JOPLIN
AREA CHAMBER OF COMMERCE

Board of Directors Meeting – In-person and Zoom Meeting
Monday, February 22, 2021

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

The Joplin Area Chamber of Commerce's Mission is to improve the economic prosperity and quality of life in the Joplin region and 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 / ZOOM

The board packet was distributed via email the week prior to this meeting. In addition, Toby is communicating bi-weekly updates to this Board via email. Assuming you are well briefed, these board meetings are shifting towards interactive two-way communication centered around what the business community can do for your organization, your industry and discuss ways we can better serve our membership, improve economic prosperity, and our quality of life.

12:00 **Call To Order: Welcome – Kelli Perigo**

12:05 **Consent Calendar – Kelli Perigo**
Approve Agenda – Kelli Perigo
Approve January Minutes – Kelli Perigo
Approve January Financials Debby, & Tonya

12:10 **New Business**
- LaunchPad presentation and discussion
- State and Federal grant activities and discussion
- NIC and ATTC update and discussion
- Chamber Academy summary and discussion
- March to June chamber programming summary, opportunities to assist
- Need motion and approval for Stormy Worden to replace Julie Larson with Hampshire Pet Products
- New board member orientation scheduled for Friday, February 26, 9:00 am to 11:00 am

12:30 **Open Forum**
- Input from Board, ideas, suggestions, questions
- Needs from your business or the business segment you represent (What can the business community do for your organization or members of your industry?)
- COVID update from Nick Edwards and/or Mayor Stanley and/or Jeremy Drinkwitz

12:45 **Adjourn to Executive Session**
- Any other matters that may properly come to the Executive Board.

Next Meeting: Monday, March 22, 2021, Chamber Office, Liberty Room, meeting begins at 12:00 pm

Joplin Area Chamber of Commerce
Board of Directors Meeting and
Zoom Conference Call
January 25, 2020

Minutes

Attended call: Jordan Bolinger, Todd Chenault, Melodee Colbert-Kean, Brandon Davis, Vickie Dudley, Mike Gray, Chad Greer, Dr. Brad Hodson, Jerrod Hogan, Mark Johnson, Betsy Kissel, Kayla McCollum, Sarah Mwangi in Dr. Melinda Moss's absence, Kelli Perigo, Katrina Richards, Dr. Laura Rosch, Melissa Smith, Mayor Ryan Stanley, Dustin Storm, Dr. Dean Van Galen

Absent: John Bartosh, Jim Dalrymple, Jeremy Drinkwitz, Nick Edwards, Rick Grise, Jacqueline Hackett, Julie Larson, Matt McConnell, Bill Reiboldt

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

I. Kelli Perigo & Toby Teeter, Call to Order

A. Chad Greer moved to approve the Consent Agenda and seconded by Melodee Colbert-Kean. Motion passed.

B. Melodee Colbert-Kean moved to approve the November minutes and seconded by Dustin Storm. Motion passed.

C. Financials presented by Debby & Tonya. November and December financials were in your Board packet; please see them for the details. Tonya stated she filed the PPP with the bank last week and could do a much higher rate than initially anticipated. Originally, it was going to be $103,000 and is now over $200,000. Vickie Dudley moved to approve the November and December financials and seconded by Betsy Kissel. Motion passed.

II. Ex-Officio Reports

A. The City of Joplin was presented by Mayor Ryan Stanley. Mayor Stanley stated the City's sales tax revenue is up 1% compared to the last three months' report. Mayor Stanley added the impact from COVID is better than they anticipated. The COVID cases report is significantly better over the previous couple of months, and hospital numbers have been cut in half since November. The City is assisting the state with the COVID vaccinations. Mayor Stanley stated the council met in November and set specific goals to achieve: improve the community's appearance, support economic development, improve and address homelessness, and address vacant structures within the city. On February 8 staff will address the council with action plans to target and turn these goals into actions.

B. County Commission, Jasper, and Newton Counties, not present.

C. Education

1. R8 School District presented by Sarah Mwangi in Dr. Melinda Moss's absence. Lisa emailed Dr. Moss's report; please see it for the details. Sarah added the district had a shift with virtual instruction this year. The number has stayed even for those students who selected the virtual option. About 1200 students are doing virtual learning. Those who did not do well virtually are in class again. The district had 135 students enrolled in virtual classes last year, which made the transition of more students going virtual much easier. Sarah added that they are looking to add a robotics class to the middle schools, which will be discussed in the February school board meeting.

2. Crowder College presented by Melissa Smith. Lisa will email Melissa's report; please see it for the details.

3. KCU presented by Dr. Rosch. Dr. Rosch stated KCU admissions are up almost 20%. MSSU will be hosting KCU's first graduation on May 9. Dr. Rosch added the KCU students would be part of the vaccination efforts.

4. MSSU presented by Dr. Brad Hodson. Dr. Hodson stated MSSU's semester started last Tuesday with face-to-face instruction. MSSU uses a high flex model. If you have a Tuesday/Thursday class, you will

be face-to-face on Tuesday and online on Thursday. Last Monday night MSSU hosted the virtual 21st Martin Luther King celebration. Dr. Hodson thanked Shonte Clay-Fulgham for setting up and leading this event, and Terrance Scott, who is the ticket manager, was the entertainment for the evening. Terrance sang and played the guitar for the event. He was fantastic. Dr. Hodson added he and Dr. Van Galen would travel to Jefferson City tomorrow to present the university legislative priorities to the appropriations committee. They will be asking for an inflationary increase in the base appropriation for normal inflation, like utilities that go up every year. Two campus-specific asks. MSSU is seeking $2.5 million to improve the Taylor Performing Arts Center structurally. The facility was built in 1975 and offline for the past year. They found some structural issues when doing some renovations. It is the largest indoor facility in the region with 2200 seats. MSSU is also seeking $1.8 million in ongoing funds to facilitate its STEM and Health Sciences programs. Some of the efforts like the TPack are related to facilities. Construction will begin in late spring or summer. MSSU received $2.1 million for maintenance and has $3 million available through some bonding authority to work on the resident's halls. Dr. Hodson added as MSSU expands its recruitment area beyond those living in southwest Missouri and the four states, their housing quality becomes a key component to attracting and retaining those students. MSSU has 300 new beds coming online this fall with the Lion Village. Dr. Hodson stated Cam Martin on the men's basketball team will receive a special achievement award from the Missouri Sports Hall of Fame later this month. To receive this award is rare for someone his age. Dr. Hodson added football, volleyball, and soccer will have limited spring schedules. This spring, football will be playing a three-game series with March 11 being the only home game. Hoping that the fall schedule will be in full swing again.

5. OCC, not present.

D. NIC presented by Mike Gray and Tonya Sprenkle. The report was in your packet. Please see it for the details.

E. YPN presented by Kayla McCollum. Kayla stated the YPN Executive group has struggled to keep the social events going because of COVID, and some of the work groups have struggled to grow. The executive group recently met with Toby to work on a plan for this year. They are going to work on increasing the Professional Development and Mentor groups. They will work on scheduling some virtual lunch and learns to see what the participation will be. Chamber Gives Back and Trails and Connectivity groups are looking for ways to provide opportunities to stay engaged. One Joplin and the Health and Wellness group have combined and are now working through needs and goals. Kayla added there had been a shift in YPN leadership. A few of the executive team have stepped down for professional and personal needs. Toby stated Fred Osborn has accepted to be the first speaker for the lunch-and-learns. We will be getting those scheduled. Toby added the Chamber and One Joplin are working on the Healthy Joplin website that will be launching soon.

III. New Business

A. Chamber summary presented by Toby.

1. Toby & Tony's Economic Development report was in your packet. Please see it for details. Toby stated Amazon Logistics started their hiring today. They are hiring 300 people at approximately $15 per hour. Applicants can apply only at Amazon's website or jobs.mo.gov. Toby added JIDA is closing on two land sales tomorrow, one being with Stronghold Data, who will be building their headquarters at the Crossroads Business Park. Toby announced the Bella Vista Bypass would be complete in October and is working with the economic development teams in northwest Arkansas to organize a ribbon cutting and an I-49 Corridor Economic Development Summit. They will be presenting data from the Missouri side to catch northwest Arkansas up on the opportunity to work together, the assets we have and show them some investment opportunities. Toby stated they are having discussions with City Hall about the 249 corridor and opportunities to annex other parcels that have not been claimed by Duquesne and Duenweg and trying to secure a mile or two of frontage for retail and business park development. Also visiting with MoDOT about rerouting I-49 proper along the current 249 bypass, routing the primary northwest from Kansas City ultimately to New Orleans, through Joplin instead of around Joplin. Toby added he and Tony are meeting Watco later this week. Watco is a national company that is fast growing out of Pittsburg. There is an opportunity to partner with them and bring a transload facility into Joplin. That would make Joplin a significant corridor for cargo transport, train to interstate and interstate to train. Toby added some new restaurants are getting ready to open. These include Blackstone Gastropub, 1521 E Broadway

St., Eagle Drive-In is reopening with new ownership, Foodie 417 Food Truck will be on the 100 block of Main in the former Hubba's Hideout taco spot, Woody's Pizza has finished their remodel and now reopened. Infuxn Kitchen and Cocktails will be a new restaurant and co-owned by Susan Miller and will be called Beast and Barrel and could open by next week. Toby stated the 32nd street update, and all projects are proceeding. The TIFF and CID passed. The CID started tax collection on January 1. The JIDA board will meet later this week to approve the 32nd Street Place Bond Issuance. There is also some additional land secured outside the TIFF in CID proper. The investment group behind the Menards project is under contract or has properties under contract. There is a high probability that we will get a high grocery chain back to our market that we have been trying to recruit for over two years now. Toby stated next year; the Rangeline overpass construction would close a portion of Rangeline down from 20th street to 32nd street. Visits are being held with all businesses that will be affected.

2. Chamber Programming update presented by Toby Teeter. Toby announced Reggie is doing a great job wrapping up sponsorships. The TLT class has started. Leadership Joplin is now accepting applications, and the deadline extended through the end of January. EXPO 2021 is scheduled for May 25 & 26 at Downstream. Banquet will be scheduled sometime in September. Morning Brews and Business After Hours are scheduled and will start in March. Toby added we are working on scheduling a board retreat, what that will look like and when we will have it.

