Joplin Area Chamber of Commerce
Board of Directors Meeting and
Zoom Conference Call
June 22, 2020

Minutes

Attending: Todd Chenault, Melodee Colbert-Kean, Brandon Davis, Vickie Dudley, Nick Edwards, Chad Greer, Jacqueline Hackett, Dr. Brad Hodson, Mark Johnson, Betsy Kissel, Julie Larson, Dr. Alan Marble, Kayla McCollum, Matt McConnell, Dr. Melinda Moss, Kelli Perigo, Katrina Richards, Dr. Laura Rosch, Melissa Smith, Mayor Ryan Stanley, Dustin Storm

Absent: John Bartosh, Jim Dalrymple, Jeremy Drinkwitz, Mike Gray, Rick Grise, Jerrod Hogan, Bill Reiboldt

Staff: Debby Chaligoj, Lisa Kelly, Stephanie McGrew, Reggie Powers, Erin Slifka, Tony Robyn, Loni Smith, Tonya Sprenkle, Toby Teeter

I. Kelli Perigo & Toby Teeter, Call to Order

A. Brandon Davis moved to approve the Consent Agenda and seconded by Todd Chenault. Motion passed.

B. Brandon Davis moved to approve the May Minutes and seconded by Betsy Kissel. Motion passed.

C. Financials presented by Tonya. Financials were in your Board packet; please see them for the details. Tonya went briefly over the financials. Tonya stated the cash is a little low right now if you compare it to last year. Last year about this time, we paid off some loans. Chad Greer moved to approve the May financials and seconded by Brandon Davis. Motion passed.

D. Budget presented by Tonya. The budget is in your Board packet; please see them for the details. Tonya added she included the minutes from the Finance & Audit Committee in your Board packet; please see them for the details. Tonya briefly went over the budget and stated the Finance Committee recommends approval for both the Chamber and Foundation budgets. Brandon Davis moved to approve both the Chamber and Foundation budgets recommended by the Finance Committee and seconded by Dustin Storm. Motion passed.

E. Audits presented by Tonya. Tonya stated she received the audits back over the weekend; staff and the Finance Committee have not had time to review them yet. Tonya added that both audits were clean opinions. Kelli asked for a motion to approve the audits pending the Finance Committee's approval. Chad Greer moved to approve the audits pending the Finance Committee's approval and seconded by Matt McConnell. Motion passed.

II. Ex-Officio Reports

Toby introduced both New Mayor Ryan Stanley and City Manager Nick Edwards.

1. City of Joplin presented by Mayor Ryan Stanley and Nick Edwards. Lisa emailed both the City Sales Tax and the Short-Term Solutions to the COVID-19 Financial Impact; please see them for the details. Mayor Stanley stated they are only 2.18% down and feel fortunate that the tax receipts in the city are as good as they are. Please see the general sales tax page for the details. Mayor Stanley added Council will be meeting in a special meeting Wednesday at 6:00 p.m. to discuss a facemask ordinance. Moving forward to another phase will not be addressed until July and the only way he can see moving forward is if there is a decline in Covid-19 cases. Nick went over the Short-Term Solutions to COVID-19 financial impact page. Nick stated that the June sales number is actual numbers from April so the true impact to the City won't be known until September. Unemployment benefits expire in July so numbers are not accurate from the impact of COVID yet. Please see the Short-Term Solutions for the details. Nick added they are watching their budget very closely and are trying not to get into the City reserves.
2. Jasper County, absent, no report given.
3. Newton County, absent, no report given.
4. Higher Education:

a. Joplin School District presented by Dr. Melinda Moss. Dr. Moss thanked everyone for helping with the "Vote Yes" campaign. It was a huge success. The District is now getting their bonds prepared and to market and Chad Greer with Corner Greer & Associates, Inc. is setting up all the design meetings and getting ready to send out bids. The District is looking at probably 2022 before they can move in and Kelsey Norman is probably a year out. Dr. Moss stated they have eight days left in summer school. With the COVID-19, the District is about 20% less than normal in attendance. The District sent out a survey to faculty, students, and parents about re-entry and what the school year will look like. The District looked at staggered schedules, virtual, etc. The District received over 8oo surveys back already and the majority would like the normal five days a week. Dr. Moss added the first day of school is August 13.

b. Crowder College presented by Melissa Smith. Melissa's report was in your packet. Please see it for the details.

c. MSSU presented by Dr. Brad Hodson. Dr. Hodson's report was in your packet. Please see it for the details. Lisa to email to those not present. Dr. Hodson added the first day of the fall semester is August 17.

d. KCU presented by Dr. Laura Rosch. Dr. Rosch stated KCU is going into a phased reopening alternating schedule. KCU will be testing the students, faculty, and staff. They have procured some personal protective equipment. They are also looking at the spacing on the campus to make sure they are following the Health Department and CDC guidelines. There are no specific guidelines for universities so KCU is following with best practices. Dr. Rosch added the first-year students will be moving back to Joplin July 15 for the fall classes August 3rd. KCU has 162 new students and will be completely full. Tentatively May 9 is the scheduled date for graduation.

e. Ozark Christian College, absent, no report given.

f. NIC presented by Loni Smith. Loni's report was in your packet. Please see it for the details.

g. YPN presented by Kayla McCollum. Kayla's report was in your packet. Please see it for the details.

II. Division Reports

A. Toby's Chamber summary

1. COVID Recovery presented by Toby Teeter. Toby stated the updated State of Missouri stats show out of 118 counties the leading four counties are Barton, Newton, Jasper, and McDonald in COVID-19 cases. Toby added as of April, locally we are at 10% unemployment, which is 4% below the national average at 14.5 %; see the graph for the details. In May the graphs show trending downward.

2. Chamber Programing. Please see the staff reports for the details. Lisa emailed Toby's presentation slides for everyone to see. Please see them for the details.

3. Joplin Business Outlook Demo. JoplinBusinessOutlook.com. Toby presented the website to the Board. Toby presented some of the content and showed how it works.

4. Chamber Academy. We will be uploading Lunch & Learns and other teaching series to Teachable where not only our members but also non-members can watch these videos and learn about specific topics. We have already started working with some of our members to build out the content. This will be on-demand business education classes. Business leaders/instructors will be filmed teaching their expertise. These will be open video classes to our membership to watch free and non-members can pay per view each video. The email will be Chamberacademy.joplincc.com. This will be on a platform called Teachable and hosted on the Joplin Chamber's website. Later there will be the opportunity for Chamber Academy to go national and for other chambers to co-op the platform. This should be up and running by the next board meeting. We are looking at Chamberacademy.joplincc.com.

5. Economic Development Report. Toby's Economic Development report was in your packet. Please see it for details. Toby added they have started marketing Crossroads Industrial Park on LoopNet. Toby stated the City has been very restrictive on the capacity of 37 seat max for their flights. After the July 4 weekend the Dallas flights will go up to three a day.

B. Board and Committee vacancies and appointment discussion/vote presented by Tonya Sprenkle.

1. Chamber appointment to fill Brent Baker's vacated seat. Brent Baker with Liberty Utilities has accepted a position in Springfield as of May 1. Toby stated Liberty Utilities feels we should ask Jordan Bolinger with Liberty to fill Brent's seat on the Board. Chad Greer moved to appoint Jordan Bolinger to the Chamber Board and seconded by Dr. Marble. Motion passed. Toby added, after Dr. Marble's retirement we are hoping Dr. Van Galen will fill his seat post-July 1.

2. The Chamber Foundation Committee has two seats that need to be filled, replacing Donovan Edwards (seat ends in 2022) and Louise Secker (seat ends in 2023) who have termed out. See the 2020/2021 JACC Governance Committee Members page in your packet for the details on the Foundation seats. Tonya added that Chad Greer (set ends in 2022) and Jacqueline Hackett (seat ends in 2023) are both up for renewal. Brandon Davis moved to approve Jacqueline Hackett and Chad Greer to renew their terms and seconded by Todd Chenault. Motion passed. The quarterly Foundation meeting will be held quarterly at 11:30 before the Chamber Board meeting. Mark Johnson moved for Dustin Storm to fill the vacant seat that ends in 2022 and seconded by Todd Chenault. Motion passed.

