



AREA CHAMBER OF COMMERCE

**Board of Directors Meeting  
Monday, November 25, 2019**

**Chamber WIFI: -19visitingjacc17- (dashes are part of the code)**

*The Mission of the Joplin Area Chamber of Commerce is to improve the economic prosperity and quality of life in the Joplin region; and to be the principal advocate for, and provider of services to, its business community.*

*Our Vision: We are the value-centered destination community that progressively nurtures its business, education, and overall vitality while enriching the lives of families and all who live, work, and play here.*

## **AGENDA**

**12:00 Call To Order: Welcome – Jerrod Hogan**

**12:05 Consent Calendar – Jerrod Hogan**

**Approve Agenda – Jerrod Hogan**

**Approve Minutes – October – Jerrod Hogan**

**Approve Financials – October – Debby, Tonya & Jerrod Hogan**

## **Division Reports**

**12:15 Business - Toby**

- Discussion regarding Chamber sponsorship restructuring: from event sponsorships to investments in actions with outcome reporting
- Feedback regarding Joplin Community Resource guide - continue or discontinue?
- \$325,000 MOBEC grant submission for entrepreneurial ecosystem development
- City of Joplin happenings: Tobacco 21 ordinance, Casey's Chapter 100 bonds, Menards TIF, City Council elections in April
- Innovation Center Missouri Tax Credits

**12:40 Today's Board Challenge - Toby**

- \$52,574 In Innovation Center Missouri tax credits still available

**12:50 Adjourn to Executive Session**

- Any other matters that may properly come to the Executive Board.

**Next Meeting: Monday, December 16, 2019, Chamber Office, Liberty Room  
Meeting begins at 12:00 PM**

Joplin Area Chamber of Commerce  
Board of Directors Meeting  
October 28, 2019

Minutes

Attending: Todd Chenault, Jeremy Drinkwitz, Vickie Dudley, Mike Gray, Rick Grise, Mark Johnson, Betsy Kissel, Julie Larson, Jennifer Little, Dan Pekarek, Kelli Perigo, Katrina Richards, Melissa Smith

Absent: Gina Atteberry, John Bartosh, Brent Baker, Jim Dalrymple, Brandon Davis, Donovan Edwards, Chad Greer, Jacqueline Hackett, Jerrod Hogan, Brad Hodson, Betsy Kissel, Julie Larson, Dr. Alan Marble, Dr. Melinda Moss, Bill Reiboldt, Mayor Gary Shaw, Dustin Storm

Staff: Debby Chaligoj, Lisa Kelly, Reggie Powers, Erin Slifka, Loni Smith, Toby Teeter

Introduction of Tony Robyn, Director of Business Retention and Attraction.

I. Kelli Perigo, Call to Order

A. Jeremy Drinkwitz moved to accept the consent agenda as proposed and seconded by Todd Chenault, contingent on an email vote for a quorum. Motion passed.

B. Todd Chenault moved to approve the September minutes and seconded by Jeremy Drinkwitz, contingent on an email vote for a quorum. Motion passed. Vote contingent on email votes. Lisa to send an email.

C. Financials presented by Debby. Financials were in your Board packet; please see them for the details. Debby briefly went over the financials. Toby added the cash position is sharply lower from last year because in June the balance of \$120,000 debt was paid off. This was to avoid interest payments. Receivables are coming in, in the next 30-60 days, including \$57,000 for MTC. Also coming in is the Crowder lease payment. Mark Johnson asked about the airline payment. Toby stated this is invoiced quarterly and we have not received one yet. Nothing has been paid to date yet. Todd Chenault moved to approve the September financials and seconded by Vickie Dudley, Motion passed contingent on an email vote for a quorum.

II. Division Reports, Toby Teeter

The division reports were included in your packet. Please see them for details. Toby briefly went through the reports. Toby stated \$28,000 left over from 2018-19 ED funding is being taken to an outside agency to spend on the "Choose Joplin" campaign. Choose Joplin campaign is to attract business and talent. We now have a fiscal budget for the next fiscal year to fund and distribute the content for both business and talent attraction. Toby added we will be sending out care boxes for the recruitment of businesses. These will contain place-making products from the community. Items might include Candy House candy, Bearded Lady coffee, imagery products and a letter from the Mayor and President of the Chamber. These welcome to Joplin packages will go to executives who are looking at possibly locating to Joplin, including Menards and Hyvee.

III. Business

A. Prop B Update. Toby stated the election is on November 5. Dustin Storm produced a 30-second video. This was pushed out on Facebook and Instagram. Joplin Globe did a full page on this and there was also an ad to go along with it.

B. Board to vote to endorse Tobacco 21. This is a community-wide effort. There will be a presentation to City Council to be passed as an ordinance, which is modeled after Springfield. For our membership, we do not have any vape shops as members. Casey's is the only member that this

might affect, but minimally. For healthcare, there is a \$3,000 higher cost for smokers vs nonsmokers per employee. Joplin has a much higher smoking rate than the state and Missouri is higher than the national average.

C. Spiva Director Discussion. This is information only at this point. The Chamber has a few external employees who are on our payroll and benefits package but not employees of the Chamber. Spiva is looking to hire a Director. The quality of candidates is top tier. To be able to get one of these candidates will require a substantial package. This will be just for their director.

D. One Joplin. Foundation Board voted to approve the contract with One Joplin and become their fiscal agent. The two caveats to the approval are: Their Executive Committee would be responsible for any additional costs to insure that Board. They would need to have a written plan on who would be responsible for fulfilling their existing obligations if they were to decide on a change of their day-to-day Executive Director. They have produced both of those documents. One Joplin will be required to produce its own entity that is insurable.

#### IV. Today's Board Challenge, "Get Engaged"

A. Prop B financial contributions.

B. Tax credits for the NIC had \$65,000 now reduced by \$12,500. These have to be completed by the end of December.

#### V. Adjourn to Executive Session

Respectfully Submitted by:

Lisa Kelly

Executive Assistant

Toby Teeter

President

# Joplin Area Chamber of Commerce

## Finance Executive Summary

Period Ending: October 31, 2019

By: Tonya Sprengle, CFO and Debby Chaligoj, Finance Manager

### Chamber:

- Cash Position: Average.
- Accounts Receivable: \$14,970.98
- Deferred Income 19/20 Fiscal Year: \$109,178.29
- Deferred Income 20/21 Fiscal Year: \$35,726.33
- Net Income YTD: \$75,079.11 Includes Membership Dues \$221,638.29 and New Member Dues \$15,661.14

### Foundation / Innovation Center:

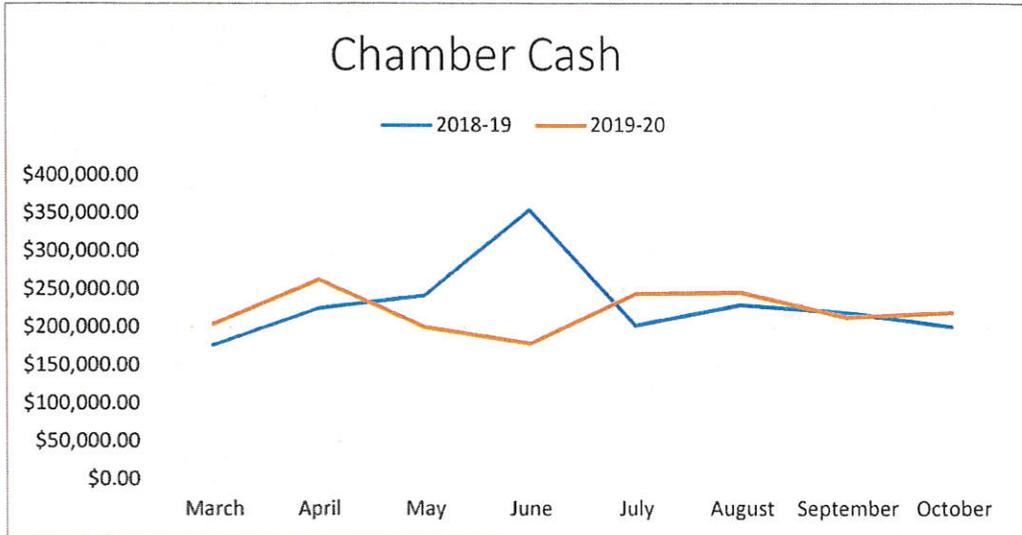
- Cash Position Foundation: Low
- Cash Position Innovation Center: Low
- Accounts Receivable: \$9,549.63
- Notes Receivable-BRF Loans: MEs Place-current balance of \$5,623.34
- Deferred Income 20/21 Fiscal Year: \$9886.46
- Line of Credit-US Bank-ATTC: Balance of \$0
- Line of Credit-US Bank-NIC: Balance of \$0
- Net Income YTD: (\$182,582.18)

