

Joplin Area Chamber of Commerce  
Board of Directors Meeting and  
Zoom Conference Call  
June 28<sup>th</sup>, 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 9<sup>th</sup>, 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 3<sup>rd</sup> 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: June 30, 2021

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

### Chamber:

* Cash Position:	High
* Accounts Receivable:	\$ 16,839.05
* Deferred Income 21/22 Fiscal Year:	\$ 189,695.17
* Deferred Income 22/23 Fiscal Year:	\$ 6,247.10
* Line of Credit-US Bank:	\$ -
* Membership Dues YTD Income:	\$ 95,069.46
* Net Income YTD:	\$ (18,015.35)

### Foundation / Innovation Center:

* Cash Position Foundation:	High
* Cash Position Innovation Center:	Average
* Accounts Receivable:	\$ 7,793.20
* Accounts Receivable: Crowder	\$ -
* Notes Receivable-BRF Loans:	\$ -
* Deferred Income 21/22 Fiscal Year:	\$ 11,821.69
* 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:	\$ 48,785.52
Due to Chamber:	\$ 22,346.90
Due to MOKAN:	\$ 11,166.01

(ED charges paid by MOKAN)

### Financial Highlights:

Chamber cash position has decreased significantly due to the following payouts: \$60,000 for 3rd payroll with retro pay for annual wage increase back to April 1, \$6,200 parking lot repairs and \$15,000 EXPO payment to Downstream.

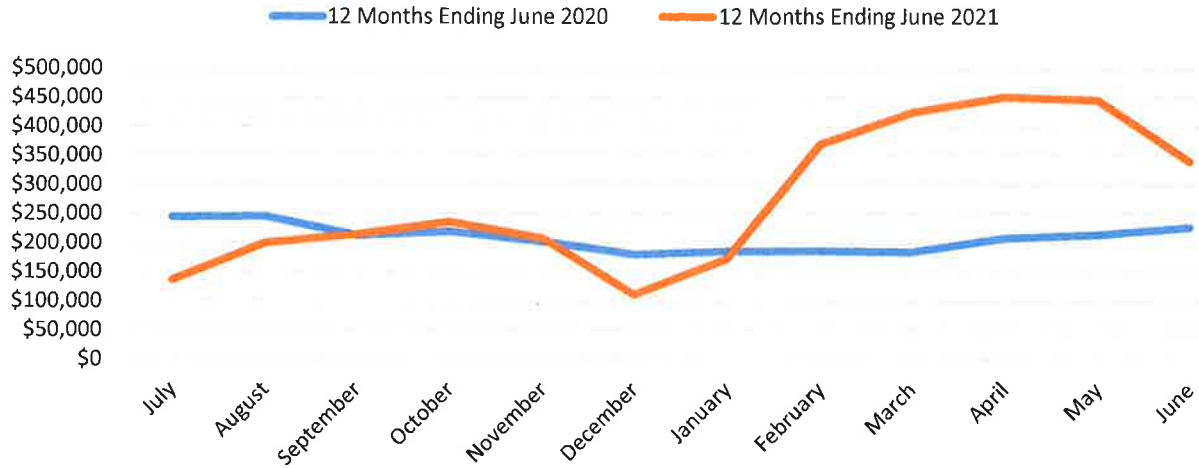
Foundation cash position has increased due to a MOKAN deposit of \$80,000 being deposited to Foundation in error. Funds were transferred to MOKAN in July 2021.

Our PPP Loan was received on February 9, 2021 in the amount of \$206,716.00. Forgiveness reports have been submitted. We anticipate the PPE loan to be fully forgiven. When approval has been received, Chamber will retain \$150,655 and the remainder will be distributed to MOKAN, One Joplin and Connect 2 Culture for their payroll portions.

