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.

KABA Mission Statement

The Kenosha Area Business Alliance is the lead business organization that drives economic development throughout Kenosha County. KABA supports and provides services to its investors and the community to ensure quality growth, a robust economy and a positive business climate for the Kenosha area.

Staff

Pictured (L-R): Todd Battle, President; Teri Muehlbauer, Office Manager; Brooke Infusino, Director of Talent Development; Lisa Feltson, Administrative Assistant; Becky Noble, Director of Marketing; Richard Rodenbeck, Director of Business Finance.
Dear Investors, Partners & Stakeholders,

The 2012 Annual Report for the Kenosha Area Business Alliance follows, detailing progress toward key objectives that are the basis of Kenosha First, KABA’s long range economic development strategy.

Business development activity continued to accelerate in 2012. Early in the year, the Kenosha County High Impact fund was tapped for the first time to help finance a significant expansion at Bradshaw Medical. In late December, Meijer announced plans to establish a Midwest Distribution Center in Pleasant Prairie to serve their growth in Northern Illinois and Wisconsin. In between these bookend projects, KABA worked on seven additional development opportunities that yielded an expansion, a new facility, or relocation to Kenosha County. All told, these projects involve more than 760 new jobs and roughly $90 million in private investment for Kenosha County.

Additionally, efforts to stimulate Downtown Revitalization continued to gain momentum. The Downtown Strategic Development Plan was completed and adopted as Kenosha’s Master Plan for Downtown. A number of points of emphasis in the plan were highlighted and addressed through the City’s budgeting process. Various stakeholders have come together to spearhead the creation of a Downtown Management Organization and the hiring a development professional to staff it. A Wisconsin Main Street designation is being pursued.

2012 also saw a significant investment from KABA in the area of talent development. A managing partner agreement was struck with Y-Link, Kenosha’s young professional organization, and KABA added professional staff to expand its efforts regarding this and other education and workforce development initiatives.

Economic conditions continue to improve. The County’s unemployment rate has dropped nearly five percentage points from its peak in February 2010 and is now below 8%. Similarly, Kenosha County’s industrial vacancy rate continues to decline as leasing and sales activity increase. There’s steady improvement in business expansions, investment, and hiring. The Kenosha Area is very well positioned as economic development activity gains momentum.

KABA, with the continued strong support of its public and private sector partners and investors, will continue to invest time, energy and resources toward the implementation of the Kenosha First strategy. Thank you for your continued support and interest in KABA and its mission.

Sincerely,

Jean Moran, Chair
Todd Battle, President
Leadership

Chair
Virginia Moran
Chief Executive Officer,
LMI Packaging Solutions, Inc.

Vice Chair
Frank Unick
Chief Financial Officer,
Uline, Inc.

Secretary
Susan Ventura
Senior Vice President &
Chief Operating Officer,
United Hospital System, Inc.

Treasurer
Patrick DeGrace
Director of Customer Care,
Hospira, Inc.

William Chew
Regional President –
Midwest &
Southeast Regions,
SuperValu, Inc.

Susan Crane
Director Customer
Services,
We Energies

Matthew Davidson
CEO,
Xten Industries, LLC

Ken Dowdell
Vice President/
Publisher,
Kenosha News

Deborah Ford
Chancellor,
University of
Wisconsin - Parkside

Timothy Geraghty
Attorney,
Godin Geraghty
Puntillo Camilli, SC

Michele Hancock
Superintendent
of Schools,
Kenosha Unified
School District

William Januszewski
President & CEO,
Regulatory
Compliance
Associates, Inc.

Karla Krehbiel
Senior Vice
President,
Johnson Bank

Ronald Kwasny
Vice President &
Treasurer,
Jockey International, Inc.

Aldo Pagliari
Senior Vice President
– Finance & Chief
Financial Officer,
Snap-on
Incorporated

Brenda Penesis
Plant Manager,
GBC / ACCO Brands

Leadership Committees

Audit
Sue Block
David Geertsen
Kathleen Goessl
Ronald Kwasny
Patrick Milne
David Nankin
Karl Ostby
Frank Unick*

Executive
Susan Crane
Matthew Davidson
Patrick DeGrace
Timothy Geraghty
Karla Krehbiel
Ronald Kwasny
Virginia Moran*
Aldo Pagliari
Gregg Thompson
Stanley Torstenson
Frank Unick
Susan Ventura

Finance
Thomas Camilli, Jr.
Jay Cashmore
Jens Emerson
Nate Franke
Wayne Kottka
Heather Kraeuter
Wesley Ricchio
Andy Vogel
David Wright*

Nominating
Matthew Davidson
Patrick DeGrace
Jerold Franke
David Geertsen
Virginia Moran
Barbara Riley
Robert Terwall
Stanley Torstenson

Personnel
Jerold Franke
Virginia Moran*
Stanley Torstenson
Frank Unick

Scholarship
Laura Malloy Bush
Treopia Cannon
Andrew Dodge
John Donnell
Ken Fellman*
Linda Langenstroer

Downtown Development
Mayor Keith Bosman
Mark Fedyk
Deanna Goodwin
Zohrab Khaligian
Jeff Labahn

Carroll Schultz
President,
Five Star
Fabricating, Inc.

