



AREA CHAMBER OF COMMERCE
Board of Directors Meeting – In-person and Zoom Meeting
Monday, November 22, 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 October Minutes – Jeremy Drinkwitz
- Approve October Financials – Jeremy Drinkwitz

12:15 New Business

Nominations Committee Report: recommendation for the 2022-2023 year slate – Betsy Kissel
Slate of six as recommended by the Nominations Committee for terms from April 1, 2022 to March 31, 2025:

- Jeremy Drinkwitz, Dustin Storm and Katrina Richards for a second term
- Dr. Dean Van Galen and Matt Stewart for a first term (both were appointed for a partial term which expire March 31, 2022)
- Carlos Haley for a first term (to fill Kelli Perigo's term to expire March 31, 2022)

Presidential Search Update – Jeremy Drinkwitz

Heartland Forward Breifing – Tony Robyn/Chad Evans

In discussions with Heartland Forward, a “think and do tank”, to help identify and bolster big ideas into small business startups in Joplin and region.

12:30 Adjourn to Executive Session

Next Meeting: Monday, January 24, 2022, Chamber Office, Liberty Room, meeting begins at 12:00 pm

Please attend our JACC Holiday Open House
Friday December 3, 2021
11:30 am -1:00 pm

Joplin Area Chamber of Commerce
Board of Directors Meeting and
Zoom Conference Call
October 25th, 2021

Minutes

Attended/Zoom: Jordan Bolinger, Todd Chenault, Melodee Colbert-Kean, Kim Cox, Mattie Crossland, Jeremy Drinkwitz, Chad Greer, Lori Haun, Dr. Brad Hodson, Jerrod Hogan, Betsy Kissel, Howie Nunnally, Kelli Perigo, Dana Pim, Katrina Richards, Dr. Ken Heiel, Melissa Smith, Mayor Ryan Stanley, Matt Stewart, Dustin Storm, Dr. Dean Van Galen

Absent: John Bartosh, Jim Dalrymple, Nick Edwards, Chad Evans, Dr. Melinda Moss, Bill Reiboldt, Stormy Worden

Staff: Tony Robyn, Tonya Sprenkle

I. Jeremy Drinkwitz, Call to Order

II. Approval August Minutes.

- A. Chad Greer moved to approve the September Minutes and seconded by Betsy Kissel. Motion passed.
- B. September Financials presented by Tonya. September Financials were in your Board packet; please see them for the details. Dr. Van Galen moved to approve the September Financials and seconded by Jerrod Hogan. Motion passed.

III. New Business.

- A. Nominations Committee report, Recommendation for the 2022-2023 Slate, presented by Betsy Kissel. Betsy stated the committee is waiting on a recommendation from Paula Baker with Freeman Health System. Betsy added the board could do an e-vote upon Paula's recommendation, or we can vote now to accept whoever Paula nominates upon the approval of the Nominations Committee. Betsy stated the committees recommends those up for a second term including, Jeremy Drinkwitz, Dustin Storm, and Katrina Richards is to serve a second term and hose finishing a partial term are Dr. Van Galen and Matt Stewart, and they will start their first term. Jeremy stated, we will do an e-vote.
- B. Proposition Action Update presented by Tonya Sprenkle. Postcards will be mailed Wednesday. Videos are out and running. Tonya will send out links to the Prop Action videos.
- C. Presidential Search Update presented by Jeremy Drinkwitz. Jeremy stated Waverly got a late start and is in their four-week head down period. They are sourcing people and sending out information on the opening. They feel November 1st will be a better time to send a slate of candidates to the Search Committee. Waverly stated there have not been very many local candidates. Candidates are from outside the area and not from Joplin. Jeremy added they are hoping to have interviews by December 15th and will hopefully make an offer.
- D. Jeremy stated that the City has fully funded the \$252,000 to the Chamber and MOKAN Partnership next year.

V. Adjourn to Executive Session

Submitted by Tonya Sprenkle, Vice President

Typed by Lisa Kelly

Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: October 31, 2021

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

Chamber:

* Cash Position:	Average
* Accounts Receivable:	\$ 10,320.27
* Deferred Income 21/22 Fiscal Year:	\$ 128,756.88
* Deferred Income 22/23 Fiscal Year:	\$ 59,542.70
* Line of Credit-US Bank:	\$ -
* Membership Dues YTD Income:	\$ 214,445.55
* Net Income YTD:	\$ 89,143.38

Foundation / Innovation Center:

* Cash Position Foundation:	Low
* Cash Position Innovation Center:	Average
* Accounts Receivable:	\$ 5,711.33
* Accounts Receivable: Crowder	\$ 34,500.00
* Notes Receivable-BRF Loans:	\$ -
* Deferred Income 21/22 Fiscal Year:	\$ 3,448.50
* Deferred Income 22/23 Fiscal Year:	\$ -
* Line of Credit-US Bank:	\$ -
* Net Income YTD:	\$ (256,355.74)

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:	\$ 68,042.90
Due to Chamber:	\$ 24,977.82
Due to MOKAN:	\$ 6,639.97

(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. Foundation will also be receiving a reimbursement from the MOBEC grant for approximately \$11,000.

