



Brock Portilia
Director – Finance & Administration
Ph: 262.925.3468
bportilia@kaba.org

DATE: January 22, 2017

TO: Mr. David Geertsen, Finance Director
Kenosha County

FROM: Brock Portilia, Director – Finance & Administration
Kenosha Area Business Alliance, Inc.

SUBJECT: KABA 2016 4th Quarter Loan Reports

In accordance with the existing contracts between KABA and the County, we are pleased to provide the specific quarterly reports for the period ending December 31, 2016 for the following contracts:

1. Business Retention & Expansion Program Summary Report
2. EDA Revolving Loan Fund
3. County Revolving Loan Fund
4. CKC Revolving Loan Fund
5. High Impact Loan Fund

Should you have any questions or need additional information in the interim, please do not hesitate to call me at your convenience. Copies of these reports have also been sent to the other members of the County Finance Committee. Staff will be present at the County meeting when this is scheduled to respond to any questions or provide further clarification.

Brock

Enclosures

cc: Jim Kreuser, Kenosha County Executive
County Finance Committee

2016 BR|E SNAPSHOT

Presented by Heather Wessling, VP of Economic Development, at the January 17th, 2017 BOD meeting

The BR|E Program addresses business challenges and helps to provide solutions.

2016 BUSINESS ACHIEVEMENTS KENOSHA COUNTY

Executives responded to their company's greatest achievements in 2016. For example, 36 executives stated expanded growth for the company in 2016 is most significant achievement. Other achievement categories and responses are shared to the right:

BR|E - 2016 ON-SITE COMPANY VISITS (98 total visits)



36 BUSINESS GROWTH

Good Foods Group added nearly 200 employees in past three years.



EXPANSION/MODERNIZATION COMPLETE

Allied Plastics added 48,000 Square Feet and added larger machines so higher volume, bigger product can move through operations.



INNOVATION 12

Kenall launched Indigo- Clean, revolutionizing and marketing a process for continuous environmental disinfection.



BUSINESS CHALLENGES ENDED SUCCESSFULLY 12

Recent acquisitions and these companies retained operations in Kenosha County: Pfizer acquired Hospira, KemKrest acquired Unified Solutions, Inc., Standex purchased Northlake Engineering, BlackEagle Partners purchased Anderson manufacturing, Associated Wholesale Grocers acquired Affiliated Foods Midwest - these companies reported maintaining level of employment or reported slight increases.



NEW BUSINESS BRANCHES/LOCATIONS ADDED 9

Aurora, Cordeck, Five Star Fabricating, Iris USA, Meijer, Mosmatic Corporation, Platinum Systems and Regulatory Compliance Associates. Meijer in Pleasant Prairie has capacity to distribute to 60+ stores. Meijer completed 35 stores in the region in less than three years and ahead of proposed schedule to build more stores.

Southwire
The Blast Shop
Compass Minerals
ST Specialty Foods
Expanded Technologies
Ocean Spray
MG Design
EJOT
SERVPRO
Thyssen Krupp
Calumet Meats
Regulatory Compliance Associates
Abatron
American Job Shop
Anderson Manufacturing
Johnson Bank
Asyst Technologies
Asyst Automation
MG Design
Affiliated Foods Midwest
Gordon Food Service
Good Foods Group
SuperValu
InSinkErator
Niagara

Kenall
ZF Electronics
MRS
Rehrig Pacific
Monarch Plastics
Five Star Fabricating
Bone Dry Products
Puratos
OFFSITE
Meijer
Clark Dietz
Commercial Plastics
Gourmet Foods
International
Fair Oaks Farms
Volkswagen
L & M Corrugated
VPC Innovations
Puratos
Snap-On
Uline
Pacific Sands
Amazon
Industrial Toolz/Handi
Ramps
Commercial Plastics

Diegan & Associates
LMI Packaging
Visko Teepak
Frier Manufacturing
Honeywell
Cordeck
Toolamation
Riley Construction
Leeward & Associates
Medtorque
Hanna Cylinders
Kenosha Metal Products
EMCO Chemical
Doheny's
The Metal Shop
Kem Krest/Formerly USI
UTC Aerospace
Glacier State Distribution
Contact Rubber Corporation
United Hospital System
The Blast Shop
ARVATO Digital Services
Wilmot Mountain Resort
Martin Petersen Company
Specialized Accounting

