



AREA CHAMBER OF COMMERCE

Board of Directors Meeting – In person and ZOOM MEETING
Monday, November 23, 2020

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

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

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

AGENDA

12:00 Call To Order: Welcome – Kelli Perigo

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

12:10 New Business

- Toby's Chamber summary presentation
 - Economic Development Report
 - COVID Recovery briefing
 - County CARES Act funding, misc. grant applications
 - Chamber programming update
- Proposed JACC board resolution requested by Jerrod Hogan
- Proposed 2021/2022 board nominations – Betsy Kissel

12:45 Today's Board Challenge – Toby

- Sign up a scavenger hunt team for Chamber Gives Back Scavenger Hunt on December 1
- Please encourage your employees and business community members to join a Chamber workgroup.
- Co-working space available, referrals welcome

12:50 Adjourn to Executive Session

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

Next Meeting: NO MEETING IN DECEMBER! Monday, JANUARY 25, 2021, Chamber Office, Liberty Room, meeting begins at 12:00 PM

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

Minutes

Attending: Jordan Bolinger, Todd Chenault, Melodee Colbert-Kean, Vickie Dudley, Mike Gray, Chad Greer, Rick Grise, Dr. Brad Hodson, Mark Johnson, Betsy Kissel, Matt McConnell, Dr. Melinda Moss, Kelli Perigo, Katrina Richards, Dr. Laura Rosch, Melissa Smith, Dustin Storm, Dr. Dean Van Galen

Absent: John Bartosh, Brandon Davis, Jim Dalrymple, Jeremy Drinkwitz, Nick Edwards, Jacqueline Hackett, Jerrod Hogan, Julie Larson, Kayla McCollum, Bill Reiboldt, Mayor Ryan Stanley

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

I. Kelli Perigo & Toby Teeter, Call to Order

A. Jordan Bolinger moved to approve the Consent Agenda and seconded by Dr. Van Galen. Motion passed.

B. Todd Chenault moved to approve the September minutes and seconded by Jordan Bolinger. Motion passed. Amended attendance for September minutes, Mark Johnson attended via Zoom.

C. Need approval for amended line July & August financials. The board acknowledged the financials amended to roll all salary classifications into a single line item.

Financials presented by Tonya. Financials were in your Board packet; please see them for the details. Toby stated the cash balance is low on the foundation side because of the \$35,000 grant to do some physical upgrades to our facilities as part of a COVID relief package. We have to spend those funds, and the state will reimburse us. Crowder payment is bi-annual and their payment comes due in December. In addition, as part of our annual contract, the Missouri Technology Corporation will be paying two installments totaling \$28,000. Please see the financial highlights in your packet for the details. Toby briefly explained the Cash Flow Comparison chart. Please see it for the details. Dustin Storm moved to approve the September financials and seconded by Vickie Dudley. Motion passed.

II. Business Reports

A. Chamber Summary presented by Toby.

1. Toby & Tony's Economic Development reports were in your packet. Please see them for details. Toby presented the updated version of You Belong in Joplin, which he showed to the City Council. Here is the Dropbox link to the presentation.

<https://www.dropbox.com/s/d2vq4u40g0j6ty8/October%20BoardPresentationOct.pptx?dl=0> Please see it for details.

2. COVID Recovery briefing presented by Toby Teeter. Below is the link to the City of Joplin's COVID dashboard. It runs through the University of Missouri Extension website.

<https://www.joplinmo.org/1072/Joplins-CoronavirusCOVID-19-Response>

3. Chamber Programming update presented by Toby Teeter. See Toby's slide presentation for the details for Chamber Academy. November 17 is Business After Hours at the Emerson, hosted by U.S. Bank and December 4, Morning Brew at Keller Williams.

4. The City of Joplin Economic Development Contract Update presented by Toby Teeter. Toby stated the Joplin Airport has 4,000 flights this month. The November schedule has two flights a day to Dallas on Mondays and Thursdays, and three flights a day on Fridays and Saturdays. Toby added American Airlines is filing paperwork today for essential air service to keep the market here. Toby stated at the state level; we are working with the City, they are trying to make Wayfair a priority for the 2021 legislative cycle. Wayfair is the short name for internet use tax. Missouri and Florida are the only states left that do not have a statewide internet sales tax.

B. Foundation Committee breakout session presented by Tonya Sprenkle.

1. Tonya stated she has the conflict of interest statement contracts for you to sign. Please get with her for yours.

2. Possible workforce grant opportunity in partnership with the City of Springfield and broader region presented by Tonya. A \$10 million grant opportunity that covers southwest Oklahoma to Tulsa; northwest Arkansas including, Bentonville and Fayetteville markets; and southwest Missouri including, Springfield and Joplin markets. Springfield is the recipient of the grant and will distribute the funds to several sub-recipients. We will be the sub-recipient for \$1 million for the Joplin region, which will cover Newton, Jasper, Barton, McDonald, Dade, Barry, and Lawrence Counties. The Workforce Investment Board (WIB) will use the WIOA program to do the funding to meet the match requirement. Crowder College and MOKAN Partnership are additional partners. Training will focus on Transportation and Advanced Manufacturing. Over the four-year period of this grant, we will need to serve 170 training clients.

3. Co-working space grant and upgrades update. This was covered in Toby's update during financial report.

IV. Board Challenge presented by Toby Teeter

A. Leadership Graduation, October 27, 6 pm social hour, 6:30 pm dinner, Club 1201, 1201 East 32 Street, \$30 each, must RSVP to stephanie@joplincc.com. Toby added it is too late to RSVP now.

B. Chamber Gives Back Scavenger Hunt December 1 please sign up.

C. Please encourage your employees and business community members to join a Chamber workgroup.

D. Co-working space available, referrals welcome.

V. Other Business. No other business.

VI. Adjourn to Executive Session

Respectfully Submitted by:

Lisa Kelly
Executive Assistant

Toby Teeter
President

Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: October 31, 2020

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

Chamber:

- **Cash Position:** Average
- **Accounts Receivable:** \$10,986.10
- **Deferred Income 20/21 Fiscal Year:** \$173,074.92
- **Deferred Income 21/22 Fiscal Year:** \$40,392.85
- **Line of Credit-US Bank:** Balance of \$0
- **Net Income YTD:** (\$29,228.53) Includes Membership Dues \$226,661.18

Foundation / Innovation Center:

- **Cash Position Foundation:** Average
- **Cash Position Innovation Center:** Average
- **Accounts Receivable:** \$6110.28
- **Notes Receivable-BRF Loans:** MEs Place-current balance of \$3,354.41
- **Deferred Income 21/22 Fiscal Year:** \$0
- **Line of Credit-US Bank:** Balance of \$0
- **Net Income YTD:** (\$289,556.17)

Economic Development:

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

- **General Expenses Budget:** \$200,000.
- **Regional/MOKAN Budget:** \$52,000.
- **Due from City:** \$63,301.49
- **Due to Chamber:** \$12,789.79
- **Due to MOKAN:** \$2,802.87 for ED charges paid by MOKAN.