Peter Sinsky
Chief Financial
Officer,
Riley Construction
Company

Gregg Thompson
President & CEO,
Bukacek
Construction

Stanley Torstenson
Retired CEO,
Stans Lumber, Inc.

Peter Valeri
President,
Valeri Agency, Inc.

Dennis Vignieri
President,
Kenosha Beef
International, Ltd.

Timothy Woods
Director-
Manufacturing
& Operations,
North America,
SC Johnson & Son

* denotes Chair
Meijer Inc., a Grand Rapids, MI-based retailer, has acquired the Supervalu Midwest Distribution Facility in LakeView Corporate Park in Pleasant Prairie. The site contains a 550,000 SF distribution center on approximately 120 acres. Meijer’s plans call for a 250,000 SF addition to the facility and total employment of 486 once construction is complete and the center is operating at full capacity.

Meijer has about 200 stores in the Midwest which offer general merchandise and grocery items. They are in the process of establishing five stores in Southeast Wisconsin, including one in Kenosha.

“Like any successful business, economic development organizations must attend to their existing customers first: local businesses.”
KABA’s CEO Roundtable

2012 marked the third year of a successful CEO roundtable program for area manufacturing executives. Initially formed in 2010, the group provides a forum for peer learning and sharing of best practices and management strategies. The group is made up of Presidents, CEOs and owners of Kenosha Area manufacturing companies. Thirteen CEOs of area firms actively participated during 2012.

The focus of the program has been on mid-sized manufacturing companies. The participating firms are often referred to as 2nd Stage companies. The term 2nd stage is used to describe firms that are in a growth mode, having moved beyond a start-up phase, yet still far from a mature stage where the rate of growth tends to level off.

The CEO Roundtable program has a professional facilitator who helps lead the monthly meetings and stays in close contact with group participants.

Industrial Toolz

KABA’s funds were used to assist the company with the purchase of a facility in the Business Park of Kenosha and equipment that will allow the company to commence manufacturing operations in Wisconsin. Industrial Toolz will manufacture products for a national dealer base that will include HandiRamp.com—an international e-commerce retailer located in Libertyville, Illinois. The company manufactures and markets dockboards, dockplates, yard ramps and non-slip treads for distribution worldwide.

Material handling products manufacturer
KABA Financing: $500,000
Total project amount: $2,000,466
Jobs created: 10

Good Foods Group Setting up Food Processing Plant in LakeView Corporate Park

Good Foods Group purchased a 57,000 SF building in Pleasant Prairie’s LakeView Corporate Park and plans to relocate in early 2013. This site will become the company’s headquarters and major production facility. Good Foods Group makes pre-packaged, all natural food, including preservative-free options. The initial phase of the project is expected to create approximately 50 new jobs.

- from ‘Kenosha First: An Economic Development Strategy for Kenosha County: The Next Phase’
Business Retention & Expansion (BRE)

A staple ingredient of comprehensive economic development programs, formal business retention and expansion visits are conducted to learn about a community’s existing business base and gain insight regarding the challenges and opportunities employers face. The information gathered from these in-person discussions is aggregated and used as part of a continuous improvement process for the community to help upgrade the business climate.

KABA uses an economic development software package called ‘Synchronist’ to manage this aspect of its economic development program. During 2012, nearly 60 formal interviews were completed and entered into the ‘Synchronist’ system.

2012 KABA Borrower Profile

Platinum Systems, Inc.

KABA’s funds were used to assist the company with the purchase of a building situated on Green Bay Road that houses the company’s corporate offices. Platinum Systems offers a full scope of core services in computer networking, managed technology support, disaster recovery and mobile solutions. The company serves businesses along the Chicago/Milwaukee corridor.

2012 Kenosha County Business Excellence Awards

KABA, in collaboration with the Kenosha Area Chamber of Commerce, recognized seven local companies and one individual for their success at the 2012 Kenosha County Business Excellence Awards in November. The event was presented by Johnson Bank and UW-Parkside, and additionally sponsored by BizTimes Media and CliftonLarsonAllen.

Allied Plastics, Inc. was honored as Business of the Year. Based in Twin Lakes, Allied is a full-service custom thermoforming manufacturer. Since 2009, the company has added almost 100 people and their sales have increased by over $15 million.

Tenuta’s Deli, Liquor & Wines was the Small Business of the Year. Jim Kettinger, President, CEO & Owner of Engendren Corporation (f/k/a IEA, Inc.), was tapped as Entrepreneur of the Year.

The Fast Five recognition recognizes rapidly-growing companies that are driving the economy now and into the future. The 2012 Fast Five recipients were: Albany-Chicago Company, LLC; Bio Fab Technologies, Inc.; Kitchen Cubes, LLC; Mikrotech, LLC; and Specialized Accounting Services, LLC.
2. Position Kenosha County for long-term economic growth and development.

Revolving Loan Program (RLF)

KABA manages an extensive portfolio of community revolving loan funds, totaling almost $29 million. These funds are used to provide low-cost financing options to companies creating jobs in Kenosha County by expanding an existing business or by establishing a new facility in Kenosha County.