### Economic Development:

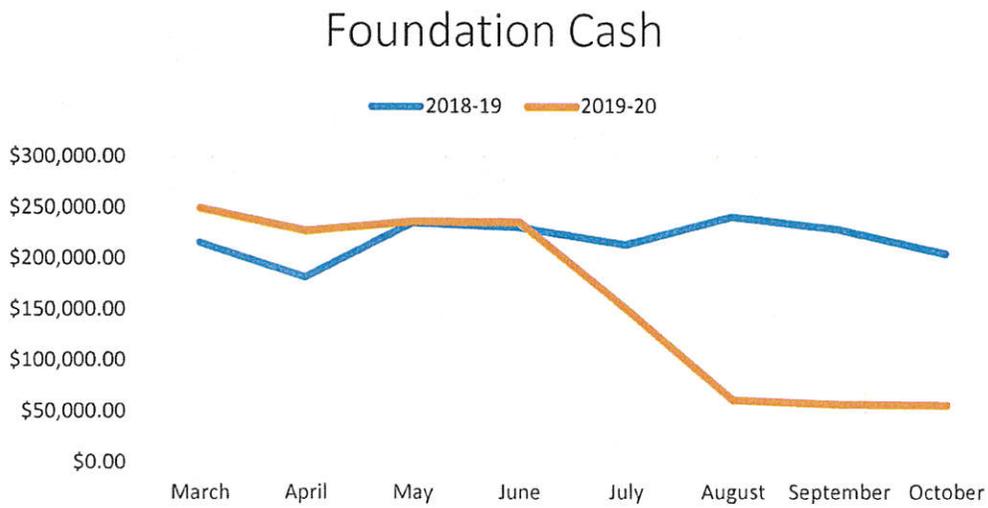
(for City's Fiscal Year ending October 31, 2019)

- General Expenses Budget: \$200,000.
- Regional/MOKAN Budget: \$50,000.
- Due from City: \$115,814.52
- Due to Chamber: \$98,210.37
- Due to MOKAN: \$879.66 for ED charges paid on MOKAN credit card.

Cash Flow Comparison  
2018-19 to 2019-20  
Year end through October



June Variance-Transferred 2018-19 2nd Qtr Administration Fee



# Aged Open A/R Invoice Listing

As of 10/31/2019

## A/R Listing

Count:						Total Invoice Amounts:	34,108.33
	<u>Oct. 2019</u>	<u>Sep. 2019</u>	<u>Aug. 2019</u>	<u>Jul. 2019</u>	<u>Jun. 2019...</u>		
Count:	29	38	5	8	14		
Amount:	16,084.93	6,893.01	1,243.34	4,134.17	4,778.88		
% of Total Amount:	48.54%	20.80%	3.75%	12.48%	14.42%		
						Total Open Amounts:	33,134.33

**DUE FROM (TO) ACCOUNT DETAILS**

Date	Memo	Amount
	<b>ED Due to Chamber</b>	
9/30/2019	City ED Bill Sept 2019	44,500.03
10/31/2019	City ED Bill Octt 2019	53,435.43
10/25/2019	Cell Phone Services - Nov 2019 ED	274.91
		<u>98,210.37</u>
	<b>Chamber Due to Foundation</b>	
09/13/2019	Rebrand Sponsorship	(2,000.00)
09/24/2019	Credit Card reimbursements from Chamber	(4,007.58)
09/25/2019	Foundation Bills Paid by Chamber	581.12
09/20/2019	Charges on Chamber Credit Card	133.26
09/30/2019	Voluntary Contributions	(1,165.00)
09/30/2019	Foundation Service Fee	4,500.00
09/30/2019	August NIC/ATTC Admin Fee	12,500.00
10/30/2019	Credit Card reimbursements from Chamber	(6,451.58)
10/30/2019	Foundation Bills Paid by Chamber	633.67
10/30/2019	Charges on Chamber Credit Card	60.55
10/30/2019	Voluntary Contributions	(690.00)
10/30/2019	Foundation Service Fee	4,500.00
10/30/2019	August NIC/ATTC Admin Fee	12,500.00
10/30/2019	Missouri Technology Grant	(56,159.50)
		<u>(35,065.06)</u>
	<b>JCC Due to Chamber</b>	
05/31/2019	May 2019 Service Fee	250.00
06/30/2019	June 2019 Service Fee	250.00
07/31/2019	July 2019 Service Fee	250.00
08/31/2019	Aug 2019 Service Fee	250.00
09/30/2019	Sept 2019 Service Fee	250.00
10/31/2019	Oct 2019 Service Fee	250.00
08/30/2019	Sec of State-Biennial Registration Report	71.75
		<u>1,571.75</u>
	<b>JCIDA Due to Chamber</b>	
10/31/2019	Oct Admin Fee	100.00
		<u>100.00</u>
	<b>JIDA Due to Chamber</b>	
10/31/2019	Oct Admin Fee	600.00
		<u>600.00</u>
	<b>MOCAP Due to Chamber</b>	
10/31/2018	MO Sec of State Registration	26.45
10/7/2019	TS-Website Security Essential 1 Qtr to lean up website	20.97
		<u>47.42</u>
	<b>JRP/MOKAN Due to Chamber</b>	
10/18/2019	Network Solutions-MOKAN-Website	7.98
10/31/2019	Monthly Service Fee	14,166.67
		<u>14,174.65</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of October 31, 2019

	<u>Oct 31, 19</u>	<u>Oct 31, 18</u>	<u>\$ Change</u>
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
US Bank - Checking	220,058.04	201,009.49	19,048.55
Total Checking/Savings	<u>220,058.04</u>	<u>201,009.49</u>	<u>19,048.55</u>
Accounts Receivable			
Accounts Receivable	14,970.98	26,596.58	-11,625.60
Total Accounts Receivable	<u>14,970.98</u>	<u>26,596.58</u>	<u>-11,625.60</u>
Other Current Assets			
Due From (To) Staff	-2.09	0.00	-2.09
Petty Cash	250.00	250.00	0.00
Due From (To) Other Funds			
Due From (To) ED	98,210.37	0.00	98,210.37
Due From (To) Foundation	-35,065.06	44,577.75	-79,642.81
Due From (To) JCC	1,571.75	0.00	1,571.75
Due From (To) JCIDA	100.00	0.00	100.00
Due From (To) JIDA	600.00	0.00	600.00
Due From (To) MOCAP	47.22	0.00	47.22
Due From (To) MOKAN	14,174.65	0.00	14,174.65
Due From (To) One Joplin	26.25	0.00	26.25
Due From (To) Other Funds - Other	0.00	12,897.75	-12,897.75
Total Due From (To) Other Funds	<u>79,665.18</u>	<u>57,475.50</u>	<u>22,189.68</u>
Deposit - 2nd Class Mail	0.00	1,386.29	-1,386.29
Deposit - Bulk Mail	342.91	2,918.97	-2,576.06
Prepaid Expenses	386.10	471.68	-85.58
Prepaid Insurance	6,980.90	7,488.32	-507.42
Total Other Current Assets	<u>87,623.00</u>	<u>69,990.76</u>	<u>17,632.24</u>
Total Current Assets	<u>322,652.02</u>	<u>297,596.83</u>	<u>25,055.19</u>
Fixed Assets			
Furniture & Equipment	12,192.90	14,772.56	-2,579.66
Interior	17,560.38	23,079.04	-5,518.66
320 East 4th - Building	205,588.18	219,844.37	-14,256.19
Grounds	117.70	628.21	-510.51
Land	76,562.56	76,562.56	0.00
Improvements in Progress	10,539.46	0.00	10,539.46
Website Development	1,100.00	0.00	1,100.00
Total Fixed Assets	<u>323,661.18</u>	<u>334,886.74</u>	<u>-11,225.56</u>
<b>TOTAL ASSETS</b>	<u><u>646,313.20</u></u>	<u><u>632,483.57</u></u>	<u><u>13,829.63</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
Accounts Payable	3,213.11	21,944.85	-18,731.74
Total Accounts Payable	<u>3,213.11</u>	<u>21,944.85</u>	<u>-18,731.74</u>
Credit Cards			
US Bank - Credit Card	5,585.35	0.00	5,585.35
Total Credit Cards	<u>5,585.35</u>	<u>0.00</u>	<u>5,585.35</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of October 31, 2019