Financial Highlights:

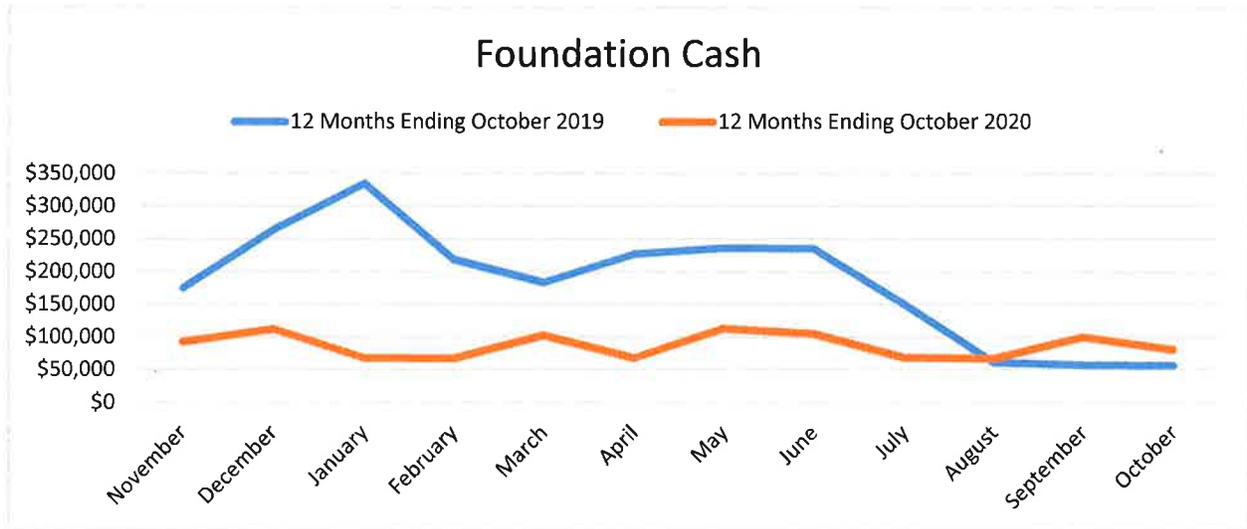
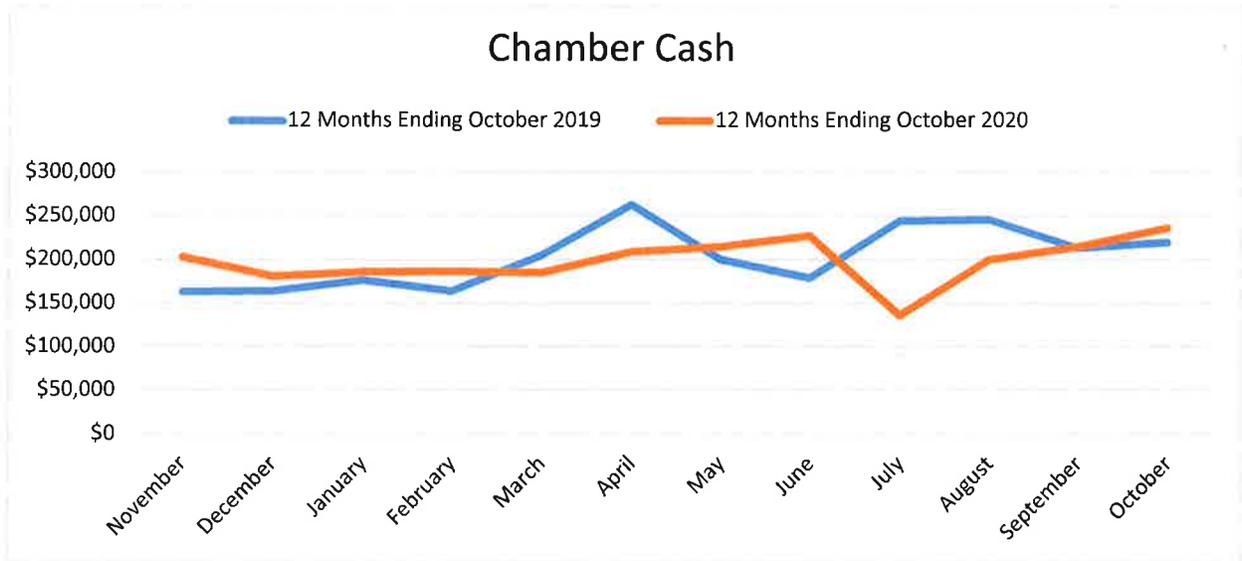
- Hot Links Golf Tournament Revenue October 9: Teams \$7,000, Mulligans and games \$1,109, Sponsors \$13,140, less sponsor trades \$10,240 less miscellaneous expenses \$1,311.18 = \$9,697.82 Net Revenue.
- Crowder rent for the fall semester in the amount of \$57,500 will be deposited in December 2020 which will replenish the Foundation General Fund account.
- Application for mask reimbursement of \$7,000 has been submitted. County responses are positive.
- Submission to the state for the NIC co-working grant has been completed. We are required to submit copies of cancelled checks. We currently have one check outstanding. Submission of the final check copy will release the funds in the amount of \$35,000.

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

November - October



Aged Open A/R

As of 10/31/20

Chamber

	Oct-20	Sep-20	Aug-20	Jul-20	Jun-20	Total Open
Amount:	10,276.10	-	-	-	710.00	10,986.10
% of Total Amount:	93.54%	0.00%	0.00%	0.00%	6.46%	

Foundation

	Oct-20	Sep-20	Aug-20	Jul-20	Jun-20	Total Open
Amount:	3,980.28	160.00	160.00	110.00	1,700.00	6,110.28
% of Total Amount:	65.14%	2.62%	2.62%	1.80%	27.82%	

