



# JOPLIN

AREA CHAMBER OF COMMERCE  
Board of Directors Meeting – In-person and Zoom Meeting  
Monday, October 25, 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**

12:05 **Consent Calendar – Jeremy Drinkwitz**

Approve Consent Agenda – Jeremy Drinkwitz

Approve September Minutes – Jeremy Drinkwitz

Approve September Financials – Jeremy Drinkwitz

12:15 **New Business**

Nominations Committee Report: recommendation for the 2022-2023 year slate – Betsy Kissel

Proposition Action Update – Jeremy Drinkwitz/ Tonya Sprengle – [Vote Yes](#) to support

Presidential Search Update – Jeremy Drinkwitz

12:25 **Adjourn to Executive Session**

**Next Meeting: Monday, November 22, 2021, Chamber Office, Liberty Room, meeting begins at 12:00 pm**

**Reminder:** Joplin Regional Innovation & Technology Summit.

**THURSDAY NIGHT SPECIAL** reception at Joplin Holiday Inn, November 4, at 5:30. An evening of Roundtable action with seven of the featured summit speakers. Limited availability. Please email [tonya@jopincc.com](mailto:tonya@jopincc.com) ASAP to join us. Sponsored by VisitJoplinMO.com and SNC Squared.

**Friday Nov 5**, we kick off the summit at James River Church at 7:00 am for a full day of presentations on Cyber Security, Innovation and Entrepreneurship. Use the code **beourguest** on our Eventbrite with this link [www.eventbrite.com/e/163645314541/?discount=beourguest](http://www.eventbrite.com/e/163645314541/?discount=beourguest)

**A special which is highly recommended for all CEO's and Board Members, Bob Zukis** will speak on Cyber Security for this target group...a can't miss opportunity at 9:00 am.

At the August Chamber meeting the Chamber Board voted to endorse the City's effort to **Vote Yes** on **Proposition Action** and to activate our continuing committee and assist with the campaign. This campaign is important to the community as it will bring in tax dollars otherwise lost, and passage will help to level the business playing field for many local businesses. **Please support by Voting Yes November 2.**

Joplin Area Chamber of Commerce  
Board of Directors Meeting and  
Zoom Conference Call  
September 27<sup>th</sup>, 2021

Minutes

Attended/Zoom: Jordan Bolinger, Melodee Colbert-Kean, Kim Cox, Mattie Crossland, Jeremy Drinkwitz, Nick Edwards, Chad Greer, Lori Haun, Dr. Brad Hodson, Betsy Kissel, Dr. Melinda Moss, Howie Nunnally, Kelli Perigo, Katrina Richards, Dr. Laura Rosch, Melissa Smith, Mayor Ryan Stanley, Matt Stewart, Dustin Storm, Dr. Dean Van Galen

Absent: John Bartosh, Todd Chenault, Jim Dalrymple, Chad Evans, Jerrod Hogan, Dana Pim, Bill Reiboldt, Stormy Worden

Staff: Tony Robyn, Tonya Sprenkle

Guest: Susan Hall, Capps Program

I. Jeremy Drinkwitz, Call to Order

II. Approval August Minutes.

- A. Kelli Perigo moved to approve the August Minutes and seconded by Jordan Bollinger. Motion passed.
- B. August Financials presented by Tonya. August Financials were in your Board packet; please see them for the details. Kim Cox moved to approve the August Financials and seconded by Dr. Van Galen. Motion passed.
- C. Approval of the JACC & JACCF Audits. Dr. Van Galen moved to approve the JACC & JACCF Audits and seconded by Matt Stewart. Motion passed.

III. Ex-Officio Reports.

- A. The City of Joplin presented by Nick Edwards. Nick stated that the City has a balanced budget. The Police Department is down nine officers and having trouble finding qualified candidates. Nick added that they are working on Proposition Action. Mayor Stanley added he is impressed with this budget and asked if any organization needs to hear about Proposition Action, please forward the information to the City. Mayor Stanley stated that COVID is slowly going away.
- B. County Commission, Jasper, and Newton Counties, not present. Bill Reiboldt's report was in your packet. Please see it for the details.
- C. Education
  1. R-8 School District presented by Dr. Moss. Her report was in your packet. Please see it for the details.
  2. Crowder College presented by Melissa Smith. Melissa's report was in your packet. Please see it for the details.
  3. KCU-Joplin presented by Dr. Laura Rosch was in your packet. Please see it for the details.
  4. MSSU presented by Susan Hall with the CAPPs Program. Her report was included in your packet. Please see it for the details.
  5. OCC, not present.
- D. NIC presented by Doug Hunt, not present. His report was in your packet. Please see it for the details.
- E. YPN presented by Dana Pim, not present. Her report was included in your packet. Please see it for the details.

IV. New Business

- A. Nominations Committee recommends Howie Nunnelly to serve on the Foundation Board. Kelli Perigo moved to accept the Nominations Committee recommendation for Howie Nunnelly to be on the Foundation Board and seconded by Chad Greer. Motion Passed.
- B. Nomination Committee recommendations for the 2022-2023 year slate. It was tabled until the October Board meeting.
- C. Proposition Action Update presented by Jeremy Drinkwitz and Tonya Sprenkle. This was included in your packet. Please see it for the details. Tonya added that the challenge was to raise a minimum of \$10,000, and we have hit that mark. Tonya stated we still want to do a card mailing. The expense for the mailing is an additional \$3,500. The committee has asked the board to use the link provided in your packet to donate toward the \$3,500.

V. Adjourn to Executive Session

Submitted by: Tonya Sprenkle, Vice President

# Joplin Area Chamber of Commerce

## Finance Executive Summary

Period Ending: September 30, 2021

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

### Chamber:

* Cash Position:	Average
* Accounts Receivable:	\$ 9,213.68
* Deferred Income 21/22 Fiscal Year:	\$ 161,810.69
* Deferred Income 22/23 Fiscal Year:	\$ 33,013.54
* Line of Credit-US Bank:	\$ -
* Membership Dues YTD Income:	\$ 181,195.65
* Net Income YTD:	\$ 73,832.34

### Foundation / Innovation Center:

* Cash Position Foundation:	Low
* Cash Position Innovation Center:	Average
* Accounts Receivable:	\$ 5,341.94
* Accounts Receivable: Crowder	\$ 23,000.00
* Notes Receivable-BRF Loans:	\$ -
* Deferred Income 21/22 Fiscal Year:	\$ 8,379.00
* Deferred Income 22/23 Fiscal Year:	\$ -
* Line of Credit-US Bank:	\$ -
* Net Income YTD:	\$ (230,921.41)

### 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:	\$ 55,495.22
Due to Chamber:	\$ 37,881.43
Due to MOKAN:	\$ 13,592.53

(ED charges paid by MOKAN)

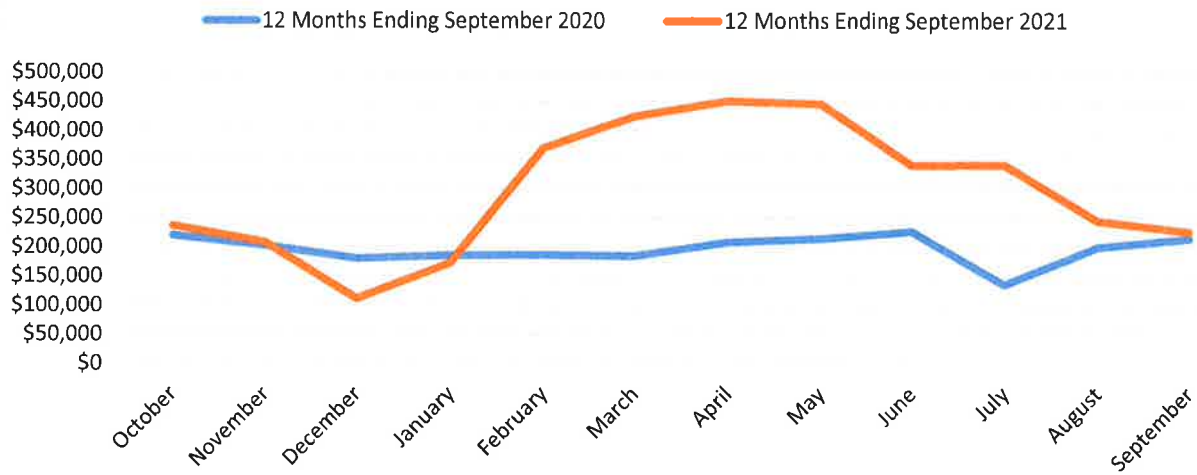
### Financial Highlights:

Foundation Cash is low due to the accrued balance due from Crowder College. Crowder will be paying \$57,500 in December for the fall semester.

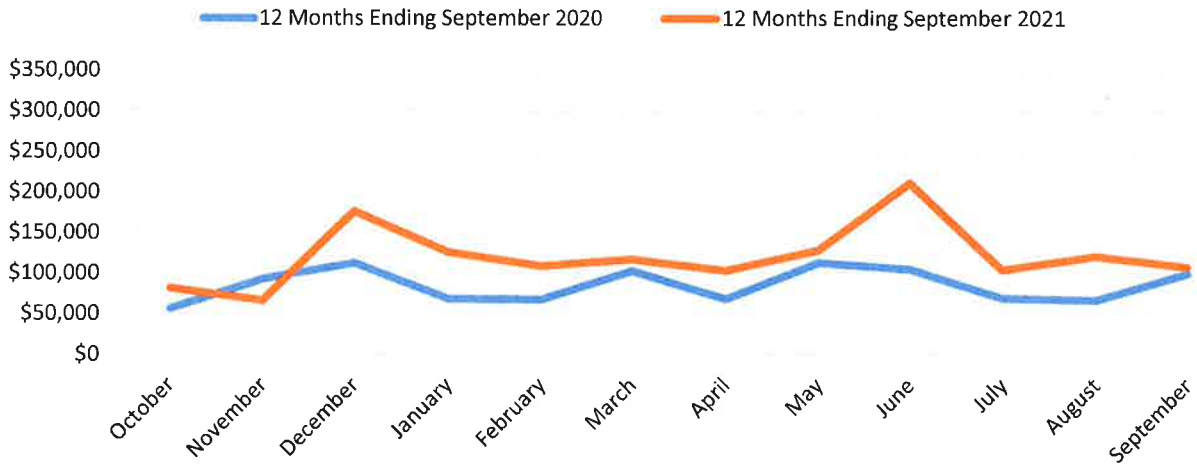
# Cash Flow Comparison

October - September

## Chamber Cash



## Foundation Cash



## Aged Open A/R

As of September 30, 2021

### Chamber

	Sep-21	Aug-21	Jul-21	Jun-21	May-21	Total Open
Amount:	7,151.18	-	-	337.50	1,725.00	9,213.68
% of Total Amount:	77.61%	0.00%	0.00%	3.66%	18.72%	

### Foundation

	Sep-21	Aug-21	Jul-21	Jun-21	May-21	Total Open
Amount:	4,641.94	-	-	-	700.00	5,341.94
% of Total Amount:	86.90%	0.00%	0.00%	0.00%	13.10%	

**DUE FROM (TO) ACCOUNT DETAILS**  
**September 2021**

Memo	Amount
<b>Foundation Due to Chamber</b>	
Foundation Bills Paid by Chamber	182.12
Charges on Chamber Credit Card	816.21
Foundation Service Fee	4,500.00
NIC/ATTC Admin Fee	12,500.00
	<u>17,998.33</u>
<b>ED Due to Chamber</b>	
Due from City	29,716.19
Bills paid by Chamber	8,975.24
	<u>38,691.43</u>
<b>MOKAN Due to Chamber</b>	
MOKAN Bills Paid by Chamber (CC Refund)	(810.00)
Cash Receipts for MOKAN	(175.00)
Monthly Service Fee	18,750.00
	<u>17,765.00</u>
<b>JIDA Due to Chamber</b>	
Admin Fee	1,200.00
	<u>1,200.00</u>
<b>JCIDA Due to Chamber</b>	
Admin Fee	600.00
	<u>600.00</u>
<b>MOCAP Due to Chamber</b>	
MOCAP Bills Paid by Chamber	11.25
Admin Fee	450.00
	<u>461.25</u>
<b>JCC Due to Chamber</b>	
Admin Fee	1,500.00
	<u>1,500.00</u>
<b>One Joplin Due to Chamber</b>	
OJ Bills Paid by Chamber	129.56
Fiscal Agent Fees	650.00
Payroll Service Fees	100.00
	<u>879.56</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of September 30, 2021

	<u>Sep 30, 21</u>	<u>Sep 30, 20</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
011 · US Bank - Checking	226,328.92	214,787.39	11,541.53
<b>Total Checking/Savings</b>	<u>226,328.92</u>	<u>214,787.39</u>	<u>11,541.53</u>
<b>Accounts Receivable</b>			
012 · Accounts Receivable	9,213.68	9,583.43	-369.75
<b>Total Accounts Receivable</b>	<u>9,213.68</u>	<u>9,583.43</u>	<u>-369.75</u>
<b>Other Current Assets</b>			
010 · Petty Cash	234.94	250.00	-15.06
014 · Due From (To) Staff	-286.33	-188.79	-97.54
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	17,998.30	21,377.94	-3,379.64
022 · Due From (To) ED	38,691.43	16,807.35	21,884.08
023 · Due From (To) MOKAN	17,765.00	19,141.25	-1,376.25
024 · Due From (To) JIDA	1,200.00	600.00	600.00
025 · Due From (To) JCIDA	600.00	300.00	300.00
026 · Due From (To) MOCAP	461.25	236.25	225.00
027 · Due From (To) JCC	1,500.00	1,750.00	-250.00
028 · Due From (To) One Joplin	879.56	1,090.67	-211.11
020 · Due From (To) Other Funds - Other	309.23	0.00	309.23
<b>Total 020 · Due From (To) Other Funds</b>	<u>79,404.77</u>	<u>61,303.46</u>	<u>18,101.31</u>
030 · Deposit - Bulk Mail	1,901.45	2,376.21	-474.76
031 · Prepaid Expenses	0.00	408.00	-408.00
032 · Prepaid Insurance	7,959.77	6,891.12	1,068.65
<b>Total Other Current Assets</b>	<u>89,214.60</u>	<u>71,040.00</u>	<u>18,174.60</u>
<b>Total Current Assets</b>	<u>324,757.20</u>	<u>295,410.82</u>	<u>29,346.38</u>
<b>Fixed Assets</b>			
152.000 · Furniture & Equipment	29,566.35	38,901.04	-9,334.69
154.000 · Interior	7,706.45	12,850.84	-5,144.39
156.000 · 320 East 4th - Building	180,365.68	193,525.25	-13,159.57
158.000 · Grounds	5,896.20	0.00	5,896.20
160.000 · Land	76,562.56	76,562.56	0.00
<b>Total Fixed Assets</b>	<u>300,097.24</u>	<u>321,839.69</u>	<u>-21,742.45</u>
<b>TOTAL ASSETS</b>	<u><u>624,854.44</u></u>	<u><u>617,250.51</u></u>	<u><u>7,603.93</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of September 30, 2021

