

OF THE KENOSHA AREA
BUSINESS ALLIANCE



DEAR INVESTORS, PARTNERS & STAKEHOLDERS,

On behalf of the Board of Directors and staff, I am pleased to share the Kenosha Area Business Alliance's Annual Report for 2019.

This report typically wraps up the prior year, shares updates on major developments, and highlights key initiatives moving forward.

This year's report was finished in the midst of the COVID-19 (coronavirus) pandemic. In a relatively short period of time this novel virus has become a global public health crisis, and steps taken to slow the spread of the virus have caused significant economic disruption. A tremendous amount of uncertainty remains regarding the extent of this crisis and its impacts on people and the economy.

The current situation we are facing helps solidify the importance of a well-functioning and successful community economic development effort. The past several years, including 2019, have produced strong results for Kenosha County in terms of private investment and job growth. The circumstances we are experiencing now serve as a reminder that we should not take our economic stability for granted.

KABA's economic development efforts focus on growth and diversification. We strive to build a stronger local economy with enough diversity and resiliency to withstand disruptive events like the one we are currently facing.

Certain companies and industries are hard hit by the COVID-19 epidemic. Other firms working in essential industries are doing everything possible to keep up with demand while adhering to public health and safety guidelines.

The bad news is that the effects of this crisis are pushing the economy toward recession. Small businesses, retailers, and dining and entertainment establishments are particularly hard hit. Kenosha County is as well positioned as ever to weather this storm, though the experience is still incredibly challenging.

While we are proud of recent economic development successes and grateful for our public and private partners that have worked with us, we are very aware that the challenges we face early in 2020 are real and significant.

Please review this report and reflect on recent success in Kenosha County. Also, know that the partners and stakeholders that worked to deliver these results are attuned to our present challenges and focused on helping our community face and overcome these circumstances.

Thank you for your past generous support of our organization and its development initiatives. We hope we can continue to count on you as we head into a more turbulent and uncertain period.

Best wishes to you for a safe and healthy 2020.

Sincerely,

Todd Battle, President

SINCE 2013, **MAJOR ECONOMIC DEVELOPMENT WINS** IN KENOSHA COUNTY HAVE ACCOUNTED FOR:


10,635 JOBS

 **\$2.36 BILLION IN
CAPITAL INVESTMENT**

 **19 MILLION SF
OF DEVELOPMENT**

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 2019 and our overall progress toward five-year goals re-established in 2018.

JOBS

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

2019



748

5-year (2018-2022)



5,000 (GOAL)

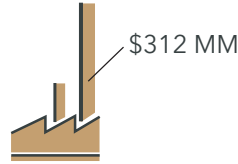


1,278

NEW PRIVATE INVESTMENT

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

2019



GOAL: \$100 MM

5-year (2018-2022)



GOAL: \$500 MM

LEAD GENERATION

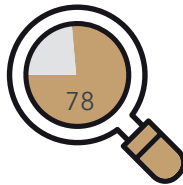
Interactions with economic development prospects regarding the consideration of Kenosha County as a legitimate option for a project location.

2019



GOAL: 50

5-year (2018-2022)



GOAL: 250

WEBSITE VISITS

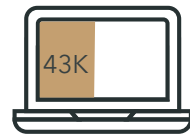
Visitors to kaba.org.

2019



20K (GOAL)

5-year (2018-2022)



100K (GOAL)

ECONOMIC DEVELOPMENT FINANCING

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

2019



\$3.4 MM

5-year (2018-2022)



\$15 MM
(GOAL)

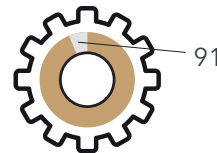


\$6 MM

BRE PROGRAM

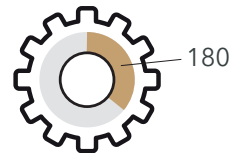
Visits to Kenosha County companies through KABA's Business Retention & Expansion (BRE) program.