IV. Today's Board Challenge presented by Toby Teeter

A. Consider Joplin Business Outlook opportunities for submissions and advertising.

B. Attend our business events. We will be doubling up events as restrictions ease up. Your presence is appreciated.

C. Please encourage your employees and business community members to join a Chamber work group. That is where the magic happens now.

D. Co-working space available, referrals welcome.

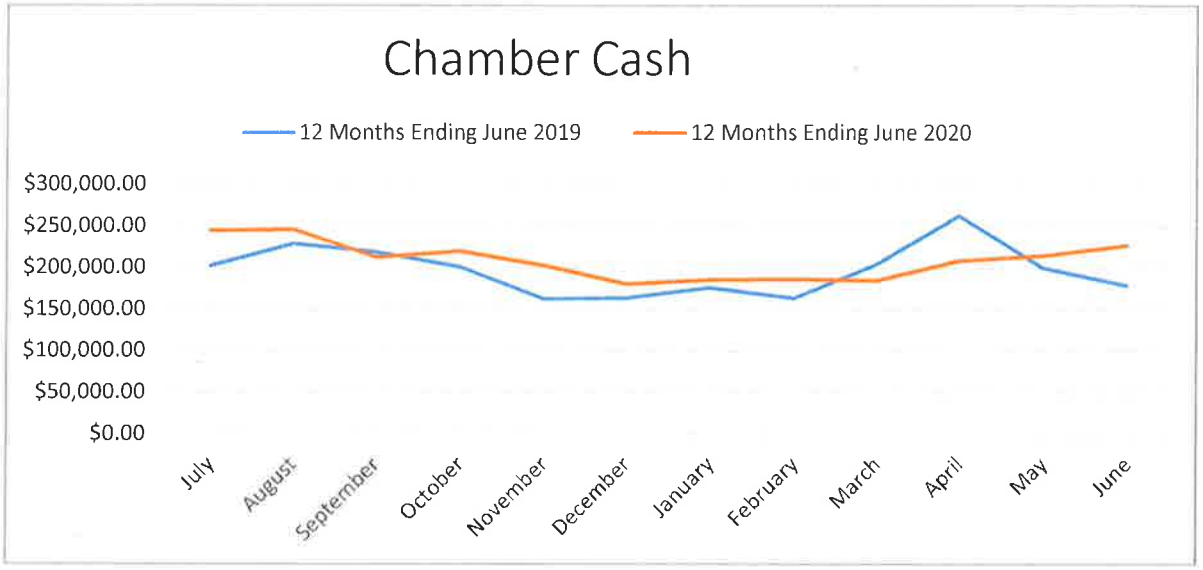
V. Other Business. No other business.

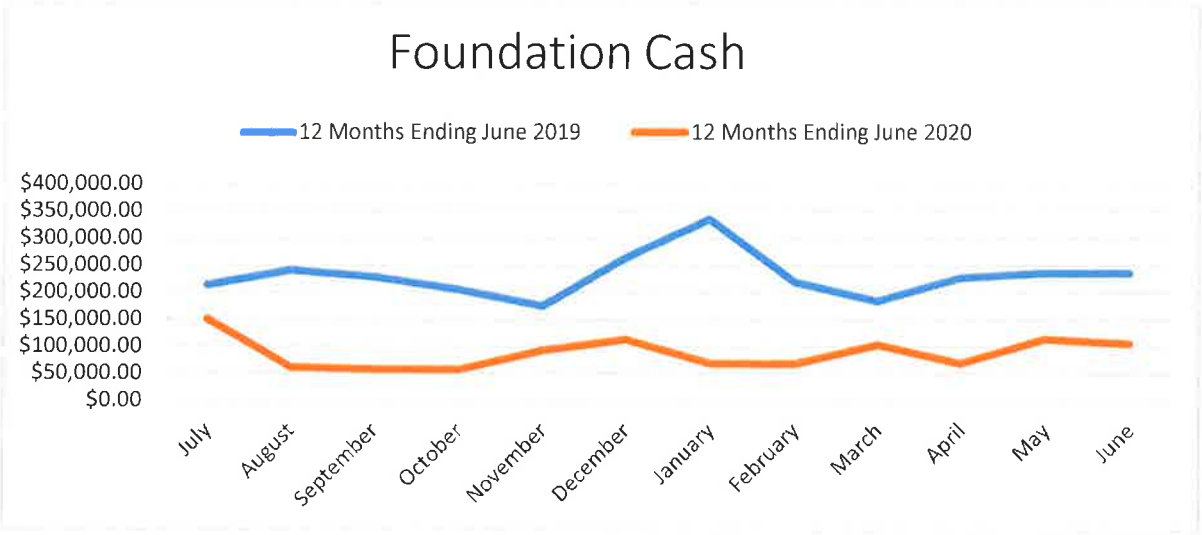
VI. Adjourn to Executive Session

Respectfully Submitted by:

Lisa Kelly	Toby Teeter
Executive Assistant	President

Cash Flow Comparison
July - June





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Aged Open A/R
As of 06/30/20

Chamber

	Jun-20	May-20	Apr-20	Mar-20	Feb-20	Total Open
Amount:	9,986.03	-	3,150.00	1,200.00	838.00	15,174.03
% of Total Amount:	65.81%	0.00%	20.76%	7.91%	5.52%	

Foundation

	Jun-20	May-20	Apr-20	Mar-20	Feb-20	Total Open
Amount:	3,014.57	6,040.00	7,500.00	-	2,551.98	19,106.55
% of Total Amount:	15.78%	31.61%	39.25%	0.00%	13.36%	

Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: June 30, 2020
By: Tonya Sprenkle, CFO and Debby Chaligoj, Finance Manager

Chamber:

- **Cash Position**: Average.
- **Accounts Receivable:** $15,024.03
- **Deferred Income 20/21 Fiscal Year:** $219,253.74
- **Deferred Income 21/22 Fiscal Year:** $7,083.36
- **Net Income YTD:** $12,381.30 Includes Membership Dues $95,325.61

Foundation / Innovation Center:

- **Cash Position Foundation**: Low
- **Cash Position Innovation Center**: Average
- **Accounts Receivable:** $19,106.55
- **Notes Receivable-BRF Loans:** MEs Place-current balance of $4,119.62
- **Deferred Income 21/22 Fiscal Year:** $0
- **Line of Credit-US Bank-ATTC:** Balance of $0
- **Line of Credit-US Bank-NIC:** Balance of $0
- **Net Income YTD:** ($148,681.84)

Economic Development:

(for City's Fiscal Year ending October 31, 2020)

- **General Expenses Budget:** $200,000.
- **Regional/MOKAN Budget:** $50,000.
- **Due from City:** $67,553.06
- **Due to Chamber:** $55,280.80
- **Due to MOKAN:** $697.92 for ED charges paid on MOKAN credit card.

Financial Highlights:

- Hot Links Golf Tournament Income—Sponsor $3,250, Games $1,015, Teams $6,650, less expenses $3019.66 for a net income of $7,895.34
- Audit for Chamber and Foundation is in process. We are still working with the external auditor to finalize.
- The Foundation and One Joplin continue to work on Census promotions.

COVID19 related impact:

- We received $10,000 EIDL forgivable loan (grant) in early May.
- We submitted initial PPP application but 501 (c) 6 organizations are not eligible at this point; ACCE and the US Chamber are lobbying for inclusion. We are prepared to immediately submit our application if legislature approves. This could have up to a $192,000 positive impact for the Chamber. We are working with our auditor on forgivable vs non-forgivable portions in case we are approved.
- We urge you to contact Senators Blunt and Hawley, and Representative Long to encourage inclusion. We have been in communication with all three.

