

# JOPLIN

AREA CHAMBER OF COMMERCE  
**Board of Directors Meeting – In-person and Zoom Meeting**  
**Monday, February 28, 2022**

**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 January Minutes – Jeremy Drinkwitz

Approve January Financials – Jeremy Drinkwitz

**12:15 New Business -**

Election Committee Results – Chad Evans/Tonya Sprenkle

(Carlos Haley, Freeman Health System has been invited, so maybe there to introduce)

Presidential Search Update – Jeremy Drinkwitz

Heartland Forward Update – Tony Robyn/Chad Evans

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

Reaccreditation Underway – Jordan Bolinger/Tonya Sprenkle

**12:30 Adjourn to Executive Session**

**Next Meeting: Monday, March 28, 2022, Chamber Office, Liberty Room, meeting begins at 12:00 pm**

Joplin Area Chamber of Commerce  
Board of Directors Meeting and  
Zoom Conference Call  
January 24, 2022

Minutes

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

Absent: John Bartosh, Mattie Crossland, Jim Dalrymple, Chad Greer, Jerrod Hogan, Bill Reiboldt, Matt Stewart, Stormy Worden

Staff: Tony Robyn, Tonya Sprenkle

- I. Jeremy Drinkwitz, Call to Order
- II. Memorial Hall Ballot Issue Presentation, Leslie Haase, Paul Bloomberg, Patrick Tuttle, Bob Harrington, and Dustin Parker. Dr. Dean Van Galen moved to activate our PAC, Businesses for a Better Joplin, and support the Memorial Hall initiative, and seconded by Betsy Kissel. Motion passed. Lisa emailed the presentation to the board.
- III. Approval November Minutes.
  - A. Kelli Perigo moved to approve the November minutes and seconded by Betsy Kissel. Motion passed.
  - B. November and December financials presented by Tonya. December financials were in your Board packet, and you received November's via email in December; please see them for the details. Chad Evans moved to approve the November and December financials and seconded by Dr. Dean Van Galen. Motion passed.
- IV. Ex-officio reporting.
  - A. City of Joplin presented by Nick Edwards and Mayor Ryan Stanley. Stanley stated the Use Tax dollars should start flowing in February. The Implementation Committee has a meeting to make sure promises are fulfilled, and projects will get done. Edwards added the City recently completed a housing study. The big takeaway is that Joplin needs to double the growth of the city's housing. Edwards added the City is getting ready to kick off a Development Operational Assessment. An independent third party will review the City's development processes. The City will be adding some staff for the use tax.
  - B. County Commission.
    1. Jasper County, not present.
    2. Newton County, not present.
  - C. Education
    1. Joplin R8 presented by Dr. Melinda Moss. Dr. Moss had her report in your packet. Please see it for the details.
    2. Higher Education
      - a. Crowder College presented by Melissa Smith. Melissa had her report in your packet. Please see it for the details.
      - b. KCU Joplin presented by Dr. Laura Rosch. Dr. Rosch stated that their second class will graduate on May 8, 2022. They are working on getting students their post-doctoral spots. Last year they had a 100% placement. The Dental School will be recruiting in 2022. KCU applied for a Health Resources and Services Administration (HRSA) grant to look at resilience in medical students. They will look at the mental issues, resilience, and fortitude

that must exist, primarily through a pandemic. It prepares the students to be looking at mental health as well.

- c. MSSU presented by Dr. Brad Hodson. Dr. Hodson had his report in your packet. Please see it for the details.
- d. OCC, not present.
- e. YPN presented by Dana Pim. Dana had her report in your packet. Please see it for the details.

#### V. New Business.

- A. Election Committee Report presented by Chad Evans and Tonya Sprenkle. Chad stated the Nominating Committee presented six names for election or re-election and had a petition come in to be added to the nominees' slate. The election committee was then activated. Annette Thurston, Ronald McDonald House; Audie Dennis, Boyd Metals; Susan Adams, Spiva; Mike Wiggins, Granny Shaffer's; and Chad Evans, JACC Board of Directors, sit on the Committee. Tonya implemented an election program called Election Runner. The election ends Thursday, January 27 at 5:00 pm. A Nominating Committee meeting is scheduled for Friday the 28 to review the results. Tonya added 14% of votes had come in. After last Friday's reminder, that number went up to 21% and another reminder is going out Tuesday, so the percentage should go up again.
- B. Heartland Forward Briefing presented by Tony Robyn and Chad Evans. Tony stated this is the Small Business Entrepreneur start-up loan program. Chad is working behind the scenes on fundraising. The expectation is that we would raise \$20,000 that they would then match. We would initially identify ten individuals/candidates to be interviewed and to go through the program. The application process runs from February to March and captures any other individuals. Then those applications/interviews would then come back to a committee for review to see if they will enter the program. Chad added that the committee is halfway there with \$10,000 in capital raised. Chad noted that those invested might make up the committee that will review the applications.

#### VI. Adjourn to Executive Session

Submitted by Tonya Sprenkle, Vice President

Typed by Lisa Kelly

# Joplin Area Chamber of Commerce

## Finance Executive Summary

Period Ending: January 31, 2022

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

### Chamber:

* Cash Position:	Average
* Accounts Receivable:	\$ 11,182.44
* Deferred Income 21/22 Fiscal Year:	\$ 60,395.21
* Deferred Income 22/23 Fiscal Year:	\$ 109,623.39
* Line of Credit-US Bank:	\$ -
* Membership Dues YTD Income:	\$ 312,777.87
* Net Income YTD:	\$ 44,666.05

### Foundation / Innovation Center:

* Cash Position Foundation:	Average
* Cash Position Innovation Center:	Average
* Accounts Receivable:	\$ 5,502.01
* Accounts Receivable: Crowder	\$ -
* Notes Receivable-BRF Loans:	\$ -
* Deferred Income 21/22 Fiscal Year:	\$ 27,113.85
* Deferred Income 22/23 Fiscal Year:	\$ -
* Line of Credit-US Bank:	\$ -
* Net Income YTD:	\$ (355,674.53)

### Economic Development:

(for City's Fiscal Year ending October 31, 2022)

General Expenses Budget:	\$ 200,000.00
Regional/MOKAN Budget:	\$ 52,000.00
Due from City:	\$ 54,872.12
Due to Chamber:	\$ 37,744.11
Due to MOKAN:	\$ (1,751.39)