3. Update in grants presented by Toby Teeter. Toby stated we received a $111,334 MOBEC Grant. We are applying for a second MOBEC grant. Toby added we applied for a federal grant, the Sprint Challenge, for $700,000. We should find out in February if we receive those funds.

4. Chamber Academy Launch presented by Toby Teeter. Toby showed Chamber Academy online. You can see it at yourchamberacademy.com. Toby stated it is now live, and we are in the testing phase. We will be sending invites with your login information to watch these training videos. There are over 130 courses with videos, workbooks, and certifications. Members can watch them at no charge, and nonmembers will pay per view at a small cost.

5. Discussion on restructuring the board meetings presented by Toby Teeter. Toby stated we had a strong staff meeting this morning and proposing we invert these board meetings moving forward. Toby added twice a month, he will send an all-encompassing email update to the board. Board meetings would be the directors/ex-officios to represent your business/business sector and the membership. Board will speak to each other and staff about items and how staff can better support you and each other. Board will lead with questions and feedback. We can, in turn, incorporate your input into our programming and ED approach. Toby stated we are working on Board orientation for the new Board members and will be getting that scheduled soon.

III. Board Challenge presented by Toby Teeter

a. Leadership Joplin applications are being accepted through January 31
b. EXPO booths available for EXPO on May 25 and 26
c. Hot Links dates are June 11 and October 8, and both are morning starts
d. Morning Brews and Business After Hours will begin in March
e. Golden Apple Applications are out; please send one in
f. YPN Dress to Impress clothing collection ends February 26; please donate

IV. Other Business. No other business.

V. Adjourn to Executive Session

Respectfully Submitted by:

Lisa Kelly	Toby Teeter
Executive Assistant	President

Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: January 31, 2021
By: Tonya Sprenkle, CFO and Debby Chaligoj, Finance Manager

Chamber:

- **Cash Position**: Average
- **Accounts Receivable:** $11.661.06
- **Deferred Income 20/21 Fiscal Year:** $0
- **Deferred Income 21/22 Fiscal Year:** $71,823.00
- **Line of Credit-US Bank:** Balance of $0
- **Net Income YTD:** ($39,934.85 Includes Membership Dues $353,844.51

Foundation / Innovation Center:

- **Cash Position Foundation**: Average
- **Cash Position Innovation Center**: Average
- **Accounts Receivable:** $11,452.48
- **Notes Receivable-BRF Loans:** MEs Place-current balance of $2,968.42.
- **Deferred Income 20/21 Fiscal Year**: $2,329.36
- **Deferred Income 21/22 Fiscal Year:** $0
- **Line of Credit-US Bank:** Balance of $0
- **Net Income YTD:** ($368,518.35)

Economic Development:
(for City's Fiscal Year ending October 31, 2021)

- **General Expenses Budget:** $197,000.
- **Regional/MOKAN Budget:** $52,000.
- **Due from City:** $22,732.53
- **Due to Chamber:** $23,505.89
- **Due to MOKAN:** $655.00 for ED charges paid by MOKAN.

Financial Highlights:

- Cash Position has stabilized. Foundation amounts due to Chamber have been paid through December 2020.

COVID19 related impact:

- Our PPP Loan was approved and we received $206,716.00 on February 9, 2021. We will work with our auditor on forgivable vs non-forgivable portions and adjust according to our findings.

Joplin Area Chamber of Commerce Economic Development Fund

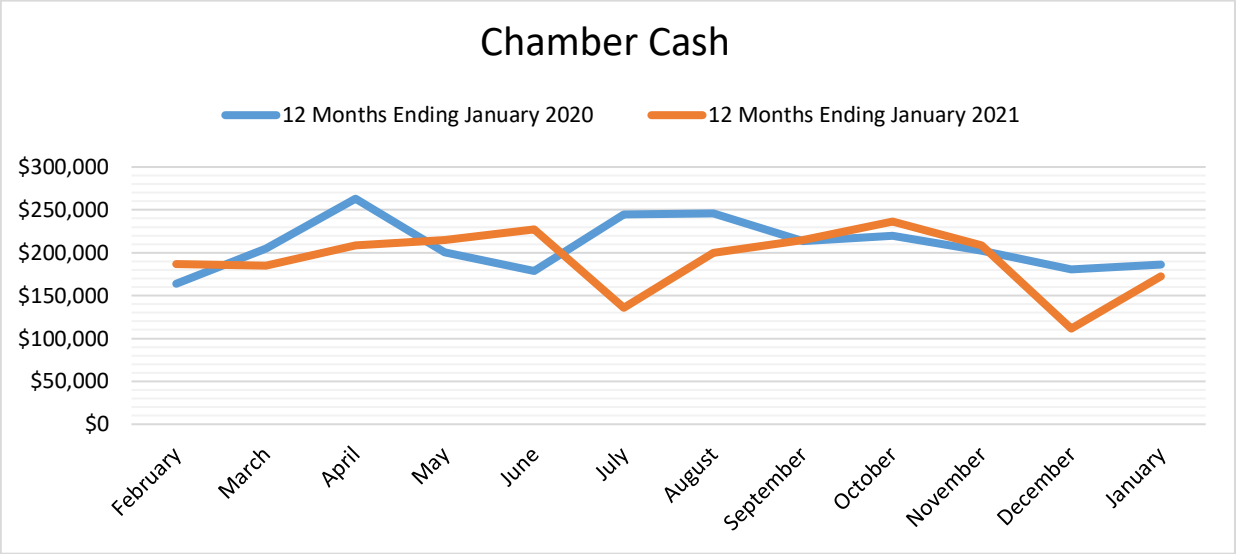
Statement of Operations

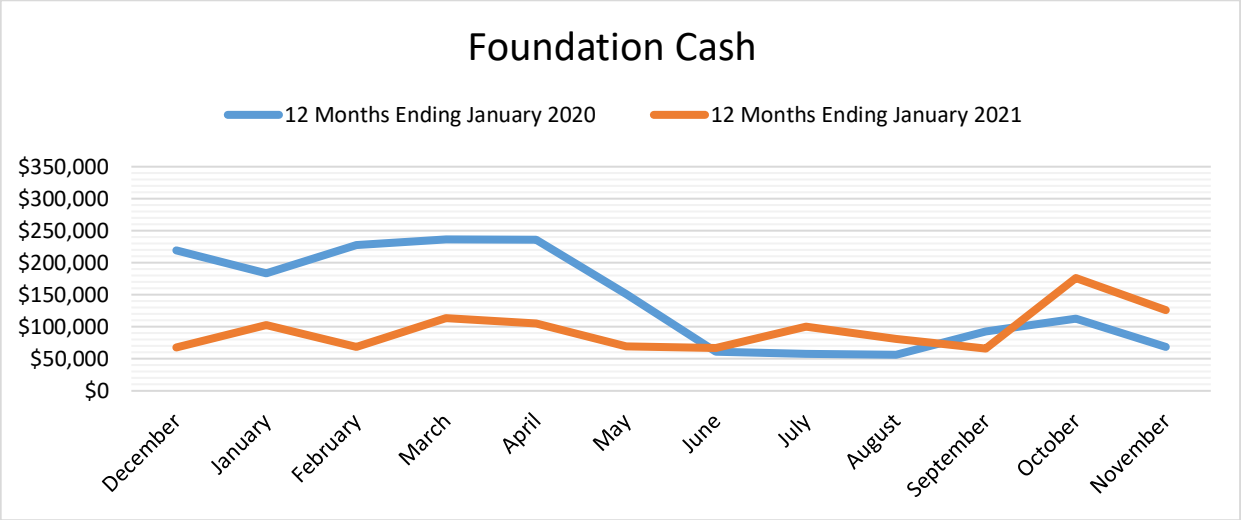
November 2020 through January 2021

	Nov '20 - Jan 21	Nov '19 - Jan 20	$ Change
Ordinary Income/Expense			
Income			
Income-Funds from City	35,009.31	39,361.22	-4,351.91
Total Income	35,009.31	39,361.22	-4,351.91
Expense			
Administrative Expenses	0.00	253.35	-253.35
Business Retention & Expansion	0.00	494.40	-494.40
Choose Joplin Campaign	1,717.06	0.00	1,717.06
Communications/Mobile/Internet	1,394.69	1,519.44	-124.75
Data Systems & Equip Support	5,161.82	4,393.40	768.42
Depreciation	1,317.51	1,317.51	0.00
Economic Development	0.00	25.00	-25.00
Marketing & Advertising	1,669.78	0.00	1,669.78
Mtgs & Travel/ Prospect Host	270.30	1,250.83	-980.53
Office Supplies/Publications	0.00	550.00	-550.00
Postage and Packets	0.00	105.94	-105.94
Professional Dues & Development	595.00	3,150.00	-2,555.00
Professional Fees	0.00	2,000.00	-2,000.00
Regional Trade Shows	750.00	340.00	410.00
Salaries	24,750.00	24,750.00	0.00
Work Ready Talent Initiatives	0.00	1,077.49	-1,077.49
Total Expense	37,626.16	41,227.36	-3,601.20
Net Ordinary Income	-2,616.85	-1,866.14	-750.71
Net Income	**-2,616.85**	**-1,866.14**	**-750.71**

Cash Flow Comparison

February - January





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Aged Open A/R

As of 12/31/20

Chamber

	Jan-21	Dec-20	Nov-20	Oct-20	Sep-20	Total Open
Amount:	6,408.56	-	1,480.00	3,212.50	560.00	11,661.06
% of Total Amount:	54.96%	0.00%	12.69%	27.55%	4.80%	

Foundation

	Jan-21	Dec-20	Nov-20	Oct-20	Sep-20	Total Open
Amount:	10,222.48	-	-	-	1,230.00	11,452.48
% of Total Amount:	89.26%	0.00%	0.00%	0.00%	10.74%	

