



AREA CHAMBER OF COMMERCE

**Board of Directors Meeting – In-person and Zoom Meeting
Monday, April 26th, 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

12:00 Call To Order: Welcome – Betsy Kissel

12:05 Consent Calendar – Betsy Kissel

Approve Agenda – Betsy Kissel

Approve Mrch Minutes – Betsy Kissel

Approve March Financials Debby, & Tonya

12:15 New Business

- Economic Development update - Toby
- LaunchPad update, next step is a joint board meeting on May 11th at 6 pm - Toby
- One Joplin update, EDI planning – Tonya and Toby
- May & June chamber programming summary, opportunities to assist - Stephanie
- Committee updates
- Discussion on continuing the zoom calls – Toby
- Nominations Committee Report/Action – Tonya and Betsy

12:30 Open Forum

- Open Discussion
- 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 your industry members?)
- COVID update from Nick Edwards and/or Mayor Stanley

12:45 Adjourn to Executive Session

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

Next Meeting: Monday, May 24th, 2021, Chamber Office, Liberty Room, meeting begins at 12:00 pm

Joplin Area Chamber of Commerce
Board of Directors Meeting and
Zoom Conference Call
March 22, 2021

Minutes

Attended call: Jordan Bolinger, Todd Chenault, Melodee Colbert-Kean, Jeremy Drinkwitz, Nick Edwards, Kevin Grieme in Dr. Brad Hodson's absence, Betsy Kissel, Kelli Perigo, Katrina Richards, Dr. Laura Rosch, Melissa Smith, Mayor Ryan Stanley, Dr. Dean Van Galen, Stormy Worden

Absent: John Bartosh, Jim Dalrymple, Brandon Davis, Vickie Dudley, Mike Gray, Chad Greer, Rick Grise, Jacqueline Hackett, Jerrod Hogan, Mark Johnson, Kayla McCollum, Matt McConnell, Dr. Melinda Moss, Bill Reiboldt, Dustin Storm

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

I. Kelli Perigo & Toby Teeter, Call to Order

A. Dr. Dean Van Galen moved to approve the Consent Agenda and seconded by Betsy Kissel. Motion passed.

B. Dr. Dean Van Galen moved to approve the February minutes and seconded by Todd Chenault. Motion passed.

C. Financials presented by Debby & Tonya. January financials were in your Board packet; please see them for the details. Betsy Kissel moved to approve the January financials and seconded by Melodee Colbert-Kean. Motion passed.

II. Ex-Officio Reports

A. The City of Joplin presented by Nick Edwards. Nick stated the City is working on upcoming ballot issues. The Parks and Storm Water sales tax renewal will be on the August ballot. A service committee meets every two weeks, working through the master plans to pick the projects to present in May for project approval. Nick added they would move forward on the Use Tax to fund Council Goals. They include: addressing declining neighborhoods, improving community appearance, economic development, safety, homelessness, and resilient revenue. Nick stated the Launchpad Project will be on the April ballot. Mayor Stanley added that the City has been working on what to do with Memorial Hall for years. All three goals have hefty price tags and will be up to the voters.

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

C. Education

1. R-8 School District, not present. The Joplin School District's report was in your packet. Please see it for the details.

2. Crowder College presented by Melissa Smith. Melissa passed out her report. Lisa will email Melissa's report to everyone after the meeting. Please see it for the details.

3. KCU presented by Dr. Rosch. Dr. Rosch stated MSSU would be hosting KCU's first graduation on May 9, and May 22 will be the groundbreaking for the new Dental School. Dr. Rosch added that Joplin is the smallest city in the United States with a medical school, and now we will have a Dental School. Dr. Rosch stated that applications for classes are up by over 30%.

4. MSSU presented by Kevin Grieme in Dr. Brad Hodson's absence. Their report was included in your packet. Please see it for the details.

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, not present. Toby stated the YPN Executive Team met and have started the Ed Talks series again. Toby invited the Board to do a future Ed Talk. They will also be posted

in Chamber Academy. The Mentorship Program will reboot as well. Toby announced all Chamber programs and events are back to normal and live in-person.

III. New Business

A. Action on recommendations of the Nominating Committee presented by Kelli Perigo. Noted, Chad Greer, Mark Johnson, and Matt McConnell have given their proxies to Kelli Perigo. Kelli went over the slate of recommendation. If elected, Jeremy Drinkwitz (Chairman), Betsy Kissel (Chair-Elect), Kelli Perigo (Past Chair), and Todd Chenault (Treasurer) will stay, starting April 1, 2021. For the Finance/Audit Committee, if elected, Chad Evans and Betsy Kissel to be added. Compensation /Personnel Committee, if elected, Katrina Richards to be added. Nominating/Governance Committee, if elected, Howie Nunnally and Dustin Storm to be added. As directed by Bylaws, Foundation Board Members Dr. Dean Van Galen, Lori Haun, Matt McConnell, and Melodee Colbert-Kean were added. Jeremy Drinkwitz moved to accept the slate as read and seconded by Todd Chenault. Motion passed.

B. Economic Development update presented by Toby Teeter. Toby's ED report was in your packet. Please see it for the details. Toby added the City would like the Chamber to speak out on behalf of the Parks and Stormwater Renewal. The Board will discuss at the May Board meeting Whether we will endorse this or not. By May, the City will have confirmed what projects the renewal will be funding, as well as the ballot language.

C. Next steps for the Launchpad Project presented by Toby Teeter. Teeter stated a tentative joint board meeting set for May 11, including MSSU leadership, JACC Board, and City Council.

D. Federal and state legislation presented by Toby Teeter. Toby stated a fuel tax was passed in the Senate. This tax would add 2 ½ cents a year until it caps at 12 ½ cents total fuel tax increase. This will possibly yield about \$400 million annually. This is the first fuel tax in 20-30 years. If this affects your business, let Toby know. Toby added, Wayfair, a bill passed out of both the House and the Senate. Toby stated it is a little confusing right now, but it might still require votes at the municipal level. This will improve the ability of cities to get it passed.

E. EDI work session, strategic plan, and timeline presented by Toby Teeter. Toby stated the EDI workgroup spent half a day in a work session with several business professionals. The consensus from the group is to move forward with a corporate pledge system. This will go public this summer. The concept is similar to Northwest Arkansas' initiative. This is an ask for the business community to pledge and make a public statement that EDI is a priority to your organization. Go to <https://nwacouncil.com/pledge/>, and it reads, "Diversity and inclusion are vital to the well-being and success of our employees, communities and businesses. We stand committed to fostering and expanding a more just, equitable and inclusive region for all by purposefully addressing systemic racism in the communities in which we operate." Toby stated the EDI group would have something similar to their pledge. Toby added in the April or May board meeting that the committee would formalize a pledge statement for the board review and approval.

