2019 2020 ANNUAL REPORT OF THE KENOSHA AREA BUSINESS ALLIANCE
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

DEAR INVESTORS, PARTNERS & STAKEHOLDERS,

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/atraction projects that KABA is directly involved in.

<table>
<thead>
<tr>
<th>2019</th>
<th>5-year (2018-2022)</th>
</tr>
</thead>
<tbody>
<tr>
<td>748</td>
<td>1,278</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>2019</th>
<th>5-year (2018-2022)</th>
</tr>
</thead>
<tbody>
<tr>
<td>$312 MM</td>
<td>$505 MM</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>2019</th>
<th>5-year (2018-2022)</th>
</tr>
</thead>
<tbody>
<tr>
<td>37</td>
<td>78</td>
</tr>
</tbody>
</table>

### WEBSITE VISITS
Visitors to kaba.org.

<table>
<thead>
<tr>
<th>2019</th>
<th>5-year (2018-2022)</th>
</tr>
</thead>
<tbody>
<tr>
<td>22K</td>
<td>43K</td>
</tr>
</tbody>
</table>

### ECONOMIC DEVELOPMENT FINANCING
New project financing through its revolving loan and high impact funds.

<table>
<thead>
<tr>
<th>2019</th>
<th>5-year (2018-2022)</th>
</tr>
</thead>
<tbody>
<tr>
<td>$3.4 MM</td>
<td>$15 MM (GOAL)</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>2019</th>
<th>5-year (2018-2022)</th>
</tr>
</thead>
<tbody>
<tr>
<td>91</td>
<td>180</td>
</tr>
</tbody>
</table>

---

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 | 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 | KABA loan amount: $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 | KABA loan amount: $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:

<table>
<thead>
<tr>
<th>Company</th>
<th>Expansion project</th>
<th>App. jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advocate-Aurora Healthcare</td>
<td>100,000 SF ambulatory care center &amp; 100,000 SF office building</td>
<td>140</td>
</tr>
<tr>
<td>Bio Fab Technologies</td>
<td>50,000 SF manufacturing facility and HQs</td>
<td>5</td>
</tr>
<tr>
<td>Five Star Fabricating</td>
<td>100,000 SF manufacturing facility expansion</td>
<td>25</td>
</tr>
<tr>
<td>TaChen International</td>
<td>250,000 distribution facility expansion</td>
<td>10</td>
</tr>
</tbody>
</table>

BRE PROGRAM: TAKING THE PULSE OF KENOSHA COUNTY BUSINESS

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.

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.
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.

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.

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.

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 website Niche.

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

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.
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.

TREASURER
Anne Arbas
Senior Vice President & CFO, Jockey International

IMMEDIATE PAST CHAIR
Karla Krehbiel
Regional President, Johnson Financial Group

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

Susan Crane
Mike Fasolo
Michael Gardner

JOINT CHAIRS
Ayesha Ahmed
General Counsel, Nexus Pharmaceuticals, Inc.
Dr. Bryan Albrecht
President, Gateway Technical College
Sue Block
Vice President - Finance, Uline
Joel Burrow
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
President, 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 Pollockoff
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

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Wes Saber
Charles Skendziel
Dr. John Swallow (Chair)
Chris Weyker

FINANCE
Mike Deney
Jon Purcell
Wesley Ricchio
Melissa Thompson
Sara Verbsey
Kyle Vikus
Andy Vogel
Chris Ziarko
Vacant*

*N 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)

STAFF
Todd Battle, President
Lisa Felton, 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

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

COMMITTEES

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
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Jens Emerson
Karla Krehbiel
Dr. John Swallow (Chair)
### Kenosha Area Business Alliance, Inc. and its Subsidiaries

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

#### Assets

<table>
<thead>
<tr>
<th>Component</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Short Term Investments</td>
<td>$15,093,870</td>
<td>$14,144,698</td>
</tr>
<tr>
<td>Notes/Advances Receivable Less Reserves</td>
<td>9,460,748</td>
<td>10,206,919</td>
</tr>
<tr>
<td>Other Assets</td>
<td>2,782,845</td>
<td>2,531,214</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td><strong>$27,337,463</strong></td>
<td><strong>$26,882,831</strong></td>
</tr>
</tbody>
</table>

#### Fixed Assets

<table>
<thead>
<tr>
<th>Component</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property &amp; Equipment Net of Accumulated Depreciation</td>
<td>10,824,958</td>
<td>11,034,333</td>
</tr>
<tr>
<td><strong>Total Assets &amp; Fixed Assets</strong></td>
<td><strong>$38,162,421</strong></td>
<td><strong>$37,917,164</strong></td>
</tr>
</tbody>
</table>

#### Liabilities

<table>
<thead>
<tr>
<th>Component</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable &amp; Other Short Term Liabilities</td>
<td>2,257,569</td>
<td>2,002,003</td>
</tr>
<tr>
<td>Notes Payable</td>
<td>7,107,170</td>
<td>7,298,772</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$9,364,739</strong></td>
<td><strong>$9,300,775</strong></td>
</tr>
</tbody>
</table>