	<u>Sep 30, 21</u>	<u>Sep 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	1,960.69	3,576.60	-1,615.91
<b>Total Accounts Payable</b>	<u>1,960.69</u>	<u>3,576.60</u>	<u>-1,615.91</u>
<b>Credit Cards</b>			
200.100 · US Bank - Credit Card	6,145.01	14,622.47	-8,477.46
<b>Total Credit Cards</b>	<u>6,145.01</u>	<u>14,622.47</u>	<u>-8,477.46</u>
<b>Other Current Liabilities</b>			
200.300 · Due To United Way	0.00	183.59	-183.59
208.000 · Deferred Income - Renewal Dues	167,113.10	145,628.17	21,484.93
217.000 · Deferred Income-Other			
217.130 · Deferred Income - Citizen Yr	2,000.00	0.00	2,000.00
217.160 · Deferred Income - Econ Growth	0.00	1,387.50	-1,387.50
217.180 · Deferred Income - EXPO	0.00	31,600.00	-31,600.00
217.190 · Deferred Income - SBOY	2,250.00	0.00	2,250.00
217.310 · Deferred Income - Banquet	9,650.00	8,900.00	750.00
217.320 · Deferred Income - GMJ	3,228.00	3,302.00	-74.00
217.330 · Deferred Income - Morning Brew	4,200.00	7,000.00	-2,800.00
217.340 · Deferred Income - BAH	0.00	3,800.00	-3,800.00
217.350 · Deferred Income - Golf	6,383.13	6,000.00	383.13
217.470 · Deferred Income - Mmbr Table	0.00	200.00	-200.00
<b>Total 217.000 · Deferred Income-Other</b>	<u>27,711.13</u>	<u>62,189.50</u>	<u>-34,478.37</u>
<b>Total Other Current Liabilities</b>	<u>194,824.23</u>	<u>208,001.26</u>	<u>-13,177.03</u>
<b>Total Current Liabilities</b>	<u>202,929.93</u>	<u>226,200.33</u>	<u>-23,270.40</u>
<b>Total Liabilities</b>	<u>202,929.93</u>	<u>226,200.33</u>	<u>-23,270.40</u>
<b>Equity</b>			
32000 · Unrestricted Net Assets	348,092.17	429,208.87	-81,116.70
Net Income	73,832.34	-38,158.69	111,991.03
<b>Total Equity</b>	<u>421,924.51</u>	<u>391,050.18</u>	<u>30,874.33</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>624,854.44</u></u>	<u><u>617,250.51</u></u>	<u><u>7,603.93</u></u>



Joplin Area Chamber of Commerce

Statement of Operations

April through September 2021

	<u>Apr - Sep 21</u>	<u>Apr - Sep 20</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>					
Income					
401.000 · Income - Member Investments	181,195.65	195,777.92	-14,582.27	194,904.00	-13,708.35
403.000 · Income - Foundation Service Fee	27,000.00	27,000.00	0.00	27,000.00	0.00
404.000 · Income - NIC/ATTC Admin Fee	80,625.00	100,245.09	-19,620.09	75,000.00	5,625.00
405.000 · Income - Economic Development	49,500.00	49,500.00	0.00	49,500.00	0.00
406.000 · Income - JIDA	3,600.00	4,100.00	-500.00	3,600.00	0.00
406.500 · Income - JCIDA	600.00	600.00	0.00	600.00	0.00
407.000 · Income - MOKAN	112,500.00	112,500.00	0.00	112,500.00	0.00
408.000 · Income - MOCAP	450.00	450.00	0.00	450.00	0.00
409.000 · Income - One Joplin	4,500.00	6,462.83	-1,962.83	4,500.00	0.00
411.000 · Income - Jop Cap Corp Serv Fee	1,500.00	1,500.00	0.00	1,500.00	0.00
416.000 · Income - C2C Service Fee	42,603.83	38,539.83	4,064.00	38,400.00	4,203.83
430.000 · Income - Building Room Rental	558.00	0.00	558.00	0.00	558.00
450.000 · Income - Member Listings	225.00	0.00	225.00	0.00	225.00
490.000 · Income - EIDL Grant	0.00	10,000.00	-10,000.00	0.00	0.00
492.000 · Income - Miscellaneous	122,338.27	3,730.20	118,608.07	120,654.70	1,683.57
495.000 · Income - New Member Fee	915.00	1,080.00	-165.00	1,890.00	-975.00
<b>Total Income</b>	<u>628,110.75</u>	<u>551,485.87</u>	<u>76,624.88</u>	<u>630,498.70</u>	<u>-2,387.95</u>
<b>Gross Profit</b>	628,110.75	551,485.87	76,624.88	630,498.70	-2,387.95
Expense					
610.000 · Salaries	404,176.60	410,829.13	-6,652.53	421,098.28	-16,921.68
612.000 · Payroll Taxes	26,612.83	30,862.43	-4,249.60	31,607.87	-4,995.04
615.000 · Pension Fund	34,023.30	32,577.64	1,445.66	35,434.23	-1,410.93
616.000 · Employee Insurance/Benefits	5,296.17	4,031.61	1,264.56	6,661.58	-1,365.41
617.000 · Payroll Expenses	4,627.37	5,374.54	-747.17	4,978.55	-351.18
619.000 · Contract Services	4,333.33	6,000.00	-1,666.67	0.00	4,333.33
620.000 · Automobile Expense	1,251.10	1,236.18	14.92	1,800.00	-548.90
630.000 · Health Insurance	46,488.52	39,684.96	6,803.56	47,392.02	-903.50
635.000 · Liability & Other Insurance	5,729.38	5,214.27	515.11	6,000.00	-270.62
640.000 · Staff Dues & Development	2,626.00	2,151.00	475.00	0.00	2,626.00
645.000 · Staff Retreats/Meetings	348.66	49.19	299.47	0.00	348.66
650.000 · Meetings & Travel	558.96	116.94	442.02	0.00	558.96
670.000 · Occupancy Expense	11,365.29	5,712.67	5,652.62	12,000.00	-634.71
673.000 · Electric Expense	3,967.65	3,423.44	544.21	3,595.00	372.65
677.000 · Water Expense	168.09	148.98	19.11	180.00	-11.91
680.000 · Postage	2,748.01	1,553.78	1,194.23	1,560.00	1,188.01
690.000 · Communications Expenses	6,066.08	5,344.10	721.98	4,060.00	2,006.08
700.000 · Office Supplies	2,154.81	2,274.01	-119.20	1,800.00	354.81
710.000 · Equipment Rental	4,734.00	2,549.04	2,184.96	4,734.00	0.00
715.000 · Equipment Purchase	2,153.81	0.00	2,153.81		
720.000 · Equipment Maintenance	15,732.73	12,945.45	2,787.28	14,400.00	1,332.73
730.000 · Depreciation	13,355.74	14,729.46	-1,373.72	14,570.94	-1,215.20
750.000 · Professional Fees	14,630.00	5,750.00	8,880.00	5,300.00	9,330.00
770.000 · Sponsorship Program	593.28	0.00	593.28	0.00	593.28
788.000 · Other Staff Benefits	77.98	0.00	77.98	0.00	77.98
789.000 · Bank and Credit Card Fees	4,998.61	6,529.25	-1,530.64	7,920.00	-2,921.39
790.000 · Miscellaneous Expense	715.92	312.50	403.42	300.00	415.92
<b>Total Expense</b>	<u>619,534.22</u>	<u>599,400.57</u>	<u>20,133.65</u>	<u>625,392.47</u>	<u>-5,858.25</u>
<b>Net Ordinary Income</b>	8,576.53	-47,914.70	56,491.23	5,106.23	3,470.30

Joplin Area Chamber of Commerce

Statement of Operations

April through September 2021

	<u>Apr - Sep 21</u>	<u>Apr - Sep 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	4,375.50	104.58	4,270.92	2,325.00	2,050.50
800.200 · Business Development					
900.215 · Expo	46,040.06	0.00	46,040.06	57,920.00	-11,879.94
900.230 · Business of the Year	0.00	5,161.18	-5,161.18	5,000.00	-5,000.00
900.235 · SBC Seminar	0.00	-10.00	10.00	0.00	0.00
Total 800.200 · Business Development	46,040.06	5,151.18	40,888.88	62,920.00	-16,879.94
800.300 · Governance	-30.00	0.00	-30.00	0.00	-30.00
800.400 · Member Services	59.68	4,585.28	-4,525.60	7,183.00	-7,123.32
800.500 · Spec Events					
900.510 · Annual Banquet	0.00	-237.77	237.77	10,859.00	-10,859.00
900.515 · Good Morning Joplin	0.00	-1,373.00	1,373.00	4,160.00	-4,160.00
900.520 · Morning Brew	5,600.00	2,500.00	3,100.00	10,310.00	-4,710.00
900.525 · Business After Hours	7,200.00	1,100.00	6,100.00	10,310.00	-3,110.00
900.530 · Golf Tournament	7,174.08	6,902.53	271.55	5,920.00	1,254.08
Total 800.500 · Spec Events	19,974.08	8,891.76	11,082.32	41,559.00	-21,584.92
800.600 · Communications	-1,922.02	-13,733.13	11,811.11	-8,763.71	6,841.69
800.800 · Chamber Work Groups	-1,920.06	5,814.14	-7,734.20	-2,960.00	1,039.94
Total 800.000 · Committee Divisions	66,577.24	10,813.81	55,763.43	102,263.29	-35,686.05
820.100 · Employee Fund	-1,321.43	-1,057.80	-263.63	0.00	-1,321.43
Total Other Income	65,255.81	9,756.01	55,499.80	102,263.29	-37,007.48
Net Other Income	65,255.81	9,756.01	55,499.80	102,263.29	-37,007.48
Net Income	<u>73,832.34</u>	<u>-38,158.69</u>	<u>111,991.03</u>	<u>107,369.52</u>	<u>-33,537.18</u>

# Joplin Area Chamber of Commerce Economic Development Fund

## Balance Sheet

As of September 30, 2021

	Sep 30, 21	Sep 30, 20	\$ Change
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
US Bank-Checking/Sweep Acct	12,309.97	-15,250.86	27,560.83
<b>Total Checking/Savings</b>	12,309.97	-15,250.86	27,560.83
<b>Other Current Assets</b>			
Due From (To) City	55,495.22	49,295.43	6,199.79
Due From (To) Other Funds			
Due From (To) Chamber	-37,881.43	-16,807.35	-21,074.08
Due From (To) MOKAN	-13,592.53	-632.53	-12,960.00
<b>Total Due From (To) Other Funds</b>	-51,473.96	-17,439.88	-34,034.08
<b>Total Other Current Assets</b>	4,021.26	31,855.55	-27,834.29
<b>Total Current Assets</b>	16,331.23	16,604.69	-273.46
<b>Fixed Assets</b>			
Furniture and Equipment	10,979.07	16,249.11	-5,270.04
<b>Total Fixed Assets</b>	10,979.07	16,249.11	-5,270.04
<b>TOTAL ASSETS</b>	27,310.30	32,853.80	-5,543.50
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable			
*Accounts Payable	320.80	0.00	320.80
<b>Total Accounts Payable</b>	320.80	0.00	320.80
<b>Total Current Liabilities</b>	320.80	0.00	320.80
<b>Total Liabilities</b>	320.80	0.00	320.80
<b>Equity</b>			
Retained Earnings	34,064.63	40,017.26	-5,952.63
Net Income	-7,075.13	-7,163.46	88.33
<b>Total Equity</b>	26,989.50	32,853.80	-5,864.30
<b>TOTAL LIABILITIES &amp; EQUITY</b>	27,310.30	32,853.80	-5,543.50

# Joplin Area Chamber of Commerce Economic Development Fund

## Statement of Operations

November 2020 through September 2021

	<u>Nov '20 - Sep 21</u>	<u>Nov '19 - Sep 20</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Income-Funds from City	200,389.16	188,602.81	11,786.35
<b>Total Income</b>	<u>200,389.16</u>	<u>188,602.81</u>	<u>11,786.35</u>
<b>Expense</b>			
Administrative Expenses	45.00	247.37	-202.37
Business Retention & Expansion	299.49	802.44	-502.95
Choose Joplin Campaign	23,458.71	2,571.59	20,887.12
Communications/Mobile/Internet	4,102.82	4,910.02	-807.20
Data Systems & Equip Support	26,829.88	23,492.45	3,337.43
Depreciation	4,830.87	4,830.87	0.00
Economic Development	12,601.55	32,025.00	-19,423.45
Marketing & Advertising	18,989.67	8,109.92	10,879.75
Miscellaneous Expense	1,511.80	2,580.30	-1,068.50
Mtgs & Travel/ Prospect Host	6,306.37	3,989.78	2,316.59
Office Supplies/Publications	108.72	550.00	-441.28
Postage and Packets	0.00	105.94	-105.94
Professional Dues & Development	4,894.99	6,291.10	-1,396.11
Professional Fees	0.00	12,000.00	-12,000.00
Regional E-Marketing	1,000.00	0.00	1,000.00
Regional Trade Shows	4,115.25	1,240.00	2,875.25
Salaries	90,750.00	90,750.00	0.00
Website Development/Hosting	7,619.17	192.00	7,427.17
Work Ready Talent Initiatives	0.00	1,077.49	-1,077.49
<b>Total Expense</b>	<u>207,464.29</u>	<u>195,766.27</u>	<u>11,698.02</u>
<b>Net Ordinary Income</b>	<u>-7,075.13</u>	<u>-7,163.46</u>	<u>88.33</u>
<b>Net Income</b>	<u><u>-7,075.13</u></u>	<u><u>-7,163.46</u></u>	<u><u>88.33</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of September 30, 2021

