



Joplin Area Chamber of Commerce  
Board of Directors Meeting and  
Zoom Conference Call  
August 24, 2020

Minutes

Attending: Todd Chenault, Melodee Colbert-Kean, Brandon Davis, Vickie Dudley, Nick Edwards, Mike Gray, Chad Greer, Jacqueline Hackett, Jerrod Hogan, Betsy Kissel, Matt McConnell, Dr. Melinda Moss, Kelli Perigo, Bill Reiboldt, Katrina Richards, Dr. Laura Rosch, Melissa Smith, Dustin Storm, Dr. Dean Van Galen

Absent: John Bartosh, Jim Dalrymple, Jeremy Drinkwitz, Rick Grise, Dr. Brad Hodson, Mark Johnson, Julie Larson, Kayla McCollum, Mayor Ryan Stanley

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

I. Kelli Perigo & Toby Teeter, Call to Order

A. Dustin Storm moved to approve the Consent Agenda and seconded by Chad Greer. Motion passed.

B. Dustin Storm moved to approve the June Minutes and seconded by Brandon Davis. Motion passed.

C. Financials presented by Tonya. Financials were in your Board packet; please see them for the details. Toby went briefly over some of the funding. Brandon Davis moved to approve the June & July financials and seconded by Jerrod Hogan. Motion passed.

D. Chamber and Foundation Audits presented by Tonya. Tonya added the Finance Committee did an e-vote and voted unanimously to accept both audits as presented. Tonya stated both audits were clean. Jerrod Hogan moved to approve the audits approval and seconded by Matt McConnell. Motion passed.

II. Division Reports

A. Toby's Chamber Summary

1. Economic Development Report. Toby & Tony's Economic Development reports were in your packet. Please see them for details. Toby went through his projects listed in your packet. Toby announced that Loni Smith will be leaving the Chamber and accepted a position with a consulting firm. Loni's last day will be September 1. Toby added Andrew Temm, Business Development Coordinator, hired for the MOKAN Partnership.

2. Chamber Programming. Please see the staff reports for the details. Toby introduced Ashton Chapman, Director of Equity, Diversity, and Inclusion. Ashton is starting the Neighborhood Leadership Academy (NLA) as a pilot in this area. This program started in St. Louis through a partnership with the University of Missouri Extension and some local community-based businesses. This program prepares upcoming leaders using a neighborhood model. Ashton is looking for sponsors and individuals to go through this program. Please contact her at [ashton@joplincc.com](mailto:ashton@joplincc.com) for more details. Lisa will email the fact sheet.

3. 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 website will be [Chamberacademy.joplincc.com](http://Chamberacademy.joplincc.com).

4. City of Joplin ED Contract Discussion. Toby stated Tony is doing a great job on the MOKAN campaign. Toby added he is now working on the Economic Development budget with the City. The Chamber membership funds the Chamber. The City has economic development efforts executed by

Chamber staff. The City of Joplin outsources the economic development effort. Toby added Friday he sent a rough draft list of deliverables that will be executed by staff next year to the City Finance Department. Jerrod thanked Tony for his incredible job with MOKAN, welcomed to Andrew, and Loni, incredible work and thank you for everything you have done for us.

B. Board and Committee Vacancies and Appointment Discussion/Vote presented by Tonya Sprenkle

1. Toby stated if approved Dr. Van Galen has accepted Dr. Marble's role on the Board. Brandon Davis nominated Dr. Dean Van Galen to replace Dr. Marble on the board and seconded by Jerrod Hogan. Motion passed.

The Chamber Foundation Committee has one seat that needs filled. Toby stated he would like to discuss when the Chamber Foundation Board would meet and that this meeting is quarterly. Discussion is to have the meeting quarterly after the regular Board meeting. Tonya will send an email to the Foundation Board to get dates set.

III. Today's Board Challenge presented by Toby Teeter

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

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.

IV. Other Business. No other business.

V. Adjourn to Executive Session

Respectfully Submitted by:  
Lisa Kelly  
Executive Assistant

Toby Teeter  
President

# Joplin Area Chamber of Commerce

## Finance Executive Summary

**Period Ending:** August 31, 2020

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

### **Chamber:**

- **Cash Position:** Average.
- **Accounts Receivable:** \$12,570.07
- **Deferred Income 20/21 Fiscal Year:** \$193,429.97
- **Deferred Income 21/22 Fiscal Year:** \$14,690.88
- **Line of Credit-US Bank:** Balance of \$0
- **Net Income YTD:** (\$42,148.53) Includes Membership Dues \$163,333.91

### **Foundation / Innovation Center:**

- **Cash Position Foundation:** Low
- **Cash Position Innovation Center:** Average
- **Accounts Receivable:** \$21,315.84
- **Notes Receivable-BRF Loans:** MEs Place-current balance of \$3,738.14
- **Deferred Income 21/22 Fiscal Year:** \$0
- **Line of Credit-US Bank:** Balance of \$0
- **Net Income YTD:** (\$222,858.59)

### **Economic Development:**

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

- **General Expenses Budget:** \$200,000.
- **Regional/MOKAN Budget:** \$50,000.
- **Due from City:** \$29,398.11
- **Due to Chamber:** \$23,447.31
- **Due to MOKAN:** \$167.53 for ED charges paid on MOKAN credit card.

### **Financial Highlights:**

- ED has received payment from the City of Joplin in the amount of \$19,596.57 in September 2020; remaining balance is currently \$9,804.54.
- Crowder rent for the fall semester in the amount of \$57,500 will be deposited in December 2020 which will replenish the Foundation General Fund account.
- The MOBEC grant reimbursement was submitted in August 2020 in the amount of \$22,920.90. Matching funds in the amount of \$32,000 is expected in September and another \$32,000 in October 2020. This will have a significantly positive effect on Foundation cash.
- The Foundation and One Joplin continue to work on Census promotions. Currently pushing advertising in radio and television ads that will end on September 30 unless the federal government extends the deadline.

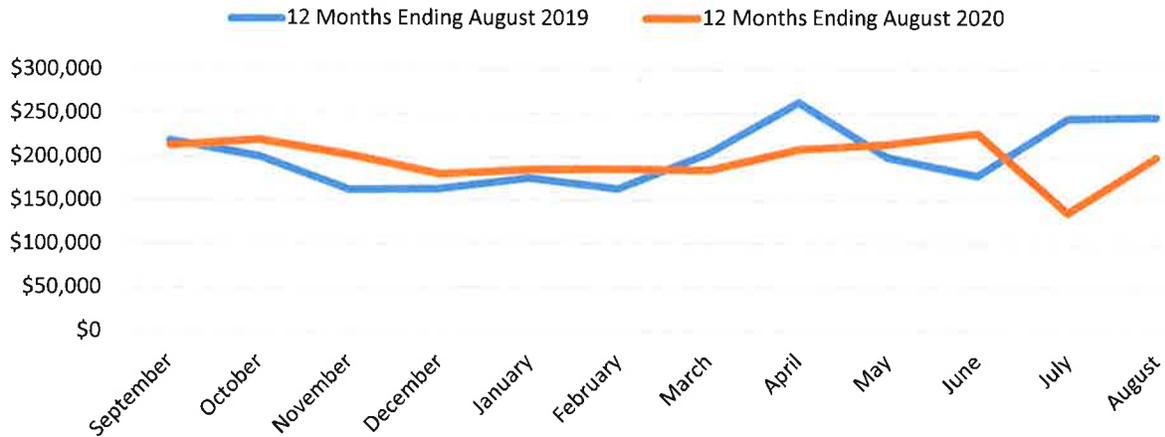
### **COVID19 related impact:**

- 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 \$173,000 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.

