



JOPLIN

AREA CHAMBER OF COMMERCE
Board of Directors Meeting – In-person and Zoom Meeting
Monday, August 23, 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 **City to present for Proposition Action/Use tax, speaking:** Nick Edwards, Rob O'Brian, Leslie Haase and Dan Pekarek, Mike Seibert, Stephen Grindle, and Jane Cage

12:10 **Consent Calendar – Jeremy Drinkwitz**

Approve Agenda – Jeremy Drinkwitz

Approve June Minutes – Jeremy Drinkwitz (No July Minutes)

Correction to minutes, Under New Business, C. 2021 Joplin Regional Technology Summit will be on October 5 at James River Church. It should have read November 5, not October 5.

Approve June & July Financials – Debby, & Tonya

12:20 **New Business**

- Vote to take position on Proposition as presented by City
- Consideration of Activation of Continuing Committee
- Nominations committee recommendation to fill Matt McConnell's seat with Mattie Crossland.
- Appointment for Matt McConnell's seat on Foundation Board
- Vote on By-Laws changes as presented at the last full Executive Board Meeting

12:30 **Adjourn to Executive Session**

Next Meeting: Monday, September 27, 2021, Chamber Office, Liberty Room, meeting begins at 12:00 pm

Joplin Area Chamber of Commerce
Board of Directors Meeting and
Zoom Conference Call
June 28th, 2021

Minutes

Attended call: Jordan Bolinger, Todd Chenault, Melodee Colbert-Kean, Jeremy Drinkwitz, Nick Edwards, Chad Greer, Lori Haun, Dr. Brad Hodson, Betsy Kissel, Matt McConnell, Dr. Melinda Moss, Kelli Perigo, Dana Pim, Katrina Richards, Dr. Ken Heiles in Dr. Laura Rosch absence, Melissa Smith, Dustin Storm, Dr. Dean Van Galen

Absent: John Bartosh, Kim Cox, Jim Dalrymple, Chad Evans, Jerrod Hogan, Julie Larson, Howie Nunnely, Bill Reiboldt, Mayor Ryan Stanley, Matt Stewart, Stormy Worden

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

Guest: Mike Landis with Congressman Billy Long

I. Jeremy Drinkwitz, Call to Order

II. Approval of minutes and budgets, financials.

A. Melodee Colbert-Kean moved to approve the May minutes and seconded by Matt McConnell. Motion passed.

B. The budgets were in your Board packet; please see them for the details. Dr. Van Galen moved to approve the JACC & JACCF budgets and seconded by Betsy Kissel. Motion passed.

C. Financials presented by Toby. May financials were in your Board packet; please see them for the details. Kelli Perigo moved to approve the May financials and seconded by Todd Chenault. Motion passed.

III. Ex-Officio

A. The City of Joplin was presented by Nick Edwards. Edwards stated they are working toward the election in August (Parks & Stormwater) and November (2021 Use Tax) for more information go to: <http://www.joplinmo.org/142/Elections>. Edwards added they are working on their budget and going through requests. The city is working on targeting the budget towards the City Councils' goals. COVID is a big issue for the City. They have been working with limited staff with three cases per day. Now starting to build up staff again.

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

C. Education

1. R8 School District presented by Dr. Melinda Moss. Dr. Moss had her report in your packet; please see it for the details. Dr. Moss added the federal stimulus packages and the Esser III Funds that the Joplin School District is receiving. With this the District has a requirement to seek "meaningful engagement" of our community and feedback on how those funds are expended within the federal categories they allow the district to spend. Go to <https://www.joplinschools.org/> and take the survey. Dr. Moss stated they have a school accountant position open. Please help spread the word. Schools do not have any students with COVID and only three active cases among staff.

2. Crowder College presented by Melissa Smith. Lisa will email Melissa's report; please see it for the details. Smith added they have a full-time staff position open in the Computer Network Support Program. Smith stated they have two new programs, HVAC, a stackable certificate. The first certificate is two semesters

and students can graduate with a level 1 certificate, add on one additional semester for a level two certificate, and go on to the four semesters for their associates degree. The other is the New Patient Care Certificate, which is a stackable progression. First you can be a CNA, then the Patient Care Certificate, and then go on for LPN or RN.

3. KCU presented by Dr. Ken Heiles in Dr. Rosch absence. Dr. Heiles stated the academic medicine this year will begin on July 19 for the first-year students and the week after, for the second-year students. May 9th, they graduated 132 students. The residency program placed five in Joplin; three in Freeman Internal Medicine, two in Freeman Emergency Medicine, 22 in Missouri, and 34 in the four states. The Dental School groundbreaking was on May 22. They are actively involved in the accreditation process right now. They are scheduling to open for students in the summer of 2023. This date delayed a year because of the pandemic. Dr. Heiles stated they are continuing to work with their partners and looking to develop new partners, which include Freeman, Mercy, Access Health, and Community Clinic. They are developing a clinical experience with the students on screening with Watered Gardens and are discussing with the East Shawnee Tribe of Oklahoma for clinical experiences and possibly student rotations. There have been initial talks with MSSU regarding the development of some type of Dual Degree Programs. The first students of the Yours to Lose Program will be starting their first year at the medical school in July.

4. MSSU presented by Dr. Brad Hodson. Dr. Hodson stated the capital construction projects are very busy. First is wrapping up construction on the Lion Village Residents Hall. It has 303 new beds in apartment style and studio. This facility is our largest residence hall to date. MSSU will take the two old residents halls offline for a year for much needed renovations. MSSU will have a ribbon cutting in the fall. Second, MSSU will be doing improvements on safety and accessibility on campus. The four main buildings on the oval will be completely renovated. The tunnel that runs under Newman Road to the residence halls will also be completely redone with updated lighting, sound, safety, access, and signage that makes it clear where to go from the parking lot. Dr. Hodson stated from the student recruitment perspective, MSSU has two new degree programs that were approved by the Board of Governors in June. The first are a Bachelor of Science in Bio Medical science for students entering a pre-medical program, such as dental, optometry, pharmacy medicine, and veterinary medicine. Second the Master of Arts and Teacher Education for those who have a bachelor's degree but did not go through a traditional teacher education program, this is an opportunity for you to become certified to be a classroom teacher in two years. Dr. Hodson handed out a poster for MOSO Merit Scholarship for first-time Freshman Starting Fall 2021. Merit scholarships are designed to help meet the cost of your education. This is an automatic program based on ACT/SAT scores and MSSU has significantly increased the dollar amount. Dr. Hodson announced Rob Mallory as the new Athletic Director, Dr. Paula Carson is returning to faculty, and Lorinda Hackett will be the Interim Provost.

5. OCC, not present.

6. YPN presented by Dana Pim. You received Dana's report via email by Lisa. Please see it for the details.

IV. New Business

A. Proposition Renewal, PAC Campaign (Businesses for a Better Joplin) update presented by Teeter. The Board endorsed the proposition renewal, ¼ cent sales tax extension, that will be on the August 3rd ballot for Parks & Stormwater. Teeter added the PAC is about \$5,000 in either pledged or cash in hand. Toby stated for donations, the PayPal link has been emailed to everyone. Yard signs will be in the office next week for you to pick up and post at your business.

