Canadian manufacturer Balcan Plastics selects Pleasant Prairie for its first U.S. production facility

Balcan Plastics Inc. is expanding operations into Pleasant Prairie’s LakeView Corporate Park. The plastics extruder plans to repurpose an existing 215,000 SF building previously owned and operated by Mondi Akrosil. They plan to overhaul the facility over the next year before launching operations.

Balcan is proposing to add a rail spur from the Union Pacific railway located to the west to supply raw materials. The company will initially employ 60 workers, but the workforce could eventually total 120 people.

Balcan will utilize the space to manufacture polyethylene blown film and associated products such as bags, pouches, and sheeting at the location - its first major operations in the U.S.. The company intends to manufacture roughly 15 million pounds of products in their first full year and increase manufacturing in the facility over time to scale up production.

Montreal-based Balcan Plastics produces protective packaging, shipping sacks, form fill seal packaging, shrink packaging and food packaging for a number of industries, including horticulture and agriculture, building products, wood products, home goods, food and beverage, and chemicals.

"Balcan chose to expand into the U.S. market to support its customers after a period of very attractive growth. The new site, located between Chicago and Milwaukee, offers a capable nearby workforce, direct rail service for access to raw materials, and major highways to ship its products to customers."

- Dano Lister, CEO, Balcan Plastics

The 215,000 SF facility Balcan Plastics is expanding into was previously occupied by Mondi Akrosil. It is located south of 108th Street, at 72nd Avenue.

Balcan Plastics manufactures plastic packaging and films for a variety of industries.
Despite the COVID-19 pandemic and other headwinds, industrial development activity in the County continues at a record-breaking pace with over 5.5 million square feet of new development under construction or recently completed. This includes new facilities for Haribo, Heartland Produce, Kroger, Nexus and ULINE, as well as roughly 3 million square feet of new speculative development.

These developments and the employment opportunities they create for the community are incredibly positive. The expectation is that this momentum will continue, particularly when nearly 3 million square feet is being constructed on a speculative basis.

That’s the good news . . .

As we work with area employers, their top concern is an incredibly tight labor market. There is a war for talent and it is impacting area businesses. In many respects, this is a positive development for the community. More and better job opportunities with higher salaries for local workers are what we want. Rising wages and income levels lead to a healthier and wealthier community, which is KABA’s ultimate desire.

But if too many job opportunities go unfilled or businesses stop investing and expanding in the area over concerns about the labor market or their ability to remain competitive, this will stifle growth.

If ever there were a time to address long term unemployment (and underemployment) issues, this is it. Nobody should be left on the sidelines. We must continue to be diligent in the pursuit of education and workforce development initiatives that provide people with the skills they need to work.

Collectively we need to do a better job of connecting these dots and matching those in need of employment with the various opportunities that exist. And if there are barriers (e.g., transportation, skills gaps, or others), we need to continue to be creative and aggressive in eliminating them.

Even as we work to maximize our available human capital, we must also find ways to accelerate population growth. Overall, demographic trends in the upper Midwest are not favorable.

We have an aging population that is not growing as quickly as other areas of the country.

My view is that Kenosha County can and should be an outlier here. We are well positioned for growth with: (1) a favorable location between two major metropolitan areas; (2) an impressive amount of economic development activity; and (3) numerous advantages to tout in terms of lifestyle and affordability. Even if the demographic trends in our state and region are unfavorable, Kenosha County can and should stand out as a hub for growth.

To summarize, I believe we need to emphasize a two-pronged approach to address the tight labor market. First, let’s make sure we are maximizing the human resources we have in our community and being creative and aggressive in removing obstacles to employment. Second, we need to step on the accelerator with respect to population growth and push our mid-sized city to become a hot spot for population growth. These are issues where KABA will continue to invest our time, energy and resources. Please connect with us to share your ideas, input and feedback.