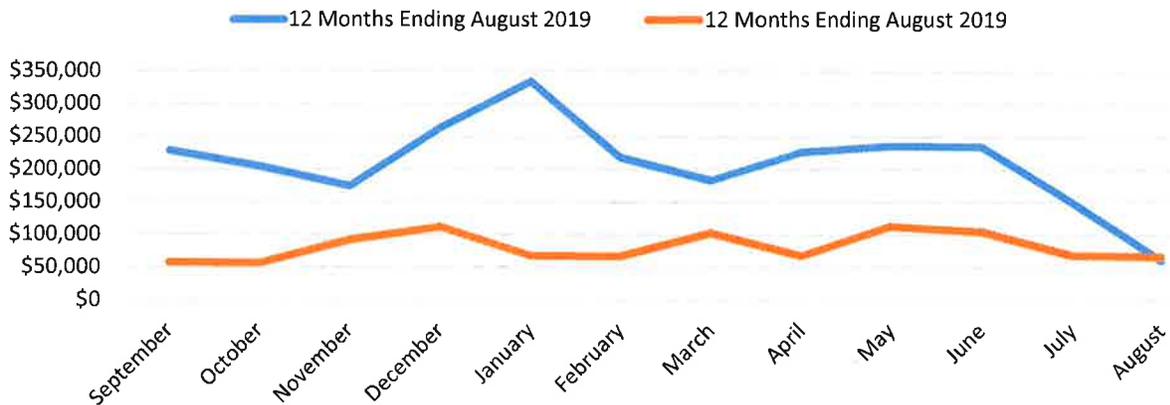
# Cash Flow Comparison

September - August

## Chamber Cash



## Foundation Cash



## Aged Open A/R

As of 08/31/20

### Chamber

	Aug-20	Jul-20	Jun-20	May-20	Apr-20	Total Open
Amount:	8,822.07	-	850.00	10.00	2,888.00	12,570.07
% of Total Amount:	70.18%	0.00%	6.76%	0.08%	22.98%	

### Foundation

	Aug-20	Jul-20	Jun-20	May-20	Apr-20	Total Open
Amount:	4,127.29	3,008.55	160.00	4,020.00	10,000.00	21,315.84
% of Total Amount:	19.36%	14.11%	0.75%	18.86%	46.91%	

**DUE FROM (TO) ACCOUNT DETAILS**  
**August 2020**

Memo	Amount
<b>Foundation Due to Chamber</b>	
Foundation Cash/Credit Card Receipts Received by Chamber	(8,311.58)
Foundation Bills Paid by Chamber	503.95
Charges on Chamber Credit Card	568.44
Voluntary Contributions	(455.00)
Foundation Service Fee	4,500.00
NIC/ATTC Admin Fee	15,250.00
	<u>12,055.81</u>
<b>ED Due to Chamber</b>	
Due from City	18,660.68
Bills paid by Chamber	4,786.60
	<u>23,447.28</u>
<b>MOKAN Due to Chamber</b>	
MOKAN Bills Paid by Chamber	200.10
August 2020 Monthly Service Fee	18,750.00
	<u>18,950.10</u>
<b>JIDA Due to Chamber</b>	
Bills paid by Chamber	500.00
July - August 2020 Admin Fee	1,200.00
	<u>1,700.00</u>
<b>JCIDA Due to Chamber</b>	
July - August 2020 Admin Fee	200.00
	<u>200.00</u>
<b>MOCAP Due to Chamber</b>	
Bills paid by Chamber	11.25
July - August 2020 Admin Fee	150.00
	<u>161.25</u>
<b>JCC Due to Chamber</b>	
March - August 2020 Service Fee	1,500.00
	<u>1,500.00</u>
<b>One Joplin Due to Chamber</b>	
Bills paid by Chamber	92.33
Fiscal Agent Fees	827.18
Payroll Service Fees	200.00
	<u>1,119.51</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of August 31, 2020

	<u>Aug 31, 20</u>	<u>Aug 31, 19</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
US Bank - Checking	199,773.90	251,364.04	-51,590.14
<b>Total Checking/Savings</b>	<u>199,773.90</u>	<u>251,364.04</u>	<u>-51,590.14</u>
<b>Accounts Receivable</b>			
Accounts Receivable	12,570.07	29,397.17	-16,827.10
<b>Total Accounts Receivable</b>	<u>12,570.07</u>	<u>29,397.17</u>	<u>-16,827.10</u>
<b>Other Current Assets</b>			
Petty Cash	250.00	250.00	0.00
Due From (To) Staff	-127.72	-166.76	39.04
Due From (To) Other Funds			
Due From (To) Foundation	12,055.81	11,494.26	561.55
Due From (To) ED	23,447.31	10,194.37	13,252.94
Due From (To) MOKAN	18,950.10	14,185.90	4,764.20
Due From (To) JIDA	1,700.00	0.00	1,700.00
Due From (To) JCIDA	200.00	300.00	-100.00
Due From (To) MOCAP	161.25	26.25	135.00
Due From (To) JCC	1,500.00	1,071.75	428.25
Due From (To) One Joplin	1,119.51	0.00	1,119.51
Due From (To) Other Funds - Other	1,821.21	0.00	1,821.21
Due From (To) Other Funds	<u>60,955.19</u>	<u>37,272.53</u>	<u>23,682.66</u>
Deposit - Bulk Mail	2,376.21	2,495.12	-118.91
Prepaid Expenses	443.10	0.00	443.10
Prepaid Insurance	5,007.70	4,421.24	586.46
<b>Total Other Current Assets</b>	<u>68,904.48</u>	<u>44,272.13</u>	<u>24,632.35</u>
<b>Total Current Assets</b>	<u>281,248.45</u>	<u>325,033.34</u>	<u>-43,784.89</u>
<b>Fixed Assets</b>			
Furniture & Equipment	42,329.03	16,617.38	25,711.65
Interior	13,278.98	18,416.66	-5,137.68
320 East 4th - Building	194,621.88	207,781.44	-13,159.56
Grounds	0.00	196.24	-196.24
Land	76,562.56	76,562.56	0.00
<b>Total Fixed Assets</b>	<u>326,792.45</u>	<u>319,574.28</u>	<u>7,218.17</u>
<b>TOTAL ASSETS</b>	<u><u>608,040.90</u></u>	<u><u>644,607.62</u></u>	<u><u>-36,566.72</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of August 31, 2020