B. Community Engagement Manager, Teeter announced Michelle Holloman, a part-time contractor for the Chamber, has been hired to promote Choose Joplin and story telling for our small business Chamber members.

C. 2021 Joplin Regional Technology Summit will be on October 5 at James River Church. There is a national roster of experts coming in to speak and highlighting our tech and innovations that is happening in the Joplin Region.

D. EDI Joplin Leadership Pledge program presented by Toby Teeter. The EDI pledge soft launch went well. Fifteen pledged companies to date, and we will go public July 13 and have a press conference here at the Chamber office.

E. Airport is doing extremely well. Teeter stated that an airline pilot stated Joplin is leading the nation in flights.

F. Partnership with KCU for the new students' orientation week. We are curating a half-day tour of Joplin for the 172 new medical students coming in. July 21 we will tour four full buses on a loop around Joplin hitting popular "hotspots."

V. Other Business. No other business.

VI. Adjourn to Executive Session

Respectfully Submitted by:

Lisa Kelly
Executive Assistant

Toby Teeter
President

Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: July 31, 2021

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

Chamber:

* Cash Position:	High
* Accounts Receivable:	\$ 10,756.87
* Deferred Income 21/22 Fiscal Year:	\$ 180,317.62
* Deferred Income 22/23 Fiscal Year:	\$ 13,900.00
* Line of Credit-US Bank:	\$ -
* Membership Dues YTD Income:	\$ 126,062.83
* Net Income YTD:	\$ (32,360.81)

Foundation / Innovation Center:

* Cash Position Foundation:	Average
* Cash Position Innovation Center:	Average
* Accounts Receivable:	\$ 6,567.35
* Accounts Receivable: Crowder	\$ -
* Notes Receivable-BRF Loans:	\$ -
* Deferred Income 21/22 Fiscal Year:	\$ 15,201.87
* Deferred Income 22/23 Fiscal Year:	\$ -
* Line of Credit-US Bank:	\$ -
* Net Income YTD:	\$ (126,883.66)

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:	\$ 38,126.59
Due to Chamber:	\$ 22,727.34
Due to MOKAN:	\$ 8,592.64

(ED charges paid by MOKAN)

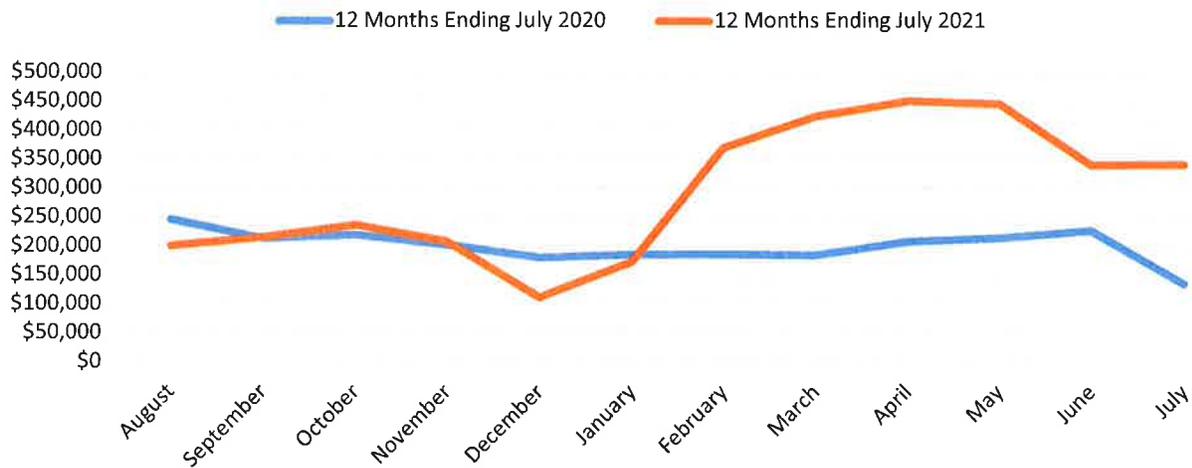
Financial Highlights:

Our PPP Loan was received on February 9, 2021 in the amount of \$206,716.00. Loan forgiveness has been approved by SBA August 7, 2021. Chamber will retain \$150,655 and the remainder will be distributed to MOKAN, One Joplin and Connect 2 Culture for their payroll portions in August 2021.

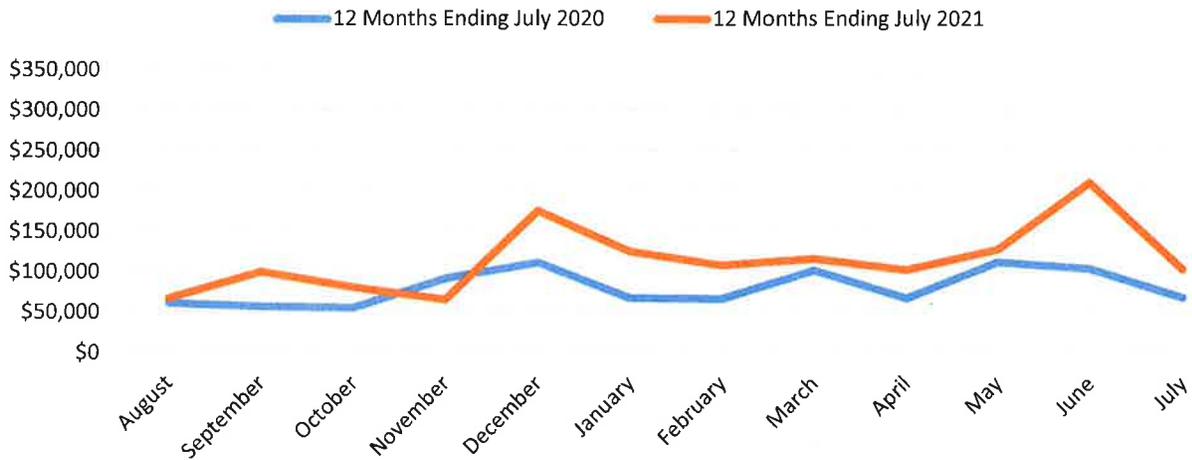
Cash Flow Comparison

August - July

Chamber Cash



Foundation Cash



Aged Open A/R

As of July 31, 2021

Chamber

	Jul-21	Jun-21	May-21	Apr-21	Mar-21	Total Open
Amount:	8,244.37	337.50	2,175.00	-	-	10,756.87
% of Total Amount:	76.64%	3.14%	20.22%	0.00%	0.00%	

Foundation

	Jul-21	Jun-21	May-21	Apr-21	Mar-21	Total Open
Amount:	4,517.85	1,374.50	-	-	700.00	6,592.35
% of Total Amount:	68.53%	20.85%	0.00%	0.00%	10.62%	