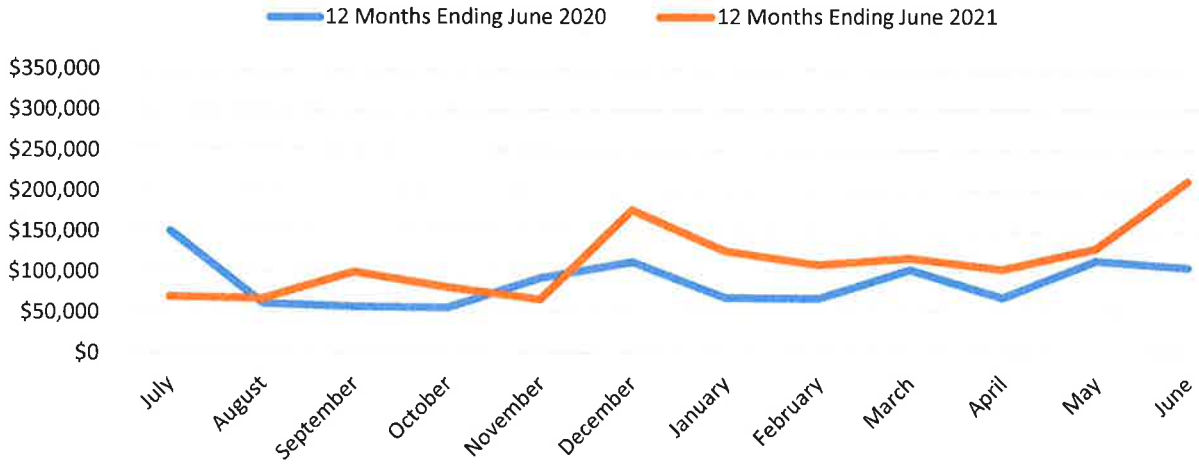
# Cash Flow Comparison

July - June

## Chamber Cash



## Foundation Cash



## Aged Open A/R

As of June 30, 2021

### Chamber

	Jun-21	May-21	Apr-21	Mar-21	Feb-21	Total Open
Amount:	10,028.05	4,297.00	-	-	2,514.00	16,839.05
% of Total Amount:	59.55%	25.52%	0.00%	0.00%	14.93%	

### Foundation

	Jun-21	May-21	Apr-21	Mar-21	Feb-21	Total Open
Amount:	5,546.20	672.00	-	-	1,575.00	7,793.20
% of Total Amount:	71.17%	8.62%	0.00%	0.00%	20.21%	

**DUE FROM (TO) ACCOUNT DETAILS**

**June 2021**

Memo	Amount
<b>Foundation Due to Chamber</b>	
Foundation Bills Paid by Chamber	1,188.69
Charges on Chamber Credit Card	3,672.07
Foundation Service Fee	4,500.00
NIC/ATTC Admin Fee	18,125.00
	<u>27,485.76</u>
<b>ED Due to Chamber</b>	
Due from City	19,964.87
Bills paid by Chamber	2,382.03
	<u>22,346.90</u>
<b>MOKAN Due to Chamber</b>	
MOKAN Bills Paid by Chamber	183.01
Monthly Service Fee	18,750.00
	<u>18,933.01</u>
<b>JIDA Due to Chamber</b>	
Bills paid by Chamber	-
Admin Fee	1,200.00
	<u>1,200.00</u>
<b>JCIDA Due to Chamber</b>	
Admin Fee	300.00
	<u>300.00</u>
<b>MOCAP Due to Chamber</b>	
Admin Fee	225.00
	<u>225.00</u>
<b>JCC Due to Chamber</b>	
Admin Fee	750.00
	<u>750.00</u>
<b>One Joplin Due to Chamber</b>	
Fiscal Agent Fees	600.00
Payroll Service Fees	150.00
	<u>750.00</u>

Joplin Area Chamber of Commerce

**Balance Sheet**

As of June 30, 2021

	<u>Jun 30, 21</u>	<u>Jun 30, 20</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
011 · US Bank - Checking	340,607.46	227,468.59	113,138.87
<b>Total Checking/Savings</b>	<u>340,607.46</u>	<u>227,468.59</u>	<u>113,138.87</u>
<b>Accounts Receivable</b>			
012 · Accounts Receivable	16,839.05	14,474.03	2,365.02
<b>Total Accounts Receivable</b>	<u>16,839.05</u>	<u>14,474.03</u>	<u>2,365.02</u>
<b>Other Current Assets</b>			
010 · Petty Cash	199.90	250.00	-50.10
014 · Due From (To) Staff	-115.87	-29.54	-86.33
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	27,485.76	23,758.17	3,727.59
022 · Due From (To) ED	22,346.90	55,816.17	-33,469.27
023 · Due From (To) MOKAN	18,933.01	15,789.43	3,143.58
024 · Due From (To) JIDA	1,200.00	2,992.70	-1,792.70
025 · Due From (To) JCIDA	300.00	900.00	-600.00
026 · Due From (To) MOCAP	225.00	225.00	0.00
027 · Due From (To) JCC	750.00	1,000.00	-250.00
028 · Due From (To) One Joplin	750.00	1,027.17	-277.17
020 · Due From (To) Other Funds - Other	0.00	1,166.82	-1,166.82
<b>Total 020 · Due From (To) Other Funds</b>	<u>71,990.67</u>	<u>102,675.46</u>	<u>-30,684.79</u>
030 · Deposit - Bulk Mail	1,901.45	2,376.21	-474.76
031 · Prepaid Expenses	105.30	105.30	0.00
032 · Prepaid Insurance	7,216.02	6,760.86	455.16
<b>Total Other Current Assets</b>	<u>81,297.47</u>	<u>112,138.29</u>	<u>-30,840.82</u>
<b>Total Current Assets</b>	<u>438,743.98</u>	<u>354,080.91</u>	<u>84,663.07</u>
<b>Fixed Assets</b>			
152.000 · Furniture & Equipment	31,429.95	41,612.23	-10,182.28
154.000 · Interior	8,990.87	14,135.26	-5,144.39
156.000 · 320 East 4th - Building	183,655.57	196,815.14	-13,159.57
158.000 · Grounds	6,117.30	0.00	6,117.30
160.000 · Land	76,562.56	76,562.56	0.00
<b>Total Fixed Assets</b>	<u>306,756.25</u>	<u>329,125.19</u>	<u>-22,368.94</u>
<b>TOTAL ASSETS</b>	<u><u>745,500.23</u></u>	<u><u>683,206.10</u></u>	<u><u>62,294.13</u></u>

