



JOPLIN

AREA CHAMBER OF COMMERCE
Board of Directors Meeting – In-person and Zoom Meeting
Monday, May 24, 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 – Jeremy Drinkwitz**

12:00 **Parks and Stormwater Committee request for JACC endorsement and activation of Businesses for a Better Joplin (PAC) – Speaking: Mike Siebert, Gary Duncan, Paul Bloomberg, David Hertzberg, and Leslie Haase.**

12:10 **Consent Calendar – Jeremy Drikwitz**
Approve Agenda – Jeremy Drinkwitz
Approve April Minutes – Jeremy Drinkwitz
Approve April Financials Debby, & Tonya

12:20 **New Business**

- EDI Joplin Leadership Pledge program summary, discussion, and board approval request
- Economic Development update, including biz attraction, airport news, city proposals
- LaunchPad update, next steps
- May and June chamber programming summary, opportunities to assist
- Open board seat discussion

12:35 **Open Forum**

- Input from Board, ideas, suggestions, questions
- Needs from your business or the business segment you represent (What can the business community do for your organization or your industry members?)

12:45 **Adjourn to Executive Session**

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

Next Meeting: Monday, June 28, 2021, Chamber Office, Liberty Room, meeting begins at 12:00 pm

Joplin Area Chamber of Commerce
Board of Directors Meeting and
Zoom Conference Call
April 26th, 2021

Minutes

Attended call: Jordan Bolinger, Todd Chenault, Melodee Colbert-Kean, Kim Cox, Nick Edwards, Chad Evans, Chad Greer, Lori Haun, Dr. Brad Hodson, Jerrod Hogan, Betsy Kissel, Matt McConnell, Dana Pim, Katrina Richards, Dr. Laura Rosch, Melissa Smith, Dustin Storm

Absent: John Bartosh, Jim Dalrymple, Jeremy Drinkwitz, Mike Gray, Julie Larson (retired), Kelli Perigo, Dr. Melinda Moss, Howie Nunnley, Bill Reiboldt, Mayor Ryan Stanley, Dr. Dean Van Galen, Stormy Worden

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

Guest: Leadership Joplin attendees, Becca Sweet, MSSU, Shawn Manley, Leggett & Platt, Katie Fields, MSSU (SBDC), Ashley Durbin, Arvest Bank

I. Betsy Kissel, Call to Order

- A. Chad Greer moved to approve the Consent Agenda and seconded by Todd Chenault. Motion passed.
- B. Jordan Bolinger moved to approve the March minutes and seconded by Chad Evans. Motion passed.
- C. Financials presented by Debby & Tonya. March financials were in your Board packet; please see them for the details. Tonya added that Debby is working on the budgets and incorporating them into QuickBooks. Once they are finalized, Tonya will call a finance meeting to go over them and recommend approval from the Board. Chad Greer moved to approve the March financials and seconded by Jordan Bolinger. Motion passed.

II. New Business

A. Economic Development update presented by Toby Teeter. Toby's report was included in your packet, and he emails bi-weekly reports. Please see them for the details.

Toby added that the City would like the Chamber to speak out on behalf of the Parks and Stormwater Renewal. The Board will discuss at the May's 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.

Toby stated that the biggest obstacle right now is to attract talent to our community. Both large and small employers are sounding the alarm that they are in desperate need of more workforce. Toby added that we would be shifting gears to concentrate on attracting and training the workforce.

B. Next steps for the Launchpad Project presented by Toby Teeter. Teeter stated a joint board meeting between MSSU Board of Governors, JACC Board, and City Council, is set for May 11th, at the former Joplin Public Library at 4th and Main Street. The vision is to have the City Council vote on May 17th, to approve a ballot initiative for Project Launchpad to appear on the April 2022 ballot.

C. One Joplin update and EDI planning presented by Tonya and Toby. Ashley Micklethwaite, One Joplin's Executive Director, is on a leave of absence. One Joplin's office has been temporarily closed. Dr. Brad Hodson is looking for a part-time interim director to cover until Ashley returns. Ashley cannot do the EDI planning at this time, and Doug is working with Dan Chiodo to fill in. Jared asked, with Ashley's absence, if the grants are meeting all requirements? Tonya responded that she has been working with Dr. Brad Hodson and Ashley to make sure that everything outstanding is covered. The Jump Grant is the only one still open. The Jump grant is solely paying for materials on the project. Tonya is working with Habitat for Humanity and Catholic

Charities for approvals and paying vendors. All funds are in hand, and no filing is required to close. The grant closes when all funds are paid out. Tonya stated that One Joplin has applied for another grant and is awaiting notice if approved. Tonya and Ashley thoroughly reviewed the pending grant to evaluate if we should accept or decline it. The conclusion is that the work is important, and we have the capacity to carry it out. This grant is with the Missouri Department for Health and will include a marketing campaign, educating and encouraging the community on the value of vaccinations.

EDI planning presented by Toby Teeter. Toby stated that the EDI workgroup has come up with a strategic plan. Part of the plan is to have the City do a public commission where citizens would get a policy and procedure across all departments. Nick and the Mayor are exploring a structure like this for the City of Joplin. The EDI group also wants to create a corporate pledge structure. This is an ask for the business community to pledge and make a public statement that EDI is a priority to their organizations. The concept is like Northwest Arkansas' initiative. Go to <https://nwacouncil.com/pledge/>, 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 that the EDI group would have something like this pledge and would like it to go public this summer. Nick stated that the City is gathering information right now on EDI. Nick added, at the May meeting, he would like to bring Chairman Seibert from the Parks and Stormwater Committee to discuss the Parks projects.

D. May and June Programming presented by Stephanie McGrew. Stephanie stated May 7th is Morning Brew at the Joplin Area Habitat for Humanity & Restore. Business After Hours will be May 25th during EXPO at Downstream Casino and Resort from 4:30 pm thru 7:30 pm. May 25th and 26th will be Business EXPO. The 25th will be Business to Business from noon thru 7:30 pm. The 26th is open to the public and will be from 10:00 am thru 2:00 pm. Stephanie added there would be some fun contests, such as best mullet, biggest 80's hair, and best 80's outfit. Stephanie stated she has a few booths left, so please send anyone interested to Stephanie@joplincc.com.