DUE FROM (TO) ACCOUNT DETAILS

July 2021

Memo	Amount
Foundation Due to Chamber	
Foundation Bills Paid by Chamber	672.83
Charges on Chamber Credit Card	984.37
Foundation Service Fee	4,500.00
NIC/ATTC Admin Fee	12,500.00
	<u>18,657.20</u>
ED Due to Chamber	
Due from City	19,896.49
Bills paid by Chamber	2,850.85
	<u>22,747.34</u>
MOKAN Due to Chamber	
MOKAN Bills Paid by Chamber	49.39
Monthly Service Fee	18,750.00
	<u>18,799.39</u>
JIDA Due to Chamber	
Bills paid by Chamber	-
Admin Fee	1,800.00
	<u>1,800.00</u>
JCIDA Due to Chamber	
Admin Fee	400.00
	<u>400.00</u>
MOCAP Due to Chamber	
Admin Fee	300.00
	<u>300.00</u>
JCC Due to Chamber	
Admin Fee	1,000.00
	<u>1,000.00</u>
One Joplin Due to Chamber	
Fiscal Agent Fees	1,250.00
Payroll Service Fees	250.00
	<u>1,500.00</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of July 31, 2021

	<u>Jul 31, 21</u>	<u>Jul 31, 20</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	341,115.13	136,112.16	205,002.97
Total Checking/Savings	<u>341,115.13</u>	<u>136,112.16</u>	<u>205,002.97</u>
Accounts Receivable			
012 · Accounts Receivable	10,756.87	13,908.35	-3,151.48
Total Accounts Receivable	<u>10,756.87</u>	<u>13,908.35</u>	<u>-3,151.48</u>
Other Current Assets			
010 · Petty Cash	243.09	250.00	-6.91
014 · Due From (To) Staff	-126.45	-107.85	-18.60
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	18,657.20	17,402.09	1,255.11
022 · Due From (To) ED	22,727.34	65,272.39	-42,545.05
023 · Due From (To) MOKAN	18,799.39	18,844.49	-45.10
024 · Due From (To) JIDA	1,800.00	1,100.00	700.00
025 · Due From (To) JCIDA	400.00	100.00	300.00
026 · Due From (To) MOCAP	300.00	75.00	225.00
027 · Due From (To) JCC	1,000.00	1,250.00	-250.00
028 · Due From (To) One Joplin	1,500.00	2,361.85	-861.85
020 · Due From (To) Other Funds - Other	750.00	1,166.82	-416.82
Total 020 · Due From (To) Other Funds	<u>65,933.93</u>	<u>107,572.64</u>	<u>-41,638.71</u>
030 · Deposit - Bulk Mail	1,901.45	2,376.21	-474.76
031 · Prepaid Expenses	70.20	70.20	0.00
032 · Prepaid Insurance	6,253.27	5,884.28	368.99
Total Other Current Assets	<u>74,275.49</u>	<u>116,045.48</u>	<u>-41,769.99</u>
Total Current Assets	<u>426,147.49</u>	<u>266,065.99</u>	<u>160,081.50</u>
Fixed Assets			
152.000 · Furniture & Equipment	30,808.75	40,708.50	-9,899.75
154.000 · Interior	8,562.73	13,707.12	-5,144.39
156.000 · 320 East 4th - Building	182,558.94	195,718.51	-13,159.57
158.000 · Grounds	6,043.60	0.00	6,043.60
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>304,536.58</u>	<u>326,696.69</u>	<u>-22,160.11</u>
TOTAL ASSETS	<u><u>730,684.07</u></u>	<u><u>592,762.68</u></u>	<u><u>137,921.39</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of July 31, 2021

	<u>Jul 31, 21</u>	<u>Jul 31, 20</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	7,448.78	1,449.05	5,999.73
Total Accounts Payable	<u>7,448.78</u>	<u>1,449.05</u>	<u>5,999.73</u>
Credit Cards			
200.100 · US Bank - Credit Card	6,570.31	2,978.70	3,591.61
Total Credit Cards	<u>6,570.31</u>	<u>2,978.70</u>	<u>3,591.61</u>
Other Current Liabilities			
200.300 · Due To United Way	0.00	105.79	-105.79
208.000 · Deferred Income - Renewal Dues	163,581.49	156,348.10	7,233.39
217.000 · Deferred Income-Other			
217.130 · Deferred Income - Citizen Yr	2,000.00	0.00	2,000.00
217.180 · Deferred Income - EXPO	0.00	23,070.00	-23,070.00
217.190 · Deferred Income - SBOY	2,250.00	5,500.00	-3,250.00
217.310 · Deferred Income - Banquet	9,650.00	8,150.00	1,500.00
217.320 · Deferred Income - GMJ	3,228.00	3,302.00	-74.00
217.330 · Deferred Income - Morning Brew	5,600.00	7,000.00	-1,400.00
217.340 · Deferred Income - BAH	2,800.00	3,800.00	-1,000.00
217.350 · Deferred Income - Golf	5,108.13	3,550.00	1,558.13
217.470 · Deferred Income - Mmbr Table	0.00	400.00	-400.00
Total 217.000 · Deferred Income-Other	<u>30,636.13</u>	<u>54,772.00</u>	<u>-24,135.87</u>
Total Other Current Liabilities	<u>194,217.62</u>	<u>211,225.89</u>	<u>-17,008.27</u>
Total Current Liabilities	<u>208,236.71</u>	<u>215,653.64</u>	<u>-7,416.93</u>
Long Term Liabilities			
250.000 · Note Payable-PPP Loan	206,716.00	0.00	206,716.00
Total Long Term Liabilities	<u>206,716.00</u>	<u>0.00</u>	<u>206,716.00</u>
Total Liabilities	<u>414,952.71</u>	<u>215,653.64</u>	<u>199,299.07</u>
Equity			
32000 · Unrestricted Net Assets	348,092.17	429,208.87	-81,116.70
Net Income	-32,360.81	-52,099.83	19,739.02
Total Equity	<u>315,731.36</u>	<u>377,109.04</u>	<u>-61,377.68</u>
TOTAL LIABILITIES & EQUITY	<u>730,684.07</u>	<u>592,762.68</u>	<u>137,921.39</u>