	<u>Oct 31, 19</u>	<u>Oct 31, 18</u>	<u>\$ Change</u>
Other Current Liabilities			
Due To United Way	288.00	0.00	288.00
Deferred Income - Renewal Dues			
November - Current Fiscal Year	25,074.01	0.00	25,074.01
December - Current Fiscal Year	24,003.78	0.00	24,003.78
January - Current Fiscal Year	21,315.51	0.00	21,315.51
February - Current Fiscal Year	20,006.66	0.00	20,006.66
March - Current Fiscal Year	18,778.33	0.00	18,778.33
April - Next Fiscal Year	9,613.27	0.00	9,613.27
May - Next Fiscal Year	8,275.38	0.00	8,275.38
June - Next Fiscal Year	6,310.80	0.00	6,310.80
July - Next Fiscal Year	4,754.66	0.00	4,754.66
August - Next Fiscal Year	4,191.98	0.00	4,191.98
September - Next Fiscal Year	2,169.91	0.00	2,169.91
October - Next Fiscal Year	410.33	0.00	410.33
Deferred Income - Renewal Dues - Other	0.00	31,221.25	-31,221.25
Total Deferred Income - Renewal Dues	144,904.62	31,221.25	113,683.37
Deferred Income - New Members			
November - Current Fiscal Year	2,398.53	0.00	2,398.53
December - Current Fiscal Year	2,127.19	0.00	2,127.19
January - Current Fiscal Year	1,738.55	0.00	1,738.55
February - Current Fiscal Year	1,519.38	0.00	1,519.38
March - Current Fiscal Year	1,337.30	0.00	1,337.30
April - Next Fiscal Year	1,170.63	0.00	1,170.63
May - Next Fiscal Year	1,064.80	0.00	1,064.80
June - Next Fiscal Year	677.93	0.00	677.93
July - Next Fiscal Year	599.17	0.00	599.17
August - Next Fiscal Year	465.84	0.00	465.84
September - Next Fiscal Year	338.13	0.00	338.13
October - Next Fiscal Year	67.92	0.00	67.92
Deferred Income - New Members - Other	0.00	1,257.50	-1,257.50
Total Deferred Income - New Members	13,505.37	1,257.50	12,247.87
Deferred Income - Face 2 Face	0.00	2,500.00	-2,500.00
Deferred Income - President's	0.00	1,000.00	-1,000.00
Deferred Income - Milestone	0.00	1,000.00	-1,000.00
Deferred Income - Banquet	0.00	2,780.00	-2,780.00
Deferred Income - Morning Brew	0.00	1,400.00	-1,400.00
Deferred Income - Member Emails	0.00	800.00	-800.00
Total Other Current Liabilities	158,697.99	41,958.75	116,739.24
Total Current Liabilities	167,496.45	63,903.60	103,592.85
Total Liabilities	167,496.45	63,903.60	103,592.85
Equity			
Retained Earnings-Prior	0.00	395,171.77	-395,171.77
Unrestricted Net Assets	403,737.64	2,396.90	401,340.74
Net Income	75,079.11	171,011.30	-95,932.19
Total Equity	478,816.75	568,579.97	-89,763.22
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>646,313.20</b>	<b>632,483.57</b>	<b>13,829.63</b>

Joplin Area Chamber of Commerce

Statement of Operations

April through October 2019

	Current/Prior Year Comparison			Budget VS Actual		
	Apr - Oct 19	Apr - Oct 18	\$ Change	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense						
Income						
Income - Member Investments	221,638.29	361,469.78	-139,831.49	202,783.59	18,854.70	109.3%
Income - New Member Investment	15,661.14	19,771.21	-4,110.07	40,950.00	-25,288.86	38.25%
Income - Foundation Service Fee	31,500.00	35,066.50	-3,566.50	31,500.00	0.00	100.0%
Income - NIC/ATTC Admin Fee	87,500.00	89,155.50	-1,655.50	87,500.00	0.00	100.0%
Income - Economic Development	57,750.00	29,750.00	28,000.00	57,750.00	0.00	100.0%
Income - JIDA	4,200.00	5,400.00	-1,200.00	4,200.00	0.00	100.0%
Income - JCIDA	700.00	1,300.00	-600.00	700.00	0.00	100.0%
Income - JRP	99,166.69	131,250.00	-32,083.31	99,166.66	0.03	100.0%
Income - Jop Cap Corp Serv Fee	2,500.00	0.00	2,500.00	1,750.00	750.00	142.86%
Income - C2C Service Fee	38,413.90	44,510.82	-6,096.92	32,666.66	5,747.24	117.59%
Income - Building Room Rental	581.00	1,000.00	-419.00	875.00	-294.00	66.4%
Income - Member Listings	225.00	75.00	150.00	87.50	137.50	257.14%
Income - Miscellaneous	269.80	0.00	269.80	0.00	269.80	100.0%
Income - New Member Fee	1,200.00	961.25	238.75	1,575.00	-375.00	76.19%
<b>Total Income</b>	<b>561,305.82</b>	<b>719,710.06</b>	<b>-158,404.24</b>	<b>561,504.41</b>	<b>-198.59</b>	<b>99.97%</b>
Gross Profit	561,305.82	719,710.06	-158,404.24	561,504.41	-198.59	99.97%
Expense						
Salaries	405,117.73	383,067.92	22,049.81	378,917.31	26,200.42	106.92%
Payroll Taxes	29,664.57	27,995.97	1,668.60	29,841.35	-176.78	99.41%
Pension Fund	20,853.61	23,491.71	-2,638.10	24,790.38	-3,936.77	84.12%
Cafeteria Plan Account	5,111.85	3,811.80	1,300.05	0.00	5,111.85	100.0%
Payroll Expenses	6,321.06	4,951.63	1,369.43	4,903.84	1,417.22	128.9%
ED Consultant	0.00	93,069.00	-93,069.00	0.00	0.00	0.0%
Automobile Expense	3,147.00	2,183.16	963.84	2,333.34	813.66	134.87%
Health Insurance	36,408.80	32,776.91	3,631.89	46,503.34	-10,094.54	78.29%
Liability & Other Insurance	7,673.62	6,362.65	1,310.97	4,958.34	2,715.28	154.76%
Staff Dues & Development	4,423.58	11,347.23	-6,923.65	7,583.34	-3,159.76	58.33%
Staff Retreats/Meetings	79.82	627.91	-548.09	1,166.66	-1,086.84	6.84%
Meetings & Travel	1,378.39	1,073.94	304.45	875.00	503.39	157.53%
Occupancy Expense	8,922.62	12,572.53	-3,649.91	20,416.66	-11,494.04	43.7%
Electric Expense	6,667.28	7,928.09	-1,260.81	0.00	6,667.28	100.0%
Water Expense	184.22	200.22	-16.00	0.00	184.22	100.0%
Postage	936.60	2,010.51	-1,073.91	1,750.00	-813.40	53.52%
Communications Expenses	6,397.55	3,474.62	2,922.93	4,083.34	2,314.21	156.67%
Office Supplies	2,171.96	2,561.00	-389.04	2,916.66	-744.70	74.47%
Equipment Rental	8,473.59	8,072.18	401.41	8,166.66	306.93	103.76%
Equipment Maintenance	14,018.59	15,182.92	-1,164.33	16,333.34	-2,314.75	85.83%
Depreciation	14,466.80	13,870.62	596.18	0.00	14,466.80	100.0%
Publications	336.70	336.70	0.00	0.00	336.70	100.0%
Professional Fees	24,756.50	31,134.66	-6,378.16	5,833.34	18,923.16	424.4%
Bank and Credit Card Fees	7,043.59	7,942.10	-898.51	7,000.00	43.59	100.62%
Miscellaneous Expense	593.82	331.13	262.69	291.66	302.16	203.6%
<b>Total Expense</b>	<b>615,149.85</b>	<b>696,377.11</b>	<b>-81,227.26</b>	<b>568,664.56</b>	<b>46,485.29</b>	<b>108.17%</b>
Net Ordinary Income	-53,844.03	23,332.95	-77,176.98	-7,160.15	-46,683.88	752.0%

Joplin Area Chamber of Commerce  
**Statement of Operations**  
 April through October 2019

	Current/Prior Year Comparison			Budget VS Actual		
	Apr - Oct 19	Apr - Oct 18	\$ Change	Budget	\$ Over Budget	% of Budget
Other Income/Expense						
Other Income						
Committee Divisions						
Economic Development	4,827.73	8,006.78	-3,179.05	6,325.00	-1,497.27	76.33%
Business Development	72,511.41	68,069.34	4,442.07	4,750.00	67,761.41	1,526.56%
Governance	-342.60	-1,707.60	1,365.00	0.00	-342.60	100.0%
Member Services	6,795.74	4,963.78	1,831.96	4,091.88	2,703.86	166.08%
Spec Events						
Annual Banquet	9,653.55	12,635.26	-2,981.71	13,473.00	-3,819.45	71.65%
Good Morning Joplin	5,090.93	1,761.44	3,329.49	450.00	4,640.93	1,131.32%
Morning Brew	9,595.24	13,993.38	-4,398.14	10,310.43	-715.19	93.06%
Business After Hours	10,568.45	12,793.34	-2,224.89	9,432.50	1,135.95	112.04%
Golf Tournament	19,512.96	23,783.66	-4,270.70	19,675.00	-162.04	99.18%
Total Spec Events	54,421.13	64,967.08	-10,545.95	53,340.93	1,080.20	102.03%
Communications	-7,953.92	4,140.66	-12,094.58	1,566.57	-9,520.49	-507.73%
Affinity Programs	0.00	271.94	-271.94	0.00	0.00	0.0%
Chamber Work Groups	-263.51	0.00	-263.51	0.00	-263.51	100.0%
Total Committee Divisions	129,995.98	148,711.98	-18,716.00	70,074.38	59,921.60	185.51%
Staff Accounts	136.21	-148.11	284.32	0.00	136.21	100.0%
Employee Fund	-1,209.05	-885.52	-323.53	0.00	-1,209.05	100.0%
Total Other Income	128,923.14	147,678.35	-18,755.21	70,074.38	58,848.76	183.98%
Net Other Income	128,923.14	147,678.35	-18,755.21	70,074.38	58,848.76	183.98%
Net Income	75,079.11	171,011.30	-95,932.19	62,914.23	12,164.88	119.34%