DUE FROM (TO) ACCOUNT DETAILS

October 2020

Memo	Amount
Foundation Due to Chamber	
Foundation Cash/Credit Card Receipts Received by Chamber	(7,311.58)
Foundation Bills Paid by Chamber	834.24
Charges on Chamber Credit Card	6,111.93
Voluntary Contributions	(828.60)
Foundation Service Fee	4,500.00
NIC/ATTC Admin Fee	15,250.00
	<u>18,555.99</u>
ED Due to Chamber	
Due from City	9,607.76
Bills paid by Chamber	3,182.03
	<u>12,789.79</u>
MOKAN Due to Chamber	
MOKAN Bills Paid by Chamber	305.88
October 2020 Monthly Service Fee	18,750.00
	<u>19,055.88</u>
JIDA Due to Chamber	
Chamber Petty Cash Disbursements	40.00
September-October 2020 Admin Fee	1,200.00
	<u>1,240.00</u>
JCIDA Due to Chamber	
July - October 2020 Admin Fee	400.00
	<u>400.00</u>
MOCAP Due to Chamber	
Bills paid by Chamber	11.25
July - October 2020 Admin Fee	300.00
	<u>311.25</u>
JCC Due to Chamber	
March - October 2020 Service Fee	2,000.00
	<u>2,000.00</u>
One Joplin Due to Chamber	
Bills paid by Chamber	63.49
Fiscal Agent Fees	1,609.35
Payroll Service Fees	400.00
	<u>2,072.84</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of October 31, 2020

	<u>Oct 31, 20</u>	<u>Oct 31, 19</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	236,392.13	219,978.41	16,413.72
Total Checking/Savings	<u>236,392.13</u>	<u>219,978.41</u>	<u>16,413.72</u>
Accounts Receivable			
012 · Accounts Receivable	10,986.10	14,970.98	-3,984.88
Total Accounts Receivable	<u>10,986.10</u>	<u>14,970.98</u>	<u>-3,984.88</u>
Other Current Assets			
010 · Petty Cash	235.00	250.00	-15.00
014 · Due From (To) Staff	-64.98	-2.09	-62.89
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	18,555.99	-35,624.41	54,180.40
022 · Due From (To) ED	12,789.79	98,106.50	-85,316.71
023 · Due From (To) MOKAN	19,055.88	14,174.65	4,881.23
024 · Due From (To) JIDA	1,240.00	600.00	640.00
025 · Due From (To) JCIDA	400.00	100.00	300.00
026 · Due From (To) MOCAP	311.25	47.22	264.03
027 · Due From (To) JCC	2,000.00	1,571.75	428.25
028 · Due From (To) One Joplin	2,072.84	26.25	2,046.59
Total 020 · Due From (To) Other Funds	<u>56,425.75</u>	<u>79,001.96</u>	<u>-22,576.21</u>
030 · Deposit - Bulk Mail	2,376.21	342.91	2,033.30
031 · Prepaid Expenses	386.10	386.10	0.00
032 · Prepaid Insurance	8,590.00	6,980.90	1,609.10
Total Other Current Assets	<u>67,948.08</u>	<u>86,959.78</u>	<u>-19,011.70</u>
Total Current Assets	<u>315,326.31</u>	<u>321,909.17</u>	<u>-6,582.86</u>
Fixed Assets			
152.000 · Furniture & Equipment	40,521.57	22,663.27	17,858.30
154.000 · Interior	12,422.70	17,560.38	-5,137.68
156.000 · 320 East 4th - Building	192,428.62	205,588.18	-13,159.56
158.000 · Grounds	0.00	117.70	-117.70
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>321,935.45</u>	<u>322,492.09</u>	<u>-556.64</u>
TOTAL ASSETS	<u><u>637,261.76</u></u>	<u><u>644,401.26</u></u>	<u><u>-7,139.50</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of October 31, 2020

	<u>Oct 31, 20</u>	<u>Oct 31, 19</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	6,907.32	2,317.11	4,590.21
Total Accounts Payable	<u>6,907.32</u>	<u>2,317.11</u>	<u>4,590.21</u>
Credit Cards			
200.100 · US Bank - Credit Card	14,534.30	5,585.35	8,948.95
Total Credit Cards	<u>14,534.30</u>	<u>5,585.35</u>	<u>8,948.95</u>
Other Current Liabilities			
200.300 · Due To United Way	38.90	288.00	-249.10
208.000 · Deferred Income - Renewal Dues	149,978.77	144,904.62	5,074.15
209.000 · Deferred Income - New Members	0.00	13,472.04	-13,472.04
217.000 · Deferred Income-Other			
217.180 · Deferred Income - EXPO	40,490.00	0.00	40,490.00
217.310 · Deferred Income - Banquet	8,900.00	0.00	8,900.00
217.320 · Deferred Income - GMJ	3,302.00	0.00	3,302.00
217.330 · Deferred Income - Morning Brew	5,600.00	0.00	5,600.00
217.340 · Deferred Income - BAH	3,800.00	0.00	3,800.00
217.470 · Deferred Income - Mmbr Table	600.00	0.00	600.00
217.490 · Deferred Income - Ldrshp Joplin	800.00	0.00	800.00
Total 217.000 · Deferred Income-Other	<u>63,492.00</u>	<u>0.00</u>	<u>63,492.00</u>
Total Other Current Liabilities	<u>213,509.67</u>	<u>158,664.66</u>	<u>54,845.01</u>
Total Current Liabilities	<u>234,951.29</u>	<u>166,567.12</u>	<u>68,384.17</u>
Total Liabilities	<u>234,951.29</u>	<u>166,567.12</u>	<u>68,384.17</u>
Equity			
32000 · Unrestricted Net Assets	432,099.18	403,737.64	28,361.54
Net Income	-29,788.71	74,096.50	-103,885.21
Total Equity	<u>402,310.47</u>	<u>477,834.14</u>	<u>-75,523.67</u>
TOTAL LIABILITIES & EQUITY	<u><u>637,261.76</u></u>	<u><u>644,401.26</u></u>	<u><u>-7,139.50</u></u>