Joplin Area Chamber of Commerce

Statement of Operations

April through July 2021

	<u>Apr - Jul 21</u>	<u>Apr - Jul 20</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
401.000 · Income - Member Investments	126,062.83	130,021.66	-3,958.83	129,936.00	-3,873.17
403.000 · Income - Foundation Service Fee	18,000.00	18,000.00	0.00	18,000.00	0.00
404.000 · Income - NIC/ATTC Admin Fee	55,625.00	66,901.82	-11,276.82	50,000.00	5,625.00
405.000 · Income - Economic Development	33,000.00	33,000.00	0.00	33,000.00	0.00
406.000 · Income - JIDA	2,400.00	2,900.00	-500.00	2,400.00	0.00
406.500 · Income - JCIDA	400.00	400.00	0.00	400.00	0.00
407.000 · Income - MOKAN	75,000.00	75,000.00	0.00	75,000.00	0.00
408.000 · Income - MOCAP	300.00	300.00	0.00	300.00	0.00
409.000 · Income - One Joplin	3,000.00	4,408.47	-1,408.47	3,000.00	0.00
411.000 · Income - Jop Cap Corp Serv Fee	1,000.00	1,000.00	0.00	1,000.00	0.00
416.000 · Income - C2C Service Fee	28,784.11	25,894.33	2,889.78	25,600.00	3,184.11
430.000 · Income - Building Room Rental	308.00	0.00	308.00	0.00	308.00
450.000 · Income - Member Listings	150.00	0.00	150.00	0.00	150.00
490.000 · Income - EIDL Grant	0.00	10,000.00	-10,000.00	0.00	0.00
492.000 · Income - Miscellaneous	2,304.00	3,517.65	-1,213.65	120,654.70	-118,350.70
495.000 · Income - New Member Fee	585.00	645.00	-60.00	1,260.00	-675.00
Total Income	<u>346,918.94</u>	<u>371,988.93</u>	<u>-25,069.99</u>	<u>460,550.70</u>	<u>-113,631.76</u>
Gross Profit	346,918.94	371,988.93	-25,069.99	460,550.70	-113,631.76
Expense					
610.000 · Salaries	293,844.02	292,320.93	1,523.09	291,529.58	2,314.44
612.000 · Payroll Taxes	19,034.92	22,231.58	-3,196.66	21,882.37	-2,847.45
615.000 · Pension Fund	24,902.60	23,515.88	1,386.72	24,531.39	796.21
616.000 · Employee Insurance/Benefits	3,719.76	4,690.14	-970.38	4,611.86	-892.10
617.000 · Payroll Expenses	3,246.38	3,681.71	-435.33	3,446.69	-200.31
619.000 · Contract Services	933.33	4,000.00	-3,066.67	0.00	933.33
620.000 · Automobile Expense	941.98	992.95	-50.97	1,200.00	-258.02
630.000 · Health Insurance	31,426.40	27,671.00	3,755.40	31,594.68	-168.28
635.000 · Liability & Other Insurance	3,803.88	3,461.11	342.77	4,000.00	-196.12
640.000 · Staff Dues & Development	1,426.00	1,773.00	-347.00	0.00	1,426.00
645.000 · Staff Retreats/Meetings	162.81	0.00	162.81	0.00	162.81
650.000 · Meetings & Travel	325.55	50.10	275.45	0.00	325.55
670.000 · Occupancy Expense	7,805.25	2,439.35	5,365.90	8,000.00	-194.75
673.000 · Electric Expense	2,406.98	2,101.27	305.71	2,205.00	201.98
677.000 · Water Expense	111.89	95.74	16.15	120.00	-8.11
680.000 · Postage	1,470.65	1,275.40	195.25	1,280.00	190.65
690.000 · Communications Expenses	3,810.45	3,781.09	29.36	2,720.00	1,090.45
700.000 · Office Supplies	1,674.63	1,938.06	-263.43	1,200.00	474.63
710.000 · Equipment Rental	3,156.00	874.00	2,282.00	3,156.00	0.00
715.000 · Equipment Purchase	898.00	0.00	898.00	0.00	898.00
720.000 · Equipment Maintenance	10,873.63	9,231.65	1,641.98	9,600.00	1,273.63
730.000 · Depreciation	8,916.40	9,872.46	-956.06	9,713.96	-797.56
750.000 · Professional Fees	6,630.00	5,300.00	1,330.00	5,300.00	1,330.00
770.000 · Sponsorship Program	500.00	0.00	500.00	0.00	500.00
789.000 · Bank and Credit Card Fees	3,538.87	4,678.33	-1,139.46	5,280.00	-1,879.58
790.000 · Miscellaneous Expense	2,118.16	0.00	2,118.16	200.00	1,918.16
Total Expense	<u>437,678.54</u>	<u>425,975.75</u>	<u>11,702.79</u>	<u>431,571.53</u>	<u>6,393.56</u>
Net Ordinary Income	-90,759.60	-53,986.82	-36,772.78	28,979.17	-120,025.32

Joplin Area Chamber of Commerce

Statement of Operations

April through July 2021

	<u>Apr - Jul 21</u>	<u>Apr - Jul 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	660.00	458.40	201.60	600.00	60.00
800.200 · Business Development	46,040.06	0.00	46,040.06	57,920.00	-11,879.94
800.300 · Governance	-15.00	0.00	-15.00	0.00	-15.00
800.400 · Member Services	149.79	5,460.86	-5,311.07	6,983.00	-6,833.21
800.500 · Spec Events					
900.510 · Annual Banquet	0.00	1,912.23	-1,912.23	10,859.00	-10,859.00
900.515 · Good Morning Joplin	0.00	-1,345.00	1,345.00	3,080.00	-3,080.00
900.520 · Morning Brew	2,900.00	1,400.00	1,500.00	7,510.00	-4,610.00
900.525 · Business After Hours	4,400.00	1,100.00	3,300.00	7,510.00	-3,110.00
900.530 · Golf Tournament	8,862.03	8,326.61	535.42	5,920.00	2,942.03
Total 800.500 · Spec Events	16,162.03	11,393.84	4,768.19	34,879.00	-18,716.97
800.600 · Communications	-1,845.84	-14,525.66	12,679.82	-6,329.54	4,483.70
800.800 · Chamber Work Groups	-1,832.60	-179.62	-1,652.98	-960.00	-872.60
Total 800.000 · Committee Divisions	59,318.44	2,607.82	56,710.62	93,092.46	-33,774.02
820.100 · Employee Fund	-919.65	-720.83	-198.82	0.00	-919.65
Total Other Income	58,398.79	1,886.99	56,511.80	93,092.46	-34,693.67
Net Other Income	58,398.79	1,886.99	56,511.80	93,092.46	-34,693.67
Net Income	<u>-32,360.81</u>	<u>-52,099.83</u>	<u>19,739.02</u>	<u>122,071.63</u>	<u>-154,718.99</u>

