Karl Ostby  
Dr. John Swallow\*

### Executive

Anne Arbas  
Susan Crane  
Timothy Geraghty  
Randy Hernandez  
Jerry King  
Karla Krehbiel\*  
Aldo Pagliari  
Brenda Penesis  
Jim Sherman  
Charles Skendziel  
Dr. John Swallow  
Susan Ventura

### Finance

Andrea Bukacek  
Jens Emerson\*  
Nate Franke  
Wesley Ricchio  
Melissa Thompson  
Sara Verbsky  
Kyle Vitkus  
Andy Vogel  
Chris Ziarko

### Nominating

Michael Gardner  
David Geertsen  
Randy Hernandez  
Mark Jaeger  
Karla Krehbiel\*  
Dr. John Swallow  
Susan Ventura  
Chris Weyker

### Personnel

Karla Krehbiel\*  
Dr. John Swallow  
Susan Ventura

\* denotes Chair



## STAFF

Back row, left-right:

**Todd Battle**, President; **Heather Wessling Grosz**, Vice President; **Lisa Feltson**, Office Manager; **Brock Portilia**, Director of Finance & Administration

Front row, left-right:

**Jeanne Geiger**, Administrative Assistant; **Brooke Infusino**, Director of Talent Development; **Becky Noble**, Director of Marketing

# FINANCIAL INFORMATION

Kenosha Area Business Alliance, Inc. and its Subsidiaries

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

	2018	2017
<b>Assets</b>		
Cash & Short Term Investments	\$14,144,698	\$13,159,502
Notes/Advances Receivable Less Reserves	\$10,206,919	\$10,013,449
Other Assets	\$2,531,214	\$2,435,722
Total Assets	\$26,882,831	\$25,608,673
<b>Fixed Assets</b>		
Property & Equipment Net of Accumulated Depreciation	\$11,034,333	\$11,080,700
<b>Total Assets &amp; Fixed Assets</b>	<b>\$37,917,164</b>	<b>\$36,689,373</b>
<b>Liabilities</b>		
Accounts Payable & Other Short Term Liabilities	\$2,002,003	\$1,768,345
Notes Payable	\$7,298,772	\$6,381,677
Total Liabilities	\$9,300,775	\$8,150,022
<b>Net Assets</b>		
Unrestricted	\$10,975,823	\$10,941,927
Temporarily Restricted	\$17,563,527	\$17,597,424
Total Net Assets	\$28,539,350	\$28,539,351
<b>Total Liabilities &amp; Net Assets</b>	<b>\$37,840,125</b>	<b>\$36,689,373</b>

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

	2018 Operating	2018 Loan Funds/Building	2017 Operating	2017 Loan Funds/Building
<b>Revenues</b>				
Contract Services	\$210,000	—	\$200,000	—
Membership Dues	\$336,075	—	\$306,057	—
Loan Service Fees	\$50,434	—	\$44,020	—
Training/CEO Roundtables Fees	\$106,979	—	\$95,511	—
Interest (Bank, Investments & Notes)	\$1,055	\$686,916	\$1,003	\$475,725
Revolving Loan Fund Administration	\$622,826	—	\$562,958	—
Rent	—	\$561,774	—	\$170,338
Other	\$135,116	\$37,271	\$218,865	\$28,608
Total Revenue	\$1,462,485	\$1,285,961	\$1,428,414	\$674,671
<b>Expenses</b>				
Personnel Costs	\$980,833	—	\$944,738	—
Revolving Loan Fund Administration	—	\$622,826	—	\$562,958
Travel/General Admin/Training/CEO Roundtable	\$96,616	—	\$92,803	—
Office Equipment	\$5,838	—	\$3,562	—
Mailing/Printing / Office Supplies	\$6,971	\$1,373	\$10,517	\$12,330
Accounting / Auditing / Legal	\$26,633	\$2,780	\$24,602	\$14,027
Insurance (Business & General Liability)	\$14,968	\$4,857	\$13,959	\$5,000
Telecommunications / Computer Services	\$28,555	\$1,057	\$26,223	\$1,262
Rent / Space Maintenance / Utilities	\$91,486	\$28,108	\$91,000	\$28,850
Membership & Business Development	\$155,071	—	\$175,447	—
Depreciation & Property Taxes & Interest	\$20,885	\$679,167	\$31,082	\$69,383
Miscellaneous Expense	—	—	—	\$47,144
Reserve Adjustment	—	\$(99,070)	—	\$1,090,000
Total Expenses	\$1,427,856	\$1,241,098	\$1,413,933	\$1,830,954
<b>Change In Net Assets</b>	<b>\$34,629</b>	<b>\$44,863</b>	<b>\$14,481</b>	<b>\$(1,156,283)</b>