DUE FROM (TO) ACCOUNT DETAILS
June 2020

Memo	Amount
Foundation Due to Chamber	
Foundation Cash/Credit Card Receipts Received by Chamber	(7,643.00)
Foundation Bills Paid by Chamber	497.36
Charges on Chamber Credit Card	1,095.74
Voluntary Contributions	(1,035.00)
Foundation Service Fee	4,500.00
NIC/ATTC Admin Fee	26,651.82
	24,066.92
ED Due to Chamber	
Due from City	66,117.07
Bills paid by Chamber	131.29
	66,248.36
MOKAN Due to Chamber	
MOKAN Cash/Credit Card Receipts Received by Chamber	(3,000.00)
MOKAN Bills Paid by Chamber	39.43
May 2020 Monthly Service Fee	18,750.00
	15,789.43
JIDA Due to Chamber	
Bills paid by Chamber	1,292.70
May-June 2020 Admin Fee	1,200.00
	2,492.70
JCIDA Due to Chamber	
Oct 2019- June 2020 Admin Fee	900.00
	900.00
MOCAP Due to Chamber	
April - June 2020 Admin Fee	225.00
	225.00
JCC Due to Chamber	
Mar - June 2020 Service Fee	1,000.00
	1,000.00
One Joplin Due to Chamber	
Fiscal Agent Fees	827.17
Payroll Service Fees	200.00
	1,027.17

Joplin Area Chamber of Commerce

Balance Sheet

As of June 30, 2020

	Jun 30, 20	Jun 30, 19	$ Change
ASSETS			
Current Assets			
Checking/Savings			
US Bank - Checking	227,468.59	178,991.08	48,477.51
Total Checking/Savings	227,468.59	178,991.08	48,477.51
Accounts Receivable			
Accounts Receivable	15,174.03	65,809.55	-50,635.52
Total Accounts Receivable	15,174.03	65,809.55	-50,635.52
Other Current Assets			
Deposit - Bulk Mail	2,376.21	2,495.12	-118.91
Due From (To) Other Funds			
Due From (To) ED	55,280.80	29,708.83	25,571.97
Due From (To) Foundation	24,066.92	58,844.68	-34,777.76
Due From (To) JCC	1,000.00	500.00	500.00
Due From (To) JCIDA	900.00	641.25	258.75
Due From (To) JIDA	2,492.70	1,085.20	1,407.50
Due From (To) MOCAP	225.00	26.25	198.75
Due From (To) MOKAN	15,789.43	28,608.28	-12,818.85
Due From (To) One Joplin	1,027.17	0.00	1,027.17
Due From (To) Other Funds - Other	1,166.82	0.00	1,166.82
Total Due From (To) Other Funds	101,948.84	119,414.49	-17,465.65
Due From (To) Staff	-29.54	-138.68	109.14
Petty Cash	250.00	250.00	0.00
Prepaid Expenses	105.30	0.00	105.30
Prepaid Insurance	6,760.86	6,500.58	260.28
Total Other Current Assets	111,411.67	128,521.51	-17,109.84
Total Current Assets	354,054.29	373,322.14	-19,267.85
Fixed Assets			
320 East 4th - Building	196,815.14	209,974.70	-13,159.56
Furniture & Equipment	44,136.49	14,269.62	29,866.87
Grounds	0.00	274.78	-274.78
Interior	14,135.26	19,272.94	-5,137.68
Land	76,562.56	76,562.56	0.00
Total Fixed Assets	331,649.45	320,354.60	11,294.85
TOTAL ASSETS	**685,703.74**	**693,676.74**	**-7,973.00**

Joplin Area Chamber of Commerce

Balance Sheet

As of June 30, 2020

	Jun 30, 20	Jun 30, 19	$ Change
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
Accounts Payable	7,990.51	11,581.77	-3,591.26
Total Accounts Payable	7,990.51	11,581.77	-3,591.26
Credit Cards			
US Bank - Credit Card	6,706.25	8,506.57	-1,800.32
Total Credit Cards	6,706.25	8,506.57	-1,800.32
Other Current Liabilities			
Deferred Income-Other			
Deferred Income - BAH	5,200.00	0.00	5,200.00
Deferred Income - Banquet	8,150.00	0.00	8,150.00
Deferred Income - EXPO	23,032.50	0.00	23,032.50
Deferred Income - GMJ	3,326.00	0.00	3,326.00
Deferred Income - Golf	3,350.00	0.00	3,350.00
Deferred Income - Mmbr Table	600.00	0.00	600.00
Deferred Income - Morning Brew	5,600.00	0.00	5,600.00
Deferred Income - SBOY	5,500.00	0.00	5,500.00
Total Deferred Income-Other	54,758.50	0.00	54,758.50
Deferred Income - New Members	0.00	14,216.33	-14,216.33
Deferred Income - Renewal Dues	171,579.10	159,499.58	12,079.52
Due To United Way	38.90	207.00	-168.10
Total Other Current Liabilities	226,376.50	173,922.91	52,453.59
Total Current Liabilities	241,073.26	194,011.25	47,062.01
Total Liabilities	241,073.26	194,011.25	47,062.01
Equity			
Unrestricted Net Assets	432,099.18	403,737.64	28,361.54
Net Income	12,531.30	95,927.85	-83,396.55
Total Equity	444,630.48	499,665.49	-55,035.01
TOTAL LIABILITIES & EQUITY	**685,703.74**	**693,676.74**	**-7,973.00**

Joplin Area Chamber of Commerce
Statement of Operations
April through June 2020

	Apr - Jun 20	Apr - Jun 19	$ Change	Budget	$ Over Budget
Ordinary Income/Expense					
Income					
Income - Building Room Rental	0.00	411.00	-411.00	0.00	0.00
Income - C2C Service Fee	18,958.98	15,398.06	3,560.92	18,600.00	358.98
Income - Economic Development	24,750.00	24,750.00	0.00	24,750.00	0.00
Income - EIDL. Grant	10,000.00	0.00	10,000.00	10,000.00	0.00
Income - Foundation MOBEC Grant	0.00	0.00	0.00	18,763.61	-18,763.61
Income - Foundation Service Fee	13,500.00	13,500.00	0.00	13,500.00	0.00
Income - JCIDA	300.00	300.00	0.00	300.00	0.00
Income - JIDA	1,800.00	1,800.00	0.00	1,800.00	0.00
Income - Jop Cap Corp Serv Fee	750.00	1,500.00	-750.00	750.00	0.00
Income - Member Investments	95,325.61	92,883.19	2,442.42	97,452.00	-2,126.39
Income - Member Listings	-75.00	75.00	-150.00	0.00	-75.00
Income - Miscellaneous	3,496.65	0.00	3,496.65	0.00	3,496.65
Income - MOCAP	225.00	0.00	225.00	225.00	0.00
Income - MOKAN	56,250.00	42,500.01	13,749.99	56,250.00	0.00
Income - New Member Fee	540.00	540.00	0.00	930.00	-390.00
Income - New Member Investment	0.00	3,158.25	-3,158.25	0.00	0.00
Income - NIC/ATTC Admin Fee	51,651.82	37,500.00	14,151.82	45,750.00	5,901.82
Income - One Joplin	3,073.79	0.00	3,073.79	3,060.00	13.79
Total Income	280,546.85	234,315.51	46,231.34	292,130.61	-11,583.76
Gross Profit	280,546.85	234,315.51	46,231.34	292,130.61	-11,583.76
Expense					
Automobile Expense	761.39	1,147.63	-386.24	1,200.00	-438.61
Bank and Credit Card Fees	3,764.68	3,121.40	643.28	3,450.00	314.68
Communications Expenses	3,255.93	3,621.33	-365.40	2,700.00	555.93
Contract Services	3,000.00	0.00	3,000.00	2,000.00	1,000.00
Depreciation	7,443.96	6,133.92	1,310.04	7,443.95	0.01
Electric Expense	1,410.23	2,534.87	-1,124.64	2,025.00	-614.77
Employee Insurance/Benefits	3,407.83	2,410.20	997.63	2,768.00	639.83
Equipment Maintenance	7,756.62	6,512.09	1,244.53	6,300.00	1,456.62
Equipment Rental	0.00	3,968.08	-3,968.08	405.00	-405.00
Health Insurance	20,219.94	18,704.86	1,515.08	19,741.00	478.94
Liability & Other Insurance	2,584.53	2,904.59	-320.06	3,120.00	-535.47
Meetings & Travel	-18.87	916.67	-935.54	525.00	-543.87
Miscellaneous Expense	50.00	403.47	-353.47	150.00	-100.00
Occupancy Expense	1,976.27	3,089.62	-1,113.35	3,200.00	-1,223.73
Office Supplies	1,756.31	1,030.42	725.89	1,050.00	706.31
Payroll Expenses	2,467.14	2,375.03	92.11	2,436.21	30.93
Payroll Taxes	13,470.35	11,537.82	1,932.53	13,911.00	-440.65
Pension Fund	13,213.29	8,170.70	5,042.59	13,973.34	-760.05
Postage	1,279.40	-60.25	1,339.65	1,000.00	279.40
Professional Fees	5,300.00	17,772.50	-12,472.50	5,300.00	0.00
Publications	0.00	336.70	-336.70	0.00	0.00
Salaries	175,084.41	157,473.68	17,610.73	175,646.13	-561.72
Staff Dues & Development	1,773.00	2,109.08	-336.08	1,500.00	273.00
Water Expense	69.12	35.14	33.98	90.00	-20.88
Total Expense	270,025.53	256,249.55	13,775.98	269,934.63	90.90
Net Ordinary Income	10,521.32	-21,934.04	32,455.36	22,195.98	-11,674.66