Joplin Area Chamber of Commerce

Statement of Operations

April through October 2020

	<u>Apr - Oct 20</u>	<u>Apr - Oct 19</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
401.000 · Income - Member Investments	226,661.18	221,638.29	5,022.89	227,388.00	-726.82
402.000 · Income - New Member Investment	0.00	15,661.14	-15,661.14	31,500.00	0.00
403.000 · Income - Foundation Service Fee	31,500.00	31,500.00	0.00	43,781.73	-43,781.73
404.000 · Income - NIC/ATTC Admin Fee	115,495.09	87,500.00	27,995.09	106,750.00	8,745.09
405.000 · Income - Economic Development	57,750.00	57,750.00	0.00	57,750.00	0.00
406.000 · Income - JIDA	4,700.00	4,200.00	500.00	4,200.00	500.00
406.500 · Income - JCIDA	700.00	700.00	0.00	700.00	0.00
407.000 · Income - MOKAN	131,250.00	99,166.69	32,083.31	131,250.00	0.00
408.000 · Income - MOCAP	525.00	0.00	525.00	525.00	0.00
409.000 · Income - One Joplin	7,445.00	0.00	7,445.00	7,410.00	35.00
411.000 · Income - Jop Cap Corp Serv Fee	1,750.00	2,500.00	-750.00	1,750.00	0.00
416.000 · Income - C2C Service Fee	45,603.43	38,413.90	7,189.53	43,400.00	2,203.43
430.000 · Income - Building Room Rental	0.00	581.00	-581.00	0.00	0.00
450.000 · Income - Member Listings	75.00	225.00	-150.00	0.00	75.00
490.000 · Income - EIDL Grant	10,000.00	0.00	10,000.00	10,000.00	0.00
492.000 · Income - Miscellaneous	3,745.20	269.80	3,475.40	0.00	3,745.20
495.000 · Income - New Member Fee	1,260.00	1,200.00	60.00	2,190.00	-930.00
Total Income	<u>638,459.90</u>	<u>561,305.82</u>	<u>77,154.08</u>	<u>668,594.73</u>	<u>-30,134.83</u>
Gross Profit	638,459.90	561,305.82	77,154.08	668,594.73	-30,134.83
Expense					
610.000 · Salaries	471,041.34	405,117.73	65,923.61	439,115.32	31,926.02
612.000 · Payroll Taxes	35,271.76	29,664.57	5,607.19	34,777.50	494.26
615.000 · Pension Fund	37,672.77	20,853.61	16,819.16	34,933.36	2,739.41
616.000 · Employee Insurance/Benefits	6,306.78	5,777.85	528.93	6,560.00	-253.22
617.000 · Payroll Expenses	6,270.06	6,321.06	-51.00	6,090.53	179.53
619.000 · Contract Services	7,000.00	0.00	7,000.00	6,000.00	1,000.00
620.000 · Automobile Expense	1,429.54	3,147.00	-1,717.46	2,800.00	-1,370.46
630.000 · Health Insurance	46,518.30	36,408.80	10,109.50	47,609.00	-1,090.70
635.000 · Liability & Other Insurance	6,145.39	7,007.62	-862.23	7,280.00	-1,134.61
640.000 · Staff Dues & Development	3,783.00	4,423.58	-640.58	3,500.00	283.00
645.000 · Staff Retreats/Meetings	49.19	79.82	-30.63	0.00	49.19
650.000 · Meetings & Travel	212.57	1,403.26	-1,190.69	1,225.00	-1,012.43
670.000 · Occupancy Expense	7,811.79	8,922.62	-1,110.83	9,000.00	-1,188.21
673.000 · Electric Expense	3,904.62	6,667.28	-2,762.66	5,330.00	-1,425.38
677.000 · Water Expense	175.60	184.22	-8.62	210.00	-34.40
680.000 · Postage	2,553.78	936.60	1,617.18	1,000.00	1,553.78
690.000 · Communications Expenses	6,136.45	6,402.55	-266.10	6,300.00	-163.55
700.000 · Office Supplies	2,593.49	2,171.96	421.53	2,450.00	143.49
710.000 · Equipment Rental	3,241.00	8,473.59	-5,232.59	5,205.00	-1,964.00
720.000 · Equipment Maintenance	14,750.48	15,214.59	-464.11	14,700.00	50.48
730.000 · Depreciation	17,157.96	14,535.89	2,622.07	17,157.91	0.05
740.000 · Publications	0.00	336.70	-336.70	0.00	0.00
750.000 · Professional Fees	5,750.00	24,756.50	-19,006.50	5,300.00	450.00
789.000 · Bank and Credit Card Fees	7,569.48	7,089.89	479.59	8,050.00	-480.52
790.000 · Miscellaneous Expense	312.50	574.32	-261.82	350.00	-37.50
Total Expense	<u>693,657.85</u>	<u>616,471.61</u>	<u>77,186.24</u>	<u>664,943.62</u>	<u>28,714.23</u>
Net Ordinary Income	-55,197.95	-55,165.79	-32.16	3,651.11	-58,849.06

Joplin Area Chamber of Commerce

Statement of Operations

April through October 2020

	<u>Apr - Oct 20</u>	<u>Apr - Oct 19</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Other Income/Expense					
Other Income					
800.000 · Committee Divisions					
800.100 · Economic Development	3,981.86	4,693.61	-711.75	5,930.60	-1,948.74
800.200 · Business Development	5,131.05	72,478.45	-67,347.40	5,000.00	131.05
800.300 · Governance	0.00	-342.60	342.60	0.00	0.00
800.400 · Member Services	4,090.94	6,405.97	-2,315.03	9,575.00	-5,484.06
800.500 · Spec Events					
900.510 · Annual Banquet	-237.77	9,653.55	-9,891.32	10,804.00	-11,041.77
900.515 · Good Morning Joplin	-1,373.00	5,090.93	-6,463.93	4,235.00	-5,608.00
900.520 · Morning Brew	5,300.00	9,595.24	-4,295.24	11,415.00	-6,115.00
900.525 · Business After Hours	2,500.00	10,568.45	-8,068.45	11,415.00	-8,915.00
900.530 · Golf Tournament	16,600.35	19,512.96	-2,912.61	16,600.00	0.35
Total 800.500 · Spec Events	<u>22,789.58</u>	<u>54,421.13</u>	<u>-31,631.55</u>	<u>54,469.00</u>	<u>-31,679.42</u>
800.600 · Communications	-14,808.11	-7,057.92	-7,750.19	-14,659.00	-149.11
800.800 · Chamber Work Groups	5,814.14	-263.51	6,077.65	40.00	5,774.14
Total 800.000 · Committee Divisions	<u>26,999.46</u>	<u>130,335.13</u>	<u>-103,335.67</u>	<u>60,355.60</u>	<u>-33,356.14</u>
810.100 · Staff Accounts	0.00	136.21	-136.21	0.00	0.00
820.100 · Employee Fund	-1,590.22	-1,209.05	-381.17	0.00	-1,590.22
Total Other Income	<u>25,409.24</u>	<u>129,262.29</u>	<u>-103,853.05</u>	<u>60,355.60</u>	<u>-34,946.36</u>
Net Other Income	<u>25,409.24</u>	<u>129,262.29</u>	<u>-103,853.05</u>	<u>60,355.60</u>	<u>-34,946.36</u>
Net Income	<u><u>-29,788.71</u></u>	<u><u>74,096.50</u></u>	<u><u>-103,885.21</u></u>	<u><u>64,006.71</u></u>	<u><u>-93,795.42</u></u>

