

MENOMONEE VALLEY PROSPECT DATA SHEET

SECTION I-PROSPECT/APPLICANT INFORMATION	
Legal Name:	Kinnier Industries Inc dba Badger Railing
Trade Name:	
Address:	1611 W. Canal Street
City, State, Zip:	Milwaukee, WI 53233
SIC or NAICS	SIC 3446
SECTION II-BUSINESS INFORMATION	
Primary Product or Service: Ornamental Ironwork, Railings, Fences, Steel Stairs, Miscellaneous Metals	
Total Company Employment: 27	Full Time: 27 Part Time:
Total Wisconsin Employment: 27	Full Time: 27 Part Time:
Total Project Location	
Employment at Occupancy: 29	Full Time: 29 Part Time:
SECTION III-MARKET INFORMATION	
Three Major Customers In Southeastern Wisconsin:	% OF SALES
1. Cardinal Fabricating Corporation	9.45
2. Victory Steel	8.63
3. VJS Construction	8.29
Three Major Customers Outside Of Southeastern Wisconsin:	% OF SALES
1. Ryan Company, Minneapolis, MN	1.22
2. Skanska, Portage, MI	1.00
3. Skipper Marine Development, Winthrop Harbor, IL	.40
Three Major Suppliers	Location (City and State):
1. Namasco	Dubuque, Iowa
2. Diamond Industries	Milwaukee, WI
3. R&B Wagner	Milwaukee, WI
Brief Market Position Description:	
Custom fabrication and installation of miscellaneous steel products.	
SECTION IV-PROJECT INFORMATION	
Acreage of Project: 1.7 acres (29% coverage ratio)	Square Footage of Project Facility: 21,600 SF
Brief Project Summary (including proportions of manufacturing and office uses on property):	
Construction of a manufacturing facility with 17,800 square feet of manufacturing space and 3,800 square feet of office space.	
Break ground by: Fall 2006	Begin production by: Spring 2007
Have you identified any members of your project construction team? (Construction firm, architect, etc.) <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
If yes, please list and indicate if any members of the team are LEED™ certified. (For info see www.usgbc.org/LEED/)	
Although MSI General Corporation is not LEED Certified, they have the skills and experience necessary to incorporate general green building concepts and construct the proposed new building for Badger Railing by following the design guidelines approved by RACM.	

SECTION VI-PROJECTED EMPLOYMENT							
Full Time Positions Only (2,080 hours/year)							
Existing Positions		Position Title	Positions Created				
Avg. Hourly	Number of Existing		Avg. Starting Hourly	Year One Number Created	Year Two Number Created	Year Three Number	Total Number Created
28.25	2	Owner/Management	25.00	0	0	0	0
21.90	2	Accounting/Admin	15.00	0	0	0	0
27.25	1	Estimating	20.00	0	1	0	1
20.00	3	Drafting	17.00	0	1	0	1
28.00	1	Shop Super	20.00	0	1	0	1
11.15	6	General Shop	9.00	1	1	1	3
26.00	7	Fabricating	11.00	2	2	2	6
12.25	2	Painting					
32.00	3	Installation					
	27	TOTAL			6	3	14
\$21.67 per hour		Weighted Average Wage (Existing / Year One)	\$20.54 per hr				

SECTION VII-BENEFIT INFORMATION			
Check the Health Insurance Provided to Employees:	<input type="checkbox"/> None	<input checked="" type="checkbox"/> Individual	<input checked="" type="checkbox"/> Family
Percent of Health Insurance Premium Paid by Company:		70 %	After 2 % years 40%; 3 years+ 70%
Other Benefits Provided to the Majority of the Workforce: <input checked="" type="checkbox"/> Life Insurance <input type="checkbox"/> Pension <input type="checkbox"/> 401(k) <input type="checkbox"/> Childcare <input checked="" type="checkbox"/> Tuition Reimbursement <input checked="" type="checkbox"/> Other: (Specify)			
IRA accounts with 33% employer contribution match; worker training and internal promotions practices; holiday and vacation pay; incentive programs;			
Will new employees be provided with substantially the same benefits as described above: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			
Brief description of any training or internal advancement programs you have to develop your workforce. Promote employees from within, reimburse for books and tuition on classes to improve their skills.			