Loan Allocation by Revolving Loan Fund (RLF)

<table>
<thead>
<tr>
<th>Revolving Loan Fund (RLF)</th>
<th>Amount</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>KABA RLF</td>
<td>$9,843,473</td>
<td>34.1%</td>
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<tr>
<td>VPP TID#2 RLF</td>
<td>$660,030</td>
<td>2.3%</td>
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<tr>
<td>CITY RLF</td>
<td>$2,294,771</td>
<td>8.0%</td>
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<tr>
<td>EDA RLF</td>
<td>$3,482,579</td>
<td>12.1%</td>
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<tr>
<td>COUNTY RLF</td>
<td>$3,738,020</td>
<td>13.0%</td>
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<tr>
<td>CKC RLF</td>
<td>$5,152,053</td>
<td>17.9%</td>
</tr>
<tr>
<td>UDAG RLF</td>
<td>$2,658,650</td>
<td>9.2%</td>
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<tr>
<td>High Impact Loan Fund</td>
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<td>3.5%</td>
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<td><strong>Total</strong></td>
<td><strong>$28,831,308</strong></td>
<td><strong>100.0%</strong></td>
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*Total fund balance as of 12/31/12

Loan Uses

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<tr>
<th>Loan Use</th>
<th>Count</th>
<th>Percentage</th>
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</thead>
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<td>Real Estate (Land/Building/Expansion)</td>
<td>22</td>
<td>40.7%</td>
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<tr>
<td>Machinery &amp; Equipment</td>
<td>17</td>
<td>31.5%</td>
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<tr>
<td>Working Capital</td>
<td>7</td>
<td>13.0%</td>
</tr>
<tr>
<td>Renovations/Leasehold Improvements</td>
<td>3</td>
<td>5.6%</td>
</tr>
<tr>
<td>High Impact</td>
<td>1</td>
<td>1.9%</td>
</tr>
<tr>
<td>Milk Volume Production</td>
<td>1</td>
<td>1.9%</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>51</strong></td>
<td><strong>94.4%</strong></td>
</tr>
</tbody>
</table>
Kenosha County Executive Jim Kreuser and the Kenosha County Board of Supervisors committed $1,000,000 in 2011 to the establishment of a High Impact Fund to support economic development projects that have a substantially positive impact on the community in terms of high quality job creation and private investment. The County earmarked another $500,000 to this fund in 2012.

The first project to receive funding from the new program was a major expansion by Bradshaw Medical. A start-up company in 2006 with a handful of employees, Bradshaw has a track record of phenomenal growth in terms of revenue and employment. Bradshaw constructed a state of the art manufacturing facility in 2010 to house the production of its medical instruments. The company estimates that its most recent expansion could create up to 80 new jobs over the next three years.

Bradshaw Medical, Inc.

Bradshaw Medical is the first recipient of funding from Kenosha County’s new High Impact Fund. The company specializes in the design and manufacturing of medical instruments for spinal implant surgery, the fastest growing segment of the orthopedic industry. Due to strong growth, the company plans to add up to 80 full-time positions.

*minimum requirement of High Impact Fund

Redevelopment of former Chrysler Kenosha Engine Plant Site

Considerable progress has been made with respect to re-purposing the former Kenosha Engine Plant site. Per an agreement the City has with the liquidating trust and various environmental agencies, demolition of the existing structures on the site commenced in 2012. The buildings should be completely removed by mid-year 2013. The City will then take possession of the site and continue to work with participating environmental agencies on site remediation and future re-use.

A light industrial park is among the possible options being considered for this 100+ acre property in the heart of the City.
KABA co-hosted an exciting new event for the area that supports entrepreneurs in the start-up, pre-start-up and idea stages. The Racine/Kenosha FastPitch Competition was a showcase for forty-four entrepreneurial ideas. Held at Gateway Technical College’s iMET Center in August, each participant had three minutes to ‘pitch’ their idea to a panel of judges from the business and investment community.

Judges chose 13 finalists who competed in a final round for the top three prizes in the iMET auditorium, which had a near capacity crowd. All competitors received invaluable feedback, a fun experience and valuable exposure to investors, business leaders, potential mentors and media.

Scott Johanek (pictured right) won $5,000 for his first place finish. Johanek said his brother called from an airport with the invention idea that won the entrepreneurship contest. His NoVo Luggage allows each buyer to color-customize a bag that will stand out in a crowd, and does not tip.

“Understanding the role of innovation, the potential of entrepreneurship, and the importance of professional services are important components of a progressive economic development plan.”
“Kenosha County’s most important talent asset is its access to higher education. [It] makes the county very competitive in attracting and keeping young talent from around the region.”

KABA adds Director of Talent Development position

Brooke Infusino joined KABA in October 2012 in a newly-created position for the organization: Director of Talent Development. Brooke has a variety of duties relating to the development and advancement of Kenosha County’s workforce. Her role includes serving as a liaison to Kenosha County’s primary, secondary and post-secondary education systems; administering the mentor, scholarship and other programs supported by the KABA Foundation; and serving as the executive director of Y-Link - Kenosha County’s young professional organization.

Leadership Development

KABA continued its partnership with Living As A Leader to offer a comprehensive leadership development program for Kenosha County employers and their emerging leaders. The Leadership Development Series focuses on developing leaders with the skills and knowledge required to effectively lead others. The process includes a combination of classroom training and one-on-one leadership coaching.