F. Membership Drive presented by Toby Teeter. Teeter stated membership is getting stronger. Toby added all of our programming is back in place and in person. We will be inviting the Board to join us and be thoughtful of how we can grow our membership and go through some of our prospects more openly. We encourage you to connect and discuss how you can help tell why it is essential to participate in the Chamber.

G. April through June Chamber programming summary and opportunities to assist presented by Toby Teeter. Toby stated there are still EXPO booths available. Please get with Stephanie if you are interested. The brochure for the Hot Links Golf Tournament in June is now available. Get with Stephanie to sign up. We also have hole sponsorships available, \$200 for one tournament, and if you would like to be a hole sponsor in both tournaments, the cost is only \$300. The second tournament will be in October. The Banquet is tentatively in September. MSSU will be hosting and is still a closed campus, and if it opens, there might be a cap on how many can attend. The community awards are still in motion. The Golden Apple nomination ceremony is in April and will be at East Middle School.

H. Toby thanked the outgoing board members, Brandon, Rick, Jacqueline, and Mark. They are leaving the Board this month. We appreciate everything they have done and look forward to working with the new board members in April.

III. Open Forum

Toby mentioned people can now get on a waiting list to get the COVID vaccinations. Jeremy added numbers are down and they are pushing to get everyone vaccinated. Nick added March 29 starts Phase II, which is construction, critical manufacturing, higher education, and the homeless. April 9 begins Phase III, which will include everyone who has not been vaccinated. Dr. Van Galen stated MSSU is going from Phase I to Phase II effective April 1. The campus will open to external guests and rentals for up to 100 people. The campus will maintain masks and social distancing through the end of May. They will continue to monitor the situation and adjust accordingly.

IV. Other Business. No other business.

V. Adjourn to Executive Session

Respectfully Submitted by:

Lisa Kelly
Executive Assistant

Toby Teeter
President

Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: March 31, 2021

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

Chamber:

- **Cash Position:** High
- **Accounts Receivable:** \$8,206.14
- **Deferred Income 20/21 Fiscal Year:** \$0
- **Deferred Income 21/22 Fiscal Year:** \$287,366.00
- **Line of Credit-US Bank:** Balance of \$0
- **Net Income YTD:** (\$84,703.54) Includes Membership Dues \$384,443.62

Foundation / Innovation Center:

- **Cash Position Foundation:** Average
- **Cash Position Innovation Center:** Average
- **Accounts Receivable:** \$10,439.80
- **Notes Receivable-BRF Loans:** MEs Place-current balance of \$2,385.16
- **Deferred Income 20/21 Fiscal Year:** \$0
- **Deferred Income 21/22 Fiscal Year:** \$16,849.96
- **Line of Credit-US Bank:** Balance of \$0
- **Net Income YTD:** (\$443,430.76)

Economic Development:

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

- **General Expenses Budget:** \$197,000.
- **Regional/MOKAN Budget:** \$52,000.
- **Due from City:** \$23,012.62
- **Due to Chamber:** \$11,013.61
- **Due to MOKAN:** \$4,084.22 for ED charges paid by MOKAN.

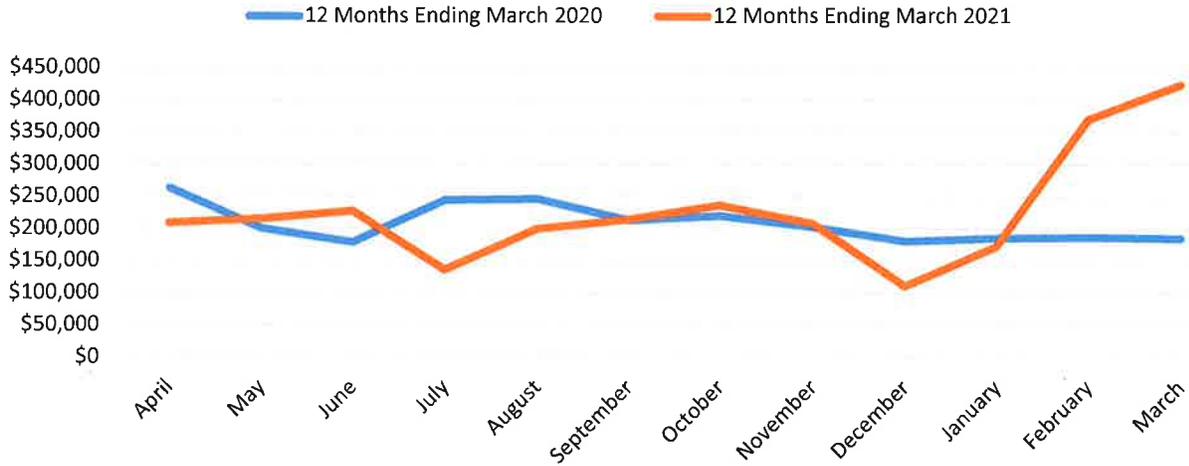
Financial Highlights:

- Our PPP Loan was received on February 9, 2021 in the amount of \$206,716.00. We have 24 weeks from the date of receipt to use funds for the loan to be forgiven. As a result, Chamber cash position is very high. If the PPE loan is fully forgiven, Chamber will retain \$150,655 and the remainder will be distributed to MOKAN, One Joplin and Connect 2 Culture for their payroll portions.

Cash Flow Comparison

April - March

Chamber Cash



Foundation Cash



Aged Open A/R

As of 3/31/2021

Chamber

	Mar-21	Feb-21	Jan-21	Dec-20	Nov-20	Total Open
Amount:	7,946.14	-	-	-	260.00	8,206.14
% of Total Amount:	96.83%	0.00%	0.00%	0.00%	3.17%	

Foundation

	Mar-21	Feb-21	Jan-21	Dec-20	Nov-20	Total Open
Amount:	3,571.69	769.62	6,098.49	-	-	10,439.80
% of Total Amount:	34.21%	7.37%	58.42%	0.00%	0.00%	

DUE FROM (TO) ACCOUNT DETAILS

March 2021

Memo	Amount
Foundation Due to Chamber	
Foundation Bills Paid by Chamber	591.91
Credit Card Receipts	-
Charges on Chamber Credit Card	6,203.35
Foundation Service Fee	4,500.00
NIC/ATTC Admin Fee	7,000.00
	<u>18,295.26</u>
ED Due to Chamber	
Due from City	10,357.30
Bills paid by Chamber	656.31
	<u>11,013.61</u>
MOKAN Due to Chamber	
MOKAN Bills Paid by Chamber	296.61
Credit Card Receipts	-
Monthly Service Fee	18,750.00
	<u>19,046.61</u>
JIDA Due to Chamber	
JIDA Refund from Chamber	(264.30)
Admin Fee	-
	<u>(264.30)</u>
JCIDA Due to Chamber	
Admin Fee	-
	<u>-</u>
MOCAP Due to Chamber	
Bills paid by Chamber	-
Admin Fee	-
	<u>-</u>
JCC Due to Chamber	
Admin Fee	-
	<u>-</u>
One Joplin Due to Chamber	
Payroll Service Fees	100.00
	<u>100.00</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of March 31, 2021