June 4th is Morning Brew at James River Church, 1850 South Maiden Lane. June 22nd is Business After Hours at SNC Squared. June 11th is Hot Links Golf Tournament at Eagle Creek. Teams are full but we have a few hole sponsorships available. Contact Stephanie or Reggie to sponsor. The October Tournament still needs three more teams to sign up.

Stephanie added that June 24th is Leadership Joplin Graduation.

E. Discussion on continuing the Zoom calls for the Board presented by Toby Teeter. Toby wanted to see what everyone; requirements are so we can decide when to stop the Zoom calls and return to in-person Board meetings. Katrina said that Leggett & Platt is still working remotely almost exclusively unless a business needs to meet in person. For now, we will continue to Zoom.

F. Nominations Committee report/action presented by Tonya and Betsy. Betsy announced that Vickie Dudley with Children's Center of Southwest Missouri has retired. Matt Stewart has taken her position as the Executive Director. Betsy stated they want Board input for Matt to take Vickie's seat on the Board or another not-for-profit that anyone would like to suggest. This seat is a Board of Directors voting seat. Chad Greer suggested that Matt should fill Vickie's seat and offered to make the ask. Tonya asked that if Matt declines the seat, who else should be considered? No suggestions were made. If Matt declines, we will go back to the Nominating Committee. Chad Greer moved to have Matt Stewart fill Vickie Dudley's seat on the Board if he is willing to serve and was seconded by Melodee Colbert-Kean. Motion passed.

The Nominating Committee met last week to review the guidelines and by-laws for the Governance and Nominating Committee. We have two separate documents, Governance Guidelines and the Board Policy Manual. We plan to combine the two documents into a single policy manual. We also need to define designees, primary representatives, and representatives (all other) for clarity. The by-laws state that a company can have up to 10 designees and does not define a designee, which is confusing. Tonya added that

Jeremy Drinkwitz was at the committee meeting. His recommendation is to change the by-laws to read that each member (the company) would only have one vote and one person eligible to sign petitions. That eliminates designees (unless the designee is needed for a Board member position), which is a separate issue. Each company would get one vote instead of up to 10 votes. The one vote would be by the primary representative for that company. And the primary representative would also be the only person eligible to sign a petition for the member (the company). We already have the primary rep listed for each company. This will level the playing field for small businesses. The Committee would like the Board's opinion on whether we should go this way or come up with another solution. Dustin Storm stated we need to talk to those large businesses that would be affected. This all comes back to who can sign a petition and vote on behalf of the member (the company). He wants to make sure we do not get any backlash from our large businesses by proceeding with this without talking to them. Questions, what all do members vote on? The Board slate, once it is put forward, can sign a petition. How do we change the by-laws? Dustin added to the notes:

SECTION 1. BOARD PROCEDURE. Except as provided in the Articles of Agreement (Association) these By-laws, or any part thereof, may be amended by fourteen (14) affirmative votes at any regular meeting or special meeting of the Board of Directors provided that the proposed amendment shall have been submitted in writing at a previous meeting of the Board held at least ten (10) days prior to such vote and provided further that if during this period, seven (7) members of the Board shall file objections in writing to any such amendment(s), the same 14 shall not become effective until they have been presented to a general membership meeting, and adopted by two-thirds (2/3) of the votes entitled to be cast by members present at any such meeting.

SECTION 2. MEMBERSHIP PROCEDURE. These By-laws may also be amended by two thirds (2/3) of the votes cast by the members present at any membership meeting providing notice of such proposed change shall have been mailed to the membership at least ten (10) days prior to such meet.

We want to make the process clean and simple for the future. Toby added, we need to establish a website that clearly explains to our membership how you petition and give them access to the primary contact per member, so they know whom to contact to collect signatures. We need to have more transparency there and have it up and running by this fall. After we contact those larger companies, the Committee needs to know whether there are any objections to switching to a single ballot per company. Betsy stated that if there are no objections from the Board, we will move forward to make the changes after talking to the larger companies. If we get negative feedback, we will meet again on what the next steps will be.

III. Open Forum

Toby stated that the City is working on the ballot language for the three upcoming elections, August 2021, November 2021, and April 2022. In August 2021 are the Parks and Stormwater Renewal or extension. The final list of projects will be announced soon as well as the ballot language. The City is asking the Board to activate Business for a Better Joplin to help market and endorse the ballot issue. Then discussions will begin on the cost-benefit of the other issues, possibly a use tax in November.

Chad Greer asked if we are planning on having a Board retreat. Toby stated that Jeremy wants to have an in-person retreat. He would like to delay it for a few months so the banks and Leggett & Platt would allow their employees to meet in-person again.

Discussion on the critical need for workforce. Melissa asked people to let her know if Crowder can help in any way. Dustin wondered whether this shortage is an unemployment or talent attraction issue. Melissa added that Crowder put on warehousing training, it is free, and no one showed up to take the class. Toby said we still have a federal policy where people are paid not to work. Our unemployment is one of the lowest in the nation. Toby thinks the issue is talent attraction. We need to pull funding as a community and

market Joplin as a place to live. Betsy stated they are trying to get people to work parttime while getting their stimulus so that when the stimulus stops, the employee has their foot in the door to go full time. The City is due to have a housing study; once that is complete, we can show the demand for housing. Then we can attract residential developers. The City is working on an aggressive annexation plan to grow the City's boundary, so more residential development will happen inside the city limits. The City is looking into incentivizing commercial development.