Series Two in Fall 2012 had 21 participants, up from 14 in 2011.

3. Attract, engage, and retain talent.

“...and we have those forward thinkers in this company.”

DEBRA WALLER
Chairman of the Board & CEO,
Jockey International, Inc.
At Y-Link, being a young professional encompasses more than the title on your business card. It’s about what you do with it and who you impact in the process. Y-Link helps Kenosha YPs reach their potential through leadership development, peer networking and civic involvement.

Y-Link offers a diverse slate of programs including Leadership Forums with local business and community leaders, Food for Thought Workshops, Raise the Bar informative networking events, a YP Book Club, speed networking, Reach Out community service events, a 5K charity run/walk and much more!

Leadership

President
Randy Troutman
Vice President,
Technology & Business Development,
LMI Packaging Solutions, Inc.

Vice President
Ashley Noble
Vice President,
Commercial Banking
Johnson Bank

Treasurer
Nicole Bezotte
Senior Associate,
CliftonLarsonAllen LLP

Secretary
Ashleigh Henrichs
Executive Director,
Kenosha Literacy Council

Professional Development Committee Chair
Manoj Babu
Associate Dean of Business,
Gateway Technical College

Connect Committee Chair
Jennifer Koeppendoerfer
Director of Finance & Administration,
Xten Industries, LLC

Community Engagement Committee Chair
Kim Lishamer
Sales & Operations Planning Manager,
LMI Packaging Solutions, Inc.

Members at Large
Keith Chyla
Branch Manager,
C.H. Robinson Worldwide

Jennifer Dooley
Principal,
Dooley & Associates

Y-Link is Kenosha’s young professionals organization. In 2012, Y-Link entered into a managing partner agreement with KABA. Under the agreement, KABA is providing Y-Link with dedicated administrative and organizational resources as well as the infrastructure to take Y-Link’s programming to the next level. The organization is advised by a volunteer nine-person board of directors as well as three volunteer committees.

Training

KABA offers and coordinates training courses, workshops, webinars, briefings and round-table discussions covering topics ranging from supervisory management to forklift training, first aid/CPR to computer classes. KABA maintains a comfortable and convenient training center at its office and can also coordinate customized, on-site training programs for individual companies.

Professional Roundtables

In addition to the CEO Roundtable, KABA hosts two professional roundtables on a quarterly basis: Finance and Human Resources (HR). These roundtables provide a forum where professionals can discuss current, relevant issues and draw on the collective experience of the group to gain practical insights which can be applied immediately.
The KABA Foundation

In 1996, the Kenosha Area Business Alliance Foundation, Inc. was formed to develop education initiatives with local Kenosha schools to increase graduation rates, enhance the overall quality of education and foster the best educational 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 technology-related initiatives. Inc.

The KABA Mentor Program

The KABA Mentor Program is a school-based program that empowers both young people and the adults working with them. Volunteer mentors from area businesses commit 30-45 minutes of their time each week with a third through fifth grade or middle school student to work on academic and social skills. In the 2012/13 school year, 146 mentors from 59 member organizations participated in the program.

2012/2013 Mentors

Angela Allen  Diana Christofferson
Lisa Anderson  Ashley Cooper
Kelly Andreoli  Zach Daniels
Sherri Arnold  Joan Dobbins
Maria Bartholomew  Andrew Dodge
Todd Battle  Jay Eckholm
Patty Bauer  Kimberly Erdmann
Alexander Beal  Cyndi Farmer
Nita Becker  Dena Feingold
Sheryl Becker  Pat Feingold
Eric Belongia  Jan Feingold
Sally Berzinsky  Pat Feingold
Bruce Bosman  Jan Feingold
Barbara Brever  Terri Chardukian
Stacy Busby  Jan Caputo
Patricia Caira  Alex Greno
Tamara Cannon  Deanna Goodwin
Jan Caputo  Deanne Goodwin
Terri Chardukian  Delia Chiappetta
Delia Chiappetta  Stephanie Christerson
Stephanie Christerson  Alex Greno

Mentor Program Sponsor Companies and Organizations

- A.B. Schmitz Agency, Inc.
- Aldi
- Andrea & Orendorff
- Asyst Technologies
- Bank of Kenosha
- Belongia-Hervat Group
- Beth Hillil Temple
- Bosman Monuments
- Boys & Girls Club of Kenosha
- Carpetland USA
- Chase Bank
- Comcast
- Gateway Technical College
- Goodwill Industries of SE Wisconsin
- Grand Appliance & TV
- Guttmersen, Hartley, Wilk & Higgens, LLP
- Hair Unlimited
- Helene Sobin Consulting
- Herbert’s Jewelers
- HOPE Council, Inc.
- JHT Holdings
- Jockey International
- Johnson Bank
- KABA
- Kenosha Area Convention & Visitors Bureau
- Kenosha Community Health Center
- Kenosha County
- Kenosha County Division of Health
- Kenosha County Job Center
- Kenosha Literacy Council
- Kenosha News
- Kenosha Police Department
- Kenosha Public Library
- Kenosha Unified School District
- Kidzone Child Care Center
- Lake County Health Department
- Liberty Builders
- Liberty Mutual
- Lifetouch
- M&I, A part of BMO Financial Group
- Madrigano Aziello & Santarelli, Inc.
- Olive Garden
- Professional Services Group, Inc.
- Riley Construction
- S.C. Johnson & Son
- Signetrix, LLC
- Sign-A-Rama
- Southport Bank
- State Bank of the Lakes
- State of Wisconsin Board on Aging & Long Term Care
- SuperValu, Inc.
- Terken, Inc.
- Northwestern Mutual
- United Hospital System
- USABlueBook
- University of Wisconsin-Parkside
- Walgreens
- Wisconsin Department of Corrections
- Xten Industries
- State of Wisconsin Board on Aging & Long Term Care
- SuperValu, Inc.
- Terken, Inc.
- Northwestern Mutual
- United Hospital System
- USABlueBook
- University of Wisconsin-Parkside
- Walgreens
- Wisconsin Department of Corrections
- Xten Industries
College Scholarship Program