	<u>Mar 31, 21</u>	<u>Mar 31, 20</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	424,542.96	185,154.48	239,388.48
Total Checking/Savings	<u>424,542.96</u>	<u>185,154.48</u>	<u>239,388.48</u>
Accounts Receivable			
012 · Accounts Receivable	8,206.14	14,086.12	-5,879.98
Total Accounts Receivable	<u>8,206.14</u>	<u>14,086.12</u>	<u>-5,879.98</u>
Other Current Assets			
010 · Petty Cash	216.07	250.00	-33.93
014 · Due From (To) Staff	-133.15	-270.55	137.40
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	18,295.26	12,561.74	5,733.52
022 · Due From (To) ED	11,013.61	31,839.51	-20,825.90
023 · Due From (To) MOKAN	19,046.61	14,306.72	4,739.89
024 · Due From (To) JIDA	-264.30	636.25	-900.55
025 · Due From (To) JCIDA	0.00	600.00	-600.00
027 · Due From (To) JCC	0.00	250.00	-250.00
028 · Due From (To) One Joplin	100.00	5,602.81	-5,502.81
020 · Due From (To) Other Funds - Other	0.00	885.77	-885.77
Total 020 · Due From (To) Other Funds	<u>48,191.18</u>	<u>66,682.80</u>	<u>-18,491.62</u>
030 · Deposit - Bulk Mail	2,376.50	2,583.00	-206.50
031 · Prepaid Expenses	4,686.60	4,558.25	128.35
032 · Prepaid Insurance	3,894.15	3,465.39	428.76
Total Other Current Assets	<u>59,231.35</u>	<u>77,268.89</u>	<u>-18,037.54</u>
Total Current Assets	<u>491,980.45</u>	<u>276,509.49</u>	<u>215,470.96</u>
Fixed Assets			
152.000 · Furniture & Equipment	36,002.92	47,006.14	-11,003.22
154.000 · Interior	10,282.00	15,419.68	-5,137.68
156.000 · 320 East 4th - Building	186,945.47	200,105.03	-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	<u>309,792.95</u>	<u>339,093.41</u>	<u>-29,300.46</u>
TOTAL ASSETS	<u><u>801,773.40</u></u>	<u><u>615,602.90</u></u>	<u><u>186,170.50</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of March 31, 2021

	<u>Mar 31, 21</u>	<u>Mar 31, 20</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	8,564.79	11,787.05	-3,222.26
Total Accounts Payable	<u>8,564.79</u>	<u>11,787.05</u>	<u>-3,222.26</u>
Credit Cards			
200.100 · US Bank - Credit Card	12,635.08	12,961.39	-326.31
Total Credit Cards	<u>12,635.08</u>	<u>12,961.39</u>	<u>-326.31</u>
Other Current Liabilities			
200.300 · Due To United Way	97.25	38.90	58.35
208.000 · Deferred Income - Renewal Dues	145,714.64	107,571.45	38,143.19
209.000 · Deferred Income - New Members	0.00	10,533.91	-10,533.91
217.000 · Deferred Income-Other			
217.130 · Deferred Income - Citizen Yr	2,000.00	0.00	2,000.00
217.150 · Deferred Income - Eggs & Issues	752.00	246.00	506.00
217.180 · Deferred Income - EXPO	48,120.00	2,705.00	45,415.00
217.190 · Deferred Income - SBOY	0.00	5,500.00	-5,500.00
217.310 · Deferred Income - Banquet	9,650.00	8,150.00	1,500.00
217.320 · Deferred Income - GMJ	3,228.00	3,298.00	-70.00
217.330 · Deferred Income - Morning Brew	7,000.00	5,600.00	1,400.00
217.340 · Deferred Income - BAH	7,200.00	5,200.00	2,000.00
217.350 · Deferred Income - Golf	1,700.00	1,100.00	600.00
217.470 · Deferred Income - Mmbr Table	0.00	600.00	-600.00
217.000 · Deferred Income-Other - Other	207,716.00	0.00	207,716.00
Total 217.000 · Deferred Income-Other	<u>287,366.00</u>	<u>32,399.00</u>	<u>254,967.00</u>
24000 · Payroll Liabilities	0.00	8,212.02	-8,212.02
Total Other Current Liabilities	<u>433,177.89</u>	<u>158,755.28</u>	<u>274,422.61</u>
Total Current Liabilities	<u>454,377.76</u>	<u>183,503.72</u>	<u>270,874.04</u>
Total Liabilities	<u>454,377.76</u>	<u>183,503.72</u>	<u>270,874.04</u>
Equity			
32000 · Unrestricted Net Assets	432,099.18	403,737.64	28,361.54
Net Income	-84,703.54	28,361.54	-113,065.08
Total Equity	<u>347,395.64</u>	<u>432,099.18</u>	<u>-84,703.54</u>
TOTAL LIABILITIES & EQUITY	<u>801,773.40</u>	<u>615,602.90</u>	<u>186,170.50</u>