**Joplin Area Chamber of Commerce**

**Balance Sheet**

As of June 30, 2021

	<u>Jun 30, 21</u>	<u>Jun 30, 20</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
200.000 · Accounts Payable	3,681.22	7,990.51	-4,309.29
<b>Total Accounts Payable</b>	<u>3,681.22</u>	<u>7,990.51</u>	<u>-4,309.29</u>
<b>Credit Cards</b>			
200.100 · US Bank - Credit Card	9,083.92	6,706.25	2,377.67
<b>Total Credit Cards</b>	<u>9,083.92</u>	<u>6,706.25</u>	<u>2,377.67</u>
<b>Other Current Liabilities</b>			
200.300 · Due To United Way	0.00	38.90	-38.90
208.000 · Deferred Income - Renewal Dues	165,306.14	171,579.10	-6,272.96
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	21,020.00	-21,020.00
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	5,200.00	-2,400.00
217.350 · Deferred Income - Golf	5,108.13	3,350.00	1,758.13
217.470 · Deferred Income - Mmbr Table	0.00	600.00	-600.00
<b>Total 217.000 · Deferred Income-Other</b>	<u>30,636.13</u>	<u>54,122.00</u>	<u>-23,485.87</u>
<b>Total Other Current Liabilities</b>	<u>195,942.27</u>	<u>225,740.00</u>	<u>-29,797.73</u>
<b>Total Current Liabilities</b>	<u>208,707.41</u>	<u>240,436.76</u>	<u>-31,729.35</u>
<b>Long Term Liabilities</b>			
250.000 · Note Payable-PPP Loan	206,716.00	0.00	206,716.00
<b>Total Long Term Liabilities</b>	<u>206,716.00</u>	<u>0.00</u>	<u>206,716.00</u>
<b>Total Liabilities</b>	<u>415,423.41</u>	<u>240,436.76</u>	<u>174,986.65</u>
<b>Equity</b>			
32000 · Unrestricted Net Assets	348,092.17	429,208.87	-81,116.70
Net Income	-18,015.35	13,560.47	-31,575.82
<b>Total Equity</b>	<u>330,076.82</u>	<u>442,769.34</u>	<u>-112,692.52</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>745,500.23</u></u>	<u><u>683,206.10</u></u>	<u><u>62,294.13</u></u>



Joplin Area Chamber of Commerce

Statement of Operations

April through June 2021

	<u>Apr - Jun 21</u>	<u>Apr - Jun 20</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>					
Income					
401.000 · Income - Member Investments	95,069.46	95,250.61	-181.15	97,452.00	-2,382.54
403.000 · Income - Foundation Service Fee	13,500.00	13,500.00	0.00	13,500.00	0.00
404.000 · Income - NIC/ATTC Admin Fee	43,125.00	51,651.82	-8,526.82	37,500.00	5,625.00
405.000 · Income - Economic Development	24,750.00	24,750.00	0.00	24,750.00	0.00
406.000 · Income - JIDA	1,800.00	2,300.00	-500.00	1,800.00	0.00
406.500 · Income - JCIDA	300.00	300.00	0.00	300.00	0.00
407.000 · Income - MOKAN	56,250.00	56,250.00	0.00	56,250.00	0.00
408.000 · Income - MOCAP	225.00	225.00	0.00	225.00	0.00
409.000 · Income - One Joplin	2,250.00	3,073.79	-823.79	2,250.00	0.00
411.000 · Income - Jop Cap Corp Serv Fee	750.00	750.00	0.00	750.00	0.00
416.000 · Income - C2C Service Fee	22,374.74	18,958.98	3,415.76	19,200.00	3,174.74
430.000 · Income - Building Room Rental	208.00	0.00	208.00	0.00	208.00
490.000 · Income - EIDL Grant	0.00	10,000.00	-10,000.00	0.00	0.00
492.000 · Income - Miscellaneous	0.00	3,496.65	-3,496.65	120,654.70	-120,654.70
495.000 · Income - New Member Fee	285.00	540.00	-255.00	930.00	-645.00
<b>Total Income</b>	<u>260,887.20</u>	<u>281,046.85</u>	<u>-20,159.65</u>	<u>375,561.70</u>	<u>-114,674.50</u>
<b>Gross Profit</b>	<u>260,887.20</u>	<u>281,046.85</u>	<u>-20,159.65</u>	<u>375,561.70</u>	<u>-114,674.50</u>
Expense					
610.000 · Salaries	232,897.72	175,084.41	57,813.31	226,745.23	6,152.49
612.000 · Payroll Taxes	15,304.06	13,470.35	1,833.71	17,019.62	-1,715.56
615.000 · Pension Fund	19,967.88	13,213.29	6,754.59	19,079.97	887.91
616.000 · Employee Insurance/Benefits	2,739.93	3,407.83	-667.90	3,587.00	-847.07
617.000 · Payroll Expenses	2,520.28	2,467.14	53.14	2,680.76	-160.48
619.000 · Contract Services	933.33	3,000.00	-2,066.67	0.00	933.33
620.000 · Automobile Expense	532.00	654.44	-122.44	900.00	-368.00
630.000 · Health Insurance	23,267.94	20,219.94	3,048.00	23,696.01	-428.07
635.000 · Liability & Other Insurance	2,841.13	2,584.53	256.60	3,000.00	-158.87
640.000 · Staff Dues & Development	176.00	1,773.00	-1,597.00	0.00	176.00
645.000 · Staff Retreats/Meetings	162.81	0.00	162.81	0.00	162.81
650.000 · Meetings & Travel	266.62	-18.87	285.49	0.00	266.62
670.000 · Occupancy Expense	5,645.11	1,976.27	3,668.84	6,000.00	-354.89
673.000 · Electric Expense	1,678.31	1,410.23	268.08	1,480.00	198.31
677.000 · Water Expense	79.86	69.12	10.74	90.00	-10.14
680.000 · Postage	1,474.41	1,279.40	195.01	1,280.00	194.41
690.000 · Communications Expenses	2,934.07	3,136.25	-202.18	2,050.00	884.07
700.000 · Office Supplies	1,555.85	1,756.31	-200.46	900.00	655.85
710.000 · Equipment Rental	2,367.00	0.00	2,367.00	2,367.00	0.00
715.000 · Equipment Purchase	898.00	0.00	898.00		
720.000 · Equipment Maintenance	8,489.08	7,849.87	639.21	7,200.00	1,289.08
730.000 · Depreciation	6,696.73	7,443.96	-747.23	7,285.47	-588.74
750.000 · Professional Fees	954.00	5,300.00	-4,346.00	5,300.00	-4,346.00
770.000 · Sponsorship Program	500.00	0.00	500.00	0.00	500.00
789.000 · Bank and Credit Card Fees	2,563.70	3,764.68	-1,200.98	3,960.00	-1,396.30
790.000 · Miscellaneous Expense	1,444.31	50.00	1,394.31	150.00	1,294.31
<b>Total Expense</b>	<u>338,890.13</u>	<u>269,892.15</u>	<u>68,997.98</u>	<u>334,771.06</u>	<u>4,119.07</u>
<b>Net Ordinary Income</b>	<u>-78,002.93</u>	<u>11,154.70</u>	<u>-89,157.63</u>	<u>40,790.64</u>	<u>-118,793.57</u>