Joplin Area Chamber of Commerce

Balance Sheet

As of January 31, 2021

	Jan 31, 21	Jan 31, 20	$ Change
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	172,589.04	185,915.90	-13,326.86
Total Checking/Savings	172,589.04	185,915.90	-13,326.86
Accounts Receivable			
012 · Accounts Receivable	11,661.06	14,828.56	-3,167.50
Total Accounts Receivable	11,661.06	14,828.56	-3,167.50
Other Current Assets			
010 · Petty Cash	223.03	250.00	-26.97
014 · Due From (To) Staff	-431.91	-193.82	-238.09
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	19,858.51	7,524.73	12,333.78
022 · Due From (To) ED	23,205.89	33,607.95	-10,402.06
023 · Due From (To) MOKAN	18,286.64	23,558.98	-5,272.34
024 · Due From (To) JIDA	600.00	600.00	0.00
025 · Due From (To) JCIDA	300.00	400.00	-100.00
026 · Due From (To) MOCAP	554.42	47.22	507.20
027 · Due From (To) JCC	2,750.00	2,321.75	428.25
028 · Due From (To) One Joplin	200.00	3,554.75	-3,354.75
Total 020 · Due From (To) Other Funds	65,755.46	71,615.38	-5,859.92
030 · Deposit - Bulk Mail	2,376.50	3,409.72	-1,033.22
031 · Prepaid Expenses	280.80	280.80	0.00
032 · Prepaid Insurance	5,772.49	4,433.89	1,338.60
Total Other Current Assets	73,976.37	79,795.97	-5,819.60
Total Current Assets	258,226.47	280,540.43	-22,313.96
Fixed Assets			
152.000 · Furniture & Equipment	37,810.38	48,409.36	-10,598.98
154.000 · Interior	11,138.28	16,275.96	-5,137.68
156.000 · 320 East 4th - Building	189,138.73	202,298.29	-13,159.56
158.000 · Grounds	0.00	0.00	0.00
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	314,649.95	343,546.17	-28,896.22
TOTAL ASSETS	**572,876.42**	**624,086.60**	**-51,210.18**

Joplin Area Chamber of Commerce

Balance Sheet

As of January 31, 2021

	Jan 31, 21	Jan 31, 20	$ Change
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	3,934.50	20,636.41	-16,701.91
Total Accounts Payable	3,934.50	20,636.41	-16,701.91
Credit Cards			
200.100 · US Bank - Credit Card	3,563.47	7,510.16	-3,946.69
Total Credit Cards	3,563.47	7,510.16	-3,946.69
Other Current Liabilities			
200.300 · Due To United Way	97.25	0.00	97.25
208.000 · Deferred Income - Renewal Dues	99,397.87	126,073.99	-26,676.12
209.000 · Deferred Income - New Members	0.00	10,695.05	-10,695.05
217.000 · Deferred Income-Other			
217.150 · Deferred Income - Eggs & Issues	500.00	36.00	464.00
217.180 · Deferred Income - EXPO	46,245.00	100.00	46,145.00
217.190 · Deferred Income - SBOY	0.00	5,500.00	-5,500.00
217.300 · Deferred Income - Spec Events	0.00	30.00	-30.00
217.310 · Deferred Income - Banquet	9,650.00	750.00	8,900.00
217.320 · Deferred Income - GMJ	3,228.00	26.00	3,202.00
217.330 · Deferred Income - Morning Brew	7,000.00	1,400.00	5,600.00
217.340 · Deferred Income - BAH	5,200.00	2,800.00	2,400.00
217.350 · Deferred Income - Golf	0.00	550.00	-550.00
217.470 · Deferred Income - Mmbr Table	0.00	200.00	-200.00
Total 217.000 · Deferred Income-Other	71,823.00	11,392.00	60,431.00
Total Other Current Liabilities	171,318.12	148,161.04	23,157.08
Total Current Liabilities	178,816.09	176,307.61	2,508.48
Total Liabilities	178,816.09	176,307.61	2,508.48
Equity			
32000 · Unrestricted Net Assets	432,099.18	403,737.64	28,361.54
Net Income	-38,038.85	44,041.35	-82,080.20
Total Equity	394,060.33	447,778.99	-53,718.66
TOTAL LIABILITIES & EQUITY	**572,876.42**	**624,086.60**	**-51,210.18**

Joplin Area Chamber of Commerce

Statement of Operations

April 2020 through January 2021

	Apr '20 - Jan 21	Apr '19 - Jan 20	$ Change	Budget	$ Over Budget
Ordinary Income/Expense					
Income					
401.000 · Income - Member Investments	353,844.51	315,746.48	38,098.03	324,840.00	29,004.51
402.000 · Income - New Member Investment	420.33	29,683.87	-29,263.54	0.00	420.33
403.000 · Income - Foundation Service Fee	45,000.00	45,000.00	0.00	45,000.00	0.00
404.000 · Income - NIC/ATTC Admin Fee	167,133.24	125,000.00	42,133.24	152,500.00	14,633.24
405.000 · Income - Economic Development	82,500.00	82,500.00	0.00	82,500.00	0.00
406.000 · Income - JIDA	6,500.00	6,000.00	500.00	6,000.00	500.00
406.500 · Income - JCIDA	1,000.00	1,000.00	0.00	1,000.00	0.00
407.000 · Income - MOKAN	187,500.00	141,666.70	45,833.30	187,500.00	0.00
408.000 · Income - MOCAP	750.00	0.00	750.00	750.00	0.00
409.000 · Income - One Joplin	14,775.49	3,166.05	11,609.44	10,740.00	4,035.49
411.000 · Income - Jop Cap Corp Serv Fee	2,500.00	3,250.00	-750.00	2,500.00	0.00
416.000 · Income - C2C Service Fee	65,584.49	56,739.44	8,845.05	62,000.00	3,584.49
430.000 · Income - Building Room Rental	250.00	831.00	-581.00	0.00	250.00
450.000 · Income - Member Listings	75.00	375.00	-300.00	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	3,763.97	996.85	2,767.12	0.00	3,763.97
495.000 · Income - New Member Fee	1,770.00	1,620.00	150.00	3,150.00	-1,380.00
Total Income	943,367.03	813,575.39	129,791.64	888,480.00	54,887.03
Gross Profit	943,367.03	813,575.39	129,791.64	888,480.00	54,887.03
Expense					
Uncategorized Expense	403.72	0.00	403.72	0.00	403.72
610.000 · Salaries	683,627.70	604,120.09	79,507.61	644,035.80	39,591.90
612.000 · Payroll Taxes	49,514.36	43,952.51	5,561.85	51,007.00	-1,492.64
615.000 · Pension Fund	53,409.36	32,565.56	20,843.80	51,235.60	2,173.76
616.000 · Employee Insurance/Benefits	9,175.50	8,593.02	582.48	9,404.00	-228.50
617.000 · Payroll Expenses	9,170.32	9,567.61	-397.29	8,932.78	237.54
619.000 · Contract Services	9,000.00	1,000.00	8,000.00	9,000.00	0.00
620.000 · Automobile Expense	1,909.26	4,216.72	-2,307.46	4,000.00	-2,090.74
630.000 · Health Insurance	69,458.71	54,402.20	15,056.51	68,510.00	948.71
635.000 · Liability & Other Insurance	8,962.90	10,840.63	-1,877.73	10,400.00	-1,437.10
640.000 · Staff Dues & Development	3,823.00	5,604.69	-1,781.69	5,000.00	-1,177.00
645.000 · Staff Retreats/Meetings	2,145.76	1,360.41	785.35	1,300.00	845.76
650.000 · Meetings & Travel	261.49	2,065.69	-1,804.20	1,750.00	-1,488.51
670.000 · Occupancy Expense	13,588.05	13,554.03	34.02	13,600.00	-11.95
673.000 · Electric Expense	5,946.15	8,738.14	-2,791.99	6,985.00	-1,038.85
677.000 · Water Expense	255.46	238.14	17.32	300.00	-44.54
680.000 · Postage	3,071.56	1,973.60	1,097.96	2,000.00	1,071.56
690.000 · Communications Expenses	7,912.13	8,539.27	-627.14	9,000.00	-1,087.87
700.000 · Office Supplies	2,869.04	3,076.79	-207.75	3,500.00	-630.96
710.000 · Equipment Rental	5,608.00	11,974.28	-6,366.28	8,805.00	-3,197.00
720.000 · Equipment Maintenance	22,493.23	21,804.68	688.55	21,000.00	1,493.23
730.000 · Depreciation	24,443.46	20,992.71	3,450.75	24,443.38	0.08
740.000 · Publications	0.00	336.70	-336.70	0.00	0.00
750.000 · Professional Fees	6,800.00	24,858.65	-18,058.65	5,300.00	1,500.00
789.000 · Bank and Credit Card Fees	10,498.64	11,247.96	-749.32	11,500.00	-1,001.36
790.000 · Miscellaneous Expense	531.55	748.47	-216.92	500.00	31.55
Total Expense	1,004,879.35	906,372.55	98,506.80	971,508.56	33,370.79
Net Ordinary Income	-61,512.32	-92,797.16	31,284.84	-83,028.56	21,516.24

Joplin Area Chamber of Commerce

Statement of Operations

April 2020 through January 2021

	Apr '20 - Jan 21	Apr '19 - Jan 20	$ Change	Budget	$ Over Budget
Other Income/Expense					
Other Income					
800.000 · Committee Divisions					
800.100 · Economic Development	3,981.86	6,526.67	-2,544.81	5,930.60	-1,948.74
800.200 · Business Development	4,302.05	66,010.91	-61,708.86	71,950.00	-67,647.95
800.300 · Governance	0.00	-357.58	357.58	0.00	0.00
800.400 · Member Services	4,908.10	7,196.01	-2,287.91	9,775.00	-4,866.90
800.500 · Spec Events					
900.510 · Annual Banquet	-237.77	9,597.73	-9,835.50	10,804.00	-11,041.77
900.515 · Good Morning Joplin	-1,347.00	5,461.51	-6,808.51	5,352.50	-6,699.50
900.520 · Morning Brew	3,702.42	9,964.37	-6,261.95	13,920.00	-10,217.58
900.525 · Business After Hours	3,636.00	10,325.26	-6,689.26	12,520.00	-8,884.00
900.530 · Golf Tournament	16,600.35	19,492.96	-2,892.61	16,600.00	0.35
Total 800.500 · Spec Events	22,354.00	54,841.83	-32,487.83	59,196.50	-36,842.50
800.600 · Communications	-15,156.43	4,130.24	-19,286.67	-13,248.00	-1,908.43
800.800 · Chamber Work Groups	5,659.54	-269.91	5,929.45	40.00	5,619.54
Total 800.000 · Committee Divisions	26,049.12	138,078.17	-112,029.05	133,644.10	-107,594.98
810.100 · Staff Accounts	0.00	136.21	-136.21	0.00	0.00
820.100 · Employee Fund	-2,575.65	-1,375.87	-1,199.78	0.00	-2,575.65
Total Other Income	23,473.47	136,838.51	-113,365.04	133,644.10	-110,170.63
Net Other Income	23,473.47	136,838.51	-113,365.04	133,644.10	-110,170.63
Net Income	**-38,038.85**	**44,041.35**	**-82,080.20**	**50,615.54**	**-88,654.39**