	<u>Aug 31, 20</u>	<u>Aug 31, 19</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
Accounts Payable	2,485.64	3,861.00	-1,375.36
<b>Total Accounts Payable</b>	<u>2,485.64</u>	<u>3,861.00</u>	<u>-1,375.36</u>
<b>Credit Cards</b>			
US Bank - Credit Card	7,339.07	4,799.04	2,540.03
<b>Total Credit Cards</b>	<u>7,339.07</u>	<u>4,799.04</u>	<u>2,540.03</u>
<b>Other Current Liabilities</b>			
Due To United Way	144.69	252.00	-107.31
Deferred Income - Renewal Dues	146,904.85	156,398.45	-9,493.60
Deferred Income - New Members	0.00	12,608.03	-12,608.03
<b>Deferred Income-Other</b>			
Deferred Income - Econ Growth	387.50	0.00	387.50
Deferred Income - EXPO	29,002.50	0.00	29,002.50
Deferred Income - SBOY	5,500.00	0.00	5,500.00
Deferred Income - Banquet	8,900.00	0.00	8,900.00
Deferred Income - GMJ	3,326.00	0.00	3,326.00
Deferred Income - Morning Brew	5,600.00	0.00	5,600.00
Deferred Income - BAH	3,800.00	0.00	3,800.00
Deferred Income - Golf	4,100.00	0.00	4,100.00
Deferred Income - Mmbr Table	600.00	0.00	600.00
<b>Total Deferred Income-Other</b>	<u>61,216.00</u>	<u>0.00</u>	<u>61,216.00</u>
<b>Total Other Current Liabilities</b>	<u>208,265.54</u>	<u>169,258.48</u>	<u>39,007.06</u>
<b>Total Current Liabilities</b>	<u>218,090.25</u>	<u>177,918.52</u>	<u>40,171.73</u>
<b>Total Liabilities</b>	<u>218,090.25</u>	<u>177,918.52</u>	<u>40,171.73</u>
<b>Equity</b>			
Unrestricted Net Assets	432,099.18	403,737.64	28,361.54
Net Income	-42,148.53	62,951.46	-105,099.99
<b>Total Equity</b>	<u>389,950.65</u>	<u>466,689.10</u>	<u>-76,738.45</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>608,040.90</u></u>	<u><u>644,607.62</u></u>	<u><u>-36,566.72</u></u>

**Joplin Area Chamber of Commerce**  
**Statement of Operations**  
 April through August 2020

	<u>Apr - Aug 20</u>	<u>Apr - Aug 19</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
Income - Member Investments	163,333.91	159,664.36	3,669.55	162,420.00	913.91
Income - New Member Investment	0.00	9,700.74	-9,700.74	0.00	0.00
Income - Foundation Service Fee	22,500.00	22,500.00	0.00	22,500.00	0.00
Income - Foundation MOBEC Grant	0.00	0.00	0.00	31,272.67	-31,272.67
Income - NIC/ATTC Admin Fee	82,151.82	62,500.00	19,651.82	76,250.00	5,901.82
Income - Economic Development	41,250.00	41,250.00	0.00	41,250.00	0.00
Income - JIDA	3,500.00	3,600.00	-100.00	3,000.00	500.00
Income - JCIDA	500.00	500.00	0.00	500.00	0.00
Income - MOKAN	93,750.00	70,833.35	22,916.65	93,750.00	0.00
Income - MOCAP	375.00	0.00	375.00	375.00	0.00
Income - One Joplin	5,435.65	0.00	5,435.65	5,370.00	65.65
Income - Jop Cap Corp Serv Fee	1,250.00	2,000.00	-750.00	1,250.00	0.00
Income - C2C Service Fee	32,216.40	27,035.61	5,180.79	31,000.00	1,216.40
Income - Building Room Rental	0.00	491.00	-491.00	0.00	0.00
Income - Member Listings	-75.00	225.00	-300.00	0.00	-75.00
Income - EIDL Grant	10,000.00	0.00	10,000.00	10,000.00	0.00
Income - Miscellaneous	3,716.65	0.00	3,716.65	0.00	3,716.65
Income - New Member Fee	930.00	900.00	30.00	1,560.00	-630.00
<b>Total Income</b>	<u>460,834.43</u>	<u>401,200.06</u>	<u>59,634.37</u>	<u>480,497.67</u>	<u>-19,663.24</u>
<b>Gross Profit</b>	460,834.43	401,200.06	59,634.37	480,497.67	-19,663.24
<b>Expense</b>					
Salaries	325,675.13	296,629.59	29,045.54	322,017.90	3,657.23
Payroll Taxes	26,494.61	21,774.50	4,720.11	25,503.50	991.11
Bonus Allowance	25,499.36	0.00	25,499.36	0.00	25,499.36
Pension Fund	28,151.83	14,980.66	13,171.17	25,617.80	2,534.03
Employee Insurance/Benefits	3,047.25	4,110.76	-1,063.51	4,664.00	-1,616.75
Payroll Expenses	4,504.09	4,510.50	-6.41	4,466.39	37.70
Contract Services	5,000.00	0.00	5,000.00	4,000.00	1,000.00
Automobile Expense	1,107.38	2,041.29	-933.91	2,000.00	-892.62
Health Insurance	32,233.91	30,893.78	1,340.13	33,675.00	-1,441.09
Liability & Other Insurance	4,337.69	4,983.93	-646.24	5,200.00	-862.31
Staff Dues & Development	2,330.00	2,766.58	-436.58	2,500.00	-170.00
Staff Retreats/Meetings	49.19	79.82	-30.63	0.00	49.19
Meetings & Travel	95.52	1,110.58	-1,015.06	875.00	-779.48
Occupancy Expense	3,486.30	6,228.76	-2,742.46	6,400.00	-2,913.70
Electric Expense	2,842.73	5,089.91	-2,247.18	4,065.00	-1,222.27
Water Expense	122.36	93.51	28.85	150.00	-27.64
Postage	1,553.78	937.60	616.18	1,000.00	553.78
Communications Expenses	4,520.29	5,047.89	-527.60	4,500.00	20.29
Office Supplies	2,111.72	1,168.86	942.86	1,750.00	361.72
Equipment Rental	1,711.52	6,343.59	-4,632.07	2,805.00	-1,093.48
Equipment Maintenance	10,997.65	11,453.23	-455.58	10,500.00	497.65
Depreciation	12,300.96	10,300.36	2,000.60	12,300.93	0.03
Publications	0.00	336.70	-336.70	0.00	0.00
Professional Fees	5,750.00	24,597.50	-18,847.50	5,300.00	450.00
Other Staff Benefits	112.50	0.00	112.50	0.00	112.50
Bank and Credit Card Fees	5,610.17	5,162.24	447.93	5,750.00	-139.83
Miscellaneous Expense	200.00	666.95	-466.95	250.00	-50.00
<b>Total Expense</b>	<u>509,845.94</u>	<u>461,309.09</u>	<u>48,536.85</u>	<u>485,290.52</u>	<u>24,555.42</u>
<b>Net Ordinary Income</b>	-49,011.51	-60,109.03	11,097.52	-4,792.85	-44,218.66