2019



100 (GOAL)

5-year (2018-2022)



500 (GOAL)

2019 KENOSHA COUNTY ECONOMIC DEVELOPMENT SCORECARD



The following economic development projects were announced or in development in Kenosha County in 2019:

ADVOCATE AURORA HEALTH

Company: Advocate Aurora Health is a not-for-profit, integrated health system operating throughout Wisconsin and Illinois | **Project:** 100,000 SF ambulatory care center & 100,000 SF office building in Pleasant Prairie's Prairie Highlands Corporate Park | **Jobs:** 140 | **Investment:** \$130 million

KROGER / OCADO

Company: The Kroger Co., based in Cincinnati, is the nation's largest grocery retailer and Ocado, based in the U.K., one of the world's largest dedicated online grocery retailers; Kroger is siting several of these facilities throughout the country | **Project:** 330,000 SF customer fulfillment center in Pleasant Prairie | **Jobs:** 700 | **Investment:** \$135 million

SILGAN CONTAINERS

Company: The largest provider of metal food packaging in the United States; consolidated several regional facilities to this new building in the City of Kenosha | **Project:** 525,000 SF manufacturing & distribution facility in the new Kenosha Corporate Park | **Jobs:** 120 | **Investment:** \$24+ million

FRESENIUS KABI

Company: Global healthcare company | **Project:** 590,525 SF office, processing & assembling facility; will occupy the first building in Pleasant Prairie's Stateline 94 Corporate Park | **Jobs:** 100 | **Investment:** \$43 million



NEXUS PHARMACEUTICALS

Company: Nexus Pharmaceuticals is a privately-held, Lincolnshire, IL-based healthcare company specializing in generic and specialty drugs and injectables | **Project:** Three story, 100,000 SF high-tech manufacturing facility to be built in Pleasant Prairie's Prairie Highlands Corporate Park | **Jobs:** 80 | **Investment:** \$85 million | **Plans for expansion:** up to \$250MM investment, 200 jobs within 10 years

THE STELLA HOTEL & BALLROOM

Company: 180-room boutique hotel and ballroom in Downtown Kenosha | **Project:** the renovation of an historic 100-year-old building into a premier boutique hotel, restaurant, and ballroom | **Jobs:** 102 | **Investment:** \$25 million

UNITED CONVEYOR CORPORATION

Company: Develops environmental solutions for power generation and heavy industry; UCC combined two out-of-state facilities into a single production site in Pleasant Prairie's LakeView Corporate Park | **Project:** 150,000 SF manufacturing facility in Pleasant Prairie | **Jobs:** 60 | **Investment:** \$10.9 million





SPURRING ECONOMIC GROWTH

REVOLVING LOAN FUND PROGRAM

KABA has helped hundreds of companies relocate or expand in Kenosha County through its portfolio of community revolving loan funds which exceed \$30 million. These funds are used to provide low-cost financing to companies creating jobs by expanding or establishing a new facility in Kenosha County.

Company: **APIS HOTEL, LLC** | Description: Boutique dining & hotel
Project: Purchase and renovation of existing building for expansion
Total project investment: **\$2.5 million** | KABA loan amount: **\$350,000**
No. of jobs created/retained: 40

Company: **KITCHEN CUBES, LLC** | Description: Kitchen cabinet & countertop provider | Project: Acquisition of new project equipment | Total project investment: **\$1 million** | KABA loan amount: **\$350,000** | No. of jobs created/retained: 10

Company: **FORM MACHINING, LLC** | Description: CNC machining | Project: Acquisition of building & equipment | Total project investment: **\$375,000**
KABA loan amount: **\$104,875** | No. of jobs created/retained: 7

Company: **NEXUS PHARMACEUTICALS, INC.** | Description: Pharmaceutical drug manufacturer | Project: Construction of new manufacturing facility
Total project investment: **\$85 million** | KABA loan amount: **\$1.5 million**
No. of jobs created/retained: 80

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:


1,675 NEW JOBS



\$273MM IN NEW PRIVATE INVESTMENT

Company: **Nexus Pharmaceuticals, Inc.** | Description: Pharmaceutical drug manufacturer | Project: Construction of new manufacturing facility
Total project investment: **\$85 million** | High Impact Fund Award: **\$500,000**
No. of jobs created/retained: 80

Company: **Silgan Containers Manufacturing Corp.** | Description: Metal food container provider | Project: Construction of new manufacturing facility | Total project investment: **\$24 million** | High Impact Fund Award: **\$250,000** | No. of jobs created/retained: 120

DEVELOPMENT COUNTYWIDE:

The Salem Business Park has brought new industrial investment to the western part of Kenosha County. The 82-acre park is a partnership between KABA, Kenosha County, and the Village of Salem Lakes. It primarily serves smaller, second-stage companies. Salem Lakes established a Tax Increment Financing (TIF) District in 2016, 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. To date, 25.5 acres have been developed or are currently under development, leaving roughly 40 acres of net developable land for future projects.