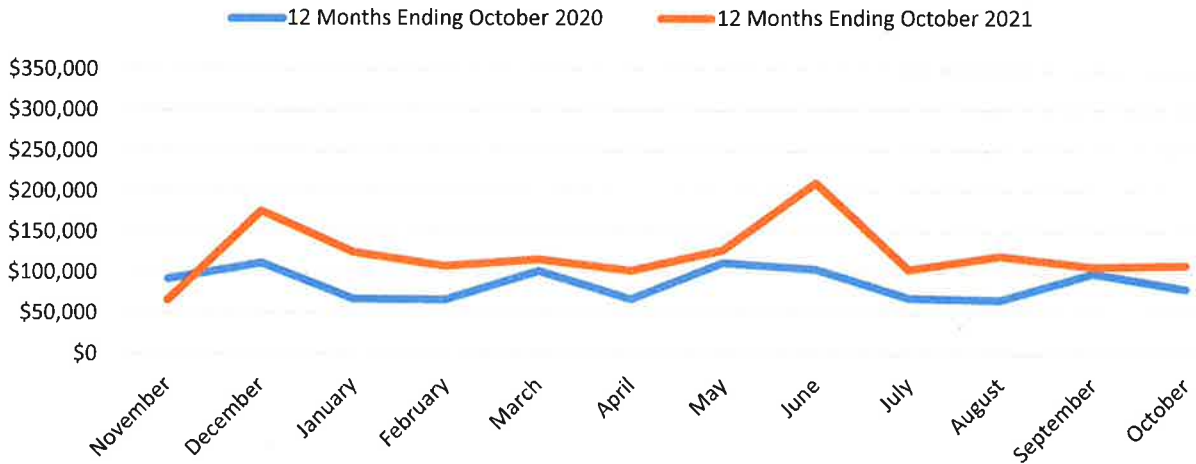
Cash Flow Comparison

November - October

Chamber Cash



Foundation Cash



Aged Open A/R

As of October 31, 2021

Chamber

	Oct-21	Sep-21	Aug-21	Jul-21	Jun-21	Total Open
Amount:	8,345.27	-	-	-	1,975.00	10,320.27
% of Total Amount:	80.86%	0.00%	0.00%	0.00%	19.14%	

Foundation

	Oct-21	Sep-21	Aug-21	Jul-21	Jun-21	Total Open
Amount:	5,011.33	-	-	-	700.00	5,711.33
% of Total Amount:	87.74%	0.00%	0.00%	0.00%	12.26%	

DUE FROM (TO) ACCOUNT DETAILS

October 2021

Memo	Amount
<u>Foundation Due to Chamber</u>	
Foundation Bills Paid by Chamber	265.85
Charges on Chamber Credit Card	995.07
Foundation Service Fee	4,500.00
NIC/ATTC Admin Fee	12,500.00
	<u>18,260.92</u>
<u>ED Due to Chamber</u>	
Due from City	19,611.40
Bills paid by Chamber	5,366.42
	<u>24,977.82</u>
<u>MOKAN Due to Chamber</u>	
MOKAN Bills Paid by Chamber	43.84
Monthly Service Fee	18,750.00
	<u>18,793.84</u>
<u>JIDA Due to Chamber</u>	
Admin Fee	600.00
	<u>600.00</u>
<u>JCIDA Due to Chamber</u>	
Admin Fee	700.00
	<u>700.00</u>
<u>MOCAP Due to Chamber</u>	
MOCAP Bills Paid by Chamber	11.25
Admin Fee	525.00
	<u>536.25</u>
<u>JCC Due to Chamber</u>	
Admin Fee	1,750.00
	<u>1,750.00</u>
<u>One Joplin Due to Chamber</u>	
OJ Bills Paid by Chamber	
Fiscal Agent Fees	650.00
Payroll Service Fees	100.00
	<u>750.00</u>
<u>Other Amounts Due to Chamber</u>	
Businesses for a Better Joplin	1,938.13
City of Joplin CVB	219.69
	<u>2,157.82</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of October 31, 2021

	<u>Oct 31, 21</u>	<u>Oct 31, 20</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	249,218.94	236,392.13	12,826.81
Total Checking/Savings	<u>249,218.94</u>	<u>236,392.13</u>	<u>12,826.81</u>
Accounts Receivable			
012 · Accounts Receivable	11,520.27	10,986.10	534.17
Total Accounts Receivable	<u>11,520.27</u>	<u>10,986.10</u>	<u>534.17</u>
Other Current Assets			
010 · Petty Cash	234.94	235.00	-0.06
014 · Due From (To) Staff	-170.31	-64.98	-105.33
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	18,260.92	18,555.99	-295.07
022 · Due From (To) ED	24,977.82	12,789.79	12,188.03
023 · Due From (To) MOKAN	18,793.84	19,055.88	-262.04
024 · Due From (To) JIDA	600.00	1,240.00	-640.00
025 · Due From (To) JCIDA	700.00	400.00	300.00
026 · Due From (To) MOCAP	536.25	311.25	225.00
027 · Due From (To) JCC	1,750.00	2,000.00	-250.00
028 · Due From (To) One Joplin	750.00	2,072.84	-1,322.84
020 · Due From (To) Other Funds - Other	2,157.82	0.00	2,157.82
Total 020 · Due From (To) Other Funds	<u>68,526.65</u>	<u>56,425.75</u>	<u>12,100.90</u>
030 · Deposit - Bulk Mail	463.74	2,376.21	-1,912.47
031 · Prepaid Expenses	0.00	386.10	-386.10
032 · Prepaid Insurance	6,997.02	8,590.00	-1,592.98
Total Other Current Assets	<u>76,052.04</u>	<u>67,948.08</u>	<u>8,103.96</u>
Total Current Assets	<u>336,791.25</u>	<u>315,326.31</u>	<u>21,464.94</u>
Fixed Assets			
152.000 · Furniture & Equipment	28,945.15	37,997.31	-9,052.16
154.000 · Interior	7,278.31	12,422.70	-5,144.39
156.000 · 320 East 4th - Building	179,269.05	192,428.62	-13,159.57
158.000 · Grounds	5,822.50	0.00	5,822.50
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>297,877.57</u>	<u>319,411.19</u>	<u>-21,533.62</u>
TOTAL ASSETS	<u><u>634,668.82</u></u>	<u><u>634,737.50</u></u>	<u><u>-68.68</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of October 31, 2021