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of October 31, 2019

	<u>Oct 31, 19</u>	<u>Oct 31, 18</u>	<u>\$ Change</u>
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
US Bank - Money Market	9,844.88	0.00	9,844.88
Commerce - Airport Backstop	201,780.80	0.00	201,780.80
US Bank - General Fund	13,229.79	121,599.06	-108,369.27
US Bank - Innovation Center	10,128.07	57,106.49	-46,978.42
US Bank - Innovation Campus	0.00	728,456.73	-728,456.73
Restricted - Bus Recovery Fund	23,127.86	26,005.46	-2,877.60
Total Checking/Savings	<u>258,111.40</u>	<u>933,167.74</u>	<u>-675,056.34</u>
Accounts Receivable			
Accounts Receivable	9,549.63	61,250.00	-51,700.37
Total Accounts Receivable	<u>9,549.63</u>	<u>61,250.00</u>	<u>-51,700.37</u>
Other Current Assets			
Due From (To) Other Funds			
Due From (To) Joplin Chamber	35,130.06	0.00	35,130.06
Due From (To) Other Funds - Other	0.00	-44,577.75	44,577.75
Total Due From (To) Other Funds	<u>35,130.06</u>	<u>-44,577.75</u>	<u>79,707.81</u>
Prepaid Expenses	18,724.46	33,474.35	-14,749.89
Total Other Current Assets	<u>53,854.52</u>	<u>-11,103.40</u>	<u>64,957.92</u>
Total Current Assets	<u>321,515.55</u>	<u>983,314.34</u>	<u>-661,798.79</u>
Fixed Assets			
Improvements in Progress	9,469.88	0.00	9,469.88
Advanced Training & Tech Ctr	1,851,152.00	1,902,979.66	-51,827.66
ATTC Building Improvements	1,656,529.28	1,496,595.03	159,934.25
ATTC Equipment	1,295,801.31	1,674,857.51	-379,056.20
ATTC Furniture & Fixtures	82,072.62	95,787.71	-13,715.09
ATTC Leasehold Improvements	0.00	500.00	-500.00
Construction in Progress - ATTC	1,120.00	226,910.00	-225,790.00
Foundation Furniture & Fixtures	4,709.97	4,263.34	446.63
IC Leasehold Improvements	10,793.03	1,749.95	9,043.08
Innovation Center F & F	5,009.70	6,210.24	-1,200.54
Land	61,944.49	61,944.49	0.00
Newman Innovation Center	1,282,031.60	1,330,319.67	-48,288.07
Total Fixed Assets	<u>6,260,633.88</u>	<u>6,802,117.60</u>	<u>-541,483.72</u>
Other Assets			
Notes Receivable - BRF Loans	5,623.34	7,489.98	-1,866.64
Total Other Assets	<u>5,623.34</u>	<u>7,489.98</u>	<u>-1,866.64</u>
<b>TOTAL ASSETS</b>	<u><u>6,587,772.77</u></u>	<u><u>7,792,921.92</u></u>	<u><u>-1,205,149.15</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of October 31, 2019

	<u>Oct 31, 19</u>	<u>Oct 31, 18</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable			
Accounts Payable	8,298.62	36,403.90	-28,105.28
Total Accounts Payable	<u>8,298.62</u>	<u>36,403.90</u>	<u>-28,105.28</u>
Other Current Liabilities			
Deferred Income	9,886.46	15,548.29	-5,661.83
Deposits Held	5,563.10	5,894.50	-331.40
Airport Pledges	200,000.00	0.00	200,000.00
Res. for Innovation Campus	0.00	713,382.48	-713,382.48
Total Other Current Liabilities	<u>215,449.56</u>	<u>734,825.27</u>	<u>-519,375.71</u>
Total Current Liabilities	<u>223,748.18</u>	<u>771,229.17</u>	<u>-547,480.99</u>
<b>Long Term Liabilities</b>			
Notes Payable-US Bank NIC	0.00	118,357.81	-118,357.81
Total Long Term Liabilities	<u>0.00</u>	<u>118,357.81</u>	<u>-118,357.81</u>
Total Liabilities	<u>223,748.18</u>	<u>889,586.98</u>	<u>-665,838.80</u>
<b>Equity</b>			
Temp. Restricted Net Assets	25,880.00	0.00	25,880.00
Prior Years Retained Earnings	0.00	4,708,718.47	-4,708,718.47
Unrestricted Net Assets	6,520,726.77	2,153,374.00	4,367,352.77
Net Income	-182,582.18	41,242.47	-223,824.65
Total Equity	<u>6,364,024.59</u>	<u>6,903,334.94</u>	<u>-539,310.35</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>6,587,772.77</u></u>	<u><u>7,792,921.92</u></u>	<u><u>-1,205,149.15</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations

April through October 2019

	ATTC			Foundation			NIC		
	Apr - Oct 19	Apr - Oct 18	\$ Change	Apr - Oct 19	Apr - Oct 18	\$ Change	Apr - Oct 19	Apr - Oct 18	\$ Change
Ordinary Income/Expense									
Income									
Contributions	0.00	0.00	0.00	7,720.00	11,342.48	-3,622.48	10,063.18	0.00	10,063.18
Grants	0.00	242,774.70	-242,774.70	0.00	0.00	0.00	84,239.25	34,035.25	50,204.00
Income - Interest	0.00	0.00	0.00	1,889.03	291.67	1,597.36	649.44	0.00	649.44
Lease Income	69,774.74	34,464.77	35,309.97	0.00	0.00	0.00	40,798.62	40,108.46	690.16
Lease Utility Income	17,356.06	15,563.69	1,792.37	0.00	0.00	0.00	0.00	0.00	0.00
YPN - Membership Dues	0.00	0.00	0.00	3,979.16	6,920.84	-2,941.68	0.00	0.00	0.00
YPN Enrollment Fee	0.00	0.00	0.00	160.00	200.00	-40.00	0.00	0.00	0.00
Total Income	<u>87,130.80</u>	<u>292,803.16</u>	<u>-205,672.36</u>	<u>13,748.19</u>	<u>18,754.99</u>	<u>-5,006.80</u>	<u>135,750.49</u>	<u>74,143.71</u>	<u>61,606.78</u>
Gross Profit	87,130.80	292,803.16	-205,672.36	13,748.19	18,754.99	-5,006.80	135,750.49	74,143.71	61,606.78
Expense									
Administrative Fee	43,750.00	44,577.75	-827.75	0.00	0.00	0.00	43,750.00	44,577.75	-827.75
Bank Fees	0.00	326.77	-326.77	269.05	89.50	179.55	11.90	-0.50	12.40
BRF Loan Bad Debt	0.00	0.00	0.00	0.00	-87.50	87.50	0.00	0.00	0.00
Communications	11,288.92	12,739.91	-1,450.99	288.00	0.00	288.00	4,467.72	3,768.65	699.07
Depreciation	224,312.20	90,063.82	134,248.38	1,167.25	1,167.25	0.00	30,320.92	30,029.09	291.83
Electric Expense	25,851.64	24,644.21	1,207.43	0.00	0.00	0.00	10,382.68	11,161.71	-779.03
Equipment Maint	142.50	1,498.44	-1,355.94	0.00	0.00	0.00	782.77	285.00	497.77
Gas Expense	1,405.46	1,527.89	-122.43	0.00	0.00	0.00	416.74	471.49	-54.75
Grant Disbursement	0.00	352.92	-352.92	0.00	240.00	-240.00	0.00	0.00	0.00
Insurance Expense	15,159.59	5,969.87	9,189.72	114.50	0.00	114.50	5,053.20	1,935.14	3,118.06
Interest Expense	0.00	2,966.81	-2,966.81	0.00	2,577.16	-2,577.16	0.00	2,834.39	-2,834.39
Marketing	0.00	0.00	0.00	31.16	0.00	31.16	0.00	0.00	0.00
Meetings	0.00	33.18	-33.18	66.47	262.06	-195.59	0.00	37.22	-37.22
Miscellaneous Expense	0.00	0.00	0.00	25.00	91.25	-66.25	0.00	0.00	0.00
Occupancy Expense	12,637.57	20,901.80	-8,264.23	469.45	0.00	469.45	7,283.29	15,125.61	-7,842.32
Office Supplies	362.89	0.00	362.89	429.97	184.43	245.54	0.00	184.43	-184.43
Postage	0.00	6.70	-6.70	20.41	0.00	20.41	0.00	0.00	0.00
Professional Fees	531.00	2,062.50	-1,531.50	1,454.97	20,000.00	-18,545.03	0.00	0.00	0.00
Program Service Fee	0.00	0.00	0.00	31,500.00	35,066.50	-3,566.50	0.00	0.00	0.00
Seminars	32.96	0.00	32.96	314.78	0.00	314.78	0.00	0.00	0.00
Water Expense	1,362.35	1,515.82	-153.47	0.00	0.00	0.00	716.87	982.46	-265.59
Total Expense	<u>336,837.08</u>	<u>209,188.39</u>	<u>127,648.69</u>	<u>36,151.01</u>	<u>59,590.65</u>	<u>-23,439.64</u>	<u>103,186.09</u>	<u>111,392.44</u>	<u>-8,206.35</u>
Net Ordinary Income	-249,706.28	83,614.77	-333,321.05	-22,402.82	-40,835.66	18,432.84	32,564.40	-37,248.73	69,813.13