DUE FROM (TO) ACCOUNT DETAILS
January 2021

Memo	Amount
Foundation Due to Chamber	
Foundation Bills Paid by Chamber	654.29
Credit Card Receipts	(800.00)
Charges on Chamber Credit Card	254.22
Foundation Service Fee	4,500.00
NIC/ATTC Admin Fee	15,250.00
	19,858.51
ED Due to Chamber	
Due from City	20,487.72
Bills paid by Chamber	2,718.17
	23,205.89
MOKAN Due to Chamber	
MOKAN Bills Paid by Chamber	36.64
Credit Card Receipts	(500.00)
January 2021 Monthly Service Fee	18,750.00
	18,286.64
JIDA Due to Chamber	
Charges on Chamber Credit Card	-
January 2021 Admin Fee	600.00
	600.00
JCIDA Due to Chamber	
January 2021 Admin Fee	300.00
	300.00
MOCAP Due to Chamber	
Bills paid by Chamber	29.42
July 2020 - January 2021 Admin Fee	525.00
	554.42
JCC Due to Chamber	
March 2020 - January 2021 Admin Fee	2,750.00
	2,750.00
One Joplin Due to Chamber	
Fiscal Agent Fees	889.79
Payroll Service Fees	500.00
	1,389.79

Joplin Area Chamber of Commerce Economic Development Fund
Balance Sheet
As of January 31, 2021

	Jan 31, 21	Jan 31, 20	$ Change
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	18,083.71	14,159.69	3,924.02
Total Checking/Savings	18,083.71	14,159.69	3,924.02
Other Current Assets			
Due From (To) City	22,732.53	39,361.22	-16,628.69
Due From (To) Other Funds			
Due From (To) Chamber	-23,205.89	-33,607.95	10,402.06
Due From (To) MOKAN	-655.00	-2,424.31	1,769.31
Due From (To) Other Funds - Other	0.00	900.00	-900.00
Total Due From (To) Other Funds	-23,860.89	-35,132.26	11,271.37
Total Other Current Assets	-1,128.36	4,228.96	-5,357.32
Total Current Assets	16,955.35	18,388.65	-1,433.30
Fixed Assets			
Furniture and Equipment			
Acc Depr - Furniture and Equip	-56,987.73	-51,717.69	-5,270.04
Furniture and Equipment - Other	71,480.16	71,480.16	0.00
Total Furniture and Equipment	14,492.43	19,762.47	-5,270.04
Total Fixed Assets	14,492.43	19,762.47	-5,270.04
TOTAL ASSETS	**31,447.78**	**38,151.12**	**-6,703.34**
LIABILITIES & EQUITY			
Equity			
Retained Earnings	34,064.63	40,017.26	-5,952.63
Net Income	-2,616.85	-1,866.14	-750.71
Total Equity	31,447.78	38,151.12	-6,703.34
TOTAL LIABILITIES & EQUITY	**31,447.78**	**38,151.12**	**-6,703.34**

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of January 31, 2021

	Jan 31, 21	Jan 31, 20	$ Change
ASSETS			
Current Assets			
Checking/Savings			
002 · US Bank - Money Market	9,639.46	9,801.84	-162.38
008 · Commerce - Airport Backstop	0.00	76,655.94	-76,655.94
001 · US Bank - General Fund	26,653.70	5,926.85	20,726.85
003 · US Bank - Innovation Center	77,307.75	31,505.37	45,802.38
005 · Restricted - Bus Recovery Fund	12,257.86	22,839.86	-10,582.00
Total Checking/Savings	125,858.77	146,729.86	-20,871.09
Accounts Receivable			
020 · Accounts Receivable			
022 · Accounts Receivable-ATTC Lease	11,500.00	10,500.00	1,000.00
020 · Accounts Receivable - Other	11,452.48	16,722.50	-5,270.02
Total 020 · Accounts Receivable	22,952.48	27,222.50	-4,270.02
Total Accounts Receivable	22,952.48	27,222.50	-4,270.02
Other Current Assets			
032 · Prepaid Insurance	9,630.00	9,648.44	-18.44
019 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	-19,858.51	-7,524.73	-12,333.78
Total 019 · Due From (To) Other Funds	-19,858.51	-7,524.73	-12,333.78
Total Other Current Assets	-10,228.51	2,123.71	-12,352.22
Total Current Assets	138,582.74	176,076.07	-37,493.33
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,787,672.75	1,838,456.15	-50,783.40
179 · ATTC Building Improvements	1,607,091.79	1,646,550.81	-39,459.02
177 · ATTC Equipment	954,630.86	1,227,613.41	-272,982.55
175 · ATTC Furniture & Fixtures	60,474.57	77,753.01	-17,278.44
150 · Foundation Furniture & Fixtures	1,189.94	4,209.72	-3,019.78
166 · IC Leasehold Improvements	42,449.36	50,044.22	-7,594.86
152 · Innovation Center F & F	2,733.58	6,356.56	-3,622.98
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,221,671.45	1,269,959.57	-48,288.12
Total Fixed Assets	5,739,858.79	6,182,887.94	-443,029.15
Other Assets			
055.900 · Notes Receivable - BRF Loans	2,774.57	5,063.58	-2,289.01
Total Other Assets	2,774.57	5,063.58	-2,289.01
TOTAL ASSETS	**5,881,216.10**	**6,364,027.59**	**-482,811.49**
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 · Accounts Payable	8,727.53	1,823.91	6,903.62
Total Accounts Payable	8,727.53	1,823.91	6,903.62
Credit Cards			

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of January 31, 2021

	Jan 31, 21	Jan 31, 20	$ Change
204 · US Bank Credit Card	157.35	0.00	157.35
Total Credit Cards	157.35	0.00	157.35
Other Current Liabilities			
208 · Deferred Income			
225.520 · Deferred Income -Arts	8,949.96	8,949.96	0.00
226.000 · Deferred Income-Lease	2,329.36	1,872.50	456.86
Total 208 · Deferred Income	11,279.32	10,822.46	456.86
247.000 · Deposits Held	9,010.70	6,603.10	2,407.60
201 · Airport Pledges	0.00	74,283.00	-74,283.00
Total Other Current Liabilities	20,290.02	91,708.56	-71,418.54
Total Current Liabilities	29,174.90	93,532.47	-64,357.57
Total Liabilities	29,174.90	93,532.47	-64,357.57
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	-368,518.35	-276,111.65	-92,406.70
Total Equity	5,852,041.20	6,270,495.12	-418,453.92
TOTAL LIABILITIES & EQUITY	**5,881,216.10**	**6,364,027.59**	**-482,811.49**

