



JOPLIN

AREA CHAMBER OF COMMERCE
Board of Directors Meeting – **ZOOM MEETING**
Monday, June 22, 2020

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 – Kelli Perigo**

12:05 **Consent Calendar – Kelli Perigo**

Approve Agenda – Kelli Perigo

Approve Minutes – May– Kelli Perigo

Approve Financials & Budget – May– Debby, Tonya, & Todd Chenault

We hope to have Audit delivered to us in time to distribute at meeting

12:10 **Ex-officio: Verbal report by all ex-officio members in attendance**

City of Joplin –City Manager Nick Edwards & Mayor Ryan Stanley

County Commission – Jasper County - John Bartosh

Newton County – Bill Reiboldt

Education: Joplin R8 – Dr. Melinda Moss

Higher Education: Crowder College – Melissa Smith

KCU-Joplin – Dr. Laura Rosch

MSSU – Dr. Brad Hodson

OCC – Jim Dalrymple

NIC – Mike Gray, Loni Smith

YPN – Kayla McCollum

12:30 **Business - Toby**

- Toby's Chamber summary presentation
 - COVID Recovery briefing
 - Chamber programming update
 - Joplin Business Outlook demo
 - Economic Development Report
- Board and Committee vacancies and appointment discussion / vote - Tonya
 - Chamber - appointment to fill Brent Baker's vacated term
 - Foundation - appointments to fill Donovan and Louise open terms
 - Foundation - appointments (or renewal) for Chad and Jacqueline expired terms
 - Discussion on when Foundation should meet going forward

12:45 **Today's Board Challenge - Toby**

- Consider Joplin Business Outlook opportunities for submissions and advertising.
- Attend our business events. We will be doubling up events as restrictions ease up. Your presence is appreciated.
- Please encourage your employees and business community members to join a chamber workgroup. That is where the magic happens now.
- Co-working space available, referrals welcome

12:50 **Adjourn to Executive Session**

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

**Next Meeting: Monday, August 24, 2020, Chamber Office, Liberty Room
Meeting begins at 12:00 PM**

Joplin Area Chamber of Commerce
Board of Directors Meeting
Zoom Conference Call
May 26, 2020

Minutes

Attending: Todd Chenault, Melodee Colbert-Kean, Brandon Davis, Jeremy Drinkwitz, Vickie Dudley, Mike Gray, Chad Greer, Rick Grise, Jacqueline Hackett, Dr. Brad Hodson, Betsy Kissel, Julie Larson, Dr. Alan Marble, Kayla McCollum, Dr. Melinda Moss, Kelli Perigo, Dr. Laura Rosch

Absent: Brent Baker, John Bartosh, Jim Dalrymple, Nick Edwards, Jerrod Hogan, Mark Johnson, Matt McConnell, Bill Reiboldt, Katrina Richards, Mayor Gary Shaw, Melissa Smith, Dustin Storm

Staff: Alyssa Brown, Debby Chaligoj, Lisa Kelly, Stephanie McGrew, Reggie Powers, Lea Schroer, Erin Slifka, Loni Smith, Tonya Sprengle, Toby Teeter

I. Kelli Perigo & Toby Teeter, Call to Order

A. Vickie Dudley moved to approve the Consent Agenda and seconded by Dr. Alan Marble. Motion passed.

B. Brandon Davis moved to approve the April Minutes and seconded by Jacqueline Hackett. Motion passed.

C. Financials presented by Toby. Financials were in your Board packet; please see them for the details. Toby stated as a precautionary measure to the COVID economic impact, the Finance Committee will be meeting June 5, 8:30 a.m. to discuss restructuring the budget to include a 7% drop in membership. Toby added to help level out the sponsorship drops the new Chamber Business Journal advertisement spots should give us a boost in sponsorships. Rick Grise moved to approve the year ending April financials and seconded by Vickie Dudley. Motion passed.

II. Division Reports

A. COVID Recovery presented by Toby Teeter.

1. Chamber efforts. Toby stated staff has distributed 2,000 N95 and 30,000 disposable masks. JACCF, KCUMB, Joplin Community Foundation, and the Farber Foundation raised funds. Masks were distributed to hospitals, home healthcare workers, nursing homes, then to essential workforce. After the opening on May 4, we gave over 10,000 masks to retail, salons, personal care businesses and anyone else required to wear masks. Toby added he has a weekly regional call on Thursdays with a group that includes the Northwest Arkansas market. They take turns identifying other needs beyond masks. These sanitary items are collected and then distributed out to those in need. Toby stated we wrapped up our food distribution with the last round consisting of nine pallets of frozen hams, turkeys and brownies and nonperishable snacks donated by General Mills. This donated food went to Area Agency on Aging-Region X for meals on wheels, Jasper & Newton County, and Joplin Health Department, Joplin Police & Fire Departments, Mets, Carthage & Seneca Police Departments, Seneca Public Works and Don's Cold Storage for helping store the frozen goods until distributed.

2. City efforts. Toby stated for funding, several entities in our region are working on gathering Federal and State resources. The City is working with Guide House, a consulting firm to draft a needs assessment. This consists of a survey, community participation events and followed up with the needs assessment and analysis of the needs. The City is also working on an EDA Grant. Crowder College is working through a grant request having to do with technology, and MOKAN Partnership is working on a regional revolving loan program for early stage businesses. This is a missing component of our entrepreneurial ecosystem. This is a revolving loan program, which allows aggressive lending to startups. Toby stated there is talk with Joplin Capital Corporation (JCC)

to roll their remaining resources into the revolving loan program. Their funds could be utilized as a match for EDA funding through the MOKAN Partnership grant application.

B. Legislation efforts. Toby stated we are working with the City to get Wayfair (internet sales tax) legislation passed. Also working to get the Hotel Tax enabling legislation. Toby added the City of Joplin is capped by statute on how high the hotel tax can go. Currently we are at 4% and the cap is 5%, which is extremely low in comparison to other areas in Missouri. The City is working with legislators to raise that to a 7% cap. This would enable the City to put this initiative to the voters for approval.

C. Chamber Programing. Please see staff reports for the details. Toby added that the rest of the awards handed out at our Annual Banquet are in different stages of finalization. We are trying to decide an alternative event for the recipients of these awards in early fall. Toby stated the June Board meeting will be via Zoom. July 8 will be the first 1 Million Cups at the Joplin Public Library. Starting in July, we will also be doubling up our Morning Brews and Business After Hours trying to get caught up on those who had to cancel.

D. Proposed Unified Branding of the Community, with wayfinding. Toby stated Downtown Joplin Alliance hired a consultant to come up with a rebrand for DJA and to pitch a unified rebrand for the community. Toby gave a brief description of the rebranding. City Council has given Patrick Tuttle 60 days to put a proposal together on unifying the brand. Potentially the City of Joplin will be adopting a similar look to what is proposed.

E. June 2 election. Toby stated the Chamber voted to endorse the Vote Yes for Schools Initiative. Toby added there are two live video advertisements running right now. We have been assisting in the development and funding of the School District's PAC. The School District has been doing mailers and social media campaigns.

F. Announcement of Missouri Southern State University new President, Dr. Dean Van Galen. Toby stated that in July he is hoping Dr. Van Galen will fill Dr. Marble's seat here on the Board and gave a short summary about Dr. Van Galen. Toby added how much he appreciates everything Dr. Marble has done. No goodbyes yet; we want Dr. Marble to come back next month.

G. Launch of JoplinBusinessOutlook.com. Toby presented the website to the Board. Toby stated Erin and Alyssa have been writing content and adding backdated news articles. Toby presented some of the content and how it works.

III. Board Votes presented by Toby Teeter.

A. Brent Baker with Liberty Utilities has accepted a position in Springfield as of May 1. Toby stated he feels we should ask Liberty to fill that spot from their organization. Toby added, after Dr. Marble's retirement we are hoping Dr. Van Galen will fill his seat post July 1. The Chamber Foundation Committee has two seats that need filled, replacing Donovan Edwards and Louise Secker who have termed out.

B. Propose JACC bylaw change regarding the board meeting frequency and the ability to reach quorum and vote via phone and/or video conferencing. Toby stated he proposed the Executive Committee to have the Board meet every other month with a board packet still going out monthly and the Executive Committee to meet on the opposite every other month. Please think about for consideration.

C. Launching Chamber Academy. 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 nonmembers can pay per view each video. The email will be academy.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 next board meeting. We are looking at Chamberacademy.joplincc.com

IV. Today's Board Challenge presented by Toby Teeter

- A. Consider writing a Joplin Business Outlook article about your organization.
- B. Please encourage your employees and business community members to join a chamber work group. That is where the magic happens now.
- C. Co-working space available, referrals welcome.

V. Other Business. No other business.

VI. Adjourn to Executive Session

Respectfully Submitted by:

Lisa Kelly
Executive Assistant

Toby Teeter
President

Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: May 31, 2020

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

Chamber:

- **Cash Position:** Average.
- **Accounts Receivable:** \$19,364.56
- **Deferred Income 20/21 Fiscal Year:** \$207,892.43
- **Deferred Income 21/22 Fiscal Year:** \$2,512.03
- **Net Income YTD:** \$10,556.39 Includes Membership Dues \$62,393.37

Foundation / Innovation Center:

- **Cash Position Foundation:** Low
- **Cash Position Innovation Center:** Average
- **Accounts Receivable:** \$28,507.71
- **Notes Receivable-BRF Loans:** MEs Place-current balance of \$4,687.66
- **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:** (\$73,143.50)

Economic Development:

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

- **General Expenses Budget:** \$200,000.
- **Regional/MOKAN Budget:** \$50,000.
- **Due from City:** \$70,769.03
- **Due to Chamber:** \$55,515.64
- **Due to MOKAN:** \$1,587.61 for ED charges paid on MOKAN credit card.

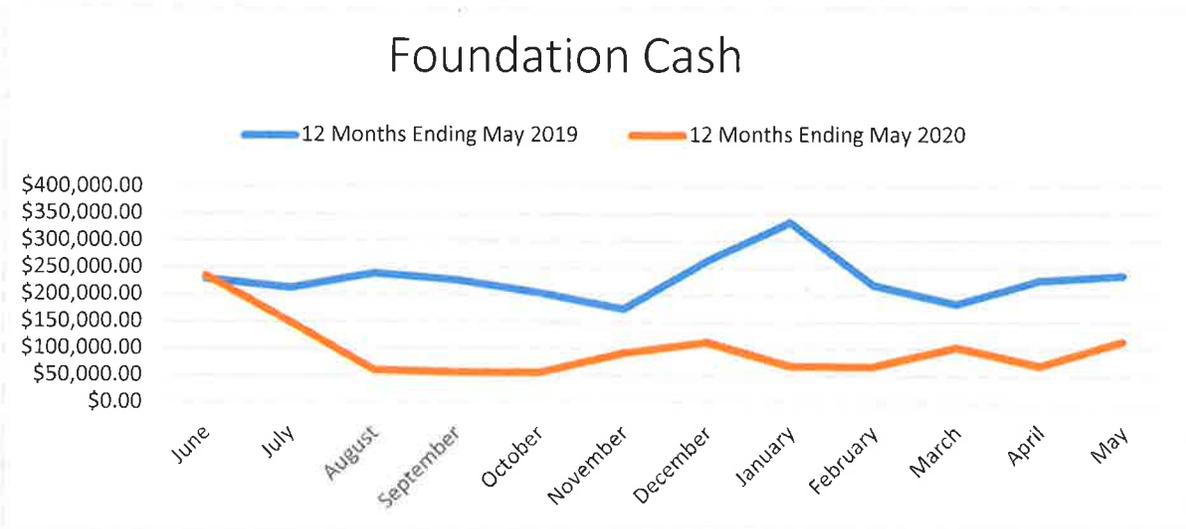
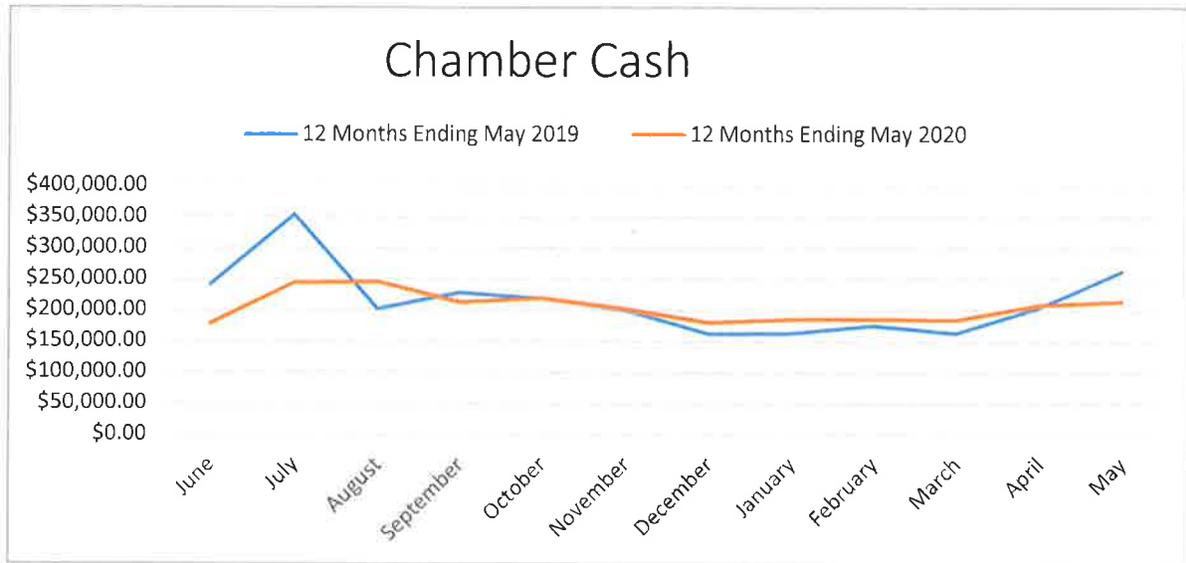
Financial Highlights:

- Budget Committee met on June 5, 2020, with budget for Chamber and Foundation being approved.
- Audit for Chamber and Foundation is in process. We are hopeful the written report will be available for distribution on Monday.
- 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.

**Cash Flow Comparison
June - May**



**Aged Open A/R
As of 05/31/20**

Chamber

	Mar-20	Feb-20	Jan-20	Dec-19	Nov-19	Total Open
Amount:	7,776.56	9,550.00	1,200.00	-	838.00	19,364.56
% of Total Amount:	40.16%	49.32%	6.20%	0.00%	4.33%	

Foundation

	Mar-20	Feb-20	Jan-20	Dec-19	Nov-19	Total Open
Amount:	18,005.73	10,450.00	-	-	51.98	28,507.71
% of Total Amount:	63.16%	36.66%	0.00%	0.00%	0.18%	

DUE FROM (TO) ACCOUNT DETAILS

Date	Memo	Amount
	Foundation Due to Chamber	
5/31/2020	Foundation Cash/Credit Card Receipts Received by Chamber	(7,468.00)
5/31/2020	Foundation Bills Paid by Chamber	3,395.69
5/31/2020	Charges on Chamber Credit Card	1,953.29
5/31/2020	Voluntary Contributions	(1,900.00)
5/31/2020	Foundation Service Fee	4,500.00
5/31/2020	NIC/ATTC Admin Fee	12,500.00
		<u>12,980.98</u>
	ED Due to Chamber	
5/31/2020	Due from City	52,494.77
5/31/2020	Bills paid by Chamber	3,020.87
		<u>55,515.64</u>
	JRP/MOKAN Due to Chamber	
5/31/2020	Chamber Charges on MOKAN Credit Card	(184.36)
5/31/2020	MOKAN Bills Paid by Chamber	1,329.58
5/31/2020	May 2020 Monthly Service Fee	18,750.00
		<u>19,895.22</u>
	JIDA Due to Chamber	
5/31/2020	Bills paid by Chamber	1,292.70
5/31/2020	May 2020 Admin Fee	600.00
		<u>1,892.70</u>
	JCIDA Due to Chamber	
5/31/2020	Oct 2019- May 2020 Admin Fee	800.00
		<u>800.00</u>
	MOCAP Due to Chamber	
5/31/2020	April - May 2020 Admin Fee	150.00
		<u>150.00</u>
	JCC Due to Chamber	
5/31/2020	Mar - May 2020 Service Fee	750.00
		<u>750.00</u>
	One Joplin Due to Chamber	
01/25/2020	Hot Spots for Census	284.91
03/31/2019	Fiscal Agent Fees	1,646.62
03/31/2019	Payroll Service Fees	400.00
		<u>2,331.53</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of May 31, 2020

	<u>May 31, 20</u>	<u>May 31, 19</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	214,989.16	200,315.85	14,673.31
Total Checking/Savings	<u>214,989.16</u>	<u>200,315.85</u>	<u>14,673.31</u>
Accounts Receivable			
012 · Accounts Receivable	19,364.56	52,834.00	-33,469.44
Total Accounts Receivable	<u>19,364.56</u>	<u>52,834.00</u>	<u>-33,469.44</u>
Other Current Assets			
010 · Petty Cash	250.00	250.00	0.00
014 · Due From (To) Staff	-347.35	410.34	-757.69
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	12,980.98	74,128.90	-61,147.92
022 · Due From (To) ED	55,515.64	19,913.85	35,601.79
023 · Due From (To) MOKAN	19,895.22	14,433.63	5,461.59
024 · Due From (To) JIDA	1,892.70	1,085.20	807.50
025 · Due From (To) JCIDA	800.00	541.25	258.75
026 · Due From (To) MOCAP	150.00	26.25	123.75
027 · Due From (To) JCC	750.00	250.00	500.00
028 · Due From (To) One Joplin	2,331.53	0.00	2,331.53
020 · Due From (To) Other Funds - Other	1,416.82	0.00	1,416.82
Total 020 · Due From (To) Other Funds	<u>95,732.89</u>	<u>110,379.08</u>	<u>-14,646.19</u>
030 · Deposit - Bulk Mail	2,376.21	2,799.07	-422.86
031 · Prepaid Expenses	140.40	0.00	140.40
032 · Prepaid Insurance	7,637.44	9,637.25	-1,999.81
Total Other Current Assets	<u>105,789.59</u>	<u>123,475.74</u>	<u>-17,686.15</u>
Total Current Assets	<u>340,143.31</u>	<u>376,625.59</u>	<u>-36,482.28</u>
Fixed Assets			
152.000 · Furniture & Equipment	45,040.22	14,788.80	30,251.42
154.000 · Interior	14,563.40	19,701.08	-5,137.68
156.000 · 320 East 4th - Building	197,911.77	211,071.33	-13,159.56
158.000 · Grounds	0.00	314.05	-314.05
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>334,077.95</u>	<u>322,437.82</u>	<u>11,640.13</u>
TOTAL ASSETS	<u><u>674,221.26</u></u>	<u><u>699,063.41</u></u>	<u><u>-24,842.15</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of May 31, 2020

	<u>May 31, 20</u>	<u>May 31, 19</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	17,051.96	24,101.65	-7,049.69
Total Accounts Payable	<u>17,051.96</u>	<u>24,101.65</u>	<u>-7,049.69</u>
Credit Cards			
200.100 · US Bank - Credit Card	3,992.57	7,748.22	-3,755.65
Total Credit Cards	<u>3,992.57</u>	<u>7,748.22</u>	<u>-3,755.65</u>
Other Current Liabilities			
200.300 · Due To United Way	116.70	189.00	-72.30
208.000 · Deferred Income - Renewal Dues	170,259.96	167,701.39	2,558.57
209.000 · Deferred Income - New Members	0.00	11,899.50	-11,899.50
217.000 · Deferred Income-Other			
220.116 · Deferred Income - Eggs & Issues	246.00	0.00	246.00
221.125 · Deferred Income - EXPO	8,122.50	0.00	8,122.50
221.130 · Deferred Income - SBOY	5,500.00	0.00	5,500.00
224.310 · Deferred Income - Banquet	8,150.00	0.00	8,150.00
224.341 · Deferred Income - GMJ	3,326.00	0.00	3,326.00
224.342 · Deferred Income - Morning Brew	5,600.00	0.00	5,600.00
224.343 · Deferred Income - BAH	5,200.00	0.00	5,200.00
224.344 · Deferred Income - Golf	3,400.00	0.00	3,400.00
225.398 · Deferred Income - Mmbr Table	600.00	0.00	600.00
Total 217.000 · Deferred Income-Other	<u>40,144.50</u>	<u>0.00</u>	<u>40,144.50</u>
Total Other Current Liabilities	<u>210,521.16</u>	<u>179,789.89</u>	<u>30,731.27</u>
Total Current Liabilities	<u>231,565.69</u>	<u>211,639.76</u>	<u>19,925.93</u>
Total Liabilities	<u>231,565.69</u>	<u>211,639.76</u>	<u>19,925.93</u>
Equity			
32000 · Unrestricted Net Assets	432,099.18	403,737.64	28,361.54
Net Income	10,556.39	83,686.01	-73,129.62
Total Equity	<u>442,655.57</u>	<u>487,423.65</u>	<u>-44,768.08</u>
TOTAL LIABILITIES & EQUITY	<u><u>674,221.26</u></u>	<u><u>699,063.41</u></u>	<u><u>-24,842.15</u></u>

Joplin Area Chamber of Commerce

Statement of Operations

April through May 2020

	<u>Apr - May 20</u>	<u>Apr - May 19</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
401.000 · Income - Member Investments	62,393.37	60,706.38	1,686.99	64,968.00	-2,574.63
402.000 · Income - New Member Investment	407.50	2,882.16	-2,474.66	0.00	407.50
403.000 · Income - Foundation Service Fee	9,000.00	9,000.00	0.00	9,000.00	0.00
403.100 · Income - Foundation MOBEC Grant	0.00	0.00	0.00	12,509.08	-12,509.08
404.000 · Income - NIC/ATTC Admin Fee	25,000.00	25,000.00	0.00	30,500.00	-5,500.00
405.000 · Income - Economic Development	16,500.00	16,500.00	0.00	16,500.00	0.00
406.000 · Income - JIDA	1,200.00	1,800.00	-600.00	1,200.00	0.00
406.500 · Income - JCIDA	200.00	200.00	0.00	200.00	0.00
407.000 · Income - MOKAN	37,500.00	28,333.34	9,166.66	37,500.00	0.00
408.000 · Income - MOCAP	150.00	0.00	150.00	150.00	0.00
409.000 · Income - One Joplin	2,046.62	0.00	2,046.62	2,040.00	6.62
411.000 · Income - Jop Cap Corp Serv Fee	500.00	1,250.00	-750.00	500.00	0.00
416.000 · Income - C2C Service Fee	12,690.45	9,752.08	2,938.37	12,400.00	290.45
430.000 · Income - Building Room Rental	0.00	156.00	-156.00	0.00	0.00
450.000 · Income - Member Listings	-75.00	75.00	-150.00	0.00	-75.00
490.000 · Income - EIDL Grant	10,000.00	0.00	10,000.00	10,000.00	0.00
492.000 · Income - Miscellaneous	3,180.02	0.00	3,180.02	0.00	3,180.02
495.000 · Income - New Member Fee	90.00	300.00	-210.00	630.00	-540.00
Total Income	<u>180,782.96</u>	<u>155,954.96</u>	<u>24,828.00</u>	<u>198,097.08</u>	<u>-17,314.12</u>
Gross Profit	180,782.96	155,954.96	24,828.00	198,097.08	-17,314.12
Expense					
610.000 · Salaries	116,807.01	103,504.97	13,302.04	117,097.42	-290.41
612.000 · Payroll Taxes	9,215.11	7,562.98	1,652.13	9,274.00	-58.89
615.000 · Pension Fund	9,064.99	5,571.94	3,493.05	9,315.56	-250.57
616.000 · Employee Insurance/Benefits	2,094.78	1,615.11	479.67	1,820.00	274.78
617.000 · Payroll Expenses	1,644.76	1,674.07	-29.31	1,624.14	20.62
619.000 · Contract Services	1,000.00	0.00	1,000.00	1,000.00	0.00
620.000 · Automobile Expense	458.74	482.82	-24.08	800.00	-341.26
630.000 · Health Insurance	12,768.88	12,297.76	471.12	12,774.00	-5.12
635.000 · Liability & Other Insurance	1,707.95	1,864.92	-156.97	2,080.00	-372.05
640.000 · Staff Dues & Development	1,423.00	509.08	913.92	1,000.00	423.00
650.000 · Meetings & Travel	-18.87	916.67	-935.54	350.00	-368.87
670.000 · Occupancy Expense	1,067.73	1,965.30	-897.57	2,000.00	-932.27
673.000 · Electric Expense	837.65	1,435.31	-597.66	1,145.00	-307.35
677.000 · Water Expense	42.50	8.63	33.87	60.00	-17.50
680.000 · Postage	1,279.40	-59.75	1,339.15	0.00	1,279.40
690.000 · Communications Expenses	2,658.19	2,817.24	-159.05	1,800.00	858.19
700.000 · Office Supplies	1,625.11	473.00	1,152.11	700.00	925.11
710.000 · Equipment Rental	0.00	2,482.01	-2,482.01	270.00	-270.00
720.000 · Equipment Maintenance	5,644.18	4,362.99	1,281.19	4,200.00	1,444.18
730.000 · Depreciation	5,015.46	4,050.70	964.76	5,015.46	0.00
740.000 · Publications	0.00	336.70	-336.70	0.00	0.00
750.000 · Professional Fees	0.00	12,472.50	-12,472.50	5,300.00	-5,300.00
789.000 · Bank and Credit Card Fees	2,555.51	2,273.66	281.85	2,300.00	255.51
790.000 · Miscellaneous Expense	0.00	6.94	-6.94	100.00	-100.00
Total Expense	<u>176,892.08</u>	<u>168,625.55</u>	<u>8,266.53</u>	<u>180,025.58</u>	<u>-3,133.50</u>
Net Ordinary Income	3,890.88	-12,670.59	16,561.47	18,071.50	-14,180.62