Joplin Area Chamber of Commerce Foundation

Statement of Operations

April through October 2019

	ATTC			Foundation			NIC		
	Apr - Oct 19	Apr - Oct 18	\$ Change	Apr - Oct 19	Apr - Oct 18	\$ Change	Apr - Oct 19	Apr - Oct 18	\$ Change
Other Income/Expense									
Other Income									
Committee Divisions									
All Kids Bike	0.00	0.00	0.00	23,565.00	0.00	23,565.00	0.00	0.00	0.00
Cultural Affairs	0.00	0.00	0.00	0.00	-51.89	51.89	0.00	0.00	0.00
Business Recovery Fund	0.00	0.00	0.00	96.00	-125.29	221.29	0.00	0.00	0.00
Education	-134.12	0.00	-134.12	8,698.81	13,705.27	-5,006.46	-540.00	0.00	-540.00
Leadership Joplin	0.00	0.00	0.00	18,477.88	16,372.08	2,105.80	0.00	0.00	0.00
Young Professionals Network	0.00	0.00	0.00	6,798.95	5,811.92	987.03	0.00	0.00	0.00
Total Committee Divisions	<u>-134.12</u>	<u>0.00</u>	<u>-134.12</u>	<u>57,636.64</u>	<u>35,712.09</u>	<u>21,924.55</u>	<u>-540.00</u>	<u>0.00</u>	<u>-540.00</u>
Total Other Income	<u>-134.12</u>	<u>0.00</u>	<u>-134.12</u>	<u>57,636.64</u>	<u>35,712.09</u>	<u>21,924.55</u>	<u>-540.00</u>	<u>0.00</u>	<u>-540.00</u>
Net Other Income	<u>-134.12</u>	<u>0.00</u>	<u>-134.12</u>	<u>57,636.64</u>	<u>35,712.09</u>	<u>21,924.55</u>	<u>-540.00</u>	<u>0.00</u>	<u>-540.00</u>
Net Income	<u><u>-249,840.40</u></u>	<u><u>83,614.77</u></u>	<u><u>-333,455.17</u></u>	<u><u>35,233.82</u></u>	<u><u>-5,123.57</u></u>	<u><u>40,357.39</u></u>	<u><u>32,024.40</u></u>	<u><u>-37,248.73</u></u>	<u><u>69,273.13</u></u>

**Joplin Area Chamber of Commerce Economic Development Fund**

**Balance Sheet**

As of October 31, 2019

	<u>Oct 31, 19</u>	<u>Oct 31, 18</u>	<u>\$ Change</u>
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	1,310.29	-41,579.09	42,889.38
Total Checking/Savings	<u>1,310.29</u>	<u>-41,579.09</u>	<u>42,889.38</u>
Other Current Assets			
Due From (To) City	115,814.52	74,084.46	41,730.06
Due From (To) Other Funds			
Due From (To) Chamber	-98,210.37	0.00	-98,210.37
Due From (To) MOKAN	-879.66	0.00	-879.66
Due From (To) Other Funds - Other	0.00	-17,400.36	17,400.36
Total Due From (To) Other Funds	<u>-99,090.03</u>	<u>-17,400.36</u>	<u>-81,689.67</u>
Prepaid Expenses	0.00	4,000.00	-4,000.00
Total Other Current Assets	<u>16,724.49</u>	<u>60,684.10</u>	<u>-43,959.61</u>
Total Current Assets	<u>18,034.78</u>	<u>19,105.01</u>	<u>-1,070.23</u>
Fixed Assets			
Furniture and Equipment	18,884.15	26,350.00	-7,465.85
Total Fixed Assets	<u>18,884.15</u>	<u>26,350.00</u>	<u>-7,465.85</u>
<b>TOTAL ASSETS</b>	<u><u>36,918.93</u></u>	<u><u>45,455.01</u></u>	<u><u>-8,536.08</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	0.00	476.86	-476.86
Total Accounts Payable	<u>0.00</u>	<u>476.86</u>	<u>-476.86</u>
Total Current Liabilities	<u>0.00</u>	<u>476.86</u>	<u>-476.86</u>
Total Liabilities	0.00	476.86	-476.86
Equity			
Retained Earnings	44,978.15	19,737.56	25,240.59
Net Income	-8,059.22	25,240.59	-33,299.81
Total Equity	<u>36,918.93</u>	<u>44,978.15</u>	<u>-8,059.22</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>36,918.93</u></u>	<u><u>45,455.01</u></u>	<u><u>-8,536.08</u></u>

# Joplin Area Chamber of Commerce Economic Development Fund

## Statement of Operations

November 2018 through October 2019

	<u>Nov '18 - Oct 19</u>	<u>Nov '17 - Oct 18</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
Income-Funds from City	249,995.41	229,028.72	20,966.69
Total Income	<u>249,995.41</u>	<u>229,028.72</u>	<u>20,966.69</u>
Expense			
Business Talent Recruitment	2,212.75	0.00	2,212.75
Choose Joplin Campaign	2,016.63	0.00	2,016.63
Communications/Mobile/Internet	5,448.41	8,878.96	-3,430.55
Data Systems & Equip Support	26,749.11	34,053.53	-7,304.42
Depreciation	7,465.85	0.00	7,465.85
Economic Development	2,163.17	0.00	2,163.17
Marketing & Advertising	77,726.63	21,651.72	56,074.91
Miscellaneous Expense	12.99	0.00	12.99
Mtgs & Travel/ Prospect Host	9,555.63	3,834.73	5,720.90
Office Supplies/Publications	450.00	717.27	-267.27
Professional Dues & Development	13,160.00	15,996.05	-2,836.05
Professional Fees	533.82	0.00	533.82
Regional E-Marketing	275.00	6,568.00	-6,293.00
Regional Trade Shows	8,070.68	13,087.87	-5,017.19
Salaries	99,000.00	99,000.00	0.00
Work Ready Talent Initiatives	3,213.96	0.00	3,213.96
Total Expense	<u>258,054.63</u>	<u>203,788.13</u>	<u>54,266.50</u>
Net Ordinary Income	<u>-8,059.22</u>	<u>25,240.59</u>	<u>-33,299.81</u>
Net Income	<u><u>-8,059.22</u></u>	<u><u>25,240.59</u></u>	<u><u>-33,299.81</u></u>

# Joplin Economic Development Update

November 2019

## Business Attraction (new/updated information in YELLOW):

- Project Dale – an aerospace manufacturer is seeking one or more sites to expand its operations. We submitted multiple 20+-acre sites in the Crossroads Industrial Park and on the Northside of Wildwood last week.
- Project Texas – An ammunition company based in Texas is considering relocate its manufacturing operations to Joplin. 50 to 100 new jobs are anticipated.
- Project Colorado – A solar product manufacturer based in Colorado is considering relocating to Joplin. 30 to 60 new jobs anticipated.
- Project Utah – An outdoor cooking products manufacturer is considering relocating its manufacturing operations from China to Joplin. \$60 to \$100 million in capital investment with 470 to 540 new jobs.
- Project Gravel - A fast growing bicycle manufacturing company based in Iceland is looking to build a North American HQ for manufacturing, distribution and sales. The company makes carbon fiber gravel bikes and super light carbon suspension forks for mountain bikes. They were looking at NWA, but we established contact with the CEO and he's intrigued by our much lower costs, access to highways, and our proximity to both Bentonville and Dirty Kanza (biggest gravel race in the world is in Emporia KS).
- Casey's General Store distribution center – a major retail company is seeking to establish a 300,000 sq. ft. distribution center in our region. They anticipate 125 jobs at a \$51,895 average annual wage and a \$40+ million capital investment. Updated incentive package to extent RE property tax abatement to 12 years at 100% abatement. Need to resolve Hubler access to orphan parcel and close Hubler contact simultaneous to Casey's RE closing, preferably by mid-December.
- Project "Local" – A company is seeking a location for a 400,000 sq. ft. "food solutions and R&D facility" that would employ 400 people with an estimated \$80 million capital investment. We submitted multiple 20+-acre sites in the Crossroads Industrial Park and on the Northside of Wildwood.
- Joplin Union Depot Redevelopment – an opportunity zone RE development group is inching closer to making this a reality. Toby has been meeting with KC Southern to secure 14 acres that surround the DNR-owned former depot building. KCS had environmental summary call with developer. KCS still awaiting final approval from Union Pacific before disclosing purchase price of their 14+ acres surrounding the DNR property.