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of July 31, 2021

	<u>Jul 31, 21</u>	<u>Jul 31, 20</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	8,543.68	-5,823.59	14,367.27
Total Checking/Savings	<u>8,543.68</u>	<u>-5,823.59</u>	<u>14,367.27</u>
Other Current Assets			
Due From (To) City	38,126.59	90,205.43	-52,078.84
Due From (To) Other Funds			
Due From (To) Chamber	-22,727.34	-65,272.39	42,545.05
Due From (To) MOKAN	-8,592.64	-1,058.42	-7,534.22
Total Due From (To) Other Funds	<u>-31,319.98</u>	<u>-66,330.81</u>	<u>35,010.83</u>
Total Other Current Assets	<u>6,806.61</u>	<u>23,874.62</u>	<u>-17,068.01</u>
Total Current Assets	<u>15,350.29</u>	<u>18,051.03</u>	<u>-2,700.74</u>
Fixed Assets			
Furniture and Equipment	11,857.41	17,127.45	-5,270.04
Total Fixed Assets	<u>11,857.41</u>	<u>17,127.45</u>	<u>-5,270.04</u>
TOTAL ASSETS	<u><u>27,207.70</u></u>	<u><u>35,178.48</u></u>	<u><u>-7,970.78</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	67.76	0.00	67.76
Total Accounts Payable	<u>67.76</u>	<u>0.00</u>	<u>67.76</u>
Total Current Liabilities	<u>67.76</u>	<u>0.00</u>	<u>67.76</u>
Total Liabilities	<u>67.76</u>	<u>0.00</u>	<u>67.76</u>
Equity			
Retained Earnings	34,064.63	40,017.26	-5,952.63
Net Income	-3,924.69	-4,838.78	914.09
Total Equity	<u>30,139.94</u>	<u>35,178.48</u>	<u>-5,038.54</u>
TOTAL LIABILITIES & EQUITY	<u><u>30,207.70</u></u>	<u><u>35,178.48</u></u>	<u><u>-4,970.78</u></u>

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

November 2020 through July 2021

	<u>Nov '20 - Jul 21</u>	<u>Nov '19 - Jul 20</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
Income-Funds from City	163,135.80	129,502.84	33,632.96
Total Income	<u>163,135.80</u>	<u>129,502.84</u>	<u>33,632.96</u>
Expense			
Administrative Expenses	45.00	247.37	-202.37
Business Retention & Expansion	0.00	802.44	-802.44
Choose Joplin Campaign	14,853.36	457.52	14,395.84
Communications/Mobile/Internet	3,402.94	4,515.46	-1,112.52
Data Systems & Equip Support	23,590.48	22,221.63	1,368.85
Depreciation	3,952.53	3,952.53	0.00
Economic Development	8,911.55	25.00	8,886.55
Marketing & Advertising	18,989.67	3,187.50	15,802.17
Miscellaneous Expense	1,511.80	2,580.30	-1,068.50
Mtgs & Travel/ Prospect Host	3,884.48	2,295.34	1,589.14
Office Supplies/Publications	108.72	550.00	-441.28
Postage and Packets	0.00	105.94	-105.94
Professional Dues & Development	3,994.99	4,641.10	-646.11
Professional Fees	0.00	12,000.00	-12,000.00
Regional E-Marketing	1,000.00	0.00	1,000.00
Regional Trade Shows	3,964.97	1,240.00	2,724.97
Salaries	74,250.00	74,250.00	0.00
Website Development/Hosting	7,600.00	192.00	7,408.00
Work Ready Talent Initiatives	0.00	1,077.49	-1,077.49
Total Expense	<u>170,060.49</u>	<u>134,341.62</u>	<u>35,718.87</u>
Net Ordinary Income	<u>-6,924.69</u>	<u>-4,838.78</u>	<u>-2,085.91</u>
Net Income	<u><u>-6,924.69</u></u>	<u><u>-4,838.78</u></u>	<u><u>-2,085.91</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of July 31, 2021

	<u>Jul 31, 21</u>	<u>Jul 31, 20</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
002 · US Bank - Money Market	9,534.99	9,714.08	-179.09
001 · US Bank - General Fund	8,894.56	-6,428.47	15,323.03
003 · US Bank - Innovation Center	73,805.06	43,239.32	30,565.74
005 · Restricted - Bus Recovery Fund	12,004.36	22,839.86	-10,835.50
Total Checking/Savings	<u>104,238.97</u>	<u>69,364.79</u>	<u>34,874.18</u>
Accounts Receivable			
020 · Accounts Receivable	6,567.35	21,158.53	-14,591.18
Total Accounts Receivable	<u>6,567.35</u>	<u>21,158.53</u>	<u>-14,591.18</u>
Other Current Assets			
032 · Prepaid Insurance	10,766.34	9,859.00	907.34
019 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	-18,657.20	-17,402.09	-1,255.11
Total 019 · Due From (To) Other Funds	<u>-18,657.20</u>	<u>-17,402.09</u>	<u>-1,255.11</u>
Total Other Current Assets	<u>-7,890.86</u>	<u>-7,543.09</u>	<u>-347.77</u>
Total Current Assets	<u>102,915.46</u>	<u>82,980.23</u>	<u>19,935.23</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,762,281.05	1,813,064.45	-50,783.40
179 · ATTC Building Improvements	1,585,163.77	1,629,019.81	-43,856.04
177 · ATTC Equipment	818,255.06	1,091,006.66	-272,751.60
175 · ATTC Furniture & Fixtures	51,835.35	69,113.79	-17,278.44
150 · Foundation Furniture & Fixtures	3,893.90	2,312.18	1,581.72
166 · IC Leasehold Improvements	38,795.30	43,696.78	-4,901.48
152 · Innovation Center F & F	11,411.45	4,247.31	7,164.14
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,197,527.39	1,245,815.51	-48,288.12
Total Fixed Assets	<u>5,531,107.76</u>	<u>5,960,220.98</u>	<u>-429,113.22</u>
Other Assets			
055.900 · Notes Receivable - BRF Loans	0.00	3,929.16	-3,929.16
Total Other Assets	<u>0.00</u>	<u>3,929.16</u>	<u>-3,929.16</u>
TOTAL ASSETS	<u><u>5,634,023.22</u></u>	<u><u>6,047,130.37</u></u>	<u><u>-413,107.15</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of July 31, 2021

	<u>Jul 31, 21</u>	<u>Jul 31, 20</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 · Accounts Payable	8,239.82	3,479.18	4,760.64
Total Accounts Payable	<u>8,239.82</u>	<u>3,479.18</u>	<u>4,760.64</u>
Credit Cards			
204 · US Bank Credit Card	604.97	0.00	604.97
Total Credit Cards	<u>604.97</u>	<u>0.00</u>	<u>604.97</u>
Other Current Liabilities			
208 · Deferred Income			
221.110 · Deferred Income - Golden Apple	0.00	5,000.00	-5,000.00
225.520 · Deferred Income -Arts	8,949.96	8,949.96	0.00
226.000 · Deferred Income-Lease	6,251.91	2,791.00	3,460.91
Total 208 · Deferred Income	<u>15,201.87</u>	<u>16,740.96</u>	<u>-1,539.09</u>
247.000 · Deposits Held	9,439.35	8,028.36	1,410.99
Total Other Current Liabilities	<u>24,641.22</u>	<u>24,769.32</u>	<u>-128.10</u>
Total Current Liabilities	<u>33,486.01</u>	<u>28,248.50</u>	<u>5,237.51</u>
Total Liabilities	33,486.01	28,248.50	5,237.51
Equity			
33000 · Temp. Restricted Net Assets	25,880.00	25,880.00	0.00
32000 · Unrestricted Net Assets	5,757,331.29	6,194,679.55	-437,348.26
Net Income	-182,674.08	-201,677.68	19,003.60
Total Equity	<u>5,600,537.21</u>	<u>6,018,881.87</u>	<u>-418,344.66</u>
TOTAL LIABILITIES & EQUITY	<u><u>5,634,023.22</u></u>	<u><u>6,047,130.37</u></u>	<u><u>-413,107.15</u></u>