Joplin Area Chamber of Commerce

Statement of Operations

April through June 2020

	Apr - Jun 20	Apr - Jun 19	$ Change	Budget	$ Over Budget
Other Income/Expense					
Other Income					
Committee Divisions					
Business Development	-2,012.50	60,525.00	-62,537.50	5,000.00	-7,012.50
Chamber Work Groups	-100.00	0.00	-100.00	0.00	-100.00
Communications	-14,244.63	-4,376.94	-9,867.69	-16,807.00	2,562.37
Economic Development	-36.00	1,580.39	-1,616.39	2,375.00	-2,411.00
Governance	0.00	-529.26	529.26	0.00	0.00
Member Services	5,357.60	8,134.09	-2,776.49	8,775.00	-3,417.40
Spec Events					
Annual Banquet	2,150.00	10,303.55	-8,153.55	10,804.00	-8,654.00
Business After Hours	1,100.00	9,448.57	-8,348.57	6,405.00	-5,305.00
Golf Tournament	7,895.34	18,562.00	-10,666.66	12,150.00	-4,254.66
Good Morning Joplin	-155.00	4,325.67	-4,480.67	3,117.50	-3,272.50
Morning Brew	2,800.00	10,155.21	-7,355.21	6,405.00	-3,605.00
Total Spec Events	13,790.34	52,795.00	-39,004.66	0.00	0.00
Total Committee Divisions	2,754.81	118,128.28	-115,373.47	38,881.50	-25,091.16
Employee Fund	-744.83	-402.60	-342.23	38,224.50	-35,469.69
Staff Accounts	0.00	136.21	-136.21	0.00	-744.83
Total Other Income	2,009.98	117,861.89	-115,851.91	38,224.50	-36,214.52
Net Other Income	2,009.98	117,861.89	-115,851.91	38,224.50	-36,214.52
Net Income	**12,531.30**	**95,927.85**	**-83,396.55**	**60,420.48**	**-47,889.18**

Joplin Area Chamber of Commerce Economic Development Fund
Balance Sheet
As of June 30, 2020

	Jun 30, 20	Jun 30, 19	$ Change
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	4,176.41	3,021.70	1,154.71
Total Checking/Savings	4,176.41	3,021.70	1,154.71
Other Current Assets			
Due From (To) City	67,553.06	47,955.94	19,597.12
Due From (To) Other Funds			
Due From (To) Chamber	-55,280.80	-29,708.83	-25,571.97
Due From (To) MOKAN	-697.92	-2,868.46	2,170.54
Total Due From (To) Other Funds	-55,978.72	-32,577.29	-23,401.43
Total Other Current Assets	11,574.34	15,378.65	-3,804.31
Total Current Assets	15,750.75	18,400.35	-2,649.60
Fixed Assets			
Furniture and Equipment	15,370.79	20,640.83	-5,270.04
Total Fixed Assets	15,370.79	20,640.83	-5,270.04
TOTAL ASSETS	**31,121.54**	**39,041.18**	**-7,919.64**
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	10,000.00	1,528.17	8,471.83
Total Accounts Payable	10,000.00	1,528.17	8,471.83
Total Current Liabilities	10,000.00	1,528.17	8,471.83
Total Liabilities	10,000.00	1,528.17	8,471.83
Equity			
Retained Earnings	36,921.43	44,978.15	-8,056.72
Net Income	-15,799.89	-7,465.14	-8,334.75
Total Equity	21,121.54	37,513.01	-16,391.47
TOTAL LIABILITIES & EQUITY	**31,121.54**	**39,041.18**	**-7,919.64**

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

April through June 2020

	Apr - Jun 20	Apr - Jun 19	$ Change
Ordinary Income/Expense			
Income			
Income-Funds from City	40,311.70	47,955.94	-7,644.24
Total Income	40,311.70	47,955.94	-7,644.24
Expense			
Administrative Expenses	-48.37	0.00	-48.37
Business Retention & Expansion	308.04	0.00	308.04
Choose Joplin Campaign	245.17	0.00	245.17
Communications/Mobile/Internet	1,134.97	1,812.21	-677.24
Data Systems & Equip Support	14,545.75	13,359.06	1,186.69
Depreciation	1,317.51	1,317.51	0.00
Marketing & Advertising	187.50	1,200.00	-1,012.50
Miscellaneous Expense	2,580.30	0.00	2,580.30
Mtgs & Travel/ Prospect Host	133.80	1,304.61	-1,170.81
Office Supplies/Publications	0.00	150.00	-150.00
Professional Dues & Development	587.10	1,710.00	-1,122.90
Professional Fees	6,000.00	0.00	6,000.00
Regional E-Marketing	0.00	275.00	-275.00
Regional Trade Shows	0.00	75.68	-75.68
Salaries	24,750.00	24,750.00	0.00
Website Development/Hosting	192.00	0.00	192.00
Total Expense	51,933.77	45,954.07	5,979.70
Net Ordinary Income	-11,622.07	2,001.87	-13,623.94
Net Income	**-11,622.07**	**2,001.87**	**-13,623.94**