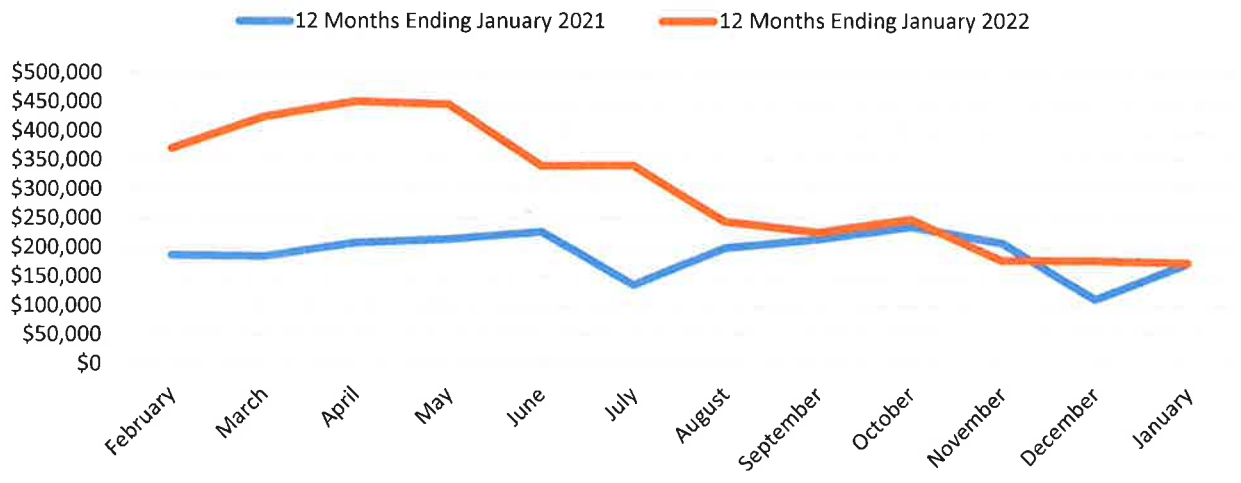
(ED charges paid by MOKAN)

### Financial Highlights:

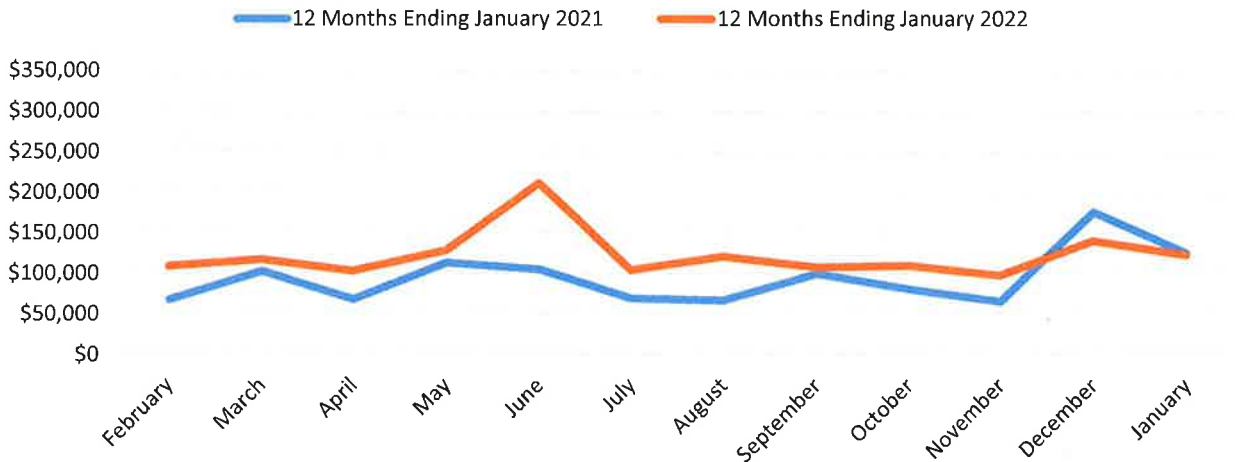
# Cash Flow Comparison

February - January

## Chamber Cash



## Foundation Cash



## Aged Open A/R

As of January 31, 2022

### Chamber

	Jan-22	Dec-21	Nov-21	Oct-21	Sep-21	Total Open
Amount:	8,889.44	768.00	-	-	1,525.00	11,182.44
% of Total Amount:	79.49%	6.87%	0.00%	0.00%	13.64%	

### Foundation

	Jan-22	Dec-21	Nov-21	Oct-21	Sep-21	Total Open
Amount:	11,319.76	924.63	-	-	480.33	12,724.72
% of Total Amount:	88.96%	7.27%	0.00%	0.00%	3.77%	

**DUE FROM (TO) ACCOUNT DETAILS**

**January 2022**

<b>Memo</b>	<b>Amount</b>
<b><u>Foundation Due to Chamber</u></b>	
Foundation Bills Paid by Chamber	-
Charges on Chamber Credit Card	201.50
Foundation Service Fee	4,500.00
NIC/ATTC Admin Fee	12,500.00
	<u>17,201.50</u>
<b><u>ED Due to Chamber</u></b>	
Due from City	29,937.00
Bills paid by Chamber	7,807.11
	<u>37,744.11</u>
<b><u>MOKAN Due to Chamber</u></b>	
MOKAN Bills Paid by Chamber	-
Monthly Service Fee	18,750.00
	<u>18,750.00</u>
<b><u>JIDA Due to Chamber</u></b>	
Admin Fees	600.00
	<u>600.00</u>
<b><u>JCIDA Due to Chamber</u></b>	
Admin Fee-Prepaid	(200.00)
	<u>(200.00)</u>
<b><u>MOCAP Due to Chamber</u></b>	
MOCAP Bills Paid by Chamber	11.25
Admin Fee	750.00
	<u>761.25</u>
<b><u>JCC Due to Chamber</u></b>	
Admin Fee	2,500.00
	<u>2,500.00</u>
<b><u>One Joplin Due to Chamber</u></b>	
Due from Covid Grant	5,389.00
Fiscal Agent Fees	1,900.00
Payroll Service Fees	350.00
	<u>7,639.00</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of January 31, 2022