**Joplin Area Chamber of Commerce**  
**Statement of Operations**  
 April through August 2020

	<u>Apr - Aug 20</u>	<u>Apr - Aug 19</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
<b>Committee Divisions</b>					
Economic Development	-36.00	3,527.39	-3,563.39	2,375.00	-2,411.00
Business Development	-2,012.50	64,310.07	-66,322.57	5,000.00	-7,012.50
Governance	0.00	-243.83	243.83	0.00	0.00
Member Services	5,211.23	8,276.00	-3,064.77	9,175.00	-3,963.77
<b>Spec Events</b>					
Annual Banquet	-237.77	9,653.55	-9,891.32	10,804.00	-11,041.77
Good Morning Joplin	-169.00	5,467.67	-5,636.67	3,117.50	-3,286.50
Morning Brew	3,900.00	9,875.21	-5,975.21	8,910.00	-5,010.00
Business After Hours	1,100.00	9,448.57	-8,348.57	8,910.00	-7,810.00
Golf Tournament	8,326.61	18,856.14	-10,529.53	12,150.00	-3,823.39
<b>Total Spec Events</b>	<u>12,919.84</u>	<u>53,301.14</u>	<u>-40,381.30</u>	<u>43,891.50</u>	<u>-30,971.66</u>
Communications	-14,139.26	-5,831.90	-8,307.36	-15,733.00	1,593.74
Chamber Work Groups	5,814.14	-221.79	6,035.93	40.00	5,774.14
<b>Total Committee Divisions</b>	<u>7,757.45</u>	<u>123,117.08</u>	<u>-115,359.63</u>	<u>44,748.50</u>	<u>-36,991.05</u>
Staff Accounts	0.00	136.21	-136.21	0.00	0.00
Employee Fund	-894.47	-192.80	-701.67	0.00	-894.47
<b>Total Other Income</b>	<u>6,862.98</u>	<u>123,060.49</u>	<u>-116,197.51</u>	<u>44,748.50</u>	<u>-37,885.52</u>
<b>Net Other Income</b>	6,862.98	123,060.49	-116,197.51	44,748.50	-37,885.52

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

**Balance Sheet**

As of August 31, 2020

	<u>Aug 31, 20</u>	<u>Aug 31, 19</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
US Bank-Checking/Sweep Acct	6,754.69	19,680.02	-12,925.33
<b>Total Checking/Savings</b>	<u>6,754.69</u>	<u>19,680.02</u>	<u>-12,925.33</u>
<b>Other Current Assets</b>			
Due From (To) City	29,398.11	12,365.03	17,033.08
Due From (To) Other Funds			
Due From (To) Chamber	-23,447.31	-10,194.37	-13,252.94
Due From (To) MOKAN	-167.53	-3,143.46	2,975.93
Due From (To) Other Funds - Other	0.00	900.00	-900.00
<b>Total Due From (To) Other Funds</b>	<u>-23,614.84</u>	<u>-12,437.83</u>	<u>-11,177.01</u>
<b>Total Other Current Assets</b>	<u>5,783.27</u>	<u>-72.80</u>	<u>5,856.07</u>
<b>Total Current Assets</b>	<u>12,537.96</u>	<u>19,607.22</u>	<u>-7,069.26</u>
<b>Fixed Assets</b>			
Furniture and Equipment	16,688.28	21,958.32	-5,270.04
<b>Total Fixed Assets</b>	<u>16,688.28</u>	<u>21,958.32</u>	<u>-5,270.04</u>
<b>TOTAL ASSETS</b>	<u><u>29,226.24</u></u>	<u><u>41,565.54</u></u>	<u><u>-12,339.30</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable			
*Accounts Payable	173.08	984.33	-811.25
<b>Total Accounts Payable</b>	<u>173.08</u>	<u>984.33</u>	<u>-811.25</u>
<b>Total Current Liabilities</b>	<u>173.08</u>	<u>984.33</u>	<u>-811.25</u>
<b>Total Liabilities</b>	<u>173.08</u>	<u>984.33</u>	<u>-811.25</u>
<b>Equity</b>			
Retained Earnings	40,017.26	44,978.15	-4,960.89
Net Income	-10,964.10	-4,396.94	-6,567.16
<b>Total Equity</b>	<u>29,053.16</u>	<u>40,581.21</u>	<u>-11,528.05</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>29,226.24</u></u>	<u><u>41,565.54</u></u>	<u><u>-12,339.30</u></u>

# Joplin Area Chamber of Commerce Economic Development Fund

## Statement of Operations April 2019 through August 2020

	<u>Apr '19 - Aug 20</u>	<u>Apr '18 - Aug 19</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Income-Funds from City	327,418.97	298,534.27	28,884.70
<b>Total Income</b>	<u>327,418.97</u>	<u>298,534.27</u>	<u>28,884.70</u>
<b>Expense</b>			
Administrative Expenses	247.37	0.00	247.37
Business Retention & Expansion	802.44	0.00	802.44
Business Talent Recruitment	2,212.75	0.00	2,212.75
Choose Joplin Campaign	2,474.15	0.00	2,474.15
Communications/Mobile/Internet	7,666.76	8,942.07	-1,275.31
Data Systems & Equip Support	42,905.92	50,216.25	-7,310.33
Depreciation	7,465.89	4,391.68	3,074.21
Economic Development	25.00	2,163.17	-2,138.17
Marketing & Advertising	84,465.56	16,334.22	68,131.34
Miscellaneous Expense	2,593.29	0.00	2,593.29
Mtgs & Travel/ Prospect Host	7,537.85	8,940.39	-1,402.54
Office Supplies/Publications	850.00	819.98	30.02
Postage and Packets	105.94	0.00	105.94
Professional Dues & Development	19,301.10	18,035.00	1,266.10
Professional Fees	12,000.00	533.82	11,466.18
Regional E-Marketing	275.00	6,843.00	-6,568.00
Regional Trade Shows	1,315.68	18,616.69	-17,301.01
Salaries	140,250.00	140,250.00	0.00
Website Development/Hosting	192.00	0.00	192.00
Work Ready Talent Initiatives	4,286.08	0.00	4,286.08
<b>Total Expense</b>	<u>336,972.78</u>	<u>276,086.27</u>	<u>60,886.51</u>
<b>Net Ordinary Income</b>	<u>-9,553.81</u>	<u>22,448.00</u>	<u>-32,001.81</u>
<b>Net Income</b>	<u><u>-9,553.81</u></u>	<u><u>22,448.00</u></u>	<u><u>-32,001.81</u></u>