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of June 30, 2020

	Jun 30, 20	Jun 30, 19	$ Change
ASSETS			
Current Assets			
Checking/Savings			
002 · US Bank - Money Market	9,729.00	9,902.24	-173.24
008 · Commerce - Airport Backstop	0.82	148,158.34	-148,157.52
001 · US Bank - General Fund	22,785.54	146,907.45	-124,121.91
003 · US Bank - Innovation Center	49,578.51	5,699.80	43,878.71
005 · Restricted - Bus Recovery Fund	22,839.86	23,127.86	-288.00
Total Checking/Savings	104,933.73	333,795.69	-228,861.96
Accounts Receivable			
020 · Accounts Receivable	19,106.55	11,733.18	7,373.37
Total Accounts Receivable	19,106.55	11,733.18	7,373.37
Other Current Assets			
032 · Prepaid Insurance	3,553.42	29,108.32	-25,554.90
019 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	-24,066.92	-58,844.68	34,777.76
Total 019 · Due From (To) Other Funds	-24,066.92	-58,844.68	34,777.76
031 · Prepaid Expenses	0.00	3,014.06	-3,014.06
Total Other Current Assets	-20,513.50	-26,722.30	6,208.80
Total Current Assets	103,526.78	318,806.57	-215,279.79
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,817,296.40	1,868,079.80	-50,783.40
179 · ATTC Building Improvements	1,632,674.48	1,672,185.86	-39,511.38
177 · ATTC Equipment	1,114,244.88	1,386,718.51	-272,473.63
175 · ATTC Furniture & Fixtures	70,553.66	87,832.10	-17,278.44
150 · Foundation Furniture & Fixtures	2,499.22	5,376.97	-2,877.75
166 · IC Leasehold Improvements	44,286.38	2,194.12	42,092.26
152 · Innovation Center F & F	4,562.41	4,083.25	479.16
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,249,839.52	1,298,127.64	-48,288.12
Total Fixed Assets	5,997,901.44	6,386,542.74	-388,641.30
Other Assets			
055.900 · Notes Receivable - BRF Loans	4,119.62	6,362.06	-2,242.44
Total Other Assets	4,119.62	6,362.06	-2,242.44
TOTAL ASSETS	**6,105,547.84**	**6,711,711.37**	**-606,163.53**

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of June 30, 2020

	Jun 30, 20	Jun 30, 19	$ Change
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 · Accounts Payable	7,686.10	6,136.62	1,549.48
Total Accounts Payable	7,686.10	6,136.62	1,549.48
Other Current Liabilities			
208 · Deferred Income			
221.110 · Deferred Income - Golden Apple	5,000.00	5,000.00	0.00
225.520 · Deferred Income -Arts	8,949.96	8,949.96	0.00
226.000 · Deferred Income-Lease	3,262.00	284.00	2,978.00
208 · Deferred Income - Other	0.26	0.00	0.26
Total 208 · Deferred Income	17,212.22	14,233.96	2,978.26
247.000 · Deposits Held	8,596.81	6,710.27	1,886.54
201 · Airport Pledges	0.00	172,500.00	-172,500.00
Total Other Current Liabilities	25,809.03	193,444.23	-167,635.20
Total Current Liabilities	33,495.13	199,580.85	-166,085.72
Total Liabilities	33,495.13	199,580.85	-166,085.72
Equity			
33000 · Temp. Restricted Net Assets	25,880.00	25,880.00	0.00
32000 · Unrestricted Net Assets	6,194,679.55	6,520,726.77	-326,047.22
Net Income	-148,506.84	-34,476.25	-114,030.59
Total Equity	6,072,052.71	6,512,130.52	-440,077.81
TOTAL LIABILITIES & EQUITY	**6,105,547.84**	**6,711,711.37**	**-606,163.53**

Joplin Area Chamber of Commerce Foundation
Statement of Operations
April through June 2020

	Foundation			ATTC			NIC		
	Apr - Jun 20	Apr - Jun 19	$ Change	Apr - Jun 20	Apr - Jun 19	$ Change	Apr - Jun 20	Apr - Jun 19	$ Change
Ordinary Income/Expense									
Income									
401 · Contributions	4,595.00	5,060.00	-465.00	0.00	0.00	0.00	0.00	10,063.18	-10,063.18
411 · Grants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28,079.75	-28,079.75
422 · Income - Interest	45.11	692.33	-647.22	0.00	0.00	0.00	0.00	649.44	-649.44
425 · Income - Miscellaneous	9,560.00	1,256.28	8,303.72	0.00	0.00	0.00	0.00	0.00	0.00
431 · Late Fee Income	0.00	0.00	0.00	62.60	0.00	62.60	0.00	0.00	0.00
426 · Lease Income	0.00	0.00	0.00	45,587.04	56,479.90	-10,892.86	22,688.17	18,668.99	4,019.18
427 · Lease Utility Income	0.00	0.00	0.00	5,863.90	5,691.92	171.98	0.00	0.00	0.00
405 · YPN - Membership Dues	0.00	2,179.16	-2,179.16	0.00	0.00	0.00	0.00	0.00	0.00
406 · YPN Enrollment Fee	0.00	140.00	-140.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Income	14,200.11	9,327.77	4,872.34	51,513.54	62,171.82	-10,658.28	22,688.17	57,461.36	-34,773.19
Gross Profit	14,200.11	9,327.77	4,872.34	51,513.54	62,171.82	-10,658.28	22,688.17	57,461.36	-34,773.19
Expense									
611 · Administrative Fee	0.00	0.00	0.00	32,901.82	18,750.00	14,151.82	18,750.00	18,750.00	0.00
787 · Bank Fees	80.00	59.05	20.95	0.00	0.00	0.00	0.00	0.00	0.00
690 · Communications	79.36	0.00	79.36	4,911.51	-407.77	5,319.28	2,507.51	2,221.83	285.68
730 · Depreciation	561.12	500.25	60.87	95,658.45	96,171.14	-512.69	14,786.13	12,994.68	1,791.45
671 · Electric Expense	0.00	0.00	0.00	8,427.24	8,180.29	246.95	2,000.44	3,043.31	-1,042.87
720 · Equipment Maint	1,290.15	0.00	1,290.15	95.00	142.50	-47.50	1,180.13	139.42	1,040.71
672 · Gas Expense	0.00	0.00	0.00	959.90	785.07	174.83	240.72	191.13	49.59
760 · Grant Disbursement	9,288.16	0.00	9,288.16	0.00	0.00	0.00	0.00	0.00	0.00
785 · Insurance Expense	343.50	0.00	343.50	6,998.13	6,427.07	571.06	2,332.71	2,142.36	190.35
780 · Interest Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
650 · Meetings	56.32	66.47	-10.15	0.00	0.00	0.00	0.00	0.00	0.00
790 · Miscellaneous Expense	14,953.75	0.00	14,953.75	0.00	0.00	0.00	0.00	0.00	0.00
670 · Occupancy Expense	150.00	0.00	150.00	2,158.99	5,815.97	-3,656.98	3,134.39	3,334.07	-199.68
700 · Office Supplies	0.00	429.97	-429.97	0.00	0.00	0.00	0.00	0.00	0.00
750 · Professional Fees	2,700.00	0.00	2,700.00	0.00	72.00	-72.00	0.00	0.00	0.00
610 · Program Service Fee	13,500.00	13,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
673 · Water Expense	0.00	0.00	0.00	535.28	590.92	-55.64	272.26	316.76	-44.50
Total Expense	43,002.36	14,555.74	28,446.62	152,646.32	136,527.19	16,119.13	45,204.29	43,133.56	2,070.73
Net Ordinary Income	-28,802.25	-5,227.97	-23,574.28	-101,132.78	-74,355.37	-26,777.41	-22,516.12	14,327.80	-36,843.92
Other Income/Expense									
Other Income									
800 · Committee Divisions									
800.900 · Business Recovery Fund	0.00	96.00	-96.00	0.00	0.00	0.00	0.00	0.00	0.00
800.101 · Education	4,302.40	9,280.47	-4,978.07	0.00	0.00	0.00	0.00	-540.00	540.00
800.200 · Leadership Joplin	-477.95	15,196.35	-15,674.30	0.00	0.00	0.00	0.00	0.00	0.00
800.400 · Young Professionals Network	119.86	6,746.47	-6,626.61	0.00	0.00	0.00	0.00	0.00	0.00
Total 800 · Committee Divisions	3,944.31	31,319.29	-27,374.98	0.00	0.00	0.00	0.00	-540.00	540.00
Total Other Income	3,944.31	31,319.29	-27,374.98	0.00	0.00	0.00	0.00	-540.00	540.00
Net Other Income	3,944.31	31,319.29	-27,374.98	0.00	0.00	0.00	0.00	-540.00	540.00
Net Income	-24,857.94	26,091.32	-50,949.26	-101,132.78	-74,355.37	-26,777.41	-22,516.12	13,787.80	-36,303.92