Joplin Area Chamber of Commerce

Statement of Operations

April 2020 through March 2021

	<u>Apr '20 - Mar 21</u>	<u>Apr '19 - Mar 20</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
401.000 · Income - Member Investments	384,443.62	374,977.74	9,465.88	389,808.00	-5,364.38
402.000 · Income - New Member Investment	425.00	38,236.10	-37,811.10	0.00	425.00
403.000 · Income - Foundation Service Fee	54,000.00	54,000.00	0.00	54,000.00	0.00
404.000 · Income - NIC/ATTC Admin Fee	189,383.24	150,000.00	39,383.24	183,000.00	6,383.24
405.000 · Income - Economic Development	99,000.00	99,000.00	0.00	99,000.00	0.00
406.000 · Income - JIDA	7,700.00	7,200.00	500.00	7,200.00	500.00
406.500 · Income - JCIDA	1,200.00	1,200.00	0.00	1,200.00	0.00
407.000 · Income - MOKAN	225,000.00	170,000.04	54,999.96	225,000.00	0.00
408.000 · Income - MOCAP	900.00	0.00	900.00	900.00	0.00
409.000 · Income - One Joplin	15,075.49	5,214.11	9,861.38	12,780.00	2,295.49
411.000 · Income - Jop Cap Corp Serv Fee	3,000.00	3,750.00	-750.00	3,000.00	0.00
416.000 · Income - C2C Service Fee	78,545.47	69,461.95	9,083.52	74,400.00	4,145.47
430.000 · Income - Building Room Rental	250.00	866.00	-616.00	0.00	250.00
450.000 · Income - Member Listings	75.00	450.00	-375.00	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	3,801.97	996.85	2,805.12	0.00	3,801.97
495.000 · Income - New Member Fee	2,130.00	1,935.00	195.00	3,750.00	-1,620.00
Total Income	<u>1,074,929.79</u>	<u>977,287.79</u>	<u>97,642.00</u>	<u>1,064,038.00</u>	<u>10,891.79</u>
Gross Profit	1,074,929.79	977,287.79	97,642.00	1,064,038.00	10,891.79
Expense					
610.000 · Salaries	796,735.62	727,120.63	69,614.99	766,133.22	30,602.40
612.000 · Payroll Taxes	57,949.44	52,609.15	5,340.29	60,281.00	-2,331.56
615.000 · Pension Fund	63,008.37	40,728.30	22,280.07	60,551.16	2,457.21
616.000 · Employee Insurance/Benefits	10,978.69	11,047.48	-68.79	11,300.00	-321.31
617.000 · Payroll Expenses	10,624.52	11,212.37	-587.85	10,556.92	67.60
619.000 · Contract Services	9,000.00	3,000.00	6,000.00	11,000.00	-2,000.00
620.000 · Automobile Expense	2,032.46	4,769.82	-2,737.36	4,800.00	-2,767.54
630.000 · Health Insurance	84,495.59	67,171.08	17,324.51	82,444.00	2,051.59
635.000 · Liability & Other Insurance	10,841.24	11,809.13	-967.89	12,480.00	-1,638.76
640.000 · Staff Dues & Development	4,873.00	6,129.69	-1,256.69	6,000.00	-1,127.00
645.000 · Staff Retreats/Meetings	2,145.76	1,370.41	775.35	1,300.00	845.76
650.000 · Meetings & Travel	299.47	2,125.06	-1,825.59	2,100.00	-1,800.53
670.000 · Occupancy Expense	23,755.86	17,328.37	6,427.49	17,400.00	6,355.86
673.000 · Electric Expense	7,609.29	9,978.75	-2,369.46	7,980.00	-370.71
677.000 · Water Expense	308.70	296.51	12.19	360.00	-51.30
680.000 · Postage	3,343.83	2,283.92	1,059.91	2,000.00	1,343.83
690.000 · Communications Expenses	9,852.55	10,413.02	-560.47	10,800.00	-947.45
700.000 · Office Supplies	3,050.75	3,958.17	-907.42	4,200.00	-1,149.25
710.000 · Equipment Rental	7,186.00	14,342.66	-7,156.66	11,205.00	-4,019.00
720.000 · Equipment Maintenance	28,241.75	25,679.89	2,561.86	25,200.00	3,041.75
730.000 · Depreciation	29,300.46	27,312.20	1,988.26	29,300.36	0.10
740.000 · Publications	0.00	673.40	-673.40	0.00	0.00
750.000 · Professional Fees	7,700.00	24,858.65	-17,158.65	5,300.00	2,400.00
789.000 · Bank and Credit Card Fees	13,056.85	13,351.10	-294.25	13,800.00	-743.15
790.000 · Miscellaneous Expense	610.84	807.48	-196.64	600.00	10.84
Total Expense	<u>1,187,001.04</u>	<u>1,090,377.24</u>	<u>96,623.80</u>	<u>1,157,091.66</u>	<u>29,909.38</u>
Net Ordinary Income	-112,071.25	-113,089.45	1,018.20	-93,053.66	-19,017.59

Joplin Area Chamber of Commerce

Statement of Operations

April 2020 through March 2021

	<u>Apr '20 - Mar 21</u>	<u>Apr '19 - Mar 20</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	6,776.67	-2,794.81	5,930.60	-1,948.74
800.200 · Business Development	4,281.85	67,289.04	-63,007.19	71,950.00	-67,668.15
800.300 · Governance	-135.00	-357.58	222.58	-1,500.00	1,365.00
800.400 · Member Services	9,687.66	6,365.38	3,322.28	9,675.00	12.66
800.500 · Spec Events					
900.510 · Annual Banquet	-237.77	8,510.24	-8,748.01	10,804.00	-11,041.77
900.515 · Good Morning Joplin	-1,347.00	6,382.10	-7,729.10	6,470.00	-7,817.00
900.520 · Morning Brew	5,102.42	11,056.68	-5,954.26	16,720.00	-11,617.58
900.525 · Business After Hours	3,636.00	14,817.58	-11,181.58	15,320.00	-11,684.00
900.530 · Golf Tournament	16,300.35	19,492.96	-3,192.61	16,600.00	-299.65
Total 800.500 · Spec Events	<u>23,454.00</u>	<u>60,259.56</u>	<u>-36,805.56</u>	<u>65,914.00</u>	<u>-42,460.00</u>
800.600 · Communications	-16,622.23	2,865.87	-19,488.10	-12,174.00	-4,448.23
800.800 · Chamber Work Groups	5,659.54	-501.46	6,161.00	40.00	5,619.54
Total 800.000 · Committee Divisions	<u>30,307.68</u>	<u>142,697.48</u>	<u>-112,389.80</u>	<u>139,835.60</u>	<u>-109,527.92</u>
810.100 · Staff Accounts	0.00	136.21	-136.21	0.00	0.00
820.100 · Employee Fund	-2,939.97	-1,382.70	-1,557.27	0.00	-2,939.97
Total Other Income	<u>27,367.71</u>	<u>141,450.99</u>	<u>-114,083.28</u>	<u>139,835.60</u>	<u>-112,467.89</u>
Net Other Income	<u>27,367.71</u>	<u>141,450.99</u>	<u>-114,083.28</u>	<u>139,835.60</u>	<u>-112,467.89</u>
Net Income	<u>-84,703.54</u>	<u>28,361.54</u>	<u>-113,065.08</u>	<u>46,781.94</u>	<u>-131,485.48</u>