Joplin Area Chamber of Commerce Foundation

Statement of Operations

April 2020 through January 2021

	Foundation			ATTC			NIC		
	Apr '20 - Jan 21	Apr '19 - Jan 20	$ Change	Apr '20 - Jan 21	Apr '19 - Jan 20	$ Change	Apr '20 - Jan 21	Apr '19 - Jan 20	$ Change
Ordinary Income/Expense									
Income									
415 · MOBEC Grant Matching Funds	64,000.00	0.00	64,000.00	0.00	0.00	0.00	0.00	0.00	0.00
401 · Contributions	9,843.60	35,248.60	-25,405.00	0.00	0.00	0.00	10,000.00	10,063.18	-63.18
411 · Grants	22,920.90	0.00	22,920.90	0.00	0.00	0.00	63,079.75	84,239.25	-21,159.50
422 · Income - Interest	118.58	2,539.11	-2,420.53	0.00	0.00	0.00	0.00	649.44	-649.44
425 · Income - Miscellaneous	16,973.00	1,256.28	15,716.72	1,000.00	0.00	1,000.00	0.00	0.00	0.00
431 · Late Fee Income	0.00	0.00	0.00	62.60	0.00	62.60	0.00	0.00	0.00
426 · Lease Income	0.00	0.00	0.00	172,782.38	144,054.24	28,728.14	71,335.24	58,681.86	12,653.38
427 · Lease Utility Income	0.00	0.00	0.00	25,374.46	24,557.57	816.89	0.00	0.00	0.00
405 · YPN - Membership Dues	0.00	4,759.16	-4,759.16	0.00	0.00	0.00	0.00	0.00	0.00
406 · YPN Enrollment Fee	0.00	200.00	-200.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Income	113,856.08	44,003.15	69,852.93	199,219.44	168,611.81	30,607.63	144,414.99	153,633.73	-9,218.74
Gross Profit	113,856.08	44,003.15	69,852.93	199,219.44	168,611.81	30,607.63	144,414.99	153,633.73	-9,218.74
Expense									
760 · Grant Disbursement	40,178.89	24.90	40,153.99	0.00	0.00	0.00	19,245.66	0.00	19,245.66
725 · Equipment Purchase	0.00	0.00	0.00	0.00	0.00	0.00	9,514.16	0.00	9,514.16
611 · Administrative Fee	0.00	0.00	0.00	104,633.24	62,500.00	42,133.24	62,500.00	62,500.00	0.00
787 · Bank Fees	194.00	332.05	-138.05	0.00	0.00	0.00	0.00	11.90	-11.90
690 · Communications	720.68	288.00	432.68	14,662.24	19,430.54	-4,768.30	5,757.50	6,378.45	-620.95
730 · Depreciation	1,870.40	1,667.50	202.90	320,557.90	320,614.03	-56.13	48,949.05	43,631.28	5,317.77
671 · Electric Expense	0.00	0.00	0.00	37,950.31	35,836.68	2,113.63	10,627.67	12,567.37	-1,939.70
720 · Equipment Maint	1,290.15	0.00	1,290.15	1,488.80	142.50	1,346.30	2,590.61	139.42	2,451.19
672 · Gas Expense	0.00	0.00	0.00	4,907.05	4,942.20	-35.15	1,615.32	1,517.50	97.82
785 · Insurance Expense	687.00	458.00	229.00	23,850.57	21,708.98	2,141.59	7,950.19	7,236.33	713.86
780 · Interest Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
645 · Marketing	0.00	31.16	-31.16	0.00	0.00	0.00	0.00	225.00	-225.00
650 · Meetings	125.19	66.47	58.72	0.00	0.00	0.00	0.00	0.00	0.00
790 · Miscellaneous Expense	28,635.25	40.00	28,595.25	0.00	0.00	0.00	0.00	115.00	-115.00
670 · Occupancy Expense	0.00	79.98	-79.98	22,097.48	21,304.58	792.90	14,556.68	15,332.04	-775.36
700 · Office Supplies	0.00	429.97	-429.97	59.00	362.89	-303.89	0.00	0.00	0.00
680 · Postage	0.00	55.79	-55.79	0.00	0.00	0.00	0.00	0.00	0.00
640 · Professional Development	100.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00
750 · Professional Fees	3,929.00	2,711.25	1,217.75	0.00	747.00	-747.00	0.00	0.00	0.00
610 · Program Service Fee	45,000.00	45,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
635 · Property Tax	0.00	0.00	0.00	12,143.04	12,312.22	-169.18	6,655.62	6,519.78	135.84
740 · Publications	0.00	0.00	0.00	0.00	0.00	0.00	0.00	84.24	-84.24
673 · Water Expense	0.00	0.00	0.00	1,930.25	1,930.02	0.23	897.24	978.74	-81.50
Total Expense	122,730.56	51,185.07	71,545.49	544,279.88	501,831.64	42,448.24	190,859.70	157,237.05	33,622.65
Net Ordinary Income	-8,874.48	-7,181.92	-1,692.56	-345,060.44	-333,219.83	-11,840.61	-46,444.71	-3,603.32	-42,841.39
Other Income/Expense									
Other Income									
800 · Committee Divisions									
800.700 · Bike Joplin	0.00	-49.08	49.08	0.00	0.00	0.00	0.00	0.00	0.00
800.800 · All Kids Bike	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
800.900 · Business Recovery Fund	0.00	-24.00	24.00	0.00	0.00	0.00	0.00	0.00	0.00
800.101 · Education									
951.150 · Entrepreneurial Education	0.00	-32.42	32.42	0.00	0.00	0.00	0.00	-540.00	540.00
951.160 · Tomorrows Leaders Today	715.94	2,405.82	-1,689.88	0.00	0.00	0.00	0.00	0.00	0.00
951.110 · Golden Apple	9,813.40	8,267.61	1,545.79		0.00	0.00	0.00	0.00	0.00
Total 800.101 · Education	10,529.34	10,641.01	-111.67	0.00	0.00	0.00	0.00	-540.00	540.00
800.300 · Expo	0.00	2,055.00	-2,055.00	0.00	0.00	0.00	0.00	0.00	0.00
800.200 · Leadership Joplin	20,337.61	49,910.19	-29,572.58	0.00	0.00	0.00	0.00	0.00	0.00
800.400 · Young Professionals Network	994.33	5,900.30	-4,905.97	0.00	0.00	0.00	0.00	0.00	0.00
Total 800 · Committee Divisions	31,861.28	68,433.42	-36,572.14	0.00	0.00	0.00	0.00	-540.00	540.00
Total Other Income	31,861.28	68,433.42	-36,572.14	0.00	0.00	0.00	0.00	-540.00	540.00
Net Other Income	31,861.28	68,433.42	-36,572.14	0.00	0.00	0.00	0.00	-540.00	540.00
Net Income	**22,986.80**	**61,251.50**	**-38,264.70**	**-345,060.44**	**-333,219.83**	**-11,840.61**	**-46,444.71**	**-4,143.32**	**-42,301.39**

Toby Teeter

President, Joplin Area Chamber of Commerce

LaunchPad

PROJECT LAUNCHPAD
Preliminary Concept Rendering
CGA
architects

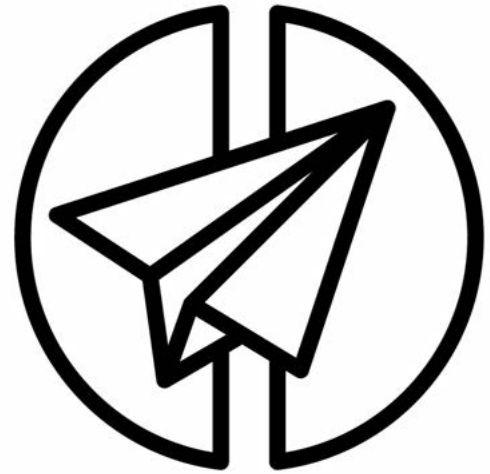
The LaunchPad Objectives

- **LAUNCH Culinary Start-ups** - Incubate culinary entrepreneurs while providing a safe, large-scale outdoor seating area for food, drinks, and entertainment.
- **LAUNCH Entrepreneurs** - Expand collaboration and leverage resources across our entrepreneurial ecosystem partners to better support innovation and entrepreneurship.
- **LAUNCH Careers** – Connect high school and MSSU students with Joplin area professionals to demonstrate 21st century career opportunities are here in Joplin.
- **LAUNCH our Digital Workforce** - Accelerate digital economy reskilling of our displaced workforce and prepare our workforce of tomorrow.
- **LAUNCH Access to Opportunities** - Increase access and diversity to attract minorities, females, and low-income entrants to digital occupations and entrepreneurship.

LaunchPad

The LaunchPad Components

- **Culinary Incubator** - Three culinary venues with both indoor and outdoor seating.
- **Entrepreneurial Hub** – In collaboration with JACC, MSSU, and other community partners: Seminars, weekly 1 Million Cups, Startup Weekend, annual Joplin Regional Tech and Innovation Summit, high school and collegiate pitch competitions.
- **Economic Development Hub** – Shared offices and conference rooms for the City of Joplin economic development team, MOKAN Partnership, Downtown Joplin Alliance, and the Joplin Regional Community Foundation.
- **MSSU Downtown Center –** a new “front door” to Missouri Southern to engage businesses, prospective students, alumni, and the community
- **CodeLab, operated by Codefi** – free/subsidized adult learn-to-code evening classes.
- **Remote / Coworking Resource Center -** including hot-desk workstations and conference room rentals.



LaunchPad

4TH STREET
3RD STREET
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STORAGE
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RR
JAN.
CONFERENCE SUITE
FLEX AREA
CONFERENCE
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STORAGE
CONFERENCE
MSSU DOWNTOWN CENTER ENTRY
RECEPTION
JAN.
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ENTRANCE
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CONFERENCE/CLASSROOM
SERVICE ENTRANCE
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MAIN KITCHEN SERVICE/STORAGE
1,625 SF
KITCHEN 3
RESTAURANT 2
2,240 SF
KITCHEN 1
RESTAURANT 1
1,750 SF
FLEX AREA
ENTRANCE
CONFERENCE/CLASSROOM
KITCHEN 2
RESTAURANT 3
4,415 SF
ENCLOSED PATIO
MSSU DOWNTOWN CENTER
OFFICE SUITE
SHARED SPACE
SMALL RESTAURANT
MEDIUM RESTAURANT
LARGE RESTAURANT

LaunchPad

Dr. Dean Van Galen

President, Missouri Southern State University

MSSU Downtown Center

A new “front door” to Missouri Southern to engage businesses, prospective students, alumni, and the community.

- **Small Business Development Center** – Provide enhanced access to small business consulting, training seminars, events, and forums.
- **Internship Hub** – Connect and place students with local businesses and nonprofits to launch careers and strengthen our workforce pipeline.
- **Center for Advanced Professional Studies (CAPS)** – Dual credit program for high school students, focusing on *applied* tech/innovation real-world projects and entrepreneurial learning, serving high school students from Joplin, Carl Junction, and Webb City.

LaunchPad

Small Business Development Center at MSSU

- SBDC at MSSU is part of a national network of SBDC programs dedicated to helping Missouri businesses through research-based education and technical assistance.
- SBDC provides free one-on-one counseling to area for-profit small businesses and start-ups.
- SBDC also provides business training and seminars covering business planning, finance, QuickBooks, and international trade.

Center for Advanced Professional Studies (CAPS)