# 2018 KABA MEMBERSHIP LISTING

## BANKING

Blackhawk Community Credit Union	Community State Bank	Johnson Financial Group	The Huntington National Bank	US Bank
BMO Harris Bank	Educators Credit Union	MB Financial Bank	Tri City National Bank	Wintrust Commercial Banking at Town Bank
Chase	First American Bank	PNC Bank	TruStone Financial Federal Credit Union	
CIBC Bank US	First Business - Kenosha	Southern Lakes Credit Union		
	Heartland Bank and Trust Company	State Bank of the Lakes		

## BUSINESS SERVICES

A.S.G. Staffing, Inc.	Computer Technologies, Inc.	Insperty	Matthews Professional Employment, Inc.	Rick L Perrine Property Maintenance, LLC
Alarm Detection System Inc.	Converting Solutions, Inc.	Kenosha Grounds Care	Mueller Communications, LLC	Springbrook Municipal Strategies, LLC
Allstaff	Dooley & Associates, LLC	Lee Hecht Harrison	NSR Business Solutions	TempsNow Employment & Placement Services LLC
Atlas Employment Services, Inc.	Econoprint	Leeward Business Advisors	Offsite, LLC	The Colergét Conference Center
Badger Press	Equity Creative	Leitch Printing Corporation	OFS Brands	Winter Services LLC
Photographics, Inc.	Hallum Enterprises, Inc.	Len Jaquinta's Excellence in Communications, Inc.	Parallel Employment Group	
Catalyst Exhibits, Inc.	Halpin Staffing Services	Living As A Leader	Platinum Systems, Inc.	
CCB Technology	HR Value Partners	Martin Group	Professional Services Group, Inc.	
Chef David's Catered Events	Imperial Service Systems, Inc.			

## CONSTRUCTION & RELATED INDUSTRIES

Bane-Nelson, Inc.	DORAL Corporation	Kenosha Plumbing	Next Electric, LLC.	SERVPRO of North Kenosha County
Berghammer Construction Corporation	Electrical Contractors of Wisconsin, Inc.	Kitchen Cubes	Point Ready Mix	Thompson Project Management, LLC
C.G. Schmidt, Inc.	FCL Builders	Lee Plumbing Mechanical Contractors, Inc.	Postorino Decorating, Inc.	Valiant Electric Inc.
Cicchini Asphalt, LLC	Hunzinger Construction Co.	Liftpro, LLC	Rasch Construction & Engineering, Inc.	Witico Development Corporation
Concrete Specialties Company - Kenosha	Keller, Inc.	Martin Petersen Co, Inc.	Riley Construction Company, Inc.	Yutka Fence
Dickow-Cyzak Tile Co.	Kelso-Burnett Co.	MSI General Corporation		

## ENGINEERING & ARCHITECTURAL SERVICES

Clark Dietz, Inc.	Garland Alliance, Inc.	JSD Professional Services, Inc.	Partners in Design Architects, Inc.	raSmith
Deigan & Associates, LLC	Harwood Engineering Consultants	Kueny Architects, LLC	Pinnacle Engineering Group	Ruekert Mielke
DLH Consulting Services, LLC				