Each year KABA awards thousands of dollars in college scholarships. In 2012, KABA awarded $25,000 to Kenosha County High School graduates pursuing higher education.

Since its inception in 1997, the KABA Scholarship Program has awarded 135 scholarships worth over $225,000 to graduating area high school seniors.

“A lot of people have gone further than they thought they could because someone else thought they could.”

The Kenosha Leadership Project

Launched as a pilot program in 2012, the Kenosha Leadership Project is an effort to help area high school students improve their academic performance and gain additional exposure to future career and education options.

During this initial pilot year, twenty five Tremper High School students have been selected for the program. The students will receive academic tutoring and mentoring, participate in regular group sessions to learn about career and higher education options, and be required to complete a community service project. Opportunities to connect students with summer employment and part time jobs will also be pursued.

Education Matters, a non-profit tutoring company, is coordinating The Kenosha Leadership Workshop. Thank you to the following companies and organizations for their support to make it possible: Education Foundation of Kenosha; the JM Kaplan Fund; Johnson Bank; the KABA Foundation; LMI Packaging Solutions, Inc.; and ULINE.

F.I.R.S.T. Robotics Competition

KABA was proud to once again sponsor in 2012 the LakeView Legends Robotics Team in the F.I.R.S.T. (For Inspiration and Recognition in Science and Technology) Robotics competition in Minneapolis.

Under strict rules, limited resources, and time limits, teams of 15 students or more are challenged to raise funds, design, build, program, test and modify a robot, hone teamwork skills, and perform prescribed tasks against a field of competitors.
KABA continued working to advance Downtown revitalization efforts in 2012. KABA, the City of Kenosha, and a steering committee of community leaders engaged the The Lakota Group, a well respected urban planning and design firm, to help set clear priorities.

An extensive planning process ensued and involved significant discussions and dialogue with key stakeholders and the community at large. The result was the creation of the Downtown Strategic Development Plan, which provides a road map for Downtown Revitalization. This plan was formally adopted by the City of Kenosha Common Council in October of 2012.

The plan recommends several core development strategies or initiatives to be pursued, including:

- Zoning Improvements/Modernization to support key elements of the plan
- More aggressive efforts to address vacant properties and buildings
- Establishment of a Downtown Management Organization
- Expansion of the streetcar system

4. Ensure all parts of the County are economically, digitally and physically connected.
“Downtown revitalization influences every economic development issue facing the city of Kenosha, from talent attraction and retention to quality of place to economic diversification.”

Public Safety and Broadband Communication Initiative

The Public Safety and Broadband Communication Initiative made significant strides in 2012 toward increasing broadband capacity in Kenosha County.

Communications equipment has been mounted on all of the cellular or communication towers across the entire county and a fiber ring in the western part of the county interconnecting the communication towers to the county network is virtually complete.

Providing the entire county with a 21st Century digital infrastructure – which is the ultimate goal – is a critical component of a successful economic development infrastructure.

Downtown Directional Signage

The City of Kenosha is installing signage leading travelers from Interstate 94 to the Downtown area.

Starting in 2013, directional signs will be installed on 52nd Street (Hwy. 158) east of Green Bay Road—the designated route to Downtown Kenosha. Additionally, two signs on I-94 at the exit for Highway 158 will direct motorists to “Downtown Kenosha Area Museums”.
5. Build a distinct image and brand for Kenosha County.

“People in the community work together to make it a community you want to be in and stay in.”
## FINANCIAL INFORMATION

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

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
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</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
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<td></td>
</tr>
<tr>
<td>Cash &amp; Short Term Investments</td>
<td>$11,952,066</td>
<td>$10,873,789</td>
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<td>Notes/Advances Receivable Less Reserves</td>
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<td>Other Assets</td>
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<td>$27,159,604</td>
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<td><strong>Fixed Assets</strong></td>
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<td>Property &amp; Equipment Net of Accumulated Depreciation</td>
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<td>$13,846,468</td>
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<td><strong>Total Assets &amp; Fixed Assets</strong></td>
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<td>$41,006,072</td>
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<td><strong>Liabilities</strong></td>
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<td>Accounts Payable &amp; Other Short Term Liabilities</td>
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<td>Refundable Deposits</td>
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<td>Permanently Restricted</td>
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<td>$28,123,688</td>
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<td><strong>Total Liabilities and Net Assets</strong></td>
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<td>$41,006,072</td>
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</tbody>
</table>