	<u>Sep 30, 21</u>	<u>Sep 30, 20</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
002 · US Bank - Money Market	9,505.14	9,684.23	-179.09
001 · US Bank - General Fund	-8,786.23	28,357.79	-37,144.02
003 · US Bank - Innovation Center	95,486.13	39,334.79	56,151.34
005 · Restricted - Bus Recovery Fund	11,716.36	22,839.86	-11,123.50
<b>Total Checking/Savings</b>	<u>107,921.40</u>	<u>100,216.67</u>	<u>7,704.73</u>
<b>Accounts Receivable</b>			
020 · Accounts Receivable			
022 · Accounts Receivable-ATTC Lease	23,000.00	23,000.00	0.00
020 · Accounts Receivable - Other	5,341.94	14,396.64	-9,054.70
<b>Total 020 · Accounts Receivable</b>	<u>28,341.94</u>	<u>37,396.64</u>	<u>-9,054.70</u>
<b>Total Accounts Receivable</b>	<u>28,341.94</u>	<u>37,396.64</u>	<u>-9,054.70</u>
<b>Other Current Assets</b>			
032 · Prepaid Insurance	3,494.10	3,210.00	284.10
019 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	-17,998.33	-21,377.94	3,379.61
<b>Total 019 · Due From (To) Other Funds</b>	<u>-17,998.33</u>	<u>-21,377.94</u>	<u>3,379.61</u>
<b>Total Other Current Assets</b>	<u>-14,504.23</u>	<u>-18,167.94</u>	<u>3,663.71</u>
<b>Total Current Assets</b>	<u>121,759.11</u>	<u>119,445.37</u>	<u>2,313.74</u>
<b>Fixed Assets</b>			
170 · Advanced Training & Tech Ctr	1,753,817.15	1,804,600.55	-50,783.40
179 · ATTC Building Improvements	1,577,854.43	1,621,710.47	-43,856.04
177 · ATTC Equipment	772,796.46	1,045,548.06	-272,751.60
175 · ATTC Furniture & Fixtures	48,955.61	66,234.05	-17,278.44
150 · Foundation Furniture & Fixtures	407.92	1,938.10	-1,530.18
166 · IC Leasehold Improvements	37,577.28	42,517.58	-4,940.30
152 · Innovation Center F & F	11,086.49	3,719.34	7,367.15
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,189,479.37	1,237,767.49	-48,288.12
<b>Total Fixed Assets</b>	<u>5,453,919.20</u>	<u>5,885,980.13</u>	<u>-432,060.93</u>
<b>Other Assets</b>			
055.900 · Notes Receivable - BRF Loans	0.00	3,546.56	-3,546.56
<b>Total Other Assets</b>	<u>0.00</u>	<u>3,546.56</u>	<u>-3,546.56</u>
<b>TOTAL ASSETS</b>	<u><u>5,575,678.31</u></u>	<u><u>6,008,972.06</u></u>	<u><u>-433,293.75</u></u>

**Joplin Area Chamber of Commerce Foundation**

**Balance Sheet**

As of September 30, 2021

	<u>Sep 30, 21</u>	<u>Sep 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	3,097.19	1,578.19	1,519.00
<b>Total Accounts Payable</b>	<u>3,097.19</u>	<u>1,578.19</u>	<u>1,519.00</u>
<b>Credit Cards</b>			
204 · US Bank Credit Card	355.24	0.00	355.24
<b>Total Credit Cards</b>	<u>355.24</u>	<u>0.00</u>	<u>355.24</u>
<b>Other Current Liabilities</b>			
208 · Deferred Income			
225.520 · Deferred Income -Arts	0.00	8,949.96	-8,949.96
226.000 · Deferred Income-Lease	8,379.00	6,400.58	1,978.42
<b>Total 208 · Deferred Income</b>	<u>8,379.00</u>	<u>15,350.54</u>	<u>-6,971.54</u>
247.000 · Deposits Held	11,557.00	7,124.86	4,432.14
<b>Total Other Current Liabilities</b>	<u>19,936.00</u>	<u>22,475.40</u>	<u>-2,539.40</u>
<b>Total Current Liabilities</b>	<u>23,388.43</u>	<u>24,053.59</u>	<u>-665.16</u>
<b>Total Liabilities</b>	<u>23,388.43</u>	<u>24,053.59</u>	<u>-665.16</u>
<b>Equity</b>			
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	-230,921.41	-235,641.08	4,719.67
<b>Total Equity</b>	<u>5,552,289.88</u>	<u>5,984,918.47</u>	<u>-432,628.59</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>5,575,678.31</u></u>	<u><u>6,008,972.06</u></u>	<u><u>-433,293.75</u></u>

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

	Foundation			ATTC			NIC		
	Apr - Sep 21	Apr - Sep 20	\$ Change	Apr - Sep 21	Apr - Sep 20	\$ Change	Apr - Sep 21	Apr - Sep 20	\$ Change
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
415 · MOBEC Grant Matching Funds	0.00	32,000.00	-32,000.00	0.00	0.00	0.00	0.00	0.00	0.00
401 · Contributions	7,605.00	6,450.00	1,155.00	0.00	0.00	0.00	0.00	0.00	0.00
411 · Grants	0.00	22,920.90	-22,920.90	0.00	0.00	0.00	46,157.48	0.00	46,157.48
422 · Income - Interest	19.74	80.02	-60.28	0.00	0.00	0.00	0.00	0.00	0.00
425 · Income - Miscellaneous	7,800.00	9,540.00	-1,740.00	11,100.00	0.00	11,100.00	11,100.00	0.00	11,100.00
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	109,074.08	93,620.54	15,453.54	40,290.45	43,819.49	-3,529.04
427 · Lease Utility Income	0.00	0.00	0.00	16,296.65	15,270.38	1,026.27	0.00	0.00	0.00
<b>Total Income</b>	<u>15,424.74</u>	<u>70,990.92</u>	<u>-55,566.18</u>	<u>136,470.73</u>	<u>108,953.52</u>	<u>27,517.21</u>	<u>97,547.93</u>	<u>43,819.49</u>	<u>53,728.44</u>
<b>Gross Profit</b>	15,424.74	70,990.92	-55,566.18	136,470.73	108,953.52	27,517.21	97,547.93	43,819.49	53,728.44
<b>Expense</b>									
760 · Grant Disbursement	5,753.35	15,097.97	-9,344.62	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	43,125.00	62,745.09	-19,620.09	37,500.00	37,500.00	0.00
787 · Bank Fees	105.00	149.00	-44.00	0.00	0.00	0.00	0.00	0.00	0.00
690 · Communications	31.16	398.52	-367.36	6,161.88	8,222.62	-2,060.74	3,638.08	3,948.96	-310.88
730 · Depreciation	407.94	1,122.24	-714.30	192,334.74	192,334.74	0.00	28,773.00	29,470.03	-697.03
671 · Electric Expense	0.00	0.00	0.00	25,683.13	22,887.17	2,795.96	6,632.48	7,299.75	-667.27
720 · Equipment Maint	671.40	1,290.15	-618.75	1,050.04	728.80	321.24	991.98	2,951.09	-1,959.11
672 · Gas Expense	0.00	0.00	0.00	1,685.22	1,582.56	102.66	382.98	338.09	44.89
785 · Insurance Expense	0.00	687.00	-687.00	15,510.30	14,220.57	1,289.73	5,170.10	4,740.19	429.91
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	265.60	14,965.00	-14,699.40	0.00	0.00	0.00	174.22	0.00	174.22
670 · Occupancy Expense	0.00	0.00	0.00	48,934.63	7,439.19	41,495.44	14,606.73	6,998.90	7,607.83
700 · Office Supplies	0.00	0.00	0.00	0.00	0.00	0.00	125.00	0.00	125.00
750 · Professional Fees	3,566.00	2,700.00	866.00	0.00	0.00	0.00	0.00	0.00	0.00
610 · Program Service Fee	27,000.00	27,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
840 · Seminars	99.00	0.00	99.00	0.00	0.00	0.00	0.00	0.00	0.00
770 · Sponsorship Program	500.00	0.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00
673 · Water Expense	0.00	0.00	0.00	1,205.01	1,116.59	88.42	513.30	543.95	-30.65
<b>Total Expense</b>	<u>38,558.42</u>	<u>63,466.20</u>	<u>-24,907.78</u>	<u>335,721.55</u>	<u>311,277.33</u>	<u>24,444.22</u>	<u>99,222.77</u>	<u>93,790.96</u>	<u>5,431.81</u>
<b>Net Ordinary Income</b>	<u>-23,133.68</u>	<u>7,524.72</u>	<u>-30,658.40</u>	<u>-199,250.82</u>	<u>-202,323.81</u>	<u>3,072.99</u>	<u>-1,674.84</u>	<u>-49,971.47</u>	<u>48,296.63</u>
<b>Other Income/Expense</b>									
<b>Other Income</b>									
800 · Committee Divisions									
800.500 · Cultural Affairs	8.57	0.00	8.57	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	-1,058.00	639.18	0.00	0.00	0.00	0.00	0.00	0.00
951.110 · Golden Apple	1,094.00	10,302.40	-9,208.40	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 800.101 · Education</b>	<u>694.18</u>	<u>9,244.40</u>	<u>-8,550.22</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>
800.200 · Leadership Joplin	-6,657.50	-1,135.60	-5,521.90	0.00	0.00	0.00	0.00	0.00	0.00
800.400 · Young Professionals Network	-619.32	1,020.68	-1,640.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 800 · Committee Divisions</b>	<u>-6,862.07</u>	<u>9,129.48</u>	<u>-15,991.55</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>-6,862.07</u>	<u>9,129.48</u>	<u>-15,991.55</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>	<u>-6,862.07</u>	<u>9,129.48</u>	<u>-15,991.55</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 Income</b>	<u>-29,995.75</u>	<u>16,654.20</u>	<u>-46,649.95</u>	<u>-199,250.82</u>	<u>-202,323.81</u>	<u>3,072.99</u>	<u>-1,674.84</u>	<u>-49,971.47</u>	<u>48,296.63</u>



**BY-LAWS OF**  
**JOPLIN AREA CHAMBER OF COMMERCE**

AS AMENDED MARCH 25, 1990  
JULY 18, 1994  
NOVEMBER 28, 1994  
DECEMBER 23, 1996  
FEBRUARY 24, 1997  
DECEMBER 22, 1997  
JULY 27, 1998  
FEBRUARY 22, 1999  
APRIL 26, 1999  
DECEMBER 15, 2000  
JANUARY 22, 2001  
APRIL 9, 2002  
JUNE 21, 2004  
NOVEMBER 28, 2005  
MARCH 23, 2009  
AUGUST 27, 2012  
JULY 20, 2017  
AUGUST 23, 2021



ARTICLE I	GENERAL
ARTICLE II	MEMBERSHIP
ARTICLE III	MEMBERSHIP MEETINGS
ARTICLE IV	BOARD OF DIRECTORS
ARTICLE V	OFFICERS OF THE BOARD OF DIRECTORS
ARTICLE VI	DIVISIONS AND COMMITTEES
ARTICLE VII	EMPLOYED STAFF
ARTICLE VIII	FINANCES
ARTICLE IX	INDEMNIFICATION
ARTICLE X	EARNINGS AND ACTIVITIES
ARTICLE XI	DISSOLUTION
ARTICLE XII	AMENDMENTS
ARTICLE XIII	REFERENDA
ARTICLE XIV	PARLIAMENTARY PROCEDURE

## ARTICLE I

### GENERAL

SECTION 1. NAME. This organization, incorporated under the laws of the State of Missouri, shall be known and designated as the Joplin Area Chamber of Commerce.

SECTION 2. DEFINITION. The Joplin Area Chamber of Commerce is a corporation organized to achieve its stated purposes in the trade area served by the City of Joplin, Missouri.

SECTION 3. PURPOSES. It shall be the purpose of the Joplin Area Chamber of Commerce to promote regional economic and industrial development; to advance civic, educational, social, and cultural improvements; and to work continually toward maintaining the highest possible quality of life for the community.

SECTION 4. LIMITATIONS. The Chamber shall be non-profit and non-sectarian, and shall abide by all rules, regulations and laws which apply to a non-profit organization as defined in Section 501(c)(6) of the Internal Revenue Code.

SECTION 5. NOTICE. Whenever under the terms of these Bylaws written notice is required or permitted to be given, such notice shall be in writing and shall be deemed to have been sufficiently given if personally delivered; delivered by a national overnight courier service (such as Federal Express); deposited in the United States Mail, in a properly stamped envelope, certified or registered mail, return receipt requested; or transmitted by electronic facsimile or e-mail to the most recent electronic or physical address provided by the Member or Director. It shall be the responsibility of the Member or Board Member to provide his/her most recent address to the Joplin Area Chamber of Commerce.

## ARTICLE II

### MEMBERSHIP

SECTION 1. ELIGIBILITY. Any person, association, corporation, partnership or estate having an interest in the objectives of the organization shall be eligible to apply for membership.

SECTION 2. ELECTION. The Board of Directors may specify the procedures governing election to membership and may determine the requirements for eligibility to membership as are not inconsistent with these Bylaws, and shall have sole and exclusive authority to approve or disapprove any applicant. An applicant elected to membership shall become a member upon payment of membership dues.