	<u>Jan 31, 22</u>	<u>Jan 31, 21</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
011 · US Bank - Checking	174,409.28	172,474.09	1,935.19
<b>Total Checking/Savings</b>	<u>174,409.28</u>	<u>172,474.09</u>	<u>1,935.19</u>
<b>Accounts Receivable</b>			
012 · Accounts Receivable	11,182.44	11,661.06	-478.62
<b>Total Accounts Receivable</b>	<u>11,182.44</u>	<u>11,661.06</u>	<u>-478.62</u>
<b>Other Current Assets</b>			
010 · Petty Cash	234.94	223.03	11.91
014 · Due From (To) Staff	-168.37	-178.19	9.82
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	17,201.50	20,007.51	-2,806.01
022 · Due From (To) ED	37,744.11	23,177.91	14,566.20
023 · Due From (To) MOKAN	18,750.00	18,286.64	463.36
024 · Due From (To) JIDA	600.00	600.00	0.00
025 · Due From (To) JCIDA	-200.00	300.00	-500.00
026 · Due From (To) MOCAP	761.25	554.42	206.83
027 · Due From (To) JCC	2,500.00	2,750.00	-250.00
028 · Due From (To) One Joplin	7,639.00	200.00	7,439.00
<b>Total 020 · Due From (To) Other Funds</b>	<u>84,995.86</u>	<u>65,876.48</u>	<u>19,119.38</u>
030 · Deposit - Bulk Mail	4,169.42	2,376.50	1,792.92
031 · Prepaid Expenses	0.00	280.80	-280.80
032 · Prepaid Insurance	6,401.68	5,772.49	629.19
<b>Total Other Current Assets</b>	<u>95,633.53</u>	<u>74,351.11</u>	<u>21,282.42</u>
<b>Total Current Assets</b>	<u>281,225.25</u>	<u>258,486.26</u>	<u>22,738.99</u>
<b>Fixed Assets</b>			
152.000 · Furniture & Equipment	27,081.55	35,286.12	-8,204.57
154.000 · Interior	5,993.89	11,138.28	-5,144.39
156.000 · 320 East 4th - Building	175,979.16	189,138.73	-13,159.57
158.000 · Grounds	5,601.40	0.00	5,601.40
160.000 · Land	76,562.56	76,562.56	0.00
<b>Total Fixed Assets</b>	<u>291,218.56</u>	<u>312,125.69</u>	<u>-20,907.13</u>
<b>TOTAL ASSETS</b>	<u><u>572,443.81</u></u>	<u><u>570,611.95</u></u>	<u><u>1,831.86</u></u>

**Joplin Area Chamber of Commerce**

**Balance Sheet**

As of January 31, 2022

	<u>Jan 31, 22</u>	<u>Jan 31, 21</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
200.000 · Accounts Payable	3,300.09	3,934.50	-634.41
<b>Total Accounts Payable</b>	<u>3,300.09</u>	<u>3,934.50</u>	<u>-634.41</u>
<b>Credit Cards</b>			
200.100 · US Bank - Credit Card	6,366.90	3,563.47	2,803.43
<b>Total Credit Cards</b>	<u>6,366.90</u>	<u>3,563.47</u>	<u>2,803.43</u>
<b>Other Current Liabilities</b>			
200.300 · Due To United Way	0.00	97.25	-97.25
208.000 · Deferred Income - Renewal Dues	142,490.60	130,834.37	11,656.23
217.000 · Deferred Income-Other			
217.150 · Deferred Income - Eggs & Issues	500.00	500.00	0.00
217.180 · Deferred Income - EXPO	0.00	46,720.00	-46,720.00
217.190 · Deferred Income - SBOY	2,250.00	0.00	2,250.00
217.310 · Deferred Income - Banquet	9,650.00	9,650.00	0.00
217.320 · Deferred Income - GMJ	2,028.00	3,228.00	-1,200.00
217.330 · Deferred Income - Morning Brew	2,400.00	7,000.00	-4,600.00
217.340 · Deferred Income - BAH	5,000.00	5,200.00	-200.00
217.350 · Deferred Income - Golf	5,500.00	0.00	5,500.00
217.470 · Deferred Income - Mmbr Table	200.00	0.00	200.00
<b>Total 217.000 · Deferred Income-Other</b>	<u>27,528.00</u>	<u>72,298.00</u>	<u>-44,770.00</u>
<b>Total Other Current Liabilities</b>	<u>170,018.60</u>	<u>203,229.62</u>	<u>-33,211.02</u>
<b>Total Current Liabilities</b>	<u>179,685.59</u>	<u>210,727.59</u>	<u>-31,042.00</u>
<b>Total Liabilities</b>	<u>179,685.59</u>	<u>210,727.59</u>	<u>-31,042.00</u>
<b>Equity</b>			
32000 · Unrestricted Net Assets	348,092.17	429,208.87	-81,116.70
Net Income	44,666.05	-69,324.51	113,990.56
<b>Total Equity</b>	<u>392,758.22</u>	<u>359,884.36</u>	<u>32,873.86</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>572,443.81</u></u>	<u><u>570,611.95</u></u>	<u><u>1,831.86</u></u>



Joplin Area Chamber of Commerce

Statement of Operations

April 2021 through January 2022

	<u>Apr '21 - Jan 22</u>	<u>Apr '20 - Jan 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
401.000 · Income - Member Investments	312,777.87	322,323.34	-9,545.47	324,840.00	-12,087.13
403.000 · Income - Foundation Service Fee	45,000.00	45,000.00	0.00	45,000.00	0.00
404.000 · Income - NIC/ATTC Admin Fee	130,625.00	167,133.24	-36,508.24	125,000.00	5,625.00
405.000 · Income - Economic Development	82,500.00	82,500.00	0.00	82,500.00	0.00
406.000 · Income - JIDA	6,000.00	6,500.00	-500.00	6,000.00	0.00
406.500 · Income - JCIDA	1,000.00	1,000.00	0.00	1,000.00	0.00
407.000 · Income - MOKAN	187,500.00	187,500.00	0.00	187,500.00	0.00
408.000 · Income - MOCAP	750.00	750.00	0.00	750.00	0.00
409.000 · Income - One Joplin	7,500.00	14,775.49	-7,275.49	7,500.00	0.00
411.000 · Income - Jop Cap Corp Serv Fee	2,500.00	2,500.00	0.00	2,500.00	0.00
416.000 · Income - C2C Service Fee	77,317.98	65,584.49	11,733.49	64,000.00	13,317.98
430.000 · Income - Building Room Rental	758.00	250.00	508.00	0.00	758.00
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	129,063.41	3,762.97	125,300.44	120,654.70	8,408.71
495.000 · Income - New Member Fee	1,500.00	1,800.00	-300.00	3,150.00	-1,650.00
<b>Total Income</b>	<u>985,017.26</u>	<u>911,454.53</u>	<u>73,562.73</u>	<u>970,394.70</u>	<u>14,597.56</u>
<b>Gross Profit</b>	985,017.26	911,454.53	73,562.73	970,394.70	14,597.56
<b>Expense</b>					
610.000 · Salaries	648,871.04	683,627.70	-34,756.66	712,627.86	-63,756.82
612.000 · Payroll Taxes	45,263.76	49,514.36	-4,250.60	53,490.24	-8,226.48
615.000 · Pension Fund	55,283.23	53,409.36	1,873.87	59,965.62	-4,682.39
616.000 · Employee Insurance/Benefits	8,700.62	9,175.50	-474.88	11,273.44	-2,572.82
617.000 · Payroll Expenses	7,815.41	9,170.32	-1,354.91	8,425.24	-609.83
619.000 · Contract Services	17,874.53	9,000.00	8,874.53	0.00	17,874.53
620.000 · Automobile Expense	2,095.62	1,909.26	186.36	3,000.00	-904.38
630.000 · Health Insurance	78,809.97	69,458.71	9,351.26	78,986.70	-176.73
635.000 · Liability & Other Insurance	8,621.47	8,962.90	-341.43	10,000.00	-1,378.53
640.000 · Staff Dues & Development	4,645.61	3,823.00	822.61	0.00	4,645.61
645.000 · Staff Retreats/Meetings	1,836.10	2,145.76	-309.66	0.00	1,836.10
650.000 · Meetings & Travel	1,100.37	289.47	810.90	0.00	1,100.37
670.000 · Occupancy Expense	12,798.08	13,588.05	-789.97	20,000.00	-7,201.92
673.000 · Electric Expense	6,589.80	5,946.15	643.65	6,245.00	344.80
674.000 · Trash Expense	1,110.55	0.00	1,110.55	0.00	1,110.55
677.000 · Water Expense	689.02	255.46	433.56	300.00	389.02
680.000 · Postage	2,264.12	3,071.56	-807.44	2,840.00	-575.88
690.000 · Communications Expenses	9,646.70	7,912.13	1,734.57	6,780.00	2,866.70
700.000 · Office Supplies	3,886.71	2,869.04	1,017.67	3,000.00	886.71
710.000 · Equipment Rental	9,460.04	5,608.00	3,852.04	7,890.00	1,570.04
715.000 · Equipment Purchase	1,356.07	0.00	1,356.07	0.00	1,356.07
720.000 · Equipment Maintenance	29,163.98	22,586.48	6,577.50	24,000.00	5,163.98
730.000 · Depreciation	22,234.42	24,443.46	-2,209.04	24,284.90	-2,050.48
750.000 · Professional Fees	24,924.00	6,800.00	18,124.00	5,300.00	19,624.00
788.000 · Other Staff Expenses	3,854.03	0.00	3,854.03	0.00	3,854.03
789.000 · Bank and Credit Card Fees	8,582.55	10,613.59	-2,031.04	13,200.00	-4,617.45
790.000 · Miscellaneous Expense	3,729.76	531.55	3,198.21	500.00	3,229.76
<b>Total Expense</b>	<u>1,021,207.56</u>	<u>1,004,711.81</u>	<u>16,495.75</u>	<u>1,052,109.00</u>	<u>-30,901.44</u>
<b>Net Ordinary Income</b>	-36,190.30	-93,257.28	57,066.98	-81,714.30	45,499.00