Joplin Area Chamber of Commerce

Statement of Operations

April through June 2021

	<u>Apr - Jun 21</u>	<u>Apr - Jun 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					
900.215 · Expo	46,040.06	0.00	46,040.06	57,920.00	-11,879.94
Total 800.200 · Business Development	46,040.06	0.00	46,040.06	57,920.00	-11,879.94
800.400 · Member Services	174.90	5,357.60	-5,182.70	6,833.00	-6,658.10
800.500 · Spec Events					
900.510 · Annual Banquet	0.00	2,150.00	-2,150.00	10,859.00	-10,859.00
900.515 · Good Morning Joplin	0.00	-1,331.00	1,331.00	3,080.00	-3,080.00
900.520 · Morning Brew	2,895.75	1,400.00	1,495.75	6,405.00	-3,509.25
900.525 · Business After Hours	4,400.00	1,100.00	3,300.00	6,405.00	-2,005.00
900.530 · Golf Tournament	8,868.78	8,395.34	473.44	5,920.00	2,948.78
Total 800.500 · Spec Events	16,164.53	11,714.34	4,450.19	32,669.00	-16,504.47
800.600 · Communications	-1,531.44	-14,279.74	12,748.30	-5,216.54	3,685.10
800.800 · Chamber Work Groups					
900.810 · Equality, Diversity & Inclusion	-68.00	-150.00	82.00	0.00	-68.00
900.815 · Chamber Gives Back	-561.46	50.00	-611.46	0.00	-561.46
Total 800.800 · Chamber Work Groups	-629.46	-100.00	-529.46	0.00	-629.46
Total 800.000 · Committee Divisions	60,878.59	3,150.60	57,727.99	92,805.46	-31,926.87
820.100 · Employee Fund	-891.01	-744.83	-146.18	0.00	-891.01
Total Other Income	59,987.58	2,405.77	57,581.81	92,805.46	-32,817.88
Net Other Income	59,987.58	2,405.77	57,581.81	92,805.46	-32,817.88
Net Income	<u>-18,015.35</u>	<u>13,560.47</u>	<u>-31,575.82</u>	<u>133,596.10</u>	<u>-151,611.45</u>