Joplin Area Chamber of Commerce Foundation
Statement of Operations
 April through July 2021

	Foundation			ATTC			NIC		
	Apr - Jul 21	Apr - Jul 20	\$ Change	Apr - Jul 21	Apr - Jul 20	\$ Change	Apr - Jul 21	Apr - Jul 20	\$ Change
Ordinary Income/Expense									
Income									
401 · Contributions	5,615.00	4,975.00	640.00	0.00	0.00	0.00	0.00	0.00	0.00
411 · Grants	0.00	0.00	0.00	0.00	0.00	0.00	28,079.75	0.00	28,079.75
422 · Income - Interest	19.59	57.31	-37.72	0.00	0.00	0.00	0.00	0.00	0.00
425 · Income - Miscellaneous	0.00	9,540.00	-9,540.00	0.00	0.00	0.00	0.00	0.00	0.00
431 · Late Fee Income	0.00	0.00	0.00	0.00	62.60	-62.60	0.00	0.00	0.00
426 · Lease Income	0.00	0.00	0.00	65,369.86	54,402.54	10,967.32	28,393.30	30,043.33	-1,650.03
427 · Lease Utility Income	0.00	0.00	0.00	10,098.33	8,712.45	1,385.88	0.00	0.00	0.00
Total Income	5,634.59	14,572.31	-8,937.72	75,468.19	63,177.59	12,290.60	56,473.05	30,043.33	26,429.72
Gross Profit	5,634.59	14,572.31	-8,937.72	75,468.19	63,177.59	12,290.60	56,473.05	30,043.33	26,429.72
Expense									
760 · Grant Disbursement	3,136.83	9,446.23	-6,309.40	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	30,625.00	41,901.82	-11,276.82	25,000.00	25,000.00	0.00
787 · Bank Fees	75.00	119.00	-44.00	0.00	0.00	0.00	0.00	0.00	0.00
690 · Communications	0.00	79.36	-79.36	4,206.67	6,093.08	-1,886.41	2,709.87	3,048.36	-338.49
730 · Depreciation	271.96	748.16	-476.20	128,223.16	128,223.16	0.00	19,182.00	19,714.84	-532.84
671 · Electric Expense	0.00	0.00	0.00	15,501.26	12,408.15	3,093.11	3,251.90	3,765.63	-513.73
720 · Equipment Maint	671.40	1,290.15	-618.75	0.00	95.00	-95.00	991.98	2,951.09	-1,959.11
672 · Gas Expense	0.00	0.00	0.00	1,183.77	1,207.80	-24.03	300.77	281.25	19.52
785 · Insurance Expense	0.00	458.00	-458.00	10,056.12	9,405.57	650.55	3,352.04	3,135.19	216.85
820 · MakersSpace	0.00	0.00	0.00	0.00	0.00	0.00	362.50	0.00	362.50
645 · Marketing	0.00	0.00	0.00	0.00	0.00	0.00	352.40	0.00	352.40
650 · Meetings	28.69	56.32	-27.63	31.60	0.00	31.60	0.00	0.00	0.00
790 · Miscellaneous Expense	254.35	14,953.75	-14,699.40	0.00	0.00	0.00	174.22	0.00	174.22
670 · Occupancy Expense	0.00	0.00	0.00	33,671.78	4,700.88	28,970.90	10,348.68	3,507.16	6,841.52
750 · Professional Fees	216.00	2,700.00	-2,484.00	0.00	0.00	0.00	0.00	0.00	0.00
610 · Program Service Fee	18,000.00	18,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
673 · Water Expense	0.00	0.00	0.00	758.17	719.23	38.94	339.59	363.05	-23.46
Total Expense	22,784.51	47,850.97	-25,066.46	224,257.53	204,754.69	19,502.84	66,365.95	61,766.57	4,599.38
Net Ordinary Income	-17,149.92	-33,278.66	16,128.74	-148,789.34	-141,577.10	-7,212.24	-9,892.90	-31,723.24	21,830.34
Other Income/Expense									
Other Income									
800 · Committee Divisions									
800.500 · Cultural Affairs	-431.24	0.00	-431.24	0.00	0.00	0.00	0.00	0.00	0.00
800.900 · Business Recovery Fund	-288.00	0.00	-288.00	0.00	0.00	0.00	0.00	0.00	0.00
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	-1,000.00	581.18	0.00	0.00	0.00	0.00	0.00	0.00
951.110 · Golden Apple	1,094.00	5,302.40	-4,208.40	0.00	0.00	0.00	0.00	0.00	0.00
Total 800.101 · Education	694.18	4,302.40	-3,608.22	0.00	0.00	0.00	0.00	0.00	0.00
800.200 · Leadership Joplin	-6,197.54	-477.95	-5,719.59	0.00	0.00	0.00	0.00	0.00	0.00
800.400 · Young Professionals Network	-619.32	1,076.87	-1,696.19	0.00	0.00	0.00	0.00	0.00	0.00
Total 800 · Committee Divisions	-6,841.92	4,901.32	-11,743.24	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Income	-6,841.92	4,901.32	-11,743.24	0.00	0.00	0.00	0.00	0.00	0.00
Net Other Income	-6,841.92	4,901.32	-11,743.24	0.00	0.00	0.00	0.00	0.00	0.00
Net Income	-23,991.84	-28,377.34	4,385.50	-148,789.34	-141,577.10	-7,212.24	-9,892.90	-31,723.24	21,830.34

Incubator Activity August 2021 – Doug Hunt

Joe Newman Innovation Center (NIC):

- Co-working space has one new member hot desk, one new member dedicated desk and one new private office starting September 1.
- PowerShades vacated the NIC on 8/1. Hunt Auto Detailing will be moving into that space on September 1.
- Accenture has given notice to vacate as of 8/31. This was the very first tenant in the NIC in 2006 and their graduation will record a complete turnover for the first time in the building since opening in 2006. We may have a prospect interested in the space and will be actively promoting all available space now through the end of September. All leasehold improvements made by Accenture will stay as well as all furnishings.
- Leases have been converted to “service agreements,” including Chamber Membership in all the NIC tenant agreements moving forward except for co-working day passes.

Missouri Technology Corporation (MTC):

- On site visit with MTC State Director touring NIC and ATTC. Next year’s State funding for NIC was confirmed although dollar amount is not final yet. Very positive meeting and a request to create new metric in tracking new prospects and providing business consulting for new startups. Tonya has created a new database in CC-Assist to track all prospects for the NIC, ATTC, all entrepreneurship incoming calls/meetings and business consulting. This database will become part of our annual report to the State but will also serve as a dashboard for all incoming calls and meetings with prospects, new startups and individuals thinking about starting their own business.