Services
FNA Group
Pfizer
Volkswagen
Tecomet
Kenosha Beef
Five Star Fabricating
Thomey & Associates
Ariens
P.O.P Manufacturing, Inc.
Mondi Akrosil
KUSD
Kitchen Cubes
American Girl
Anderson Manufacturing
Rust-Oleum
AquaTerra
Capstone-AWG (AWG Acquired AFM)
Good Foods Group
VONCO
OEMMCO
Northlake Engineering
Colbert Packaging
Stein's Hangar
Lotus Lights

KENOSHA AREA BUSINESS ALLIANCE
EDA/Revolving Loan Fund
Quarterly Status Report *

Period October 1, 2016 through December 31, 2016

Bank Account Balance as of 10/1/16:	\$ 574,344.02
Plus Loan Principal & Interest Received:	\$ 129,511.11
Plus Bank Interest Income:	\$ 132.97
Plus CD Proceeds (Incl. Interest):	\$ -
Less Loan Disbursements:	\$ -
Less CD Purchases:	\$ -
Less Bank/Loan/Service/Legal Expenses:	\$ 303.75
Less Administrative Allocation for 2016:	\$ 58,578.63
Balance In Bank Account as of 12/31/16:	<u>\$ 645,105.72</u>
Less Outstanding Commitments as of 12/31/16:	\$ -
Less Approved Loans (Commitments Pending):	\$ -
Balance Available for Loans:	<u><u>\$ 645,105.72</u></u>

* There were no loans in arrears as of this report date.

* See attached summary for all active loans in this account.

KENOSHA AREA BUSINESS ALLIANCE, INC. AND ITS SUBSIDIARY
LOAN FUND/ADVANCE RECEIVABLE ANALYSIS SCHEDULE
For the Twelve Months Ended December 31, 2016

	Original Principal Balance	Principal Balance at 1/1/2016	Current Year Borrowings	Principal Receipts YTD 12/31/2016	Interest Receipts YTD 12/31/2016	Principal Balance 12/31/2016	Current Interest Rate
EDA/County Revolving Loan Fund (EDA/CLF)							
Richard D. Bushey	\$ 135,000.00	\$ 12,130.62		\$ 12,130.62	\$ 259.23	\$ (0.00)	4.25%
Bradshaw Medical, Inc.	\$ 400,000.00	\$ 56,934.26		\$ 52,488.61	\$ 990.23	\$ 4,445.65	3.00%
Corporate Drive Properties, LLC	\$ 250,000.00	\$ 167,735.16		\$ 11,724.56	\$ 6,496.00	\$ 156,010.60	4.00%
Five Star Coatings, Inc.	\$ 400,000.00	\$ 138,130.81		\$ 45,558.17	\$ 4,696.03	\$ 92,572.64	4.00%
Drill Properties, LLC	\$ 228,000.00	\$ 159,822.73		\$ 159,822.73	\$ 3,497.85	\$ -	4.00%
Bradshaw Medical, Inc.	\$ 400,000.00	\$ 127,813.59		\$ 43,876.92	\$ 3,234.36	\$ 83,936.67	3.00%
Bradshaw Medical, Inc.	\$ 250,000.00	\$ 157,468.70		\$ 24,318.89	\$ 4,391.47	\$ 133,149.81	3.00%
ROA, LLC	\$ 145,000.00	\$ 129,263.04		\$ 5,136.79	\$ 6,346.49	\$ 124,126.25	5.00%
Converting Solutions, Inc.	\$ 123,000.00	\$ 84,827.82		\$ 84,827.82	\$ 1,627.58	\$ -	4.50%
Hanna Cylinders, LLC	\$ 750,000.00	\$ 551,560.16		\$ 103,270.09	\$ 16,396.43	\$ 448,290.07	3.25%
Quest 8201, LLC	\$ 550,000.00	\$ 528,441.41		\$ 18,841.54	\$ 22,094.54	\$ 509,599.87	4.25%
Allied Partners	\$ 750,000.00	\$ 723,535.29		\$ 27,300.77	\$ 24,888.55	\$ 696,234.52	3.50%
GFI Midwest, LLC	\$ 750,000.00	\$ 750,000.00		\$ 59,157.07	\$ 20,577.53	\$ 690,842.93	3.00%
Total	\$ 5,131,000.00	\$ 3,587,663.59	\$ -	\$ 648,454.58	\$ 115,496.29	\$ 2,939,209.01	