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: April 30, 2021

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

Chamber:

* Cash Position:	High
* Accounts Receivable:	\$ 11,273.12
* Deferred Income 21/22 Fiscal Year:	\$ 467,819.94
* Deferred Income 22/23 Fiscal Year:	\$ 44,624.00
* Line of Credit-US Bank:	\$ -
* Membership Dues YTD Income:	\$ 30,121.71
* Net Income YTD:	\$ (1,013.32)

Foundation / Innovation Center:

* Cash Position Foundation:	Average
* Cash Position Innovation Center:	Average
* Accounts Receivable:	\$ 8,899.56
* Accounts Receivable: Crowder	\$ 46,000.00
* Notes Receivable-BRF Loans:	\$ 2,189.02
* Deferred Income 21/22 Fiscal Year:	\$ 19,602.54
* Deferred Income 22/23 Fiscal Year:	\$ -
* Line of Credit-US Bank:	\$ -
* Net Income YTD:	\$ (45,188.03)

Economic Development:

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

General Expenses Budget:	\$ 197,000.00
Regional/MOKAN Budget:	\$ 52,000.00
Due from City:	\$ 24,789.59
Due to Chamber:	\$ 11,565.76
Due to MOKAN:	\$ 3,910.91

(ED charges paid by MOKAN)

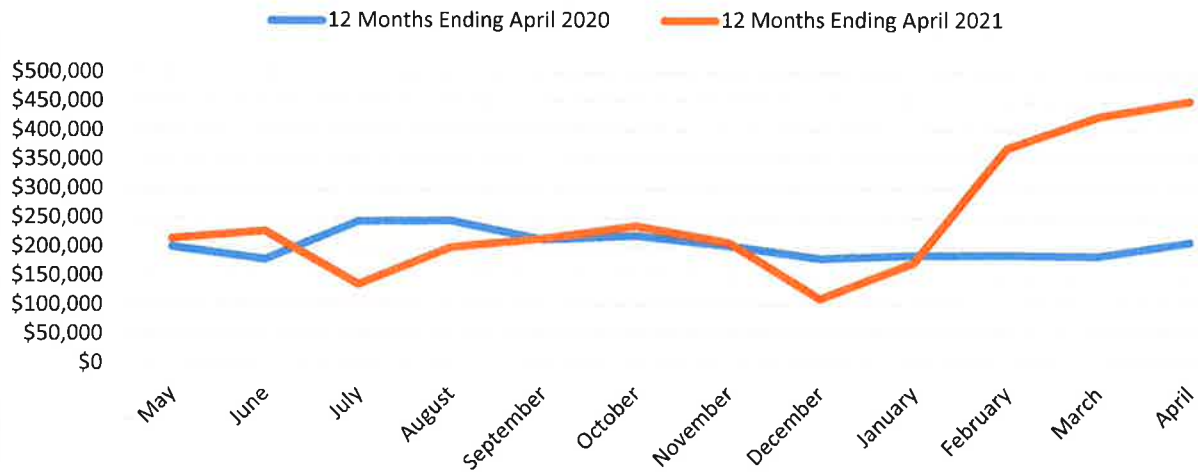
Financial Highlights:

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

May - April

Chamber Cash



Foundation Cash



Aged Open A/R

As of April 30, 2021

Chamber

	Apr-21	Mar-21	Feb-21	Jan-21	Dec-20	Total Open
Amount:	11,273.12	-	-	-	-	11,273.12
% of Total Amount:	100.00%	0.00%	0.00%	0.00%	0.00%	

Foundation

	Apr-21	Mar-21	Feb-21	Jan-21	Dec-20	Total Open
Amount:	3,778.09	549.49	123.49	4,448.49	-	8,899.56
% of Total Amount:	42.45%	6.17%	1.39%	49.99%	0.00%	

DUE FROM (TO) ACCOUNT DETAILS

April 2021

Memo	Amount
Foundation Due to Chamber	
Foundation Bills Paid by Chamber	1,980.76
Charges on Chamber Credit Card	2,797.65
Foundation Service Fee	4,500.00
NIC/ATTC Admin Fee	12,500.00
	<u>21,778.41</u>
ED Due to Chamber	
Due from City	9,846.10
Bills paid by Chamber	1,719.63
	<u>11,565.73</u>
MOKAN Due to Chamber	
MOKAN Bills Paid by Chamber	867.20
Monthly Service Fee	18,750.00
	<u>19,617.20</u>
JIDA Due to Chamber	
Bills paid by Chamber	722.65
Admin Fee	600.00
	<u>1,322.65</u>
JCIDA Due to Chamber	
Admin Fee	100.00
	<u>100.00</u>
MOCAP Due to Chamber	
Admin Fee	75.00
	<u>75.00</u>
JCC Due to Chamber	
Admin Fee	250.00
	<u>250.00</u>
One Joplin Due to Chamber	
Payroll Service Fees	100.00
	<u>100.00</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of April 30, 2021

	<u>Apr 30, 21</u>	<u>Apr 30, 20</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	451,318.10	208,844.68	242,473.42
Total Checking/Savings	<u>451,318.10</u>	<u>208,844.68</u>	<u>242,473.42</u>
Accounts Receivable			
012 · Accounts Receivable	11,273.12	27,162.27	-15,889.15
Total Accounts Receivable	<u>11,273.12</u>	<u>27,162.27</u>	<u>-15,889.15</u>
Other Current Assets			
010 · Petty Cash	208.15	250.00	-41.85
014 · Due From (To) Staff	-135.21	-308.95	173.74
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	21,778.41	12,503.44	9,274.97
022 · Due From (To) ED	11,565.73	43,502.85	-31,937.12
023 · Due From (To) MOKAN	19,617.20	19,460.83	156.37
024 · Due From (To) JIDA	1,322.65	1,307.65	15.00
025 · Due From (To) JCIDA	100.00	700.00	-600.00
026 · Due From (To) MOCAP	75.00	75.00	0.00
027 · Due From (To) JCC	250.00	500.00	-250.00
028 · Due From (To) One Joplin	100.00	1,308.22	-1,208.22
020 · Due From (To) Other Funds - Other	0.00	1,201.49	-1,201.49
Total 020 · Due From (To) Other Funds	<u>54,808.99</u>	<u>80,559.48</u>	<u>-25,750.49</u>
030 · Deposit - Bulk Mail	2,176.95	2,376.21	-199.26
031 · Prepaid Expenses	175.50	175.50	0.00
032 · Prepaid Insurance	3,830.98	2,611.39	1,219.59
Total Other Current Assets	<u>61,065.36</u>	<u>85,663.63</u>	<u>-24,598.27</u>
Total Current Assets	<u>523,656.58</u>	<u>321,670.58</u>	<u>201,986.00</u>
Fixed Assets			
152.000 · Furniture & Equipment	35,099.19	46,023.18	-10,923.99
154.000 · Interior	9,853.86	14,991.54	-5,137.68
156.000 · 320 East 4th - Building	185,848.84	199,008.40	-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>307,364.45</u>	<u>336,585.68</u>	<u>-29,221.23</u>
TOTAL ASSETS	<u><u>831,021.03</u></u>	<u><u>658,256.26</u></u>	<u><u>172,764.77</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of April 30, 2021