SECTION 3. MEMBERSHIP DUES. The Board of Directors shall determine the annual membership dues for each active member.

SECTION 4. RESIGNATION, SUSPENSION, EXPULSION, and GOOD STANDING.

A. Resignation. A member may resign from the Chamber by submitting to the Board of Directors a written resignation, accompanied by a remittance in full for all membership dues and charges owed by the member to the Chamber.

B. Suspension. If a member shall fail or refuse to pay membership dues within a period of ninety (90) days after the same are due and payable, the membership of such member shall be suspended and the member shall be notified of this suspension by the Chamber. A suspended member shall forfeit all privileges of membership until such time as all membership dues or other charges in arrears are paid.

A suspended member, upon full payment of all past due membership dues and other charges, and upon making application for reinstatement to the Board of Directors, within thirty (30) days of the date of the aforesaid written notice from the Chamber, may be reinstated.

C. Expulsion. A member who has not been reinstated within thirty (30) days of the written notice of suspension sent to the member by the President shall be expelled from the Chamber. Furthermore, the Board of Directors, by a two-thirds vote of the elected members of the Board of Directors, may expel a Chamber member for cause, including but not limited to violation of the Bylaws or any lawful rule or practice duly adopted by the Chamber. The member shall be given notice of the proposed expulsion and may request a hearing. Such request must be delivered in writing to the Chamber office within ten (10) days of the date the notice was given. If a hearing is requested, a hearing in front of the Board of Directors shall be held prior to any such expulsion.

D. Good Standing. A member who has not resigned, is not under suspension, or has not been expelled shall be considered a member in good standing.

SECTION 5. TRANSFER. Membership in the Chamber cannot be transferred or assigned in any part except as described in Section Six (6) hereof.

#### SECTION 6. VOTING PRIVILEGES.

Each member in good standing, whether an individual, firm, corporation, or other entity, shall designate one person to be known as the member's Primary Representative. If the member is an individual, that person shall be the Primary Representative. If the member is a firm, corporation, or other entity, the Primary Representative shall be employed by or otherwise affiliated with the member. The Primary Representative shall represent, vote, and act for the member in all the affairs of the Chamber.

SECTION 7. HONORARY MEMBERSHIPS. The Board may, at any regular meeting, admit honorary membership to any person being worthy of such distinction. Three (3) negative votes shall defeat election by the Board. A proposal to confer honorary membership may be made to the Board of Directors by any member of the Chamber. Honorary membership includes all privileges of active membership except that of holding office and includes exemption from payment of annual dues. Any honorary membership may be revoked by the Board at any time.

SECTION 8. ORIENTATION. At regular intervals, orientation on the purposes and activities of the Chamber shall be conducted for the following groups: new directors, officers, divisional vice-chairmen, committees, and new members.

## **ARTICLE III**

### **MEMBERSHIP MEETINGS**

SECTION 1. TIME OF MEETING. The Board of Directors may provide for regular meetings of the Chamber and/or special meetings may be called by the President, by the Board or by the Chairman.

SECTION 2. NOTICE. Each member of the Chamber shall be given notice of the place, date and hour of every regular or special meeting, which notice shall be in writing. A synopsis of the business to be considered shall be included with or in said notice.

SECTION 3. ANNUAL MEETING. The annual meeting of the Chamber may be held during April of each year or as soon after the end of each fiscal year as is possible.

SECTION 4. LIMITATION OF DEBATE. At the discretion of the Chairman, debate may be limited.

SECTION 5. QUORUM. Fifty (50) members, or ten percent (10%) of the total membership, whichever is greater, shall constitute a quorum at any meeting of the Chamber membership.

SECTION 6. ACTION. Actions and resolutions proposed at the annual, general or special membership meetings may be referred to proper committees, or to the Board of Directors for appropriate action, and such action shall be reported to the general membership.

## **ARTICLE IV**

### **BOARD OF DIRECTORS**

SECTION 1. COMPOSITION OF THE BOARD. The Board of Directors shall be composed of eighteen (18) Directors elected from the membership. Six (6) of the eighteen (18) shall be elected annually to serve three (3) year terms. Directors may not serve more than two (2) consecutive terms, with nomination for the second term pursuant to recommendation by the Nominating and Governance Committee and regular voting as required in Section 2. If not otherwise serving in a regular term, the immediate past Chairman of the Board shall serve as a voting member of the Board, bringing the total number of voting Board members to nineteen (19).

## SECTION 2. SELECTION AND ELECTION OF DIRECTORS.

### A. Nominating Committee.

(1) At the regular August Board meeting, the Chairman shall instruct the Nominating and Governance Committee to prepare a slate of candidates for nomination as Directors on the Board.

(2) On or before the fourth Monday in September, the Nominating and Governance Committee shall present a slate of six (6) candidates to serve three (3) year terms, replacing the Directors whose regular terms expire. Directors who are completing their first term MAY be considered for nomination to a second term by the Committee. Candidates must be either active members in good standing or designees of active members in good standing under Article II, Section 6 hereof and must be willing to accept the responsibility of Directorship. The Nominating Committee shall make its best effort to select candidates from representative categories within the Chamber membership.

(3) A Director appointed to fill out a term vacated by a previous Director is eligible to seek a three-year term immediately following the partial term. Except as otherwise provided herein, a Member may not be appointed or nominated to the Board of Directors in the year immediately following an elected term.

B. Publicity of Nominees. Within ten (10) days of the Nominating Committee report, the staff shall immediately submit by written notice the list of candidates to the entire membership.

C. Nomination by Petition. An additional candidate can be nominated by petition bearing the genuine signatures of at least twenty (20) Primary Representatives. A Primary Representative can only sign one such petition in a nomination period each year. The Primary Representative for each member is recorded in the Chamber's database. A digital listing will be posted on the Chamber's website of all Primary Representatives as of the date the Nominees are announced and notice for Petitions is distributed. Petitions shall be filed with the Nominating Committee members within ten (10) days after notice of candidates nominated is emailed to the Primary Representatives. The Nominating Committee shall confirm whether the candidates nominated by petition are eligible for election to the Board and verify whether each petition satisfies petition requirements; its decision shall be final. If no candidates are added to the slate by petition, the slate of six candidates shall be declared elected.

D. Election Committee. If one or more candidates are timely nominated by petition, the Chairman shall appoint five (5) members which shall have charge of the ballot collection and counting. Nominating Committee members are ineligible for Election Committee membership. The Chamber Chairman shall appoint an Election Committee Chairman.

E. Distribution and Voting of Ballots. If one or more candidates are timely nominated by petition, after October 31, but no later than November 5, the Chamber staff shall cause to be emailed to all Primary Representatives for members in good standing a ballot for election of Directors. The form and content of the ballot shall be determined by the Nominating

Committee. Cumulative voting for one or more candidates is not allowed. Each voting Primary Representative may cast one vote for each open seat on the ballot. If six seats are open, of the six votes available, no more than one vote per candidate may be cast on any one ballot. Multiple votes for a single candidate are not permitted. The Election Committee shall include with each ballot such instructions as it deems proper. After the ballot is marked it shall be returned bearing the signature or electronic signature of the voter, to be processed in accordance with such rules as may be established by the Board of Directors.

F. Closing of Polls and Counting of Ballots. The voting shall be closed at 5:00 p.m. on the tenth day after ballots have been emailed to all Primary Representative. If the tenth day is a weekend or a legal holiday, voting shall be closed at 5:00 p.m. on the first business day thereafter that is not a weekend or legal holiday. No ballots shall be received or considered by the Election Committee after the day and time voting is closed.

G. Certification of Election. The Election Committee shall certify the name of Directors elected to the Chairman by certificate signed by the Chairman of the Election Committee. The Chairman shall immediately cause the newly elected Directors to be notified of their election and shall request their attendance at the first meeting of the newly elected Board.

H. Seating of New Directors. All newly elected Board members shall be seated at the regular April Board Meeting and shall be participating members thereafter. However, they may attend Board meetings as non-voting members immediately after election. Retiring Directors shall continue to serve until the end of the program year.

SECTION 3. VACANCIES. A Director who is absent from regular monthly Board meetings more than three (3) consecutive times during each program year, or more than a total of 50% of the meetings during the year, shall automatically be dropped from Board membership, unless excused by illness. Other absences must be approved, in written correspondence, by a majority vote of Director. Vacancies created by Directors being dropped or resigning shall be filled on recommendation by the Nominating Committee and a majority vote of the Board of Directors.

SECTION 4. PAST CHAIRMEN. The immediate past Chairman of the Board shall serve as a member of the Board of Directors and Executive Committee with voting privileges.

SECTION 5. EX-OFFICIO MEMBERS. The Chairman shall have the right to appoint, with the consent of the Board of Directors, not more than eleven (11) persons to serve as ex-officio members of the Board with no voting privileges. The Chamber's Young Professionals Network will be provided an ex-officio slot, which will be the immediate Past Chairman of the Young Professionals Network's Executive Committee. If the YPN Past Chairman cannot make a Board meeting, another YPN Executive Committee member will be asked to represent the group. Each ex-officio can appoint a delegate to fill their slot if they are to be absent.

SECTION 6. POLICY. The Board of Directors is responsible for establishing procedure and formulating policy of the organization. It is also responsible for adopting all policies of the organization. These policies shall be maintained in a Policy Manual.

## SECTION 7. MEETINGS.

Regular Meetings. Regular meetings of the Board of Directors shall be held ten (10) times a year at the Chamber's offices or elsewhere, on the day and hour fixed by the Board.

Special Meetings. Special meetings of the Board of Directors may be called by the Chairman, the Executive Committee, or on written notice by any three (3) members by the Board of Directors, expressing the object and purpose of the meeting.

Notice of Meetings. Notice of the time, place, and date of meetings shall be sent by the Chamber staff to each Director at least seven (7) days prior to the date set for said meeting, together with a synopsis of the business to be conducted at that meeting. Provided, however, that in case a special meeting of the Board of Directors is necessary, notice of that meeting shall be given so as to advise each Director not less than twenty-four (24) hours prior to the time for such meeting.

Quorum. A simple majority of the voting Directors shall constitute a quorum at any meeting with authority to transact business, and all such decisions shall be binding as Board action. A two-thirds (2/3) majority of the quorum shall be required to endorse or oppose public issues. A majority of the quorum shall be required to bind the Board unless otherwise specified herein. A majority of eighty percent (80%) of the quorum shall be required to activate the Continuing Committee for purposes of campaigning.

**Manner of Acting.** At all meetings of the Board, each Director with voting privileges is to have one (1) vote per question. The act of the majority of the Directors present shall be the act of the Board, unless the act of a greater number is required by law or these Bylaws.

**Remote Presence of Directors.** The Board may permit any or all Directors to participate in a regular or special meeting of the Board by, or conduct the meeting through the use of, any means of communication by which all Directors participating may simultaneously hear each other during the meeting. A Director participating in a meeting by this means is deemed to be present in person at the meeting.

**Action by Consent.** If a majority of the Directors acting without a meeting shall severally or collectively consent in writing, including consent by signed facsimile or electronic mail, to any action to be taken by the Directors, such consent shall have the same force and effect as a majority vote of the Directors duly called and held. Any certificate in respect of action taken by written consent of a majority of the Directors shall state that such action was taken in accordance with this Bylaw and the same has the same force and effect as a majority vote of Directors at a meeting duly called and held. The existence of one or more vacancies on the Board shall not effect the ability of the Directors in office to act by majority written consent as provided herein.

SECTION 8. POWERS AND DUTIES. The Board of Directors shall be the governing body of the Chamber and shall manage the business, property and affairs of the Chamber, subject only to such limitations as are provided in the Articles of Agreements (Association) and the Bylaws.

SECTION 9. COUNSEL. General Counsel for the Chamber may be appointed by the Board of Directors. The term of the appointment shall be determined by the Board. Any fees paid by the Chamber to General Counsel shall be as determined and approved by the Board.

## ARTICLE V

### OFFICERS OF THE BOARD OF DIRECTORS

SECTION 1. NOMINATING COMMITTEE. At the regular October Board meeting, the Chairman shall direct the Nominating and Governance Committee to prepare a slate of officers for the coming year for Board consideration. This slate shall consist of the Chairman-Elect, Treasurer and Division Vice-Chairmen. All officers shall be a member of the Board of Directors during the year in which they serve.

SECTION 2. ELECTION OF OFFICERS. Except as otherwise provided in Article V, Section 1 the Board of Directors at its regular November meeting shall organize for the new program year. The Nominating Committee for all officers shall at that meeting submit the names of at least one (1) candidate for each officer position. At that meeting, the Board shall elect the new Chairman-Elect, Treasurer and Division Vice-Chair. The Chairman-Elect from the existing Board of Directors will become Chairman of the new Board. All officers assume the duties of office at the conclusion of the March Board meeting.

#### SECTION 3. DUTIES OF OFFICERS.

A. Chairman. The Chairman of the Board (referred to in these Bylaws as “The Chairman”) shall serve as the chief elected officer of the Chamber. The Chairman shall preside at all meetings of the membership, Board of Directors, and Executive Committee. The President and Vice President shall serve as the official spokesmen on matters of policy.

B. Chairman-Elect. The Chairman-Elect of the Board (referred to in these Bylaws as “The Chairman-Elect”) shall exercise the powers and perform the duties of the Chairman in the absence or disability of the Chairman. The Chairman-Elect directs the preparation of the Chamber’s Business Plan for the coming year. As such, the Chairman-Elect will be responsible for determining that the program activities of the Chamber are directed toward achieving business and community needs in the area served by the Chamber.

C. Vice Chairmen. The duties of the Vice Chairmen shall be such as their titles by general usage would indicate, and such as required by law, as well as those that may be assigned by the Chairman and Board of Directors.

D. Treasurer. The Treasurer shall be responsible for the safeguarding of all funds received by the Chamber and for their proper disbursement. Such funds shall be kept on deposit in financial institutions or invested in a manner approved by the Board of Directors.