KENOSHA AREA BUSINESS ALLIANCE
County Revolving Loan Fund
Quarterly Status Report *

Period October 1, 2016 through December 31, 2016

Bank Account Balance as of 10/1/16:	\$ 1,039,647.46
Plus Loan Principal & Interest Received:	\$ 46,813.69 ⁽¹⁾⁽²⁾
Plus Bank Interest Income:	\$ 457.78
Plus CD Proceeds (Incl. Interest):	\$ -
Less Loan Disbursements:	\$ -
Less CD Purchases:	\$ -
Less Bank/Loan/Service/Legal Expenses:	\$ 753.75
Less Administrative Allocation for 2016:	\$ -
Balance In Bank Account as of 12/31/16:	<u>\$ 1,086,165.18</u>
Less Outstanding Commitments as of 12/31/16:	
Less Approved Loans (Commitments Pending):	\$ -
Balance Available for Loans:	<u><u>\$ 1,086,165.18</u></u>

(1) Paddock Lake Heights in Default; legal counsel working on collection

(2) ITO Industries in Default; management pursuing several resolutions

* See attached summary for all active loans in this account.

KENOSHA AREA BUSINESS ALLIANCE, INC. AND ITS SUBSIDIARY
LOAN FUND/ADVANCE RECEIVABLE ANALYSIS SCHEDULE
For the Twelve Months Ended December 31, 2016

	Original Principal Balance	Principal Balance at 1/1/2016	Current Year Borrowings	Principal Receipts YTD 12/31/2016	Interest Receipts YTD 12/31/2016	Principal Balance 12/31/2016	Current Interest Rate
County Revolving Loan Fund (CRLF)							
ITO Industries	\$ 472,960.70	\$ 147,152.94		\$ 27,294.50	\$ 4,777.10	\$ 119,858.44	5.75%
Five Star Coatings Group, Inc.	\$ 472,375.00	\$ 161,515.57		\$ 53,794.16	\$ 4,109.80	\$ 107,721.41	3.00%
Mills Hotel Kenosha, LLC	\$ 800,000.00	\$ 562,102.10		\$ 36,748.01	\$ 16,360.51	\$ 525,354.09	3.00%
Paddock Lake Heights, LLC	\$ 187,500.00	\$ 171,103.49		\$ -	\$ -	\$ 171,103.49	4.25%
Catalyst Exhibits, Inc.	\$ 625,000.00	\$ 159,535.89		\$ 159,535.89	\$ 1,934.29	\$ (0.00)	3.00%
OFFSITE, LLC	\$ 200,000.00	\$ 174,055.89		\$ 7,655.96	\$ 6,822.88	\$ 166,399.93	4.00%
Better World Realty, LLC	\$ 500,000.00	\$ 444,871.02		\$ 18,908.11	\$ 17,450.69	\$ 425,962.91	4.00%
ROA, LLC	\$ 31,601.38	\$ 31,201.66		\$ 1,239.83	\$ 1,531.93	\$ 29,961.83	5.00%
Hanna Cylinders	\$ 120,000.00	\$ 88,249.16		\$ 16,523.07	\$ 2,623.41	\$ 71,726.09	3.25%
Allied Plastics	\$ 158,364.00	\$ 127,545.58		\$ 127,545.58	\$ 1,621.33	\$ -	3.50%
Total	\$ 3,567,801.08	\$ 2,067,333.30	\$ -	\$ 449,245.11	\$ 57,231.94	\$ 1,618,088.19	

KENOSHA AREA BUSINESS ALLIANCE
CKC/Revolving Loan Fund
Quarterly Status Report *

Period October 1, 2016 through December 31, 2016

Bank Account Balance as of 10/1/16:	\$ 3,688,059.62
Plus Loan Principal & Interest Received:	\$ 34,875.96
Plus Bank Interest Income:	\$ 1,781.78
Plus CD Proceeds (Incl. Interest):	\$ -
Less Loan Disbursements:	\$ -
Less CD Purchases:	\$ -
Less Bank/Loan/Service/Legal Expenses:	\$ -
Less Administrative Allocation for 2016:	\$ 101,346.56
Balance In Bank Account as of 12/31/16:	<u>\$ 3,623,370.80</u>
Less Outstanding Commitments as of 12/31/16:	\$ -
Less Approved Loans (Commitments Pending):	\$ 1,000,000.00
Balance Available for Loans:	<u><u>\$ 2,623,370.80</u></u>

* There were no loans in arrears as of this report date.