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of October 31, 2020

	<u>Oct 31, 20</u>	<u>Oct 31, 19</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	-29,454.14	1,310.29	-30,764.43
Total Checking/Savings	<u>-29,454.14</u>	<u>1,310.29</u>	<u>-30,764.43</u>
Other Current Assets			
Due From (To) City	63,301.49	115,713.15	-52,411.66
Due From (To) Other Funds			
Due From (To) Chamber	-12,789.79	-98,106.50	85,316.71
Due From (To) MOKAN	-2,802.87	-879.66	-1,923.21
Due From (To) Other Funds - Other	0.00	900.00	-900.00
Total Due From (To) Other Funds	<u>-15,592.66</u>	<u>-98,086.16</u>	<u>82,493.50</u>
Total Other Current Assets	<u>47,708.83</u>	<u>17,626.99</u>	<u>30,081.84</u>
Total Current Assets	<u>18,254.69</u>	<u>18,937.28</u>	<u>-682.59</u>
Fixed Assets			
Furniture and Equipment	15,809.94	21,079.98	-5,270.04
Total Fixed Assets	<u>15,809.94</u>	<u>21,079.98</u>	<u>-5,270.04</u>
TOTAL ASSETS	<u><u>34,064.63</u></u>	<u><u>40,017.26</u></u>	<u><u>-5,952.63</u></u>
LIABILITIES & EQUITY			
Equity			
Retained Earnings	40,017.26	44,978.15	-4,960.89
Net Income	-5,952.63	-4,960.89	-991.74
Total Equity	<u>34,064.63</u>	<u>40,017.26</u>	<u>-5,952.63</u>
TOTAL LIABILITIES & EQUITY	<u><u>34,064.63</u></u>	<u><u>40,017.26</u></u>	<u><u>-5,952.63</u></u>

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

November 2019 through October 2020

	<u>Nov '19 - Oct 20</u>	<u>Nov '18 - Oct 19</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
Income-Funds from City	251,904.30	249,894.04	2,010.26
Total Income	<u>251,904.30</u>	<u>249,894.04</u>	<u>2,010.26</u>
Expense			
Administrative Expenses	247.37	0.00	247.37
Business Retention & Expansion	3,588.44	0.00	3,588.44
Business Talent Recruitment	0.00	2,212.75	-2,212.75
Choose Joplin Campaign	4,796.14	2,016.63	2,779.51
Communications/Mobile/Internet	6,129.46	5,448.41	681.05
Data Systems & Equip Support	24,757.97	26,650.61	-1,892.64
Depreciation	5,270.04	5,270.02	0.02
Economic Development	47,055.69	2,163.17	44,892.52
Marketing & Advertising	22,199.92	77,726.63	-55,526.71
Miscellaneous Expense	2,600.44	12.99	2,587.45
Mtgs & Travel/ Prospect Host	4,870.38	9,555.63	-4,685.25
Office Supplies/Publications	550.00	450.00	100.00
Postage and Packets	105.94	0.00	105.94
Professional Dues & Development	16,741.10	13,160.00	3,581.10
Professional Fees	16,575.00	533.82	16,041.18
Regional E-Marketing	0.00	275.00	-275.00
Regional Trade Shows	1,907.55	7,170.68	-5,263.13
Salaries	99,000.00	99,000.00	0.00
Website Development/Hosting	384.00	0.00	384.00
Work Ready Talent Initiatives	1,077.49	3,208.59	-2,131.10
Total Expense	<u>257,856.93</u>	<u>254,854.93</u>	<u>3,002.00</u>
Net Ordinary Income	<u>-5,952.63</u>	<u>-4,960.89</u>	<u>-991.74</u>
Net Income	<u><u>-5,952.63</u></u>	<u><u>-4,960.89</u></u>	<u><u>-991.74</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of October 31, 2020

	<u>Oct 31, 20</u>	<u>Oct 31, 19</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
002 · US Bank - Money Market	9,669.31	9,844.88	-175.57
008 · Commerce - Airport Backstop	0.00	201,780.80	-201,780.80
001 · US Bank - General Fund	7,351.12	13,229.79	-5,878.67
003 · US Bank - Innovation Center	41,694.89	10,128.07	31,566.82
005 · Restricted - Bus Recovery Fund	22,257.86	23,127.86	-870.00
Total Checking/Savings	<u>80,973.18</u>	<u>258,111.40</u>	<u>-177,138.22</u>
Accounts Receivable			
020 · Accounts Receivable			
022 · Accounts Receivable-ATTC Lease	34,500.00	0.00	34,500.00
020 · Accounts Receivable - Other	6,110.28	9,549.63	-3,439.35
Total 020 · Accounts Receivable	<u>40,610.28</u>	<u>9,549.63</u>	<u>31,060.65</u>
Total Accounts Receivable	<u>40,610.28</u>	<u>9,549.63</u>	<u>31,060.65</u>
Other Current Assets			
032 · Prepaid Insurance	-114.50	18,724.46	-18,838.96
019 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	-18,492.50	35,624.41	-54,116.91
Total 019 · Due From (To) Other Funds	<u>-18,492.50</u>	<u>35,624.41</u>	<u>-54,116.91</u>
Total Other Current Assets	<u>-18,607.00</u>	<u>54,348.87</u>	<u>-72,955.87</u>
Total Current Assets	<u>102,976.46</u>	<u>322,009.90</u>	<u>-219,033.44</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,800,368.60	1,851,152.00	-50,783.40
179 · ATTC Building Improvements	1,618,055.80	1,657,537.26	-39,481.46
177 · ATTC Equipment	1,022,818.76	1,295,801.31	-272,982.55
175 · ATTC Furniture & Fixtures	64,794.18	82,072.62	-17,278.44
150 · Foundation Furniture & Fixtures	1,751.06	4,709.97	-2,958.91
166 · IC Leasehold Improvements	41,927.98	20,183.99	21,743.99
152 · Innovation Center F & F	3,472.90	5,653.05	-2,180.15
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,233,743.48	1,282,031.60	-48,288.12
Total Fixed Assets	<u>5,848,877.25</u>	<u>6,261,086.29</u>	<u>-412,209.04</u>
Other Assets			
055.900 · Notes Receivable - BRF Loans	3,354.41	5,623.34	-2,268.93
Total Other Assets	<u>3,354.41</u>	<u>5,623.34</u>	<u>-2,268.93</u>
TOTAL ASSETS	<u><u>5,955,208.12</u></u>	<u><u>6,588,719.53</u></u>	<u><u>-633,511.41</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of October 31, 2020