SECTION 4. EXECUTIVE COMMITTEE. The Executive Committee shall act for and on behalf of the Board of Directors when the Board is not in session, but shall be accountable to the



Board for its actions. It shall be composed of the Chairman, Chairman-Elect, Vice Chairmen, Treasurer and immediate past Chairman as voting members, and the President as a non-voting member. The Chairman will serve as head of the Executive Committee. A majority of the Executive Committee members shall constitute a quorum at any Executive Committee Meeting. In the event that an officer vacancy occurs, the Board will select a person to fill the vacancy within sixty (60) days. During the interim period the established order of succession will be: Chairman, Chairman-Elect and Treasurer.

## ARTICLE VI

### DIVISIONS AND COMMITTEES

#### SECTION 1. DIVISIONS.

A. Creation of Divisions. The Chairman, with Board of Directors' approval, may create such divisions, bureaus, departments, councils or subsidiary corporations as he/she deems advisable to complete the work of the Chamber.

B. Functions, Duties, and Authority of Committees. It shall be the function of committees to make investigations, conduct studies and hearings, make recommendations to the Board of Directors, and to carry on such activities as may be delegated to them by the Chairman, Board of Directors, or the Vice-Chairmen. No details of these activities shall be released to the public by any member of the committee without advance approval by the President.

C. Quorum at Meetings. A simple majority of committee members shall constitute a quorum at any committee meeting. Minutes shall be kept for each meeting. All minutes and correspondence relating to committee work shall be furnished to the Chamber staff for an official file.

The committee Chairmen and Chamber staff shall make such reports on committee activities as is required by the Chairman of the Board of Directors.

D. Restrictions. No committee shall, without approval of the Board of Directors, solicit funds or make expenditures exceeding the amount allocated from the Chamber's operating budget for the use of that committee.

E. Tenure. Committees shall be discharged by the Chairman with Board approval, when their work is completed, reports accepted, or when the Chairman deems it advisable to discontinue the operation of the committee.

F. Affiliates. Affiliated organizations have their own boards and bylaws, which enable them to determine their own scope and purpose.

SECTION 2. APPOINTMENT OF COMMITTEE CHAIRMEN AND COMMITTEE MEMBERS. Each Vice-Chairman may, with the Chairman's permission, appoint all Committee Chairmen under their respective division. The Committee Chairmen shall appoint

the members of their respective committees. All appointments of the Committee Chairmen may be approved by the Board of Directors.

## **ARTICLE VII**

### **EMPLOYED STAFF**

SECTION 1. PRESIDENT. The Directors shall employ a President who shall manage, coordinate, and direct the economic development efforts of the community, and to oversee the operations of the Chamber. The Chamber Board shall determine the annual salary for the President, and how it shall be paid.

A. The President shall be the chief administrative and executive officer of the Corporation. The President shall be the authorized representative of the Board of Directors and of the officers in the administration of the Chamber's policies, the conduct of its business, and management of its properties. The President shall advise, or direct the Vice President to advise, the members and officers of any committees, divisions, or other Chamber groups, as well as any other persons or groups, regarding Chamber policy in any controversial matters.

B. The President shall serve as Secretary of the Chamber and cause to be prepared notices, agendas, and minutes of the meetings of the Board.

C. The President and Vice President shall serve as advisors to the Chairman-Elect and Board on preparing the Business Plan.

D. The President shall be a non-voting member of the Board of Directors, the Executive Committee and all committees.

E. The President is ultimately responsible for the implementation of the Business Plan, but it is the Vice President who shall be responsible for the day-to-day administration of the Business Plan in accordance with policies and regulations of the Board of Directors.

F. The President has ultimate responsibility for all staff. The President may delegate to the Vice President the duties of hiring, discharging, directing, and supervising all employees with the exception of the Finance Director who is directly responsible to the President. The Vice President shall serve as Assistant Secretary of the Chamber.

G. The President will supervise and approve the Chamber's operating budget prepared by the Vice President and Finance Director, before it is submitted to the Budget Committee. The President is ultimately responsible to the Board for the Chamber's budget, but the President will hold the Vice President and Finance Director accountable for operating within the bounds of that budget.

SECTION 2. OTHER EMPLOYEES. The President shall have full control of all employees and direct supervision over the Vice President, whom the President shall rely on for other staff management, including assigning duties and determining staff salaries, subject to the approval of

the President, provided salaries fit within the brackets approved by the Budget and Executive Committee and Board of Directors. Staff members, as designated by the President or Vice President, shall serve as non-voting members of all committees.

SECTION 3. BONDS. An employees' dishonesty policy shall be purchased covering the fidelity of all employees for an amount not less than \$30,000 or any increased amount the Board of Directors may determine. The cost of same shall be paid for by this organization.

## ARTICLE VIII

### FINANCES

#### SECTION 1. CONTROL.

A. Authority of Board of Directors. The Board of Directors shall have final authority over the deposit, investment, and disbursement of all monies paid to the Chamber or any of its committees, regardless of whether such income shall result from payment of membership dues, solicitation of special funds, assessments, gifts, or any other source whatsoever; provided, however, that the Directors may delegate the handling of certain funds or special bank accounts to duly authorized individuals or groups, within the limitations of these Bylaws.

B. Accounting for Funds. Such individuals or groups shall be required to give a full report and accounting regarding such funds or bank accounts to annual audit by an auditing committee or professional auditor as designated for this purpose.

#### SECTION 2. BUDGET.

##### A. Adoption.

(1) Expenditure of all membership dues, fees, and sustaining dues and income from property rentals, business operations, investments, or any other source intended for the regular operation of the Chamber shall be allocated to meet the operating needs of the Chamber under a budget prepared by the Vice President and Finance Director, approved by the President, and adopted by the Finance & Audit Committee, Executive Committee and Board of Directors.

(2) Such a budget shall be adopted on or before the March Board meeting. The budget adopted shall be for the fiscal year beginning April 1 and ending March 31. Consideration shall be given to budget requests made by the various committees and divisions, but the final determination shall be based on the best interests of the Chamber as a whole, sound fiscal policy, and the anticipated income for the ensuing year.

B. Limitation in Expenditures. No committee, division, or any other group operating under such budget may expend more than its allocated amount without prior approval.

C. Budget Revisions. The Directors may at any time during the fiscal year reduce the amount originally allocated to any committee, division, or other group, and may assign any unexpended budget balances or any portion thereof to other committees, divisions, or groups if such action is deemed to be in the best interests of the Chamber.

D. Use of Unexpended Funds. At the end of the fiscal year, the unexpended balances in any and all budget allocations shall revert to the general fund of the Chamber, unless specific provisions to the contrary are made by the Directors.

E. Reports. The Finance Director, under the direction of the President, shall prepare a cumulative report each month to the Directors on income and expenses.

SECTION 3. DISBURSEMENTS. Checks written against regular Chamber bank accounts shall be signed by two members of the Finance & Audit Committee or by a member of the Executive Committee and an authorized staff employee designated and certified by the Board of Directors, and shall be supported by proper requisitions, vouchers, statements, and/or other written records duly signed by the President or Vice President.

SECTION 4. INVESTMENTS. Purchase of securities or real estate or any other investment made with Chamber funds shall have the prior approval of the Directors. The Directors may require the President or the Treasurer to make full report on such investment at any time.

SECTION 5. RECORDS. All financial records will be kept to conform to regulations of governmental agencies or other specific rulings. The Chamber shall have in effect a current policy concerning all record keeping requirements.

SECTION 6. FINANCES. All financial activities of the Chamber shall be audited at the end of each fiscal year as provided in Section 1B of this Article.

## **ARTICLE IX**

### **INDEMNIFICATION**

The Chamber shall, to the extent it has the power to do so under the laws of the state of Missouri, indemnify each person who may serve or who has served at any time as an Officer, Director, employee, or agent of the Chamber, or was serving at the request of the Chamber as a Director, Officer, employee or agent of another corporation, partnership, joint venture, trust or other enterprise, against all expenses and liabilities, including, without limitation, attorney fees, court costs, litigation expenses, judgments, fines, penalties and settlement payments, reasonably incurred by or imposed upon such person in connection with any threatened, pending or completed action, suit or proceeding in which he or she may become involved by reason of his or her service in such capacity for the Chamber; however, the foregoing right to indemnification is limited by the following:

A. Indemnification may only be provided if the Officer, Director, employee or agent acted in good faith and in a manner he or she reasonably believed to be in or not opposed to the

best interests of the Chamber, and, with respect to any criminal action or proceeding, had no reasonable cause to believe his or her conduct was unlawful. To the extent that a Director, Officer, employee or agent of the Chamber has been successful on the merits or otherwise in defense of any action, suit or proceeding referred in this Article IX, or in defense of any claim, issue or matter therein, he/she shall be indemnified against expenses, including attorney fees, actually and reasonably incurred by him/her in connection with the action, suit or proceeding.

B. No indemnification shall be provided for any such person with respect to any matter as to which he or she shall have been finally adjudicated, or he or she shall have admitted under oath, not to have acted in good faith in the reasonable belief that such action was in the best interests of the Chamber; the termination of any action, suit or proceeding by a judgment, order, settlement, conviction, or upon a plea of nolo contendere or its equivalent, shall not of itself, create a presumption that the person did not act in good faith and in a matter which he/she reasonably believed to be or not opposed to be in the best of interest of the Chamber, and, with respect to any criminal action or proceeding, had reasonable cause to believe his/her conduct was unlawful.

C. No indemnification shall be made in respect of any claim, issue or matter as to which such person shall have been adjudged to be liable for negligence or misconduct in his/her performance or duty to the Chamber, unless and only to the extent that, despite the adjudication of liability and in view of all circumstances of the case, the person is fairly and reasonably entitled to indemnity for such expenses, which the court shall deem proper.

D. Any compromise or settlement payment shall be approved by a majority vote of a quorum of Directors who are not at that time parties to the proceeding.

E. Any indemnification under this Article IX, unless ordered by a court, shall be made by the Chamber only as authorized in the specific case upon determination that the indemnification of the Director, Officer, employee or agent is proper in the circumstances because he/she has met the applicable standard of conduct set forth in this section. The determination shall be made by the Board of Directors by a majority vote of the quorum consisting of Directors who are not parties to the action, suit or proceeding, or if such a quorum is not attainable, or if attainable a quorum of disinterested Directors so directs, by independent legal counsel in written opinion.

F. Expenses incurred in defending a civil or criminal action, suit, or proceeding may be paid by the Chamber in advance of the final disposition of the action, suit, or proceeding as authorized by the Board of Directors in the specific case upon receipt and undertaking by or on behalf of the Director, Officer, employee, or agent to repay such amount unless it shall ultimately be determined that he/she is not entitled to be indemnified by the Chamber as authorized in this section.

The indemnification provided by this Article IX shall be deemed exclusive of any other rights to which those seeking indemnification may be entitled under any provision of law, articles of incorporation, bylaws, or any agreement, vote of disinterested Directors, or otherwise, both as to action in his/her official capacity and his/her action in another capacity while holding such office, and shall continue as to a person who has ceased to be a Director, Officer, employee

or agent and shall inure to the benefit of the heirs, executors, personal representatives, and administrators of such a person.

The Chamber or Board may authorize or purchase and maintain insurance on behalf of any person is or was a Director, Officer, employee, or agent of the Chamber, or is or was serving at the request of the Chamber as a Director, Officer, employee, or agent of another corporation, partnership, joint venture, trust, or other enterprise against any liability asserted against him/her and incurred by him/her in any such capacity, or arising out of his/her status as such, whether or not the Chamber would have the power to indemnify him/her against such liability under the provisions of this Article IX.

## **ARTICLE X**

### **EARNINGS AND ACTIVITIES**

No part of the net earnings of the Chamber shall inure to the benefit of or be distributable to its members, Directors, trustees, Officers, or other private persons, except that the Chamber shall be authorized and empowered to pay a reasonable compensation for services rendered and make payments and distribution in furtherance of the purposes set forth in the preamble hereof. Notwithstanding any other provisions of these Bylaws, the Chamber shall not carry on any other activities not permitted to be Section 101 (7) of the Internal Revenue Code in effect on September 19, 1951, under Section 501 (c)(6) of the Internal Revenue Code of 1954 (or the corresponding provisions of any future United States Internal Revenue Law).

## **ARTICLE XI**

### **DISSOLUTION**

Upon dissolution of the Chamber, the Board of Directors shall, after paying or making provision for the payment of all the liabilities of the Chamber, dispose of all of the assets of the Chamber exclusively for the purposes of the Chamber in such manner, or to such organization or organizations organized and operated exclusively for the promotion of business, trade and commerce as shall at the time qualify as an exempt organization or organizations under Section 501 (c)(6) or 501 (c)(3) of the Internal Revenue Code of 1954 (or the corresponding provision of any future United States Internal Revenue Law), as the Board of Directors shall determine. Any such assets not so disposed of shall be disposed of by the Circuit Court exclusively for such purposes or to such organization or organizations as such Court shall determine, which are organized and operated exclusively for such purposes.

## **ARTICLE XII**

### **AMENDMENTS**

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

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

SECTION 3. REVIEW. The Bylaws shall be reviewed on a periodic basis by the Nominating and Governance Committees of the Board in no less than five (5) year intervals. Such committee shall recommend to the Board any change it deems advisable.

## **ARTICLE XIII**

### **REFERENDA**

Upon request in writing from twenty (20) Primary Representatives of members in good standing, the Board shall, or upon its own initiative may, submit a question by electronic mail to the membership for a referendum vote. The ballot for that vote shall be accompanied by a brief memorandum fairly and accurately stating both sides of the question. When so stated in the written request, the action taken thereon by the membership shall be final and shall bind the Board of Directors if passed by more than a two-thirds (2/3) vote of those eligible to vote. A referendum submitted to the membership by electronic mail shall be returned within five (5) days from the date of transmission of the question. In all email referenda, a response by twenty percent (20%) or more of the membership in good standing shall constitute a quorum.

## **ARTICLE XIV**

### **PARLIAMENTARY PROCEDURE**

Proceedings of the Chamber meetings are governed and conducted according to the latest of Robert's Manual on Parliamentary Rules.