* See attached summary for all active loans in this account.

KENOSHA AREA BUSINESS ALLIANCE, INC. AND ITS SUBSIDIARY
LOAN FUND/ADVANCE RECEIVABLE ANALYSIS SCHEDULE
For the Twelve Months Ended December 31, 2016

	Original Principal Balance	Principal Balance at 1/1/2016	Current Year Borrowings	Principal Receipts YTD 12/31/2016	Interest Receipts YTD 12/31/2016	Principal Balance 12/31/2016	Current Interest Rate
Consolidated Kenosha County/RLF (CKC/RLF)							
Corporate Drive Properties, LLC	750,000.00	503,280.58		35,178.79	19,490.93	468,101.79	4.00%
Allied Plastics	750,000.00	604,046.61		604,046.61	7,678.79	0.00	3.50%
Quest 8201, LLC	750,000.00	720,601.88		25,693.01	30,128.95	694,908.87	4.25%
MIKA Brands	316,000.00	-	316,000.00	3,672.53	3,580.51	312,327.47	4.50%
Total	\$ 2,566,000.00	\$ 1,827,929.07	\$ 316,000.00	\$ 668,590.94	\$ 60,879.18	\$ 1,475,338.13	

**KENOSHA AREA BUSINESS ALLIANCE
High Impact Loan Fund
Quarterly Status Report ***

Period October 1, 2016 through December 31, 2016

Bank Account Balance as of 10/1/16:	\$ 1,181,522.60
Plus Loan Principal & Interest Received:	\$ -
Plus Bank Interest Income:	\$ 553.85
Plus Funds Received from County	\$ -
Plus CD Proceeds (Incl. Interest):	\$ -
Less Loan Disbursements:	\$ 500,000.00
Less CD Purchases:	\$ -
Less Bank/Loan/Service/Legal Expenses:	\$ 101.25
Balance In Bank Account as of 12/31/16:	<u>\$ 681,975.20</u>
Less Outstanding Commitments as of 12/31/16:	
Less Approved Loans (Commitments Pending):	\$ 900,000.00
Balance Available for Loans (Existing Funds):	<u><u>\$ (218,024.80)</u></u>

* There were no loan defaults as of this report date.

* See attached summary for all active loans in this account.

KENOSHA AREA BUSINESS ALLIANCE, INC. AND ITS SUBSIDIARY
LOAN FUND/ADVANCE RECEIVABLE ANALYSIS SCHEDULE
For the Twelve Months Ended December 31, 2016

	Original Principal Balance	Principal Balance at 1/1/2016	Current Year Borrowings	Principal Receipts YTD 12/31/2016	Interest Receipts YTD 12/31/2016	Principal Balance 12/31/2016	Current Interest Rate
High Impact Economic Development Fund							
Advance Receivable (HI)							
Bradshaw Medical, Inc.	\$ 250,000.00	\$ 250,000.00		\$ -	\$ -	\$ 250,000.00	3.25%
Hanna Cylinders, LLC	\$ 250,000.00	\$ 250,000.00		\$ -	\$ -	\$ 250,000.00	3.25%
Kenall Manufacturing	\$ 500,000.00	\$ 1,000,000.00		\$ -	\$ -	\$ 1,000,000.00	3.25%
Niagara Bottling, LLC	\$ 175,000.00	\$ 175,000.00	\$ 175,000.00	\$ -	\$ -	\$ 350,000.00	3.25%
InSinkErator	\$ 312,500.00	\$ 625,000.00		\$ -	\$ -	\$ 625,000.00	3.25%
GFI Midwest, LLC	\$ 100,000.00	\$ 100,000.00		\$ -	\$ -	\$ 100,000.00	3.00%
Colbert Packaging	\$ 250,000.00	\$ -	\$ 250,000.00	\$ -	\$ -	\$ 250,000.00	3.50%
Vonco Products						\$ -	
Ariens Company	\$ 250,000.00	\$ -	\$ 250,000.00	\$ -	\$ -	\$ 250,000.00	3.50%
Total	\$ 2,087,500.00	\$ 2,400,000.00	\$ 675,000.00	\$ -	\$ -	\$ 3,075,000.00	