Joplin Area Chamber of Commerce

Statement of Operations

April through May 2020

	<u>Apr - May 20</u>	<u>Apr - May 19</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Other Income/Expense					
Other Income					
800.000 · Committee Divisions					
800.100 · Economic Development	-36.00	288.49	-324.49	2,375.00	-2,411.00
800.200 · Business Development	-2,012.50	52,240.00	-54,252.50	5,000.00	-7,012.50
800.300 · Governance	0.00	-243.83	243.83	0.00	0.00
800.400 · Member Services	5,056.46	8,285.40	-3,228.94	8,575.00	-3,518.54
800.500 · Spec Events					
900.510 · Annual Banquet	2,150.00	10,108.55	-7,958.55	10,804.00	-8,654.00
900.515 · Good Morning Joplin	-155.00	4,886.67	-5,041.67	0.00	-155.00
900.520 · Morning Brew	1,400.00	7,106.07	-5,706.07	5,005.00	-3,605.00
900.525 · Business After Hours	2,500.00	8,249.41	-5,749.41	5,005.00	-2,505.00
900.530 · Golf Tournament	-8.36	8,720.00	-8,728.36	0.00	-8.36
Total 800.500 · Spec Events	<u>5,886.64</u>	<u>39,070.70</u>	<u>-33,184.06</u>	<u>20,814.00</u>	<u>-14,927.36</u>
800.600 · Communications	-1,699.54	-3,006.96	1,307.42	-6,344.00	4,644.46
Total 800.000 · Committee Divisions	<u>7,195.06</u>	<u>96,633.80</u>	<u>-89,438.74</u>	<u>30,420.00</u>	<u>-23,224.94</u>
810.100 · Staff Accounts	0.00	136.21	-136.21		
820.100 · Employee Fund	-529.55	-413.41	-116.14	0.00	-529.55
Total Other Income	<u>6,665.51</u>	<u>96,356.60</u>	<u>-89,691.09</u>	<u>30,420.00</u>	<u>-23,754.49</u>
Net Other Income	<u>6,665.51</u>	<u>96,356.60</u>	<u>-89,691.09</u>	<u>30,420.00</u>	<u>-23,754.49</u>
Net Income	<u>10,556.39</u>	<u>83,686.01</u>	<u>-73,129.62</u>	<u>48,491.50</u>	<u>-37,935.11</u>

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of May 31, 2020

	<u>May 31, 20</u>	<u>May 31, 19</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	3,235.56	14,029.09	-10,793.53
Total Checking/Savings	<u>3,235.56</u>	<u>14,029.09</u>	<u>-10,793.53</u>
Other Current Assets			
Due From (To) City	70,769.03	25,871.13	44,897.90
Due From (To) Other Funds			
Due From (To) Chamber	-55,515.64	-19,837.87	-35,677.77
Due From (To) MOKAN	-1,587.61	-1,696.10	108.49
Total Due From (To) Other Funds	<u>-57,103.25</u>	<u>-21,533.97</u>	<u>-35,569.28</u>
Total Other Current Assets	<u>13,665.78</u>	<u>4,337.16</u>	<u>9,328.62</u>
Total Current Assets	<u>16,901.34</u>	<u>18,366.25</u>	<u>-1,464.91</u>
Fixed Assets			
Furniture and Equipment	15,809.96	21,080.00	-5,270.04
Total Fixed Assets	<u>15,809.96</u>	<u>21,080.00</u>	<u>-5,270.04</u>
TOTAL ASSETS	<u><u>32,711.30</u></u>	<u><u>39,446.25</u></u>	<u><u>-6,734.95</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	0.00	10,732.39	-10,732.39
Total Accounts Payable	<u>0.00</u>	<u>10,732.39</u>	<u>-10,732.39</u>
Total Current Liabilities	<u>0.00</u>	<u>10,732.39</u>	<u>-10,732.39</u>
Total Liabilities	<u>0.00</u>	<u>10,732.39</u>	<u>-10,732.39</u>
Equity			
Retained Earnings	36,921.43	44,978.15	-8,056.72
Net Income	-4,210.13	-16,264.29	12,054.16
Total Equity	<u>32,711.30</u>	<u>28,713.86</u>	<u>3,997.44</u>
TOTAL LIABILITIES & EQUITY	<u><u>32,711.30</u></u>	<u><u>39,446.25</u></u>	<u><u>-6,734.95</u></u>

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

April through May 2020

	<u>Apr - May 20</u>	<u>Apr - May 19</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
Income-Funds from City	28,518.77	25,871.13	2,647.64
Total Income	<u>28,518.77</u>	<u>25,871.13</u>	<u>2,647.64</u>
Expense			
Administrative Expenses	-48.37	0.00	-48.37
Business Retention & Expansion	242.65	0.00	242.65
Choose Joplin Campaign	245.17	0.00	245.17
Communications/Mobile/Internet	1,003.68	1,208.06	-204.38
Data Systems & Equip Support	3,137.46	11,946.33	-8,808.87
Depreciation	878.34	878.34	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	-175.65	0.00	-175.65
Office Supplies/Publications	0.00	150.00	-150.00
Professional Dues & Development	0.00	435.00	-435.00
Professional Fees	4,000.00	0.00	4,000.00
Regional E-Marketing	0.00	275.00	-275.00
Regional Trade Shows	0.00	75.68	-75.68
Salaries	16,500.00	16,500.00	0.00
Total Expense	<u>28,551.08</u>	<u>32,668.41</u>	<u>-4,117.33</u>
Net Ordinary Income	<u>-32.31</u>	<u>-6,797.28</u>	<u>6,764.97</u>
Net Income	<u><u>-32.31</u></u>	<u><u>-6,797.28</u></u>	<u><u>6,764.97</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of May 31, 2020

	<u>May 31, 20</u>	<u>May 31, 19</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
002 · US Bank - Money Market	9,743.75	9,916.59	-172.84
008 · Commerce - Airport Backstop	0.82	147,954.04	-147,953.22
001 · US Bank - General Fund	26,743.39	149,555.82	-122,812.43
003 · US Bank - Innovation Center	54,122.52	5,156.71	48,965.81
005 · Restricted - Bus Recovery Fund	22,839.86	23,127.86	-288.00
Total Checking/Savings	<u>113,450.34</u>	<u>335,711.02</u>	<u>-222,260.68</u>
Accounts Receivable			
020 · Accounts Receivable	28,507.71	9,497.00	19,010.71
Total Accounts Receivable	<u>28,507.71</u>	<u>9,497.00</u>	<u>19,010.71</u>
Other Current Assets			
032 · Prepaid Insurance	6,877.92	32,019.16	-25,141.24
019 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	-11,027.69	-74,128.90	63,101.21
Total 019 · Due From (To) Other Funds	<u>-11,027.69</u>	<u>-74,128.90</u>	<u>63,101.21</u>
031 · Prepaid Expenses	0.00	3,014.06	-3,014.06
Total Other Current Assets	<u>-4,149.77</u>	<u>-39,095.68</u>	<u>34,945.91</u>
Total Current Assets	<u>137,808.28</u>	<u>306,112.34</u>	<u>-168,304.06</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,821,528.35	1,872,311.75	-50,783.40
179 · ATTC Building Improvements	1,636,329.15	1,675,848.01	-39,518.86
177 · ATTC Equipment	1,136,804.54	1,409,447.81	-272,643.27
175 · ATTC Furniture & Fixtures	71,993.53	89,271.97	-17,278.44
150 · Foundation Furniture & Fixtures	2,686.26	5,543.72	-2,857.46
166 · IC Leasehold Improvements	44,875.98	1,166.57	43,709.41
152 · Innovation Center F & F	4,877.51	4,349.13	528.38
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,253,863.53	1,302,151.65	-48,288.12
Total Fixed Assets	<u>6,034,903.34</u>	<u>6,422,035.10</u>	<u>-387,131.76</u>
Other Assets			
055.900 · Notes Receivable - BRF Loans	4,687.66	6,504.50	-1,816.84
Total Other Assets	<u>4,687.66</u>	<u>6,504.50</u>	<u>-1,816.84</u>
TOTAL ASSETS	<u><u>6,177,399.28</u></u>	<u><u>6,734,651.94</u></u>	<u><u>-557,252.66</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of May 31, 2020

	<u>May 31, 20</u>	<u>May 31, 19</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 · Accounts Payable	2,644.88	10,640.78	-7,995.90
Total Accounts Payable	<u>2,644.88</u>	<u>10,640.78</u>	<u>-7,995.90</u>
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	4,991.58	0.00	4,991.58
Total 208 · Deferred Income	<u>18,941.54</u>	<u>13,949.96</u>	<u>4,991.58</u>
247.000 · Deposits Held	8,396.81	6,710.27	1,686.54
201 · Airport Pledges	0.00	172,500.00	-172,500.00
Total Other Current Liabilities	<u>27,338.35</u>	<u>193,160.23</u>	<u>-165,821.88</u>
Total Current Liabilities	<u>29,983.23</u>	<u>203,801.01</u>	<u>-173,817.78</u>
Total Liabilities	29,983.23	203,801.01	-173,817.78
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	<u>-73,143.50</u>	<u>-15,755.84</u>	<u>-57,387.66</u>
Total Equity	<u>6,147,416.05</u>	<u>6,530,850.93</u>	<u>-383,434.88</u>
TOTAL LIABILITIES & EQUITY	<u><u>6,177,399.28</u></u>	<u><u>6,734,651.94</u></u>	<u><u>-557,252.66</u></u>