Each year, KABA takes the pulse of Kenosha County-based companies through its Business Retention & Expansion (BRE) Program, providing valuable information about the health of the county's economy and identifying opportunities and challenges to help focus KABA's development efforts. **In 2019, KABA staff conducted formal interviews with 91 companies.**

50 COMPANIES HIT **MILESTONES** OR GAINED **INDUSTRY RECOGNITION**:

Lakeside Steel, based in Kenosha, has been operating continuously for 105 years, providing structural steel for power generation and heavy industry fabrications. Business partners Carl Hamersma and Dean Birschbach, the owners of Fond du Lac-based CH Welding, purchased the business in late 2018 from Dennis Kehoe, who had owned the company for 44 years. They retained approximately 20 employees in the 75,000 SF facility, expanding the company's customer base and capabilities.

Ocean Spray Cranberries produces 24 million cases of juice and canned sauces per year at its Kenosha plant. They have operated as a company since 1930, doing business in Kenosha since 1975.

Snap-On Incorporated will be celebrating its 100th year in business in 2020. 90 years ago the company broke ground on an eleven acre site purchased on what was once the outskirts of Kenosha.

Visual Pak Companies, in business for 30+ years, has been awarded Best Choice in Contract Manufacturing for multiple years running.



12 COMPANIES ANNOUNCED EXPANSION OR ADDED OPERATIONS. BELOW IS A LISTING OF THE **LARGER EXPANSION PROJECTS IN 2019**:

Company	Expansion project	App. jobs
Advocate-Aurora Healthcare	100,000 SF ambulatory care center & 100,000 SF office building	140
Bio Fab Technologies	50,000 SF manufacturing facility and HQs	5
Five Star Fabricating	100,000 SF manufacturing facility expansion	25
TaChen International	250,000 distribution facility expansion	10

BRE PROGRAM: TAKING THE PULSE OF KENOSHA COUNTY BUSINESS



91 TOTAL ON-SITE
COMPANY VISITS



50 COMPANIES
CELEBRATING
MILESTONES OR
RECOGNITION

20 BUSINESS
CHALLENGES
SUCCESSFULLY
OVERCOME



12 COMPANIES
ANNOUNCED EXPANSIONS
OR ADDED OPERATIONS

THE SALEM BUSINESS PARK

Company: **VONCO PRODUCTS**

Description: Custom packaging manufacturer; relocated from Lake Villa, IL
Project: 80,000 SF manufacturing facility
Total project investment: \$11 million
No. of jobs created/retained: 115

Company: **ADVENT TOOL & MACHINING**

Description: Custom manufacturer of thread and form milling products; relocating from Antioch, IL
Project: 25,000 SF manufacturing facility
Total project investment: \$4.1 million
No. of jobs created/retained: 25

Company: **STABIO NORTH AMERICA**

Description: Manufacturer automotive products; relocating from Bristol, WI
Project: 110,500 SF manufacturing facility
Total project investment: \$10 million
No. of jobs created/retained: 80

EVENTS

KABA hosts a wide range of events throughout the year to inform and engage its investors and the business community about topics central to moving Kenosha County forward. Events include an annual meeting, groundbreakings, a business recognition dinner, an annual leadership conference, economic updates, forums on timely topics, and more. Thank you to all who attended a KABA event in 2019! Visit our event calendar at kaba.org/news/events to see all our upcoming events.



INSPIRE

Inspire is a premier one-day leadership development experience, featuring high-caliber national and regional speakers, career advancing connections and unique experiences designed to elevate your personal and professional leadership journey. In 2019, more than 600 people joined us for our most engaging event to date, featuring exciting speakers such as Charles Duhigg, Sam Walker and the Second City Works.



KABA HOSTED
8 MAJOR EVENTS



2,058 PEOPLE
ATTENDED ONE OR
MORE EVENTS

OVATION AWARDS

The 2019 Ovation Awards, recognizing business excellence in Kenosha County, were awarded at a dinner held in November at the University of Wisconsin - Parkside. The 2019 distinguished winners were:

Business of the Year: **CATALYST EXHIBITS**

Small Business of the Year: **KITCHEN CUBES**

Entrepreneur of the Year: **MIKE THOMPSON, FAIR OAKS FARMS**

Forward Awards: **ADVOCATE AURORA HEALTH, BOYS & GIRLS CLUB OF KENOSHA, KENOSHA COUNTY, MTI, UNIVERSITY OF WISCONSIN - PARKSIDE**

Coverage of the event, including videos tributes of each the winners, can be found at kaba.org/ovation-awards.