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

<table>
<thead>
<tr>
<th></th>
<th>2012 Operating</th>
<th>2012 Restricted Funds</th>
<th>2011 Operating</th>
<th>2011 Restricted Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contract Services</td>
<td>$165,000</td>
<td>-</td>
<td>$165,000</td>
<td>-</td>
</tr>
<tr>
<td>Membership Dues</td>
<td>$212,146</td>
<td>-</td>
<td>$217,360</td>
<td>-</td>
</tr>
<tr>
<td>Loan Service Fees</td>
<td>$15,325</td>
<td>-</td>
<td>$86,718</td>
<td>-</td>
</tr>
<tr>
<td>Training/CEO Roundtables Fees</td>
<td>$76,019</td>
<td>-</td>
<td>$65,691</td>
<td>-</td>
</tr>
<tr>
<td>New Revolving Loan Fund Contracts</td>
<td>$-</td>
<td>-</td>
<td>-</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>Interest (Bank, Investments &amp; Notes)</td>
<td>$747</td>
<td>$651,449</td>
<td>$1,095</td>
<td>$611,879</td>
</tr>
<tr>
<td>Revolving Loan Fund Administration</td>
<td>$534,327</td>
<td>-</td>
<td>$550,669</td>
<td>-</td>
</tr>
<tr>
<td>Other</td>
<td>$70,817</td>
<td>$125,590</td>
<td>$69,265</td>
<td>$53,942</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$1,074,381</td>
<td>$777,039</td>
<td>$1,155,798</td>
<td>$1,665,821</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personnel</td>
<td>$682,947</td>
<td>-</td>
<td>$622,588</td>
<td>-</td>
</tr>
<tr>
<td>Revolving Loan Fund Administration</td>
<td>$-</td>
<td>$534,327</td>
<td>-</td>
<td>$550,669</td>
</tr>
<tr>
<td>Travel/General Admin./Training/CEO Roundtable</td>
<td>$69,816</td>
<td>-</td>
<td>$63,905</td>
<td>-</td>
</tr>
<tr>
<td>Equipment</td>
<td>$7,060</td>
<td>-</td>
<td>$105</td>
<td>-</td>
</tr>
<tr>
<td>Mailing/Printing/Office Supplies</td>
<td>$12,491</td>
<td>$814</td>
<td>$17,263</td>
<td>$930</td>
</tr>
<tr>
<td>Accounting/Auditing/Legal</td>
<td>$41,246</td>
<td>$1,129</td>
<td>$35,938</td>
<td>$4,014</td>
</tr>
<tr>
<td>Insurance (Business &amp; General Liability)</td>
<td>$12,732</td>
<td>$2,412</td>
<td>$11,787</td>
<td>$3,439</td>
</tr>
<tr>
<td>Telecommunications/Computer Services</td>
<td>$9,587</td>
<td>$859</td>
<td>$6,030</td>
<td>$516</td>
</tr>
<tr>
<td>Rent/Space Maintenance/Utilities</td>
<td>$77,823</td>
<td>$23,793</td>
<td>$82,800</td>
<td>$15,409</td>
</tr>
<tr>
<td>Membership &amp; Business Development</td>
<td>$84,905</td>
<td>-</td>
<td>$184,999</td>
<td>-</td>
</tr>
<tr>
<td>Depreciation &amp; Property Taxes</td>
<td>$36,777</td>
<td>$21,579</td>
<td>$33,930</td>
<td>$37,137</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$12,077</td>
<td>$88,670</td>
<td>$15,280</td>
<td>$2,434</td>
</tr>
<tr>
<td>Reserve Adjustment</td>
<td>$-</td>
<td>$300,000</td>
<td>-</td>
<td>$(164,000)</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$1,047,560</td>
<td>$(242,448)</td>
<td>$1,074,625</td>
<td>$(450,547)</td>
</tr>
<tr>
<td><strong>Change In Net Assets</strong></td>
<td>$26,821</td>
<td>$(81,173)</td>
<td>$811,733</td>
<td>$(1,215,274)</td>
</tr>
</tbody>
</table>
2012 KABA Membership Listing

Banking
Bank of America
Bank of Kenosha
BMO Harris Bank
Chase
Cole Taylor Bank
Community State Bank
Educators Credit Union
First American Bank
Gateway Mortgage Corporation
Johnson Bank
MB Financial Bank
PNC Bank
Southern Lakes Credit Union
Southport Bank
State Bank of the Lakes
Talmer Bank and Trust
Tri City National Bank