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

	ATTC			Foundation			NIC		
	Apr - May 20	Apr - May 19	\$ Change	Apr - May 20	Apr - May 19	\$ Change	Apr - May 20	Apr - May 19	\$ Change
Ordinary Income/Expense									
Income									
401 · Contributions									
401.100 · Contributions - General	0.00	0.00	0.00	3,560.00	4,055.00	-495.00	0.00	0.00	0.00
401.300 · Contributions-NIC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,063.18	-10,063.18
Total 401 · Contributions	0.00	0.00	0.00	3,560.00	4,055.00	-495.00	0.00	10,063.18	-10,063.18
422 · Income - Interest									
422.100 · Interest Income-General	0.00	0.00	0.00	5.16	467.82	-462.66	0.00	0.00	0.00
422.300 · Interest Income-NIC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	649.44	-649.44
Total 422 · Income - Interest	0.00	0.00	0.00	5.16	467.82	-462.66	0.00	649.44	-649.44
425 · Income - Miscellaneous	0.00	0.00	0.00	8,560.00	1,256.28	7,303.72	0.00	0.00	0.00
426 · Lease Income									
426.200 · Lease Income-ATTC	36,574.54	51,671.90	-15,097.36	0.00	0.00	0.00	0.00	0.00	0.00
426.300 · Lease Income-NIC	0.00	0.00	0.00	0.00	0.00	0.00	15,536.59	11,343.66	4,192.93
Total 426 · Lease Income	36,574.54	51,671.90	-15,097.36	0.00	0.00	0.00	15,536.59	11,343.66	4,192.93
427 · Lease Utility Income									
427.200 · Lease Utility Income-ATTC	3,724.83	2,236.71	1,488.12	0.00	0.00	0.00	0.00	0.00	0.00
Total 427 · Lease Utility Income	3,724.83	2,236.71	1,488.12	0.00	0.00	0.00	0.00	0.00	0.00
405 · YPN - Membership Dues	0.00	0.00	0.00	0.00	1,729.16	-1,729.16	0.00	0.00	0.00
406 · YPN Enrollment Fee	0.00	0.00	0.00	0.00	80.00	-80.00	0.00	0.00	0.00
Total Income	40,299.37	53,908.61	-13,609.24	12,125.16	7,588.26	4,536.90	15,536.59	22,056.28	-6,519.69
Gross Profit	40,299.37	53,908.61	-13,609.24	12,125.16	7,588.26	4,536.90	15,536.59	22,056.28	-6,519.69
Expense									
611 · Administrative Fee	12,500.00	12,500.00	0.00	0.00	0.00	0.00	12,500.00	12,500.00	0.00
787 · Bank Fees	0.00	0.00	0.00	65.00	44.05	20.95	0.00	0.00	0.00
690 · Communications	3,045.00	-227.12	3,272.12	79.36	0.00	79.36	1,260.00	1,378.92	-118.92
730 · Depreciation	63,772.30	64,107.87	-335.57	374.08	333.50	40.58	9,857.42	8,663.12	1,194.30
671 · Electric Expense	5,312.54	5,444.09	-131.55	0.00	0.00	0.00	1,270.90	1,953.54	-682.64
720 · Equipment Maint	95.00	142.50	-47.50	1,290.15	0.00	1,290.15	1,180.13	139.42	1,040.71
672 · Gas Expense	704.26	618.68	85.58	0.00	0.00	0.00	200.19	151.68	48.51
760 · Grant Disbursement	0.00	0.00	0.00	3,694.55	0.00	3,694.55	0.00	0.00	0.00
785 · Insurance Expense	4,590.63	4,243.94	346.69	229.00	0.00	229.00	1,530.21	1,414.65	115.56
780 · Interest Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
650 · Meetings	0.00	0.00	0.00	0.00	27.00	-27.00	0.00	0.00	0.00
790 · Miscellaneous Expense	0.00	0.00	0.00	14,953.75	0.00	14,953.75	0.00	0.00	0.00
670 · Occupancy Expense	1,075.26	4,360.57	-3,285.31	0.00	0.00	0.00	2,645.88	2,318.39	327.49
700 · Office Supplies	0.00	0.00	0.00	0.00	429.97	-429.97	0.00	0.00	0.00
750 · Professional Fees	0.00	72.00	-72.00	0.00	0.00	0.00	0.00	0.00	0.00
610 · Program Service Fee	0.00	0.00	0.00	9,000.00	9,000.00	0.00	0.00	0.00	0.00
673 · Water Expense	351.33	402.40	-51.07	0.00	0.00	0.00	176.10	214.49	-38.39
Total Expense	91,446.32	91,664.93	-218.61	29,685.89	9,834.52	19,851.37	30,620.83	28,734.21	1,886.62
Net Ordinary Income	-51,146.95	-37,756.32	-13,390.63	-17,560.73	-2,246.26	-15,314.47	-15,084.24	-6,677.93	-8,406.31
Other Income/Expense									
Other Income									
800 · Committee Divisions									
800.900 · Business Recovery Fund	0.00	0.00	0.00	0.00	96.00	-96.00	0.00	0.00	0.00
800.101 · Education	0.00	0.00	0.00	4,500.00	9,312.89	-4,812.89	0.00	-540.00	540.00
800.200 · Leadership Joplin	0.00	0.00	0.00	6,022.05	15,409.31	-9,387.26	0.00	0.00	0.00
800.400 · Young Professionals Network	0.00	0.00	0.00	126.37	6,646.47	-6,520.10	0.00	0.00	0.00
Total 800 · Committee Divisions	0.00	0.00	0.00	10,648.42	31,464.67	-20,816.25	0.00	-540.00	540.00
Total Other Income	0.00	0.00	0.00	10,648.42	31,464.67	-20,816.25	0.00	-540.00	540.00
Net Other Income	0.00	0.00	0.00	10,648.42	31,464.67	-20,816.25	0.00	-540.00	540.00
Net Income	-51,146.95	-37,756.32	-13,390.63	-6,912.31	29,218.41	-36,130.72	-15,084.24	-7,217.93	-7,866.31

**Joplin Area Chamber of Commerce
Finance & Audit Committee Meeting
June 5, 2020**

Minutes

Attending: Jeremy Drinkwitz (zoom), Brandon Davis, and Todd Chenault (Treasurer)

Staff: Toby Teeter, Debby Chaligoj and Tonya Sprenkle

Todd Chenault, Treasurer, called the meeting to order.

1. Discussion was held on the Chamber and the Foundation budgets.

Reports are as follows (using numbers in lower left hand corner of pages):

Pages 1, 2 and 3 Chamber Budget

Pages 4 and 5 Foundation Budget with NIC and ATTC as single line entry

Pages 5 and 7 ATTC details

Pages 8 and 9 NIC details

Highlights of the discussion:

- Chamber Incomes
 - Membership income (new and renewal combined) is projected with 7% loss factor built in due to COVID-19 potential impact on membership.
 - Increase in NIC/ATTC admin fee is result of cleaning/maintenance staff changes; more in house, less outside contractor.
 - MOKAN (formerly JRP) return to previous admin fee level.
 - Addition of One Joplin admin fee.
 - C2C fees included adding back a second part time person.
 - EIDL grant is one time income.
 - Did not project receipt of PPP loan/forgivable; we will wait to see if/when eligible.
- Chamber Expenses
 - Salaries includes a 2% increase pool.
 - Event incomes/expenses as projected with plan to postpone events rather than cancel events.
 - Newsletter and annual publication have been eliminated and have been replaced by new online business journal which will become an income generator going forward.
 - Budget includes new Chamber website.
- Foundation Incomes
 - Addition of MOBEC Grant and matching funds to come in from ED and MOKAN.
 - Only projecting 75% of current MTC NIC funding.
 - Both Centers maintaining good level of occupancy, with marked increase at the ATTC lease 5,000 sq ft that has been empty until this year.
 - Implemented scheduled lease increases as planned and have given notice to the long-term tenants for notice we will show their space and graduate them soon.
- Foundation Expenses
 - MOBEC grant has provided funding for video/photography equipment which will also be used for marketing and websites.
 - We will be protesting property taxes for the NIC and ATTC.
- It was noted the overall financial picture is much better than this time last year.
- Chamber and Foundation each have an available line of credit, but carry no balance.
- Future goal is to improve the overall cash reserves.

Jeremy moved and Todd seconded to accept the budget as presented and recommend approval by the Chamber and Foundation Boards. Motion carried.

2. Additional topics discussed by group although no formal action taken:
 - Computer/Phone Network issues
 - Cash balances
 - Websites and their impacts
3. With no further discussion the meeting was adjourned.

Respectfully submitted by:
Tonya Sprenkle, VP/CFO

Joplin Area Chamber of Commerce Profit & Loss Budget Overview

April 2019 through March 2020

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>BUDGET</u>
	<u>Apr '19 - Mar 20</u>	<u>Apr '19 - Mar 20</u>	<u>Apr '20 - Mar 21</u>
Ordinary Income/Expense			
Income			
401.000 · Income - Member Investments	374,977.74	347,629.00	389,808.00
402.000 · Income - New Member Investment	38,236.10	70,200.00	0.00
403.000 · Income - Foundation Service Fee	54,000.00	54,000.00	54,000.00
403.100 · Income - Foundation MOBEC Grant	0.00	0.00	75,054.38
404.000 · Income - NIC/ATTC Admin Fee	150,000.00	150,000.00	183,000.00
405.000 · Income - Economic Development	99,000.00	99,000.00	99,000.00
406.000 · Income - JIDA	7,200.00	7,200.00	7,200.00
406.500 · Income - JCIDA	1,200.00	1,200.00	1,200.00
407.000 · Income - MOKAN	170,000.04	170,000.00	225,000.00
409.000 · Income - One Joplin	5,214.11	0.00	12,780.00
411.000 · Income - Jop Cap Corp Serv Fee	3,750.00	3,000.00	3,000.00
416.000 · Income - C2C Service Fee	69,461.95	56,000.00	74,400.00
430.000 · Income - Building Room Rental	866.00	1,500.00	0.00
450.000 · Income - Member Listings	450.00	150.00	0.00
490.000 · Income - EIDL Grant	0.00	0.00	10,000.00
492.000 · Income - Miscellaneous	996.85	0.00	0.00
495.000 · Income - New Member Fee	1,935.00	2,700.00	3,750.00
Total Income	<u>977,287.79</u>	<u>962,579.00</u>	<u>1,138,192.38</u>
Gross Profit	977,287.79	962,579.00	1,138,192.38
Expense			
610.000 · Salaries	724,031.29	656,790.00	766,133.22
612.000 · Payroll Taxes	52,609.15	51,725.00	60,281.00
614.000 · Bonus Allowance	3,089.34	0.00	0.00
615.000 · Pension Fund	40,728.30	42,970.00	60,551.16
616.000 · Employee Insurance/Benefits	11,047.48	0.00	11,300.00
617.000 · Payroll Expenses	11,212.37	8,500.00	10,556.92
619.000 · Contract Services	3,000.00	0.00	0.00
620.000 · Automobile Expense	4,769.82	4,000.00	4,800.00
630.000 · Health Insurance	67,171.08	79,720.00	82,444.00
635.000 · Liability & Other Insurance	11,809.13	8,500.00	12,480.00
640.000 · Staff Dues & Development	6,129.69	13,000.00	6,000.00
645.000 · Staff Retreats/Meetings	1,370.41	2,000.00	1,300.00
650.000 · Meetings & Travel	2,125.06	1,500.00	2,100.00
670.000 · Occupancy Expense	17,328.37	35,000.00	17,400.00
673.000 · Electric Expense	9,978.75	0.00	7,980.00
677.000 · Water Expense	296.51	0.00	360.00
680.000 · Postage	2,283.92	3,000.00	2,000.00
690.000 · Communications Expenses	10,413.02	7,000.00	10,800.00
700.000 · Office Supplies	3,958.17	5,000.00	4,200.00
710.000 · Equipment Rental	14,342.66	14,000.00	11,205.00
720.000 · Equipment Maintenance	25,586.64	28,000.00	25,200.00