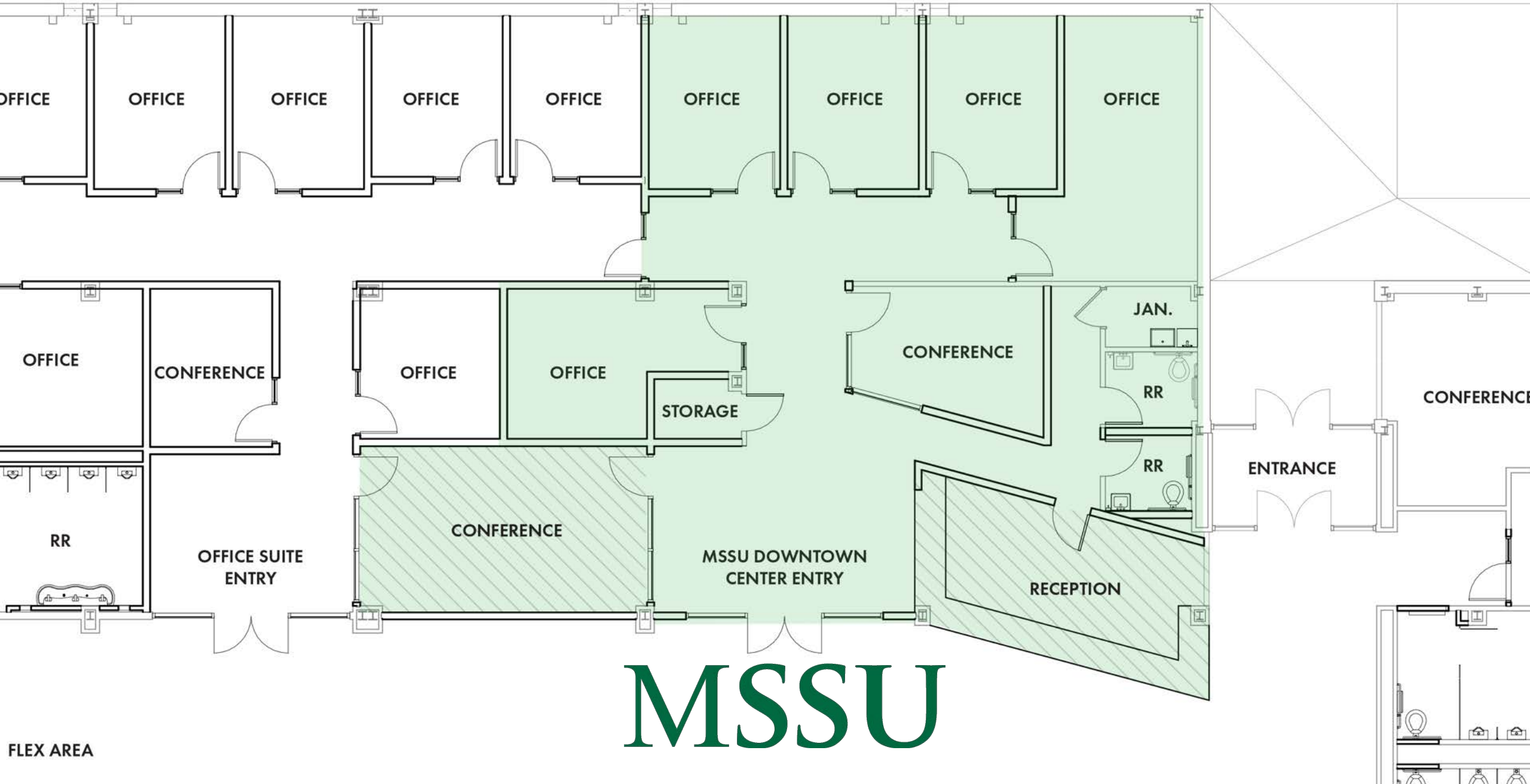
operated by

MISSOURI SOUTHERN STATE UNIVERSITY

A dual credit program for high school students, focusing on applied tech/biotech/innovation real-world projects and entrepreneurial learning, serving high school students across our region, including school districts in Joplin, Carl Junction, and Webb City, Missouri. This nationally recognized, innovative high school program offers students an immersion into professional culture, solving real world problems, using industry standard tools, and are mentored by actual employers.

Strands (learning tracks) may include:

- Health Science
- Business & Entrepreneurship
- Media & Marketing
- Criminal Justice
- Education
- Software / IT
- Engineering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ENTRANCE
CONFERENCE
RR
OFFICE SUITE
ENTRY
CONFERENCE
MSSU DOWNTOWN
CENTER ENTRY
RECEPTION
MSSU
FLEX AREA

PROJECT LAUNCHPAD
Preliminary Concept Rendering

CGA
architects

PROJECT LAUNCHPAD
Preliminary Concept Rendering

CGA
architects

Toby Teeter

President, Joplin Area Chamber of Commerce

LaunchPad

Culinary Incubator

Downtown Indoor/Outdoor Food Plaza

- Turnkey restaurant units
- Shared outdoor seating
- Optional design: Restaurant counters face towards common shared indoor seating
- Leverage additional resources: SBDC, business mgt/marketing internships, CAPS projects, 1 Million Cups

PROJECT LAUNCHPAD
Preliminary Concept Rendering

CGA
architects

PROJECT LAUNCHPAD
Preliminary Concept Rendering

CGA
architects

Code Labs

operated by

codefi

This program will accelerate digital economy reskilling of our workforce affected by the recession stemming from the pandemic. These courses are designed to introduce adults to computer programming using the popular programming language, Ruby. By the end of the course, participants are working alongside local tech employers on projects in a team environment—a chance to gain real-world experience, as well as setting up a path for future employment with a high-wage occupation in this growing industry.

- CodeLabs is a 12-month program composed of two 6-month training modules.
- The first module is front-end development and the second module is full-stack development.
- Codelabs would be delivered by a contract with Codefi.

Additional Entrepreneurial Programs

- Weekly 1 Million Cups Joplin Meetups
- Annual Startup Weekend
- Annual Joplin Regional Tech and Innovation Summit
- Small Business Development Center seminars

Startup Weekend

1 MILLION CUPS
JOPLIN, MO

Explore the creation of a Joplin Economic Development Council

- A dedicated Joplin economic development team
- Public/private partnership - sustained, dedicated public investment, paired with private investments
- JEDC anchors the economic development hub at the LaunchPad

PROJECT LAUNCHPAD
Preliminary Concept Rendering
CGA
architects

PROJECT LAUNCHPAD
Preliminary Concept Rendering
CGA
architects

PROJECT LAUNCHPAD
Preliminary Concept Rendering

OGA
architects

PROJECT LAUNCHPAD
Preliminary Concept Rendering

CGA architects

PROJECT LAUNCHPAD
Preliminary Concept Rendering

CGA architects

PROJECT LAUNCHPAD
Preliminary Concept Rendering

CGA
architects

The Grant Application Pipeline for Project LaunchPad Program Funding

U.S. Department of Labor Grant

- Digital Workforce Coalition of Southern Missouri / MSU eFactory + Codefi partnership

EDA Scaling Pandemic Resilience Through Innovation and Technology (SPRINT) Challenge

- $750,000; Submitted December 3rd

LaunchPad

Redevelopment Funding Requirements for Project LaunchPad

Projected to be a $10 million project

- Core and shell improvements, including new roof and HVAC
- Infill, equipment, technologies, and furnishings
- Landscaping and outdoor patio seating

LaunchPad

LaunchPad

Bi-weekly report 2021 02 08

1. **Chamber Academy launched last week.**

The Joplin Area Chamber of Commerce is excited to announce the launch of their new business education and professional development on-demand video platform, Chamber Academy. The site is designed to educate, engage and inspire business owners and their teams. Chamber Academy participants can stream courses at their convenience, from anywhere in the world. These seminars and classes are taught by a variety of instructors, including local experts, and cover a wide range of business and person development-related topics, including:

- Administrative Business Skills
- Career Development
- Human Resources
- Personal Development
- Sales and Marketing
- Workplace Essentials

This program is free to all Chamber members and can be accessed at http://**yourchamberacademy.com**. Public viewers can also purchase access for $19.00 a lesson.

2. **MOBEC #2 Grant Submission TODAY**

One year ago, the Joplin Area Chamber of Commerce and a group of stakeholders, including the City of Joplin, MSSU, and the Downtown Joplin Alliance, began a three-year project to carry out a structural improvement to our region's entrepreneurial ecosystem through a collaborative approach and unified branding of new and existing entrepreneurial events, educational programs, mentorships, and workspaces. For year one, we were awarded a $111,500 MOBEC grant from the State of Missouri to kickstart these efforts, co-funding a Director of Entrepreneurship, an inaugural Joplin Regional Technology and Innovation Summit to take place Fall 2021, and several new entrepreneurial programs and initiatives. Before 5pm today we will be submitting an application to the State of Missouri for a second allocation ($223,000) to fund two more years of additional programs and resources, including a Joplin Angel Network for regional private equity funding.

3. **Project Launchpad presentation TONIGHT**

Together, these stakeholders hope to change the culture and identity of the Joplin region to better support our emerging start-ups and our engineering, bioscience, and technology business sectors that seek to attract and retain knowledge economy workforce talent here in Joplin.

Tonight we will introduce the next step. And quite possibly best described as the missing piece. We call it “the Launchpad” and it is an adaptive reuse of the 48,000 sq ft former downtown Joplin library. The Launchpad presentation will be given to the Joplin City Council this evening. Attached is the presentation for your review.

See Teeter’s presentation slides on Project Launchpad.

Respectfully submitted: Toby Teeter

Incubator Activity – Doug Hunt

- Joe Newman Innovation Center (NIC): Co-working spaces at 95% complete. Still pending hard wire of internet to cubicles and power to be completed by vendor.
- The new audio/video recording studio for Podcasting is operational and has already been used to professionally record audio tracks for Chamber Academy promotions.
- ATTC: TRANE has made final repairs to the rooftop HVAC unit.

Tenant Update:

- Viriya Consulting has now moved into suite #110. Tactical Marketing has moved out of suite #202 graduating from the NIC. A new startup, Elite Solar, LLC has signed the lease and has moved into suite #202 and have already hired two people with plans to expand quickly.
- Only open space in NIC the is the co-working space and 1 office with a prospect tenant very interested. Only 1 office and co-working area currently available in the ATTC.

Programming:

- 1 Million Cups will fully launch on April 14, 2021. Location will be the Commons Area inside the ATTC.
- Chamber Academy is now live and online free to Chamber Members with sign-ups taking place.
- Ideas on Tap for February was a success with 20 in attendance. Topics ranged from e-commerce to the new Launch Pad concept for the old Joplin Library.
- E-commerce Meetup for February 2021 was held on Zoom only due to weather and was co-hosted with the Neosho Area Chamber of Commerce. It was a great exchange of best practices.
- Working with the Neosho School District gathering information on their new CAPS program to assist Carl Junction and Webb City to launch their programs. Doug & Toby met with Joplin Schools Administration on being part of the regional CAPS program with MSSU taking the lead.