Incubator Activity – Loni

- We are working on our first reimbursement request for activities related to our MOBEC grant along with a progress report on programming activities completed and/or start to-date
- Final MTC report for FY2020 was reported on July 15 with the highest number of job creation, government funded investment, and private capital raised by tenants
- City of Joplin quarterly reporting and annual inventory were reported on July 15

Tenant Update:

- ATTC has one graduating tenant at the end of July
- There are three private offices available for lease
- There is one available space at the NIC (approximately 556SF, vacated by Atlas Risk Management). Additional shared space for co-working is available with two interested parties
- Rent increase at both ATTC and NIC is planned for Jan 1, 2021 and will equate to a 2.5% increase per SF/Year. Letters of intent are being drafted and will be sent after the next Foundation meeting

Programming:

- We are looking for a location to launch 1 Million Cups as the library will be closed to such gatherings for the remainder of the summer. In conjunction with 1MC, we wish to launch Ideas on Tap, a more causal afterhours version where anyone in the community can come together and share ideas and passion for their start-ups
- Several partners have been engaged for filming of small business education talks, if interested in participating please let us know. These can be 5 minutes to an hour of content on a variety of topics and all will be uploaded to the Chamber Academy site for member and community use
- Our Chamber Academy site is nearing completion and we will be pushing content as it is developed
- Using MOBEC funds to collaborate with Crowder College and the Hubbub to launch a podcast series to highlight entrepreneurs in the area, workshops on entrepreneurship and highlight “change makers” in the area. Podcasts to start by the end of July
- Regional e-Commerce meetings have started. Carthage hosted the first quarterly meeting and Neosho and Lamar are scheduled for the end of July. All communities are excited for the opportunity to connect their area to collaborative learning and growth

Networking Events
Special Events

- Leadership Joplin will resume its classes in September and finish in October with Graduation.
- We will begin doubling up on our Morning Brew and After Hour events in July.
- Hot Links for June 19 is sold out for teams and hole sponsors.
- Hot Links for October 9th has only a few team openings
- Ribbon cuttings have resumed
- Leads Groups have resumed in person meeting

Membership Summary Report
June 17, 2020 – July 21, 2020

Membership	**Totals**
Year to date	
Membership Previous (April 1, 2020)	820
Joined (New)	32
Dropped	59
Total membership	**793 (net -27)**

New Members June 17, 2020 – July 21, 2020

Crispy Clean Cleaning Services
Emancipation Celebration Committee
Four State Doors, LLC
KD Innovations LLC
Miracles Day Care For Infants, LLC
Primerica Financial Services
Primpin' Beauty Bar
Reed's Barber & Beauty Salon
S & H Home Improvement
Starlit Running Company, LLC
TAKEaSTAND Gourmet Smoothies LLC

Dropped Members June 17, 2020 – July 21, 2020

5 Star Nutrition
Admiral Express Office Supply
Allstate-Tyler Linn Agency
Ambassador Stone Midwest LLC
ASAP Appliance Repair
Big R's **Closed**
Michael Brockett dba CSC Health **Closed**
Butcher's Block Event Center & Catering
Cellular Sales
CPR Cell Phone Repair Joplin
Dalton-Killinger Construction Co., Inc.
Good Vibrations **Closed**
Great Circle
H.E. Williams, Inc.
Joplin ProPrint **Closed**
Kelly Insurance
Holly McMullin, Massage Therapist
Miss Daisy's Home & Decor Company
Securitas Security Services USA, Inc.
Selby-Granger Insurance
Volk's Avanti Insurance Agency, Inc.
Weed Whackers, Inc.

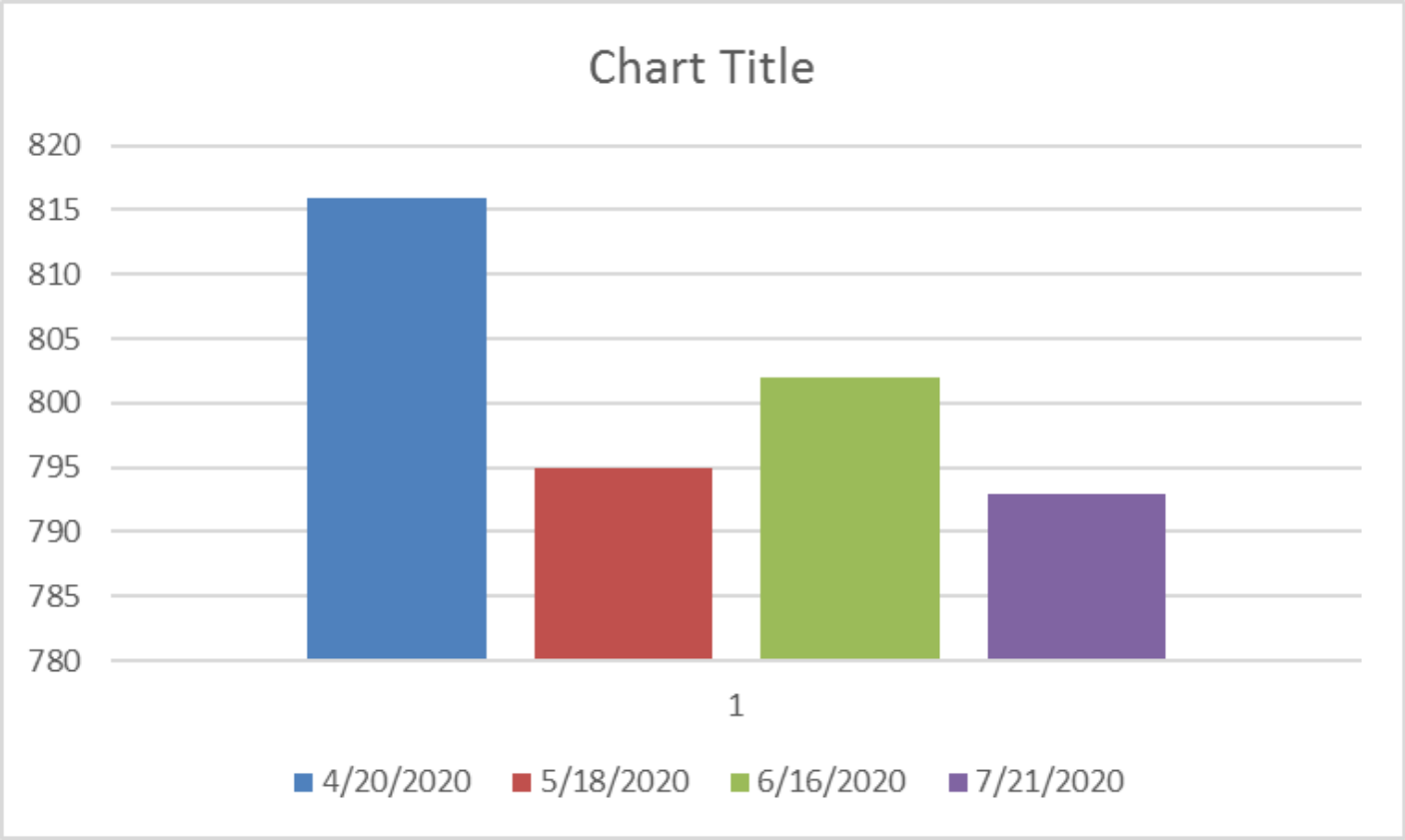
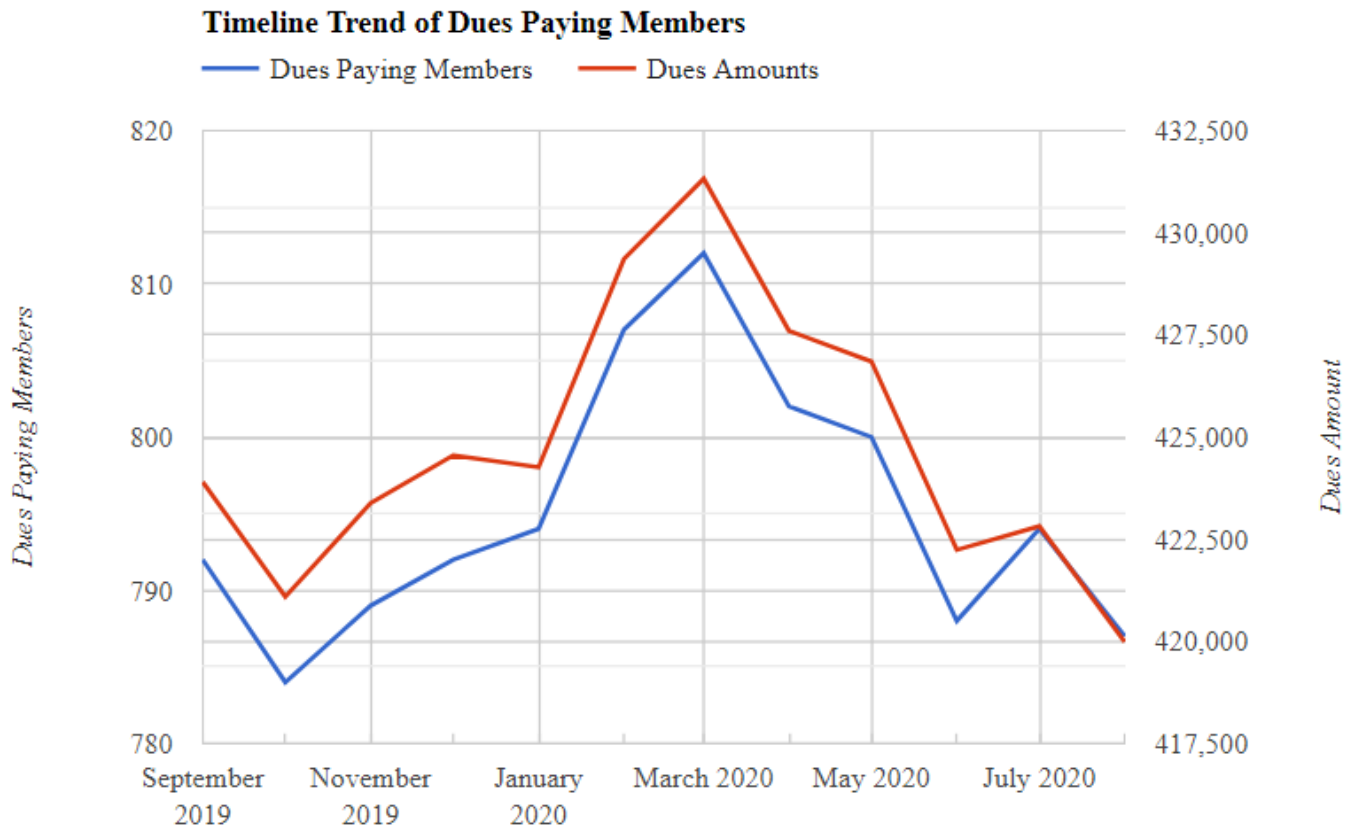