Joplin Area Chamber of Commerce Profit & Loss Budget Overview

April 2019 through March 2020

	ACTUAL	BUDGET	BUDGET
	Apr '19 - Mar 20	Apr '19 - Mar 20	Apr '20 - Mar 21
730.000 · Depreciation	27,312.20	0.00	29,300.36
740.000 · Publications	673.40	0.00	0.00
750.000 · Professional Fees	24,858.65	10,000.00	5,300.00
789.000 · Bank and Credit Card Fees	13,351.10	12,000.00	13,800.00
790.000 · Miscellaneous Expense	807.48	500.00	600.00
Total Expense	1,090,283.99	983,205.00	1,146,091.66
Net Ordinary Income	-112,996.20	-20,626.00	-7,899.28
Other Income/Expense			
Other Income			
800.000 · Committee Divisions			
800.100 · Economic Development			
900.110 · Citizen of the Year	-259.03	1,725.00	1,725.00
900.115 · Lg & Small Industry of the Year	-150.00	-100.00	0.00
900.120 · Eggs & Issues	669.52	650.00	650.00
900.130 · Economic Growth Tour	1,475.47	2,620.00	3,555.60
900.135 · Public Policy	-149.00	0.00	0.00
900.140 · Manufacturers Day	4,695.31	1,430.00	0.00
Total 800.100 · Economic Development	6,282.27	6,325.00	5,930.60
800.200 · Business Development			
900.215 · Expo	62,198.40	69,460.00	66,950.00
900.225 · SBC-Small Business Council	1,160.00	0.00	0.00
900.230 · Business of the Year	3,195.00	4,750.00	5,000.00
900.235 · SBC Seminar	735.64	0.00	0.00
Total 800.200 · Business Development	67,289.04	74,210.00	71,950.00
800.300 · Governance			
900.310 · Board of Directors	-357.58	-1,500.00	-1,500.00
Total 800.300 · Governance	-357.58	-1,500.00	-1,500.00
800.400 · Member Services			
900.410 · Member Development & Retention	-3,950.55	-1,737.50	700.00
900.415 · Ambassador's	4,849.61	3,975.00	3,975.00
900.420 · Member Spotlight Table	1,200.00	1,800.00	1,800.00
900.425 · Member Meetings-all divisions	-110.80	285.00	0.00
900.430 · Face 2 Face	1,402.33	1,305.00	1,500.00
900.435 · President's Luncheon	627.78	0.00	0.00
900.440 · Lunch & Learn	-594.91	0.00	0.00
900.445 · Membership Apprec Party	-51.08	0.00	0.00
900.450 · Milestone Members Award	1,000.00	700.00	700.00
900.455 · Lead's Group	1,993.00	500.00	1,000.00
800.400 · Member Services - Other	0.00	0.00	0.00
Total 800.400 · Member Services	6,365.38	6,827.50	9,675.00
800.500 · Spec Events			
900.510 · Annual Banquet	8,510.24	13,473.00	10,804.00
900.515 · Good Morning Joplin	6,382.10	900.00	6,470.00

Johnson Area Chamber of Commerce
Profit & Loss Budget Overview
April 2019 through March 2020

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>BUDGET</u>
	<u>Apr '19 - Mar 20</u>	<u>Apr '19 - Mar 20</u>	<u>Apr '20 - Mar 21</u>
900.520 · Morning Brew	11,056.68	17,675.00	16,720.00
900.525 · Business After Hours	14,817.58	13,475.00	15,320.00
900.530 · Golf Tournament	19,492.96	19,675.00	16,600.00
Total 800.500 · Spec Events	60,259.56	65,198.00	65,914.00
800.600 · Communications			
900.610 · Marketing, Promos & E-Media	-5,046.02	-5,128.00	-4,362.00
900.615 · Rebrand	177.50	0.00	0.00
900.620 · Member to Member Email	800.00	-800.00	0.00
900.625 · Relocation Packet	300.00	0.00	0.00
900.630 · City Maps	86.97	0.00	0.00
900.635 · Members Memos	0.00	-5,215.00	-600.00
900.640 · Community Profile	15,734.62	8,400.00	0.00
900.645 · Website	-2,426.25	0.00	-12,672.00
900.655 · Newsletter/Online Journal	-6,725.85	0.00	5,460.00
Total 800.600 · Communications	2,900.97	-2,743.00	-12,174.00
800.800 · Chamber Work Groups			
900.810 · Equality, Diversity & Inclusion	-355.82	0.00	0.00
900.815 · Chamber Gives Back	0.00	0.00	40.00
900.820 · Trails & Connectivity	-106.37	0.00	0.00
900.830 · Community Health & Wellness	-14.27	0.00	0.00
900.840 · Women in Networking	-25.00	0.00	0.00
Total 800.800 · Chamber Work Groups	-501.46	0.00	40.00
Total 800.000 · Committee Divisions	142,238.18	148,317.50	139,835.60
810.100 · Staff Accounts	136.21	0.00	
820.100 · Employee Fund	-1,382.70	0.00	0.00
Total Other Income	140,991.69	148,317.50	139,835.60
Net Other Income	140,991.69	148,317.50	139,835.60
Net Income	27,995.49	127,691.50	131,936.32
730.000 · Depreciation	27,312.20	0.00	29,300.36
Income Before Depreciation	55,307.69	127,691.50	161,236.68

Joplin Area Chamber of Commerce Foundation
Profit & Loss Budget vs. Actual
April 2019 through March 2020

FOUNDATION	Actual	Budget	Budget
	Apr '19 - Mar 20	Apr '19 - Mar 20	Apr '20 - Mar 21
Ordinary Income/Expense			
Income			
401 · Contributions			
401.100 · Contributions - General	36,743.60	10,000.00	100,150.00
401.300 · Contributions-NIC	0.00	0.00	0.00
Total 401 · Contributions	36,743.60	10,000.00	100,150.00
411 · Grants			
411.600 · Income - Grants MOBEC	0.00	0.00	100,200.60
	11,133.40		
411.300 · Grant-NIC	0.00	0.00	0.00
Total 411 · Grants	11,133.40	0.00	100,200.60
422 · Income - Interest			
422.100 · Interest Income-General	2,594.73	0.00	0.00
422.300 · Interest Income-NIC	0.00	0.00	0.00
Total 422 · Income - Interest	2,594.73	0.00	0.00
425 · Income - Miscellaneous	8,904.15	0.00	0.00
426 · Lease Income			
426.200 · Lease Income-ATTC	0.00	0.00	0.00
426.300 · Lease Income-NIC	0.00	0.00	0.00
Total 426 · Lease Income	0.00	0.00	0.00
427 · Lease Utility Income			
427.200 · Lease Utility Income-ATTC	0.00	0.00	0.00
Total 427 · Lease Utility Income	0.00	0.00	0.00
424.300 · Web Maint Income	0.00	0.00	0.00
405 · YPN - Membership Dues	4,819.16	6,000.00	0.00
406 · YPN Enrollment Fee	200.00	250.00	0.00
Total Income	64,395.04	16,250.00	200,350.60
Gross Profit	64,395.04	16,250.00	200,350.60
Expense			
611 · Administrative Fee	0.00	0.00	0.00
787 · Bank Fees	372.05	0.00	300.00
690 · Communications	429.58	0.00	1,200.00
730 · Depreciation	2,001.00	0.00	2,244.48
671 · Electric Expense	0.00	0.00	0.00
720 · Equipment Maint	0.00	0.00	0.00
672 · Gas Expense	0.00	0.00	0.00
760 · Grant Disbursement	5,302.52	0.00	75,054.38
785 · Insurance Expense	687.00	0.00	1,380.00
645 · Marketing	31.16	0.00	0.00
650 · Meetings	91.47	0.00	0.00
790 · Miscellaneous Expense	40.00	100.00	0.00
860 · Nexus IT	0.00	0.00	0.00
670 · Occupancy Expense	79.98	0.00	0.00

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Joplin Area Chamber of Commerce Foundation
Profit & Loss Budget vs. Actual
April 2019 through March 2020

FOUNDATION	Actual	Budget	Budget
	Apr '19 - Mar 20	Apr '19 - Mar 20	Apr '20 - Mar 21
700 · Office Supplies	429.97	200.00	0.00
680 · Postage	55.79	0.00	0.00
750 · Professional Fees	3,125.25	2,000.00	2,700.00
610 · Program Service Fee	54,000.00	54,000.00	54,000.00
635 · Property Tax	0.00	0.00	0.00
740 · Publications	0.00	0.00	0.00
673 · Water Expense	0.00	0.00	0.00
Total Expense	66,645.77	56,300.00	136,878.86
Net Ordinary Income	-2,250.73	-40,050.00	63,471.74
Other Income/Expense			
Other Income			
800 · Committee Divisions			
1 Million Cups	1,173.96	0.00	0.00
800.700 · Bike Joplin	1,200.92	0.00	-1,380.00
800.900 · Business Recovery Fund	-24.00	0.00	0.00
800.101 · Education	12,394.87	12,465.00	10,920.00
800.300 · Expo	2,055.00	1,000.00	0.00
800.200 · Leadership Joplin	40,994.65	19,590.00	29,350.00
800.400 · Young Professionals Network	5,834.52	765.00	-345.00
Total 800 · Committee Divisions	63,629.92	33,820.00	38,545.00
Total Other Income	63,629.92	33,820.00	38,545.00
Net Other Income	63,629.92	33,820.00	38,545.00
Net Income	61,379.19	-6,230.00	102,016.74
730 · Depreciation	2,001.00	0.00	2,244.48
Income Before Depreciation	63,380.19	-6,230.00	104,261.22
Income - ATTC	-7,083.85	-46,216.00	-20,118.00
Income - NIC	61,800.05	113,769.00	25,390.21
Consolidated Net Income	118,096.39	61,323.00	109,533.43

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Joplin Area Chamber of Commerce Foundation
Profit & Loss Budget vs. Actual
April 2019 through March 2020

ATTC	Actual	Budget	Budget
	Apr '19 - Mar 20	Apr '19 - Mar 20	Apr '20 - Mar 21
Ordinary Income/Expense			
Income			
401 · Contributions			
401.100 · Contributions - General	0.00	0.00	0.00
401.300 · Contributions-NIC	0.00	0.00	0.00
Total 401 · Contributions	0.00	0.00	0.00
411 · Grants			
411.600 · Income - Grants MOBEC	0.00	0.00	0.00
411.300 · Grant-NIC	0.00	0.00	0.00
Total 411 · Grants	0.00	0.00	0.00
422 · Income - Interest			
422.100 · Interest Income-General	0.00	0.00	0.00
422.300 · Interest Income-NIC	0.00	0.00	0.00
Total 422 · Income - Interest	0.00	0.00	0.00
425 · Income - Miscellaneous	0.00	0.00	0.00
426 · Lease Income			
426.200 · Lease Income-ATTC	177,905.46	144,784.00	211,582.00
422.300 · Interest Income-NIC	0.00	0.00	0.00
Total 426 · Lease Income	177,905.46	144,784.00	211,582.00
427 · Lease Utility Income			
427.200 · Lease Utility Income-ATTC	29,714.97	25,000.00	30,800.00
Total 427 · Lease Utility Income	29,714.97	25,000.00	30,800.00
424.300 · Web Maint Income	0.00	0.00	0.00
405 · YPN - Membership Dues	0.00	0.00	0.00
406 · YPN Enrollment Fee	0.00	0.00	0.00
Total Income	207,620.43	169,784.00	242,382.00
Gross Profit	207,620.43	169,784.00	242,382.00
Expense			
611 · Administrative Fee	75,000.00	75,000.00	108,000.00
787 · Bank Fees	0.00	500.00	0.00
690 · Communications	25,459.46	16,000.00	24,000.00
730 · Depreciation	384,809.54	0.00	382,633.80
671 · Electric Expense	42,215.36	40,000.00	45,000.00
720 · Equipment Maint	142.50	3,000.00	3,000.00
672 · Gas Expense	6,897.79	8,000.00	6,100.00
760 · Grant Disbursement	0.00	0.00	0.00
785 · Insurance Expense	26,075.24	25,000.00	27,000.00
645 · Marketing	0.00	1,000.00	3,600.00
650 · Meetings	0.00	0.00	0.00
790 · Miscellaneous Expense	0.00	0.00	1,500.00
860 · Nexus IT	0.00	0.00	0.00
670 · Occupancy Expense	23,245.45	31,000.00	25,000.00

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Joplin Area Chamber of Commerce Foundation
Profit & Loss Budget vs. Actual
 April 2019 through March 2020