	<u>Oct 31, 20</u>	<u>Oct 31, 19</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 · Accounts Payable	3,541.85	10,368.20	-6,826.35
Total Accounts Payable	<u>3,541.85</u>	<u>10,368.20</u>	<u>-6,826.35</u>
Other Current Liabilities			
208 · Deferred Income			
225.520 · Deferred Income -Arts	8,949.96	8,949.96	0.00
226.000 · Deferred Income-Lease	5,013.58	936.50	4,077.08
Total 208 · Deferred Income	<u>13,963.54</u>	<u>9,886.46</u>	<u>4,077.08</u>
247.000 · Deposits Held	7,124.86	5,563.10	1,561.76
201 · Airport Pledges	0.00	200,000.00	-200,000.00
Total Other Current Liabilities	<u>21,088.40</u>	<u>215,449.56</u>	<u>-194,361.16</u>
Total Current Liabilities	<u>24,630.25</u>	<u>225,817.76</u>	<u>-201,187.51</u>
Total Liabilities	24,630.25	225,817.76	-201,187.51
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	-289,981.68	-183,705.00	-106,276.68
Total Equity	<u>5,930,577.87</u>	<u>6,362,901.77</u>	<u>-432,323.90</u>
TOTAL LIABILITIES & EQUITY	<u><u>5,955,208.12</u></u>	<u><u>6,588,719.53</u></u>	<u><u>-633,511.41</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations

April through October 2020

	ATTC			Foundation			NIC		
	Apr - Oct 20	Apr - Oct 19	\$ Change	Apr - Oct 20	Apr - Oct 19	\$ Change	Apr - Oct 20	Apr - Oct 19	\$ Change
Ordinary Income/Expense									
Income									
415 · MOBEC Grant Matching Funds	0.00	0.00	0.00	32,000.00	0.00	32,000.00	32,000.00	0.00	32,000.00
401 · Contributions	0.00	0.00	0.00	7,133.60	7,720.00	-586.40	0.00	10,063.18	-10,063.18
411 · Grants	0.00	0.00	0.00	22,920.90	0.00	22,920.90	0.00	84,239.25	-84,239.25
422 · Income - Interest	0.00	0.00	0.00	90.53	1,889.03	-1,798.50	0.00	649.44	-649.44
425 · Income - Miscellaneous	0.00	0.00	0.00	9,540.00	1,256.28	8,283.72	0.00	0.00	0.00
431 · Late Fee Income	62.60	0.00	62.60	0.00	0.00	0.00	0.00	0.00	0.00
426 · Lease Income	113,209.54	69,774.74	43,434.80	0.00	0.00	0.00	50,695.07	40,798.62	9,896.45
427 · Lease Utility Income	18,422.66	17,356.06	1,066.60	0.00	0.00	0.00	0.00	0.00	0.00
405 · YPN - Membership Dues	0.00	0.00	0.00	0.00	3,979.16	-3,979.16	0.00	0.00	0.00
406 · YPN Enrollment Fee	0.00	0.00	0.00	0.00	160.00	-160.00	0.00	0.00	0.00
Total Income	131,694.80	87,130.80	44,564.00	71,685.03	15,004.47	56,680.56	82,695.07	135,750.49	-53,055.42
Gross Profit	131,694.80	87,130.80	44,564.00	71,685.03	15,004.47	56,680.56	82,695.07	135,750.49	-53,055.42
Expense									
760 · Grant Disbursement	0.00	0.00	0.00	16,313.20	0.00	16,313.20	16,572.99	0.00	16,572.99
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	71,745.09	43,750.00	27,995.09	0.00	0.00	0.00	43,750.00	43,750.00	0.00
787 · Bank Fees	0.00	0.00	0.00	164.00	269.05	-105.05	0.00	11.90	-11.90
690 · Communications	9,848.66	11,924.81	-2,076.15	692.52	288.00	404.52	4,374.11	4,465.22	-91.11
730 · Depreciation	224,390.53	224,424.22	-33.69	1,309.28	1,167.25	142.03	34,330.08	30,399.84	3,930.24
671 · Electric Expense	27,934.86	25,851.64	2,083.22	0.00	0.00	0.00	8,632.94	10,382.68	-1,749.74
720 · Equipment Maint	1,488.80	142.50	1,346.30	1,290.15	0.00	1,290.15	2,140.61	139.42	2,001.19
672 · Gas Expense	1,582.56	1,405.46	177.10	0.00	0.00	0.00	338.09	416.74	-78.65
785 · Insurance Expense	23,850.57	15,159.59	8,690.98	801.50	114.50	687.00	7,950.19	5,053.20	2,896.99
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	0.00	0.00	0.00	31.16	-31.16	0.00	0.00	0.00
650 · Meetings	0.00	0.00	0.00	56.32	66.47	-10.15	0.00	0.00	0.00
790 · Miscellaneous Expense	0.00	0.00	0.00	16,385.00	25.00	16,360.00	0.00	0.00	0.00
670 · Occupancy Expense	10,450.21	14,575.36	-4,125.15	0.00	0.00	0.00	9,770.43	7,248.64	2,521.79
700 · Office Supplies	59.00	362.89	-303.89	0.00	429.97	-429.97	0.00	0.00	0.00
680 · Postage	0.00	0.00	0.00	0.00	20.41	-20.41	0.00	0.00	0.00
750 · Professional Fees	0.00	531.00	-531.00	2,700.00	2,711.25	-11.25	0.00	0.00	0.00
610 · Program Service Fee	0.00	0.00	0.00	31,500.00	31,500.00	0.00	0.00	0.00	0.00
673 · Water Expense	1,318.21	1,362.35	-44.14	0.00	0.00	0.00	635.86	716.87	-81.01
Total Expense	372,668.49	339,489.82	33,178.67	71,211.97	36,623.06	34,588.91	138,009.46	102,584.51	35,424.95
Net Ordinary Income	-240,973.69	-252,359.02	11,385.33	473.06	-21,618.59	22,091.65	-55,314.39	33,165.98	-88,480.37
Other Income/Expense									
Other Income									
800 · Committee Divisions									
800.800 · All Kids Bike	0.00	0.00	0.00	0.00	23,565.00	-23,565.00	0.00	0.00	0.00
800.900 · Business Recovery Fund	0.00	0.00	0.00	0.00	96.00	-96.00	0.00	0.00	0.00
800.101 · Education	0.00	0.00	0.00	9,244.40	8,788.80	455.60	0.00	-540.00	540.00
800.200 · Leadership Joplin	0.00	0.00	0.00	-4,576.74	18,477.88	-23,054.62	0.00	0.00	0.00
800.400 · Young Professionals Network	0.00	0.00	0.00	1,020.68	6,718.95	-5,698.27	0.00	0.00	0.00
Total 800 · Committee Divisions	0.00	0.00	0.00	5,688.34	57,646.63	-51,958.29	0.00	-540.00	540.00
Total Other Income	0.00	0.00	0.00	5,688.34	57,646.63	-51,958.29	0.00	-540.00	540.00
Net Other Income	0.00	0.00	0.00	5,688.34	57,646.63	-51,958.29	0.00	-540.00	540.00
Net Income	-240,973.69	-252,359.02	11,385.33	6,161.40	36,028.04	-29,866.64	-55,314.39	32,625.98	-87,940.37

Incubator Activity – Doug Hunt

- Joe Newman Innovation Center (NIC): The adjacent co-working space now includes a new wall on the east side creating a closed office space. The construction of the wall was completed last week with final painting taking place the week of 11/9/20.
- Construction of new audio recording studio for Podcasting. This will also serve as a “quiet room” for private calls.
- ATTC: Doorstop installation in the concrete of all exterior doors except for the main east entrance to prevent wind damage in the future.