**Joplin Area Chamber of Commerce Foundation**

**Balance Sheet**

As of August 31, 2020

	<u>Aug 31, 20</u>	<u>Aug 31, 19</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
US Bank - Money Market	9,699.16	9,873.58	-174.42
Commerce - Airport Backstop	0.00	193,673.51	-193,673.51
US Bank - General Fund	-4,409.20	37,400.86	-41,810.06
US Bank - Innovation Center	39,062.71	-7,259.97	46,322.68
Restricted - Bus Recovery Fund	22,839.86	23,127.86	-288.00
<b>Total Checking/Savings</b>	<u>67,192.53</u>	<u>256,815.84</u>	<u>-189,623.31</u>
<b>Accounts Receivable</b>			
Accounts Receivable-ATTC Lease	11,500.00	0.00	11,500.00
Accounts Receivable - Other	21,315.84	14,304.51	7,011.33
<b>Total Accounts Receivable</b>	<u>32,815.84</u>	<u>14,304.51</u>	<u>18,511.33</u>
<b>Other Current Assets</b>			
Prepaid Insurance	6,534.42	23,286.64	-16,752.22
Due From (To) Other Funds			
Due From (To) Joplin Chamber	-12,055.81	-11,494.26	-561.55
<b>Total Due From (To) Other Funds</b>	<u>-12,055.81</u>	<u>-11,494.26</u>	<u>-561.55</u>
<b>Total Other Current Assets</b>	<u>-5,521.39</u>	<u>11,792.38</u>	<u>-17,313.77</u>
<b>Total Current Assets</b>	<u>94,486.98</u>	<u>282,912.73</u>	<u>-188,425.75</u>
<b>Fixed Assets</b>			
Advanced Training & Tech Ctr	1,808,832.50	1,859,615.90	-50,783.40
ATTC Building Improvements	1,625,365.14	1,664,861.56	-39,496.42
ATTC Equipment	1,069,125.56	1,341,259.91	-272,134.35
ATTC Furniture & Fixtures	67,673.92	84,952.36	-17,278.44
Foundation Furniture & Fixtures	2,125.14	5,043.47	-2,918.33
IC Leasehold Improvements	43,107.18	13,243.84	29,863.34
Innovation Center F & F	3,932.21	5,541.46	-1,609.25
Land	61,944.49	61,944.49	0.00
Newman Innovation Center	1,241,791.50	1,290,079.62	-48,288.12
<b>Total Fixed Assets</b>	<u>5,923,897.64</u>	<u>6,326,542.61</u>	<u>-402,644.97</u>
<b>Other Assets</b>			
Notes Receivable - BRF Loans	3,738.14	5,993.79	-2,255.65
<b>Total Other Assets</b>	<u>3,738.14</u>	<u>5,993.79</u>	<u>-2,255.65</u>
<b>TOTAL ASSETS</b>	<u><u>6,022,122.76</u></u>	<u><u>6,615,449.13</u></u>	<u><u>-593,326.37</u></u>

**Joplin Area Chamber of Commerce Foundation**

**Balance Sheet**

As of August 31, 2020

	<u>Aug 31, 20</u>	<u>Aug 31, 19</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
Accounts Payable	1,569.48	3,273.87	-1,704.39
<b>Total Accounts Payable</b>	<u>1,569.48</u>	<u>3,273.87</u>	<u>-1,704.39</u>
<b>Other Current Liabilities</b>			
<b>Deferred Income</b>			
Deferred Income - Golden Apple	0.00	5,000.00	-5,000.00
Deferred Income -Arts	8,949.96	8,949.96	0.00
Deferred Income-Lease	1,074.00	2,253.33	-1,179.33
<b>Total Deferred Income</b>	<u>10,023.96</u>	<u>16,203.29</u>	<u>-6,179.33</u>
Deposits Held	7,828.36	5,710.27	2,118.09
Airport Pledges	0.00	192,500.00	-192,500.00
<b>Total Other Current Liabilities</b>	<u>17,852.32</u>	<u>214,413.56</u>	<u>-196,561.24</u>
<b>Total Current Liabilities</b>	<u>19,421.80</u>	<u>217,687.43</u>	<u>-198,265.63</u>
<b>Total Liabilities</b>	19,421.80	217,687.43	-198,265.63
<b>Equity</b>			
Temp. Restricted Net Assets	25,880.00	25,880.00	0.00
Unrestricted Net Assets	6,194,679.55	6,520,726.77	-326,047.22
Net Income	-217,858.59	-148,845.07	-69,013.52
<b>Total Equity</b>	<u>6,002,700.96</u>	<u>6,397,761.70</u>	<u>-395,060.74</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>6,022,122.76</u></u>	<u><u>6,615,449.13</u></u>	<u><u>-593,326.37</u></u>

**Joplin Area Chamber of Commerce Foundation**  
**Statement of Operations**  
 April through August 2020

	Foundation			ATTC			NIC		
	Apr - Aug 20	Apr - Aug 19	\$ Change	Apr - Aug 20	Apr - Aug 19	\$ Change	Apr - Aug 20	Apr - Aug 19	\$ Change
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
Contributions	5,430.00	6,095.00	-665.00	0.00	0.00	0.00	0.00	10,063.18	-10,063.18
Grants	22,920.90	0.00	22,920.90	0.00	0.00	0.00	0.00	28,079.75	-28,079.75
Income - Interest	68.95	1,245.73	-1,176.78	0.00	0.00	0.00	0.00	649.44	-649.44
Income - Miscellaneous	9,540.00	1,256.28	8,283.72	0.00	0.00	0.00	0.00	0.00	0.00
Late Fee Income	0.00	0.00	0.00	62.60	0.00	62.60	0.00	0.00	0.00
Lease Income	0.00	0.00	0.00	73,904.79	62,895.24	11,009.55	36,943.91	30,304.36	6,639.55
Lease Utility Income	0.00	0.00	0.00	12,098.49	10,977.43	1,121.06	0.00	0.00	0.00
YPN - Membership Dues	0.00	3,559.16	-3,559.16	0.00	0.00	0.00	0.00	0.00	0.00
YPN Enrollment Fee	0.00	140.00	-140.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Income</b>	<u>37,959.85</u>	<u>12,296.17</u>	<u>25,663.68</u>	<u>86,065.88</u>	<u>73,872.67</u>	<u>12,193.21</u>	<u>36,943.91</u>	<u>69,096.73</u>	<u>-32,152.82</u>
<b>Gross Profit</b>	37,959.85	12,296.17	25,663.68	86,065.88	73,872.67	12,193.21	36,943.91	69,096.73	-32,152.82
<b>Expense</b>									
Administrative Fee	0.00	0.00	0.00	50,901.82	31,250.00	19,651.82	31,250.00	31,250.00	0.00
Bank Fees	134.00	89.05	44.95	0.00	0.00	0.00	0.00	11.90	-11.90
Communications	79.36	288.00	-208.64	7,241.13	7,762.62	-521.49	3,371.17	3,336.27	34.90
Depreciation	935.20	833.75	101.45	159,430.75	160,297.68	-866.93	24,643.55	21,657.80	2,985.75
Electric Expense	0.00	0.00	0.00	17,706.87	16,161.51	1,545.36	5,739.15	6,732.09	-992.94
Equipment Maint	1,290.15	0.00	1,290.15	95.00	142.50	-47.50	1,180.13	139.42	1,040.71
Gas Expense	0.00	0.00	0.00	1,335.22	916.44	418.78	295.16	267.27	27.89
Grant Disbursement	9,969.81	0.00	9,969.81	0.00	0.00	0.00	0.00	0.00	0.00
Insurance Expense	572.50	0.00	572.50	11,813.13	10,793.33	1,019.80	3,937.71	3,597.78	339.93
Interest Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Meetings	56.32	66.47	-10.15	0.00	0.00	0.00	0.00	0.00	0.00
Miscellaneous Expense	14,965.00	25.00	14,940.00	0.00	0.00	0.00	0.00	0.00	0.00
Occupancy Expense	0.00	0.00	0.00	6,716.85	7,965.02	-1,248.17	8,387.61	5,212.50	3,175.11
Office Supplies	0.00	429.97	-429.97	0.00	362.89	-362.89	0.00	0.00	0.00
Professional Fees	2,700.00	2,711.25	-11.25	0.00	72.00	-72.00	0.00	0.00	0.00
Program Service Fee	22,500.00	22,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Water Expense	0.00	0.00	0.00	913.93	962.60	-48.67	453.84	513.59	-59.75
<b>Total Expense</b>	<u>53,202.34</u>	<u>26,943.49</u>	<u>26,258.85</u>	<u>256,154.70</u>	<u>236,686.59</u>	<u>19,468.11</u>	<u>79,258.32</u>	<u>72,718.62</u>	<u>6,539.70</u>
<b>Net Ordinary Income</b>	-15,242.49	-14,647.32	-595.17	-170,088.82	-162,813.92	-7,274.90	-42,314.41	-3,621.89	-38,692.52
<b>Other Income/Expense</b>									
<b>Other Income</b>									
<b>Committee Divisions</b>									
Business Recovery Fund	0.00	96.00	-96.00	0.00	0.00	0.00	0.00	0.00	0.00
Education	4,244.40	8,989.57	-4,745.17	0.00	0.00	0.00	0.00	-540.00	540.00
Leadership Joplin	-477.95	16,950.34	-17,428.29	0.00	0.00	0.00	0.00	0.00	0.00
Young Professionals Network	1,020.68	6,742.15	-5,721.47	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Committee Divisions</b>	<u>4,787.13</u>	<u>32,778.06</u>	<u>-27,990.93</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>-540.00</u>	<u>540.00</u>
<b>Total Other Income</b>	<u>4,787.13</u>	<u>32,778.06</u>	<u>-27,990.93</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>-540.00</u>	<u>540.00</u>
<b>Net Other Income</b>	<u>4,787.13</u>	<u>32,778.06</u>	<u>-27,990.93</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>-540.00</u>	<u>540.00</u>
<b>Net Income</b>	<u>-10,455.36</u>	<u>18,130.74</u>	<u>-28,586.10</u>	<u>-170,088.82</u>	<u>-162,813.92</u>	<u>-7,274.90</u>	<u>-42,314.41</u>	<u>-4,161.89</u>	<u>-38,152.52</u>