ATTC	Actual	Budget	Budget
	Apr '19 - Mar 20	Apr '19 - Mar 20	Apr '20 - Mar 21
700 · Office Supplies	362.89	0.00	0.00
680 · Postage	0.00	0.00	0.00
750 · Professional Fees	747.00	3,000.00	1,500.00
610 · Program Service Fee	0.00	0.00	0.00
635 · Property Tax	12,312.22	11,000.00	15,500.00
740 · Publications	0.00	0.00	0.00
673 · Water Expense	2,246.37	2,500.00	2,300.00
Total Expense	599,513.82	216,000.00	645,133.80
Net Ordinary Income	-391,893.39	-46,216.00	-402,751.80
Other Income/Expense			
Other Income			
800 · Committee Divisions	0.00	0.00	0.00
1 Million Cups	0.00	0.00	0.00
800.700 · Bike Joplin	0.00	0.00	0.00
800.900 · Business Recovery Fund	0.00	0.00	0.00
800.101 · Education	0.00	0.00	0.00
800.300 · Expo	0.00	0.00	0.00
800.200 · Leadership Joplin	0.00	0.00	0.00
800.400 · Young Professionals Network	0.00	0.00	0.00
Total 800 · Committee Divisions	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income	-391,893.39	-46,216.00	-402,751.80
730 · Depreciation	384,809.54	0.00	382,633.80
Income Before Depreciation	-7,083.85	-46,216.00	-20,118.00

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Joplin Area Chamber of Commerce Foundation
Profit & Loss Budget vs. Actual
April 2019 through March 2020

NIC	Actual	Budget	Budget
	Apr '19 - Mar 20	Apr '19 - Mar 20	Apr '20 - Mar 21
Ordinary Income/Expense			
Income			
401 · Contributions			
401.100 · Contributions - General	0.00	0.00	0.00
401.300 · Contributions-NIC	10,063.18	40,000.00	0.00
Total 401 · Contributions	10,063.18	40,000.00	0.00
411 · Grants			
411.600 · Income - Grants MOBEC	0.00	0.00	0.00
411.300 · Grant-NIC	112,319.00	112,319.00	84,239.25
Total 411 · Grants	112,319.00	112,319.00	84,239.25
422 · Income - Interest			
422.100 · Interest Income-General	0.00	0.00	0.00
422.300 · Interest Income-NIC	649.44	0.00	0.00
Total 422 · Income - Interest	649.44	0.00	0.00
425 · Income - Miscellaneous	0.00	0.00	0.00
426 · Lease Income			
426.200 · Lease Income-ATTC	0.00	0.00	0.00
426.300 · Lease Income-NIC	72,586.70	83,150.00	83,850.96
Total 426 · Lease Income	72,586.70	83,150.00	83,850.96
427 · Lease Utility Income			
427.200 · Lease Utility Income-ATTC	0.00	0.00	0.00
Total 427 · Lease Utility Income	0.00	0.00	0.00
424.300 · Web Maint Income	0.00	0.00	0.00
405 · YPN - Membership Dues	0.00	0.00	0.00
406 · YPN Enrollment Fee	0.00	0.00	0.00
Total Income	195,618.32	235,469.00	168,090.21
Gross Profit	195,618.32	235,469.00	168,090.21
Expense			
611 · Administrative Fee	75,000.00	75,000.00	75,000.00
787 · Bank Fees	11.90	0.00	0.00
690 · Communications	7,682.35	0.00	7,900.00
730 · Depreciation	56,790.79	0.00	57,610.75
671 · Electric Expense	13,978.08	16,500.00	15,500.00
720 · Equipment Maint	139.42	1,000.00	1,000.00
672 · Gas Expense	2,096.85	2,500.00	2,000.00
760 · Grant Disbursement	0.00	0.00	0.00
785 · Insurance Expense	8,691.75	8,300.00	9,000.00
645 · Marketing	225.00	1,000.00	2,000.00
650 · Meetings	0.00	0.00	0.00
790 · Miscellaneous Expense	288.70	0.00	1,000.00
860 · Nexus IT	0.00	0.00	0.00
670 · Occupancy Expense	17,307.91	10,000.00	20,000.00

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Joplin Area Chamber of Commerce Foundation
Profit & Loss Budget vs. Actual
April 2019 through March 2020

NIC	Actual	Budget	Budget
	Apr '19 - Mar 20	Apr '19 - Mar 20	Apr '20 - Mar 21
700 · Office Supplies	0.00	0.00	0.00
680 · Postage	0.00	0.00	0.00
750 · Professional Fees	0.00	0.00	0.00
610 · Program Service Fee	0.00	0.00	0.00
635 · Property Tax	6,519.78	6,000.00	8,000.00
740 · Publications	84.24	0.00	0.00
673 · Water Expense	1,252.29	1,400.00	1,300.00
Total Expense	190,069.06	121,700.00	200,310.75
Net Ordinary Income	5,549.26	113,769.00	-32,220.54
Other Income/Expense			
Other Income			
800 · Committee Divisions			
800.700 · Bike Joplin	0.00	0.00	0.00
800.800 · All Kids Bike	0.00	0.00	0.00
800.900 · Business Recovery Fund	0.00	0.00	0.00
800.101 · Education	-540.00	0.00	0.00
800.300 · Expo	0.00	0.00	0.00
800.200 · Leadership Joplin	0.00	0.00	0.00
800.400 · Young Professionals Network	0.00	0.00	0.00
Total 800 · Committee Divisions	-540.00	0.00	0.00
Total Other Income	-540.00	0.00	0.00
Net Other Income	-540.00	0.00	0.00
Net Income	5,009.26	113,769.00	-32,220.54
730 · Depreciation	56,790.79	0.00	57,610.75
Income Before Depreciation	61,800.05	113,769.00	25,390.21

9

Board of Directors Class by Election Year

Board Class for 2020-2023 terms (2019 election)

- **Todd Chenault**, Steve's Frame & Body Shop, 2017-2023 (2nd term)
- **Jerrod Hogan**, Anderson Engineering, Inc., 2017-2023 (2nd term)
- **Betsy Kissel**, Onin Staffing Employment Agencies, 2017-2023 (2nd term)
- **Matt McConnell**, Crossland Construction Company, 2020-2023 (1st term)
- **Julie Larson**, Hampshire Pet Products 2018-2023 (1st full term 20/23) Appointed Sept 2018
- **Melodee Colbert-Kean**, MEs Place, LLC, 2020-2023 (1st term)

Board Class for 2019-2022 terms (2018 election)

- **Kelli Perigo**, Freeman Health System, 2014-2022 (2nd term) (served balance of term - Feb. 2014 to Mar. 2016)
- **Jeremy Drinkwitz**, Mercy, 2016-2022 (1st full term 19/22) (Serve balance of term June 2016-2019)
- **Alan Marble**, Missouri Southern State University, 2017-2022 (1st full term 19/22) (Serve balance of term Feb 2017-2019)
- **Dustin Storm**, Storm Cloud Marketing, 2019-2022 (1st term)
- **Katrina Richards**, Leggett & Platt, 2019-2022 (1st term)
- **Vickie Dudley**, Children's Center, 2019-2022 (1st term)

Board Class for 2018-2021 terms (2017 election)

- **Brent Baker**, Liberty Utilities, 2017-2021 (1st full term) Needs replacement
- **Rick Grise**, Able Manufacturing & Assembly, LLC, 2017-2021 (1st term)
- **Mark Johnson**, Southwest Missouri Bank, 2017-2021 (1st term)
- **Chad Greer**, Corner Greer & Associates, Inc., 2018-2021 (1st term) Appointed July 2018
- **Brandon Davis**, Davis CPA Group, LLC, 2015-2021 (2nd term)
- **Jacqueline Hackett**, Hackett Hot Wings, LLC, 2015-2021 (2nd term)

Membership categories covered or needed

Banking – Southwest Missouri Bank

Healthcare - Freeman, Mercy

Industry/Manufacturing - Able Manufacturing & Assembly, LLC, Hampshire Pet Products;
Leggett & Platt (also Legal covered)

Accounting / Other Professional – Davis CPA Group, LLC, Anderson Engineering, Corner
Greer & Associates, Inc.,

Legal/Construction - Crossland

Marketing/Media – Storm Cloud Marketing

Not for Profit – Children's Center

Real Estate -

Service/Retail - Steve's Frame

Restaurants - Hackett Hot Wings. MEs Place

Technology -

Transportation -

Utilities – Liberty Utilities

YPN – Onin Staffing

Higher ED – MSSU

Updated May 18, 2020

2020/2021 JACC Governance Committee members

Finance/Audit Committee

Todd Chenault – Committee Chairman (Treasurer of the Board)
Kelli Perigo
Brandon Davis
Jerrod Hogan
Jeremy Drinkwitz

Nominating/Governance Committee

Brandon Davis
Jerrod Hogan
Rick Grise
Betsy Kissel (Chairman)
Chad Greer

Compensation/Personnel Committee

Jerrod Hogan – Committee Chairman (Past Chairman of the Board)
Kelli Perigo (Chairman of the Board)
Jeremy Drinkwitz (Chairman Elect of the Board)
Brandon Davis
Todd Chenault
Betsy Kissel

Foundation

Board Members as Directed by By-laws

Jeremy Drinkwitz – Chairman
Todd Chenault – Treasurer
Toby Teeter – Chamber President
Tonya Sprenkle - Chamber Vice President and Foundation Secretary

Additional directors appointed by Chamber Board

Rick Grise - 3 year term (ends in 2021)
Mark Johnson- 3 year term (ends in 2021)
Donovan Edwards(gone) - 3 year term (ends in 2020) needs replaced (term end 2022)
Chad Greer - 3 year term (ends in 2020) – (Needs replaced or renewed)(term end 2022)
Louise Secker (gone) – 3 year term (ends 2019) –Needs replaced (term end 2023)
Jacqueline Hackett – 3 year term (ends 2019) Needs replaced or renewed (term end 2023)

Mike Gray for the Innovation Center (2016) Ex-Officio

NOTES only:

Donovan and Louise are no longer on the board March 31, 2020
Chad (mid-term sub) is eligible for renewal or replacement now
Jacqueline is eligible for renewal or replacement now
Gray indicates positions filled because of rolls held per by-laws.

Guidelines

1. Finance/Audit - consists of no fewer than three members and Treasurer is Chairman of this committee.
2. Nominating/Governance - no fewer than three members and Chairman is determined by Board.
3. Compensation/Personnel - no fewer than six members, with Past Chairman of Board as Chairman of this committee and current Chairman and Chairman-Elect of Board as committee members. Terms for this committee will be two years.
4. Foundation -The number of Directors shall be ten (10), of whom four (4) shall be the President and Vice President of the Joplin Area Chamber of Commerce, and the Chairman Elect and Treasurer of the Joplin Area Chamber of Commerce Board of Directors. The remaining six directors shall be Directors at large. The Chamber of Commerce Board shall apportion the terms of the initial six (6) at large Directors so that two (2) members of the Board shall serve for three (3) years, two (2) members of the Board shall serve for two (2) years and two (2) members of the Board shall serve for one (1) year.

Appointment Approvals

Board Committee members and chairmen will be appointed and/or removed by the Board upon recommendation of the Nominating and Governance Committee after taking into account the desires, experiences and expertise of individual directors.

Meeting Times

The Chairman of each committee, in consultation with the committee members, will determine the frequency and length of the committee meetings consistent with any requirements set forth in the committee's charter. The Chairmen of each committee, in consultation with the appropriate members of the committee and Chamber management or staff, will develop the committee's agenda.

Foundation - the annual meeting of the Board shall be held during the second quarter of the calendar year.