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of March 31, 2021

	<u>Mar 31, 21</u>	<u>Mar 31, 20</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	7,341.92	10,423.06	-3,081.14
Total Checking/Savings	<u>7,341.92</u>	<u>10,423.06</u>	<u>-3,081.14</u>
Other Current Assets			
Due From (To) City	23,012.62	42,244.28	-19,231.66
Due From (To) Other Funds			
Due From (To) Chamber	-11,013.61	-31,839.51	20,825.90
Due From (To) MOKAN	-4,084.22	-1,778.50	-2,305.72
Total Due From (To) Other Funds	<u>-15,097.83</u>	<u>-33,618.01</u>	<u>18,520.18</u>
Total Other Current Assets	<u>7,914.79</u>	<u>8,626.27</u>	<u>-711.48</u>
Total Current Assets	<u>15,256.71</u>	<u>19,049.33</u>	<u>-3,792.62</u>
Fixed Assets			
Furniture and Equipment	13,614.09	18,884.13	-5,270.04
Total Fixed Assets	<u>13,614.09</u>	<u>18,884.13</u>	<u>-5,270.04</u>
TOTAL ASSETS	<u>28,870.80</u>	<u>37,933.46</u>	<u>-9,062.66</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	11,176.96	3,000.00	8,176.96
Total Accounts Payable	<u>11,176.96</u>	<u>3,000.00</u>	<u>8,176.96</u>
Total Current Liabilities	<u>11,176.96</u>	<u>3,000.00</u>	<u>8,176.96</u>
Total Liabilities	<u>11,176.96</u>	<u>3,000.00</u>	<u>8,176.96</u>
Equity			
Retained Earnings	34,064.63	40,017.26	-5,952.63
Net Income	-16,370.79	-5,083.80	-11,286.99
Total Equity	<u>17,693.84</u>	<u>34,933.46</u>	<u>-17,239.62</u>
TOTAL LIABILITIES & EQUITY	<u>28,870.80</u>	<u>37,933.46</u>	<u>-9,062.66</u>

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

November 2020 through March 2021

	<u>Nov '20 - Mar 21</u>	<u>Nov '19 - Mar 20</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
Income-Funds from City	71,323.90	66,532.79	4,791.11
Total Income	<u>71,323.90</u>	<u>66,532.79</u>	<u>4,791.11</u>
Expense			
Administrative Expenses	0.00	301.72	-301.72
Business Retention & Expansion	0.00	494.40	-494.40
Choose Joplin Campaign	6,237.28	212.35	6,024.93
Communications/Mobile/Internet	1,961.66	2,607.03	-645.37
Data Systems & Equip Support	8,874.18	6,754.70	2,119.48
Depreciation	2,195.85	2,195.85	0.00
Economic Development	0.00	25.00	-25.00
Marketing & Advertising	18,375.94	3,000.00	15,375.94
Mtgs & Travel/ Prospect Host	554.78	1,748.11	-1,193.33
Office Supplies/Publications	0.00	550.00	-550.00
Postage and Packets	0.00	105.94	-105.94
Professional Dues & Development	2,695.00	4,054.00	-1,359.00
Professional Fees	0.00	6,000.00	-6,000.00
Regional E-Marketing	1,000.00	0.00	1,000.00
Regional Trade Shows	750.00	1,240.00	-490.00
Salaries	41,250.00	41,250.00	0.00
Website Development/Hosting	3,800.00	0.00	3,800.00
Work Ready Talent Initiatives	0.00	1,077.49	-1,077.49
Total Expense	<u>87,694.69</u>	<u>71,616.59</u>	<u>16,078.10</u>
Net Ordinary Income	<u>-16,370.79</u>	<u>-5,083.80</u>	<u>-11,286.99</u>
Net Income	<u><u>-16,370.79</u></u>	<u><u>-5,083.80</u></u>	<u><u>-11,286.99</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of March 31, 2021

	<u>Mar 31, 21</u>	<u>Mar 31, 20</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
002 · US Bank - Money Market	9,594.69	9,772.94	-178.25
008 · Commerce - Airport Backstop	0.00	2,390.22	-2,390.22
001 · US Bank - General Fund	29,271.71	17,111.06	12,160.65
003 · US Bank - Innovation Center	65,777.16	54,740.98	11,036.18
005 · Restricted - Bus Recovery Fund	12,257.86	22,839.86	-10,582.00
Total Checking/Savings	<u>116,901.42</u>	<u>106,855.06</u>	<u>10,046.36</u>
Accounts Receivable			
020 · Accounts Receivable			
022 · Accounts Receivable-ATTC Lease	34,500.00	31,500.00	3,000.00
020 · Accounts Receivable - Other	10,439.80	8,685.05	1,754.75
Total 020 · Accounts Receivable	<u>44,939.80</u>	<u>40,185.05</u>	<u>4,754.75</u>
Total Accounts Receivable	<u>44,939.80</u>	<u>40,185.05</u>	<u>4,754.75</u>
Other Current Assets			
032 · Prepaid Insurance	3,210.00	3,597.76	-387.76
019 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	-18,295.26	-12,561.74	-5,733.52
Total 019 · Due From (To) Other Funds	<u>-18,295.26</u>	<u>-12,561.74</u>	<u>-5,733.52</u>
Total Other Current Assets	<u>-15,085.26</u>	<u>-8,963.98</u>	<u>-6,121.28</u>
Total Current Assets	<u>146,755.96</u>	<u>138,076.13</u>	<u>8,679.83</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,779,208.85	1,829,992.25	-50,783.40
179 · ATTC Building Improvements	1,599,782.45	1,643,638.49	-43,856.04
177 · ATTC Equipment	909,172.26	1,181,923.86	-272,751.60
175 · ATTC Furniture & Fixtures	57,594.83	74,873.27	-17,278.44
150 · Foundation Furniture & Fixtures	815.86	3,060.34	-2,244.48
166 · IC Leasehold Improvements	41,231.34	46,055.18	-4,823.84
152 · Innovation Center F & F	3,226.79	5,507.71	-2,280.92
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,213,623.43	1,261,911.55	-48,288.12
Total Fixed Assets	<u>5,666,600.30</u>	<u>6,108,907.14</u>	<u>-442,306.84</u>
Other Assets			
055.900 · Notes Receivable - BRF Loans	2,385.16	4,687.66	-2,302.50
Total Other Assets	<u>2,385.16</u>	<u>4,687.66</u>	<u>-2,302.50</u>
TOTAL ASSETS	<u><u>5,815,741.42</u></u>	<u><u>6,251,670.93</u></u>	<u><u>-435,929.51</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of March 31, 2021

	<u>Mar 31, 21</u>	<u>Mar 31, 20</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 · Accounts Payable	10,743.43	5,762.61	4,980.82
Total Accounts Payable	<u>10,743.43</u>	<u>5,762.61</u>	<u>4,980.82</u>
Credit Cards			
204 · US Bank Credit Card	2,088.43	0.00	2,088.43
Total Credit Cards	<u>2,088.43</u>	<u>0.00</u>	<u>2,088.43</u>
Other Current Liabilities			
208 · Deferred Income			
221.110 · Deferred Income - Golden Apple	5,000.00	5,000.00	0.00
225.520 · Deferred Income -Arts	8,949.96	8,949.96	0.00
226.000 · Deferred Income-Lease	2,900.00	3,722.00	-822.00
Total 208 · Deferred Income	<u>16,849.96</u>	<u>17,671.96</u>	<u>-822.00</u>
247.000 · Deposits Held	8,931.01	7,676.81	1,254.20
Total Other Current Liabilities	<u>25,780.97</u>	<u>25,348.77</u>	<u>432.20</u>
Total Current Liabilities	<u>38,612.83</u>	<u>31,111.38</u>	<u>7,501.45</u>
Total Liabilities	<u>38,612.83</u>	<u>31,111.38</u>	<u>7,501.45</u>
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	-443,430.96	-326,047.22	-117,383.74
Total Equity	<u>5,777,128.59</u>	<u>6,220,559.55</u>	<u>-443,430.96</u>
TOTAL LIABILITIES & EQUITY	<u><u>5,815,741.42</u></u>	<u><u>6,251,670.93</u></u>	<u><u>-435,929.51</u></u>