Tenant Update:

- New lease agreement with a new startup, Unearthed Potential. The company provides therapy for minors diagnosed on the Autism scale. This new client is a great fit for the ATTC and our greater mission for growing and developing new startups. The new company is leasing three office spaces with plans to grow and hire additional employees.
- Rent increases at both ATTC and NIC take place Jan 1, 2021 and will equate to a 2.5% increase per SF/Year.

Programming:

- 1 Million Cups at the ATTC will fully launch as soon as social distancing is lifted.
- Chamber Academy site is nearing phase one launch with the hiring of an outside contractor. The phase one agreement has been signed.
- Ideas on Tap completed three networking events. This allows for opening networking and sharing of ideas to benefit Chamber Members, and our greater community.
- Chamber efforts are now a regular feature on AMI radio’s show, “4-States Live” This content will also be made available on all social media outlets.
- Working with the Neosho School District gathering information on their new CAPS program to assist Joplin School District launch their own CAPS program we will be taking the lead on.

Networking Events

Special Events

- Accepting applications for Leadership Joplin 2021 class, due December 1st.
- Implemented Thankful Thursday for the first three Thursdays in November. Several businesses were visited and delivered treats. US Bank is the sponsor.
- Tomorrow’s Leaders Today will have a class of 43 students. With COVID, we have decided not to do interviews and let all of the applicants in the program.
- Business EXPO booths are available. 88 sold, 33 open.

Membership Summary Report October 20, 2020 – November 17, 2020

Membership

Totals

Year to date

Membership Previous (April 1, 2020)	812
Joined (New)	68
Dropped	116
Total membership	764 (net -48)

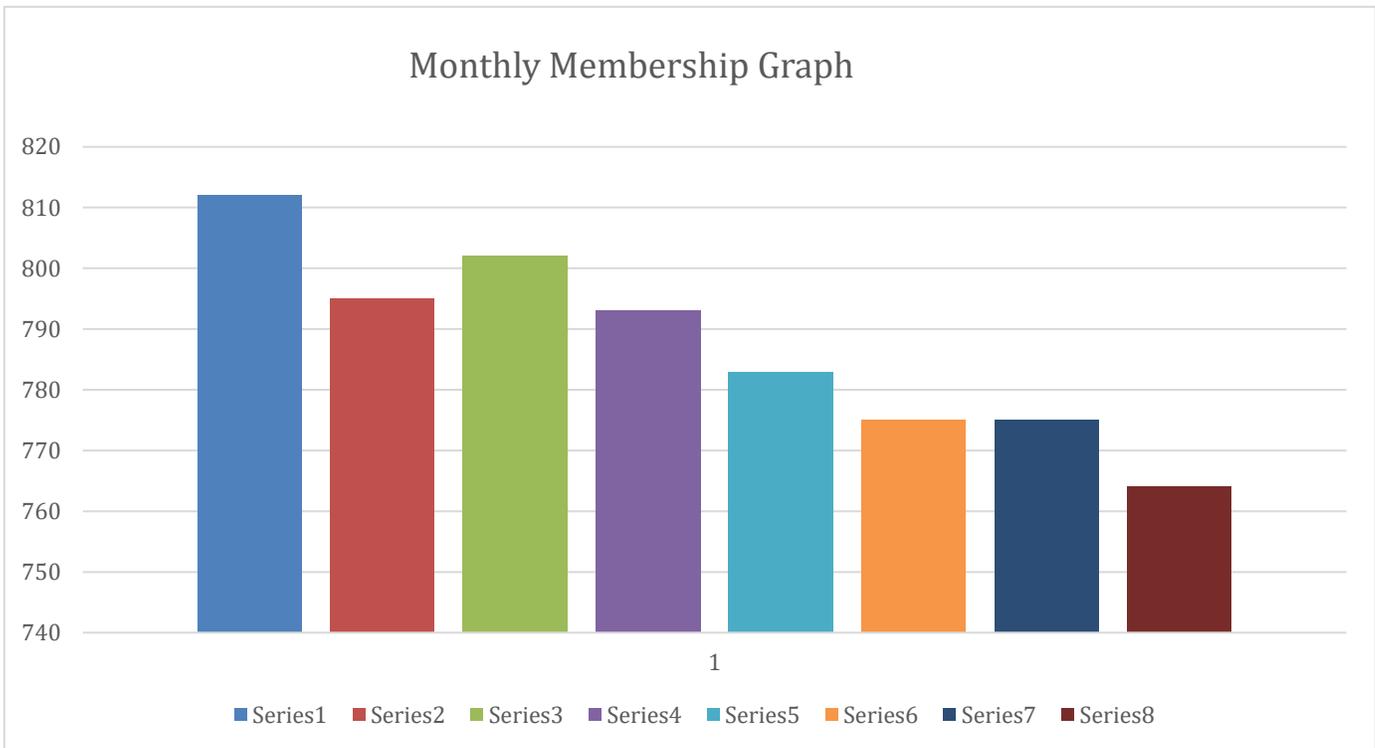
New Members October 20, 2020 – November 17, 2020

Bluebird Network
Covington Essentials
FirstTrust Home Loans
Jaguar Transport Holdings
Shrum Family Insurance-American National

Dropped Members October 20, 2020 – November 17, 2020

1st Choice Heating, Air & Refrigeration LLC
Baker Color Warehouse
Central Pet Care, Inc.
DDS Dentures + Implant Solutions
The Den Nutrition and Energy
Elite Pain Management and Recovery Centers
Family Pharmacy
Full Bore Studios
Industrial Control Systems, Inc.
Powerwashing Plus L.L.C.
Red Lobster - Joplin
Rib Crib
Royalty Speech Therapy of Joplin LLC
Skinsculpting by Stacia
Team Threads LLC
T-Mobile Premium Dealer (Wireless Vision)
TownePlace Suites by Marriott

4/20/20	5/18/20	6/16/20	7/21/20	8/17/20	9/22/20	10/19/20	11/17/20
812	795	802	793	783	775	775	764



Timeline Trend of Active 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
- August | Watered Gardens
- October 8 | Joplin Bright Futures
- October 16 | Downtown Joplin Clean Up
- November 2 | Crosslines Commodity Night
- November 12 | Joplin Bright Futures
- YTD 190.5 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.volqistics.com/ex/portal.dll/ap?ap=1523519979>

Chamber Gives Back Scavenger Hunt | December 1, 2020 2-4pm Social Gathering 4-6pm

<https://www.signupgenius.com/go/30e0544afab2aa3f85-joplin>

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

Writing monthly articles for the Joplin Business Outlook. Here are the most recent articles:

The November article in Joplin Business Outlook is, Mindfulness In Your Everyday Life - <https://joplinbusinessoutlook.com/2020/11/01/lung-cancer-is-the-leading-cause-of-cancer-death-in-the-u-s/>

Articles are planned out through December
December – Food Insecurities (Lion CO-OP)

January – Building Your Immune System

February – Heart Health

- 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.