**GOVERNANCE POLICIES**

**And**

**GOVERNANCE CHARTERS**

**With**

**CURRENT GOVERNANCE  
COMMITTEE MEMBERS**



# JOPLIN AREA CHAMBER OF COMMERCE GOVERNANCE GUIDELINES

## **Board of Directors Responsibility**

### **1. Role of the Board of Directors**

The Board of Directors is elected by Chamber members to provide oversight and strategic guidance to the Chamber President. The core responsibility of the Board is to exercise its fiduciary duty to act in the best interest of the Chamber and its members. In discharging the obligation, the Directors should be entitled to rely on the honesty and integrity of the Chamber's senior management and its outside advisors and auditors. The Board selects and oversees the President, to whom the Board delegates the authority and responsibility for the conduct of the day-to-day operation of the Chamber.

Directors are expected to attend Board meetings, as per the Chamber bylaws, and meetings of committees on which they serve; to ask questions and engage in discussions; and to spend time needed and meet as frequently as necessary to properly discharge their responsibilities.

### **2. Code of Conduct**

Each Director shall at all times exhibit high standards of integrity and ethical behavior. Each Director shall adhere to the Chamber's Code of Business Conduct and Ethics.

## **Conduct of Board Meetings**

### **3. Board Meeting Schedule and Agenda**

The Board of Directors shall have at least ten (10) scheduled meetings each year. Additional unscheduled Board meetings may be called upon reasonable notice at any time to address specific needs of the Chamber. The Chairman and/or the President will establish the agenda for each Board meeting. Each Board member is encouraged to suggest the inclusion of items on the agenda at any time. The Board will review the Chamber's long-term strategic plan and the principal issues facing the Chamber during at least one meeting each year. The President shall attend all non-executive sessions of the Board, and other members of management and staff may attend non-executive sessions of the Board at the invitation of the President or the Board.

### **4. Advanced Distribution of Materials**

Information and data that are important to the Board's understanding of the business to be conducted at a Board or committee meeting should generally be distributed in writing or electronically to the Directors before the meeting and, to the extent practicable, sufficiently in advance to enable the Directors to review the materials. Directors should review these materials in advance of the meeting to preserve time at the meeting and to provoke questions and discussion about the material. On certain occasions where the subject matter is too sensitive to put into writing, the matter will be discussed at the meeting.

## **5. Executive Session**

After each Board meeting, the Directors will meet in two separate executive sessions as follows: (1) all of the Directors and the President will meet in executive session, with such meeting chaired by the Chairman of the Board, and (2) all of the Directors will meet in executive session, with such meeting chaired by the Chairman of the Board.

## **Committees of the Board**

### **6. Number of Committees**

The Board will have at all times a Finance and Audit Committee, a Compensation and Personnel Committee and a Nominating and Governance Committee. The Board may have additional committees as it determines from time to time are necessary or appropriate. These Board committees are exclusive of the division committees that contribute to the day to day operations of the organization.

### **7. Committee Membership**

Board Committee members and Chairmen will be appointed and/or removed by the Board upon recommendation of the Nominating and Governance Committee after taking into account the desires, experiences and expertise of individual directors.

### **8. Committee Structure**

Each of the above-named Committees will have its own charter. The charters will set forth the purpose, organization and duties and responsibilities of such committees, as well as qualifications for committee membership, committee structure and operations and committee reporting to the Board.

### **9. Committee Meetings**

The Chairman of each committee, in consultation with the committee members, will determine the frequency and length of the committee meetings consistent with any requirements set forth in the committee's charter. The Chairman of each committee, in consultation with the appropriate members of the committee and Chamber management or staff, will develop the committee's agenda.

## **Director Communications**

### **10. Director Access to Officers and Employees**

Directors have full and free access to officers and employees of the Chamber. Any meetings or contacts that a Director wishes to initiate may be arranged through the President or directly by the Director. Any such contact should be done in a way that is not disruptive to the business operations of the Chamber. Any non-routine written communications between a Director and an

Officer or employee of the Chamber should be copied to the President or to the Chairman of the Board of Directors if it relates to the President.

#### **11. Director Access to Outside Advisors**

The Board shall have the power to hire independent legal, financial or other advisors as they may deem necessary, without consulting or obtaining the approval of any Officer of the Chamber in advance, and to approve the compensation arrangements with these advisors.

#### **12. Board Interaction with Third Parties**

The Board believes that the management speaks for the Chamber. At the request of management, individual Directors may, from time to time, meet or otherwise communicate with various constituencies that are involved with the Chamber.

#### **13. Director Orientation and Continuing Education**

All new Directors must participate in the Chamber's orientation program, which should be conducted once each year in advance of the planning retreat. This orientation will include presentations by senior management to familiarize new Directors with, among other things, the Chamber's strategic plans; its significant financial, accounting and management issues; its Code of Business Conduct and Ethics; its staff; and its independent auditor. All other Directors are invited to attend the orientation program and other opportunities for continuing education as they become available.

### **Director Remuneration**

#### **14. Director Compensation**

Directors receive no compensation, in any form, for their service to the Chamber as Directors. Further, Directors are expected to pay an annual stipend to the Chamber to cover any expenses (generally meals) incurred by the Chamber for scheduled Board and Committee meetings. Directors are expected to pay for all of their expenses (meals, hotel, travel, etc.) incurred in connection with the annual planning retreat.

#### **15. Director Indemnification**

The laws of the State of Missouri, RSMo 355.461-355.501, contain provisions which, in general terms, provide that Directors will be held harmless for all losses that may be incurred by them in connection with any claim or legal action in which they may become involved by reason of their service as a Director of the Chamber. Directors are encouraged to read and understand the Missouri statutes on this issue.

## **Performance Evaluations**

### **16. Performance Evaluation**

Concurrent with the Chamber's reaccreditation process, the Board will conduct a self-evaluation to determine whether it and its committees are functioning effectively. The Nominating and Governance Committee will receive comments from all Directors and report to the Board with an assessment of the Board's performance. This will be discussed with the full Board. The assessment will focus on the Board's contribution to the Chamber and its Members and specifically focus on areas in which the Board or management believes that the Board could improve.

**JOPLIN AREA CHAMBER OF COMMERCE  
CHARTER OF THE  
FINANCE AND AUDIT COMMITTEE  
OF THE BOARD OF DIRECTORS**

**Organization**

The Finance and Audit Committee of the Board of Directors (the “Board”) of the Joplin Area Chamber of Commerce (the “Chamber”) shall consist of no fewer than three (3) members, with the Treasurer of the general Chamber Board of Directors as Chairman of this committee. Other committee members shall be chosen based on their competence and ability to add substance to the deliberations of the Committee.

Committee members shall be appointed by and may be replaced by the Board, with due regard to the recommendations of the Nominating and Governance Committee.

**Purpose**

The Committee shall assist the Board in establishing and overseeing sound fiduciary management practices, including internal financial mechanisms, annual budget(s) and annual audit(s) for the Chamber organization.

**Meetings**

The Committee shall meet in May for audit review, September for mid-year review and in January for budget review, and is empowered to hold special meetings as circumstances require. Meetings may be called by the Chairman of the Board and/or the Chairman of the Committee. The Committee shall report at least annually to the Board and whenever the Board may require.

**Duties and Responsibilities**

1. The Committee shall annually review and approve the Chamber budget and Chamber Foundation budget as developed and submitted by staff. The Committee shall present the budget and its recommendations to the Board for its approval.
2. The Committee shall annually contract for, oversee and review an outside audit of the Chamber and Chamber Foundation financials and receive the report on completion. Said audit shall be conducted by a Certified Public Accountant. The Committee shall submit the audit report to the Board for its approval.
3. The Committee shall annually review the financial control mechanisms and the implementation of those mechanisms, to verify that the Chamber and Chamber Foundation are operating in a sound fiduciary manner and in accordance with the highest principles of financial oversight.

4. The Committee shall have the sole authority to, at any time, retain and terminate any independent assistance it may deem necessary or appropriate to carry out its duties and shall have the authority to approve the fees and other contract terms of such advisors.
5. The Committee shall conduct an annual informal evaluation of its own performance.
6. The Committee shall perform such other activities as the Board may from time to time deem necessary or appropriate.

**JOPLIN AREA CHAMBER OF COMMERCE  
CHARTER OF THE  
COMPENSATION AND PERSONNEL COMMITTEE  
OF THE BOARD OF DIRECTORS**

**Organization**

The Compensation and Personnel Committee (the “Committee”) of the Board of Directors (the “Board”) of the Joplin Area Chamber of Commerce (the “Chamber”) shall consist of no fewer than six (6) members, with the Past Chairman of the general Board of Directors as Chairman of this committee and the current Chairman and Chairman-Elect of the general Board of Directors with a seat on this committee. Other committee members shall be chosen based on their competence and ability to add substance to the deliberations of the Committee. Term for this committee will be a two-year term.

Committee members shall be appointed by (with due regard to the recommendations of the Nominating and Governance Committee), and may be replaced by, the Board.

**Purpose**

The Committee shall assist the Board in establishing and overseeing management compensation policies and practices of the Chamber on behalf of the Board. The Committee shall assist the President in establishing overall compensation policies and practices for staff of the Chamber.

**Meetings**

The Committee shall meet in May for bonus and CEO review and in September for a mid-year overall Chamber review and is empowered to hold special meetings as circumstances require. Meetings may be called by the Chairman of the Board or the Chairman of the Committee. The Committee shall report at least annually to the Board and whenever the Board may require.

**Duties and Responsibilities**

1. The Committee shall, at least annually, review and approve goals and objectives relevant to the President’s compensation, evaluate the President’s performance in light of those goals and objectives and determine and approve the President’s compensation level based on such evaluation.
2. The Committee shall, at least annually, receive a report from the President detailing the merit increase “pool” for staff and its impact on the financial status of the Chamber. The Committee, after review and modification (if necessary), shall approve such “pool.” The President shall administer the compensation program for staff.

3. The Committee shall make recommendations to the Board with respect to the design of incentive compensation plans.
4. The Committee shall conduct an annual informal evaluation of its own performance.
5. The Committee shall have the sole authority to retain and terminate any compensation consultant used to assist in the evaluation of management and staff compensation and shall have sole authority to approve the consultant's fees and other retention terms.
6. The Committee shall engage independent counsel and other advisors as it determines to be necessary or appropriate to carry out its duties and shall have authority to approve the fees and other retention terms of such advisors.
7. The Committee shall perform such other activities as the Board may from time to time deem necessary or appropriate.



**JOPLIN AREA CHAMBER OF COMMERCE  
CHARTER OF THE  
NOMINATING AND GOVERNANCE COMMITTEE  
OF THE BOARD OF DIRECTORS**

**Organization**

The Nominating and Governance Committee (the “Committee”) of the Board of Directors (the “Board”) of the Joplin Area Chamber of Commerce (the “Chamber”) shall consist of no fewer than three (3) members. Committee members shall be chosen based on their competence and ability to add substance to the deliberations of the Committee.

The members of the Committee shall be appointed by, and may be replaced by, the Board of Directors. The Chairman of the Committee shall be designated by the Board.

**Purpose**

The Committee shall (1) identify individuals qualified to become Board members, consistent with criteria approved by the Board, and recommend that the Board select (or re-nominate) the Director nominees; (2) develop and recommend to the Board a set of governance guidelines applicable to the Chamber; (3) oversee the evaluation of the Board; and (4) annually review and recommend Board committee membership and Divisional Chairmen.

The Committee shall develop and present to the Board any changes in bylaws or policy in order to further the mission of the Chamber.

**Meetings**

The Committee shall meet at least three times a year: In March to recommend new appointments to all Governance committees for April Board approval, in August for new Board nominations for September Board approval, and in October for Board officer nominations for November Board approval. The Committee is empowered to hold special meetings as circumstances require. Meetings may be called by the Chairman of the Board or the Chairman of the Committee. The Committee shall report regularly to the Board.

**Duties and Responsibilities**

1. The Committee shall actively seek individuals qualified to become Board members for recommendation to the Board, including evaluating persons suggested by members or others, and shall conduct appropriate inquiries into the backgrounds and qualifications of possible nominees.
2. The Committee shall select candidates as nominees for election as Directors and recommend those candidates to the Board. The Committee shall select those

nominees whose attributes it believes would be most beneficial to the Chamber. This assessment shall include such issues as experience, integrity, competence, diversity, skills, and dedication in the context of the needs of the Board. In addition, the Committee shall take into account the nature and time involved in the Director's service on other boards in assessing Director Nominees. The Committee shall review with the Board, as required, the requisite skills and characteristics of individual Board members, as well as the composition of the Board as a whole, in the context of the needs of the Chamber.

3. The Committee shall determine the eligibility of candidates nominated to the Board by petition. Such determination will consider: 1) Whether the nomination petition was timely filed; 2) Whether the nominee is eligible for board seat; 3) Whether the petition signatures are proper.
4. The Committee shall identify and recommend to the Board members of the Board to serve on the various committees of the Board and Divisional Chairmen after taking into account the desires, experiences and expertise of individual Directors. The Committee shall review and recommend committee slates annually and shall recommend additional committee members as needed.
5. The Committee shall develop and make recommendations to the Board on governance and all matters pertaining to the role of the Board and the practices and the performances of Directors, including the development of a set of governance principles applicable to the Chamber. The Committee shall periodically review and assess the adequacy of the Chamber's governance guidelines and/or bylaws and recommend any proposed changes to the Board for approval.
6. In connection with the Board's performance evaluation, conducted concurrently with the Chamber's reaccreditation process per bylaws Article XV, Section 16, the Committee shall receive comments from all Directors and report to the Board with an assessment of the Board's performance.
7. The Committee shall conduct an annual informal evaluation of its own performance.
8. The Committee shall engage independent counsel and other advisors as it determines to be necessary or appropriate to carry out its duties and shall have authority to approve the fees and other retention terms of such advisors.
9. The Committee shall perform such other activities as the Board may from time to time deem necessary or appropriate.