- Project “Bluegrass” – A manufacturer is seeking rail-served 160-300 acres for development. The plant would have an estimated 350 full-time employees. We submitted a Joplin site for this project last month.
- Menards – The Company is actively looking at two sites in Joplin and one in Webb City. Menards choice location was the Prewitt development.
- Creekside Plaza – a Dallas-based developer who is working with Toby on redeveloping his property around a revamped Joplin Creek now owns the Sears Plaza development. See attached plans.



- MSSU Downtown Campus – There is a proposal for a Center for Advanced Computing and Data Analytics to be located downtown. Toby is working with MSSU administration to raise private funds for this new program from out-of-state tech companies. Meetings with Square/Twitter CEO, as well as visits with Facebook, Google, and LinkedIn executives, are in the works.
- Jasper County Joplin Courthouse – New renderings are past due. Turning dirt this winter. \$45 million in estimated construction costs.
- West Central & Columbia Elementary Schools – Toby toured both elementary schools to evaluate them for economic development minded adaptive reuse potential. West Central is a prime site for several types of projects.

- Conservation Easement – There is an IRS provision that makes a world-class 10-mile MTB trail park financially viable in Joplin. Preliminary talks are underway with landowners. ARC has mapped the trail. 86 of these acres are now listed For Sale, Gil Stevens is the listing agent.
- Active Cultural Enterprise Recruitment Pipeline: ~~Chaos Brewing Co., Main Street Axe Co.,~~ Alamo Draft house, Skylight Theatre, Bike Rack Brew Co, The Jolly Fox Brewery, HyVee, and Schnucks

### **JIDA / Crossroads Industrial Park Updates:**

- The JIDA board voted to update covenants to remove the per square foot of building to parking space requirements and switch to per highest-shift employee count for minimum parking space requirements.
- We are in the process of updating the master plan map and digitizing into an interactive online map for prospect and commercial realtors.
- We are launching a Crossroads website, for the first time.
- We will activate a remarketing ad campaigns for out of market Crossroads website visitors and for site selectors in our database.
- Recent site visits:
  - Ajinomoto Foods – Chris Wilder and Raul Herrera
  - Heartland Pet Food – Mike Schluz
  - Hampshire Pet Food – Julie Larson
  - Jasper Foods – Ken Haubein and Ed Beam

### **Industrial Site Certification**

- Wildwood Ranch is in the process of being the 1<sup>st</sup> Certified Site in the State of Missouri and 19<sup>th</sup> nationally by the BNSF Railway Company.

### **Entrepreneurial Ecosystem Development Updates:**

The Joplin Area Chamber of Commerce has been working hard to better serve entrepreneurs and start-ups. Here are several recent improvements to Joplin's entrepreneurial ecosystem:

- On November 15<sup>th</sup>, we have submitted a \$325,000 MOBEC grant application to the Missouri Technology Corporation (DED) to juice our entrepreneurial ecosystem.
- We have developed new co-working spaces in the newly renovated Newman Innovation Center (NIC) and in the Advanced Training & Technology Center (ATTC). Starting at only \$150 per month per desk, our co-working spaces are ideal for entrepreneurs, freelancers, and remote workers seeking community, collaboration, and learning. Co-working tenants get a desk in a shared, communal setting, with amenities such as free Internet access, JACC membership, and access to free educational programs, mentorships, and e-commerce meet-ups.



- The Chamber's new Mentorship Program is now open to entrepreneurs seeking mentors. Topics for discussion include professional growth, leadership development, time management, and how to leverage technologies.
- The Chamber launched an educational series called EdTalks, covering online marketing and sales technologies. In July, we taught local retailers and e-retailers how to leverage the Amazon Marketplace to sell products on Amazon.com. In August, we taught how to efficiently advertise on Facebook and Instagram.
- In May, we launched a monthly e-commerce meet-up so local businesses selling products online can share best practices and network with one another. As it turns out, there are a large, growing number of local businesses selling product online.
- The Chamber, along with a group of business and community leaders, is on the verge of launching a 1 Million Cups chapter in Joplin to educate, engage, and inspire our entrepreneurs. 1 Million Cups (1MC) is based on the notion that great ideas are discussed over a million cups of coffee. 1MC is not a pitch platform, nor is it a networking event. It's simply a chance for one to two presenting entrepreneurs to tap into the knowledge and experience of the local community in a focused and encouraging environment.
- Soon, the Chamber will co-launch an "Innovation District" in collaboration with the Downtown Joplin Alliance, Missouri Southern State University, and the Small Business Development Center to cross promote and provide workspaces, educational programs, pitch competitions, mentorships, and networking opportunities.

Joplin is already an amazing place to start a business. Collectively, these new initiatives activate and organize our supportive business community to better serve and champion each other.

## **Financials-Tonya and Debby**

- Membership numbers (see membership reports for count and dollars)
- Cash on hand (graphs in packet). Cash for Foundation is low.
- \$56,000 from MTC Grant funding was received in November. We also expect to receive donations, which qualify for Incubator Tax Credits. There is \$65,000 in tax credits available, which could create up to \$130,000 of donations by year-end. Of this \$12,500 are now obligated with a \$25,000 donation pledged. Crowder will also be paying \$52,500 in December for the first semester of the current school year.
- Budgets are being reviewed for revisions. A meeting with the Finance Committee will be scheduled for approval of any changes.
- \$68,315.96 of the One Joplin funds was received from the United Way on November 4 and we anticipate the balance of the funds to be transferred later this week. United Way has been asked to sign (on both transactions) that the amounts transferred have not been confirmed by our team, and that we reserve the right to dispute the amount if we do not agree with their final amount.
- A/R & A/P any over 90 days
  - A/R will be distributed at meeting
  - A/P we pay twice a month: nothing over 30 days.

## **Renovation Projects Report LED/HVAC/Brick**

- Chamber and NIC LED installations are complete.
- Chamber HVAC installation is complete
- NIC Brick tuck-point and resealing is complete.
- NIC installation of key-card system is complete.

## **Networking Events**

- The Tomorrow's Leaders Today Class has been selected. We had 99 applicants, 42 were chosen. The class begins November 6 with the Opening Retreat.
- Leadership Joplin applications are now available. They can be accessed online or ask Stephanie for a hard copy. Copy the link below:  
<http://www.joplincc.com/wp-content/uploads/2019/09/LeadershipJoplin2020FillableApplication.pdf>
- The Expo committee has created informational videos to be sent to exhibitors beginning the first part of November.
- Expo has sold 110 booths, 26 are available.
- Morning Brew will be November 1 at Employer Advantage
- Business After Hours will be November 14 at Downstream Casino Resort. Please try and attend.
- Our annual holiday open house will be December 6, 7:30 to 9 am at the Chamber Office. We named it Holiday Morning Brew and will be serving breakfast.
- Good Morning Joplin will be December 12 at Butchers Block.

## **Incubator Activity-Loni**

- Developing marketing content for co-working and small business incubation available space

- Continued discussion about Pedal it Forward, potential new Joplin site to be housed in NIC
- Secured an occupant for the former Makers space, over 5,000 sf space leased for the next 24 months starting 12/1/19.
- Crowder agreement reached for moving their Training and Development Services program from their Webb City space to fill the suite formerly occupied by the WIB
- Second half of NIC rent to go into effect January 1. Tenants signed documents last Nov-Dec and are aware of the second increase but a reminder notice will be sent the last week of November.
- New tenant in ATTC incubator space, only two vacant private offices remain.
- Held a very successful speaker program with Sara Reineke and will hold a second iteration on 12/10/19 for anyone interested in learning more about The ONE Thing and time/stress management.
- NIC door access program is installed and functional.