Todd Battle
President, KABA

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UPCOMING EVENTS

AUGUST 25 | 8:00 - 10:00 am
LEADERSHIP BREAKFAST
WITH LIVING AS A LEADER:
LEADING YOUR HYBRID
WORKFORCE
Virtual | Cost: $40 KABA Members
More info: bit.ly/Hybrid_Workforce_0821

SEPTEMBER 15 | 8:00 - 10:00 am
THREAT ASSESSMENT 101: A
PROACTIVE APPROACH
TO MANAGE WORKPLACE
VIOLENCE
Double Tree Ballroom, Pleasant Prairie
Cost: $40 KABA Members
More info: bit.ly/Threat_Assessment_0921

OCTOBER 7 | 8:00 am - 12:30 p.m.
LEADERSHIP DEVELOPMENT
SERIES BEGINS
This 12-month program, comprised of workshops plus coaching, will equip you with skills and knowledge to become a highly effective leader.

OCTOBER 15 | 8:15 am - 1:00 pm
INSPIRE LEADERSHIP EVENT
Journey Church, Kenosha | Cost: $195
(an early bird rate is available until Aug. 31st)
Registration is now open!
Get more info at InspireKenosha.com.

Inspire is excited to announce Dan Heath as the keynote speaker at the 2021 event.
Heath will be discussing content from his book Upstream: The Quest To Solve Problems Before they Happen which explores practical solutions for preventing problems in our lives and our society – rather than simply reacting to them.

Ayesha Ahmed, Chief Legal Counsel for Nexus Pharmaceuticals, and Jahmal Cole with My Block, My Hood, My City, have also joined the 2021 speaker lineup.

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ECONOMIC DEVELOPMENT

Heartland Produce breaks ground on significant expansion

Heartland Produce started construction on its new $29 million headquarters and distribution facility in Kenosha. The project is expected to create 40 additional full-time jobs. They hosted a groundbreaking ceremony on July 15.

The project includes construction of a 205,000 SF state-of-the-art produce distribution facility with room for future expansion. During the COVID-19 pandemic, the company saw increased demand, and the new facility will give Heartland Produce room to create additional fruit and vegetable ripening rooms to increase production.

With the new headquarters, the company will be the first tenant of the Greeneway Development, which will eventually feature industrial, commercial, retail, and multi-family housing on the site of the former Dairyland Greyhound Park. Greeneway is being developed by Zilber Property Group and the Forest County Potawatomi Community.

Pictured left to right: Bud Compher (Heartland Produce), John Kersey (Zilber), Missy Hughes (WEDC), Gov. Evers, Jeff Crawford (Forest County Potawatomi Community), Kenosha County Supervisor John O’Day, Mayor Antaramian, Peter Goodman (Heartland Produce), Ryan Dietz (Heartland Produce), William Dietz (Heartland Produce).

Nexus Pharmaceuticals hosts grand opening event

On July 16, Nexus Pharmaceuticals, a U.S.-based healthcare company and domestic pharmaceutical manufacturer, celebrated the opening of Project Tomorrow—the company’s new, state-of-the-art manufacturing facility in Pleasant Prairie’s Prairie Highlands Corporate Park.

The multi-phase project is expected to be completed within ten years, with an estimated total investment of $250 million. As part of the project’s first phase, Nexus will hire more than 77 workers in the fields of high-tech production, engineering, quality control, and supply chain management, at an average annual salary of $70,000.

“By investing in this new, state-of-the-art facility, Nexus has greatly expanded our capability to deliver dependable, life-saving treatments to millions of patients in need.” – Miriam Darsot, President, Nexus Pharmaceuticals


KENOSHA COUNTY IS RED HOT!

Approximately five million square feet of industrial space is currently under construction in Kenosha County. Roughly 56% is for specified tenants; the other 44% is speculative.
ECONOMIC DEVELOPMENT

Northpoint breaks ground on Heartland 94 Logistics Center

Construction has begun on a 757,281 SF industrial building in the Village of Somers. Chicago-based Northpoint Development broke ground June 29th on their first building in Kenosha County, located at 8311 38th Street. The building will feature a clear height of 40 feet, 76 dock doors, four drive-in doors, 234 trailer parking spaces and 414 car parking spaces.

Illinois developer plans large warehouse in Kenosha

Venture One Real Estate, an Illinois-based developer, is planning to construct a roughly 850,000 SF industrial building northwest of the Kenosha Regional Airport.

The warehouse would total 850,640 SF, with the ability to expand to nearly 1.1 million SF. It would be built on 78.6 acres of what’s now mostly farmland. The project site, named Commerce 94, is located south of 38th Street and east of I-94. It lies directly east of the Gordon Food Service distribution center and southeast of Amazon’s Kenosha facilities.