THANK YOU TO THE FOLLOWING COMPANIES THAT SUPPORTED KABA'S 2019 PROGRAMMING

Advocate Aurora Health
AllStaff
Bear Real Estate
Carthage College
Catalyst Exhibits
CCB

CG Schmidt
CliftonLarsonAllan
EMCO Chemical
Distributors
First American Bank
First Business
Gateway Technical College

HARIBO USA
Johnson Financial Group
Kenall
Lee Plumbing
Logistics Property Co.
Ocean Spray

PNC Bank
Riley Construction
State Bank of the Lakes
The Colergét Conference
Center
The Prairie School
Trustone Financial

ULINE
UW-Parkside
Vrakas CPAs + Advisors
Wegner CPAs
Wipfli
Zilber Property Group

YLINK

Young Leaders in Kenosha (YLink) is Kenosha County's young professional organization and is administered by KABA. YLink acts as the catalyst to connect, attract, retain and foster relationships, professional growth and community mindedness among YPs in the Kenosha Area. KABA believes YLink is one solution to attracting, retaining and developing talent in the Kenosha Area. When YPs are actively engaged with their community, it's more likely they will stay and influence the trajectory of our region. YPWeek, the Future 5 Awards and are some of the exciting initiatives YLink undertook in 2019. Learn more at YLINKENOSHA.COM.



ADVANCING THE BUSINESS IMPACTFUL PROGRAMMING

TALENT DEVELOPMENT

People are at the heart and soul of any business or community. Attracting, retaining and engaging with people to live, work and find success in Kenosha County is an ideal to which KABA is strongly committed.



EMPLOYER ASSISTANCE

Increasingly long term economic development success hinges on a community's capacity to support the human resource needs of business and industry. 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. In 2019, KABA helped many local employers, including:

- > Targeted community familiarization and housing tour for United Conveyor Corp. as they made their move to Wisconsin
- > Support for K-12 and post-secondary institutions to expose students to career opportunities in Kenosha County, including manufacturing tours, Youth Apprenticeship and internships, and career days.

KABA strives to help companies keep their employees highly skilled and motivated by offering training courses, workshops, briefings and roundtables for business members, community leaders, and educators. KABA maintains a comfortable and convenient training center at its office and can also coordinate customized, on-site training programs for individual companies.

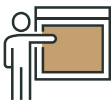


FUNDAMENTALS OF SUPERVISION SERIES

The Supervision Management series introduces participants to the concepts of management and the qualifications required to become an exemplary supervisor.

In 2019, 42 people representing 13 employers, received certificates of completion for all or part of the Fundamentals of Supervision Series.

10 EMPLOYERS RECEIVED
TARGETED HIRING STRATEGY
DEVELOPMENT & SUPPORT



237 PEOPLE
PARTICIPATED IN A KABA
TRAINING PROGRAM



REPRESENTING 55
LOCAL EMPLOYERS

19 PROGRAM
OFFERINGS

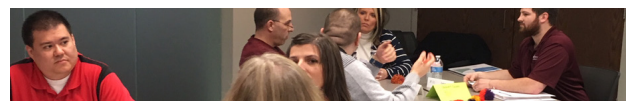


LIFE BALANCED KENOSHA

Working in partnership with several area organizations, KABA developed a website—www.lifebalancedkenosha.com—designed to attract highly educated and skilled professionals to live and work in Kenosha County. The website captures the essence of living in Kenosha and serves as an online destination and resource for anyone considering making Kenosha their home.

The website went live in March 2019, with a paid social media campaign implemented in July 2019. Since its launch, more than **HALF A MILLION PEOPLE** have seen content about Life Balanced Kenosha by either visiting the site or on Facebook, Instagram or LinkedIn.

Life Balanced
KENOSHA COUNTY



LIVING AS A LEADER LEADERSHIP DEVELOPMENT SERIES

In 2019, KABA began its 10th year-long Leadership Development Series in partnership with Living As A Leader.

Upon completion of the 10th series, **200 LEADERS** will have completed the series at KABA.

COMMUNITY THROUGH & STRATEGIC PARTNERSHIPS

In 1996, the Kenosha Area Business Alliance Foundation, Inc. was formed to develop educational initiatives in collaboration with local Kenosha schools to increase graduation and educational attainment rates, improve the overall quality of education and foster the best school system in the state. Through this foundation, KABA plays an active role in the Kenosha area's education system including an elementary school mentoring program, annual scholarship awards, and support for various other educational initiatives.