**Membership Summary Report  
October 22, - November 18, 2019**

<u>Membership</u>	<u>Totals</u>
<u>Year to date</u>	
Membership Previous (April 1, 2019)	785
Joined (New)	85
Dropped	58
<b>Total membership</b>	<b>812 (net 27)</b>

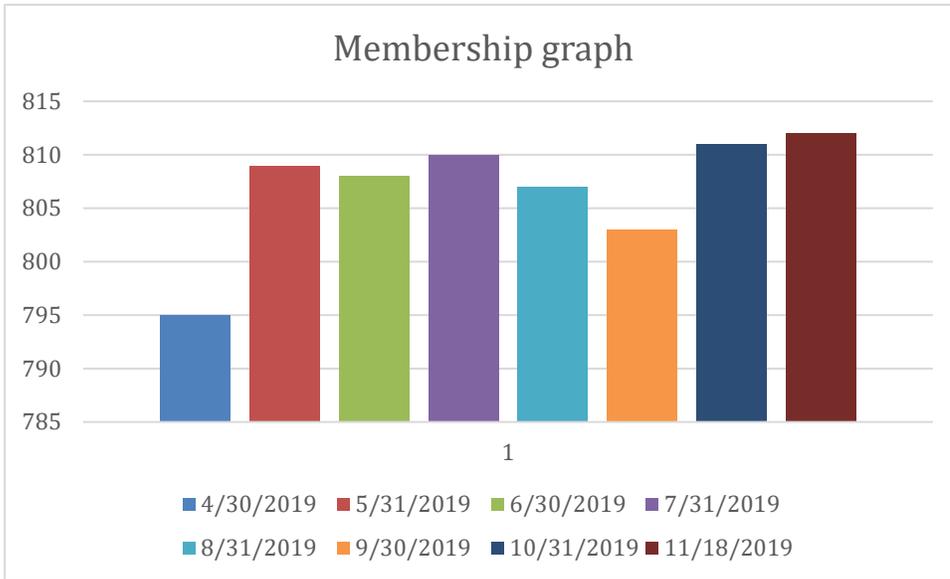
**New Members October 22, - November 18, 2019**

Aflac - Alicia Jones  
 Days Inn by Wyndham Joplin  
 GN-Bank  
 Renewal by Andersen  
 Bates Building  
 The Law Firm of Christopher W. Dumm

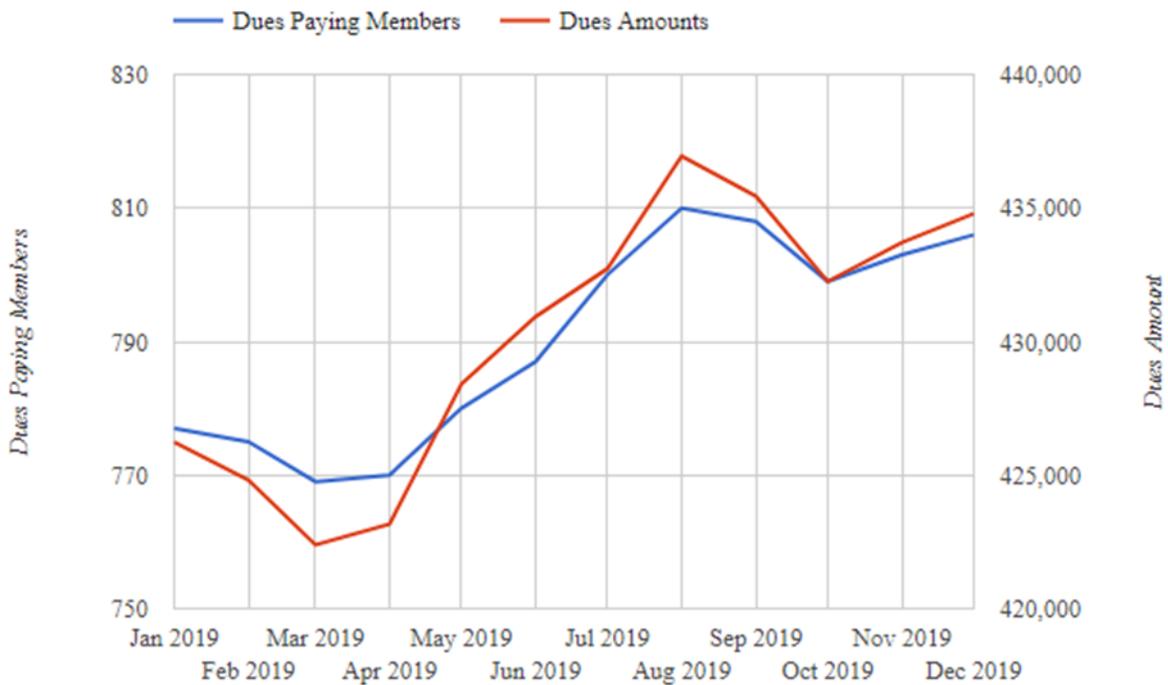
**Drop Members October 22- November 18, 2019**

The Brew	Closed
Gideon Marketing	No Value (did not get involved)
Nancy Good	Individual Membership too expensive for retiree
Mid-America Media, Inc.	Not happy with direction of chamber
On the Border Mexican Grill & Cantina	Closed
The Titanic Museum Attraction	No reason given

4/30/2019	5/31/2019	6/30/2019	7/31/2019	8/31/2019	9/30/2019	10/31/2019	11/18/2019
795	809	808	810	807	803	811	812



### Timeline Trend of Dues Paying Members



### Livability Workgroups, new enrollees and actions month-to-date:

- Chamber Gives Back: Dana Pim, Erin**  
 2019  
 April | Humane Society, 15 volunteers, 25 hours  
 May | Miracle League, 3 volunteers, 6 hours  
 July | Camp Soroptimist, 18 volunteers, 54 hours

July | Bike Downtown partnership with Trails and Connectivity, 9 volunteers, 26 hours

August | Children's Haven, 10 volunteers, 20 hours

September | Third Thursday, 11 volunteers, 18 hours

October | Petal It Forward, 19 volunteers, 48 hours

October | Alliance of SWMO, 5 volunteers, 15 hours

November | Crosslines, 9 volunteers, 15.75 hours

**YTD 227.75 hours / Goal 250 Hours**

### **Upcoming Volunteer Opportunities:**

#### **Chamber Gives Back to The Alliance of SWMO**

Help Work Concessions/ Ticketing during Women's and Men's doubleheader game. Jan. 9th, 2020 - EARN \$300 total, for working the event.

1st Shift: 4:30p-6:30p

2nd Shift: 6:00p-8:00p

The money earned will go to the Chamber Foundation and be used for future Chamber Gives Back Events

Sign up genius will be available soon.

Location: Leggett & Platt Gymnasium - Joplin MO

- **Community Health & Wellness: Jennifer Little, Hayley Simon, Erin (Chamber Staff Liaison)**

Upcoming Event

- Freeman Health System is hosting Work@Health training on **February 20 and 21**. The training is for all size businesses on strategies to begin or enhance their company's wellness program. The work group will be assisting with promoting the event via local media, online, and Chamber communication.

\$25 registration fee, you can sign your company up at this link:

[https://stlbhc.site-](https://stlbhc.site-ym.com/events/EventDetails.aspx?alias=Work_At_Health_Joplin)

[ym.com/events/EventDetails.aspx?alias=Work\\_At\\_Health\\_Joplin](https://stlbhc.site-ym.com/events/EventDetails.aspx?alias=Work_At_Health_Joplin)

### **Building and Marketing the Joplin Brand-Toby and Erin**

- JACC Website is 80% complete and should be up by Christmas
- Wireframe is complete on the Choose Joplin website
- Storm's team has been documenting different Chamber functions to build a library for future videos to tell the Chamber's story.
- We have begun working on the next Choose Joplin video focused on grit.
- We are welcoming two MSSU interns. Grace Sitton will be assisting with graphic design, she is working towards her degree in Graphic Design. Alyssa Brown will be assisting with content creation she has previously interned with SBDC and worked at the TV station on MSSU campus.
- **Community Health & Wellness: Jennifer Little, Hayley Simon, Erin (Chamber Staff Liaison)**

Chairs are tasked with educating, organizing, and deploying the business community into collaborative initiatives with the purpose of permanently improving health and wellness within our business community and the Joplin community at-large. **17** work group members, re-occurring meeting will be the

second Thursday of the month, 8 AM. November meeting is hosted at Freeman Health Systems.