Nosco begins carton and label production at new Pleasant Prairie Packaging Innovation Center

Nosco, Inc. has announced the beginning of carton and label production at its new 175,000 SF Packaging Innovation Center in Pleasant Prairie. The facility will provide redundant product capabilities that will expand Nosco’s efforts into a new era of printed packaging.

The new Packaging Innovation Center will be home to nearly 300 of Nosco’s 700+ employee owners. All other staff will operate out of Nosco’s existing facilities in Illinois, Texas, New York and Pennsylvania.

Audits of the new facility will begin in late July, and the full grand opening is slated for fall of 2021.

“We recently began production, printing pharmaceutical folding cartons on our Bobst Expertfold 110. We will start producing labels using two new HP Indigo 6K Label machines. Moving forward, the Pleasant Prairie facility will be home to production for all label and carton orders placed hereafter that were historically produced at Nosco’s Gurnee and Waukegan facilities, respectively.” - Craig Curran, President

HARIBO construction on track

Local community officials, including Gov. Evers, recently toured the ongoing construction at HARIBO’s first North American manufacturing facility under construction in Pleasant Prairie. The project is one of the largest of its kind in state history.

Construction is expected to be complete in 2023.

Zapp Alloys leases facility in Pleasant Prairie

Zapp Tooling Alloys Inc. (ZTA) will relocate its Gurnee, Ill., operations to Pleasant Prairie. ZTA comprises a group of companies that operate worldwide and are involved in the steel production industry, supplying high-performance tooling alloys for various specialty markets.

ZTA will occupy a 38,272-SF building in LakeView Corporate Park. The company plans to employ eight workers at the new facility which will warehouse plate and bar products.

The company provides high-precision, cold-forming, and high-performance metallic solutions for numerous industries, including automotive and aviation, medical alloy, and tool steel. The Zapp Group has 15 locations worldwide in Europe, North America, and Asia. Its roots date back to 1701 with the Zapp family in Germany.
ECONOMIC DEVELOPMENT

Geneva Supply cuts the ribbon on their new facility in Western Kenosha County

Geneva Supply, an e-commerce fulfillment and marketing company, has transformed a 385,000 SF warehouse in the Town of Randall, formerly occupied by American Girl Doll, into a facility designed to help companies deliver online orders as quickly as possible.

Founded in 2009, Geneva Supply has warehouses in Delavan; Charleston, South Carolina; and Phoenix, Arizona. With the growth in online retail, the company was looking to add about 200,000 SF of warehousing space in the Chicago area.

Pictured left to right: Todd Battle (KABA), Randall Board Chair Bob Stoll, Co-founder Jeff Peterson, Co-founder Mark Becker, Missy Hughes (WEDC), Kenosha County Executive Jim Kreuser.

“We could not be more excited to revive this fulfillment warehouse and join the Kenosha County community. In six months, we have created 32 new jobs at the facility and we will be doubling that number by the end of the year.”

- Mark Becker, Co-founder & Chief Operating Officer

Salem Business Park now at half of capacity, full of activity

Three new buildings are now complete at the Salem Business Park in the Village of Salem Lakes and the tenants are fully operational. The new tenants are: Stabio North America (below left): 110,500 SF, 60 jobs; R+D Custom Automation (below center): 62,000 SF, 72 jobs; and Advent Tool & Manufacturing (below right): 25,000 SF, 20 jobs. Vonco Products was the first company to build in the 65-acre park in 2017. The Salem Business Park was a collaborative development by KABA, Kenosha County and the Village of Salem Lakes. The park is roughly 50 percent developed with app. 32 acres remaining, comprising 4-5 lots.

KABA PORTFOLIO UPDATE

In April 2021, KABA’s Finance Committee approved a $800,000 low interest loan to Vonco Products. The funds will assist Vonco in purchasing new equipment to be located in their manufacturing facility in the Salem Business Park. This loan will be funded from the new EDA CARES Revolving Loan Fund.

In July 2021, KABA’s Finance Committee approved a $700,000 low interest loan to Horizon Systems Machining. The funds will assist Horizon to purchase their manufacturing facility in the Business Park of Kenosha. This loan will be funded from the new EDA CARES Revolving Loan Fund.