	<u>Apr 30, 21</u>	<u>Apr 30, 20</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	8,473.09	6,043.11	2,429.98
Total Accounts Payable	<u>8,473.09</u>	<u>6,043.11</u>	<u>2,429.98</u>
Credit Cards			
200.100 · US Bank - Credit Card	7,424.69	10,626.67	-3,201.98
Total Credit Cards	<u>7,424.69</u>	<u>10,626.67</u>	<u>-3,201.98</u>
Other Current Liabilities			
200.300 · Due To United Way	97.25	77.80	19.45
208.000 · Deferred Income - Renewal Dues	175,252.18	163,635.50	11,616.68
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	0.00	246.00	-246.00
217.180 · Deferred Income - EXPO	58,870.00	2,905.00	55,965.00
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	1,228.00	3,302.00	-2,074.00
217.330 · Deferred Income - Morning Brew	6,400.00	5,600.00	800.00
217.340 · Deferred Income - BAH	2,200.00	5,200.00	-3,000.00
217.350 · Deferred Income - Golf	5,950.00	1,800.00	4,150.00
217.470 · Deferred Income - Mmbr Table	0.00	600.00	-600.00
217.000 · Deferred Income-Other - Other	206,716.00	0.00	206,716.00
Total 217.000 · Deferred Income-Other	<u>293,014.00</u>	<u>33,303.00</u>	<u>259,711.00</u>
Total Other Current Liabilities	<u>468,363.43</u>	<u>197,016.30</u>	<u>271,347.13</u>
Total Current Liabilities	<u>484,261.21</u>	<u>213,686.08</u>	<u>270,575.13</u>
Total Liabilities	484,261.21	213,686.08	270,575.13
Equity			
32000 · Unrestricted Net Assets	347,773.14	432,099.18	-84,326.04
Net Income	-1,013.32	12,471.00	-13,484.32
Total Equity	<u>346,759.82</u>	<u>444,570.18</u>	<u>-97,810.36</u>
TOTAL LIABILITIES & EQUITY	<u><u>831,021.03</u></u>	<u><u>658,256.26</u></u>	<u><u>172,764.77</u></u>

Joplin Area Chamber of Commerce

Statement of Operations

April 2021

	<u>Apr 21</u>	<u>Apr 20</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
401.000 · Income - Member Investments	30,212.71	30,348.97	-136.26	32,484.00	-2,271.29
403.000 · Income - Foundation Service Fee	4,500.00	4,500.00	0.00	4,500.00	0.00
404.000 · Income - NIC/ATTC Admin Fee	12,500.00	15,250.00	-2,750.00	12,500.00	0.00
405.000 · Income - Economic Development	8,250.00	8,250.00	0.00	8,250.00	0.00
406.000 · Income - JIDA	600.00	600.00	0.00	600.00	0.00
406.500 · Income - JCIDA	100.00	100.00	0.00	100.00	0.00
407.000 · Income - MOKAN	18,750.00	18,750.00	0.00	18,750.00	0.00
408.000 · Income - MOCAP	75.00	75.00	0.00	75.00	0.00
409.000 · Income - One Joplin	100.00	1,023.31	-923.31	100.00	0.00
411.000 · Income - Jop Cap Corp Serv Fee	250.00	250.00	0.00	250.00	0.00
416.000 · Income - C2C Service Fee	6,467.10	6,313.89	153.21	6,400.00	67.10
430.000 · Income - Building Room Rental	50.00	0.00	50.00	0.00	50.00
492.000 · Income - Miscellaneous	0.00	786.27	-786.27	0.00	0.00
495.000 · Income - New Member Fee	45.00	60.00	-15.00	300.00	-255.00
Total Income	<u>81,899.81</u>	<u>86,307.44</u>	<u>-4,407.63</u>	<u>84,309.00</u>	<u>-2,409.19</u>
Gross Profit	81,899.81	86,307.44	-4,407.63	84,309.00	-2,409.19
Expense					
610.000 · Salaries	59,219.00	58,391.98	827.02	63,882.43	-4,663.43
612.000 · Payroll Taxes	4,308.42	4,929.90	-621.48	4,862.75	-554.33
615.000 · Pension Fund	5,439.80	5,033.14	406.66	5,451.42	-11.62
616.000 · Employee Insurance/Benefits	902.19	863.37	38.82	1,024.86	-122.67
617.000 · Payroll Expenses	701.03	822.38	-121.35	765.93	-64.90
620.000 · Automobile Expense	96.32	296.01	-199.69	300.00	-203.68
630.000 · Health Insurance	7,513.44	6,384.44	1,129.00	7,898.67	-385.23
635.000 · Liability & Other Insurance	939.17	854.00	85.17	1,000.00	-60.83
640.000 · Staff Dues & Development	0.00	173.00	-173.00	0.00	0.00
645.000 · Staff Retreats/Meetings	162.81	0.00	162.81	0.00	162.81
650.000 · Meetings & Travel	25.00	-85.74	110.74	0.00	25.00
670.000 · Occupancy Expense	1,284.41	259.80	1,024.61	2,000.00	-715.59
673.000 · Electric Expense	521.50	422.98	98.52	445.00	76.50
677.000 · Water Expense	26.62	21.25	5.37	30.00	-3.38
680.000 · Postage	1,000.00	999.02	0.98	1,000.00	0.00
690.000 · Communications Expenses	949.10	1,317.84	-368.74	670.00	279.10
700.000 · Office Supplies	471.93	207.00	264.93	300.00	171.93
710.000 · Equipment Rental	789.00	0.00	789.00	789.00	0.00
720.000 · Equipment Maintenance	3,513.15	2,867.01	646.14	2,400.00	1,113.15
730.000 · Depreciation	2,428.50	2,507.73	-79.23	2,428.49	0.01
750.000 · Professional Fees	90.00	0.00	90.00	0.00	90.00
770.000 · Sponsorship Program	500.00	0.00	500.00	0.00	500.00
789.000 · Bank and Credit Card Fees	991.99	1,704.52	-712.53	1,320.00	-328.01
790.000 · Miscellaneous Expense	180.00	0.00	180.00	50.00	130.00
Total Expense	<u>92,053.38</u>	<u>87,969.63</u>	<u>4,083.75</u>	<u>96,618.55</u>	<u>-4,565.17</u>
Net Ordinary Income	-10,153.57	-1,662.19	-8,491.38	-12,309.55	2,155.98