Business Services
3 Deep Breaths
Adecco
ADP
APEX Alarm Systems, Inc.
Badger Press
Photographics, Inc.
Batzner Pest Management, Inc.
C.H. Coakley & Company
Catalyst Exhibits, Inc.
Computer Technologies, Inc.
Copy Center
Dooley & Associates, LLC
Econoprint
Equity Creative Express Employment Professionals
Hallum Enterprises, Inc.
Heartland Payment Systems
Image Management LLC
ISTI, Inc.
Kelly Services
Knoll
Lee Hecht Harrison
Leitch Printing Corporation
Len Iaquinta’s Excellence in Communications, Inc.
Living As A Leader
M&M Office Interiors, Inc.
Martin Group
McTernan Wireless/Mobile One
Momentum BPA, Inc.
MRA
Mueller Communications, Inc.
OFFSITE, LLC
Otto Nelson Moving & Storage
Outstanding Graphics
Over The Top Cuisine
Platinum Systems, Inc.
Professional Services Group, Inc.
Promo540 LLC
QPS Employment Group
Ricoh
Simplified Staffing
Sodexo @ University of Wisconsin-Parkside
Stan’s Office Technologies
Suite Imagery, LLC
Terken, Inc.
The Bristol Group
The Colergét Conference Center
Unified Scrap
Winter Services, Inc.
Wisconsin Fuel & Heating

Construction & Related Industries
Bane-Nelson, Inc.
Berghammer Construction Corporation
Bukacek Construction
Camosy Construction
Cicchini Asphalt, LLC
Concrete Specialties Company - Kenosha
Dickow-Cyzak Tile Company
Electrical Contractors of Wisconsin, Inc.
Great Lakes Electric
Keller, Inc.
Lee Plumbing Mechanical Contractors, Inc.
Martin Petersen Co, Inc.
Pieper Electric, Inc.
 Plumbers and Steamfitters Local #118 U.A.
 Rasch Construction & Engineering, Inc.
 Riley Construction Company, Inc.
 RJ Underground, Inc.
The Bristol Group
Titan LED
United Scrap
Wisconsin Fuel & Heating

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

Government & Education
Carthage College
Central High School District of Westosha
City of Kenosha
Concordia University Wisconsin
Gateway Technical College
Herzing University
Kenosha County
Kenosha Unified School District No. 1
Sodexo @ University of Wisconsin-Parkside
St. Joseph Catholic Academy
State of WI Dept. Workforce Development - Job Service
Town of Paris
Town of Salem
Town of Somers
Town of Wheatland
University of Wisconsin - Parkside

Village of Bristol
Village of Paddock Lake
Village of Pleasant Prairie
Village of Silver Lake
Village of Twin Lakes
Wilmot Union High School District
Health Care & Related Industries
Abbott
Aurora Health Care
Bradshaw Medical Inc.
Business Health Care Group
Daniel R. Santarelli DDS
Dental Associates, Ltd., Kenosha
Doctors of Physical Therapy
Dr. Jeanne S. Vedder, M.D.
Dr. Steven Schwimmer, DO, SC
Drs. Ganesh & Bharathi Pulla
Frantal Dental Care
Hospice Alliance, Inc.
Hospira Worldwide Inc.
Kenosha Community Health Center, Inc.
Kenosha Radiology Center
Kenosha Visiting Nurse Association & Affiliates
Regulatory Compliance Associates Inc.
Sports Physical Therapy & Rehab Specialists
United Hospital System

Individual
Jerry Franke
Ronald R. Frederick
David Geertsen
Carl D. Holborn, JD MST
Rep. Samantha Kerkman
Wayne E. Koessl
County Executive Jim Kreuser
Michael Montemurro
Terry Nolan
Karl Ostby
Clifton Peterson, M.D.
Stanley Torstenson
Greg Wernisch
Russell Ziemann

Insurance, Legal & Financial Services
A.B. Schmitz Agency, Inc.
Alia, DuMez, Dunn & McTernan, S.C.
Ameriprise Financial Services, Inc.
Andrea & Orendorff, LLP
Baker Tilly Virchow Krause, LLP
Brookhouse & Hemsing Law Offices
CliftonLarsonAllen
David Insurance Agency
Davison Law Office, Ltd.
Ehlers and Associates, Inc.
Gateway Mortgage Corporation
Godfrey & Kahn S.C.
Godin Geraghty Puntillo Camilli, SC
Guttormsen, Hartley, Wilk & Higgins, LLP
Jenkins & Vojtisek, S.C.
Lindner & Marsack, S.C.
Madrigano, Aiello & Santarelli, LLC
Michael Best & Friedrich LLP
PPG Partners LLC
Reilly, Penner & Benton LLP
Reinhart Boerner Van Deuren S.C.
Sam Ruffolo Agency
Scott Olson, CPA, LLC
Seymour & Associates, S.C.
Tirabassi, Fellen & Clark, LLC
Trottier Insurance Group
Valeri Agency, Inc.
Villani, Becker & Larsen S.C.
Wegner CPAs
Wells Fargo Advisors
Whyte Hirschboeck Dudek S.C.