THE GATEWAY PROMISE

KABA proudly supports the Gateway Promise program. It helps qualifying students earn a degree from Gateway. It assists low-income high school seniors in the Gateway district who graduate on-time and meet academic requirements by filling the gap between financial aid received and cost of attending Gateway. In 2019, 232 students - 83 in Kenosha County - were aided by the Gateway Promise program.

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 K5 through fifth grade 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!

LAKEVIEW TECHNOLOGY ACADEMY

KABA owns LakeView Technology Academy, partnering with Kenosha Unified School District and Gateway Technical College to operate a choice high school with an emphasis on STEM (Science, Technology, Engineering, and Math) learning. In 2019, LakeView was named a National Blue Ribbon School by the U.S. Department of Education as well as one of the best high schools in the state by the research web site Niche.

THE KABA FOUNDATION: COMMITTING TO FOSTERING THE BEST EDUCATION SYSTEM IN THE STATE



\$60,000+ AMOUNT KABA FOUNDATION INVESTED INTO SCHOLARSHIPS AND EDUCATIONAL INITIATIVES IN 2019



79 MENTORS IN THE KABA MENTOR PROGRAM

...SERVING **100** STUDENTS



STRATEGIC PARTNERSHIP: BUILDING OUR FUTURE

Building Our Future Kenosha County 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. Learn more at buildingourfuturekc.org.

Helping every child succeed in school and in life, regardless of race, zip code or circumstance.

LEADERSHIP

KABA's Board and Committee listing reflects composition as of March 27, 2020.

BOARD OF DIRECTORS



CHAIR

Dr. John Swallow
President,
Carthage College



VICE CHAIR

Jens Emerson
Staff VP of
Finance,
Froedtert South



SECRETARY

Chris Weyker
CEO,
Kenosha
Achievement
Center, Inc.

PICTURE
NOT
AVAILABLE

TREASURER

Anne Arbas
Senior Vice
President & CFO,
Jockey
International



IMMEDIATE PAST CHAIR

Karla Krehbiel
Regional President,
Johnson Financial
Group

Ayesha Ahmed
General Counsel, Nexus
Pharmaceuticals, Inc.

Dr. Bryan Albrecht
President, Gateway
Technical College

Sue Block
Vice President -
Finance, Uline

Joel Burow
Manager, Customer
Solutions, WEC Energy
Group

Randy Ekern
Vice President Global
Operations & Supply
Chain, InSinkErator

Dr. Deborah Ford
Chancellor,
University of
Wisconsin-Parkside

Paul Grekowicz
Vice President &
General Manager,
MTI

Jamie Hogan
President, Specialized
Accounting Services

Anthony Jefferson, Sr.
Owner, Five-Star
Moving Crew

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

A.J. Kegg
President, Horizon
Systems Machining, Inc.

Jerry King
CFO, Kenosha Beef
International

Jim Kinney
President & CEO
State Bank of the Lakes

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

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

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

Charles Skendziel
Owner, Equity Creative

Maureen Sorensen
Plant Manager,
Rust-Oleum
Corporation

Mike Thompson
President & CEO,
Fair Oaks Farms

Cody Voegerl
General Manager,
Amazon

COMMITTEES

AUDIT

Jens Emerson*
Kathleen Goessl
Cherie Julius
Ken Konjura
Patricia Merrill
David Nankin
Karl Ostby
Dr. John Swallow**

*denotes incoming Chair of
Audit Committee
**member and Chair of Audit
Committee until completion of
2019 audit

EXECUTIVE

Anne Arbas
Sue Block
Randy Ekern
Jens Emerson
Jamie Hogan
Lisa Just
Jerry King
Karla Krehbiel
Aldo Pagliari
Wes Saber
Charles Skendziel
Dr. John Swallow (Chair)
Chris Weyker

FINANCE

Mike Deney
Jon Purcell
Wesley Ricchio
Melissa Thompson
Sara Verbsky
Kyle Vitkus
Andy Vogel
Chris Ziarko
Vacant*

*Chair position vacant due to
appointment of Jens Emerson to
the KABA Board of Directors

NOMINATING

Sue Block
Jens Emerson
Mark Jaeger
Karla Krehbiel
Dr. John Swallow (Chair)
Chris Weyker

PERSONNEL

Jens Emerson
Karla Krehbiel
Dr. John Swallow (Chair)

These directors completed their board service on or before March 27, 2020.