## 2020/2021 JACC Governance Committee members

### Finance/Audit Committee (no fewer than 3)

Todd Chenault – Committee Chairman (Treasurer of the Board)  
Jeremy Drinkwitz  
Chad Evans  
Jerrod Hogan  
Betsy Kissel  
Kelli Perigo

### Compensation/Personnel Committee (no fewer than 6)

Kelli Perigo - Committee Chairman (Past Chairman of the Board)  
Jeremy Drinkwitz (Chairman of the Board)  
Betsy Kissel (Chairman Elect of the Board)  
Todd Chenault  
Jerrod Hogan  
Katrina Richards

### Nominating/Governance Committee (no fewer than 3)

Betsy Kissel (Chairman)  
Chad Greer  
Jerrod Hogan  
Howie Nunnely  
Dustin Storm

### Foundation

#### Board Members as Directed by By-laws

Betsy Kissel – Chairman  
Todd Chenault – Treasurer  
Toby Teeter – Chamber President  
Tonya Sprenkle – Chamber Vice President and Foundation Secretary

#### Additional directors appointed by Chamber Board

Dean Van Galen – 3-year term (ends 2024)  
Lori Haun – 3-year term (ends in 2024)  
Matt McConnell – 3-year term (ends 2023)  
Melodee Colbert-Kean – 3-year term (ends 2023)  
Dustin Storm – 3-year term (term end 2022)  
Chad Greer – 3-year term (term ends 2022)

Gray indicates positions filled because of rolls held per by-laws.

## Incubator Activity September 2021 – Doug Hunt

### Joe Newman Innovation Center (NIC):

- Co-working space has a total of 3 hot desk members and 1 dedicated membership.
- Hunt's Auto Detailing moved into the garage private space on the first floor.
- Midwest Interactive now occupies the large space on the second floor. We have increased WiFi bandwidth to accommodate their needs.
- NextGen Diagnostics is in suite 202 and is conducting COVID testing on the NIC north parking lot each Thursday until further notice.
- NIC Private Space is at 100% occupancy and for the first time we have 3 companies on a waiting list for right of first refusal for any private space that becomes available.
- Exterior lighting has been improved and we've met with Sign Designs to replace the parking lot light on the building facing south.
- Awarded \$56,160.00 by MTC for FY22 contract.

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

- ATTC is at 100% tenant occupancy. However, Unearth Potential has given notice to vacate November 1, due to their growth and need for additional space.
- New "No Trespassing" signs have been installed for increased security.

### Programming:

- 1-Million Cups (1MC) is running smoothly each Wednesday with 20+ attendees.
- Chamber Academy has more than 108 members who have registered an account.
- Ideas on Tap continues with an average of 5 to 10 attendees each month.
- October E-commerce Meetup hosted Joplin City Manager, Nick Edwards who gave a presentation on the upcoming Use Tax vote.
- Joplin Regional Innovation & Technology Summit: Marketing for the event is well underway. We have guest appearances scheduled for radio and television shows as well as an ongoing digital media campaign.

## Networking Events

### Special Events

- Tomorrow's Leaders Today will have a class of 44 students. The first session is November 3<sup>rd</sup>.
- Leadership Joplin applications are now available. It is open until December 1<sup>st</sup>.
- Morning Brew is Thursday, November 4 at Guaranty Bank.
- Business After Hours is November 16 at The Fireplace and More Store.
- Thankful Thursday will begin the November 4.

## Membership Summary Report September 23, 2021 – October 20, 2021

### Year to date

<b>Membership Previous (April 1, 2021)</b>	<b>756</b>
Joined (New)	68
Dropped	<b>63</b>
Total membership	762 (net 5)

### New Members September 22, 2021 – October 20, 2021

ETG Sports & Events Center  
Farmers Insurance-Jake Russell Agency  
Sabrina Hayes  
Hollco, LLC dba Mo Holloman  
Hunt's Mobile Detailing  
Primerica Financial Services

Upland Servicing  
Jason Yost

### **Dropped Members September 22, 2021 – October 20, 2021**

The Bruncheonette  
Climate Tech, Inc.  
Crash Champions - Joplin  
Laura Crawford  
Eagle Eye Printing  
Food Mart  
KD Innovations LLC  
Lux's Nail Spa  
Primpin' Beauty Bar  
QuikTrip Corporation  
Reed's Barber & Beauty Salon  
S & H Home Improvement  
Nijah Southard  
Starlit Running Company, LLC  
The Stevenson Law Office, P.C.  
TAKEaSTAND Gourmet Smoothies LLC  
Viking Line, Inc., dba Viking Trailways

### **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
- August | Joplin Parks, 4 volunteers, 4.5 hours
- August | Children's Haven, 5 volunteers, 3.5 hours
- September | Building Bridges, 5 volunteers, 7.25 hours
- September | Brush With Kindness, 2 volunteers, 7 hours
- September | Big Brothers Big Sisters, 3 volunteers, 11 hours
- October | Ronald McDonald House, 7 volunteers, 8.75 hours
- YTD 207 hours / Goal 275 Hours (increased 25 hours from 2020-2021)

### **Upcoming Volunteer Opportunities:**

- Giving Tuesday Scavenger Hunt | November 30, 5:00 – 7:00 pm,  
<https://www.signupgenius.com/go/30e0a4eaea922a1ff2-giving>.
- Bright Futures Snack Pack Program | November 18,  
<https://cca.joplincc.com/EvtListing.aspx?dbid2=MOJop&evtid=810748&class=B>
- 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)**

- **Walking Initiative:** Working on reaching out to the attendees of the leader training for the walking groups to see if they have any comments/questions and if they plan on getting their groups started up soon. Brainstormed other ways on how to get local businesses involved and specifically talked about

reaching out to Schuber Mitchell and area nursing homes. Have decided to postpone the kickoff event until we have more groups signed up and walking. Looking at possibly rescheduling for the Spring.

**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. Read latest articles on HealthyJoplin.com, <https://healthyjoplin.com/news/>.

- **Healthy Kids:** Healthy Kids received funding from the Ozark Center for 3 of the vaping sensors that are needed for Joplin High School. The Soroptomist group has also committed to donating funds to the cause. They believe that they are close to having all of the sensors paid for and will be shifting their efforts towards their next initiative. They currently have 21 different ideas that they will be reviewing during their next sub-committee meeting to decide on what they would like to focus on next.
- 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: 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.
- 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: Doug, Chamber Liaison**

- Missouri American Water has a corporate EDI Director who is planning to provide content for Chamber Academy in trade for sponsorship in another category.
- Darius Lewis, Jr. has resigned as Chair of the EDI work group due to a job promotion requiring him to move to Springfield, MO. Melodee Colbert Kean is currently contracted to assist the group on a temporary basis and a new Chair will be named at the next meeting.

#### **Professional Development: Alex Gandy, Doug (Chamber Liaison)**

- The Professional Development work group is meeting 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 one.
- The group's 2nd in person ED Talk this year took place in October at the Chamber with a program on the power of networking

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

- Currently running a google search ads for the new Joplin Crossroads Website
- Storm Marketing will be assisting businesses with adding pixel tags to their job posting page on their website. This is a Choose Joplin project
- Planning stages of the Welcome Home campaign. Storm will manage the campaign which will run during the holidays. This is a Choose Joplin project.
- 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.

# September 2021 Economic Development Report

## Economic Development Highlights

### Takeaways

- The Joplin MSA region's population **increased by 1.9%** since 2015, growing by 3,311. Population is expected to **increase by 2.7%** between 2020 and 2025, adding 4,886.
- From 2015 to 2020, jobs **declined by 3.2%** in Joplin, MO from 85,908 to **83,136**. Largely attributed to automation and efficiencies of manufacturing/distribution and COVID-19.
- Concerning educational attainment, **16.0% of Joplin, MO residents possess a Bachelor's Degree** (below the national average), and **7.7% hold an Associate's Degree** (slightly below the national average).
- Joplin continues to be a regional leader in the top industries of Manufacturing, Restaurants/Retail, General Medical/Surgical Hospitals, Education, and Warehousing/Distribution.
- Joplin continues to attract retirees and veterans due to services provided and low cost of living. Percentage of millennials and racial diversity has grown slightly

**3.8% (up from 3.5% last report)**

Unemployment Rate

**30,000+**

With the September 30 opening of the I-49 Corridor Connector in 2021, traffic is expected to increase from 20,000 vehicles to over 30,000 vehicles daily. This will result in major growth opportunities across industries and support chains from Bentonville to Joplin and beyond.

**14th**

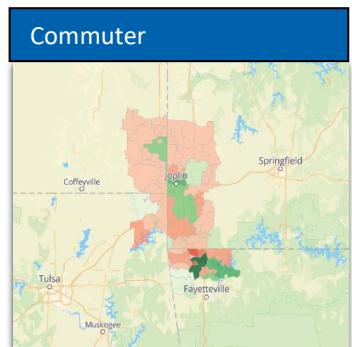
Joplin is the 14th best place in the United States for working in the manufacturing industry.

**1,000,000**

In 2020-21, 1 million square feet of warehousing/distribution space was added to the Joplin MOKAN region.

**#1** In trucking due to high manufacturing and production and centralized I-49/I-49/US 69 corridors.

**300** New Manufacturing and Distribution positions created.



Best Business Climate (Pop. Under 200k)	
1	ALEXANDRIA, VA
2	WILMINGTON, DE
3	CHARLESTON, WV
4	AMARILLO, TX
5	MOBILE, AL
6	GREENVILLE, SC
7	MANCHESTER, NH
8	JOPLIN, MO
9	AVONDALE, AZ
10	SOUTH JORDAN, UT

## MARKETING AND PROMOTION

### JIDA & Industrial Parks

- 2021 Crossroads land sales to date of 37 acres. Additional 20-100 acres being negotiated.
- JIDA investigating the acquisition of another property along I-44/I-49. This would effectively increase available, non-floodplain industrial land JIDA holds by 400% accommodating future commercial and industrial growth.
- Website promotion  
<https://www.joplincrossroads.com/> is completed, featuring land parcels for sale, success stories, and an interactive utility map of the park.
- NEW - Crossroads Industrial Park is approved for Missouri Certification. Announcement pending.
- Wildwood Industrial Park promotions continue with BNSF rail certification and 32<sup>nd</sup> Street improvements improving business marketability.



### Joplin and Regional

- I-49 corridor (NWA+Joplin region) Ribbon-cutting – September 30, 2021, 10 am. Both governors in attendance and MOKAN given a shout out
- Foreign Direct Investment International trade magazine promos running August and November issues. Promo running currently with another this fall showcasing our region as a business destination in North America and Canada to foreign investment site selectors and CEOs from Europe and the UK. <http://online.anyflip.com/bnxu/hgig/mobile/index.html>
- Business Facilities magazine Joplin region promotional articles run spring and summer 2021. <https://businessfacilities.com/2021/04/making-it-happen-in-joplin-missouri/>
- Private Label Manufacturing rescheduled in Chicago to February 2022. Missouri Economic Development Council held in June and October; Missouri Governor Conference in Kansas City held in September.
- MOKAN participated with Missouri Partnership and McDonald County Chamber on a mock site selection and investor meeting in Pineville. These trainings are held around the state for preparedness of site selector opportunities.
- With added MOKAN capacity we've increased area regional community and company retention site visits with our ED partners.
- NEW - [MOKAN Quarterly Around the Region](#) - Quarterly out and will build going forward highlighting regional efforts and latest info. Currently sent to over 250 community and business leaders in the region.
- NEW - Choose Joplin Airport promotional video updated with new SkyWest service and placed in associated media. <https://youtu.be/gh3sYRKq768>
- Broadband analysis – With the pending deployment of federal funds, Crowder and MOKAN have teamed up to aggregate resources for an analysis of shovel ready opportunities and



gaps in the SWMO region. We've also participated with the Joplin Smart Cities partner effort to ensure broadband efforts are aligned with regional connectivity with the intention of applying for grant support funds.

- NEW - Collaborating with Crowder on a Build Back Better agriculture track grant with Neosho High.

## **BUSINESS ATTRACTION AND RETENTION**

Joplin continues to attract major food and beverage manufacturing, distribution operations, and supporting supply chains. The city of Joplin and state of Missouri continue to provide incentives for growth in tax abatements, Chapter 100 bonds, and land sale opportunities through the Industrial Development Authority. These have proven helpful in multiple expansion and retention projects. We continue to see a need for requested existing warehousing facilities in the 100,000 sq ft or larger range.

- Project Rolex – Property acquisition finalizing at Crossroads Industrial Park for major transportation and distribution support facility.
- 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.
- 32<sup>nd</sup> Street Place Development (Woodsonia et al.) – Site work has begun and negotiations continue on associated commercial developments (\$80 million+).
- Project Starburst added 90 new production positions and an expansion (\$10 million); Phase II expands warehousing and an additional manufacturing plant consideration (\$50 million and 150+ jobs).
- NEW Project Green- major \$10 million+ warehousing buildout; looking at site acquisition.

### **Regional Industrial/Commercial Projects Advancing or Completed**

ED staff continue multiple efforts with region partners; food and beverage expansions, warehousing buildouts, major manufacturing attraction/expansion efforts unfolding. Priority deals advancing include:

- Don's Cold Storage (Project Flycatcher) under full construction in Webb City/Joplin Industrial Park. \$12 million, 225,000 sq. ft. warehouse, with 28 employees. July target open.
- Jasper Products Storage (Project Protein) is open at Crossroads Industrial Park. A new \$7.2 million, 220,000 sq. ft. warehouse, with 10 employees.
- Casey's Distribution Center is operational. 170 employees
- Project Clover is a regional production expansion and equipment add; \$5 million, 20 new jobs.
- 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 \$1-\$3 million+ need now). Working with local manufacturers near

there on a traffic signal resolution for congestion issues. Multiple business and stakeholder meetings being held to resolve.