Advanced Training & Technology Center (ATTC):

- Forklift has been repaired and equipped with new tires. PowerShades has leased their own Forklift and is no longer using the ATTC Forklift for their business. Crowder College will continue to use the ATTC Forklift for training.
- C&H Heating and Air will be installing return air vent in the new offices of CASA (see below).
- New electric being installed in the shared kitchen to accommodate a larger mixer for tenant. The tenant is paying for the upgrade.
- NextGen Diagnostics has hired 7 new employees in August.
- Jasper County CASA has moved into their new office that was previously being used as their training room. Their old office space will now serve as the training classroom.

Programming:

- 1-Million Cups (1MC) is running smoothly each Wednesday with an average of 35 in attendance.
- Chamber Academy continues to grow. To date, we have 106 Members who have registered an account. That’s up 14 accounts since last month’s report.
- Ideas on Tap is now rotating locations each month. The new format calls for each person to introduce themselves and share what they do.
- E-commerce Meetup continues to be remote. Next meetup will be in Neosho, Missouri.
- Joplin Regional Innovation & Technology Summit: Date and venue is now confirmed for Friday, November 5, 2021, at James River Church – Joplin Campus. Our committee has a slate of national high-profile speakers now confirmed. We have also secured rooms at the Holiday Inn for a roundtable event Thursday night and for our incoming keynote speakers. We are finalizing the marketing and advertising plan and an Eventbrite account has been established and is open.

Networking Events

Special Events

- Tomorrow's Leaders Today applications will be delivered to area high schools the second week of September.
- Leadership Joplin committee will have a mini retreat to discuss sessions
- Hot Links fall tournament will be October 8. Let Stephanie know if you are interested in a team.
- Business of the Year nominations will begin again in January and announced at the annual banquet in April.
- Morning Brew is September 10 at Joplin Greenhouse and The Coffee Shop.
- Business After Hours is September 21 at AMI Radio Group.

Membership Summary Report July 24, 2021 – August 17, 2021

Year to date

Membership Previous (April 1, 2021)	756
Joined (New)	45
Dropped	41
Total membership	760 (net 4)

New Members July 24, 2021 – August 17, 2021

12 Eighty-One Photography
Automated Technology Company LLC
Boyer Law Firm
Dairy Queen of Joplin
Joplin Greenhouse & The Coffee Shop
Nook-n-Kranny Home Inspection
Runaround Running & Fitness
S & S Security Systems
Barry Sanborn
Talbot Family Dentistry
T-Mobile
Volk's Avanti Insurance Agency, Inc.

Dropped Members July 24, 2021 - August 17, 2021

Buffalo Wild Wings Grill & Bar
Christ In Youth
Elite Solar, LLC
The Lion's Den
M & M Bistro
Omni Brands LLC dba Urban Cycling Apparel
Ozark LED, LLC
Royal Orleans Apartments

Dropped Members from previous month. (does not change numbers)

Hideout Harley-Davidson
Joplin Petro
The Light At Joplin
Spectrum Paint Company
U.S. Cellular
UMB Bank, n.a.
WestRock Company
Holly Stone

**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
- May | Bright Futures, 7 volunteers, 5.5 hours
- June | Non-Profit Scavenger Hunt, 11 volunteers, 44 hours
- July | Elk River Clean Up, 10 volunteers, 50 hours
- YTD 165 hours / Goal 275 Hours (increased 25 hours from 2020-2021)

Upcoming Volunteer Opportunities:

- Chamber Gives Back Joplin Parks | August 19, 4:00 pm – 6:00 pm
- Chamber Gives Back to Children's Haven | August 25, 5:00 pm (Drop Off), <https://www.signupgenius.com/go/60b0d44a5ae2aa7f58-gives>
- Building Bridges | September 2, 5:00 – 7:00 pm, <https://www.signupgenius.com/go/9040e4eafa823a7fe3-providing>
- 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)

- Writing monthly articles for the Joplin Business Outlook. Here are the most recent articles: August Celebrating National Farmers Market Week article, <https://healthyjoplin.com/help-us-celebrate-national-farmers-market-week-2021/>
- Walking Initiative: Looking for an intern to help with the program once it is up and running (possibly from MSSU.) Moving towards getting the program up and running, working on finalizing the tool kit, getting invitations ready, and spreading the word about the webinar that will train leaders. The walking group will meet again next week to finalize some of the details and go over the list of local businesses they would like to invite to the webinar.
- Healthy Joplin: Keep posting 2 articles a month. Work on getting multiple organizations calendars synced with the Healthy Joplin calendar. Spread the word about healthyjoplin.com to help continue to drive traffic to it.
- Worksite Wellness: Did not meet in July.
- Healthy Kids: Now up to 9 current members and have invitations out to others. Kate Kelley is a new member of the group. First project that the Healthy Kids group will work on is assisting Joplin Schools raise funds to purchase vaping detectors (approx. \$8,000 in funds needed.) Joplin Schools Foundation has a meeting coming up and Dan will see if they are interested in being a part of the initiative. Rikki with the soroptimist group would like to help as well. School garden at Soaring Heights is doing great!
- 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, Erin (Chamber Staff Liaison)

- Consortium - this is completed and being reviewed. 4th Street road diet was well received and likely to be imbedded with a complete streets offering to council in the coming months. More details from the Active Transportation Assessment will likely support this, too.

- Pedal it Forward: It is possible this project is on hold indefinitely. However, Taylor mentioned a desire to create an Advocacy Group for active transportation which would help manage a project like Pedal it Forward in addition to accessing grants, assisting with housing programs, identifying opportunities to speak at council meetings, and just general advocacy. She is unsure how this might pan out, but mentioned discussed with KC as this was suggested. Something to mull over.
- Active Transportation: Public open house is up and going, online, right now. Please partake, <http://www.joplinconnected.com/>. As this wraps up and the city builds the Complete Streets ordinance to take to council, we will need advocacy at city council meeting(s), letters written, and support built in the community for this.
- Parks & Stormwater Tax: PASSED! Kayla would like to develop a tracking of the outlined projects with educational details about where they are at so that information can be easily shared among Work Group Members and the community when questions about projects arise.
- 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: Darius (Junior) Lewis, Doug (Chamber Liaison)

- Group now meets once a month on the 4th Wednesday at Noon. The Leadership Pledge focus is now on promoting the Pledge and offering curriculum for businesses to achieve the goal(s) of The Leadership Pledge.
- 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.
- Missouri American Water has a corporate EDI Director who will be willing to provide content for Chamber Academy in trade for sponsorship in another category.
- Darius Lewis, Jr. is the new Chair of the EDI work group and Melodee Colbert Kean is currently contracted to assist the group on a temporary basis.

Professional Development: Alex Gandy, Chase Kraft, Colt Atwood, and Tom Furrh, Doug (Chamber Liaison)

- The Professional Development work group will be hosting a Mentor / Mentee recruiting event in 3QT. The goal will be to get more participants and to set an annual schedule for this event. The group plans to meet at various locations each month to recruit participants as a casual event rather than a “meeting at the Chamber.” A list of prospects has been produced with group members calling on each prospect.