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 is due July 15
- City of Joplin quarterly reporting and annual inventory are due July 15

Tenant Update:

- ATTC has one graduating tenant at the end of June
- There will be three private offices available for lease
- NIC is full, except shared space on first floor. Tenants who have occupied space at the NIC for 5 years or longer were provided written notice that if a new organization in need of incubation services requires space, the current tenant will be given 30 days' notice for graduation from the NIC starting on August 1, 2020
- We are pushing forward with co-working space marketing and education
- Rent increase at both ATTC and NIC is planned for Jan 1, 2021 and will equate to a \$0.50/SF/Year increase. Dependent on leased space, the increase ranges from \$8.00 to \$87.00 per month for current tenants

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
- We have completed a few business education seminars and are looking for presenters for several more
- Our Chamber Academy site is nearing completion and we will be pushing content as it is developed
- Working with the SBDC and several local businesses on content related to Chamber Academy
- 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

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 May 19, 2020 – June 16, 2020

Membership

Totals

Year to date

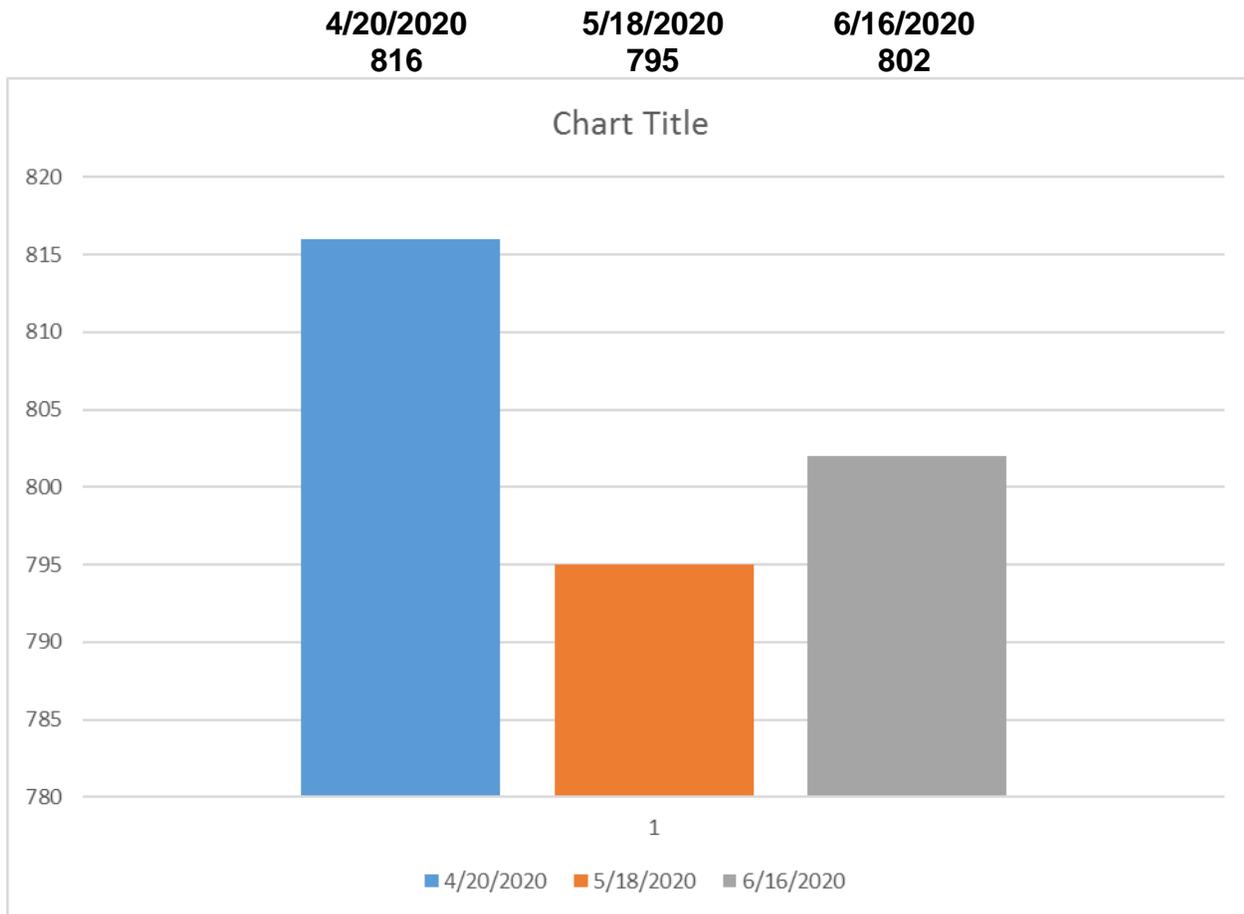
Membership Previous (April 1, 2020)	817
Joined (New)	21
Dropped	38
Total membership	802 (net -17)

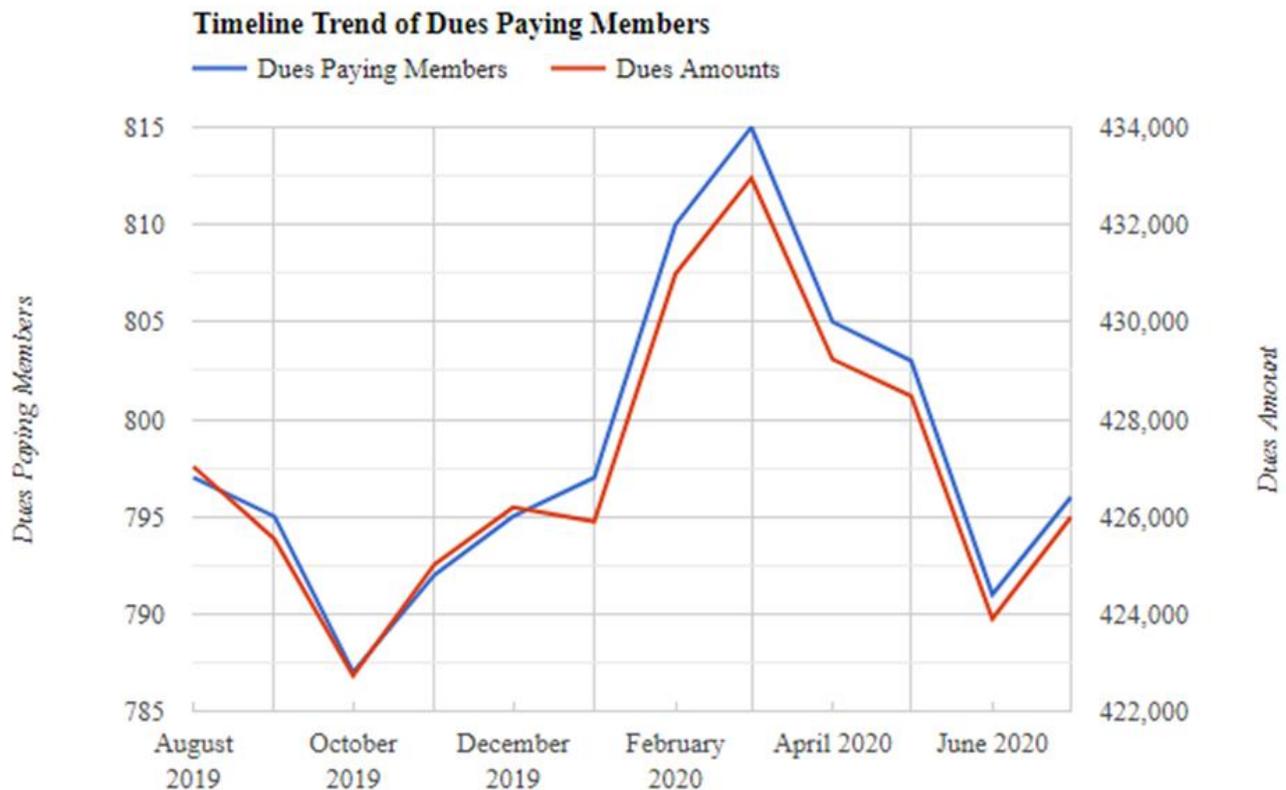
New Members May 19, 2020 – June 16, 2020

All American Motorsports & Powersports LLC
The Den Nutrition and Energy
James River Church
JFI Enterprises, LLC
Minnie Hackney Community Service Center
Pearson-Kelly Technology
The Pie Place
QuikTrip Corporation
Radiation Oncology Associates, Inc.
TLC Properties

Dropped Members May 19, 2020 – June 16, 2020

Henkle's Ace Hardware **Dropped**
Infuxn Kitchen and Cocktails **Closed**
Benjamin D. Rosenberg, D.D.S., Inc. **Closed**
Sleep Number Store **Dropped**
Zinc Coffee **Dropped non-payment**





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

- April | Cancelled
- May | Healthcare Thank You Baskets
- YTD 6.5 hours / Goal 250 Hours

Upcoming Volunteer Opportunities:

June 25 | Wildcat Glades
 July | River Clean-up Float, sponsored by Liberty Utilities, date TBD
 August TBD | Children’s Haven

Community Health & Wellness: Hayley Simon, Erin (Chamber Staff Liaison)

- Going to begin writing monthly articles for the Joplin Business Outlook.
- Through the Chamber communication outlets, the work group is encouraging the business community to participate in the MOCAN July 16 virtual conference. The topic will focus on Building a Healthy and Productive Missouri Workforce. [Read more and sign up here.](#)
- The group will begin helping businesses achieve Work Well certification through MOCAN. Joplin has three area employers who are currently certified as a Gold Level Work Well Award.
- KCUMB will be recognized on July 16 for being certified as a Gold Level Work Well Award. Joplin has three area employers who are currently certified as a Gold Level Work Well Award.
- 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, 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_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:
 - 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: 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: Heidi Smorstad, 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
- EDI Workgroup created a proclamation to be presented to Joplin City Council on June 15, 2020 followed by a Silent Solidarity Walk with Council to the old Fox Theater and then to 2nd and Wall. Mayor Stanley will recite the historical significance of those locations

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
- Meeting mid-June to task workgroup members with topic, speakers and schedule for launch of a quarterly ED Talks, to be filmed and stored on Chamber Academy

Building and Marketing the Joplin Brand-Toby and Erin

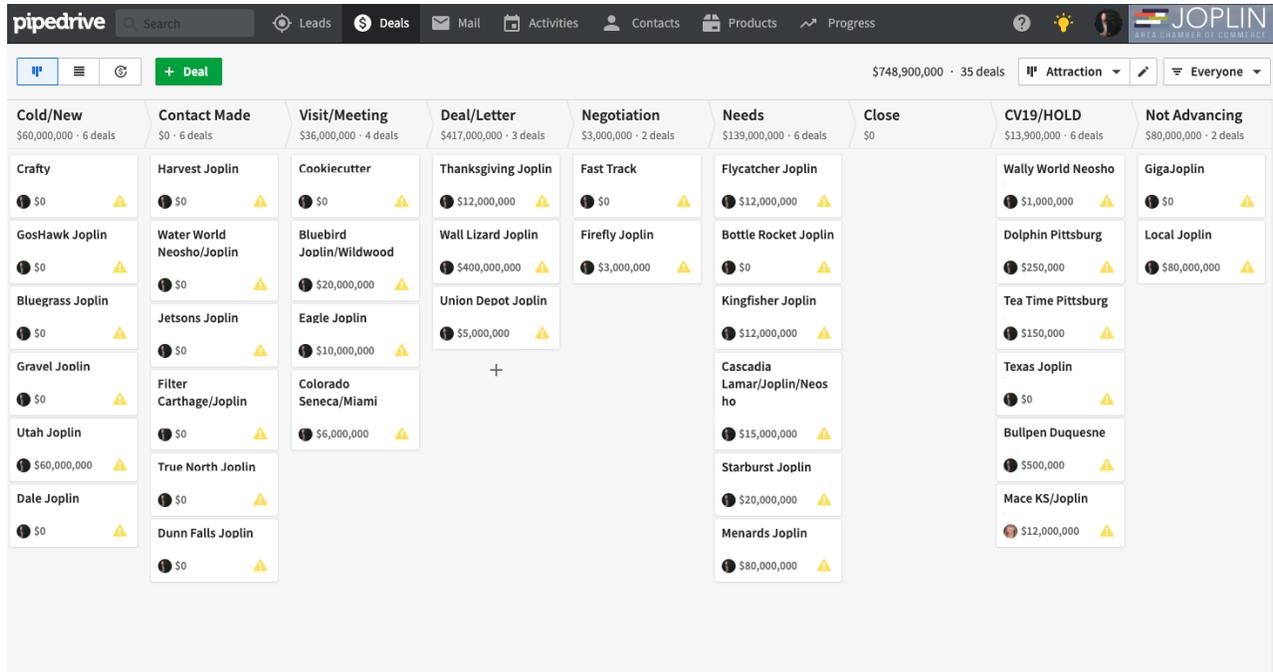
- Joplin Business Outlook is complete. With the updates to business outlook, we have seen an average five article submissions a week. We are encouraging member businesses share feature stories that highlight their industry in addition to new team members, promotions, expansions, and relocations.

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 June 2020

Business Attraction & Expansion Projects



New:

- 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 on-going.