	<u>Oct 31, 21</u>	<u>Oct 31, 20</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	2,550.42	6,907.32	-4,356.90
Total Accounts Payable	<u>2,550.42</u>	<u>6,907.32</u>	<u>-4,356.90</u>
Credit Cards			
200.100 · US Bank - Credit Card	6,583.27	14,534.30	-7,951.03
Total Credit Cards	<u>6,583.27</u>	<u>14,534.30</u>	<u>-7,951.03</u>
Other Current Liabilities			
200.300 · Due To United Way	0.00	38.90	-38.90
208.000 · Deferred Income - Renewal Dues	167,871.58	149,978.77	17,892.81
217.000 · Deferred Income-Other			
217.130 · Deferred Income - Citizen Yr	2,000.00	0.00	2,000.00
217.180 · Deferred Income - EXPO	0.00	40,965.00	-40,965.00
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	2,800.00	7,000.00	-4,200.00
217.340 · Deferred Income - BAH	500.00	3,800.00	-3,300.00
217.490 · Deferred Income - Ldrshp Joplin	0.00	800.00	-800.00
Total 217.000 · Deferred Income-Other	<u>20,428.00</u>	<u>64,767.00</u>	<u>-44,339.00</u>
Total Other Current Liabilities	<u>188,299.58</u>	<u>214,784.67</u>	<u>-26,485.09</u>
Total Current Liabilities	<u>197,433.27</u>	<u>236,226.29</u>	<u>-38,793.02</u>
Total Liabilities	<u>197,433.27</u>	<u>236,226.29</u>	<u>-38,793.02</u>
Equity			
32000 · Unrestricted Net Assets	348,092.17	429,208.87	-81,116.70
Net Income	89,143.38	-30,697.66	119,841.04
Total Equity	<u>437,235.55</u>	<u>398,511.21</u>	<u>38,724.34</u>
TOTAL LIABILITIES & EQUITY	<u><u>634,668.82</u></u>	<u><u>634,737.50</u></u>	<u><u>-68.68</u></u>

Joplin Area Chamber of Commerce

Statement of Operations

April through October 2021

	<u>Apr - Oct 21</u>	<u>Apr - Oct 20</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
401.000 · Income - Member Investments	214,445.55	226,186.18	-11,740.63	227,388.00	-12,942.45
403.000 · Income - Foundation Service Fee	31,500.00	31,500.00	0.00	31,500.00	0.00
404.000 · Income - NIC/ATTC Admin Fee	93,125.00	115,495.09	-22,370.09	87,500.00	5,625.00
405.000 · Income - Economic Development	57,750.00	57,750.00	0.00	57,750.00	0.00
406.000 · Income - JIDA	4,200.00	4,700.00	-500.00	4,200.00	0.00
406.500 · Income - JCIDA	700.00	700.00	0.00	700.00	0.00
407.000 · Income - MOKAN	131,250.00	131,250.00	0.00	131,250.00	0.00
408.000 · Income - MOCAP	525.00	525.00	0.00	525.00	0.00
409.000 · Income - One Joplin	5,250.00	7,445.00	-2,195.00	5,250.00	0.00
411.000 · Income - Jop Cap Corp Serv Fee	1,750.00	1,750.00	0.00	1,750.00	0.00
416.000 · Income - C2C Service Fee	50,449.10	45,603.43	4,845.67	44,800.00	5,649.10
430.000 · Income - Building Room Rental	658.00	0.00	658.00	0.00	658.00
450.000 · Income - Member Listings	225.00	75.00	150.00	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	3,745.20	118,593.07	120,654.70	1,683.57
495.000 · Income - New Member Fee	975.00	1,260.00	-285.00	2,190.00	-1,215.00
Total Income	<u>715,140.92</u>	<u>637,984.90</u>	<u>77,156.02</u>	<u>715,457.70</u>	<u>-316.78</u>
Gross Profit	715,140.92	637,984.90	77,156.02	715,457.70	-316.78
Expense					
610.000 · Salaries	455,189.93	471,041.34	-15,851.41	485,882.63	-30,692.70
612.000 · Payroll Taxes	30,350.53	35,271.76	-4,921.23	36,470.62	-6,120.09
615.000 · Pension Fund	38,836.69	37,672.77	1,163.92	40,885.65	-2,048.96
616.000 · Employee Insurance/Benefits	6,198.13	6,306.78	-108.65	7,686.44	-1,488.31
617.000 · Payroll Expenses	5,305.33	6,270.06	-964.73	5,744.48	-439.15
619.000 · Contract Services	6,033.33	7,000.00	-966.67	0.00	6,033.33
620.000 · Automobile Expense	1,346.86	1,429.54	-82.68	2,100.00	-753.14
630.000 · Health Insurance	54,646.98	46,518.30	8,128.68	55,290.69	-643.71
635.000 · Liability & Other Insurance	6,692.13	6,145.39	546.74	7,000.00	-307.87
640.000 · Staff Dues & Development	2,813.61	3,783.00	-969.39	0.00	2,813.61
645.000 · Staff Retreats/Meetings	348.66	49.19	299.47	0.00	348.66
650.000 · Meetings & Travel	561.96	212.57	349.39	0.00	561.96
670.000 · Occupancy Expense	13,835.96	7,811.79	6,024.17	14,000.00	-164.04
673.000 · Electric Expense	4,421.64	3,904.62	517.02	4,100.00	321.64
677.000 · Water Expense	197.26	175.60	21.66	210.00	-12.74
680.000 · Postage	2,745.26	2,553.78	191.48	2,560.00	185.26
690.000 · Communications Expenses	6,871.80	6,136.45	735.35	4,730.00	2,141.80
700.000 · Office Supplies	2,339.30	2,593.49	-254.19	2,100.00	239.30
710.000 · Equipment Rental	5,523.00	3,241.00	2,282.00	5,523.00	0.00
715.000 · Equipment Purchase	1,812.24	0.00	1,812.24		
720.000 · Equipment Maintenance	18,015.28	14,843.73	3,171.55	16,800.00	1,215.28
730.000 · Depreciation	15,575.41	17,157.96	-1,582.55	16,999.43	-1,424.02
740.000 · Publications	421.20	0.00	421.20	0.00	421.20
750.000 · Professional Fees	15,270.00	5,750.00	9,520.00	5,300.00	9,970.00
770.000 · Sponsorship Program	593.28	0.00	593.28	0.00	593.28
788.000 · Other Staff Expenses	2,998.74	0.00	2,998.74	0.00	2,998.74
789.000 · Bank and Credit Card Fees	6,198.61	7,569.48	-1,370.87	9,240.00	-3,041.39
790.000 · Miscellaneous Expense	651.37	312.50	338.87	350.00	301.37
Total Expense	<u>705,794.49</u>	<u>693,751.10</u>	<u>12,043.39</u>	<u>722,972.94</u>	<u>-17,178.45</u>
Net Ordinary Income	9,346.43	-55,766.20	65,112.63	-7,515.24	16,861.67