Joplin Area Chamber of Commerce

Statement of Operations

April 2021

	<u>Apr 21</u>	<u>Apr 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	688.00	-36.00	724.00	600.00	88.00
800.200 · Business Development	2,164.45	0.00	2,164.45	0.00	2,164.45
800.400 · Member Services	203.28	5,190.21	-4,986.93	5,933.00	-5,729.72
800.500 · Spec Events					
900.510 · Annual Banquet	0.00	5,550.00	-5,550.00	10,859.00	-10,859.00
900.515 · Good Morning Joplin	2,000.00	0.00	2,000.00	2,000.00	0.00
900.520 · Morning Brew	2,100.00	3,340.00	-1,240.00	3,605.00	-1,505.00
900.525 · Business After Hours	3,000.00	1,100.00	1,900.00	3,605.00	-605.00
900.530 · Golf Tournament	-472.00	0.00	-472.00	0.00	-472.00
Total 800.500 · Spec Events	<u>6,628.00</u>	<u>9,990.00</u>	<u>-3,362.00</u>	<u>20,069.00</u>	<u>-13,441.00</u>
800.600 · Communications	-338.26	-894.47	556.21	-2,990.54	2,652.28
Total 800.000 · Committee Divisions	<u>9,345.47</u>	<u>14,249.74</u>	<u>-4,904.27</u>	<u>23,611.46</u>	<u>-14,265.99</u>
820.100 · Employee Fund	-205.22	-116.55	-88.67	0.00	-205.22
Total Other Income	<u>9,140.25</u>	<u>14,133.19</u>	<u>-4,992.94</u>	<u>23,611.46</u>	<u>-14,471.21</u>
Net Other Income	<u>9,140.25</u>	<u>14,133.19</u>	<u>-4,992.94</u>	<u>23,611.46</u>	<u>-14,471.21</u>
Net Income	<u>-1,013.32</u>	<u>12,471.00</u>	<u>-13,484.32</u>	<u>11,301.91</u>	<u>-12,315.23</u>

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of April 30, 2021

	<u>Apr 30, 21</u>	<u>Apr 30, 20</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	5,943.76	5,235.56	708.20
Total Checking/Savings	<u>5,943.76</u>	<u>5,235.56</u>	<u>708.20</u>
Other Current Assets			
Due From (To) City	24,789.59	57,859.04	-33,069.45
Due From (To) Other Funds			
Due From (To) Chamber	-11,565.76	-43,502.85	31,937.09
Due From (To) MOKAN	-3,910.91	-1,914.88	-1,996.03
Total Due From (To) Other Funds	<u>-15,476.67</u>	<u>-45,417.73</u>	<u>29,941.06</u>
Total Other Current Assets	<u>9,312.92</u>	<u>12,441.31</u>	<u>-3,128.39</u>
Total Current Assets	<u>15,256.68</u>	<u>17,676.87</u>	<u>-2,420.19</u>
Fixed Assets			
Furniture and Equipment	13,174.92	18,444.96	-5,270.04
Total Fixed Assets	<u>13,174.92</u>	<u>18,444.96</u>	<u>-5,270.04</u>
TOTAL ASSETS	<u><u>28,431.60</u></u>	<u><u>36,121.83</u></u>	<u><u>-7,690.23</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	170.80	0.00	170.80
Total Accounts Payable	<u>170.80</u>	<u>0.00</u>	<u>170.80</u>
Total Current Liabilities	<u>170.80</u>	<u>0.00</u>	<u>170.80</u>
Total Liabilities	<u>170.80</u>	<u>0.00</u>	<u>170.80</u>
Equity			
Retained Earnings	34,064.63	40,017.26	-5,952.63
Net Income	-5,803.83	-3,895.43	-1,908.40
Total Equity	<u>28,260.80</u>	<u>36,121.83</u>	<u>-7,861.03</u>
TOTAL LIABILITIES & EQUITY	<u><u>28,431.60</u></u>	<u><u>36,121.83</u></u>	<u><u>-7,690.23</u></u>