# Joplin Area Chamber of Commerce Economic Development Fund

## Balance Sheet

As of June 30, 2021

	<u>Jun 30, 21</u>	<u>Jun 30, 20</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
US Bank-Checking/Sweep Acct	54.66	4,176.41	-4,121.75
<b>Total Checking/Savings</b>	54.66	4,176.41	-4,121.75
<b>Other Current Assets</b>			
Due From (To) City	48,785.52	70,611.86	-21,826.34
Due From (To) Other Funds			
Due From (To) Chamber	-22,346.90	-55,816.17	33,469.27
Due From (To) MOKAN	-11,166.01	-920.89	-10,245.12
<b>Total Due From (To) Other Funds</b>	-33,512.91	-56,737.06	23,224.15
<b>Total Other Current Assets</b>	15,272.61	13,874.80	1,397.81
<b>Total Current Assets</b>	15,327.27	18,051.21	-2,723.94
<b>Fixed Assets</b>			
Furniture and Equipment	12,296.58	17,566.62	-5,270.04
<b>Total Fixed Assets</b>	12,296.58	17,566.62	-5,270.04
<b>TOTAL ASSETS</b>	<b>27,623.85</b>	<b>35,617.83</b>	<b>-7,993.98</b>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable			
*Accounts Payable	2,266.50	10,000.00	-7,733.50
<b>Total Accounts Payable</b>	2,266.50	10,000.00	-7,733.50
<b>Total Current Liabilities</b>	2,266.50	10,000.00	-7,733.50
<b>Total Liabilities</b>	2,266.50	10,000.00	-7,733.50
<b>Equity</b>			
Retained Earnings	34,064.63	40,017.26	-5,952.63
Net Income	-8,707.28	-14,399.43	5,692.15
<b>Total Equity</b>	25,357.35	25,617.83	-260.48
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>27,623.85</b>	<b>35,617.83</b>	<b>-7,993.98</b>

# Joplin Area Chamber of Commerce Economic Development Fund

## Statement of Operations

November 2020 through June 2021

	<u>Nov '20 - Jun 21</u>	<u>Nov '19 - Jun 20</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Income-Funds from City	144,899.01	109,909.27	34,989.74
<b>Total Income</b>	<u>144,899.01</u>	<u>109,909.27</u>	<u>34,989.74</u>
<b>Expense</b>			
Administrative Expenses	45.00	247.37	-202.37
Business Retention & Expansion	0.00	802.44	-802.44
Choose Joplin Campaign	11,932.42	457.52	11,474.90
Communications/Mobile/Internet	3,070.71	4,200.42	-1,129.71
Data Systems & Equip Support	22,000.78	21,300.45	700.33
Depreciation	3,513.36	3,513.36	0.00
Economic Development	6,911.55	25.00	6,886.55
Marketing & Advertising	18,989.67	3,187.50	15,802.17
Miscellaneous Expense	1,479.30	2,580.30	-1,101.00
Mtgs & Travel/ Prospect Host	3,952.47	2,187.81	1,764.66
Office Supplies/Publications	0.00	550.00	-550.00
Postage and Packets	0.00	105.94	-105.94
Professional Dues & Development	3,145.00	4,641.10	-1,496.10
Professional Fees	0.00	12,000.00	-12,000.00
Regional E-Marketing	1,000.00	0.00	1,000.00
Regional Trade Shows	3,966.03	1,240.00	2,726.03
Salaries	66,000.00	66,000.00	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
<b>Total Expense</b>	<u>153,606.29</u>	<u>124,308.70</u>	<u>29,297.59</u>
<b>Net Ordinary Income</b>	<u>-8,707.28</u>	<u>-14,399.43</u>	<u>5,692.15</u>
<b>Net Income</b>	<u><u>-8,707.28</u></u>	<u><u>-14,399.43</u></u>	<u><u>5,692.15</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of June 30, 2021

	<u>Jun 30, 21</u>	<u>Jun 30, 20</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
002 · US Bank - Money Market	9,549.91	9,729.00	-179.09
008 · Commerce - Airport Backstop	0.00	0.82	-0.82
001 · US Bank - General Fund	111,997.35	22,785.54	89,211.81
003 · US Bank - Innovation Center	77,841.29	49,578.51	28,262.78
005 · Restricted - Bus Recovery Fund	12,257.86	22,839.86	-10,582.00
<b>Total Checking/Savings</b>	<u>211,646.41</u>	<u>104,933.73</u>	<u>106,712.68</u>
<b>Accounts Receivable</b>			
020 · Accounts Receivable	7,793.20	19,086.55	-11,293.35
<b>Total Accounts Receivable</b>	<u>7,793.20</u>	<u>19,086.55</u>	<u>-11,293.35</u>
<b>Other Current Assets</b>			
032 · Prepaid Insurance	3,494.09	3,553.50	-59.41
019 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	-27,485.76	-23,758.17	-3,727.59
019.200 · Due (to) From MOKAN	-80,000.00	0.00	-80,000.00
<b>Total 019 · Due From (To) Other Funds</b>	<u>-107,485.76</u>	<u>-23,758.17</u>	<u>-83,727.59</u>
<b>Total Other Current Assets</b>	<u>-103,991.67</u>	<u>-20,204.67</u>	<u>-83,787.00</u>
<b>Total Current Assets</b>	<u>115,447.94</u>	<u>103,815.61</u>	<u>11,632.33</u>
<b>Fixed Assets</b>			
170 · Advanced Training & Tech Ctr	1,766,513.00	1,817,296.40	-50,783.40
179 · ATTC Building Improvements	1,588,818.44	1,632,674.48	-43,856.04
177 · ATTC Equipment	840,984.36	1,113,735.96	-272,751.60
175 · ATTC Furniture & Fixtures	53,275.22	70,553.66	-17,278.44
150 · Foundation Furniture & Fixtures	611.89	2,499.22	-1,887.33
166 · IC Leasehold Improvements	39,404.31	44,286.38	-4,882.07
152 · Innovation Center F & F	11,166.16	4,562.41	6,603.75
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,201,551.40	1,249,839.52	-48,288.12
<b>Total Fixed Assets</b>	<u>5,564,269.27</u>	<u>5,997,392.52</u>	<u>-433,123.25</u>
<b>Other Assets</b>			
055.900 · Notes Receivable - BRF Loans	0.00	4,119.62	-4,119.62
<b>Total Other Assets</b>	<u>0.00</u>	<u>4,119.62</u>	<u>-4,119.62</u>
<b>TOTAL ASSETS</b>	<u><u>5,679,717.21</u></u>	<u><u>6,105,327.75</u></u>	<u><u>-425,610.54</u></u>