Joplin Area Chamber of Commerce

Statement of Operations

April through October 2021

	<u>Apr - Oct 21</u>	<u>Apr - Oct 20</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Other Income/Expense					
Other Income					
800.000 · Committee Divisions					
800.100 · Economic Development	3,587.78	4,476.26	-888.48	5,575.00	-1,987.22
800.200 · Business Development	46,040.06	5,131.05	40,909.01	62,920.00	-16,879.94
800.300 · Governance	-30.00	0.00	-30.00	0.00	-30.00
800.400 · Member Services	-81.71	4,690.94	-4,772.65	7,333.00	-7,414.71
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	7,000.00	3,900.00	3,100.00	11,415.00	-4,415.00
900.525 · Business After Hours	8,600.00	2,500.00	6,100.00	11,415.00	-2,815.00
900.530 · Golf Tournament	18,275.89	16,600.35	1,675.54	11,840.00	6,435.89
Total 800.500 · Spec Events	<u>33,875.89</u>	<u>21,389.58</u>	<u>12,486.31</u>	<u>49,689.00</u>	<u>-15,813.11</u>
800.600 · Communications	-1,675.01	-14,843.21	13,168.20	-9,876.71	8,201.70
800.800 · Chamber Work Groups	-1,920.06	5,814.14	-7,734.20	-3,960.00	2,039.94
Total 800.000 · Committee Divisions	<u>79,796.95</u>	<u>26,658.76</u>	<u>53,138.19</u>	<u>111,680.29</u>	<u>-31,883.34</u>
820.100 · Employee Fund	0.00	-1,590.22	1,590.22	0.00	0.00
Total Other Income	<u>79,796.95</u>	<u>25,068.54</u>	<u>54,728.41</u>	<u>111,680.29</u>	<u>-31,883.34</u>
Net Other Income	<u>79,796.95</u>	<u>25,068.54</u>	<u>54,728.41</u>	<u>111,680.29</u>	<u>-31,883.34</u>
Net Income	<u>89,143.38</u>	<u>-30,697.66</u>	<u>119,841.04</u>	<u>104,165.05</u>	<u>-15,021.67</u>

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of October 31, 2021

	<u>Oct 31, 21</u>	<u>Oct 31, 20</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	-22,203.88	-29,454.14	7,250.26
Total Checking/Savings	<u>-22,203.88</u>	<u>-29,454.14</u>	<u>7,250.26</u>
Other Current Assets			
Due From (To) City	68,042.90	62,993.21	5,049.69
Due From (To) Other Funds			
Due From (To) Chamber	-24,977.82	-12,789.79	-12,188.03
Due From (To) MOKAN	-6,639.97	-2,494.59	-4,145.38
Total Due From (To) Other Funds	<u>-31,617.79</u>	<u>-15,284.38</u>	<u>-16,333.41</u>
Total Other Current Assets	<u>36,425.11</u>	<u>47,708.83</u>	<u>-11,283.72</u>
Total Current Assets	<u>14,221.23</u>	<u>18,254.69</u>	<u>-4,033.46</u>
Fixed Assets			
Furniture and Equipment			
Acc Depr - Furniture and Equip	-60,940.26	-55,670.22	-5,270.04
Furniture and Equipment - Other	71,480.16	71,480.16	0.00
Total Furniture and Equipment	<u>10,539.90</u>	<u>15,809.94</u>	<u>-5,270.04</u>
Total Fixed Assets	<u>10,539.90</u>	<u>15,809.94</u>	<u>-5,270.04</u>
TOTAL ASSETS	<u>24,761.13</u>	<u>34,064.63</u>	<u>-9,303.50</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	291.20	0.00	291.20
Total Accounts Payable	<u>291.20</u>	<u>0.00</u>	<u>291.20</u>
Total Current Liabilities	<u>291.20</u>	<u>0.00</u>	<u>291.20</u>
Total Liabilities	<u>291.20</u>	<u>0.00</u>	<u>291.20</u>
Equity			
Retained Earnings	34,064.63	40,017.26	-5,952.63
Net Income	-9,594.70	-5,952.63	-3,642.07
Total Equity	<u>24,469.93</u>	<u>34,064.63</u>	<u>-9,594.70</u>
TOTAL LIABILITIES & EQUITY	<u>24,761.13</u>	<u>34,064.63</u>	<u>-9,303.50</u>