Joplin Area Chamber of Commerce Foundation
Statement of Operations
 April 2020 through March 2021

	Foundation			ATTC			NIC		
	Apr '20 - Mar 21	Apr '19 - Mar 20	\$ Change	Apr '20 - Mar 21	Apr '19 - Mar 20	\$ Change	Apr '20 - Mar 21	Apr '19 - Mar 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	11,496.10	36,743.60	-25,247.50	0.00	0.00	0.00	10,000.00	10,063.18	-63.18
411 · Grants	46,464.38	11,133.40	35,330.98	0.00	0.00	0.00	63,079.75	112,319.00	-49,239.25
422 · Income - Interest	134.56	2,594.73	-2,460.17	0.00	0.00	0.00	0.00	649.44	-649.44
425 · Income - Miscellaneous	16,973.67	8,904.15	8,069.52	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	214,112.44	177,905.46	36,206.98	85,040.88	72,586.70	12,454.18
427 · Lease Utility Income	0.00	0.00	0.00	30,257.10	29,714.97	542.13	0.00	0.00	0.00
405 · YPN - Membership Dues	0.00	4,819.16	-4,819.16	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	139,068.71	64,395.04	74,673.67	245,432.14	207,620.43	37,811.71	158,120.63	195,618.32	-37,497.69
Gross Profit	139,068.71	64,395.04	74,673.67	245,432.14	207,620.43	37,811.71	158,120.63	195,618.32	-37,497.69
Expense									
760 · Grant Disbursement	31,403.73	5,302.52	26,101.21	0.00	0.00	0.00	39,941.27	0.00	39,941.27
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	114,383.24	75,000.00	39,383.24	75,000.00	75,000.00	0.00
787 · Bank Fees	239.00	372.05	-133.05	1.45	0.00	1.45	0.00	11.90	-11.90
690 · Communications	720.68	429.58	291.10	18,427.26	25,459.46	-7,032.20	7,070.67	7,682.35	-611.68
730 · Depreciation	2,244.48	2,816.88	-572.40	384,669.48	384,809.54	-140.06	57,721.88	56,517.19	1,204.69
671 · Electric Expense	0.00	0.00	0.00	44,663.79	42,215.36	2,448.43	11,686.92	13,978.08	-2,291.16
720 · Equipment Maint	1,290.15	0.00	1,290.15	1,488.80	142.50	1,346.30	5,353.55	139.42	5,214.13
672 · Gas Expense	0.00	0.00	0.00	7,037.65	6,897.79	139.86	2,450.65	2,096.85	353.80
785 · Insurance Expense	687.00	687.00	0.00	28,665.57	26,075.24	2,590.33	9,555.19	8,691.75	863.44
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	1,000.00	225.00	775.00
650 · Meetings	125.19	91.47	33.72	60.00	0.00	60.00	60.00	0.00	60.00
790 · Miscellaneous Expense	28,635.25	40.00	28,595.25	0.00	0.00	0.00	11.25	288.70	-277.45
670 · Occupancy Expense	0.00	79.98	-79.98	34,644.80	23,245.45	11,399.35	18,759.59	17,307.91	1,451.68
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	5,049.00	3,125.25	1,923.75	752.43	747.00	5.43	752.42	0.00	752.42
610 · Program Service Fee	54,000.00	54,000.00	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	2,350.01	2,246.37	103.64	1,060.97	1,252.29	-191.32
Total Expense	124,494.48	67,461.65	57,032.83	649,346.52	599,513.82	49,832.70	246,594.14	189,795.46	56,798.68
Net Ordinary Income	14,574.23	-3,066.61	17,640.84	-403,914.38	-391,893.39	-12,020.99	-88,473.51	5,822.86	-94,296.37
Other Income/Expense									
Other Income									
800 · Committee Divisions									
1 Million Cups	0.00	1,173.96	-1,173.96	0.00	0.00	0.00	0.00	0.00	0.00
800.700 · Bike Joplin	0.00	1,200.92	-1,200.92	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									
951.180 · Chamber Academy	36.30	0.00	36.30	0.00	0.00	0.00	0.00	0.00	0.00
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	-745.84	4,159.68	-4,905.52	0.00	0.00	0.00	0.00	0.00	0.00
951.110 · Golden Apple	10,213.40	8,267.61	1,945.79	0.00	0.00	0.00	0.00	0.00	0.00
Total 800.101 · Education	9,503.86	12,394.87	-2,891.01	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	23,986.50	40,994.65	-17,008.15	0.00	0.00	0.00	0.00	0.00	0.00
800.400 · Young Professionals Network	892.34	5,834.52	-4,942.18	0.00	0.00	0.00	0.00	0.00	0.00
Total 800 · Committee Divisions	34,382.70	63,629.92	-29,247.22	0.00	0.00	0.00	0.00	-540.00	540.00
Total Other Income	34,382.70	63,629.92	-29,247.22	0.00	0.00	0.00	0.00	-540.00	540.00
Net Other Income	34,382.70	63,629.92	-29,247.22	0.00	0.00	0.00	0.00	-540.00	540.00
Net Income	48,956.93	60,563.31	-11,606.38	-403,914.38	-391,893.39	-12,020.99	-88,473.51	5,282.86	-93,756.37

**April 2021 Economic Development Report
JACC & MOKAN
Economic Development Highlights**

ED STAFFING UPDATE

- Amy Kauffman has been named MOKAN's new Business Development Coordinator. Her first day is April 26th. Kauffman holds a Bachelor of Science in Business Education in Psychology from the University of Central Missouri. She has served in various capacities across the Joplin and Pittsburg area, working most recently as a Career Advisor at Southeast KANSASWORKS, Inc in Pittsburg and as a Financial Aid Administrator for Wichita Technical Institute's campus in Joplin.