Joplin Area Chamber of Commerce Foundation

**Balance Sheet**

As of June 30, 2021

	<u>Jun 30, 21</u>	<u>Jun 30, 20</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
200 · Accounts Payable	1,856.62	7,626.27	-5,769.65
<b>Total Accounts Payable</b>	<u>1,856.62</u>	<u>7,626.27</u>	<u>-5,769.65</u>
<b>Credit Cards</b>			
204 · US Bank Credit Card	603.90	0.00	603.90
<b>Total Credit Cards</b>	<u>603.90</u>	<u>0.00</u>	<u>603.90</u>
<b>Other Current Liabilities</b>			
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	2,871.73	3,262.00	-390.27
208 · Deferred Income - Other	0.00	0.26	-0.26
<b>Total 208 · Deferred Income</b>	<u>11,821.69</u>	<u>17,212.22</u>	<u>-5,390.53</u>
247.000 · Deposits Held	9,439.35	8,596.81	842.54
<b>Total Other Current Liabilities</b>	<u>21,261.04</u>	<u>25,809.03</u>	<u>-4,547.99</u>
<b>Total Current Liabilities</b>	<u>23,721.56</u>	<u>33,435.30</u>	<u>-9,713.74</u>
<b>Total Liabilities</b>	23,721.56	33,435.30	-9,713.74
<b>Equity</b>			
33000 · Temp. Restricted Net Assets	25,880.00	25,880.00	0.00
32000 · Unrestricted Net Assets	5,757,059.45	6,194,679.55	-437,620.10
Net Income	-126,943.80	-148,667.10	21,723.30
<b>Total Equity</b>	<u>5,655,995.65</u>	<u>6,071,892.45</u>	<u>-415,896.80</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>5,679,717.21</u></u>	<u><u>6,105,327.75</u></u>	<u><u>-425,610.54</u></u>

**Joplin Area Chamber of Commerce Foundation**  
**Statement of Operations**  
 April through June 2021

	Foundation			ATTC			NIC		
	Apr - Jun 21	Apr - Jun 20	\$ Change	Apr - Jun 21	Apr - Jun 20	\$ Change	Apr - Jun 21	Apr - Jun 20	\$ Change
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
401 · Contributions	4,735.00	4,595.00	140.00	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	13.65	45.11	-31.46	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	54,907.77	45,587.04	9,320.73	22,188.13	22,688.17	-500.04
427 · Lease Utility Income	0.00	0.00	0.00	6,765.73	5,863.90	901.83	0.00	0.00	0.00
<b>Total Income</b>	<u>4,748.65</u>	<u>14,180.11</u>	<u>-9,431.46</u>	<u>61,673.50</u>	<u>51,513.54</u>	<u>10,159.96</u>	<u>50,267.88</u>	<u>22,688.17</u>	<u>27,579.71</u>
<b>Gross Profit</b>	4,748.65	14,180.11	-9,431.46	61,673.50	51,513.54	10,159.96	50,267.88	22,688.17	27,579.71
<b>Expense</b>									
760 · Grant Disbursement	7,063.56	9,288.16	-2,224.60	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	24,375.00	32,901.82	-8,526.82	18,750.00	18,750.00	0.00
787 · Bank Fees	60.00	80.00	-20.00	0.00	0.00	0.00	0.00	0.00	0.00
690 · Communications	0.00	79.36	-79.36	3,247.03	4,602.76	-1,355.73	2,256.69	2,657.51	-400.82
730 · Depreciation	203.97	561.12	-357.15	96,167.37	96,167.37	0.00	14,522.43	14,786.13	-263.70
671 · Electric Expense	0.00	0.00	0.00	10,162.93	8,427.24	1,735.69	1,644.69	2,000.44	-355.75
720 · Equipment Maint	671.40	1,290.15	-618.75	0.00	95.00	-95.00	0.00	1,990.61	-1,990.61
672 · Gas Expense	0.00	0.00	0.00	937.46	959.90	-22.44	259.96	240.72	19.24
785 · Insurance Expense	0.00	343.50	-343.50	7,648.62	6,998.07	650.55	2,549.54	2,332.69	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	22,704.06	2,249.16	20,454.90	8,693.47	2,173.91	6,519.56
750 · Professional Fees	144.00	2,700.00	-2,556.00	0.00	0.00	0.00	0.00	0.00	0.00
610 · Program Service Fee	13,500.00	13,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
673 · Water Expense	0.00	0.00	0.00	669.38	535.28	134.10	254.17	272.26	-18.09
<b>Total Expense</b>	<u>22,056.25</u>	<u>42,852.36</u>	<u>-20,796.11</u>	<u>165,943.45</u>	<u>152,936.60</u>	<u>13,006.85</u>	<u>49,820.07</u>	<u>45,204.27</u>	<u>4,615.80</u>
<b>Net Ordinary Income</b>	-17,307.60	-28,672.25	11,364.65	-104,269.95	-101,423.06	-2,846.89	447.81	-22,516.10	22,963.91
<b>Other Income/Expense</b>									
<b>Other Income</b>									
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
800.101 · 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	-5,397.54	-477.95	-4,919.59	0.00	0.00	0.00	0.00	0.00	0.00
800.400 · Young Professionals Network	-619.32	119.86	-739.18	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 800 · Committee Divisions</b>	<u>-5,753.92</u>	<u>3,944.31</u>	<u>-9,698.23</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Total Other Income</b>	<u>-5,753.92</u>	<u>3,944.31</u>	<u>-9,698.23</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Net Other Income</b>	-5,753.92	3,944.31	-9,698.23	0.00	0.00	0.00	0.00	0.00	0.00
<b>Net Income</b>	<u><u>-23,061.52</u></u>	<u><u>-24,727.94</u></u>	<u><u>1,666.42</u></u>	<u><u>-104,269.95</u></u>	<u><u>-101,423.06</u></u>	<u><u>-2,846.89</u></u>	<u><u>447.81</u></u>	<u><u>-22,516.10</u></u>	<u><u>22,963.91</u></u>