Ongoing:

- Tesla - We worked our way up the chain and made contact with the President of the Automotive Division. We submitted a proposal, including a 1,042-acre site in Joplin for their Gigafactory #4. Estimated capital investment of \$6 billion and 6,000 to 8,000 new jobs. The infographic summary of our proposal is published at <https://www.choosejoplin.com/tesla>. We went public with our \$1 billion incentives and savings offer and received over \$100,000 in paid ad equivalent marketing exposure for Joplin and [ChooseJoplin.com](https://www.choosejoplin.com). Press coverage includes CNBC, Fox Business, Bloomberg, and hundreds of thousands of views of the Twitter strings about the Joplin offer. Although the media rumor is Austin and (Tulsa?) is the finalist that has not been confirmed. As of last week, we are still in communication with the in-house site selection manager for the company.

- 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 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. 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

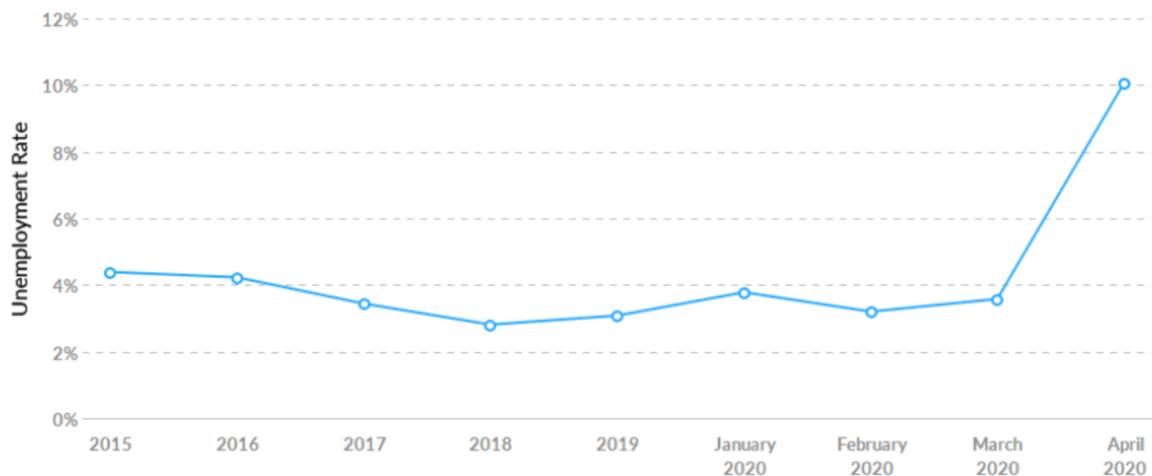
- Active Cultural Enterprise Recruitment Pipeline: ~~Chaos Brewing Co., Main Street Axe Co.,~~ Alamo Draft house, Skylight Theatre, B&B Theatre, Bike Rack Brew Co, The Jolly Fox Brewery, HyVee, and Schnucks

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
- National unemployment reached 14.7% unemployment in April, 4.7% higher than Joplin Metro (Jasper + Newton Counties). Joplin Metro May numbers likely improved in-line with national unemployment reduction.
- Multiple ongoing business/site visits taking place with Tony, Steve, and Morris

Unemployment Rate Trends

Your areas had an April 2020 unemployment rate of 10.06%, increasing from 4.39% 5 years before.



Timeframe	Unemployment Rate
2015	4.39%
2016	4.23%
2017	3.44%
2018	2.81%
2019	3.08%
January 2020	3.78%
February 2020	3.20%
March 2020	3.58%
April 2020	10.06%

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 initial review is scheduled for June 27

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

Menu CoTour LoopNet® Share Print Add a Listing

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




CROSSROADS BUSINESS PARK

CROSSROADS BUSINESS PARK

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

May/June, 2020
MOKAN Board Report
Tony Robyn, Director

Campaign/Resources

Prior to the Shelter-in-place Order, MOKAN had approached nearly \$1 million in 5-year pledges and commitments from business and community partners. While this is approximately half of needed operational funding, it's significant progress, thank you. As previously mentioned, in light of recent events I largely paused further campaign discussions until the landscape settles and we can refocus. We are just now holding early conversations with previous supporters and moving into select new partner discussions. We continue to operate on previously received funds and now new support going forward.

MOKAN has been invited by Economic Development Administration to submit a business recovery/COVID-19 grant. The emphasis is a start-up revolving loan fund for small business continuity and development. The initial seed fund is 80/20 match for an initial fund of \$500,000, but the intent is to continually build it as a resource for growth moving forward. The grant is being finalized and EDA has a required draft for review now.

Commercial Projects and Development

Staff continues business development efforts in the region and working with Missouri Partnership and State of Missouri Department of Economic Development on a couple. Generally, timelines on projects are generally uncertain, and now some on hold due to CV-19, but many continue to move forward. A large manufacturing expansion and acquisition are among other efforts to be announced soon.

I've also compiled a contact list now of leadership in nearly 100 communities (200 including business/industry leaders) across our tristate area. I've reached out to mayors and staff sharing our efforts and also to offer area partnership assistance in development and business planning needs. The updates I'm sending now go out if nothing else to inform of what is happening across a broader region and to point outlying communities to area economic staff with questions. We've already heard good feedback in the connectivity effort from some.

Crossroads and Wildwood

The Crossroads Park site certification was submitted to State of Missouri Department of Economic Development in March and is under June 1st review. Additionally, Wildwood is close to being rail-certified by Burlington Northern and is in final review as of 6/12/20.

COVID-19 Business Response

MOKAN collaborated with the Joplin Chamber Foundation, which had been accepting funds and placing orders of N95 masks. MOKAN and chamber staff delivered over 30,000 to nursing homes, healthcare facilities, first-responders and area businesses from Joplin to Carthage, Baxter Springs, Lamar, Neosho, Duquesne, and McDonald County to Ottawa County. We also helped source snack food and drinks for front-line health workers and volunteers, as well as food banks and Region 10 Area Agency on Aging. Many of our larger area businesses donated boxes and pallets of prepackaged snacks and drinks for distribution to the hospitals, youth organizations, and social service agencies.

We've been helping track major regional business furloughs and directing those affected to area agencies and opportunities in an effort to help maintain business continuity and keep skilled people in the area. Staff also monitor Federal WARN Act notices for major regional layoffs and respond to support

the business and employees as possible. We also continue to aggregate economic recovery resources and information from local, state and national sources and continue to participate in government and professional association calls and meetings to understand and direct questions on the various agency programs. In a related note, the MOKAN and the Chamber Foundation economic recovery proposal to the Liberty COVID-19 Community Fund was not funded.

The City of Joplin's a post-COVID recovery team is made up of area leaders to focus on business and community development efforts. MOKAN has been participating in business continuity planning; more to follow on that as it continues.

Website and Marketing

Mokanpartnership.com website revamp is underway. We have also been mapping the region's formal industrial development parks/sites. It's a regional marketing piece we can use in combination with our associated states' web property portals. Lastly, the March/April edition of *Business Facilities Magazine*, a major site selector resource, highlights Missouri Governor Parson and includes MOKAN's promotional ad starting on page 79. We have received five attraction leads so far and I've reached out to each to capture and share information. We are also hosting two teams at the June 19 Hotlinks Golf Tournament and will have information and representatives available at Hole 8.

Board Development

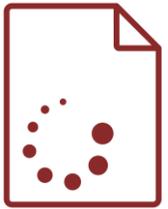
We've recently filled board vacancies and just elected a new board chair and accepted nominations to the executive committee. We also added representation from Ottawa County, OK. This largely finalizes a structure that had been in limbo for nearly 24 months.

МОКВАН

partnership

2nd Quarter Snapshot

Projects Pipeline



PROJECTS ADVANCING:

5



CAPITAL INVESTMENT:

\$158M



JOBS:

100 ↑



PROJECTS ONGOING:

9

TOTAL PROJECTS:

25



PAYROLL:

TBD ↑



Campaign Progress (2nd Qtr)



Goal:

\$2M/5 Yr



Approved/Pending:

\$547K



Investments To Date:

\$928K 3/20

\$1,077 5/13



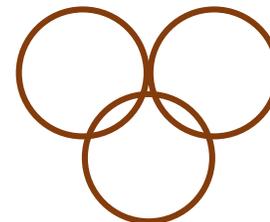
Solicits Scheduled:

\$76K



Re-engage:

\$115K



To Schedule:

\$367K

Crowder College Report for June JACC Board Meeting

Crowder College –Overview

- Training & Development Solutions:
 - Upcoming Training Schedule is available online at <https://www.crowder.edu/services/training-development-solutions/tds-schedule/>
 - We received notification last week we are approved to offer POST training for law enforcement officers. This continuing education credit will begin in August. A link to more information about those courses is available on our website at <https://www.crowder.edu/services/training-development-solutions/tds-schedule/post-training/>
 - FY 20 Customized Training Grant Applications through Missouri One Start are open now!
 - The purpose of Missouri One start is to assist companies with funds for essential workforce training.
- Return Strong Economic Development Initiative:
 - We are working with the WIB on the **Return Strong** initiative which is aimed at strengthening **Missouri's** Workforce as it bounces back from the economic impacts of COVID-19.
 - The **Return Strong** initiative has two main goals: To help Missourians skill up and get back to work. To reopen **Missouri's** public workforce system safely and responsibly.
 - Requirements included short-term, online program in which participants could learn a new skill, or upskill and also earn an industry recognized credential.
 - Introduction to Industrial Maintenance- online 8-week program, starting in July, where students are able to earn 10 credit hours of college credit. Participants could go right to work or continue on in the fall to finish a Crowder Certificate in either Programmable Logic Controller, Industrial Maintenance, or Automation and Robotics.
- Tiny House Auction:
 - 2 cabins were built by our secondary and post-secondary students.
 - A virtual auction is underway now until noon on June30th. On-site tours of the buildings are available.
 - Cabins are 12x24 and include a kitchenette, full bath/shower, open floor plan, washer/dryer hookup and more! For more information, click on this link <https://one.bidpal.net/tinyhouse/welcome>.
- Crowder College- McDonald County Site:
 - We built a brand-new simulation hospital room for our (RN) nursing program.
 - It was designed after John Brown University's Simulation Hospital. We are extremely proud of this new and impressive training facility for our students!
- New Partnership with Neosho Schools-CAPS Program:
 - Career tracks offered in the fall will be focused on business and healthcare.
 - Provides juniors and seniors an opportunity to work in a desirable career field of interest.



YPN Updates

- **YP Executive Committee Retreat** was delayed due to COVID-19 precautions. We are scheduled to meet on 6/29/2020 where we will welcome our new YP Execs who replaced former resigning and termed members. We will be assigning all executive members to co-chair the JACC Livability Work Groups, will set goals for these Work Groups for the next year, and will be looking at the YPN member guidelines for participation and involvement as these have not been updated in quite some time.
- **Gives Back** is scheduled to do work around Wildcat Glades on 6/25/2020 from 9am-12 pm. Follow this link to sign up:
<https://www.signupgenius.com/go/8050D4CACA923A3FC1-gives>
- **Trails & Connectivity** is working to develop Slow Rolls in the coming months centered around some of the businesses opening up and events picking up, namely some of the Joplin for Justice events which are scheduled weekly. Pedal it Forward (seeking to use volunteer labor to give working donated bicycles to those in need around the community) is still focused on finding a location to house their work; there are three potential options for a home and as things return to normal, we will be looking at some funding campaigns to support this initiative to get them off the ground.
- **Diversity & Inclusion** had a Solidarity Walk to support BLM movement and those lost to police brutality on 6/15/2020; they continue to hold meetings where they listen to community and business members share their experiences to understand the systemic limitations they face regularly in Joplin.
- **Professional Development:** Mentor groups are ongoing; things have slowed (COVID-19), but some groups have maintained contact and engagement via email.

-Kayla McCollum
Chair of YPN Executive Committee



2020 Board of Directors Meetings

January 27, 2020

February 24, 2020

March 23, 2020

~~April 27, 2020~~

Planning Retreat? Postponed due to Covid-19

Tuesday May 26, 2020 (Memorial Day)

June 22, 2020-Exofficio

No Meeting

August 24, 2020

September 28, 2020-Exofficio

October 26, 2020

November 23, 2020

December No Meeting

Meetings will be at the Chamber office,

from 12:00 p.m. - 1:00 p.m.

Planning Retreat-Info to come.