## September 2020 Economic Development Highlights

### Campaign/Resources

MOKAN has nearly \$1.1 million of \$2 million goal in pledges and early commitments (thank you!). Having continued conversations and meetings with supporters and board members. We continue to operate on previously received funds and new support going forward.

- Multiple support requests pending/on hold re: COVID.
- Economic Development Administration CARES loan fund grant not funded, will resubmit under Disaster Recovery. The initial seed fund is \$95,000—intent is to continually build with partner support moving forward.
- CARES Act funding requests submitted to both Newton and Jasper County Commissions. Economic Development recovery is considered in round two cycles so currently on hold.

### Industrial/Commercial Projects Advancing

Staff continues multiple efforts across the region. Priority deals under development include:

- Initiated in March 2020, Don's Cold Storage (Project Flycatcher) has recently broken ground in Webb City/Joplin Industrial Park. This is a new \$12 million, 225,000 sq. ft. warehouse, with 28 employees, and serves local distributors. MOKAN staff met with project leaders and City of Joplin, Webb City, and State of Missouri officials to help coordinate conference call planning discussions and tax incentives.
- Initiated in February 2020, Jasper Products Storage (Project Protein) also recently broke ground at Crossroads Industrial Park in Joplin. This is a new \$7.2 million, 220,000 sq. ft. warehouse, with 10 employees. MOKAN staff met with project leaders to promote state and local incentives, and also had initially worked with Wildwood Industrial Park prior to current location selection.
- Casey's Distribution Center is in full construction and hiring has begun for a target open of Fall 2020. \$49 million/125 employees. Still waiting on Governor's Office on potential site visit and ceremony.
- Starburst/Bottle Rocket is a major growing effort. Staff continues to advance \$50 million/60 employee project; been approved by State of Missouri for incentives. Additional storage and production capacity is now needed and looking at more property options.



- Project Solar/Colorado - Company finalizing financing on a \$900,000 building acquisition in Miami, OK, for the development of a \$12m-\$25 million/50 jobs solar/UV sterilization project. Working out State of Oklahoma (NMTC) incentives and closing acquisition details.

- Project Fast Track/Davis Boulevard-Joplin 32<sup>nd</sup> Street, continue to work with partners for prioritization and identify funding for the MODOT/Joplin intersection upgrade to benefit multiple companies (upwards \$2-\$3 million need). Considering a grant request along with City of Joplin. Signal/traffic study underway in October.

- Joplin’s Project Slug munitions plant effort (100+ jobs). Crossroads property acquisition closed and met with City of Joplin on predevelopment plans and storm water. Project has recently increased in scope: now 75,000 sq. ft. and at least 100 jobs, 3 shifts. In addition, a brass smelter with 50 million pounds of annual capacity, enough to recycle all casings for the entire U.S. military.



- Project Last Mile – A major retailer will be operating a 42,000 sq. ft. logistics/distribution center. 100 to 200 jobs estimated.

Other in the forefront

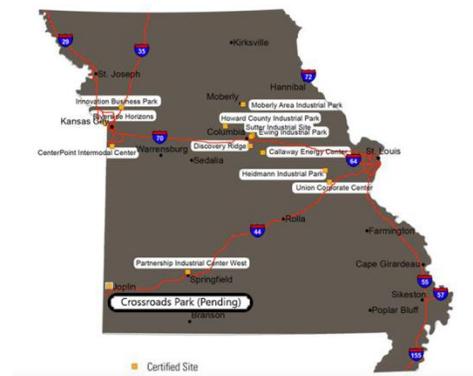
- Project Surge – Energy tech manufacturer seeking to construct 750,000 sq. ft. facility. 1,500 jobs estimated by CEO.
- Project Cookie Cutter – Food production line expansion and workforce training. Corporate leadership visit and tour pending this fall.
- Project Pup - Working with a company on a storage/property acquisition at both Wildwood and Webb City (\$500,000).
- Multiple other projects in the pipeline in various stages as discussed at September MOKAN Board and Chamber Board update as reported by Toby.
- Lamar Johnson Industrial Park (100+) is now open and we’re assisting chamber with marketing efforts.

Crossroads and Wildwood Certifications

Crossroads Park next State of Missouri Department of Economic Development review is late September. Wildwood’s Burlington Northern rail certification is approved and waiting on final notification. Wildwood sewer agreement reached with Joplin council so focusing additional development/marketing effort there.

Workforce Development/Retention

Collaborating on training efforts along with Crowder College ATTC. Coordinating training information exchanges with local manufacturers/warehouse. Andrew initial efforts have been focused on regional retention efforts for our nearly 100 regional businesses and industries, scheduling calls and meetings. Morris and I toured him through Joplin region industrial parks and industry locations. He has also been working on the industrial site mapping and aerial footage for the website and marketing materials, and the annual report draft.