## **Incubator Activity – Doug Hunt**

### **Joe Newman Innovation Center (NIC):**

- Co-working space one new member. One new private space tenant, home inspection company that will be in the old Highway Maverick office.
- PowerShades will be vacating the NIC at the end of August. I have secured a new tenant to fill that space as soon as they vacate.
- Elite Solar has given notice they will vacate as of 7/31.
- 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 have a prospect interested in the space and will be touring it soon. The NIC will retain all furniture and tenant finishes.
- Leases have been converted to “service agreements,” including Chamber Membership in all the NIC tenant agreements moving forward except for co-working day passes. Still pending is the Hub Bub concept for 24/7-day passes, same as last month. This is pending due to the passing of John Howsmon who owned Hub Bub. His estate is still deciding if they want to continue the Hub Bub concept. If the Hub Bub entrance is not continued, co-working day passes will continue as they are now for M-F 7:30 a.m. to 5:30 p.m.

### **Missouri Technology Corporation (MTC)**

- On site visit with MTC State director to tour NIC and ATTC. Next year’s State funding for NIC was confirmed. Very positive meeting and a request to create new metric in tracking new prospects and providing business consulting for new startups.

### **Advanced Training & Technology Center (ATTC):**

- Electrical work has been completed at the request of Crowder College for the construction of their new secured IT server room.
- Electrical outlets near the ovens have been converted to 110 from 220 Amp to eliminate the use of an extension cord to access a 110 Amp outlet. This will also eliminate a trip hazard.
- All main floors as well as the classroom will be stripped and waxed the weekend of 7/31. ATTC and NIC are both at 95% occupancy through 7/30 minus co-working spaces.

## **Tenant Update:**

- Unearth Potential is hiring 3 new employees. As the company continues to grow, they are experiencing pressure points. I’m coaching them through those pressure points and helping establish new policies and procedures. They are also growing to the point of needing an additional 6,000 square feet and may be looking to vacate the ATTC to grow.

## **Programming:**

- 1 Million Cups continues to be a huge success with an average audience count of about 35 in attendance each week.
- Chamber Academy continues to grow with added content and Chamber members utilizing it. Thus far, we have more than 92 people who have registered an account.
- Ideas on Tap was July 22, 2021, at a new location. Moving forward we will rotate a location each month. The new format calls for each person to introduce themselves and share what they do.
- E-commerce Meetup has been “on the road” the past three months. In July e-commerce met at Athena Marketing in Joplin. In August the meetup will be at Zinc Coffee in Joplin.
- 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 to consider with the final lineup to be decided soon with signed contracts. We have also secured rooms at the Holiday Inn for a roundtable event Thursday night.
- 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 profiled speakers to consider with the final lineup to be decided by the end of June. Toby will have greater details on our progress.



## Networking Events

### Special Events

- Planning Tomorrow's Leaders today for 2022 with the committee chairs.
- Voting in 3 new Leadership Joplin alumni to the committee. Working on scheduling for LJ 2022.
- Hot Links fall tournament will be October 8 and is sold out. Accepting names for a waiting list.
- The Business of the Year nominations are due July 30. Depending on how many we receive, we will then determine either how to award or hold off for large banquet
- Morning Brew is August 6 at Freeman Health System in the West Tower Conference Room.
- Business After Hours is August 17 at Guaranty Bank on Range Line in Bel Aire Plaza.
- We will be participating in the MSSU Community Day on August 18.