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

November 2020 through October 2021

	<u>Nov '20 - Oct 21</u>	<u>Nov '19 - Oct 20</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
Income-Funds from City	247,304.94	251,596.02	-4,291.08
Total Income	<u>247,304.94</u>	<u>251,596.02</u>	<u>-4,291.08</u>
Expense			
Administrative Expenses	60.00	247.37	-187.37
Business Retention & Expansion	299.49	3,588.44	-3,288.95
Choose Joplin Campaign	25,558.71	4,796.14	20,762.57
Communications/Mobile/Internet	4,406.96	5,848.12	-1,441.16
Data Systems & Equip Support	28,351.58	24,757.97	3,593.61
Depreciation	5,270.04	5,270.04	0.00
Economic Development	17,311.55	47,055.69	-29,744.14
Marketing & Advertising	33,302.50	22,199.92	11,102.58
Miscellaneous Expense	7,791.80	2,580.30	5,211.50
Mtgs & Travel/ Prospect Host	6,857.86	4,863.58	1,994.28
Office Supplies/Publications	108.72	550.00	-441.28
Postage and Packets	0.00	105.94	-105.94
Professional Dues & Development	15,053.99	16,741.10	-1,687.11
Professional Fees	0.00	16,575.00	-16,575.00
Regional E-Marketing	1,000.00	0.00	1,000.00
Regional Trade Shows	4,907.27	1,907.55	2,999.72
Salaries	99,000.00	99,000.00	0.00
Website Development/Hosting	7,619.17	384.00	7,235.17
Work Ready Talent Initiatives	0.00	1,077.49	-1,077.49
Total Expense	<u>256,899.64</u>	<u>257,548.65</u>	<u>-649.01</u>
Net Ordinary Income	<u>-9,594.70</u>	<u>-5,952.63</u>	<u>-3,642.07</u>
Net Income	<u><u>-9,594.70</u></u>	<u><u>-5,952.63</u></u>	<u><u>-3,642.07</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of October 31, 2021

	<u>Oct 31, 21</u>	<u>Oct 31, 20</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
002 · US Bank - Money Market	9,490.22	9,669.31	-179.09
001 · US Bank - General Fund	-26,461.54	7,351.12	-33,812.66
003 · US Bank - Innovation Center	115,105.66	41,694.89	73,410.77
005 · Restricted - Bus Recovery Fund	11,716.36	22,257.86	-10,541.50
Total Checking/Savings	<u>109,850.70</u>	<u>80,973.18</u>	<u>28,877.52</u>
Accounts Receivable			
020 · Accounts Receivable	40,211.33	40,610.28	-398.95
Total Accounts Receivable	<u>40,211.33</u>	<u>40,610.28</u>	<u>-398.95</u>
Other Current Assets			
032 · Prepaid Insurance	0.00	9,630.00	-9,630.00
019 · Due From (To) Other Funds	-18,260.92	-18,555.99	295.07
Total Other Current Assets	<u>-18,260.92</u>	<u>-8,925.99</u>	<u>-9,334.93</u>
Total Current Assets	<u>131,801.11</u>	<u>112,657.47</u>	<u>19,143.64</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,749,585.20	1,800,368.60	-50,783.40
179 · ATTC Building Improvements	1,574,199.76	1,618,055.80	-43,856.04
177 · ATTC Equipment	750,067.16	1,022,818.76	-272,751.60
175 · ATTC Furniture & Fixtures	47,515.74	64,794.18	-17,278.44
150 · Foundation Furniture & Fixtures	339.93	1,751.06	-1,411.13
166 · IC Leasehold Improvements	36,968.27	41,927.98	-4,959.71
152 · Innovation Center F & F	10,924.01	3,472.89	7,451.12
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,185,455.36	1,233,743.48	-48,288.12
Total Fixed Assets	<u>5,416,999.92</u>	<u>5,848,877.24</u>	<u>-431,877.32</u>
Other Assets			
055.900 · Notes Receivable - BRF Loans	0.00	3,354.41	-3,354.41
Total Other Assets	<u>0.00</u>	<u>3,354.41</u>	<u>-3,354.41</u>
TOTAL ASSETS	<u><u>5,548,801.03</u></u>	<u><u>5,964,889.12</u></u>	<u><u>-416,088.09</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of October 31, 2021

	<u>Oct 31, 21</u>	<u>Oct 31, 20</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 · Accounts Payable	6,151.04	4,214.51	1,936.53
Total Accounts Payable	<u>6,151.04</u>	<u>4,214.51</u>	<u>1,936.53</u>
Credit Cards			
204 · US Bank Credit Card	788.96	0.00	788.96
Total Credit Cards	<u>788.96</u>	<u>0.00</u>	<u>788.96</u>
Other Current Liabilities			
208 · Deferred Income			
221.160 · Deferred Income - TLT	2,300.00	0.00	2,300.00
225.520 · Deferred Income -Arts	0.00	8,949.96	-8,949.96
226.000 · Deferred Income-Lease	898.50	5,013.58	-4,115.08
208 · Deferred Income - Other	250.00	0.00	250.00
Total 208 · Deferred Income	<u>3,448.50</u>	<u>13,963.54</u>	<u>-10,515.04</u>
247.000 · Deposits Held	11,557.00	7,124.86	4,432.14
Total Other Current Liabilities	<u>15,005.50</u>	<u>21,088.40</u>	<u>-6,082.90</u>
Total Current Liabilities	<u>21,945.50</u>	<u>25,302.91</u>	<u>-3,357.41</u>
Total Liabilities	21,945.50	25,302.91	-3,357.41
Equity			
33000 · Temp. Restricted Net Assets	25,880.00	25,880.00	0.00
32000 · Unrestricted Net Assets	5,757,331.29	6,194,679.55	-437,348.26
Net Income	<u>-256,355.76</u>	<u>-280,973.34</u>	<u>24,617.58</u>
Total Equity	<u>5,526,855.53</u>	<u>5,939,586.21</u>	<u>-412,730.68</u>
TOTAL LIABILITIES & EQUITY	<u><u>5,548,801.03</u></u>	<u><u>5,964,889.12</u></u>	<u><u>-416,088.09</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations

April through October 2021

	Foundation			ATTC			NIC		
	Apr - Oct 21	Apr - Oct 20	\$ Change	Apr - Oct 21	Apr - Oct 20	\$ Change	Apr - Oct 21	Apr - Oct 20	\$ Change
Ordinary Income/Expense									
Income									
415 · MOBEC Grant Matching Funds	0.00	64,000.00	-64,000.00	0.00	0.00	0.00	0.00	0.00	0.00
401 · Contributions	9,405.00	7,278.60	2,126.40	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	74,237.48	0.00	74,237.48
422 · Income - Interest	19.82	90.53	-70.71	0.00	0.00	0.00	0.00	0.00	0.00
425 · Income - Miscellaneous	8,800.00	9,540.00	-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	131,153.83	113,209.54	17,944.29	47,965.09	50,695.07	-2,729.98
427 · Lease Utility Income	0.00	0.00	0.00	19,973.23	18,422.66	1,550.57	0.00	0.00	0.00
Total Income	18,224.82	103,830.03	-85,605.21	162,227.06	131,694.80	30,532.26	133,302.57	50,695.07	82,607.50
Gross Profit	18,224.82	103,830.03	-85,605.21	162,227.06	131,694.80	30,532.26	133,302.57	50,695.07	82,607.50
Expense									
760 · Grant Disbursement	14,813.76	16,313.20	-1,499.44	0.00	0.00	0.00	0.00	16,572.99	-16,572.99
725 · Equipment Purchase	130.28	0.00	130.28	0.00	0.00	0.00	0.00	9,514.16	-9,514.16
611 · Administrative Fee	0.00	0.00	0.00	49,375.00	71,745.09	-22,370.09	43,750.00	43,750.00	0.00
787 · Bank Fees	120.00	164.00	-44.00	0.00	0.00	0.00	0.00	0.00	0.00
690 · Communications	31.16	692.52	-661.36	7,086.50	9,912.15	-2,825.65	5,453.54	4,524.11	929.43
730 · Depreciation	475.93	1,309.28	-833.35	224,390.53	224,390.53	0.00	33,568.50	34,330.09	-761.59
671 · Electric Expense	0.00	0.00	0.00	31,603.20	27,934.86	3,668.34	8,124.46	8,632.94	-508.48
720 · Equipment Maint	671.40	1,290.15	-618.75	1,050.04	1,488.80	-438.76	1,983.96	3,911.57	-1,927.61
672 · Gas Expense	0.00	0.00	0.00	1,934.29	2,107.26	-172.97	439.91	486.05	-46.14
785 · Insurance Expense	0.00	687.00	-687.00	18,130.86	16,628.07	1,502.79	6,043.62	5,542.69	500.93
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	-1,634.40	16,385.00	-18,019.40	0.00	0.00	0.00	174.22	0.00	174.22
670 · Occupancy Expense	0.00	0.00	0.00	57,746.33	10,450.21	47,296.12	19,013.86	7,849.47	11,164.39
700 · Office Supplies	0.00	0.00	0.00	0.00	59.00	-59.00	125.00	0.00	125.00
750 · Professional Fees	4,188.00	2,700.00	1,488.00	0.00	0.00	0.00	0.00	0.00	0.00
610 · Program Service Fee	31,500.00	31,500.00	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	1,433.81	1,318.21	115.60	609.50	635.86	-26.36
Total Expense	50,923.82	71,097.47	-20,173.65	392,782.16	366,034.18	26,747.98	120,001.47	135,749.93	-15,748.46
Net Ordinary Income	-32,699.00	32,732.56	-65,431.56	-230,555.10	-234,339.38	3,784.28	13,301.10	-85,054.86	98,355.96
Other Income/Expense									
Other Income									
800 · Committee Divisions									
1 Million Cups	-13.06	0.00	-13.06	0.00	0.00	0.00	0.00	0.00	0.00
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	421.31	9,244.40	-8,823.09	0.00	0.00	0.00	0.00	0.00	0.00
800.200 · Leadership Joplin	-5,908.14	-4,576.74	-1,331.40	0.00	0.00	0.00	0.00	0.00	0.00
800.400 · Young Professionals Network	-623.42	1,020.68	-1,644.10	0.00	0.00	0.00	0.00	0.00	0.00
Total 800 · Committee Divisions	-6,402.74	5,688.34	-12,091.08	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Income	-6,402.74	5,688.34	-12,091.08	0.00	0.00	0.00	0.00	0.00	0.00
Net Other Income	-6,402.74	5,688.34	-12,091.08	0.00	0.00	0.00	0.00	0.00	0.00
Net Income	-39,101.74	38,420.90	-77,522.64	-230,555.10	-234,339.38	3,784.28	13,301.10	-85,054.86	98,355.96

Incubator Activity November 2021 – Doug Hunt

Joe Newman Innovation Center (NIC):

- Co-working space has a total of 4 hot desk members and 7 dedicated memberships. This is due to Midwestern expanding in addition to the suite on the 2nd floor.
- 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.
- Sign Designs has replaced the parking lot light on the building facing south.

Advanced Training & Technology Center (ATTC):

- ATTC is at 100% tenant occupancy. However, Uearth Potential has given notice to vacate November 1, due to their growth and need for additional space. This is delayed due to construction issues at their new location. New date is 12/1/21.
- Due to volume of waste we are increasing pick up dates to M-W-F. Due to security issues we are soon constructing a new security fence around both trash bins.

Programming:

- 1-Million Cups (1MC) is running smoothly on 11/10/21 30 people attended.
- 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.
- November E-commerce Meet up was a joint effort between the JACC and the Carl Junction Area Chamber of Commerce hosted at a business in Carl Junction.
- The inaugural Joplin Regional Innovation & Technology Summit was a huge success with 265 attending. Survey for attendees and speakers will go out the week of November 15. The team at James River Church Joplin was amazing to work with. Given they donated their facility for the event we are donating \$1,000 to the Church as a thank you gift offering. First planning committee meeting for 2022 event was held 11/15. Staff held their debriefing meeting for the 2021 summit on 11/11.
- MOBEC 1st year grant closing is in process. MOBEC year 2 grant will be activated when year 1 is officially closed with the State.