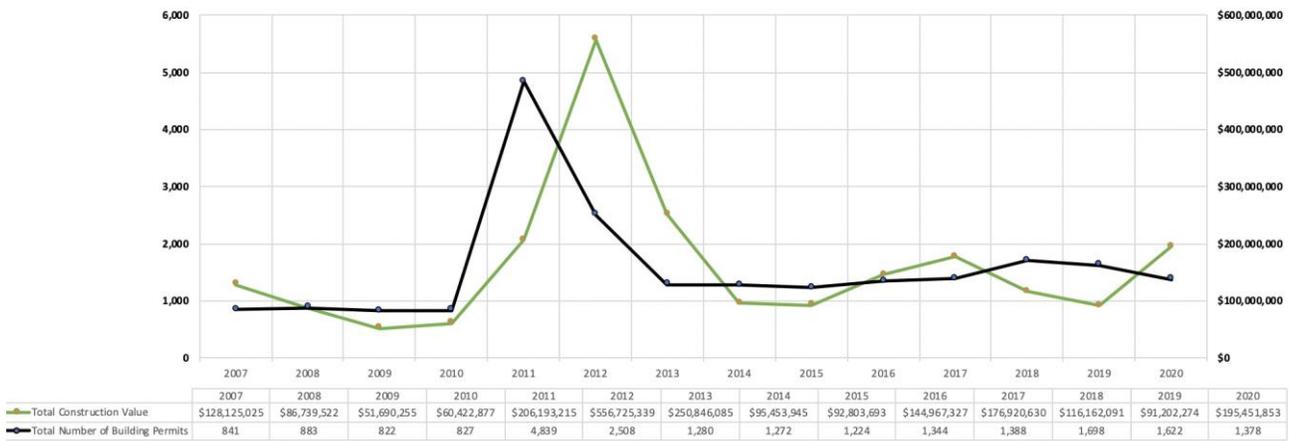
Marketing and Promotion

Crossroads Industrial Park website under development

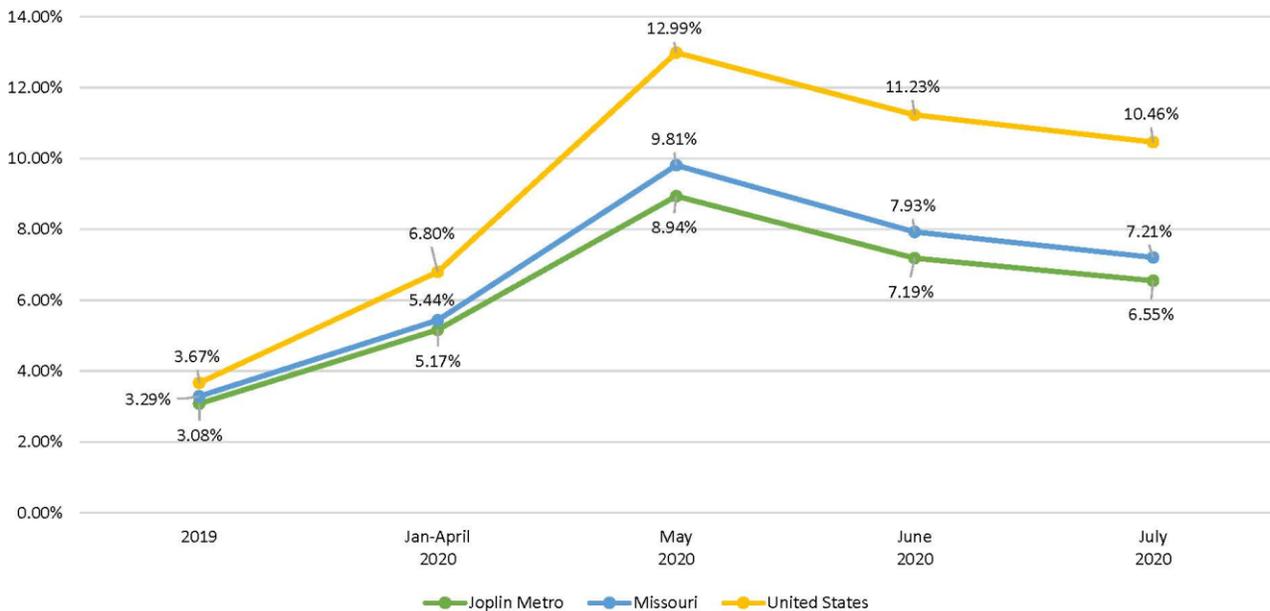
Mokanpartnership.com website is complete and will continually be refined. Refined focus to business development, partners, and incentives/resources with major navigation streamlining.

- Developing a promotional infographic educational video “how stuffs made” on Econ Development.
- MOKAN hosted team of manufacturing partners at the September 18 Workshops Golf Tournament – 1<sup>st</sup> Place. Also held discussions on projects and new opportunities.
- Professional trade shows currently on hold/pending. Participated in Missouri Governor’s Virtual Conference in September and now Missouri Economic Development Council October Conference in Branson pending. Pittsburg Regional Economic Outlook Conference
- Manufacturers Day October 2/Economic Growth Tour October 16 – helping coordinate tours and activities. Will participate with Crowder Workforce Development on 105.3 radio October 5 for Manufacturers Day/Month topics.
- Working on the industrial site regional mapping, aerial footage for the website and marketing materials, and the annual report draft.

TOTAL CONSTRUCTION



Unemployment Trends



## **Incubator Activity – Tonya**

- First MOBEC reimbursement request submitted and received for \$22,920.90 on August 13<sup>th</sup>, which leave \$77,279.70 left to draw by the end of the grant.
- MOBEC match of \$32,000 is expected in September, and second match of \$32,000 is expected in October.
- MOBEC required report was submitted in August and now awaiting any comment on our progress to-date.
- We made a MOBEC grant modification request to MTC. We asked, because of COVID issues, to move travel funding and Start-up Weekend funding to Chamber Academy. We anticipate a positive response on this request.
- A grant application was made for helping to furnish the women's co-working space in a COVID friendly manner. This would also furnish a quiet booth for phone calls and podcasts.

## **Tenant Update:**

- There are four private offices available for lease in the ATTC.
- There is one available space at the NIC (approximately 556SF, vacated by Atlas Risk Management). We are continuing to work with a client to occupy, and help facilitate a women's co-working space.
- We received notice that Sid Davis will be vacating between now and year-end. We recently gave him notice that we would begin marketing his space as of first of August with intent to graduate him soon, so this works in as part of our planned rotation of space.
- Rent increase at both ATTC and NIC planned for Jan 1, 2021 and will equate to a 2.5% increase per SF/Year. Letters of intent are prepared and ready to go out Oct 1, 2020.
- We are actively organizing our women's co-working space. Next meeting is later this week with the anchor tenant for this space. She will help to recruit other women for the space.