## Membership Summary Report June 23, 2021 – July 23, 2021

### Year to date

<b>Membership Previous (April 1, 2021)</b>	<b>756</b>
Joined (New)	33
Dropped	<b>32</b>
Total membership	757 (net 1)

### New Members June 23, 2021 – July 23, 2021

American Family Insurance – Mathis Agency  
ARC Physical Therapy  
Better Business Bureau  
C.L. King Communication  
Intrepid USA Hospice  
JOMO Pressure Wash  
The Kings Emporium  
Roaring River Resort & RV Park  
SalTea Sloth Nutrition, LLC  
Southern Star Central Gas Pipeline  
Telarus  
TKG Fencing, LLC

### Dropped Members June 23, 2021 – July 23, 2021

Advanced Internet Marketing / AIM Gurus  
Covington Essentials  
LeFluer Properties, LLC  
The Medicine Shoppe  
Roller Derby Food Trailer

### 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

- Sign Up your team here, <https://www.signupgenius.com/go/30e0a4eaea922a1ff2-chamber1>
- 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 did not receive 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: June Walk For Health article, <https://healthyjoplin.com/june-is-alzheimers-and-brain-awareness-month/> June Men's Health article, <https://healthyjoplin.com/bringing-awareness-to-mens-health/>
- 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)**

- There is a Slow Roll scheduled for Wednesday 7/28 which will include a short presentation with the city on the Parks & Stormwater Tax Renewal.
- Spread the word about the 8/3 Vote – we need as many yeses for the tax renewal as possible to continue support for parks and stormwater projects for the next ten years. It is crucial we pass this tax for ongoing development of our community in matters of both beautifications, as well as safety and well-being.  
The Joplin Area Active Transportation Assessment in progress, please complete the following survey before 7/31: <https://www.surveymonkey.com/r/joplinata>

**Equity, Diversity & Inclusion: Darius (Junior) Lewis, Doug (Chamber Liaison)**

- The launch of The Leadership Pledge was held July 14<sup>th</sup>, at the Chamber. Beyond a good turnout of companies who have signed the Pledge, all local media outlets were there providing great coverage.
- Group now meets once a month on the 4<sup>th</sup> Wednesday at Noon. The Leadership Pledge focus will now be 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 workgroup and Melodee Colbert Kean will serve in assisting 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 met July 14<sup>th</sup> at Club 1201. A plan is being put in place to host a Mentor / Mentee recruiting event. 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.
- 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**

**JIDA & Crossroads Industrial Park**

- There's an opportunity to leverage the proceeds from the pending 15-20 acre truck stop land sale into the acquisition of another 330 acres along I-44 that would then annex into Joplin and wrap around Duenweg. This would effectively increase available, non-floodplain industrial land JIDA holds by 400%.
- Version 1 of <https://www.joplincrossroads.com/> is complete, featuring land parcels for sale, success stories, and an interactive utility map of the park.

**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 Surge II – Large-scale phased battery production facility, leading to a 600,000 sq ft facility and up to 1,500 jobs. Joplin likely eliminated; however, ownership is talking with the City of Joplin bond counsel about resurrection and finding a way to leverage Chapter 100 + JIDA Revenue Bonds to meet their funding gap.
- Project Rolex – Property acquisition finalizing at Crossroads Industrial Park for distribution support.
- 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.
- Crossroads Industrial Park is approved for Missouri Certification, pending targeted tree/brush removal. Announcement imminent, MOKAN finalizing.
- Crossroads Industrial Park website launched.
- 32<sup>nd</sup> Street Place Development (Menards et al.) – Site work has begun, and negotiations continue.
- The city of Joplin working actively on large-scale annexation planning
- KCU College of Dental Medicine groundbreaking was held on May 22. KCU/Chamber held the Joplin area tour for incoming med students.

**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.

- Manufacturing Day/Month activity; October 14 MOKAN manufacturers expo regional event with WIB in Newton County.
- MOKAN Board facilitated planning retreat/lunch scheduled October 18, 10-3:30, Chamber chair invited. Location TBD.
- Joplin Regional Innovation and Technology Summit – November 5, 2021.
- Joplin Economic Growth Tour scheduled October 22, MOKAN assisting
- 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:
  - Missouri State University / Code Labs partnership/application pending
  - 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) is under full construction in Webb City/Joplin Industrial Park. \$12 million, 225,000 sq. ft. warehouse, with 28 employees. July 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. July target 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; 2<sup>nd</sup> site visit is scheduled for August. They are 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 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 looking at an alternative location in Newton County.
- Project Fast Track/Davis Boulevard-Hammons Blvd.- 32<sup>nd</sup> 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.
- 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 scheduled for late July.
- Project 29 – Working with Missouri Partnership on a significant manufacturing facility related to batteries for the EV market.
- 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 Tech-Xpo in October for Manufacturing Month.
- Monthly Manufacturers Warehouse Meetings are being held with area manufacturers.
- 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 held in June, Missouri Governor Conference in Kansas City coming up in September. Attended Grand Lake Aerospace Summit in Miami, OK June 22.
- 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 Campaign/Resources**

MOKAN cash flow is good and now \$1.2 million in commitments; continuing conversations and meetings with supporters and board members for 100% commitment. Multiple support requests are underway/pending/on hold. The most recent investors are Joplin Capital Corporation and Great Southern Bank – thank you!