Chart Title
820
815
810
805
800
795
790
785
780
1
4/20/2020
5/18/2020
6/16/2020
7/21/2020


Timeline Trend of Dues Paying Members
Dues Paying Members
Dues Amounts
820
810
800
790
780
432,500
430,000
427,500
425,000
422,500
420,000
417,500
Dues Paying Members
Dues Amount
September 2019
November 2019
January 2020
March 2020
May 2020
July 2020

Livability Workgroups, new enrollees and actions month-to-date:
Chamber Gives Back: Dana Pim and Colt Atwood, Erin
2020-2021

- April | Cancelled
- May | Healthcare Thank You Baskets
- June 25 | Wildcat Glades
- July 19 | River Clean-up Float, sponsored by Liberty Utilities
- YTD 72 hours / Goal 250 Hours

Upcoming Volunteer Opportunities:
August 18 | Children's Haven
August TBD | Joplin School Garden Cooperative
September 12 | Big Brothers Big Sisters Beer Fest

Community Health & Wellness: Hayley Simon and Erin Porter, Erin (Chamber Staff Liaison)
Writing monthly articles for the Joplin Business Outlook. Here are the most recent article, here https://joplinbusinessoutlook.com/2020/07/22/mind-your-well-being/

- The group will begin helping businesses achieve Work Well certification through MOCAN. Joplin has four area employers who are currently certified as a Gold Level Work Well Award. https://joplinbusinessoutlook.com/2020/07/22/missouri-council-for-activity-and-nutrition-provides-wellness-resources-for-our-area-employers/
- The group will be partnering with Gives Back on the Joplin School Garden Cooperative
- 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 is the second Thursday of the month, 8:00 AM. April and May meeting is postponed.

Trails and Connectivity: Kayla McCollum, Jessica Carr, 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. A parent/guardian must accompany minors under 18. 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_Ve67FDbNmEnhlgBU1yAbuVgeLll0
- **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:
    - accept donated bikes from the public and from the police dept.
    - rebuild and repair these bikes in a community bike shop by volunteers, probably housed in the ATTC building
    - 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 are 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: Tom Furrh, 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

Equity, Diversity & Inclusion: Shonte Clay-Fulgham, Jennifer Eye, Loni, Ashton

- Working with Commerce Bank to fund an introductory course for EDI education for business, introduction to terminology and history, race, sexual orientation and class. These workshops will be available to Chamber membership and the community on our Chamber Academy platform

- Instigating sub-committees to identify deliverables and more community engagement with existing groups. Will plan a community leader forum to ensure that we aren't duplicating efforts

Professional Development: Alex Gandy & Rose Peacock, Loni

- Assessing the current state of the mentorship program, checking in with mentors and mentees, discussing active recruitment to grow both groups
- Group tasked with publication of Professional Development content monthly for the Business Outlook
- Must launch campaign to recruit a total of 50 mentees to fill the slots for our 11 mentors by February per the MOBEC guidelines

Building and Marketing the Joplin Brand-Toby and Erin

- With three new websites we are now focusing on video production to run targeted digital ads, focusing on entrepreneurship and many of our homegrown companies.
- Earlier this month an email with the Choose Joplin Facebook pixel code was sent to the top 100 employers in Joplin to place on their recruitment pages. Having the pixel code on these sites will allow our team to run a retargeting ad campaign.

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 – Remote Tulsa vs Joplin offering

Joplin Area Economic Development Update
July 2020

Business Attraction & Expansion Projects

New:

- Project Surge Part I – A new company is being spun off an existing company, to operate a high-tech manufacturing facility that will employ 500-1,000 people. 300,000+ sq ft facility. We have identified two sites in the City Limits of Joplin.

- Project Surge Part II – Existing company is expanding to operate a high-tech manufacturing facility, resulting in 20-30 new jobs.

- Project Menards – 60+ acre development anchored by Menards. Forming a CID district now, TIF request next. Several high-profile, much needed retail components also in-play. Been working with these new developers since February.

- Project Slug – Texas-based ammunition company is seeking 2.5 to 3 acres of Crossroads Industrial Park land for a 20,000 sq ft plant ($5 million cost) with 25-50 jobs well over county average wages. This is a fast-track… could be up and running in 2020.

Ongoing:

- Project Starburst/Kingfisher/Flycatcher/Bottlerocket – Local food/beverage manufacturing M&A activity, to yield a new production line. $50-$60 million. 60-100 new jobs are the early projection. Contracts being negotiated. State ED discussions with business leaders ongoing.

- Project Pizza - A small Italian car company is seeking a site for a North American automobile plant. The CEO contacted us directly because of the Tesla coverage. Seeking 500,000 sq. ft. facility. 150 jobs in year 1, 500 jobs by year 3.