Manufacturing
Abatron, Inc.
Abbott
ACCO Brands
Air Flow Technology, Inc.
Albany-Chicago Company LLC
Allied Plastics, Inc.
Anderson Manufacturing Company, Inc.
Asyst Technologies, LLC
Badgerland Products, Inc.
Beckart Environmental, Inc.
BEI Electronics, LLC
Bio Fab Technologies, Inc.
Bothe Associates Inc.
Bradshaw Medical Inc.
Branko Perforating FWD., Inc.
Calumet Diversified Meats, Inc.
Centrisys Corporation
Contact Rubber Corporation
Converting Solutions, Inc.
Cordeck
Engendren Corporation
(f/k/a IEA, Inc.)
Expanded Technologies Corp.
Fair Oaks Farms, LLC
Finishing & Plating Service, Inc.
Five Star Fabricating, Inc.
GEM Manufacturing Inc.
Gerdau
Horizon Milling LLC
Industrial Toolz/Handi-Ramp
IRIS USA, Inc.
ITO Industries, Inc.
Jockey International, Inc.
Kenosha Beef International, Ltd.
Kenosha Lumber & Manufacturing Company, Inc.
Kirsan Engineering, Inc.
Lakeside Steel & Mfg. Co.
LMI Packaging Solutions, Inc.
Mikrotech, LLC
Monarch Plastics, Inc.
Norstan, Inc.
Northlake Engineering, Inc.
Ocean Spray Cranberries, Inc.
Ocenco, Inc.
Pacific Sands, Inc.
Parker Plastics, Inc.
POP Manufacturing
Powerbrace Corporation
PPC Industries, Inc.
Pride Abrasive, Inc.
Puratos Chocolate USA
R+D Custom Automation
Reflective Concepts, Inc.
Rust-Oleum Corporation
S.C. Johnson & Son
Sanmina-SCI
Snap-on Incorporated
ST Specialty Foods
The Metal Shop
United Technology Aerospace Systems-Electric Systems
Vista International Packaging, LLC
Wickeder Steel Company
Xten Industries, LLC

2012 KABA Membership Listing
## 2012 KABA Membership Listing

### Media
- Kenosha Community Media, Inc., Kenosha News

### Non-Profit
- Boys & Girls Club of Kenosha
- Goodwill Industries of Southeastern Wisconsin, Inc.
- 1.B.E.W. Local 127
- Jane Cremer Foundation
- Kenosha Achievement Center, Inc.
- Kenosha Area Chamber of Commerce, Inc.
- Kenosha Area Convention & Visitors Bureau
- Kenosha Area Family and Aging Services, Inc.
- Kenosha Common Markets, Inc.
- Kenosha Community Foundation
- Kenosha Country Club
- Kenosha Human Development Services, Inc.
- Lake County Partners
- Lemon Street Gallery & ArtSpace, Inc.
- Twin Lakes Area Chamber & Business Assoc., Inc.
- United Way of Kenosha County
- WHEDA
- Women and Children’s Horizons, Inc.

### Real Estate
- Ark Apartments, LLC
- Bear Realty Inc.
- CenterPoint Properties
- Clovis Point, LLC
- Darwin Realty & Development Corporation
- Garretto Real Estate LLC
- JAM Investment Properties, LLC
- Jank Group
- Landmark Title Corporation
- Lee & Associates of Illinois LLC
- Legacy Property Management Services, LLC
- Paddock Lake Heights
- Paine/Wetzel / TCN Worldwide
- Petretti Builders & Developers
- Pitts Brothers & Associates LLC
- Prudential Premier Properties
- RE/MAX Elite, Inc.-Mary Dixon
- The Club at Strawberry Creek
- Tri-State Realty, Ltd.
- WISPARK LLC
- Zilber Property Group

### Retail Establishments
- Ambrosia Juice Co.
- Best Western Kenosha
- Calumet Diversified Meats, Inc.
- Candlewood Suites
- Cast, LLC DBA Sazzy B
- Dickow-Cyzak Tile Company
- Flowers by Joseph, Inc.
- Good Vibrations, LLC
- Gordon Food Service
- Jelly Belly Candy Company
- Jess Beyer, lia sophia Advisor
- Jockey International, Inc.
- Kentucky Fried Chicken
- Lakeside Music, LLC
- Luigi’s Pizza Kitchen
- McTernan Wireless/Mobile One
- Mitchell Carpets
- Paielli’s Bakery, Inc.
- Palmen Auto Group
- Pleasant Prairie Premium Outlets
- Rode’s Camera & Photo Supplies
- Rustic Road Brewing Co.
- Spiegelhoff’s Supervalu
- Tenuta’s Delicatessen & Liquors, Inc.
- Total Furniture
- Triangle Appliance, Video & Carpeting Inc.
- Twin Lakes Country Club
- Golf Course
- Wilmot Mountain, Inc.

### Telecommunications & Utilities
- Kenosha Water Utility
- TDS
- We Energies

### Transportation, Distribution & Warehousing
- Affiliated Foods Midwest
- Associated Bag Company
- C.H. Coakley & Company
- C.H. Robinson Worldwide, Inc.
- Exel
- Gordon Food Service
- Heartland Produce Co.
- Hospira Worldwide Inc.
- Jay-Bee Collision Repair Center
- Jelly Belly Candy Company
- Jensen & Jensen, Inc.
- JHT Holdings, Inc.
- Mann Warehouse
- Otto Nelson Moving & Storage
- Pepsi Americas
- Pulera Collision Auto Care Center
- Rehrig Pacific Company
- SuperValu, Inc.
- Uline, Inc.
- Volkswagen Group of America, Inc.
- Yamaha Motor Corporation, USA
The Kenosha Area Business Alliance (KABA) is a public-private partnership.
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