Susan Crane
Mike Fasolo
Michael Gardner

Timothy Geraghty
Randy Hernandez
Brenda Penesis

Paul Schrock
James Sherman
Susan Ventura

STAFF

Todd Battle, President
Lisa Feltson, Office Manager
Jeanne Geiger, Administrative Assistant
Heather Wessling Grosz, Vice President

Brooke Infusino, Director of Talent Development
Brock Portilia, Director of Finance & Administration
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:

	2019	2018
Assets		
Cash & Short Term Investments	\$15,093,870	\$14,144,698
Notes/Advances Receivable Less Reserves	9,460,748	10,206,919
Other Assets	2,782,845	2,531,214
Subtotal	\$27,337,463	\$26,882,831
Fixed Assets		
Property & Equipment Net of Accumulated Depreciation	10,824,958	11,034,333
Total Assets & Fixed Assets	\$38,162,421	\$37,917,164
Liabilities		
Accounts Payable & Other Short Term Liabilities	2,257,569	2,002,003
Notes Payable	7,107,170	7,298,772
Total Liabilities	\$9,364,739	\$9,300,775
Net Assets		
Unrestricted	10,961,696	10,975,823
Temporarily Restricted	17,835,986	17,640,516
Total Net Assets	\$28,797,682	\$28,616,389
Total Liabilities and Net Assets	\$38,162,421	\$37,917,164

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

	2019 Operating	2019 Loan Funds/Building	2018 Operating	2018 Loan Funds/Building
Revenues				
Contract Services	\$210,000	—	\$210,000	—
Membership Dues	318,928	—	336,075	—
Loan Service Fees	20,548	—	50,434	—
Training/CEO Roundtable Fees	74,764	—	106,979	—
Interest (Bank, Investments & Notes)	11,015	749,327	1,055	686,916
Revolving Loan Fund Administration	675,774	—	622,826	—
Rent	—	559,948	—	561,774
Other	192,900	261,765	135,116	37,271
Total Revenue	\$1,503,929	\$1,571,040	\$1,462,485	\$1,285,961
Expenses				
Personnel Costs	1,038,770	—	980,833	—
Revolving Loan Fund Administration	—	675,774	—	622,826
Travel / General Admin / Training / CEO Roundtable	95,091	—	96,616	—
Office Equipment	4,292	—	5,838	—
Mailing/Printing / Office Supplies	5,854	1,122	6,971	1,373
Accounting / Auditing / Legal	30,420	2,900	26,633	2,780
Insurance (Business & General Liability)	14,898	5,000	14,968	4,857
Telecommunications / Computer Services	34,228	1,072	28,555	1,057
Rent / Space Maintenance / Utilities	101,106	26,500	91,486	28,108
Membership & Business Development	163,800	—	155,071	—
Depreciation & Property Taxes & Interest	18,751	694,682	20,885	679,167
Miscellaneous Expense	—	—	—	—
Reserve Adjustment	—	(37,000)	—	(99,070)
Total Expenses	\$1,507,210	\$1,370,050	\$1,427,856	\$1,241,098
Change In Net Assets	\$(3,281)	\$200,990	\$34,629	\$44,863

2019 KABA INVESTORS

BANKING

Blackhawk Community
Credit Union
BMO Harris Bank
Centrust Bank

Community State Bank
Educators Credit Union
First American Bank
First Business - Milwaukee

First Citizens Bank
Heartland Bank and
Trust Company
Johnson Financial Group

PNC Bank
Southern Lakes Credit Union
State Bank of the Lakes
Tri City National Bank

TruStone Financial Federal
Credit Union
US Bank
Wintrust Commercial
Banking at Town Bank

BUSINESS SERVICES

A.S.G. Staffing, Inc.
AcquireX
Alarm Detection System Inc.
Allstaff
Atlas Employment
Services, Inc.
Badger Press/
Photographics, Inc.
Catalyst Exhibits, Inc.
CCB Technology

Chef David's Catered Events
Computer Technologies, Inc.
Converting Solutions, Inc.
DeKind Computer
Consultants
Dooley & Associates, LLC
Dreiske Moving & Storage
Econoprint
Equity Creative
Hallum Enterprises, Inc.