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=IwAR07vPmmweydpdJWV2wCUs1dG8ECZsy_Ve67FDbNmEnhlgBU1yAbuVgeLII0
- **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, 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

- Healthy Joplin website is being developed by Stealth Creative and is scheduled to launch in the middle of December.
- Fly Joplin is complete, <https://www.flyjoplin.com/>
- A digital ad campaign, You Belong Back In Joplin this is targeted at individuals that are back in the area visiting family for the holidays. This campaign is managed by Storm Marketing
- 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.

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

**November 2020 Economic Development Report
JACC & MOKAN
Economic Development Highlights**

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

- Business attractions/expansions summary
- Joplin Regional Airport commercial carrier contract bids
- Launch Joplin – proposed tech and innovation hub
 - Center for Advanced Professional Studies – dual credit STEM project-based studies for area H.S. 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 outdoor food court
- Grant application pipeline:
 - City of Springfield partnership/application
 - Missouri State University / Code Labs partnership/application
 - SPRINT Grant application
 - County administered CARES Act funding
- 2020-21 City of Joplin Economic Development budget allocation

Major Industrial/Commercial Projects Advancing

Staff continues multiple efforts across the region with partners; food and beverage expansions, warehousing build-outs, 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) now in full construction at Crossroads Industrial Park. This is 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. \$49 million/125 employees. Still waiting on Governor's Office on potential site visit and opening ceremony. MOKAN working on warehousing training for new hires with Crowder and WIB.
- Project Starburst/Bottle Rocket is a major growing effort. Staff continues to advance \$60 million+/100+ employee project; been approved by State of Missouri for incentives and City of Joplin tax abatements to council on December 7th. Additional storage and production capacity is now needed and looking at more property acquisition options. Lease just signed on additional warehousing space in Joplin to accommodate supply chain materials.
- Expansion Industries, LCC ammunition plant - Crossroads 11 ac property acquisition complete. Project has recently increased in scope: now \$12 million/100,000 sq. ft. building. In addition, a smelter with 50 million pounds of annual metal capacity.
- Amazon Logistics – A major online retailer will be operating a \$5 million/42,000 sq. ft. logistics/distribution center at Crossroads. 100 to 200 jobs estimated.
- Project Surge – Energy tech manufacturer seeking to construct 750,000 sq. ft. facility. 1,500 jobs estimated by CEO. Multiple phases being sequenced. Initial tax abatement goes to City of Joplin council December 7.

- Project Solar/Colorado - Company finalized purchase of \$900,000 building in Quapaw, OK, for the development of a \$12m-\$25 million/50 jobs solar/UV sterilization project. Charla/Miami ED working out State of Oklahoma (NMTC) incentives and details.
- Project Fast Track/Davis Boulevard-Hammons Blvd.- 32nd Street, continue to work with City of Joplin and MODOT/Joplin intersection upgrade to benefit multiple companies (upwards \$3 million+ need now). Held conference call with City of Joplin in October on a MODOT grant request. Multiple traffic upgrades and will be presented in grant request. Signal/traffic study underway in October.

Other in the forefront

- Project Cookie Cutter – Food production line expansion and workforce training. Corporate leadership visit and tour pending.
- Project Pup - Working with a company on a storage/property acquisition at both Wildwood and Webb City (\$500,000).
- Project Old School – Aggregating partners and potential investors on warehousing needs at multiple industrial parks. Have been meeting with area contractors identifying costs and issues.
- Multiple other projects in the pipeline (40+) in various stages as discussed at September MOKAN Board and as reported by Toby. Includes 8 MODED Requests for Information attraction efforts.
- Assisting Lamar Chamber with marketing efforts on Johnson Industrial Park and as well as Progress Park spec building in Miami, OK.
- Submitted tristate regional workforce development grant with Joplin Chamber, Springfield, Tulsa, and Bentonville.

Crossroads and Wildwood Certifications

Crossroads Park next State of Missouri Department of Economic Development review is early December. Additional geotech requested and environmental work underway. Wildwood's Burlington Northern rail certification is approved and waiting on announcement from rail leadership. Likley announced at December 7 MOKAN board and Joplin City Council that evening. Wildwood sewer agreement reached with Joplin council so focusing additional development/marketing effort there as Crossroads larger property opportunities forecasted diminishing.

Workforce Development/Retention

Collaborating on Warehousing training efforts along with Crowder College and WIB. Coordinating training information exchanges with local manufacturers/warehouseurs to expend state funds prior to fiscal year close. Andrew efforts have been focused on making regional business and economic partner visits and gathering information on employment numbers and needs. Jasper County Workforce Readiness re-certification approved and to be announced at December 7 MOKAN Board and Joplin City Council.

Marketing and Promotion

Mokanpartnership.com website framework is complete and will continually be refined. Updating search engine optimization to focus on industrial parks, services provided, incentives/resources with major navigation streamlining.

- Developing a promotional infographic educational video with Joplin on "how stuffs made" and econ development. Can be utilized regionally with partners.
- Multiple professional trade shows currently on hold/pending. In October, participated in Missouri Economic Development Council Conference in Branson and Pittsburg Regional Economic Outlook Conference at PSU. November participation in Missouri State University Workforce Outlook Summit and Missouri Partnership Annual Meeting.

- Launched Manufacturers Day/Month October 2 and assisted with Joplin Economic Growth Tour October 16. Joined Crowder on 105.3 radio October 5 for Manufacturers Day/Month topics and on October 19 Joplin Chamber on Economic Growth Tour topics.
- Initiated annual summary report.
- Working on the industrial site regional mapping profiles now that map and park attributes below complete. Contracting for targeted aerial drone footage of regional parks.

Campaign/Resources

MOKAN at 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 currently scheduled through November.