Networking Events

Special Events

- Tomorrow's Leaders Today will have the Government and Law Session on December 1st.
- Leadership Joplin applications are now available. It is open until December 1st.
- JACC Holiday Open House is December 3, 11:30 am – 1:00 pm at the Chamber office.
- Good Morning Joplin is December 14, 7:15 am at Holiday Inn. Let Stephanie know if you want to speak for one minute. RSVPs are required by December 1st.
- Save the date for the 105th Annual Banquet on April 21st.

Membership Summary Report October 21, 2021 – November 16, 2021

Year to date

Membership Previous (April 1, 2021)	756
Joined (New)	79
Dropped	66
Total membership	769 (net 13)

New Members October 21, 2021 - November 16, 2021

Advanced Family Medicine & Wellness Center
Big Apple Travel Center
El Vaquero
FosterAdopt Connect, Inc.
Greenlight Dispensary "GrassRoots"
Joplin License Office

MultiLab
Patterson Collaborative
Quality Lawn LLC
Tri-State Human Resource Association
U.S. Cellular

Dropped Members October 21, 2021 - November 16, 2021

Dermatology & Skin Cancer Center
JOMO Pressure Wash
Joplin Family Dental
Orient Express
Teleperformance USA

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:

- Bright Futures Snack Pack Program | November 18,
<https://cca.joplincc.com/EvtListing.aspx?dbid2=MOJop&evtid=810748&class=B>
- Giving Tuesday Scavenger Hunt | November 30, 5:00 – 7:00 pm,
<https://www.signupgenius.com/go/30e0a4eaea922a1ff2-giving>.
- 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:** Walking Initiative: Applied for a grant through Walk America, it would be used to fund a kickoff event. First walking group has officially started (through Freeman.) There are a couple of groups already walking (not associated with Healthy Joplin) and we're going to see if they will use our information to promote their group.
- **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:** Split the group into two groups (move and eat well) This is new and in the early planning stages but some ideas that they have are to create walking initiative in the schools and water safety classes. Will also look at building pedal it forward program. Erin shared this is something that Trails and Connectivity had looked at doing and is connecting Peggy with both those individuals.
- 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: No Work Group Leader From YPN - Erin, Chamber Staff Liaison

- The active transportation list will be presented to City Council in December. Taylor Cunningham with the City of Joplin will be seeking advocates and letters of support for the December Council Meeting.
- The work has had very low participation. We will be looking at opportunities for a new meeting time and location and splitting the group into two subcommittees. One subcommittee would focus on advocacy and education. The second subcommittee will be event based.
- 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

- A special community event is scheduled at Joplin Avenue Coffee Company November 18 at 5:30 p.m. sponsored by the JACC. This will be a group discussion allowing individuals to share personal stories and why Diversity and Inclusion is important to them.

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.

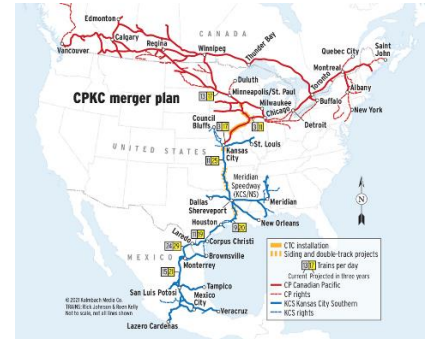
Building and Marketing the Joplin Brand: Erin, Alyssa, and Michelle

- 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
- Thank you Howie Nunnally for participating in the Home For The Holidays video. This video highlights things to do and chamber members you must visit during the holiday season. A link to the video will be shared in our weekly Chamber email. We will be running a video ad that will be targeted to members of our community and the surrounding area along with individuals Visiting Joplin.
- Mo is scheduling and visiting with Chamber retail members to encourage shopping local this holiday season. Our first video is with the UPS Store and will appear in the weekly memo and on social media. We will be sharing these videos on the Chamber digital channels through the holiday season.
- 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.

November 2021 Economic Development Highlights

Takeaways

- The Joplin MSA region's population is expected to **increase by 2.7%** between 2020 and 2025, adding 4,886.
- Joplin region continues to be a leader in **top industries of Manufacturing, Restaurants/Retail, General Medical/Surgical Hospitals, Education, and Warehousing/Distribution**. The potential new Kansas City Southern and Canadian Pacific merger provides direct transload rail to truck opportunities for our growing markets.
- Joplin continues to attract retirees and veterans due to the services provided and the low cost of living. The percentage of millennials and racial diversity has grown slightly. Our outreach, livability, and program efforts should focus more on these groups.
- Lack of available housing is still a major market issue for attracting businesses and employees and growing our workforce and tax base. The City will have the results of the new housing study shortly. A recent glimpse of the draft underpins much of this.
- The Launchpad economic development ballot initiative has been deferred to a future date. This allows us time to revisit the program and opportunity in a future cycle. It's still an important link in the entrepreneur and small business efforts pipeline to the community and region.



October 2021 Unemployment Rate:
2.5% (down from 3.8% last report)

November 2021 Ballot Issues:

Joplin passed a Use Tax, and so did Lamar. The Chamber played an integral role in messaging and coordinating with the Joplin committee efforts. Also, Frontenac increased their city sales tax.