Halpin Staffing Services
Imperial Service Systems, Inc.
James Pellizzi and Company
Keno Fire Services
Leeward Business Advisors
Leitch Printing Corporation
Len laquinta's Excellence in
Communications, Inc.
Living As A Leader
Martin Group

Matthews Professional
Employment, Inc.
NSR Business Solutions
Offsite, LLC
OFS
Parallel Employment Group
Platinum Systems, Inc.
Professional Services
Group, Inc.
QPS Employment Group

Rick L Perrine Property
Maintenance, LLC
Sebert-Kenosha
Grounds Care
Springbrook Municipal
Strategies, LLC
TempsNow Employment &
Placement Services LLC
The Colergét Conference
Center
Winter Services LLC

CONSTRUCTION & RELATED INDUSTRIES

Bane-Nelson, Inc.
Berghammer Construction
Corporation
C.G. Schmidt, Inc.
Camosy Construction
Cicchini Asphalt, LLC
Concrete Specialties
Company - Kenosha
Dickow-Cyzak Tile Company

DORAL Corporation
Electrical Contractors of
Wisconsin, Inc.
FCL Builders
Gilbane Building Company
Greenfire Management
Services, LLC
Hunzinger Construction
Company

J.H. Findorff & Son Inc.
Keller, Inc.
Kelso-Burnett Co.
Kenosha Plumbing
Kitchen Cubes
Lee Plumbing Mechanical
Contractors, Inc.
Liftpro, LLC
Martin Petersen Co, Inc.

MSI General Corporation
Next Electric, LLC.
Pepper Construction
Company
Point Ready Mix, LLC
Postorino Decorating, Inc.
Rasch Construction &
Engineering, Inc.

Riley Construction
Company, Inc.
SERVPRO of North
Kenosha County
The Reesman Company
Thompson Project
Management, LLC
Valiant Electric Inc.
Witico Development
Corporation

ENGINEERING & ARCHITECTURAL SERVICES

Clark Dietz, Inc.
Deigan & Associates, LLC

DLH Consulting Services, LLC
Garland Alliance, Inc.

JSD Professional Services, Inc.
Kueny Architects, LLC

Partners in Design
Architects, Inc.
Pinnacle Engineering Group

raSmith
Ruekert Mielke

GOVERNMENT & EDUCATION

Bright From The Start
Carthage College
City of Kenosha
Gateway Technical College

Herzing University
Kenosha County
Kenosha Unified School
District
St. Joseph Catholic Academy

The Prairie School
Town of Paris
Town of Wheatland
University of Wisconsin -
Parkside

Village of Bristol
Village of Paddock Lake
Village of Pleasant Prairie
Village of Salem Lakes

Village of Somers
Village of Twin Lakes
Wilmot Union High
School District

HEALTH CARE & RELATED INDUSTRIES

Abbott
Advocate Aurora Health
Business Health Care Group
Comprehensive
Orthopaedics, S.C.

Daniel R. Santarelli DDS
Doctors of Physical Therapy
Froedtert South
Frontida, Inc.
Fulmer Dentistry

Guided Wellness
Counseling, SC
Hospice Alliance
Kenosha Community
Health Center, Inc.
Kenosha Radiology Center

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

Nexus Pharmaceuticals, Inc.
OccuCare
Sports Physical Therapists
Wisconsin Specialty
Surgery Center

INDIVIDUAL

Susan Crane
Ronald Frederick

Carl Holborn
Rep. Samantha Kerkman

County Executive
Jim Kreuser

Michael Montemurro

Dr. Clifton Peterson

INSURANCE, LEGAL & FINANCIAL SERVICES

A.B. Schmitz Agency, Inc.
Alia, DuMez & McTernan, S.C.
Ameriprise Financial
Services, Inc.
Andrea & Orendorff, LLP
Arthur J. Gallagher
CDH
CliftonLarsonAllen LLP
David Insurance Agency
Davison Law Office, Ltd.

Deininger & Co., Inc.
DeWitt LLP
Ehlers and Associates, Inc.
Gateway Mortgage
Corporation
Godfrey & Kahn S.C.
Godin Geraghty Puntillo
Camilli, SC
Guttermen & Hartley, LLP
Jacsten

Lindner & Marsack, S.C.
Lueder Financial Group -
Northwestern Mutual
Madrigano, Aiello &
Santarelli, LLC
Michael Best & Friedrich LLP
O'Neil, Cannon, Hollman,
DeJong & Laing S.C.
Prophet Wealth Management

RHR Management
Consulting, LLC
Rizzo & Diersen, S.C.
RSM
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
Trotter Insurance Group
Valeri Agency, Inc.
Vrakas CPAs + Advisors
Wegner CPAs
Wells Fargo Advisors
Wipfli LLP