In July 2021, KABA Finance Committee approved a $200,000 forgivable loan to Nosco, Inc. The loan funds will be used to help relocate Nosco’s operations to Pleasant Prairie, WI. This forgivable loan will be funded from Kenosha County’s High Impact fund.
LET'S TALK TALENT

Regional internship consortium helps employers engage talent early

In an effort to help employers connect college students and recent graduates to career opportunities, the Southeast Wisconsin Internship Consortium hosted a two-part training series on internship development. The consortium is a collaborative initiative of the Kenosha Area Business Alliance, Racine Economic Development Corp., and higher education including Carthage College, Gateway Technical College, Herzing University and the University of Wisconsin-Parkside.

The initial two-part series in June and July outlined how internships can be a critical starting point in a talent acquisition strategy. Panelists from the local colleges and universities reviewed the types of internship models, how employers can deliver experiences of value, and provided overview of local tools like Handshake and Talent Generator can support recruitment.

If your company is interested in accessing resources from the consortium or learning more about starting or improving an internship program, email binfusino@kaba.org.

CALLING ALL YPs!

YLink seeking young professionals to serve on its Advisory Board

YLink – Kenosha’s young professional organization – is building its leadership team to help develop new and exciting programming for YPs in the Kenosha area to connect to each other and to the community. Several advisory board positions are available. Employers are encouraged to share this opportunity with emerging talent within their organizations. Interested? Contact info@ylinkenosha.com for additional details.

Gov. Evers provides $130M to support regional programs that tackle Wisconsin labor challenges

Gov. Tony Evers recently announced that the state will use $130 million from the federally-sponsored American Rescue Plan Act to fund new economic initiatives to address Wisconsin labor challenges.

The total amount will be separated into three different programs. $100 million to be invested into a Workforce Innovation grant program that will encourage regions and communities to develop innovative, long-term solutions to the workforce challenges stemming from Covid-19. Another $20 million will go toward the Worker Advancement Initiative, which aims to offer subsidized employment and skills training opportunities with local employers to unemployed individuals. The final $10 million will be put into a Worker Connection Program that it will provide workforce career coaches who will connect with individuals attempting to reengage in the workforce post-pandemic.
Shadow Day opens doors for students that might not see themselves in the trades

As secretary/treasurer of J.C. Building Systems, Inc., Amanda Paul is familiar with the construction industry. Her husband Brock has owned the Kenosha-based construction company for 19 years and together they have weathered the high and lows that come with running a small businesses in a seasonal and sometimes challenging industry.

Last August, like many of us, she was watching some of the coverage of the cleanup and rebuilding efforts following the protests and unrest when she heard a comment about the lack of representation of people of color in the construction trades. “I paused and reflected on that. I had always thought the disparity that existed there was one based on preference. I did not know that encouragement or opportunity were factors as well,” said Amanda.

She considered what could be done about it and decided to act, thinking a shadow day might be a good place to start. “I thought that if kids were invited to come check out these businesses and how they operate for a day they might be able to picture themselves in these types of careers and perhaps they would feel comfortable participating in the apprenticeship programs the schools offer.”

That’s how on the inaugural Tradesman Shadow Day happened on Friday, May 7th.

She connected with Lora Lehmann, a youth apprenticeship specialist at Indian Trail High School and Yolanda Jackson-Lewis, coordinator of diversity and student/family engagement at Kenosha Unified. They believed in the concept and helped her get the idea off the ground. “It’s hard to be what you can’t see. It’s also hard being the first or only one,” said Jackson-Lewis. “For some of our young people who may be interested in a particular trade, if they do not see themselves represented, it can be a deterrent.”

Amanda wrote emails, letters, and social media posts trying to get business involvement, all during a pandemic which proved to be extra challenging. In all, four students spent the day at four businesses.

When asked why he thought more people of color aren’t represented in the skilled trades, Brock Paul said he believed there are a number of reasons. One being the fact that most, especially smaller, contractors hire from family and friends of those they already employ. “There is a dwindling amount of people entering the trades to begin with. It’s hard to find people.”

Kyle Pollitt is an installer for Carpets Plus Outlet and agrees with Brock and adds that there are little to no opportunities for young students of color to learn about the possibilities in the trades. He hosted Cherish, a student at Bradford High School, for the shadow day. “It was a great experience for us. Our student was a bit nervous at first, but I think was enjoying learning the steps of our process. Overall it was a good day!”