MARKETING AND PROMOTION

- Erin and the JACC team are excited to share we recently received an Award of Excellence from the Chamber of Commerce Executives of Missouri (CCEM) for Joplin Business Outlook. <https://joplinbusinessoutlook.com/2021/11/10/joplin-area-chamber-of-commerce-wins-award-for-marketing-and-communications/>

- App My Community (AMC), <https://www.appmycommunity.com/>. We are developing a community app under the Choose Joplin brand that will take the place of the business directory, which was published annually before 2019. The app is key because it's an added value to both the membership and the community as well as an opportunity to generate non-dues revenue since the Chamber keeps 100% of ad revenue from any sponsorships sold. From your phone, you can check out the Experience Neosho or Experience Nixa apps as an example. We can personalize our app and will also add an industry/employment button.
- 2021 Crossroads Industrial Park land sales to date of 37 acres. An additional 20-100 acres are being negotiated. Crossroads Industrial Park was approved for Missouri Certification. Drone promotional video is being completed by the State of Missouri's economic development office.
- JIDA is investigating the acquisition of property along I-44/I-49. This would effectively increase the available, non-floodplain industrial land JIDA holds by 400%, accommodating future commercial and industrial growth. The new website promotion for <https://www.joplincrossroads.com/> is resulting in calls.
- Wildwood Industrial Park promotions continue with BNSF rail certification and 32nd Street improvements, improving business marketability.
- Lamar Business Park added a fairground event area, and it has been successful. We are looking for additional property for industrial use.
- MOKAN is identifying marketing capacity gaps and identifying contract vs. in-house efforts.

BUSINESS ATTRACTION AND RETENTION

The Joplin region continues to attract major food and beverage manufacturing, distribution operations, and supporting supply chains. The City of Joplin and the 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 recent expansion and retention projects. We continue to see a need for requested existing warehousing facilities in the range of 100,000 square feet or larger.

- NEW - Project NorthStar – Working with state proposal on a large Wildwood Park manufacturing project, ultimately 1,000+ jobs. Regional workforce availability is the primary discussion.
- NEW Project Green – Major \$10 million+ warehousing buildout; looking at site acquisition and negotiations are underway.
- NEW - Project Starfield II expands warehousing and a manufacturing plant consideration (\$50 million and 150+ jobs). Still completing discovery.
- Project Rolex – Property acquisition finalizing at Crossroads Industrial Park for major transportation and distribution support facility. Requested an extension to complete Geotech work.
- Project Cookie Cutter – Food production line expansion and workforce training. Corporate leadership visit and tour held in May. On hold; they are considering state incentives.
- 32nd Street Place Development (Woodsonia et al.) – Site work has begun, and negotiations continue with associated commercial developments (\$80 million+).

Regional Efforts Advancing

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

- NEW - Project Fast Track/Davis Boulevard - Continue to work with the Cities of Joplin/Duquesne and MODOT/Joplin intersection upgrade to benefit multiple companies. Multiple businesses and stakeholder meetings are being held to resolve. Tuesday, November 16 public listening meeting was held at Joplin Library 9:30-11:30 am to identify priorities.
- Project Old School – Aggregating partners and potential investors for warehousing needs. Have a major investment opportunity on warehousing need.
- Project Clover is a regional manufacturing expansion effort planned for 2022.
- MOKAN/JATSO funded freight analysis RFQ being compiled for posting January 2022. Identify rail transload opportunities in the Joplin region with various commodities.
- Broadband analysis – With the pending deployment of federal funds, Crowder, Joplin Chamber, and MOKAN have teamed up to aggregate resources to analyze 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. Regional leadership broadband meeting ahead in December.
- Multiple other projects are in the pipeline in various stages.

Workforce Development, Small Business, and Entrepreneurial Development

- NEW - As of October 2021, the Joseph Newman Innovation Center and the Advanced Training and Technology Center small business incubators continue at 100% occupancy with a waiting list. Launchpad is an essential future feeder to these programs.
- 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 with an application to The Philanthropic Society in Nov/Dec.
- NEW - Collaborating with Crowder on a new pre-certification workforce development regional program to meet the needs of entry-level employees as some candidates lack basic entry-level manufacturing-type skills. Discovery meetings are underway in Pittsburg and Miami as well. Local manufacturing employers are looking at building an apprenticeship program.
- NEW – In discussions with Heartland Forward, a "think and do tank" to help identify and bolster big ideas into small business startups in Joplin and region, tailored to our unique community needs. The program is a one-stop-shop opportunity to add significant value to staff efforts.
- Support programs include a monthly E-commerce Meetup serving as a platform to educate small businesses on the potential of entering the e-commerce space to increase revenue. A most recent event was held in Carl Junction.
- 1MC Joplin continues at ATTC and meets monthly, promoting services available to new startups in our expanding entrepreneurial ecosystem. This will continue to be an important interface and possible feeder to some additional program opportunities being discussed.

- With added MOKAN capacity, we've increased area regional community and company retention site visits with our ED partners. The state of Missouri is joining us on visits next week.

EVENTS

In the wake of the pandemic, a major focus has been around business and manufacturing support and outreach and refining our business development focus efforts. Over 2600 job opportunities exist across all sectors in the Joplin market.

- NEW - MOKAN Economic Partnership Board Retreat was held on October 18. Highlights underpin solid staff efforts, increased overall communication of efforts, and organized a more targeted marketing plan. We are looking at staff capacities, contract, or intern opportunities.
- The first annual Innovation & Technology Summit was a big win! Final attendance was 265, and planning is already underway for next year with a two-day event minimum and the intention of expanding the technology tracks. This was a major Joplin chamber-led success with local tech sector volunteers and MOKAN support. We invited regional partners as well and had representation from surrounding states and partners. There are always things to work through post-event, ours are small, but we've had nothing but positive feedback. The staff has met and the event committee recently met as well to look at the scope.
- Quarterly regional economic development partner meeting scheduled December 1 in Columbus, Kansas.
- Private Label Manufacturing Conference (The Big Show) scheduled in Chicago February 2022. Major annual promotional opportunity to highlight Joplin and region to targeted industries and site selectors.