**Joplin Area Chamber of Commerce**  
**Statement of Operations**  
 April 2021 through January 2022

	<u>Apr '21 - Jan 22</u>	<u>Apr '20 - Jan 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
<b>800.000 · Committee Divisions</b>					
800.100 · Economic Development	8,142.13	4,476.26	3,665.87	5,575.00	2,567.13
800.200 · Business Development	46,040.06	4,302.05	41,738.01	62,920.00	-16,879.94
800.300 · Governance	-30.00	0.00	-30.00	0.00	-30.00
800.400 · Member Services	1,277.40	4,908.10	-3,630.70	7,483.00	-6,205.60
<b>800.500 · Spec Events</b>					
900.510 · Annual Banquet	0.00	-237.77	237.77	10,859.00	-10,859.00
900.515 · Good Morning Joplin	201.67	-1,347.00	1,548.67	5,240.00	-5,038.33
900.520 · Morning Brew	9,400.00	3,702.42	5,697.58	13,920.00	-4,520.00
900.525 · Business After Hours	10,000.00	3,636.00	6,364.00	12,520.00	-2,520.00
900.530 · Golf Tournament	18,263.94	16,600.35	1,663.59	11,840.00	6,423.94
<b>Total 800.500 · Spec Events</b>	<u>37,865.61</u>	<u>22,354.00</u>	<u>15,511.61</u>	<u>54,379.00</u>	<u>-16,513.39</u>
800.600 · Communications	-10,253.57	-15,191.53	4,937.96	-13,323.88	3,070.31
800.800 · Chamber Work Groups	-2,215.28	5,659.54	-7,874.82	-6,960.00	4,744.72
800.000 · Committee Divisions - Other	30.00	0.00	30.00	0.00	30.00
<b>Total 800.000 · Committee Divisions</b>	<u>80,856.35</u>	<u>26,508.42</u>	<u>54,347.93</u>	<u>110,073.12</u>	<u>-29,216.77</u>
820.100 · Employee Fund	0.00	-2,575.65	2,575.65	0.00	0.00
<b>Total Other Income</b>	<u>80,856.35</u>	<u>23,932.77</u>	<u>56,923.58</u>	<u>110,073.12</u>	<u>-29,216.77</u>
<b>Net Other Income</b>	<u>80,856.35</u>	<u>23,932.77</u>	<u>56,923.58</u>	<u>110,073.12</u>	<u>-29,216.77</u>
<b>Net Income</b>	<u><u>44,666.05</u></u>	<u><u>-69,324.51</u></u>	<u><u>113,990.56</u></u>	<u><u>28,358.82</u></u>	<u><u>16,282.23</u></u>

# Joplin Area Chamber of Commerce Economic Development Fund

## Balance Sheet

As of January 31, 2022

	<u>Jan 31, 22</u>	<u>Jan 31, 21</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
US Bank-Checking/Sweep Acct	-378.83	18,083.71	-18,462.54
<b>Total Checking/Savings</b>	<u>-378.83</u>	<u>18,083.71</u>	<u>-18,462.54</u>
<b>Other Current Assets</b>			
Due From (To) City	54,872.12	22,734.55	32,137.57
Due From (To) Other Funds			
Due From (To) Chamber	-37,744.11	-23,177.91	-14,566.20
Due From (To) MOKAN	1,751.39	-761.95	2,513.34
<b>Total Due From (To) Other Funds</b>	<u>-35,992.72</u>	<u>-23,939.86</u>	<u>-12,052.86</u>
<b>Total Other Current Assets</b>	<u>18,879.40</u>	<u>-1,205.31</u>	<u>20,084.71</u>
<b>Total Current Assets</b>	<u>18,500.57</u>	<u>16,878.40</u>	<u>1,622.17</u>
<b>Fixed Assets</b>			
Furniture and Equipment	9,222.39	14,492.43	-5,270.04
<b>Total Fixed Assets</b>	<u>9,222.39</u>	<u>14,492.43</u>	<u>-5,270.04</u>
<b>TOTAL ASSETS</b>	<u><u>27,722.96</u></u>	<u><u>31,370.83</u></u>	<u><u>-3,647.87</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable			
*Accounts Payable	1,875.00	3,000.00	-1,125.00
<b>Total Accounts Payable</b>	<u>1,875.00</u>	<u>3,000.00</u>	<u>-1,125.00</u>
<b>Total Current Liabilities</b>	<u>1,875.00</u>	<u>3,000.00</u>	<u>-1,125.00</u>
<b>Total Liabilities</b>	<u>1,875.00</u>	<u>3,000.00</u>	<u>-1,125.00</u>
<b>Equity</b>			
Retained Earnings	18,049.27	34,064.63	-16,015.36
Net Income	7,798.69	-5,693.80	13,492.49
<b>Total Equity</b>	<u>25,847.96</u>	<u>28,370.83</u>	<u>-2,522.87</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>27,722.96</u></u>	<u><u>31,370.83</u></u>	<u><u>-3,647.87</u></u>