Another Bradford student, Aryah, really enjoyed her shadow day. She said, “I definitely learned a lot of new stuff! It also was very different than what I was expecting. I would definitely recommend to anyone who is interested!”

Amanda is hopeful that this initiative can open doors for kids that might not otherwise envision themselves in careers in the construction trades. “I truly hope the shadow day continues in future years as COVID restrictions relax. We have a very small group of kids checking out an even smaller group of businesses this year. But it’s a start,” she said. “I think something like this can also help further our local trades businesses that are having consistent staffing issues. I see it as a win-win for everyone.”

Written by Becky Noble, Director of Marketing, Kenosha Area Business Alliance.
LET'S TALK TALENT!

The Kenosha Area Business Alliance is excited to launch a new, hyper-local jobs board on the Life Balanced Kenosha County talent recruitment website: https://jobs.lifebalancedkenosha.com.

Now more than ever, Kenosha County employers need resources that support their talent attraction efforts. This jobs tool is a unique resource solely available to Kenosha County employers to promote their careers to job seekers - both regionally and throughout the country. The jobs board is designed to highlight local companies and their positions, and features:

- A dedicated employer profile page where companies can upload text, photos, logos, video and social media links;
- Applicant tracking features including the ability to receive resumes, message applicants, forward applications to multiple staff on your recruitment team and more; and
- An ability to categorize positions by type and industry.

To help promote this site far and wide, KABA is investing in a paid social media campaign and extensive search engine optimization (SEO) with the intent to capture the right applicants for these positions.

Get started today at Jobs.LifeBalancedKenosha.com!

Life Balanced Kenosha County is a comprehensive resource for Kenosha County’s major employers, community organizations, and anyone looking to live or work in Kenosha County. Learn more at LifeBalancedKenosha.com.

Questions? Contact KABA at info@kaba.org or 262.605.1100.
Five Considerations for Leading Your Hybrid Team | by Aleta Norris

On the heels of 16 months of pandemic life, we’ve learned something: working-from-home is a viable option for getting work accomplished.

We have all seen firsthand that a remote workforce can, in fact, be a productive workforce. Over the years, I have worked with many leaders who remain committed to the outdated mindset, “If I can’t see you, how do I know you’re working?” I hope we are dispelling this myth.

As we begin to migrate toward normal life in the workplace—or shall we say a reinvented normal—we are seeing an evolution toward hybrid teams.

What is a hybrid team? Simply put, it is a team comprised of some team members working at the office and some team members working from home.

Members of hybrid teams have work experiences that may be very different, one from another. As a leader, how do you maximize the productivity of your team, strengthen the sense of team cooperation, mitigate resentment and foster a positive culture—one that will help you retain your people as recruiter calls roll in? The people store is fairly empty at the moment, and your people may be called upon to consider a move. Make sure you’ve done your part to retain them.

As we explore five considerations to help you lead your hybrid team, we are focused on the members of your workforce who can, indeed, perform their work at home. I realize for many their work has to be performed on location. Even so, for these individuals, be on the lookout for opportunities for them to do something at home: projects, professional development, and even some meetings.

As you read through the following considerations, look for the one or two that most resonate with you personally. Let’s get started!

1. **Mindset is key.** Before we consider actions, let’s take a look at mindset. Are you willing to set aside your own belief systems about work-from-home scenarios? Are you willing to check in on the preferences of your workforce? Your preference can no longer be a guiding force for how the people around you work. The evolution of the world of work, combined with employee preferences, will override—and should—your personal belief system.

2. **Check on personal preferences of your team.** By now, many employees have weighed in on their preference as we move beyond the pandemic lockdown and disruption. Some employees will prefer to work from home, and others will prefer being in the office. Be sure to know the preferences of each employee and accommodate these preferences when you can. Research is showing us today that employees are willing to make a job change so they can work in an environment that matches their preferences.

3. **Share empathy where it is necessary.** Instances will exist where preferences are not able to be honored. You may determine you need someone in the office who prefers to work from home. Or you may have to ask someone to work from home who actually wants to come back to the office. This is part of real life. Your best first response to disappoint or struggle from your employees is empathy. “I realize this is not what you hoped for, and I’m sorry for that.” If you dismiss their preference, it is possible you may fuel resentment.