- **Trails and Connectivity: Kayla McCollum, Ray Moore, Toby**
  - **BIKE JOPLIN** - We launched the Missouri non-profit "Bike Joplin, Inc." as a holding entity for our bike-related events. That, along with required waiver sigs, is to insulate the chamber and affiliated entities from liability. We also launched a Bike Joplin Facebook page (LIKE <https://www.facebook.com/bikejoplin>) and a Bike Joplin Instagram account (FOLLOW <https://www.instagram.com/bikejoplin>)
  - Mission: Bike Joplin promotes and supports people on bikes in the Joplin area through events, advocacy, and community building. Bike Joplin, Inc. is a non-profit staffed by volunteers from the JACC Trails & Connectivity Workgroup, Downtown Joplin Alliance, and local bike advocates.
  - **SLOW ROLL JOPLIN** - We launched our premier event series on September 4. Slow Roll Joplin is a social group bicycle ride to venues that showcase our great city. It is a free and inclusive way to bring people from all walks of life together and reconnect to our community. Slow Roll is for everyone; all ages and experience levels are welcome. Our slow pace keeps the group safe and gives riders a unique perspective of Joplin. Minors under 18 must be accompanied by a parent/guardian. The group was able to secure a sponsorship with Fletcher Subaru for the fall Slow Rolls Joplin series. With the support of Subaru we teamed up with Storm Cloud Marketing to produce a promo/explainer video ad for Slow Roll Joplin, view, download, and share here: <https://vimeo.com/358023133>
  - **ALL KIDS BIKE / STRIDER BIKE FLEETS FOR ALL JOPLIN ELEMENTARY SCHOOLS** - The Joplin T&C Workgroup lead the funding drive to get all 11 elementary schools each a fleet of Strider bicycles so learning to ride a bike will be part of their Kindergarten curriculums. We are 100% funded. For more info: <https://www.allkidsbike.org/adopt/>  
Media Coverage: [https://www.koamnewsnow.com/news/all-kids-bike/1114867261?fbclid=IwAR07vPmmweypdJWV2wCUs1dG8ECZsy\\_Ve67FDbNmEnhlgBU1yAbuVgeLIIO](https://www.koamnewsnow.com/news/all-kids-bike/1114867261?fbclid=IwAR07vPmmweypdJWV2wCUs1dG8ECZsy_Ve67FDbNmEnhlgBU1yAbuVgeLIIO)
  - **BIKE JOPLIN T-SHIRTS** are now available for pre-order: <https://bikejoplin.bigcartel.com> Again, thank you Christina and Binky Guy.
  - **PEDAL IT FORWARD JOPLIN PROGRAM STUDY** - A delegation from Joplin toured Pedal It Forward in NWA. Pedal It Forward is a bike-recycling program that gives free bikes to those who cannot afford them. To learn more: <https://www.bikenwa.org/pedal-it-forward> The Joplin version would be very strategic: 1) accept donated bikes from the public and from the police dept., 2) rebuild and repair these bikes in a community bike shop by volunteers, probably housed in the ATTC building, and 3) lend and/or donate bikes to applicants actively seeking jobs or need a bike for primary transportation to/from a job. Preliminary discussions with manufacturing employers, the local veteran support programs, and Watered Gardens were very supportive and excited about this opportunity to bring a bike-recycling program to Joplin. There will also be an opportunity to recycle and redistribute donated children's bikes to those in need.
  - **BIKE INFRASTRUCTURE EDUCATION** - We sent the City of Joplin's Transportation Director to Lane Shift's Build School last week. It is a 4 day, on site, immersive experience designed to accelerate your individual learning about

how to successfully execute and implement bicycle infrastructure and culture. To learn more: <http://laneshift.net/build-school> this is a \$2,000 program donated to us from Lane shift, the consultants that oversaw the Razorback Greenway installation.

- **PEOPLE ON BIKES CONFERENCE** - I attended a People on Bikes one-day conference in Bentonville. That org teaches communities how to leverage bikes to build and improve community, equity, transportation, recreation, and fitness. We will be using their community scoring system to grade Joplin and track our progress as we increase T&C and increase ridership. I also had discussions with Greenway staff about getting the Greenway routed to Joplin, rather than Springfield, as this bike artery is extended north.
- **Cultural Enterprise Recruitment: Shawn Daniel, Joe Malin, Toby, Reggie**
  - Chairs are tasked with the recruitment or instigation of new businesses that specifically add unique leisure or culinary amenity to our area that did not exist prior. Efforts include both business attraction and building community support for local entrepreneurs seeking to establish such cultural enterprises in Joplin.
  - **5** volunteers signed
  - Agenda: DJA EV group, Alamo Draft house, downtown microbrewery, Bike Rack Brew Co, Core Brew Co, et al
- **Diversity & Inclusion: Sergio Rizo, Heidi Smorstad, Loni**
  - Co-Chairs tasked with developing solutions on how to further create a more diverse and inclusive climate in our business community and our community at-large. To achieve a significant transformation, this collaborative, sustainable effort will include community conversations and events, launching and monitoring initiatives and programs, benchmarking and assessments, celebrating and championing diversity, and continually educating our community on the value of diversity and inclusion.
  - Awaiting a proposal from PROMO for downloadable web content for policy and procedure templates that promote diversity and inclusivity in the workplace. Proposal will include templates, trainings, workshops for employers to discuss importance of such inclusive policies and necessary updates to templates for the next few years as state and federal laws are updated. Drafting a proclamation for the City of Joplin to adopt regarding community wide support of and participation in diversity and inclusion
- **Professional Development: Alex Gandy, Loni**
  - Chairs are tasked with recruiting and training both executive and entrepreneurial mentors, placing those seeking such mentorships, and identifying and scheduling Ed Talks and 1 Million Cups speakers.
  - All queued mentee applicants have been placed with existing and new mentors
  - New mentors have begun meeting with their assigned mentees
  - Working on framework of a policy and procedure for workgroup including job duties, assignments, workflow and FAQ for mentorship program
  - Need to identify a new co-chair to assist Alex in group leadership

## **Building and Marketing the Joplin Brand-Toby and Erin**

- Launched URL targeted Facebook ad for Choose Joplin with the 40-sec video Choose Joplin video.
- 
- First Choose Joplin video is complete. The video targets 20 & 30 age demographic and will provide a broad visual of Joplin. We plan to launch a targeted digital campaign in mid-October.
- Launching an online Joplin business journal by the end of this year.
- Content is completed and is being added to the new website. Next steps is editing and ensuring the website navigation makes sense for the users.
- We are in the process of securing times for an upcoming photo shoots for Chamber sponsored events, community events, and of ATTC and NIC to utilize on our website and promotion of Joplin.

## **Additional News and Notes**

- PNC Bank – 200 remote workers in Joplin is their goal at \$15.50 starting salary
- Vision 2022 meeting
- Health and Wellness – Tobacco 21, HealthyJoplin portal
- David Humphreys meeting
- KCU Student Housing development – meeting with developers and KCU admin
- Meetings with local banks regarding Opportunity Zones
- Census 2020 prep, organizing, and a grant app
- Leggett's partial relocation in the City of Joplin
- Remote Workforce National Campaign – RemoteTulsa vs Joplin offering

## Project Abstract

This project significantly enhances the combined capacities and programs of the Joplin area entrepreneurial ecosystem, will lead to the creation of high paying private sector jobs, and will build a sustainable community resource for Joplin area entrepreneurs. This project represents the best opportunity for the MOBEC program to help launch a set of critical programs in the last unfunded metropolitan area in the state.

The Joplin Area Chamber of Commerce Foundation (JACCF) is seeking \$325,000 in MOBEC funding to co-fund a structural improvement to our region's entrepreneurial ecosystem through a collaborative approach and unified branding of new and existing entrepreneurial events, educational programs, mentorships, workspaces, and funding sources.

After nearly one year of self-assessing our ecosystem with our collaboration partners, we have determined the Joplin area needs a dedicated Regional Director of Entrepreneurship and Innovation to oversee:

- The production of an annual Joplin Regional Technology Summit,
- Produce both high school and collegiate startup pitch competitions,
- Create a culture of innovation and entrepreneurship through the production of Startup Joplin speaker series, 1 Million Cups, and the Joplin LaunchPod podcast series,
- Organize e-Commerce meet-ups in Joplin and the surrounding communities,
- Assemble existing and new angel and private equity funding sources in our region,
- Establish an entrepreneurial peer-to-peer mentoring program, and
- Collaborate with community stakeholders to create a unified branding for these programs and resources.

This project will provide over 200,000 Missourians with access to capital, entrepreneurial mentoring/networking, entrepreneurial education, technology workforce development, and will *change the culture and identity of our region* to better support our emerging bio-science and technology business sectors seeking to attract and retain knowledge economy workforce talent.

<b>MOBEC Funding to Largest 5 Missouri MSAs (2010-2019)</b>		
Locations	# of Awards	Total Awarded
1. St Louis	35	\$7,421,000
2. Kansas City	20	\$6,388,780
3. Springfield	4	\$1,140,000
4. Columbia	10	\$1,040,000
<b>5. Joplin</b>	<b>0</b>	<b>\$0</b>
Rest of the state	20	\$4,880,302
<b>Total</b>	<b>89</b>	<b>\$20,870,082</b>