## GOVERNMENT & EDUCATION

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

## HEALTH CARE & RELATED INDUSTRIES

Abbott	Daniel R. Santarelli DDS	Guided Wellness Counseling, SC	Kenosha Radiology Center	OccuCare
Aurora Health Care	Doctors of Physical Therapy	Hospice Alliance	Kenosha Visiting Nurse Association & Affiliates	Regulatory Compliance Associates Inc.
Business Health Care Group	Froedtert South	Jeanne S. Vedder, M.D.	LivingWell Home Medical Supplies, Inc.	Sports Physical Therapists
Comprehensive Orthopaedics, S.C.	Frontida, Inc.	Kenosha Community Health Center, Inc.	Network Health	Wisconsin Specialty Surgery Center
	Fulmer Dentistry			

## INDIVIDUAL

Ronald Frederick	County Executive	Michael Montemurro	Susan Crane	Representative
David Geertsens	Jim Kreuser	Clifton Peterson	Carl Holborn	Samantha Kerkman

## INSURANCE, LEGAL & FINANCIAL SERVICES

A.B. Schmitz Agency, Inc.	Comdata Payment Innovation	Gateway Mortgage Corporation	Jacsten	Michael Best & Friedrich LLP
Alia, DuMez & McTernan, SC	David Insurance Agency	Godfrey & Kahn S.C.	Kowal Investment Group, LLC	Mueller & Co.
Ameriprise Financial Services, Inc.	Davison Law Office, Ltd.	Godin Geraghty	Lindner & Marsack, SC	Promontory Point Partners, LLC
Andrea & Orendorff, LLP	Deininger & Co., Inc.	Puntillo Camilli, SC	Lueder Financial Group - Northwestern Mutual	Prophet Wealth Management
BDO	DeWitt LLP	Guttormsen & Hartley, LLP	Madrigano, Aiello & Santarelli, LLC	RHR Management Consulting, LLC
CliftonLarsonAllen LLP	Ehlers and Associates, Inc.	HUB International Midwest, Inc.		

# 2018 KABA MEMBERSHIP LISTING

## INSURANCE, LEGAL & FINANCIAL SERVICES, CONT.

Rizzo & Diersen, S.C.  
Sam Ruffolo Agency  
Scott Olson, CPA, LLC

Seymour & Associates, S.C.  
Specialized Accounting  
Services LLC

Thomey Financial Services  
& Michael J Thomey, CPA  
Tirabassi, Felland &  
Clark, LLC

Trottier Insurance Group  
Valeri Agency, Inc.  
Vrakas CPAs + Advisors

Wegner CPAs  
Wells Fargo Advisors  
Wipfli LLP

## MANUFACTURING

Abatron, Inc.  
ACCO Brands  
Allied Plastics, Inc.  
Ardent Mills LLC  
Ariens Company  
ASYST Technologies LLC  
Badgerland Products, Inc.  
Beckart Environmental, Inc.  
BEI Electronics, LLC  
Bio Fab Technologies, Inc.  
Bone Dry Products  
Bradshaw Medical Inc.  
Colbert Packaging Corp.  
Compass Minerals  
Contact Rubber Corp.  
Cordeck

Edible Cuts  
Emco Chemical  
Distributors, Inc.  
Engendren Corporation  
(f/k/a IEA, Inc.)  
Fair Oaks Farms, LLC  
Finishing & Plating  
Service, Inc.  
Five Star Fabricating, Inc.  
FNA Group Inc.  
GEM Manufacturing Inc.  
Gold Standard Baking  
Good Foods Group, LLC  
Hanna Cylinders, LLC  
Haribo

Honeywell/Genesis  
Cable Products  
Industrial Toolz/Handi-Ramp  
InSinkErator  
International Mold and  
Production LLC  
Jockey International, Inc.  
Kenall  
Kenosha Beef  
International, Ltd.  
Kenosha Lumber &  
Manufacturing Co., Inc.  
Kirsan Engineering, Inc.  
L & M Corrugated  
Container Corp.  
LMI Packaging Solutions, Inc.