4. **Establish team rituals.** No doubt, hybrid teams come with challenges. Your work-at-home team members may be left out of the loop, water cooler conversations are not as prevalent, and socializing and relationship building will be different. Aside from your standard touch base and update meetings for business purposes, what kinds of rituals can you create to foster inclusiveness, unity and alignment of your teams? Can you schedule a monthly or bi-monthly social event? Can you schedule ‘coffee chats’ by leveraging a technology platform? Can you host occasional ‘everyone-works-in-the-office’ days?

5. **Be open to flexible hours.** Over the past year, employees who work from home have established routines that work for them. Many are juggling parenting responsibilities, so their workday may include a number of starts and stops. It is customary to see early morning hours, as well as evening and weekend hours in order to create needed flexibility throughout the day. For those team members in the office, many are interested in avoiding the morning and afternoon rush hour commutes. It may be beneficial for you to allow employees to grab an early morning start at home then commute when rush hour is over. Additionally, many employees value getting home ahead of rush hour or in time to pick kids up from school. This flexibility is paired with a willingness to catch more hours in the evening. The traditional 9 to 5 job is waning. If you still have a mindset of “Arrive at the office by _____, and stay at the office until______,” you may want to think twice. Especially if you want to retain your talent.

Want a deeper dive into this topic? Join us on August 18 from 8:00 – 10:00 am for an in-person leadership breakfast, “Leading Your Hybrid Workforce.” You’ll have an opportunity to exchange stories and best practices with your peers in surrounding organizations.

Aleta Norris provides an ongoing column about leadership. She is a leadership expert and Principal at Living as a Leader LLC.
$3+ million provided to damaged businesses through Disaster Recovery Microloan program

For the past ten months, KABA has administered the Disaster Recovery Microloan (DRM) Program on behalf of the Wisconsin Economic Development Corporation (WEDC). The DRM program is a loan program for local business owners who suffered measurable physical damage to their buildings/business due to civil unrest in the City of Kenosha this past summer.

To date KABA has funded a total of $3.05 million in interest-free loans to 61 businesses in the City of Kenosha to make repairs and rebuild inventory. A few of the businesses that have received assistance are featured below.

Impacted business are still able to apply for funds. For more information, visit https://bit.ly/Kenosha_CTY_DRM_2020.

B & L Office Furniture

B & L Furniture store, a family-owned business, had been at the east end of 60th Street for the past 42 years. The building was set on fire in August and was a total loss, sustaining between $1.5-$2 million in damage. The owners relocated their business in October to 7600 75th Street in the Kenosha Trade Park. The 4,000 SF space is smaller than their previous building, but they are able to showcase the same amount of inventory. B & L received a $50,000 loan from the DRM program.

The Good Taste

Sixteen years ago, Miguel Anguiano Hernandez, a Mexican immigrant, opened The Good Taste Ice Cream Shoppe (El Buen Gusto Paleteria) at 6122 22nd Ave. It was a family business with Hernandez’s wife, Aurora, and nearly all of their 10 children working in the business. In August 2020, the entire building was destroyed. In spring 2021, with the help of several partners - including local manufacturing company Good Foods Group - The Good Taste was able to reopen in a great new space located at 1923 63rd Street. The Good Taste received a $50,000 loan from the DRM program.

The Uptown Restaurant

After 11 months, The Uptown Restaurant opened its doors once again. They held a grand opening event in July 2021 at their new location: 4003 75th Street, Kenosha (formerly Hungry Head Sandwich Shop). The family-run restaurant was previously located in the Uptown neighborhood and had their entire business burned to the ground in August 2020. The Uptown Restaurant received a $50,000 loan from the DRM program.

KIN awarded $4.9 million in federal stimulus funds

The U.S. Department of Economic Development Administration has awarded $4.9 million for infrastructure improvements for the city’s proposed Kenosha Innovation Neighborhood (KIN) project. The grant will be matched with $7.4 million, which the city has committed to funding. The KIN is located on the 107-acre former Chrysler Engine Plant site. It has a specific focus on fostering neighborhood opportunities in education, workforce training, entrepreneurial development and job placement.
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Mike Thompson
President & CEO, Fair Oaks Foods

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