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

November 2020 through April 2021

	<u>Nov '20 - Apr 21</u>	<u>Nov '19 - Apr 20</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
Income-Funds from City	96,113.49	82,147.55	13,965.94
Total Income	<u>96,113.49</u>	<u>82,147.55</u>	<u>13,965.94</u>
Expense			
Administrative Expenses	0.00	301.72	-301.72
Business Retention & Expansion	0.00	494.40	-494.40
Choose Joplin Campaign	6,341.46	457.52	5,883.94
Communications/Mobile/Internet	2,281.24	3,149.15	-867.91
Data Systems & Equip Support	10,470.28	7,982.21	2,488.07
Depreciation	2,635.02	2,635.02	0.00
Economic Development	2,000.00	25.00	1,975.00
Marketing & Advertising	18,375.94	3,187.50	15,188.44
Miscellaneous Expense	1,342.80	1,342.80	0.00
Mtgs & Travel/ Prospect Host	725.58	1,940.23	-1,214.65
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	8,000.00	-8,000.00
Regional E-Marketing	1,000.00	0.00	1,000.00
Regional Trade Shows	750.00	1,240.00	-490.00
Salaries	49,500.00	49,500.00	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>101,917.32</u>	<u>86,042.98</u>	<u>15,874.34</u>
Net Ordinary Income	<u>-5,803.83</u>	<u>-3,895.43</u>	<u>-1,908.40</u>
Net Income	<u><u>-5,803.83</u></u>	<u><u>-3,895.43</u></u>	<u><u>-1,908.40</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of April 30, 2021

	<u>Apr 30, 21</u>	<u>Apr 30, 20</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
002 · US Bank - Money Market	9,579.76	9,758.34	-178.58
008 · Commerce - Airport Backstop	0.00	2,393.75	-2,393.75
001 · US Bank - General Fund	20,963.39	-16,158.19	37,121.58
003 · US Bank - Innovation Center	60,425.01	51,979.38	8,445.63
005 · Restricted - Bus Recovery Fund	12,257.86	22,839.86	-10,582.00
Total Checking/Savings	<u>103,226.02</u>	<u>70,813.14</u>	<u>32,412.88</u>
Accounts Receivable			
020 · Accounts Receivable			
022 · Accounts Receivable-ATTC Lease	46,000.00	42,000.00	4,000.00
020 · Accounts Receivable - Other	8,899.56	17,463.90	-8,564.34
Total 020 · Accounts Receivable	<u>54,899.56</u>	<u>59,463.90</u>	<u>-4,564.34</u>
Total Accounts Receivable	<u>54,899.56</u>	<u>59,463.90</u>	<u>-4,564.34</u>
Other Current Assets			
032 · Prepaid Insurance	10,482.25	10,202.50	279.75
019 · Due From (To) Other Funds	-21,778.41	-12,503.44	-9,274.97
Total Other Current Assets	<u>-11,296.16</u>	<u>-2,300.94</u>	<u>-8,995.22</u>
Total Current Assets	<u>146,829.42</u>	<u>127,976.10</u>	<u>18,853.32</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,774,976.90	1,825,760.30	-50,783.40
179 · ATTC Building Improvements	1,596,127.78	1,639,983.82	-43,856.04
177 · ATTC Equipment	886,442.96	1,159,194.56	-272,751.60
175 · ATTC Furniture & Fixtures	56,154.96	73,433.40	-17,278.44
150 · Foundation Furniture & Fixtures	628.82	2,873.30	-2,244.48
166 · IC Leasehold Improvements	40,641.74	45,465.58	-4,823.84
152 · Innovation Center F & F	2,980.35	5,192.61	-2,212.26
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,209,599.42	1,257,887.54	-48,288.12
Total Fixed Assets	<u>5,629,497.42</u>	<u>6,071,735.60</u>	<u>-442,238.18</u>
Other Assets			
055.900 · Notes Receivable - BRF Loans	2,189.02	4,687.66	-2,498.64
Total Other Assets	<u>2,189.02</u>	<u>4,687.66</u>	<u>-2,498.64</u>
TOTAL ASSETS	<u><u>5,778,515.86</u></u>	<u><u>6,204,399.36</u></u>	<u><u>-425,883.50</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of April 30, 2021

	<u>Apr 30, 21</u>	<u>Apr 30, 20</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 · Accounts Payable	16,187.02	1,311.93	14,875.09
Total Accounts Payable	<u>16,187.02</u>	<u>1,311.93</u>	<u>14,875.09</u>
Credit Cards			
204 · US Bank Credit Card	1,213.59	0.00	1,213.59
Total Credit Cards	<u>1,213.59</u>	<u>0.00</u>	<u>1,213.59</u>
Other Current Liabilities			
208 · Deferred Income	19,602.54	18,039.46	1,563.08
247.000 · Deposits Held	9,131.01	8,196.81	934.20
Total Other Current Liabilities	<u>28,733.55</u>	<u>26,236.27</u>	<u>2,497.28</u>
Total Current Liabilities	<u>46,134.16</u>	<u>27,548.20</u>	<u>18,585.96</u>
Total Liabilities	46,134.16	27,548.20	18,585.96
Equity			
33000 · Temp. Restricted Net Assets	25,880.00	25,880.00	0.00
32000 · Unrestricted Net Assets	5,750,928.09	6,194,679.55	-443,751.46
Net Income	-44,426.39	-43,708.39	-718.00
Total Equity	<u>5,732,381.70</u>	<u>6,176,851.16</u>	<u>-444,469.46</u>
TOTAL LIABILITIES & EQUITY	<u><u>5,778,515.86</u></u>	<u><u>6,204,399.36</u></u>	<u><u>-425,883.50</u></u>