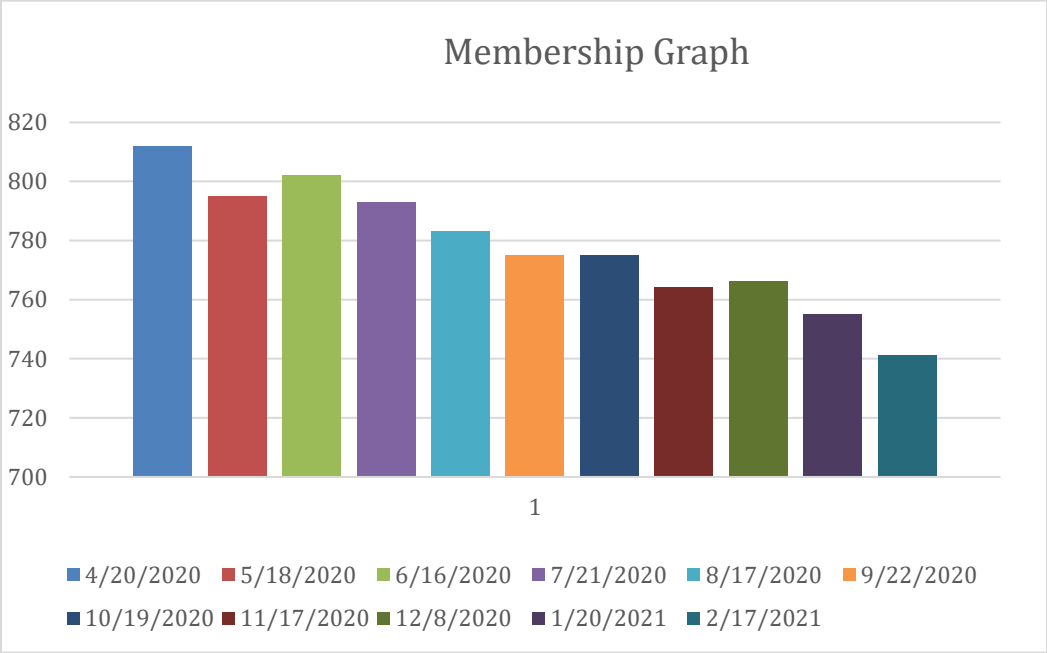
Networking Events

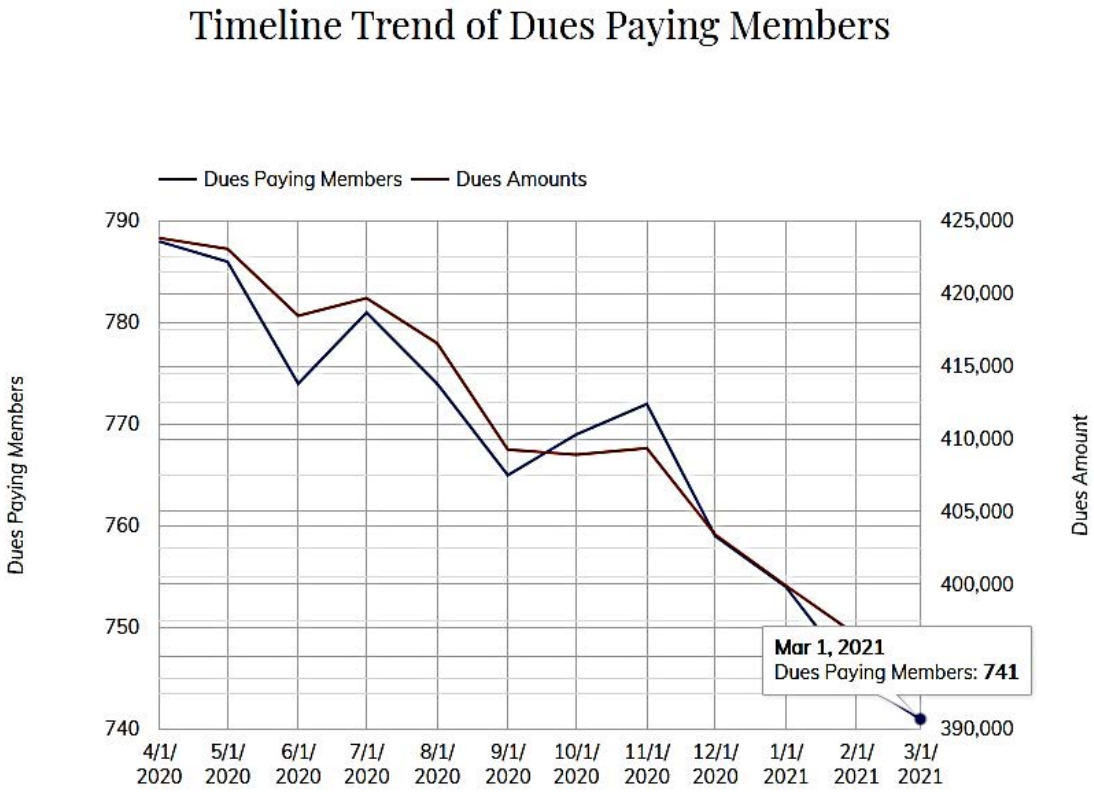
Special Events

- Tomorrow's Leaders Today is well underway. Government and Law session was a success. The business session is this week.
- Leadership Joplin opening retreat is this week featuring Motive Matters for the class of 30.
- Golden Apple has 130 nominations. Hoping to schedule a nominee reception.
- Morning Brew is March 5 at Keller Williams
- Expo will be May 25 and 26 at the Downstream Pavilion. Booths are available
- Considering moving the Annual Banquet to September. It depends on the availability of the venue.
- Hot Links is scheduled for June 11 and October 8th at Eagle Creek.
- Business of the Year nominations beginning soon.
- Woman of the Year nominations beginning soon. (new)

Membership Summary Report
January 20, 2021 – February 17, 2021

Membership	**Totals**
Year to date	
Membership Previous (April 1, 2020)	812
Joined (New)	88
Dropped	159
Total membership	**741 (net -71)**





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
- August | Watered Gardens
- October 8 | Joplin Bright Futures
- October 16 | Downtown Joplin Clean Up
- November 2 | Crosslines Commodity Night
- November 12 | Joplin Bright Futures
- December 1 | Non-Profit Scavenger Hunt – postponed due to COVID
- December | Bright Future Snack Packs
- January | Bright Future Snack Packs
- YTD 222.75 hours / Goal 250 Hours

Upcoming Volunteer Opportunities:
Monthly, 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

Chamber Gives Back Habitat For Humanity | February 25, 2021, 2-4
Sign Up here: https://www.signupgenius.com/go/9040e4eafa823a7fe3-restore

Downtown Joplin Clean Up | March 30, 5:30 – 6:30
Sign Up here: https://downtownjoplin.maestrocm.com/#/landing/volunteer-signup/f951d74d-cf35-4ff4-8f90-9207146feb97/clean-team

Crosslines | May 3, 4:30 – 7:00
Sign Up here: https://www.signupgenius.com/go/8050948abad23a3fc1-crosslines2

Chamber Gives back is grateful for Liberty sponsoring the efforts of the work group beginning April 2021 through March 2022. With the support of Liberty this will allow the group to purchase supplies for volunteer activities around the community.

Community Health & Wellness: Michael Sanders, Erin (Chamber Staff Liaison)

- Writing monthly articles for the Joplin Business Outlook. Here are the most recent articles:
  February: Heart Health
  https://joplinbusinessoutlook.com/2021/02/01/tips-for-a-hearth-healthy-lifestyle/
  March: Nutrition Month
  - 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. The group will be working with the Chamber marketing and communications team to produce PSA videos for the community, in addition a video for businesses to use on how to get walking programs launched with their staff.
  - Worksite Wellness program has been updated with re-certification application for businesses who are currently certified and a new platinum level. https://extension.missouri.edu/programs/worksite-wellness
  - 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.

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.
- We co-hosted the Ruby Jack Trail Ribbon Cutting on October 10th. We also co-hosted and sponsored the Ruby Jack Trail Jamboree and organized a Joplin Slow Roll that day on the Ruby Jack Trail.
- **SLOW ROLL JOPLIN** - We launched our premier event series on September 4. Slow Roll Joplin is a social group bicycle ride to venues that showcase our great city. It is a free and inclusive way to bring people from all walks of life together and reconnect to our community. Slow Roll is for everyone; all ages and experience levels are welcome. Our slow pace keeps the group safe and gives riders a unique perspective of Joplin. A parent/guardian must accompany minors under 18. The group was able to secure a sponsorship with Fletcher Subaru for the fall Slow Rolls Joplin series. With the support of Subaru we teamed up with Storm Cloud Marketing to produce a promo/explainer video ad for Slow Roll Joplin, view, download, and share here: https://vimeo.com/358023133
- **ALL KIDS BIKE / STRIDER BIKE FLEETS FOR ALL JOPLIN ELEMENTARY SCHOOLS** - The Joplin T&C Workgroup lead the funding drive to get all 11 elementary schools each a fleet of Strider bicycles so learning to ride a bike will be part of their Kindergarten curriculums. We are 100% funded. For more info: https://www.allkidsbike.org/adopt/
  Media Coverage: https://www.koamnewsnow.com/news/all-kids-bike/1114867261?fbclid=IwAR07vPmmweypdJWV2wCUs1dG8ECZsy_Ve67FDbNmEnhlgBU1yAbuVgeLll0
- **BIKE JOPLIN T-SHIRTS** are now available for pre-order: https://bikejoplin.bigcartel.com Again, thank you Christina and Binky Guy.
- **PEDAL IT FORWARD JOPLIN PROGRAM STUDY** - A delegation from Joplin toured Pedal It Forward in NWA. Pedal It Forward is a bike-recycling program that gives free bikes to those who cannot afford them. To learn more: https://www.bikenwa.org/pedal-it-forward. The Joplin version would be very strategic:
  - accept donated bikes from the public and from the police dept.
  - rebuild and repair these bikes in a community bike shop by volunteers, probably housed in the ATTC building
  - lend and/or donate bikes to applicants actively seeking jobs or need a bike for primary transportation to/from a job
- Preliminary discussions with manufacturing employers, the local veteran support programs, and Watered Gardens are supportive and excited about this opportunity to bring a bike-recycling program to Joplin. There will also be an opportunity to recycle and redistribute donated children's bikes to those in need.
- **BIKE INFRASTRUCTURE EDUCATION** - We sent the City of Joplin's Transportation Director to Lane Shift's Build School last week. It is a 4 day, on site, immersive experience designed to accelerate your individual learning about how to successfully execute and implement bicycle infrastructure and culture. To learn more: http://laneshift.net/build-school this is a $2,000 program donated to us from Lane shift, the consultants that oversaw the Razorback Greenway installation.
- **PEOPLE ON BIKES CONFERENCE** - I attended a People on Bikes one-day conference in Bentonville. That org teaches communities how to leverage bikes to build and improve community, equity, transportation, recreation, and fitness. We will be using their community scoring system to grade Joplin and track our progress as we increase T&C and increase ridership. I also had discussions with Greenway staff about getting the Greenway routed to Joplin, rather than Springfield, as this bike artery is extended north.

Equity, Diversity & Inclusion: Shonte Clay-Fulgham, Doug (Chamber Liaison)

- Commerce Bank has 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. An EDI workshop is scheduled for February 24th from Noon to 4:00 p.m. to establishing community action items.

Professional Development: Alex Gandy, Doug (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.

Building and Marketing the Joplin Brand-Toby and Erin

- Healthy Joplin website is being developed by Stealth Creative and is scheduled to launch at the beginning of February.
- Storm Marketing will be assisting businesses with adding pixel tags to their job posting page on their website.
- 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. November 20th Doug Hunt will be discussing Cyber Monday and will have a co-host with him. December 14 we will be speaking about the Gives Back Livability Work Groups and December 28 we will be talk about $1 Million Cups.