# Joplin Area Chamber of Commerce Economic Development Fund

## Statement of Operations

November 2021 through January 2022

	<u>Nov '21 - Jan 22</u>	<u>Nov '20 - Jan 21</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Income-Funds from City	56,985.88	35,011.33	21,974.55
<b>Total Income</b>	<u>56,985.88</u>	<u>35,011.33</u>	<u>21,974.55</u>
<b>Expense</b>			
Administrative Expenses	4,258.78	0.00	4,258.78
Choose Joplin Campaign	0.00	1,717.06	-1,717.06
Communications/Mobile/Internet	0.00	1,394.69	-1,394.69
Data Systems & Equip Support	0.00	5,161.82	-5,161.82
Depreciation	1,317.51	1,317.51	0.00
Economic Partnerships	8,790.73	0.00	8,790.73
Marketing & Promotions	9,945.17	4,748.75	5,196.42
Mtgs & Travel/ Prospect Host	0.00	270.30	-270.30
Professional Development	0.00	595.00	-595.00
Regional Trade Shows	0.00	750.00	-750.00
Salaries	24,750.00	24,750.00	0.00
Workforce Development	125.00	0.00	125.00
<b>Total Expense</b>	<u>49,187.19</u>	<u>40,705.13</u>	<u>8,482.06</u>
<b>Net Ordinary Income</b>	<u>7,798.69</u>	<u>-5,693.80</u>	<u>13,492.49</u>
<b>Net Income</b>	<u><u>7,798.69</u></u>	<u><u>-5,693.80</u></u>	<u><u>13,492.49</u></u>

**Joplin Area Chamber of Commerce Foundation**

**Balance Sheet**

As of January 31, 2022

	<u>Jan 31, 22</u>	<u>Jan 31, 21</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
002 · US Bank - Money Market	9,445.45	9,624.54	-179.09
001 · US Bank - General Fund	12,134.03	26,654.37	-14,520.34
003 · US Bank - Innovation Center	90,503.92	77,307.75	13,196.17
005 · Restricted - Bus Recovery Fund	11,422.36	12,257.86	-835.50
<b>Total Checking/Savings</b>	<u>123,505.76</u>	<u>125,844.52</u>	<u>-2,338.76</u>
<b>Accounts Receivable</b>			
020 · Accounts Receivable			
022 · Accounts Receivable-ATTC Lease	11,500.00	11,500.00	0.00
020 · Accounts Receivable - Other	12,724.72	11,452.48	1,272.24
<b>Total 020 · Accounts Receivable</b>	<u>24,224.72</u>	<u>22,952.48</u>	<u>1,272.24</u>
<b>Total Accounts Receivable</b>	<u>24,224.72</u>	<u>22,952.48</u>	<u>1,272.24</u>
<b>Other Current Assets</b>			
032 · Prepaid Insurance	10,482.26	9,630.00	852.26
019 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	-17,201.50	-20,007.51	2,806.01
019.200 · Due (to) From MOKAN	-24.44	0.00	-24.44
019 · Due From (To) Other Funds - Other	464.44	0.00	464.44
<b>Total 019 · Due From (To) Other Funds</b>	<u>-16,761.50</u>	<u>-20,007.51</u>	<u>3,246.01</u>
<b>Total Other Current Assets</b>	<u>-6,279.24</u>	<u>-10,377.51</u>	<u>4,098.27</u>
<b>Total Current Assets</b>	<u>141,451.24</u>	<u>138,419.49</u>	<u>3,031.75</u>
<b>Fixed Assets</b>			
170 · Advanced Training & Tech Ctr	1,736,889.35	1,787,672.75	-50,783.40
179 · ATTC Building Improvements	1,563,235.75	1,607,091.79	-43,856.04
177 · ATTC Equipment	681,879.26	954,630.86	-272,751.60
175 · ATTC Furniture & Fixtures	43,196.13	60,474.57	-17,278.44
150 · Foundation Furniture & Fixtures	135.96	1,189.94	-1,053.98
166 · IC Leasehold Improvements	35,141.24	42,449.36	-7,308.12
152 · Innovation Center F & F	10,436.57	3,325.23	7,111.34
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,173,383.33	1,221,671.45	-48,288.12
<b>Total Fixed Assets</b>	<u>5,306,242.08</u>	<u>5,740,450.44</u>	<u>-434,208.36</u>
<b>Other Assets</b>			
055.900 · Notes Receivable - BRF Loans	0.00	2,774.57	-2,774.57
<b>Total Other Assets</b>	<u>0.00</u>	<u>2,774.57</u>	<u>-2,774.57</u>
<b>TOTAL ASSETS</b>	<u><u>5,447,693.32</u></u>	<u><u>5,881,644.50</u></u>	<u><u>-433,951.18</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of January 31, 2022

	<u>Jan 31, 22</u>	<u>Jan 31, 21</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
200 · Accounts Payable	11,793.16	8,975.43	2,817.73
<b>Total Accounts Payable</b>	<u>11,793.16</u>	<u>8,975.43</u>	<u>2,817.73</u>
<b>Credit Cards</b>			
204 · US Bank Credit Card	2,277.02	276.93	2,000.09
<b>Total Credit Cards</b>	<u>2,277.02</u>	<u>276.93</u>	<u>2,000.09</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	3,086.68	2,374.36	712.32
<b>Total 208 · Deferred Income</b>	<u>3,086.68</u>	<u>11,324.32</u>	<u>-8,237.64</u>
247.000 · Deposits Held	10,575.00	9,010.70	1,564.30
<b>Total Other Current Liabilities</b>	<u>13,661.68</u>	<u>20,335.02</u>	<u>-6,673.34</u>
<b>Total Current Liabilities</b>	<u>27,731.86</u>	<u>29,587.38</u>	<u>-1,855.52</u>
<b>Total Liabilities</b>	27,731.86	29,587.38	-1,855.52
<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	-363,249.83	-368,502.43	5,252.60
<b>Total Equity</b>	<u>5,419,961.46</u>	<u>5,852,057.12</u>	<u>-432,095.66</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>5,447,693.32</u></u>	<u><u>5,881,644.50</u></u>	<u><u>-433,951.18</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations

April 2021 through January 2022

	Foundation			ATTC			NIC		
	Apr '21 - Jan 22	Apr '20 - Jan 21	\$ Change	Apr '21 - Jan 22	Apr '20 - Jan 21	\$ Change	Apr '21 - Jan 22	Apr '20 - Jan 21	\$ Change
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
424 · Income-Tech Summit	8,635.28	0.00	8,635.28	0.00	0.00	0.00	0.00	0.00	0.00
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	11,445.00	9,843.60	1,601.40	0.00	0.00	0.00	0.00	10,000.00	-10,000.00
411 · Grants	49,928.69	22,920.90	27,007.79	0.00	0.00	0.00	56,159.75	63,079.75	-6,920.00
422 · Income - Interest	20.05	118.66	-98.61	0.00	0.00	0.00	0.00	0.00	0.00
425 · Income - Miscellaneous	11,546.28	16,973.67	-5,427.39	11,100.00	1,000.00	10,100.00	11,160.00	0.00	11,160.00
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	193,136.96	172,782.38	20,354.58	72,581.51	71,290.24	1,291.27
427 · Lease Utility Income	0.00	0.00	0.00	28,610.44	25,374.46	3,235.98	0.00	0.00	0.00
406 · YPN Enrollment Fee	-5.61	0.00	-5.61	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Income</b>	<b>81,569.69</b>	<b>113,856.83</b>	<b>-32,287.14</b>	<b>232,847.40</b>	<b>199,219.44</b>	<b>33,627.96</b>	<b>139,901.26</b>	<b>144,369.99</b>	<b>-4,468.73</b>
<b>Gross Profit</b>	<b>81,569.69</b>	<b>113,856.83</b>	<b>-32,287.14</b>	<b>232,847.40</b>	<b>199,219.44</b>	<b>33,627.96</b>	<b>139,901.26</b>	<b>144,369.99</b>	<b>-4,468.73</b>
<b>Expense</b>									
760 · Grant Disbursement	40,102.79	23,090.39	17,012.40	0.00	0.00	0.00	0.00	36,483.16	-36,483.16
725 · Equipment Purchase	130.28	0.00	130.28	5,354.80	0.00	5,354.80	0.00	9,514.16	-9,514.16
611 · Administrative Fee	0.00	0.00	0.00	68,125.00	104,633.24	-36,508.24	62,500.00	62,500.00	0.00
787 · Bank Fees	165.00	209.00	-44.00	0.00	0.00	0.00	0.00	0.00	0.00
690 · Communications	118.09	720.68	-602.59	10,139.51	14,662.24	-4,522.73	12,366.23	6,155.40	6,210.83
730 · Depreciation	679.90	1,870.40	-1,190.50	320,557.90	320,557.90	0.00	47,955.00	48,357.40	-402.40
671 · Electric Expense	0.00	0.00	0.00	44,177.99	37,950.31	6,227.68	10,466.23	10,627.67	-161.44
720 · Equipment Maint	671.40	1,290.15	-618.75	16,240.50	1,488.80	14,751.70	5,698.62	5,353.55	345.07
672 · Gas Expense	0.00	0.00	0.00	6,455.07	4,907.05	1,548.02	1,801.63	1,615.32	186.31
785 · Insurance Expense	0.00	687.00	-687.00	25,992.56	23,850.57	2,141.99	8,664.18	7,950.19	713.99
645 · Marketing	219.69	0.00	219.69	0.00	0.00	0.00	714.90	0.00	714.90
650 · Meetings	759.87	125.19	634.68	31.60	0.00	31.60	0.00	0.00	0.00
790 · Miscellaneous Expense	270.60	28,635.25	-28,364.65	0.00	0.00	0.00	174.22	0.00	174.22
670 · Occupancy Expense	0.00	0.00	0.00	62,400.52	22,187.06	40,213.46	23,057.53	11,673.74	11,383.79
700 · Office Supplies	26.86	0.00	26.86	0.00	59.00	-59.00	125.00	0.00	125.00
640 · Professional Development	0.00	100.00	-100.00	0.00	0.00	0.00	0.00	0.00	0.00
750 · Professional Fees	5,804.40	3,929.00	1,875.40	0.00	0.00	0.00	0.00	0.00	0.00
610 · Program Service Fee	45,000.00	45,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
635 · Property Tax	18,552.78	0.00	18,552.78	0.00	12,143.04	-12,143.04	0.00	6,655.62	-6,655.62
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
674 · Trash Expense	0.00	0.00	0.00	2,467.16	0.00	2,467.16	985.08	0.00	985.08
673 · Water Expense	0.00	0.00	0.00	3,270.70	1,930.25	1,340.45	1,966.33	897.24	1,069.09
<b>Total Expense</b>	<b>113,100.66</b>	<b>105,657.06</b>	<b>7,443.60</b>	<b>565,213.31</b>	<b>544,369.46</b>	<b>20,843.85</b>	<b>176,474.95</b>	<b>207,783.45</b>	<b>-31,308.50</b>
<b>Net Ordinary Income</b>	<b>-31,530.97</b>	<b>8,199.77</b>	<b>-39,730.74</b>	<b>-332,365.91</b>	<b>-345,150.02</b>	<b>12,784.11</b>	<b>-36,573.69</b>	<b>-63,413.46</b>	<b>26,839.77</b>
<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
800.800 · All Kids Bike	-1,170.97	0.00	-1,170.97	0.00	0.00	0.00	0.00	0.00	0.00
800.900 · Business Recovery Fund	-582.00	0.00	-582.00	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	3,287.46	715.94	2,571.52	0.00	0.00	0.00	0.00	0.00	0.00
951.110 · Golden Apple	396.10	9,813.40	-9,417.30	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 800.101 · Education</b>	<b>3,702.56</b>	<b>10,529.34</b>	<b>-6,826.78</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
800.200 · Leadership Joplin	36,097.76	20,337.61	15,760.15	0.00	0.00	0.00	0.00	0.00	0.00
800.400 · Young Professionals Network	-1,075.18	994.33	-2,069.51	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 800 · Committee Divisions</b>	<b>36,980.74</b>	<b>31,861.28</b>	<b>5,119.46</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Total Other Income</b>	<b>36,980.74</b>	<b>31,861.28</b>	<b>5,119.46</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>36,980.74</b>	<b>31,861.28</b>	<b>5,119.46</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>5,449.77</b>	<b>40,061.05</b>	<b>-34,611.28</b>	<b>-332,365.91</b>	<b>-345,150.02</b>	<b>12,784.11</b>	<b>-36,573.69</b>	<b>-63,413.46</b>	<b>26,839.77</b>

## **Incubator Activity January 2021 – Doug Hunt**

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

- Coworking space has a total of three hot desk members (two prospects pending) and seven dedicated memberships.
- NIC Private Space is at 90% with the expansion and graduation of Hunt's Mobile Detailing at the end of February 2022.
- The southwest exit door is scheduled to be replaced on or before March 1, 2022.
- NextGen Diagnostics has moved COVID testing to the Central Christian Church parking lot. This has eliminated congestion at the NIC parking lot on testing days.
- Ozark LED is providing a bid to repair and replace exterior lights.