- Schaeffler/FAG expansion underway, \$67 million, 60 jobs. \$2.5 million in abatements.
- Project Firefly – a local engineering expansion is underway, 61 employees, and a \$3.6 million expansion 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, considering state incentives.
- Project Old School – Aggregating partners and potential investors warehousing needs at multiple industrial parks. We have been meeting with area contractors identifying costs. MOKAN/JATSO funded freight analysis being considered for investors. Investor meeting scheduled for late July.
- Multiple other projects in the pipeline in various stages, as discussed.

### Small Business an Entrepreneurial Development

- NEW - As of October 2021, the Joseph Newman Innovation Center and the Advance Training and Technology Center small business incubators is at 100% occupancy with waiting list.
- Support programs include a monthly E-commerce Meetup serving as a platform to educate small business on the potential of entering the e-commerce space to increase revenue. Each event is held in Joplin and various communities in the greater southwest Missouri region.
- 1MC Joplin launched as a community organization sponsored in part by the Joplin Area Chamber of Commerce and meets monthly promoting services available to new startups in our expanding entrepreneurial ecosystem.
- NEW - Angel Investor Fund – MOKAN has teamed up with the Joplin Capital Corporation to develop a business development fund for startups and entrepreneurs. A capital match program is underway to build this sustainable resource for future growth.

### WORKFORCE RETENTION and EVENTS

In the wake of the pandemic, major focus has been around business and manufacturing support and outreach and refining our business development focus efforts. Over 3000 job opportunities exist across all sectors in the region.

- NEW - <https://www.mokanpartnership.com/manufacturing-day> – Sponsored by General Mills and held October 14, 2021, at the Newton County Fairgrounds, manufacturers highlighted modern technologies and hands on demonstrations for 300+ high school students attending from as far as Springdale, AR, Joplin, Neosho, Carthage, and McDonald County Highschool.
- NEW - MOKAN Economic Partnership Board Retreat – October 18 – Jim Fram, moderator, is emailing survey and conducting interviews with community leaders and regional ecoddev team. Please participate when contacted. Report due late October but early feedback is spending resources on regional marketing and plan.
- Joplin Area Economic Growth Tour - October 22, 2021 is full. This year's tour in part highlights modern manufacturing and major 2021 buildouts.



- Made in Miami Manufacturing Day – October 30, 2021 – more info to come.
- [Joplin Regional Innovation and Technology Summit](#) – November 5, 2021, at James River Church. Details finalized and national speakers booked showcasing technologies in business.
- Regular Manufacturing/Warehouser Bi-Monthly Meetup now being scheduled and will invite Grove, OK manufacturing group too – date to be announced. May be touring
- New Freight and Rail Group being scheduled soon for all things rail -date to be announced

Presenting Sponsor



A Joplin Area Chamber of Commerce Program

## 2022 Class Sessions

### Please Note:

Each session is scheduled to last from 8:30 am—4:30 pm.

January 27, 3:30—5:00  
New Class Orientation

February 9 & 10 Overnight  
Two Day Opening Retreat  
Maranatha Bible Camp

February 24  
Communications and Media Session

March 10  
Public Safety Session

March 30 & 31 Overnight  
Jefferson City Trip

April 14  
Education and Non-Profit Session

April 28  
Healthcare Session

May 12  
Economic Development Session

May 26  
City Tour

June 9  
Teambuilding and Motive Matters

June 23, 6 pm  
Graduation

### Engaging Future Community Leaders

Leadership Joplin is a program developed by the Joplin Area Chamber of Commerce Foundation and sponsored by community businesses to identify, cultivate and motivate future community leaders. Leadership Joplin is in its 39th year with more than 1,015 graduates. This informative and thought-provoking program introduces participants to the community, exposes them to its challenges and requires them to fully participate in the 9-session curriculum. In addition, Leadership Joplin provides a strategic curriculum to enhance participants' leadership skills and creates a dialogue for discussion on relevant topics and assessment of case studies, ultimately supporting the Chamber's strategic initiatives and goals. Anyone who has a genuine interest in community leadership and wants to broaden their scope of knowledge beyond their current level is encouraged to apply to Leadership Joplin.

### By the end of Leadership Joplin, participants will:

- Cultivate and develop leadership skills, making a positive impact personally and professionally
- Develop an enhanced view and a new meaning to the word community
- Recognize interactions between private citizens and public organizations
- See Joplin in terms of the "big picture"
- Develop relationships with classmates, presenters & Leadership Joplin Alumni
- Gain valuable networking contacts with community, business and industry leaders
- Be prepared to serve the community and know the service opportunities available
- Understand Joplin

### The 2022 Leadership Joplin Program—Attendance

Each Leadership Joplin session is different. Whether it's a lively panel discussion, an interesting field trip or a group activity, each session is specifically designed to expose participants to all aspects of a particular topic. Although the preliminary schedule shows the commitment required, it is important to understand the expectation of attendance at all sessions. One individual's failure to attend diminishes the experience for the remaining members of the program. Participation and attendance are the cornerstones of a successful program. It is an intensive program, from January through June with work outside of class time. If your schedule does not allow your full participation, you should consider whether Leadership Joplin is right for you.

Joplin Area Chamber of Commerce

320 East 4th Street  
Joplin, MO 64801

Phone: 417.624.4150  
www.joplincc.com



The Leadership Joplin program was awarded the Programs & Campaigns Award of Excellence by the 2015 Chamber of Commerce Executives of Missouri (CCEM)



## 2022 LJ Steering Committee

<b>Belinda Belk</b> Community Blood Center of the Ozarks Class of 1997	<b>Heather Lesmeister</b> Missouri Southern State University Class of 2015
<b>Kyle Birkinsha</b> Community Bank & Trust Class of 2010	<b>Barry Linduff</b> Downstream Casino Resort Class of 2020
<b>Ginger Cooper</b> Mercy Hospital Joplin Class of 2018	<b>Stephanie McGrew</b> Joplin Area Chamber of Commerce Class of 2005
<b>Shawn Dodson</b> Joplin Police Department Class of 2015	<b>Brandy Miller-Turner</b> Freeman Health System Class of 2019
<b>Tom Furrh</b> Class of 2020	<b>Sarah Mwangi</b> Joplin Schools Class of 2014
<b>Kim Gipson</b> Liberty Utilities Class of 2010	<b>Pat Nagel</b> Missouri Southern State University Class of 2015
<b>Joni Good</b> Keller Williams Realty Class of 2009	<b>Stormi Nordstrom</b> The Independent Living Center Class of 2010
<b>Rhonda Gorham</b> Boys and Girls Club of Joplin Class of 2003 2022 LJ Chair	<b>Chris Roberts</b> Class of 2012
<b>Don Greenlee</b> Simmons Bank Class of 2012	<b>Rikki Smith</b> Freeman Health System Class of 2018
<b>Stephanie Howard</b> Carthage Water & Electric Class of 2003	<b>Michelle Steverson</b> Franklin Technology Center Class of 2021
<b>Ryan Jackson</b> Employee Benefit Design, LLC Class of 2006	<b>Matt Stewart</b> Children's Center of SW MO Class of 2010
<b>Rick Keller</b> Wells Fargo Advisors, LLC Class of 1994	
<b>Tera Lankard</b> Freeman Health System Class of 2019	
<b>Sherry Lawrence</b> Southwest Missouri Bank Class of 2008	



LEADERSHIP JOPLIN

### The Selection Process

Because no more than 44 individuals can participate in Leadership Joplin, it is necessary to have an application and commitment process. Each potential participant must submit a completed application and tuition payment for \$800 to be considered for the program. In addition to reviewing each individual's qualifications, the committee strives for a broad spectrum of experience and background. The class, as a whole, will benefit greatly from interaction with a wide variety of people from unique organizations.

### Leadership Joplin is based on the following individual criteria:

- **Completed application and tuition payment must be received by Wednesday, December 1, 2021, 5 p.m.**
- Involvement in professional and/or managerial positions
- Demonstrated ability and desire to assume greater community leadership responsibility
- A clear willingness to make a commitment to the demands of the program and the community
- Proof of the full support of the organization or business they represent and a member of JACC

**Applicants will be notified of their acceptance into the program by Wednesday, December 8, 2021.**

### Class Participation

As part of the 2022 Leadership Joplin program, you will be working with Motive Matters - Van & Tammy Benson, executive trainers. You will be required to take the "Color Code" assessment to help you better understand what motivates you, and how it relates to the other members of your class. This has proven to be a valuable part of the bonding process. Motive Matters was developed to help people understand themselves and others better, and to learn how to communicate more clearly and more effectively with people both personally and professionally.

**After acceptance to LJ 2022, you will receive an introduction letter that will include the link and instructions for you to take the profile test and determine your color code.**

**The test must be completed prior to Monday, December 27, 2021.**

When you are answering these questions, it is important that you try to answer the questions as if you were back in your childhood. As we live our lives, our true motives can sometimes be altered by life experiences, and we want to know your inner core values. We look forward to getting to know another great group of Joplin Leaders!

*Tammy and I look forward to meeting you and sharing the Motive Matters message of great relationships with you. We have enjoyed the friendships we have created with professionals just like you, while working with our great Joplin Area Chamber of Commerce. Congratulations on your decision to become part of the Leadership Joplin Class of 2022!*

*Best of living,*

*Van and Tammy Benson*

For more information about applying to LJ,  
contact:

Stephanie McGrew  
Special Events Manager  
Joplin Area Chamber of Commerce  
417-624-4150  
stephanie@joplincc.com  
Leadership Joplin Class of 2005



#### Worth Your Time

Although the application and selection process for Leadership Joplin is challenging, and the commitment of time and energy is extensive, anyone who has been through the program will confirm how beneficial this program is to anyone interested in taking a leadership role in the community. If you have questions about the program, feel free to contact any of the 2022 Leadership Joplin Steering Committee members. They are graduates of the program and are more than happy to talk about what it did for them.

#### Class Attendance

Many volunteers, sponsors and speakers work hard to make this a valuable program. Attendees are expected to be on time and attend the entire program each day. Absences or tardies must be approved, in advance, by the Committee Co-Chairs or Chamber program director. If more than two sessions are missed, attendees could be dropped from the class and be asked to re-apply for the next year. It is the discretion of the Chamber program director and Committee Co-Chairs to determine graduation eligibility.

**Attendance at the opening retreat and the Jefferson City trip each count as two sessions.** Concepts discussed during the opening retreat set the foundation for the entire program. If you cannot attend this session, we recommend waiting for next year.

#### Employer's Agreement

I fully support the application of

\_\_\_\_\_ to the 2022 Leadership Joplin Program. I am aware of the time commitment necessary and the financial obligation.

Signed (employer): \_\_\_\_\_

Date: \_\_\_\_\_

Print name: \_\_\_\_\_

Title: \_\_\_\_\_

Email: \_\_\_\_\_

#### Applicant's Agreement

If selected as a participant in Leadership Joplin, I am willing to attend all the functions sponsored by the program and I understand that attendance is mandatory. I understand that if I fail to meet any of the obligations of the program, I may be asked to withdraw or might not graduate with my class. If accepted to participate in 2022 Leadership Joplin, I agree that the information contained on this application may be used for Leadership Joplin promotions, activities and projects, as deemed appropriate by the Joplin Area Chamber of Commerce.

Applicant Signature: \_\_\_\_\_

Date: \_\_\_\_\_

#### Tuition

Payment of \$800 must accompany this application unless you are applying for a scholarship. If you are not accepted for admission to the 2022 Leadership Joplin class, your tuition will be refunded in full.

#### Submit a check payable to the Joplin Area Chamber of Commerce or pay by credit card:

MasterCard      Visa      Discover      American Express

Account #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Billing Zip Code: \_\_\_\_\_ SEC: \_\_\_\_\_

Email Address to Send Receipt: \_\_\_\_\_

**Completed application and tuition payment must be received by Wednesday, December 1, 2021, 5 p.m.**



**Your completed application & payment must be received no later than 5 p.m. on Wednesday, December 1, 2021.**  
 Please submit to: **Joplin Area Chamber of Commerce ~ Attention: Stephanie McGrew ~ 320 East 4<sup>th</sup> Street ~ Joplin, MO 64801**  
**www.joplincc.com ~ stephanie@joplincc.com**

**Applicant Information (Please Print)**

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_  
 Business Name: \_\_\_\_\_  
 Title: \_\_\_\_\_ Years in Current Job: \_\_\_\_\_ Years in Joplin: \_\_\_\_\_  
 Business Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Birthday: \_\_\_\_\_  
 Business Phone: \_\_\_\_\_ Business Email: \_\_\_\_\_  
 Business Website: \_\_\_\_\_  
 Cell Phone: \_\_\_\_\_

**Check the one statement that best describes you**

- |  |   |
|--|---|
| <input type="checkbox"/> Avoids “chit chat” and gets right to the point  | <input type="checkbox"/> Likes to keep things the way they are              |
| <input type="checkbox"/> Enjoys groups and high activity level           | <input type="checkbox"/> Has the opinion, “Trust me, it will all work out”  |
| <input type="checkbox"/> Listens attentively and at length to others     | <input type="checkbox"/> Likes to overcome obstacles and take on challenges |
| <input type="checkbox"/> Strives for accuracy and quality, not quickness | <input type="checkbox"/> Wants clearly defined tasks with limited risks     |

Have you participated in a leadership program in another community? \_\_\_\_\_  
 If yes, describe. \_\_\_\_\_

What do you expect to gain from participation in Leadership Joplin? \_\_\_\_\_

List community organizations in which you play an active role. \_\_\_\_\_

What is your favorite leadership quote? \_\_\_\_\_

What area do you see yourself getting involved with JACC? \_\_\_\_\_

Arvest Bank believes strongly that people are the most valuable asset of any organization, including business and community. We are proud to be the presenting sponsor of Leadership Joplin and a part of developing leaders that will continue to provide the guidance and direction for the Joplin area for years to come. We have seen first-hand the knowledge, insight, and engagement that this program fosters in each participant and that energy is multiplied as each goes back to their daily routines and interacts with others. This excitement and connectivity is an example of what will continue to make Joplin a great place to live and work.

**Chad Evans, President, Arvest Bank**  
**Program Sponsor**  
**Class of 1998**