February 2021 Economic Development Report
JACC & MOKAN
Economic Development Highlights

Toby's ED PowerPoint Summary (presented during the board meeting):

- Business attractions/expansions summary (also see Tony's attached PipeDrive projects)
- 32nd Street Place Development Update (Menards et al.)
- I-49 corridor (NWA+Joplin region) ED Summit - October 2021 – communicating with State, regional EDs, and county commissions. Commissioning a State of the Corridor analysis for regional stakeholders to utilize.
- Joplin Regional Innovation and Technology Summit – October 2021
- City of Joplin roadmap – Project Sources & Uses
- Project Launchpad update – proposed tech and innovation hub
    - Center for Advanced Professional Studies – duel credit STEM project-based studies for area HS students (possibly serving Joplin, Webb City, and Carl Junction students)
    - Code Labs – subsidized learn-to-code classes for adults
    - Entrepreneurship program venue: 1 Million Cups, Startup Weekend, Pitch Competitions, Tech, and Innovation Summit
    - Possible ED Service Hub co-office participants: Small Business Development Center, MOKAN, JEDC, DJA, and a City of Joplin Permit Ombudsman
    - Culinary incubator with an outdoor food court
- Grant/loan application pipeline:
    - City of Springfield partnership/application - declined
    - Missouri State University / Code Labs partnership/application
    - SPRINT Grant application – pending March/April announce
    - County administered CARES Act funding - declined
    - MOBEC Rnd II submitted with MOKAN
    - WIB/Crowder State Training Grant awarded ($100,000)
    - JACC/MOKAN PPP Loan received

Major Industrial/Commercial Projects Advancing

MOKAN and Staff continues multiple efforts across the region with partners; food and beverage expansions, warehousing buildouts, major manufacturing attraction/expansion efforts unfolding. Priority deals advancing include:

- Don's Cold Storage (Project Flycatcher) under full construction in Webb City/Joplin Industrial Park. $12 million, 225,000 sq. ft. warehouse, with 28 employees.
- Jasper Products Storage (Project Protein) is in full construction at Crossroads Industrial Park. A new $7.2 million, 220,000 sq. ft. warehouse, with 10 employees.
- Casey's Distribution Center is in full construction, and training/hiring has begun. We are still waiting on Governor's Office on the potential site visit and opening event in April 2021. Warehouse training underway with Crowder/WIB.
- Project Starburst/Bottle Rocket is a major growing effort. Staff continues to advance $60 million+/100+ employee project; been approved by the State of Missouri for incentives and City of Joplin tax abatements. Additional warehouse and production capacity are now needed and looking at

more property acquisition options for Phase II. Lease just signed on additional warehousing space in Joplin to accommodate supply chain materials.

- Expansion Industries, LCC ammunition plant - Crossroads 11-acre property acquisition is complete. The project has recently increased in scope: now $12 million/100,000 sq. ft. building and over 100 jobs estimated. In addition, a smelter with 50 million pounds of annual metal capacity. Additional land purchased at Crossroads.
- Amazon Logistics – A operating a $5 million/42,000 sq. ft. logistics/distribution center at Crossroads. 300 to 400 jobs estimated. Warehouse training underway with Crowder/WIB.
- Project Surge – Energy tech manufacturer is seeking to construct a 750,000 sq. ft. facility. 1,500 jobs estimated by CEO. Multiple phases being sequenced. Initial tax abatement approved at December 7th Joplin council. Construction beginning 2021.
- Stronghold Data Corporate HQ relocation pending, to the Crossroads Business Park
- Project Solar/Colorado - Company finalized the purchase of a $900,000 building in Quapaw, OK, to develop a $12m-$25 million/50 jobs solar/UV sterilization project. Charlotte/Miami ED is working out State of Oklahoma (NMTC) incentives and details.
- Project Fast Track/Davis Boulevard-Hammons Blvd.- 32nd Street, continue to work with the City of Joplin and MODOT/Joplin intersection upgrade to benefit multiple companies (upwards $3 million+ need now). Signal/traffic study underway in October. Working with local manufacturers near their on a traffic signal resolution/rail transload option for congestion issues.

Other in the forefront

- Project Firefly – a local engineering expansion. The company just completed a state incentives application, 61 employees, and a $3.6 million expansion by August 2021.
- Project Cookie Cutter – Food production line expansion and workforce training. Corporate leadership visit and tour are still pending post-COVID.
- Project Old School – Aggregating partners and potential investors on warehousing needs at multiple industrial parks. We have been meeting with area contractors identifying costs and issues and most recently met with a possible Wildwood investor and others pending.
- Multiple other projects in the pipeline (19+) in various stages, as discussed at December Board. Includes 5 MOPAR solicited Requests for Information attraction efforts.
- I-49 Connector effort coming into focus; mapping assets and developing promotional materials and planning documents.

Crossroads and Wildwood Certifications

Crossroads is still under final review (February). Wildwood's Burlington Northern rail certification was approved and currently promoting and pursuing multiple opportunities with area rail leaders.

Workforce Development/Retention

Collaborating on Warehousing training efforts along with Crowder College and WIB ($100,000 grant awarded). Jasper County Workforce Readiness re-certification approved and announced at December 7th MOKAN Board and Joplin City Council. Working with area employers coming online with warehousing training for Amazon, Casey's, etc.

Marketing and Promotion

Mokanpartnership.com website revamp still underway. Updated search engine optimization to focus on industrial parks, services provided, incentives/resources with major navigation streamlining.

- Developing a promotional video with Joplin industrial properties/I49 regional connector. Can be utilized regionally with partners.

- Multiple professional trade shows currently on hold/pending. Reevaluate given restrictions in Spring 2021. Attended Private Label Manufacturing Online Trade Show in February. MEDC Insight online event pending April 28-30.
- Promoting the industrial/commercial site regional mapping completed with linked profiles. Gathering targeted aerial drone footage of regional parks.
- A major MOKAN promotional ad run in Jan/Feb Business Facilities Magazine focused on regional attributes warehousing/distribution. Ad run in Site Selector Magazine on regional transportation attributes. Working with regional EDs on other promos for Pittsburg/Columbus, Carthage, Neosho, and Miami regions.
- Multiple social media ads run November-December on industrial parks and new projects coming online in the MOKAN region. More being developed.

Campaign/Resources

MOKAN holding nearly $1.1 million of $2 million goal in pledges and commitments. Continuing conversations and meetings with supporters and board members for 100% commitment to share with partners. Multiple support requests pending/on hold. Additional discussions underway through March.

+ Deal | $813,317,000 · 53 deals | Projects | Tony

Contacted/Visit
$13,000,000 · 4 deals

- **I49 Corridor SWMO**
  Commercial Deve…
  $0
- **Project Silverstreak**
  Logistics
  $10,000,000
- **Project Spike Neosho**
  Logistics
  $0
- **Project Old School Joplin/Neosho**
  MOKAN investors
  $3,000,000

Discovery
$0 · 7 deals

- **Project Sous Vide**
  MOPAR
  $0
- **Project Ice Age**
  MOPAR
  $0
- **Project Elsa Ph II**
  MOPAR
  $0
- **Project Viking**
  MOPAR
  $0
- **Project Scale**
  MOPAR
  $0
- **Project Andes**
  MOPAR
  $0
- **Project Blue Joplin**
  KC
  $0

Needs
$30,000,000 · 5 deals

- **Popeye Joplin**
  Commercial
  $2,000,000
- **Launchpad Joplin**
  Commercial
  $10,000,000
- **Project Donut Hole**
  Commercial
  $10,000,000
- **Gravy Train Joplin**
  Production
  $5,000,000
- **Fast Track Joplin/Duquesne**
  Transportation/L…
  $3,000,000

Advancing
$503,500,000 · 9 deals

- **Project Clover - Lamar**
  Production
  $2,000,000
- **Project Pup Webb City**
  Industrial
  $500,000
- **Surge II Joplin**
  Expansion Tech
  $330,000,000
- **Cookiecutter Joplin**
  Food Production
  $3,000,000
- **Eagle Joplin**
  Transportation L…
  $10,000,000
- **Firefly Joplin**
  Commercial
  $3,000,000
- **Starburst Joplin Phase II**
  Food Manufacturi…
  $50,000,000
- **Woodsonia Joplin**
  Commercial
  $80,000,000
- **Colorado Seneca/Miami Phase II**
  Energy Production
  $25,000,000

2020 WON PRO…
$69,667,000 · 9 deals

- **Surge Phase I Joplin**
  Energy
  $667,000
- **Project Colorado Miami Phase I**
  Energy
  $1,000,000
- **Refresco NA Phase I Joplin**
  Food Production
  $7,000,000
- **Project BB Carthage**
  Manufacturing
  $2,000,000
- **Jasper Products Joplin**
  Food Production
  $12,000,000
- **Amazon Logistics Joplin**
  Logistics
  $5,000,000
- **Don's Cold Storage Webb City**
  Industrial
  $20,000,000
- **Amcor Joplin**
  Industrial
  $10,000,000
- **Expansion Industries LLC Joplin**
  Production
  $12,000,000

CV19/HOLD
$6,900,000 · 5 deals

- **Union Depot Joplin**
  Commercial
  $5,000,000
- **Wally World Neosho**
  Logistics
  $1,000,000
- **Dolphin Pittsburg**
  Logistics
  $250,000
- **Tea Time Pittsburg**
  Manufacturing
  $150,000
- **Bullpen Duquesne**
  Industrial
  $500,000

Not Pursuing
$190,250,000 · 14 deals

- **Project Augustus**
  MOPAR
  $0
- **Project Elby**
  MOPAR
  $0
- **Project Treehouse**
  MOPAR
  $0
- **Project Elsa I**
  MOPAR
  $0
- **Project Koala**
  MOPAR
  $0
- **Project CPI**
  CPI
  $0
- **Elmo Region**
  MOPAR
  $0
- **Crafty**
  Sweeney Beers
  $250,000
- **Harvest Joplin**
  Energy
  $0
- **Dunn Falls Joplin**
  Crossroads/JIDA
  $0
- **Bluegrass Joplin**
  Bluegrass
  $50,000,000
- **Local Joplin**
  Local
  $80,000,000
- **Utah Joplin**
  Utah
  $60,000,000
- **Dale Joplin**
  Dale
  $0