UPDATED ITEMS

- Project Starburst II – A European-based beverage manufacturer had site visits in Joplin. Evaluating multiple Joplin sites for a 400,000 to 600,000 sq ft facility that would function both as a new manufacturing plant and warehouse/distribution for their regional network.
- Project Elephant – A Joplin site is being evaluated for a large battery manufacturing facility with two 2 million sq ft buildings, \$3 billion investment, yielding 3,000 jobs.
- Project Darwin – A Joplin site is being evaluated for an automotive manufacturing facility that would be up to 4 million sq ft, \$3.5 billion investment, yielding 5,200 jobs over the first five years of production.
- Project Surge II – Large-scale phased battery production facility, leading to a 600,000 sq ft facility and up to 1,500 jobs.
- Project Badger – Out of state manufacturer seeking 30,000 sq ft facility in/near Joplin for a new plant. 20+ jobs projected.
- Project Surge I – A new Joplin site is being evaluated for a manufacturing facility expansion.
- Project Omni – E-commerce fulfillment center seeking a 35-acre site for a 200,000+ sq ft facility. Likely 200+ jobs.
- Project Berry – E-commerce warehouse/distribution + product manufacturing facility being built in Joplin. 20,000 sq ft, 30+ jobs.
- Amazon Logistics is finishing its ramp-up to 300+ employees.
- Crossroads Industrial Park is approved for Missouri Certification, pending tree/brush removal. Announcement imminent.
- 32nd Street Place Development (Menards et al.) – Site work has begun.
- The city of Joplin working actively on large-scale annexation planning
- Crossroads Industrial Park website eminent
- KCU College of Dental Medicine groundbreaking is 2:00 pm on May 22nd

ONGOING EFFORTS

- 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 – dual 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 – declined
 - County administered CARES Act funding - declined
 - MOBEC Rnd II **AWARDED \$111,500**
 - WIB/Crowder State Training Grant awarded (\$100,000)
 - JACC/MOKAN PPP Loan received

Regional Industrial/Commercial Projects Advancing

ED staffs continue 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) 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 there on a traffic signal resolution/rail transload option for congestion issues.

Others 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.

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 is 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 is holding nearly \$1.1 million of \$2 million goal in pledges and commitments and 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.

Contacted/Visit	Discovery	Needs	Advancing	2021 WON PROJECTS	CV19/HOLD
\$13,000,000 · 15 deals	\$3,000,000 · 9 deals	\$35,000,000 · 7 deals	\$601,000,000 · 8 deals	\$7,500,000 · 3 deals	\$18,900,000 · 6 deals
<div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project 29 Joplin MOPAR Manufacturing ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Baseboard Adleta ⚠</p> <p>● \$3,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Rail Cat Joplin Industrial/Logistics ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Icarus Region MOPAR Manufacturing ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Elephant Joplin MODED ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Omni Joplin Toby ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Pond Bass Joplin CMG IK ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Blues Traveler Joplin GW Properties ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Crayfish Joplin Commercial ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Bugaboo region MOPAR Manufacturing ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Aqua region MOPAR Manufacturing ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Darwin Joplin MOPAR Manufacturing ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Red Bud Joplin Toby ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Lucy MOPAR Manufacturing ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px;"> <p>Project Silverstreak Joplin/Pittsburg Logistics ⚠</p> <p>● \$10,000,000</p> </div>	<div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Sous Vide MOPAR ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Viking Region MOPAR ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Scale Joplin MOPAR ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Andes Neosho MOPAR ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Blue Joplin KC ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Old School Joplin/Neosho MOKAN investors ⚠</p> <p>● \$3,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Steel Toad Joplin Commercial ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Infantry Joplin Commercial ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px;"> <p>Project Timber Neosho Logistics ⚠</p> <p>● \$0</p> </div>	<div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Touchdown Neosho Neosho Area Business ... ⚠</p> <p>● \$5,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Popeye Joplin Commercial ⚠</p> <p>● \$2,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Launchpad Joplin Commercial ⚠</p> <p>● \$10,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Donut Hole Duquesne/Joplin Commercial ⚠</p> <p>● \$10,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Gravy Train Joplin Production ⚠</p> <p>● \$5,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Fast Track Joplin/Duquesne Transportation/Logistics ⚠</p> <p>● \$3,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px;"> <p>Project Expertise Pineville McDonald Chamber ⚠</p> <p>● \$0</p> </div>	<div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>I49 Corridor Region Study Commercial Developm... ⚠</p> <p>● \$0</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Surge II Joplin Expansion Tech ⚠</p> <p>● \$330,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Cookiecutter Joplin Food Production ⚠</p> <p>● \$3,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Eagle Joplin Transportation Logistics ⚠</p> <p>● \$10,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Firefly Joplin Commercial ⚠</p> <p>● \$3,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Starfield Joplin Phase II Food Manufacturing ⚠</p> <p>● \$50,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Woodsonia Joplin Commercial ⚠</p> <p>● \$180,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px;"> <p>Colorado Seneca/Miami Phase II Energy Production ⚠</p> <p>● \$25,000,000</p> </div>	<div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Ma Bell Miami MAEDS ⚠</p> <p>● \$5,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Project Clover - Lamar Production ⚠</p> <p>● \$2,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px;"> <p>Project Pup Webb City Commercial ⚠</p> <p>● \$500,000</p> </div>	<div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Union Depot Joplin Commercial ⚠</p> <p>● \$5,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Wally World Neosho Logistics ⚠</p> <p>● \$1,000,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Dolphin Pittsburg Logistics ⚠</p> <p>● \$250,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Tea Time Pittsburg Manufacturing ⚠</p> <p>● \$150,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <p>Bullpen Duquesne Industrial ⚠</p> <p>● \$500,000</p> </div> <div style="border: 1px solid #ccc; padding: 5px;"> <p>Mace KS/Joplin Tony Robyn ⚠</p> <p>● \$12,000,000</p> </div>

Incubator Activity – Doug Hunt

- Joe Newman Innovation Center (NIC): Co-working space now open.
- Ribbon Cutting and Grand Opening took place April 9, 2021, during April's Morning Brew. Large turnout with media coverage.
- The two co-working suites will be branded as Coworking East and Coworking West.
- ATTC: Electrical work to prep for HVAC corrections took place the week of the 5th. TRANE is scheduled to complete its installation before mid-May.
- Lights in the Welding training area have been replaced with LED's. The cost will be split with Crowder allowing them to pay the invoice from their 2021-22 budget.
- Leases are being converted to "service agreements," including Chamber Membership in all the NIC tenant agreements moving forward except for co-working day passes and 24/7-day passes. Hub Bub will be at the SW entrance of the NIC, with signage now installed. This will allow 24/7 access to those with the Hub Bub App. The revenue is split with the Foundation.
- ATTC is now for the first time at 100% occupancy (Details below).
- As of April 1, 2021, the Joe Newman Innovation Center is now at 100% private office occupancy with the addition of Highway Maverick, LLC.