Joplin Area Chamber of Commerce Foundation
Statement of Operations
 April 2021

	Foundation			ATTC			NIC		
	Apr 21	Apr 20	\$ Change	Apr 21	Apr 20	\$ Change	Apr 21	Apr 20	\$ Change
Ordinary Income/Expense									
Income									
401 · Contributions	2,745.00	1,660.00	1,085.00	0.00	0.00	0.00	0.00	0.00	0.00
422 · Income - Interest	6.51	3.93	2.58	0.00	0.00	0.00	0.00	0.00	0.00
425 · Income - Miscellaneous	0.00	5,020.00	-5,020.00	0.00	0.00	0.00	0.00	0.00	0.00
426 · Lease Income	0.00	0.00	0.00	21,888.84	18,188.50	3,700.34	6,186.07	7,188.88	-1,002.81
427 · Lease Utility Income	0.00	0.00	0.00	2,316.60	2,165.85	150.75	0.00	0.00	0.00
Total Income	2,751.51	6,683.93	-3,932.42	24,205.44	20,354.35	3,851.09	6,186.07	7,188.88	-1,002.81
Gross Profit	2,751.51	6,683.93	-3,932.42	24,205.44	20,354.35	3,851.09	6,186.07	7,188.88	-1,002.81
Expense									
760 · Grant Disbursement	3,137.82	1,984.91	1,152.91	0.00	0.00	0.00	0.00	0.00	0.00
725 · Equipment Purchase	130.28	0.00	130.28	0.00	0.00	0.00	0.00	0.00	0.00
611 · Administrative Fee	0.00	0.00	0.00	6,250.00	9,000.00	-2,750.00	6,250.00	6,250.00	0.00
787 · Bank Fees	30.00	50.00	-20.00	0.00	0.00	0.00	0.00	0.00	0.00
690 · Communications	0.00	79.36	-79.36	956.80	1,344.74	-387.94	483.05	464.13	18.92
730 · Depreciation	187.04	187.04	0.00	32,055.79	32,055.79	0.00	4,860.05	4,928.71	-68.66
671 · Electric Expense	0.00	0.00	0.00	3,312.92	2,995.98	316.94	499.77	699.99	-200.22
720 · Equipment Maint	671.40	671.40	0.00	0.00	0.00	0.00	0.00	1,245.48	-1,245.48
672 · Gas Expense	0.00	0.00	0.00	406.53	428.50	-21.97	158.98	134.60	24.38
785 · Insurance Expense	0.00	114.50	-114.50	2,407.50	2,183.07	224.43	802.50	727.69	74.81
645 · Marketing	0.00	0.00	0.00	0.00	0.00	0.00	197.45	0.00	197.45
650 · Meetings	28.69	0.00	28.69	0.00	0.00	0.00	0.00	0.00	0.00
790 · Miscellaneous Expense	0.85	12,560.00	-12,559.15	0.00	0.00	0.00	174.22	0.00	174.22
670 · Occupancy Expense	0.00	0.00	0.00	7,474.36	276.39	7,197.97	2,364.32	1,001.18	1,363.14
750 · Professional Fees	54.00	0.00	54.00	0.00	0.00	0.00	0.00	0.00	0.00
610 · Program Service Fee	4,500.00	4,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
673 · Water Expense	0.00	0.00	0.00	236.80	167.38	69.42	84.74	85.31	-0.57
Total Expense	8,740.08	20,147.21	-11,407.13	53,100.70	48,451.85	4,648.85	15,875.08	15,537.09	337.99
Net Ordinary Income	-5,988.57	-13,463.28	7,474.71	-28,895.26	-28,097.50	-797.76	-9,689.01	-8,348.21	-1,340.80
Other Income/Expense									
Other Income									
800 · Committee Divisions									
800.101 · Education									
951.180 · Chamber Academy	19.00	0.00	19.00	0.00	0.00	0.00	0.00	0.00	0.00
951.160 · Tomorrows Leaders Today	-418.82	0.00	-418.82	0.00	0.00	0.00	0.00	0.00	0.00
951.110 · Golden Apple	-41.73	7,500.00	-7,541.73	0.00	0.00	0.00	0.00	0.00	0.00
Total 800.101 · Education	-441.55	7,500.00	-7,941.55	0.00	0.00	0.00	0.00	0.00	0.00
800.200 · Leadership Joplin	75.36	-1,277.95	1,353.31	0.00	0.00	0.00	0.00	0.00	0.00
800.400 · Young Professionals Network	-249.00	-21.45	-227.55	0.00	0.00	0.00	0.00	0.00	0.00
Total 800 · Committee Divisions	-615.19	6,200.60	-6,815.79	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Income	-615.19	6,200.60	-6,815.79	0.00	0.00	0.00	0.00	0.00	0.00
Net Other Income	-615.19	6,200.60	-6,815.79	0.00	0.00	0.00	0.00	0.00	0.00
Net Income	-6,603.76	-7,262.68	658.92	-28,895.26	-28,097.50	-797.76	-9,689.01	-8,348.21	-1,340.80

Incubator Activity – Doug Hunt

- Joe Newman Innovation Center (NIC): Co-working space has signed first new client with two more interested. Two tours were given in the past week.
- Stronghold Date is replacing and upgrading Wi-Fi equipment in the NIC to ensure a reliable connection to the internet while in the building on Wi-Fi.
- ATTC: TRANE installed the heating unit in the main co-working space in the ATTC.
- Electrical work and installation are underway at the request of Crowder College for the construction of their new secured IT server room.
- Leases have been 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 concept for 24/7-day passes not confirmed due to the passing of John Howsmon, who owned Hub Bub. We will be reaching out to his estate for direction. If the Hub Bub entrance does not continue, co-working day passes will only be for M-F from 7:30 am to 5:30 pm.
- ATTC and NIC are both at 100% occupancy, minus co-working spaces.
- Due to building security reasons, a new policy requiring the south loading dock garage door must remain closed unless products and materials are being delivered. The signage for both sides of the door has been ordered.
- The south garage door will be serviced the week of 5/17.

Tenant Update:

- NextGen Diagnostics secured a state-wide contract and has hired two new employees since last month.
- The Driveway Diner BBQ has signed a new ATTC kitchen lease.

Programming:

- 1 Million Cups launched April 14, 2021, in the Commons Area inside the ATTC. Now underway for a month, the response has been outstanding, with an average attendance of 30. 1MC will be held at EXPO on May 26th.
- Chamber Academy continues to grow with added content and Chamber members utilizing it.
- Ideas on Tap is scheduled for May 27, 2021, and has proven to be a great venue to promote Chamber Membership and 1MC to current businesses in attendance.
- E-commerce Meetup has been “on the road” the past two months. In May, e-commerce co-hosted with the Neosho Area Chamber of Commerce, featuring two retail shops with great success.
- Joplin Regional Technology Summit: Toby, Reggie, and Doug toured the new James River Church facility in Joplin. Following the tour, we completed documents requesting “use of facilities.” Their committee is reviewing our application, and we hope to have approval before the end of May. Their building has the space needed for the inaugural Summit allowing it to be a successful event.