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

- ATTC is at 90% tenant occupancy. CASA has moved from their old space into the offices that were occupied by Unearth Potential.
- Crowder College has requested additional space to include the areas being vacated by CASA. That agreement will be finalized by March 2022.
- The current Crowder College lease has been amended to extend one additional year with a new end date of July 1, 2023. The amended lease was signed in late January 2022. The original contract was for five years, from 2017 to June 30, 2022.
- Ozark LED is providing a bid to repair and upgrade exterior security lighting.

### **Programming:**

- 1 Million Cups (1MC) continues to run smoothly with an average attendance of 25.
- Chamber Academy has more than 108 registered members.
- Ideas on Tap continues with an average of five to ten attendees each month.
- The February E-commerce Meetup was a huge success being co-hosted with the Neosho Area Chamber of Commerce at Hello, Sunshine Market in Granby, MO. Ten to fifteen people attended.
- The timeline and framework for the 2022 Joplin Regional Innovation & Technology Summit is making great progress. Sponsorship opportunities have been finalized with the first planning committee meeting to be scheduled for the week of February 28.

## **Networking Events**

### **Special Events**

- Leadership Joplin's overnight retreat at Maranatha Bible Camp was a success. It featured Motive Matters with Van and Tammy Benson, great food, and the class got to know each other. The communications and Media session is set for February 24. We are planning the Jefferson City trip for March 30 and 31.
- Tomorrow's Leaders Today Health Care Session will be March 1 and will tour MSSU, Mercy and Freeman.
- Golden Apple Reception is March 3, 5:30 at East Middle School. We have 70 unique nominees.
- JACC Morning Brew is March 4 at Downstream
- Business After Hours is March 15 at the Mathis Agency located inside Cycle Connection
- Good Morning Joplin is March 17 at MSSU, wear your green
- Golden Apple nominations are due by February 11.
- Annual Banquet is April 28 at MSSU. Invitations were mailed last week.
- Business EXPO is January 24 and 25 at Downstream. 2021 exhibitors have first right of refusal for their same booth space until April 1.



**Membership Summary Report  
January 20, 2022 – February 23, 2022**

**Year to date**

<b>Membership Previous (April 1, 2021)</b>	<b>756</b>
Joined (New)	117
Dropped	<b>79</b>
Total membership	794 (net 38 )

**New Members January 20, 2022 – February 23, 2022**

America's Car-Mart of Joplin  
Body & Soul Transformation  
City of Duenweg  
Dana's Cleaning Service  
Divine Kitchen  
Fire on the Grill  
Full Bore Studios  
Land Tree Service, LLC  
NDI, LLC  
Pennington Station, LLC  
Sami's On Main LLC dba Sami's Family  
Restaurant  
Show Me Windows & Doors LLC  
Suffy Corporation dba Suffy Transport

**Dropped Members January 20, 2022 – February 23, 2022**

Miracles Day Care For Infants, LLC  
Ollis/Akers/Arney Insurance & Business Advisors  
Planet Fitness  
Technology Center

**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
- November | Bright Futures, 6 volunteers, 4.5 hours
- November | Giving Tuesday Scavenger Hunt, 8 volunteers, 23.5 hours, 18 hunters, 9 hours, total 32.5 hours.
- January | Bright Futures, 10 volunteers, 10 hours
- January | Ronald McDonald House, 1 volunteer, 0.5 hours

- February | Levi Englert Basketball Tournament, 3 volunteers, 6.5 hours
  - February | Bright Futures, 1 volunteer, 0.75 hours
  - February | Bright Futures, 1 volunteer, 1 hour
- YTD 262.75 hours / Goal 275 Hours (increased 25 hours from 2020-2021)

### Upcoming Volunteer Opportunities:

- Dress To Impress | February 28-March 2  
Sort Day, <https://www.signupgenius.com/go/30e0b4eafa92da7fa7-20221>  
Day of Event, <https://www.signupgenius.com/go/30e0b4eafa92da7fa7-2022>
- Downtown Joplin Clean Team | March 18 | [Sign Up](#)
- Crosslines | May 2 | [Sign Up](#)
- 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.

### Healthy Joplin: Michael Sanders and Kayla Carter, Erin (Chamber Staff Liaison)

- **Walking Initiative:** We will be working on getting a landing page on the Healthy Joplin website for users to utilize so that they can sign up for walking groups. Cameo Harrington will be assisting with that landing page on the Healthy Joplin website. We will be distributing a post test quarterly to gauge effectiveness. April 2nd will be the kickoff event for the Walking Groups.
- **Healthy Kids:** Lots of exciting meetings and behind the scenes activities going on. Had a zoom call with the Patterson Family Foundation and they are interested in health and wellness with children. Discussed the "No Kids Hungry" program in more detail. The New Joplin CASA building will have a garden. Water Safety is moving forward, they will have an event in May.
- **Stencil Project:** Received a \$5,000 grant for the stencil project. Talking about what parks we're going to put the stencils at (how many, which parks/locations, etc.) Determining the size of the logo with the City right now. Will be utilizing the Gives Back group to spray paint the stencils around town and whoever else would like to attend. Would also like to reach out to the Joplin Roadrunners to see where they think that the stencils would get a lot of visibility.
- **Worksite work group:** Workhealth conference coming up in St. Louis. Created a QR code to direct people to the worksite website. Toolkit revision is ongoing. Starting over with a desktop calendar and are looking for a freelance graphic designer. No Kids Hungry, offering grants for the summer feeding programs (supply related, not food.) Applications will be accepted from February 7, 2022 to noon on March 18, 2022. Joplin physical activity plan is being worked on and trying to get the people more active. If you want to collaborate statewide on similar initiatives, join MOCAN! <https://extension.missouri.edu/programs/mocan/>
- 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 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.
- Workgroup member Christina Williams is working with Tonya Sprenkle to get more hairnets and helmets ordered for the All Kids Bike program offered to all Joplin Schools kindergarten physical education programs. Funding for the helmets and hairnets came through the Active Lifestyles grant and American Ramp Company.
- 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**

- Meetings continue to run smoothly with the group following their 2022 plan and agenda. Details of that plan include continuing to host critical conversation events around the city and planning for the June Third Thursday 2022 march and You Belong Here seat-at-the table event.

**Professional Development: Alex Gandy, Doug Chamber Liaison**

- The Professional Development workgroup is meeting at various locations each month to recruit participants in a casual setting rather than a “meeting at the Chamber.” A list of prospects has been produced with group members calling on each one. The EdTalks topic for February will be mentorship.

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

- Currently running a google search ads for the new Joplin Crossroads Website
- The Choose Joplin app development is progressing and on schedule to be in the Apple and Google play app store. We will officially announce the app at the Chamber banquet in April.
- The team has a goal of 4 blogs posts this year for Choose Joplin, highlighting individuals who are doing amazing things in the community.