## **Programming:**

- Our Chamber Academy site is nearing completion and we will be pushing content as it is developed. We purchased the base set of 130+courses, which are in the process of branding as ours per the license agreement.
- Although 1 Million Cups at the ATTC cannot be launched in the normal format because no available venues in town can accommodate proper social distancing, we are pressing forward with other ways to kick this off. We have been attending via ZOOM with the Bentonville and Springfield groups. Next meeting is Sept 28 to determine next steps.
- Several partners have 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.
- Using MOBEC funds to collaborate with Crowder College and the Hubhub 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.
- Carthage hosted the first quarterly meeting followed by Neosho and Lamar. Joplin is held the second Thursday each month. All communities are excited for the opportunity to connect their area to collaborative learning and growth.
- We have kicked off Ideas on Tap.
- Tony is taking lead on a digital based Manufactures Day in October.
- Erin is taking lead on Coffee and Conversations, Women and Small Business.

## Networking Events

### Special Events

- Leadership Joplin has resumed sessions for 2020. Graduation will be October 27<sup>th</sup>, 6 pm at Club 1201
- Leadership Joplin 2021 applications are being distributed. The new class will begin in January
- We are resuming Morning Brews and Business After Hours events
- Hot Links will be October 9<sup>th</sup> and is sold out with a waiting list
- Expo booths are still being filled, have some openings
  - Expo theme is "Most Excellent 80's EXPO"
- Business of the Year awards sponsored by BKD CPAs & Advisors were awarded via Facebook Live to:
  - 1-50 Employees – Midwestern
  - 51+ Employees – Schuber Mitchell Homes, LLC
  - Nonprofit – Joplin Workshops, Inc.

### Membership Summary Report August 18, 2020 – September 22, 2020

#### Membership

#### Totals

#### Year to date

Membership Previous (April 1, 2020)	817	
Joined (New)		55
Dropped		97
<b>Total membership</b>	<b>775</b>	<b>(net -42)</b>

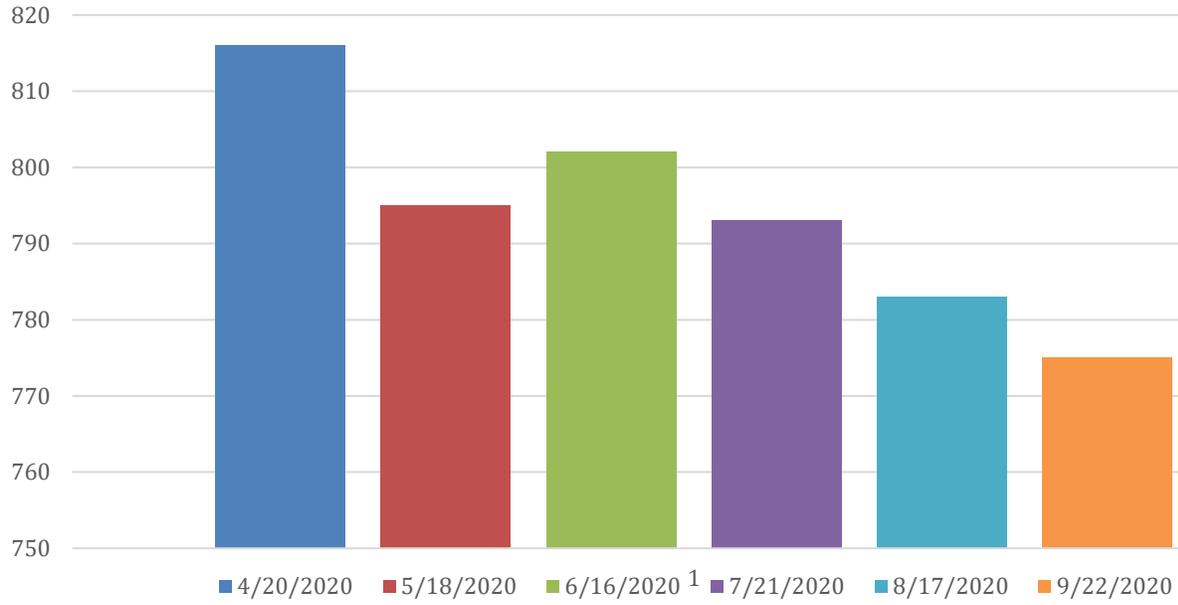
#### New Members August 18, 2020 – September 22, 2020

Chaos Brewing Company, LLC  
Joplin Endodontics  
Active Health Chiropractic  
Milmar Studios  
BioEthics Advantage powered by Vital Care  
Jefferson's Restaurant  
Carter & Sparlin, P.C.  
American Solutions for Business  
Colbert Lawn Service  
KMG Hotels  
Comfort Inn & Suites  
Holiday Inn  
Quality Inn Joplin  
Alice CBD

#### Dropped Members August 18, 2020 – September 22, 2020

Fred & Red's  
Raudenbush Financial Services, LLC  
LimeLight Marketing  
Rockstar Design & Creative Services  
Millennium Family Fitness  
Forget Me Not Flea Market LLC  
Simpson Sheet Metal, Inc.  
Associates of Dental Arts  
Redico Industrial

Chart Title



Timeline Trend of Dues Paying Members



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

- April | Cancelled
- May | Healthcare Thank You Baskets
- June 25 | Wildcat Glades
- July 19 | River Clean-up Float, sponsored by Liberty Utilities
- August 18 | Children's Haven, numbers not yet recorded
- August | Watered Gardens, 12 volunteers, 40.5 hours
- YTD 116 hours / Goal 250 Hours

Upcoming Volunteer Opportunities:

Monthly, beginning October 8 | Bright Futures Snack Pack Program

SIGN UP for all dates: <https://www.signupgenius.com/go/10c0d4eadab2ba7f4c70-bright>

In addition to our sign up, all volunteers need to fill out the Snack Pack Assembly Application Form here:

<https://www.volgistics.com/ex/portal.dll/ap?ap=1523519979>

Crosslines | November 2, 2020

Chamber Gives Back Scavenger Hunt | December 1, 2020

**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 articles:

The September article in Joplin Business Outlook is, Mind Your Well Being -

<https://joplinbusinessoutlook.com/2020/07/22/mind-your-well-being/>

Articles are planned out through December

October –Mindfulness (Megan Sabo)

November – Smoke Out (Rachel Merriman)

December – Food Insecurities (Lion CO-OP)

- On behalf of the City Joplin Health Department the work group is identifying and confirming volunteers for the existing walking hubs, partnering with One Joplin to kick start this program.
- 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 was 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\\_Ve67FDdBmEnhlgBU1yAbuVqeLlI0](https://bike/1114867261?fbclid=IwAR07vPmmweypdJWV2wCUs1dG8ECZsy_Ve67FDdBmEnhlgBU1yAbuVqeLlI0)

- **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**

- Commerce Bank funded 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, Erin (Chamber Liaison)**

- Assessing the current state of the mentorship program, checking in with mentors and mentees, working on forming expectations to provide to new mentees.
- 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 web-sites we are now focusing on video production to run targeted digital ads, focusing on entrepreneurship and many of our homegrown companies.
- The Joplin Chamber has a regular spot on 4-States Live Radio Show hosted by Shannon Bruffett (AMI Radio Group). The spot is every other Monday in the 8am hour. Topics include highlighting

events, member businesses, and award winners. October 5<sup>th</sup> Tony Robyn and Melissa Smith will be discussing Manufacturing month and what this means to our area. October 19 Erin will be recapping events that took place in October but also highlight some upcoming programs and share the mic with the Citizen of the Year (if their schedule allows).

#### **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