Tenant Update:

- CASA Board has approved the modified lease at the ATTC to include new space serving as a new private training classroom. That now brings the ATTC to 100% private office occupancy.
- New Kitchen tenant Seth Hogue is the owner of Joplin Tropical Sno and has added two personal freezers in the kitchen for his product production. He will be hiring several PT positions.
- NextGen Diagnostics has secured a state-wide contract and will be hiring several new positions.

Programming:

- 1 Million Cups fully launched April 14, 2021, In the Commons Area inside the ATTC. Attendance was impressive, and the program received extensive media coverage.
- Chamber Academy continues to grow with added content and Chamber members utilizing it.
- Ideas on Tap is scheduled for April 22, 2021.
- A special E-commerce Meetup co-hosted with the Barton County Chamber of Commerce scheduled on April 22 will be held in the park in Lamar, MO. Lunch will be available starting at 11:00 am, followed by a keynote presentation from a local retailer having great success with e-commerce.
- EDI Workgroup has moved to add an additional meeting to our monthly meeting schedule. The extra day will be the 2nd Monday of each month from 5:30 pm to 7:00 pm in the Liberty Room at the Joplin Chamber of Commerce. Our calendar of projects includes the EDI community and business pledge to be launched in early Summer 2021.
- Joplin Regional Technology Summit planning is underway. April's planning meeting is devoted to securing keynote speakers, with May being our deadline to secure a venue beyond a capacity of 100 attendees as currently limited on the campus of MSSU.

Parking Lot repairs:

- As you know, we had to do significant emergency plumbing repairs due to tree roots, which crushed the previous tile plumbing that connected our building to the City's main sewer line. As a result, we damaged the sidewalk and parking lot. For safety reasons, these areas must be repaired. We took bids for the sidewalk and trench repairs as well as repairs for bad spots, seal coating, and restriping for the Chamber lot. We also obtained bids for the NIC parking lot, including bumper block repairs, seal coating, and restriping.
- Thank you to Chad Greer, who assisted staff in evaluating the bids. We agreed on the bid from Blevins Asphalt, which covered all our requests and was the lowest bid. We are on the waiting list for the service to be done for the Chamber lot and the asphalt part of the NIC lot. We did not approve moving forward with any work on the concrete section of the NIC lot as this was beyond what we would recommend at this time.

Networking Events

Special Events

- Tomorrow's Leaders Today graduation is April 27th, 6 pm at Continental Catering
- Leadership Joplin is going well. Instead of the Jefferson City trip, the class will have a legislative dinner on May 6th and invite the local, state, and federal representatives to speak.
- Golden Apple had about 150 in attendance for the nominee assembly. We will have a press conference at 4 pm on May 10th to announce the winners. Winners and finalists will be recognized at the annual banquet in September.
- Expo will be on May 25 and 26 at the Downstream Pavilion. Booths are available
- Hot Links is scheduled for June 11 and October 8th at Eagle Creek. June is sold out.
- The Business of the Year nominations are beginning soon.
- Woman of the Year nominations are beginning soon. (new)

Membership Summary Report

Membership

Totals

Year to date April 1, 2020 – March 31, 2021

Membership Previous (April 1, 2021)	812
Joined (New)	110
Dropped	164
Total membership	758 (net -54)

New Members March 17, 2021 – March 31, 2021

Joplin Area Chamber of Commerce Foundation
NXT Level Media LLC
JJ Spurlin
Specialty Foods Distribution, Inc.
Amazon
Home Outlet
Paul Myers Auto LLC
Highway Maverick LLC

Dropped Members March 17, 2021 – March 31, 2021

KONE Elevator
The Lettershop
NDI, LLC
Sam's Club #6415
True North Enterprises
Wyandotte Technologies
E.L. Jordan, Jr., D.O.
MOVE Services

Membership Summary Report April 1, 2021 – April 21, 2021

Year to date

Membership Previous (April 1, 2021)	758
Joined (New)	6
Dropped	2
Total membership	762 (net 4)

New Members

Note-Able Outdoor Living
Priority One Safe-T, LLC
Hogues Tropical Sno Dealership LLC
It's Bugs Or Us
BesaMe Wellness
Souls Harbor of America, Inc.

Dropped Members

Living Green Interior Landscaping, Inc.
Shrum Family Insurance-American National

Livability Workgroups, new enrollees, and actions month-to-date: Chamber Gives Back: Dana Pim and Colt Atwood, Erin (Chamber Staff Liaison) 2021-2022

- April | Community garden Crosslines, 5 volunteers, 8.75 hours
- April | Bright Futures Snack Packs, 2 volunteers, 3 hours
- April | Wildcat Glades Cleanup,
- YTD 11.75 hours / Goal 275 Hours (increased 25 hours from 2020-2021)

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>

Crosslines | May 3, 4:30 – 7:00

Sign Up here: <https://www.signupgenius.com/go/8050948abad23a3fc1-crosslines2>

Chamber Gives Back Scavenger Hunt | June 10, 2:00 – 6:00 pm

Sign Up link to come.

Chamber Gives back is grateful for Liberty sponsoring the workgroup's efforts 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.

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

- The workgroup is applying for grant funding from the Joplin Philanthropic Society to enhance the walking initiative in our community further.
- Writing monthly articles for the Joplin Business Outlook. Here are the most recent articles:
April: Move More Month, <https://healthyjoplin.com/move-more-by-walking/>
- On behalf of the City Joplin Health Department, the workgroup identifies and confirms 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 and a video for businesses to use on how to get walking programs launched with their staff.
- The Worksite Wellness program has been updated with a re-certification application for currently certified businesses 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 to permanently improve health and wellness within our business community and the Joplin community at large. Seventeen workgroup members, a re-occurring meeting is the third Wednesday of the month, 11:30 am.

Trails and Connectivity: Kayla McCollum, Jessica Carr, Toby (Chamber Staff Liaison)

- 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.

- **Joplin Slow Roll** started last Wednesday again. These will be twice per month, through October. These events are people on bikes, soft-pedaling to 2 or 3 establishments. More info: <https://www.facebook.com/bikejoplin> Promo vid: <https://vimeo.com/358023133>
- **Parks and Stormwater Tax Renewal on August Ballet** – Finalizing new projects list to include some trail expansions.
- **New JATSO Active Transportation Study in the works**, Toby and Kayla on committee
- 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.

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

- The strategic plan is now in place with the preliminary groundwork for a corporate pledge system that Commerce Bank and businesses will co-lead.
- Group now meets twice per month, with one meeting held at the Chamber for an early evening work session.
- 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.
- We are following up with two companies who reached out to sponsor the Chamber's EDI efforts.

Professional Development: Alex Gandy, Doug (Chamber Liaison)

- Assessing the mentorship program's current state, checking in with mentors and mentees, working on forming expectations to provide to new mentees. Will be meeting in May to plan the balance of 2021.

Building and Marketing the Joplin Brand-Toby and Erin

- 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) every other Monday in the 8 am hour.