2019 KABA INVESTORS

MANUFACTURING

Abatron, Inc.
ACCO Brands
Advent Tool &
Manufacturing, Inc.
Allied Plastics, Inc.
Ardent Mills LLC
Ariens Company
ASYST Technologies LLC
Badgerland Products, Inc.
Beckart Environmental, Inc.
Bio Fab Technologies, Inc.
Bone Dry Products
Bradshaw Medical Inc.
Colbert Packaging
Corporation
Contact Rubber Corporation

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.
Form Machining LLC
GEM Manufacturing Inc.
Gold Standard Baking
Good Foods Group, LLC
Hanna Cylinders, LLC

Haribo
Horizon Systems
Machining, Inc.
Industrial Toolz/Handi-Ramp
InSinkErator
International Mold and
Production LLC
Jockey International, Inc.
Kenall
Kenosha Beef
International, Ltd.
Kenosha Lumber &
Manufacturing Company, Inc.
Kirsan Engineering, Inc.
L & M Corrugated
Container Corp.
LMI Packaging Solutions, Inc.

Medtorque, Inc.
Mikrotech, LLC
MTI
Nexus Pharmaceuticals, Inc.
Niagara Bottling, LLC
NitroSteel LLC
Northlake Engineering, Inc.
Ocean Spray Cranberries, Inc.
Ocenco, Inc.
OEMMCCO, Inc.
Powerbrace Corporation
Puratos Corporation
Quest Products, LLC
R+D Custom Automation
RCK Foods
Reflective Concepts, Inc.

Rehrig Pacific Company
Resideo
Rust-Oleum Corporation
S.C. Johnson & Son
Snap-on Incorporated
ST Specialty Foods
Stabio North America, LLC
TG3 Electronics, Inc.
The Metal Shop
Thyssenkrupp Materials -
Ken-Mac Metals Division
Toolamation, Inc.
United Conveyor
Corporation
ViskoTeepak
Vonco Products, LLC

NON-PROFIT

Boogie's Inc
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 Human
Development Services, Inc.

Kenosha Symphony
Orchestra
Kenosha YMCA
Lake County Partners
Lemon Street Gallery &
Artspace

MRA
Pike River Center
Southshore Realtors
Association, Inc.
United Way of Kenosha
County

REAL ESTATE

Bear Real Estate Group
Berkshire Hathaway Home
Services Epic Real Estate
Clovis Point, LLC
Cove Realty
Darwin Realty &
Development Corporation

Douglas Kent
Development, Inc.
First Industrial Realty Trust, Inc.
Franke Development
Advisors LLC
Garretto Real Estate LLC
Gorman & Company, Inc.

Janko Group
Landmark Title Kenosha, a
Division of Chicago Title
Lee & Associates of Illinois LLC
Legacy Property
Management Services, LLC

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

Prime Realty Group of
Wisconsin, LLC
Venture One Real Estate, LLC
Wangard Partners, Inc.
WISPARK LLC
Zilber Property Group

RETAIL ESTABLISHMENTS

Boundless Adventures
Candlewood Suites
Cast, LLC DBA Sazzy B
Chiappetta Shoes, Inc.

Crown Trophy & HTE
Promotional
DoubleTree by Hilton
Fairfield Inn and Suites
by Marriott

Kenosha Kingfish Baseball
Club
LaMacchia Travel
Mitchell Carpets
Office Furniture Warehouse

Paielli's Bakery, Inc.
Rustic Road Brewing Co.
Tenuta's Delicatessen &
Liquors, Inc.

The Club at Strawberry Creek
Total Furniture
Wilmot Mountain, Inc.

MEDIA, TELECOMMUNICATIONS & UTILITIES

Alliant Energy
Computer Power
Systems, LLC

Data Cable Inc
Kenosha News

McTernan Wireless /
Mobile One

Paris Solar Farm
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
Five-Star Moving Crew
Fresenius Medical Care
TruBlu Logistics
GFI Midwest LLC
Gordon Food Service

Hansen's Pool & Spa Inc.
Heartland Produce Co.
Jelly Belly Candy Company
JHT Holdings, Inc.
Kem Krest
Kutzler Express, Inc.

Meijer
Midwest Refrigerated
Services
Otto Nelson Moving
and Storage
Palmen Auto Group

Pepsi Beverages Company
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.

5500 Sixth Avenue, Suite 200, Kenosha, WI 53140 | 262.605.1100 | info@kaba.org

www.kaba.org