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 and 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

- Leadership Joplin has three sessions remaining. Graduation is on June 24.
- Golden Apple press conference was held to award winners and non-recipient finalists. Contributions from a memorial fund for Kathleen Keisner allowed us to award each non-recipient finalists with gift cards. All winners and finalists will be invited to the annual banquet in September.
- Expo will be on May 25 and 26 at the Downstream Pavilion if you are interested in volunteering for the event, email stephanie@joplincc.com.
- Hot Links is scheduled for June 11 and October 8th at Eagle Creek. June is sold out.
- The Business of the Year nominations is beginning soon.
- Woman of the Year nominations is beginning soon. (new)

Membership Summary Report April 22, 2021 – May 18, 2021

Year to date

Membership Previous (April 1, 2021)	758
Joined (New)	10
Dropped	15
Total membership	753 (net -5)

New Members April 22, 2021 – May 18, 2021

Holly Stone (Individual, Share Work space)
Jungle Bounce, LLC
Quality Clean, LLC
MacCo Builders

Dropped Members April 22, 2021 – May 18, 2021

Associates in Oral Surgery & Dental Implants
E & P Wireless
Employers Health & Safety, LLC
Home Builders Association of SW Missouri
Integrity Home Care + Hospice
Janet4Oils
Reynolds Warehouse, Inc.
Undercliff Grill & Bar
Weston's Tax & Accounting Services LLC

Livability Workgroups, new enrollees, and actions month-to-date:

Chamber Gives Back: Jessica Carr and Dana Pim, 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, 21 volunteers, 40.25 hours
- April | Guns & Hoses, 2 volunteers, 3 hours
- May | Crosslines, 7 volunteers, 10.5 hours
- YTD 65.5 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.volgstics.com/ex/portal.dll/ap?ap=1523519979>

- Chamber Gives Back Scavenger Hunt | June 10, 2:00 – 6:00 pm
- Sign Up your team here, <https://www.signupgenius.com/go/30e0a4eaea922a1ff2-chamber>
- Chamber Gives back is grateful for Liberty sponsoring the work group'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 and Kayla Carter, 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: May Walk For Health article, <https://healthyjoplin.com/walk-for-health/>
- 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 workgroup will be focusing on three major initiatives:
 - a. **HealthyJoplin.com** through content creation and consolidation of community information centered around cohesive health & wellness calendars, articles, news, etc.
 - b. **Worksite Wellness/MOCAN** to support our businesses in the community through establishing new wellness programs and supporting existing wellness programs by helping them achieve wellness certifications, applying for mini-grants, etc.
 - c. **Walking Initiative** to have walking groups created and led by individuals representing businesses, neighborhoods, churches, etc., and an easy way for participants to find and join a group, utilizing HealthyJoplin.com as the source of information and sign-ups.
- 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, 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 restarted last month, and we had another last Wednesday (Chaos Brew --> Tropicana --> Chaos Brew). 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, and we are now laying the final groundwork for a corporate pledge system that Commerce Bank and a few other businesses will co-lead. The “pledge” is pending final approval by the Chamber Board. Following approval, a timeline of launch and rollout will be established but shooting for mid/late June.
- The group now meets twice per month, with one meeting held on the 2nd Monday of every month at 5:30 pm and the other meeting held on the 4th Wednesday at Noon. Both take place at the Chamber.
- 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 have good feedback from several large companies who have indicated they will sign the pledge and participate in the launch campaign.

Professional Development: Alex Gandy, Chase Kraft, Colt Atwood, and Tom Furrh, 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. We will be meeting in May to plan the balance of 2021. Once plans are in place, they will be included in next month's Board Report.

Advertising 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.

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

Project Launchpad Update

- The Joplin City Council approved the April 2021 ballot measures, including the \$10 million bond request for Project Launchpad.

Business Attraction and Expansions

- Project Squid – Joplin is on a late-stage short list for an international beverage manufacturer seeking a site for a new 1.7 million sq ft facility that would bring 258 jobs with average wages over county average. Total capital investment estimated to be \$295 million. This project is moving very fast!
- 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. Currently evaluating State of Missouri and local Incentives.
- 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. FINAL BID PACKET SUBMITTED LAST WEEK
- Project Badger – Out of state manufacturer seeking 30,000 sq ft facility in/near Joplin for a new plant. 20+ jobs projected.
- 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. MOKAN Board and regional economic development partners kick off analysis with consultant May 13 at ATTC.
- Joplin Regional Innovation and Technology Summit – October 2021. Will be coupled with Manufacturing Month activity and a MOKAN regional job fair with WIB that month.
- 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 Round 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 buildouts, major manufacturing attraction/expansion efforts unfolding. Priority deals advancing include:

- Don's Cold Storage (Project Flycatcher) under full construction in Webb City/Joplin Industrial Park. \$12 million, 225,000 sq. ft. warehouse, with 28 employees. June target open.
- 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. June target open.
- Casey's Distribution Center is in final construction, and training/hiring has begun. Governor's Office site visit and opening event held April 16, 2021. Warehouse training underway with Crowder/WIB.
- Project Starfield 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 and preliminary sitework has begun. 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 on December 7th Joplin council. Construction beginning 2021. Working with DED/MOPAR on incentives and options.
- 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, 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 now scheduled May.
- 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 (RFI) 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). Working with area manufacturers and WIB on MOKAN job fair in October.

Marketing and Promotion

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

- Developing a summer and fall promotional add with Joplin industrial properties/I-49 regional connector for trade magazines. March/April promo out. Can be utilized regionally with partners.
- Multiple professional trade shows currently on hold/pending. Reevaluate given restrictions in Spring 2021. Missouri Governor Conference in Kansas City coming up in June.

Campaign/Resources

MOKAN is holding nearly \$1.113 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 underway/pending/on hold.