- Project Cardinal - St. Louis based solar farm company seeking 200+ acres for a community solar project in Liberty's service area.

- Project Eagle - Prigmor Commercial Development Projects - extensions of additional developments around the Big Apple Travel Plaza, including restaurant, possibly hotel, and additional trucking related service businesses. Developers group considering buildout options. State incentives being qualified for review.

- Project Mace - Joplin – A steel finish manufacturer is looking for 170,000 sq. ft. to relocate to Joplin. $12-$15 million investment, 45 jobs. Hosted site visits with broker and company leaders and currently waiting on proforma from corporate. On hold due to CV-19

- Project Bullpen – Joplin – A regional industrial repair shop expansion to area with 4-5 employees and $500,000 new shop construction on 5-10 acres on Joplin business corridor frontage On hold due to CV-19

- Project Spectrum – Region - German plumbing manufacturer looking for suitable 40,000-110,000 sq. ft. (expandable to 250,000 sq. ft.) build for a production facility including their US headquarters. $33 million investment and 220 jobs. Reviewing another region per Missouri Partnership

- Project Firefly – Joplin - Local engineering company expanding 14,000 sq. ft. and adding 27 positions in engineering, quality control and management; $ 3 million expansion. Incentive letter sent to company leaders March 2020.

- Project Typical - Met with local logistics/warehousing company on possible $150,000 sq. ft. expansion. Project currently being evaluated. Oh hold due CV-19

- Project Dale – Joplin - 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. Notified on hold per Missouri Partnership

- Project Texas – An ammunition company based in Texas is considering relocate its manufacturing operations to Joplin. 50 to 100 new jobs are anticipated. On hold per manufacturer.

- Project Colorado – A solar/UV light product manufacturer based in Colorado is expanding to Miami, OK. $6 million building acquisition/investment. 30 to 60 new jobs anticipated. Working out incentives with OK state.

- 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. No further response from manufacturer communications.

- 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 is 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).

- Project “Local” – A company is seeking a location for a 400,000 sq. ft. “food solutions and R&D facility” that would employee 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. Chose another state per Missouri Partnership.

- 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. Tony met with city of

Joplin and developer on site. City developing a proforma of opportunity to review. City waiting on preliminary plan from developer.

- 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 – MSSU is seeking both private and public funding 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. We are also looking to extend the partnership to a post-graduate pod of remote workforce here in Joplin working for the partnering tech company. A model similar to LinkedIn in Omaha, which went from 13 employees to 1,000 employees over the last 10 years. Phone conferences with prospective tech company partners have begun.

- 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. Gil and Toby spent a day in Tulsa to learn more about CEs and how to use them to further Joplin ED.

- Project Fast Track – Tony and Morris meeting with City and state officials on a 32nd Street stoplight for Davis/Stephens Blvd truck traffic. Waiting on additional input from local manufacturer on impacts.

- Various other early projects emerging in pipeline

- Active Cultural Enterprise Recruitment Pipeline: ~~Chaos Brewing Co., Main Street Axe Co.,~~ Alamo Draft house, Skylight Theatre, B&B Theatre, Bike Rack Brew Co, The Jolly Fox Brewery, HyVee, and Schnucks

Business & Employment Retention and COVID Response Efforts:

- 32,000 masks distributed
- Paycheck Protection Program and EIDL loan program education and communication
- Shop Local PSA commercials produced and running, on TV and social media
- Masking PSA produced and will run very soon, in partnership with City of Joplin
- Distributed Mandatory Mask signage to local businesses

JIDA / Crossroads Industrial Park Updates:

- We listed Crossroads Park parcels on Loopnet.
- Crossroads now has 12x6” Interstate signage on both I-44 and I-49.
- State Certification in process.

loopnet.com/Listing/8310-E-26th-St-Joplin-MO/19560256/

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8310 E 26th St - Crossroads Business Park - Joplin, Missouri

200 Acres of Industrial Land Offered at $25,000 in Joplin, MO

Industrial Land / Missouri / Joplin / 8310 E 26th St, Joplin, MO 64804

ABOUT 8310 E 26TH ST, JOPLIN, MO 64804

Price	$25,000	Property Subtype	Industrial
Sale Type	Investment or Owner User	Proposed Use	Commercial
No. Lots	1	Total Lot Size	200.00 AC
Property Type	Land	Opportunity Zone	No

Listing ID: 19560256 Date Created: 5/15/2020 Last Updated: 6/9/2020

Toby Teeter

CROSSROADS BUSINESS PARK

June/July 2020
MOKAN – Chamber Board Report
Tony Robyn, Director

Campaign/Resources
We now have nearly $1.1 million of $2 million goal (thank you partners!). I have rebooted conversations with supporters and board members. We continue to operate on previously received funds and new support going forward. Multiple requests still pending/on hold re: covid.

Recently submitted a Economic Development Administration business recovery revolving loan fund grant. Thanks to Tonya's assist in preparing financials and budget template. Thanks to Joplin Capital Corporation for required funding and support match allowing us to expand program reach to region. The initial loan fund is $500,000—intent is to continually build with partner support moving forward. The grant is under federal review now (July).

Industrial/Commercial Projects
Staff continues multiple efforts across the region. Priority deals approaching development include:

- Project Solar/Denver company finalizing a $900,000 building acquisition in Miami, OK, for the development of a $12.5 million/75 jobs solar/UV sterilization project (to be publicly announced soon). Charlotte and Steve working out OK state incentives.
- Starburst/Flycatcher/Bottlerocket effort (3 separate companies/joint effort). Staff continue to advance the Joplin/Webb City $50 million/60 employee projects and assisting to finalize the Missouri incentives application steps. Also helping coordinate Joplin sanitary upgrade discussions.
- Project Fast Track/Davis Boulevard-Joplin 32nd Street–with Morris help continue to press partners for prioritization and funding for the intersection upgrade to benefit multiple companies.
- Staff assisting Joplin's Project Dallas munitions equipment plant effort. Crossroads property acquisition underway.
- Project Cookiecutter - Warehouse expansion and workforce training. Corporate leadership visit and tour pending this fall. Morris coordinating meeting.
- Just completed assisting Barton County Chamber in drafting an RFP for a downtown Lamar tourism park development.

Crossroads and Wildwood
The Crossroads Park site certification was reviewed in June by State of Missouri Department of Economic Development and now finalizing follow-up responses for their September review. Some additional site work testing/surveys have been ordered as required. Additionally, Wildwood Burlington Northern rail-certification is finalized, submitted, and under review as of 6/12/20.

Workforce Development
We're teaming up with area economic partners, MSSU, and Crowder to host a workforce summit (hopefully this fall) to look at post-COVID strategies. Have had early discussions with companies to refine focus. Details and timing being considered now. Also submitted 10 companies to Crowder for state funding support for requested forklift training.
Website and Marketing

Website revamp is underway with major navigation streamlining. Also developing a promotional ad for northwest Arkansas pushing warehousing/transportation/distribution attributes of our region: I44/I49 corridors access, low corporate taxes, no finished goods inventory taxes, trucking hub, etc. Targeting September edition of *NW Arkansas Business Journal.* Also:

- We are hosting a team of industrial partners at the July Workshops Golf Tournament.
- Developing a promotional brochure for region attributes/MOKAN organizational capacity and support.
- Professional trade shows currently on hold/pending.
- Participated in July YPN/McDonald County Elk River float. McDonald County Chamber shuttered re: Covid so helping maintain attention of efforts and promote regional tourism and natural resources.
- July 20 Globe update article on MOKAN efforts. August Show Me Magazine promotional ad pending.

Staff Development
We are moving through the first round of July interviews (9 of 40 applications) for the business development coordinator. This person will work regionally primarily focusing efforts on industrial/commercial relationships and retention/growth efforts for the pipeline. Mid- August target to ramp up.

And all other duties as assigned….please contact me with questions.