Medtorque, Inc.  
Mikrotech, LLC  
Monarch Plastics, Inc.  
Mosmatic Corporation  
Niagara Bottling, LLC  
NitroSteel LLC  
Ocean Spray  
Cranberries, Inc.  
Ocenco, Inc.  
Pacific Sands  
Parker Plastics, Inc.  
Powerbrace Corporation  
Process Pipe & Valve, Inc.  
Puratos Corporation  
Quest Products, LLC  
R+D Custom Automation

RCK Foods  
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 Metal Shop  
Toolamination, Inc.  
ViskoTeepak  
Vonco Products, LLC

## NON-PROFIT

Boys & Girls Club of Kenosha  
Goodwill Industries of  
Southeastern Wisconsin, Inc.  
Journey Church  
Kenosha Achievement  
Center, Inc.

Kenosha Area Chamber of  
Commerce, Inc.  
Kenosha Area Convention  
& Visitors Bureau  
Kenosha Community  
Foundation

Kenosha Country Club  
Kenosha Symphony  
Orchestra  
Kenosha YMCA  
Lake County Partners

Lemon Street Gallery &  
Artspace  
MRA  
Southshore Realtors  
Association, Inc.

United Way of  
Kenosha County

## REAL ESTATE

Franke Development  
Advisors LLC  
Bear Real Estate Group  
Berkshire Hathaway Home  
Services Epic Real Estate  
CenterPoint Properties  
Cove Realty

Darwin Realty &  
Development Corporation  
First Industrial Realty  
Trust, Inc.  
Garretto Real Estate LLC  
Gorman & Company, Inc.  
Janko Group  
Karma Property Management

Landmark Title Kenosha, a  
Division of Chicago Title  
Lee & Associates of  
Illinois LLC  
Legacy Property  
Management Services, LLC  
Linda Swan Re/Max  
Newport Elite

Logistics Property  
Company, LLC  
NAI MLG Commercial  
Newmark Knight Frank  
Petretti Builders &  
Developers  
Pitts Brothers &  
Associates LLC

Prime Realty Group of  
Wisconsin, LLC  
RE/MAX Elite, Inc. -  
Mary Dixon  
WISPARK LLC  
Zilber Property Group

## RETAIL ESTABLISHMENTS

Candlewood Suites  
Cast, LLC DBA Sazzy B  
Chiappetta Shoes, Inc.  
Crown Trophy & HTE  
Promotional  
DoubleTree by Hilton

Fairfield Inn and Suites  
by Marriott  
Hampton Inn & Suites  
Kenosha Kingfish  
Baseball Club  
LaMacchia Travel

Mike's Chicken & Donuts  
Mitchell Carpets  
Office Furniture  
Warehouse  
Paielli's Bakery, Inc.

Pleasant Prairie  
Premium Outlets  
Rustic Road Brewing Co.  
Tenuta's Delicatessen &  
Liquors, Inc.

The Club at Strawberry  
Creek  
Total Furniture  
Triangle Appliance, Video  
& Carpeting Inc.  
Wilmot Mountain, Inc.

## MEDIA, TELECOMMUNICATIONS & UTILITIES

Alliant Energy

Computer Power  
Systems, LLC  
Kenosha News

McTernan Wireless /  
Mobile One

VTI Security  
WEC Energy Group

Wisconsin Fuel & Heating

## TRANSPORTATION, DISTRIBUTION & WAREHOUSING

Amazon  
ATC Transportation LLC  
C.H. Robinson  
Worldwide, Inc.  
CJW Inc.  
Doheny's

EJOT Fastening Systems LP  
Fresenius Medical Care  
TruBlu Logistics  
GFI Midwest LLC  
Gordon Food Service  
Hansen's Pool & Spa Inc.

Heartland Produce Co.  
Jelly Belly Candy Co.  
JHT Holdings, Inc.  
Kem Krest  
Mann Public Warehouse  
Meijer

Midwest Refrigerated  
Services  
Otto Nelson Moving  
and Storage  
Palmen Auto Group  
Pepsi Beverages Company

Pfizer  
SuperValu, Inc.  
Uline, Inc.  
VP Xpress, LLC  
Yamaha Motor  
Corporation, USA

# OUR VISION

Kenosha County is the premier destination  
for new investment and talent in the  
Chicago-Milwaukee corridor.

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)