#### Net Assets

<table>
<thead>
<tr>
<th>Component</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>10,961,696</td>
<td>10,975,823</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>17,835,986</td>
<td>17,640,516</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$28,797,682</strong></td>
<td><strong>$28,616,389</strong></td>
</tr>
</tbody>
</table>

#### Total Liabilities and Net Assets

<table>
<thead>
<tr>
<th>Component</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$38,162,421</strong></td>
<td><strong>$37,917,164</strong></td>
</tr>
</tbody>
</table>

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

#### Revenues

<table>
<thead>
<tr>
<th>Component</th>
<th>2019 Operating</th>
<th>2019 Loan Funds/Building</th>
<th>2018 Operating</th>
<th>2018 Loan Funds/Building</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contract Services</td>
<td>$210,000</td>
<td></td>
<td>$210,000</td>
<td></td>
</tr>
<tr>
<td>Membership Dues</td>
<td>318,928</td>
<td></td>
<td>336,075</td>
<td></td>
</tr>
<tr>
<td>Loan Service Fees</td>
<td>20,548</td>
<td></td>
<td>50,434</td>
<td></td>
</tr>
<tr>
<td>Training/CEO Roundtable Fees</td>
<td>74,764</td>
<td></td>
<td>106,979</td>
<td></td>
</tr>
<tr>
<td>Interest (Bank, Investments &amp; Notes)</td>
<td>11,015</td>
<td>749,327</td>
<td>1,055</td>
<td>686,916</td>
</tr>
<tr>
<td>Revolving Loan Fund Administration</td>
<td>675,774</td>
<td></td>
<td>622,826</td>
<td></td>
</tr>
<tr>
<td>Rent</td>
<td>192,900</td>
<td>261,765</td>
<td>135,116</td>
<td>37,271</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$1,503,929</strong></td>
<td><strong>$1,571,040</strong></td>
<td><strong>$1,462,485</strong></td>
<td><strong>$1,285,961</strong></td>
</tr>
</tbody>
</table>

#### Expenses

<table>
<thead>
<tr>
<th>Component</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel Costs</td>
<td>1,038,770</td>
<td>980,833</td>
</tr>
<tr>
<td>Revolving Loan Fund Administration</td>
<td>–</td>
<td>622,826</td>
</tr>
<tr>
<td>Travel / General Admin /Training / CEO Roundtable</td>
<td>95,091</td>
<td>96,616</td>
</tr>
<tr>
<td>Office Equipment</td>
<td>4,292</td>
<td>8,383</td>
</tr>
<tr>
<td>Mailing/Printing / Office Supplies</td>
<td>5,854</td>
<td>6,971</td>
</tr>
<tr>
<td>Accounting / Auditing / Legal</td>
<td>30,420</td>
<td>26,633</td>
</tr>
<tr>
<td>Insurance (Business &amp; General Liability)</td>
<td>14,898</td>
<td>4,857</td>
</tr>
<tr>
<td>Telecommunications / Computer Services</td>
<td>34,228</td>
<td>28,555</td>
</tr>
<tr>
<td>Rent / Space Maintenance / Utilities</td>
<td>101,106</td>
<td>28,108</td>
</tr>
<tr>
<td>Membership &amp; Business Development</td>
<td>163,800</td>
<td>155,071</td>
</tr>
<tr>
<td>Depreciation &amp; Property Taxes &amp; Interest</td>
<td>18,751</td>
<td>679,167</td>
</tr>
<tr>
<td>Miscellaneous Expense</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>Reserve Adjustment</td>
<td>–</td>
<td>(37,000)</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$1,507,210</strong></td>
<td><strong>$1,370,050</strong></td>
</tr>
</tbody>
</table>

#### Change In Net Assets

<table>
<thead>
<tr>
<th>Component</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Change In Net Assets</strong></td>
<td><strong>$(3,281)</strong></td>
<td><strong>$200,990</strong></td>
</tr>
</tbody>
</table>

FINANCIAL INFORMATION
2019 KABA INVESTORS

BANKING
Blackhawk Community Credit Union
BMO Harris Bank
Centrust 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

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

ENGINEERING & ARCHITECTURAL SERVICES
Clark Dietz, Inc.
Deigan & Associates, LLC

GOVERNMENT & EDUCATION
Bright From The Start
Carthage College
City of Kenosha
Gateway Technical College

HEALTH CARE & RELATED INDUSTRIES
Abbott
Advocate Aurora Health
Business Health Care Group
Comprehensive Orthopaedics, S.C.

INDIVIDUAL
Susan Crane
Ronald Frederick

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.

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

Matthews Professional Employment, Inc.
NSR Business Solutions Offsite, LLC
OPS
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
Temp's Now Employment & Placement Services LLC
The Colerget Conference Center
Winter Services LLC

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.

J.S. 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.
Witco Development Corporation

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

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

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

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

County Executive
Jim Kreuser

Michael Montemurro
Dr. Clifton Peterson

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

Lindner & Marsack, S.C.
Luered Financial Group - Northwestern Mutual
Madigrano, 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
Trottier 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.
- BioFab 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 Tools/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
- 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.
- WISPARC 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
- Pαιielli’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