Building and Marketing the Joplin Brand: Erin, Alyssa, and Michelle

- Storm Marketing will be assisting businesses with adding pixel tags to their job posting page on their website.
- Planning stages of the Welcome Home campaign. Storm will manage the campaign which will run during the holidays.
- The Joplin Chamber has a regular spot on 4-States Live Radio Show hosted by Shannon Bruffett (AMI Radio Group) every other Monday during the 8 am hour.

July 2021 Economic Development Report
JACC & MOKAN
Economic Development Highlights
(Tony)

JIDA & Crossroads Industrial Park

- There's an opportunity to leverage the proceeds from the pending 15-acre truck stop land sale into the acquisition of another 330 acres along I-44 that would then annex into Joplin. This would effectively increase available, non-floodplain industrial land JIDA holds by 400%. Other Park sale transactions are pending.
- The new <https://www.joplincrossroads.com/> is complete, featuring land parcels for sale, success stories, and an interactive utility map of the park.

Business Attraction and Expansions

- Project Rolex – Property acquisition still finalizing at Crossroads Industrial Park for distribution support. Will be purchasing an additional ten acres now totaling 30.
- Project Badger – Out of state manufacturer seeking 30,000 sq ft facility in/near Joplin for a new plant. 20+ jobs projected. Meeting with Crowder on training program needs.
- Project Berry – E-commerce warehouse/distribution + product manufacturing facility being built in Joplin. 20,000 sq ft, 30+ jobs.
- Project Surge II – Large-scale phased battery production facility, leading to a 600,000 sq ft facility and up to 1,500 jobs. Joplin eliminated; we've held discussions with bond counsel to explore leveraging Chapter 100 + JIDA Revenue Bonds to meet their investment funding gap. We do not see a path forward without a major investment group. Final location has not been announced.
- Crossroads Industrial Park is approved for Missouri Certification, pending targeted tree/brush removal. Announcement imminent, MOKAN finalizing.
- Crossroads Industrial Park website launched and promoted through various channels.
- 32nd Street Place Development (Menards et al.) – Site work has begun, and negotiations continue.
- The city of Joplin working actively on large-scale annexation planning

ONGOING EFFORTS

- I-49 corridor (NWA+Joplin region) Ribbon-cutting – September 30, 2021, 10 am. MOKAN Board and regional economic development partners kicked off associated corridor analysis with consultant May 13 at ATTC. MOKAN and NWA Economic Council co-hosting and teamed up to raise \$12,000 for the event. Thank you Arvest, Emery Sapp, MOKAN, JACC, and multiple others.
- Manufacturing Day Innovation & Opportunity Expo (brought to you by General Mills); October 14, MOKAN coordinating regional manufacturers event with Crowder College and the WIB to be held at Newton County Fairgrounds. MOKAN coordinating sponsorships and raised \$5500 toward \$9000 event costs. Sponsorships still available.
- MOKAN Board facilitated planning retreat/lunch scheduled October 18, 10-3:30. Thank you Kraft Insurance for hosting.
- Joplin Regional Innovation and Technology Summit – November 5, 2021. JACC event showcases local tech and innovation center businesses; speakers secured and event details to be announced soon. Sponsorships will be available soon.
- Joplin Economic Growth Tour scheduled October 22, MOKAN assisting JACC
- Project Launchpad update – proposed tech and innovation hub. The Joplin City Council approved the April 2021 ballot measures, including the \$10 million bond request for Project Launchpad. This will become increasingly important as we move into the fall and turn of the year.
 - 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:
 - Missouri State University / Code Labs partnership/application pending
 - MOBEC Round II AWARDED \$111,500

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) is under full construction in Webb City/Joplin Industrial Park. \$12 million, 225,000 sq. ft. warehouse, with 28 employees. 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. Open.
- Casey's Distribution Center is operational. 170 employees
- Project Clover is a regional production expansion and equipment add; \$5 million, 20 new jobs.
- Project Starfield is a Phase II European-based beverage manufacturer; 2nd site visit held August. They are evaluating multiple Joplin sites for a new manufacturing plant and warehouse/distribution for their regional network—currently evaluating the State of Missouri and local Incentives.
- Expansion Industries, LCC ammunition plant – Is selling 5 acres of their Crossroads 11-acre property acquisition with 100,000 sq ft warehouse and building at an alternative location in Newton County.
- Project Fast Track/Davis Boulevard-Hammons Blvd.- 32nd Street, continue to work with the Cities of Joplin/Duquesne and MODOT/Joplin intersection upgrade to benefit multiple companies (upwards \$3 million+ need now). Working with local manufacturers near there on a traffic signal resolution for congestion issues. Numerous business and stakeholder meetings are being held to resolve.
- Schaeffler/FAG expansion underway, \$67 million, 60 jobs. \$2.5 million in abatements.

Others in the forefront

- Project Firefly – a local engineering expansion is underway, 61 employees, and a \$3.6 million expansion by August 2021. Offered state incentives but passed due to quick timing.
- Project Cookie Cutter – Food production line expansion and workforce training. Corporate leadership visit and tour held in May. On hold, they are considering state incentives and another site visit after September.
- Project Old School – Aggregating partners and potential investors warehousing needs at multiple industrial parks. We have been meeting with area contractors to identify costs. MOKAN/JATSO funded freight analysis being considered for investors. Investor meeting ongoing.
- Multiple other projects are in the pipeline in various stages, as discussed.

Workforce Development/Retention

- MOKAN is working with area manufacturers and WIB on MOKAN Manufacturing Expo in October for Manufacturing Month.
- Monthly Joplin region Manufacturers Warehouse Meetings are being held with area warehouses. MOKAN also participating in monthly regional manufacturing meeting in Grove/Miami. Discussion of late in expounding and combining.
- MOKAN is attending Center for Excellence planning meetings in Miami, OK, to intersect regional Work Readiness efforts with emerging efforts.

Regional Marketing and Promotion

- MOKAN is pushing summer and fall promotional ads with regional industrial parks/I-49 regional connector.
- Foreign Direct Investment International trade magazine promos are running in the August and November issues.
- Private Label Manufacturing is scheduled in Chicago in November. Missouri Economic Development Council (MEDC) held in October, Missouri Governor Conference in Kansas City in September. MOKAN Quarterly Regional ED Partner Roundtable coming up in October.
- MOKAN participated with Missouri Partnership and McDonald County Chamber on a mock site selection and investor meeting in Pineville. The training was held around the state for preparedness of site selector opportunities.
- Recent area regional community and company retention site visits are ongoing: Fairview, Carthage, Neosho, Sarcoxie, Lamar, Pineville, Goodman, Columbus, Miami, and Pittsburg. MOKAN invited to visit Northwest Oklahoma Port of Catoosa.
- MOKAN Quarterly Newsletter coming together for September

MOKAN Campaign/Resources

MOKAN cash flow is still good and now \$1.2 million in commitments; continuing conversations and meetings with partners, supporters, and board members for 100% commitment. Multiple support requests are underway/pending/on hold. Most recent investors are McDonald County and Spire Gas – thank you!