Jan/Feb 2022  
Economic Development Highlights  
JACC & MOKAN

Takeaways

- The Joplin MSA region's population increased by 2.1% since 2016 (up from 1.9% last report), growing by 3,740. The population is expected to increase by 2.5% by 2026.
- The labor force participation rate decreased from 62.2% to 59.1% largely attributed to lack of re-entry, retiring baby boomers, and COVID-19 impacts.
- Joplin continues to be a regional leader in the top industries of Manufacturing, Restaurants/Retail, General Medical/Surgical Hospitals, Education, and Warehousing/Distribution. Our retail growth follows and is largely tied to this.
- Joplin region 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 but is still low.

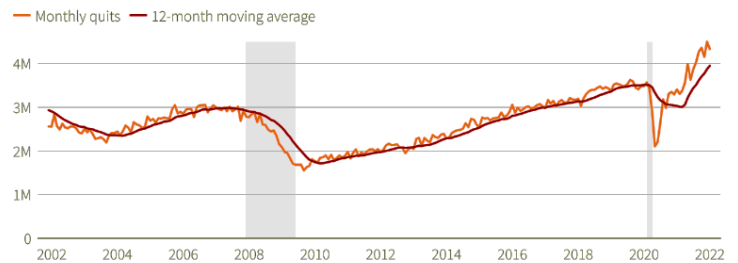
**2.3%** (considered full employment)  
Unemployment Rate

**31,000+**

With the opening of the I-49 Connector in October 2021, traffic has already exceeded the expected increase from 20,000 vehicles to over 30,000 vehicles daily over the next 5 years. This will result in major growth opportunities across industries and support chains.

**Wave of workplace turnover**

Nearly 4 million Americans on average quit their jobs each month last year as part of a surge sparked by the pandemic. Economists say most of those people likely switched to new jobs.



Note: Shaded area indicates a recession  
Source: Bureau of Labor Statistics

**8th**

Joplin is the now 8th best place in the United States for working in the manufacturing and distribution industries. (smartasset.com)

**Over 850,000**

In 2021, square feet of warehousing/distribution space added to the Joplin region.

**#1**

In trucking due to high manufacturing and production and centralized I-49/I-49/US 69 corridors. Nearly 30,000 trucks within 60 miles. (smartasset.com)

**8 (three in 1<sup>st</sup> Quarter)**

National Brand Site Selector visits and tours with one international.



## MARKETING AND PROMOTION

With added MOKAN capacity in 2nd Quarter 2021, we increased area regional community and company retention visits. Now adding a regional marketing and promotions position in 1st Quarter 2022.

### JIDA & Industrial Parks

- Crossroads additional 80 acres are currently being negotiated for major warehousing.
- JIDA continues investigating an acquisition of another large property as a phase two industrial park buildout, accommodating future commercial and industrial growth. The sale of 80 prime acres leaves the authority with flood plain and smaller tracts and remnants. Major industries looking for large tracks, 100 ac, as high as 700.
- Crossroads Industrial Park was approved for Missouri Certification. This is driving Request for Information from Site Selectors as intended. Five requests in 1<sup>st</sup> Quarter. <https://www.joplincrossroads.com/>
- Wildwood Industrial Park promotions continue with BNSF rail certification and 32<sup>nd</sup> Street improvements improving position, but 20<sup>th</sup> Street continues to be an impediment. Additional discussions with short line rail also continue with possible transload investments.
- Working on a livability promotional campaign, Choose Right Here. The idea is 1 hour, 1 day, 1 weekend- showcasing local and regional quality of life community activities vs. more infrequent regional big metro attractions and visits. Ties to housing and workforce needs.
- Contracting for drone aerial footage for industrial properties promotions in the region targeting Neosho, Pittsburg, and Columbus. Have captured Joplin's Crossroads and Wildwood (others privately held), and Lamar.

### Joplin and Regional

- Rail Freight Analysis underway with Request for Qualifications posting 2<sup>nd</sup> Qtr. The intent is to quantify commodities in and out of the region and identify opportunities and locations for distribution investments like warehousing and transload.
- [Foreign Direct Investment International trade magazine promos](#) ran December/January. Current promo running showcases in North America and Canada to foreign investment site selectors and CEOs from Europe and the UK.
- Private Label Manufacturing Trade Show rescheduled in Chicago to November 13, 2022. Missouri Economic Development Council to be held in June alongside Missouri Partnership and Missouri Governor Conference in Springfield.
- [MOKAN 2021 Annual Report](#) just out and used as a promotional piece with investors.
- Joplin Globe Guide, May 2022, will in part focus on housing and livability and be used as a business tool for economic development efforts.
- Choose Joplin Airport promotional video updated with new Skywest service and new 2022 promotions being updated and placed in targeted destination markets.



## BUSINESS ATTRACTION AND RETENTION

Joplin continues to attract major food and beverage manufacturing, distribution operations, and supporting supply chains.

Site retention yielding multiple intended expansions in 2022. The city of Joplin and the state of Missouri continue to offer incentives through tax abatements, Chapter 100 bonds, and discounted land sale opportunities through the Industrial Development Authority. These have proven helpful in multiple expansion and retention projects in 2021.

We continue to see a need for major requested existing warehousing facilities in the 150,000 sq ft or larger range. See attached annual stats from our Missouri Partnership.

- New Project Crayon (expansion) – Local manufacturer seeking 100,000 sq ft expansion for production and warehousing to support the EV vehicle industry.
- New Project Walkie Talkie (expansion) – Local manufacturer seeking 100,000 expansion to support the handheld communication industry.
- New Project Locomotion (expansion)– Local manufacturing expansion and relocation discovery underway.
- New Project Popeye (expansion) – Local technology company expanding and adding staff capacity.
- New Project Cannon (relocation) – large regional production and retail facility interested in consolidating to bigger Joplin market.
- Project Rolex (attraction) – 30-acre property acquisition finalizing at Crossroads Industrial Park for major transportation and distribution support facility. Annexation underway.
- Project Starburst (retention/expansion) added 90 new production positions in 2021 and an expansion (\$10 million); Phase II expands major warehousing and an additional production line (\$50 million).
- Project Clover is a regional Lamar production expansion and equipment add; \$5 million, 20 new jobs.
- Over thirty other projects in the pipeline in various stages of inquiry and qualification.

#### Small Business an Entrepreneurial Development

- Currently developing the Joseph Newman Innovation Center Entrepreneurial Award as part of Business of the Year complement of awards.
- The Joplin Chamber of Commerce and MOKAN contracting with Heartland Forward, an entrepreneur development program under Walmart Family Foundation. \$20,000 match raised to launch 10 applicants in April. Intended to identify and jump start strategic industries.
  - Feeder programs include existing efforts in high school STEM/STEAM and pitch competitions, 1 Million Cups, E-commerce meetups, and Ideas on Tap

## WORKFORCE and TRAINING



### LOCATION QUOTIENT

To understand the major industries within a region, an analysis of industry concentration or clustering can be useful. The Location Quotient (LQ) describes the concentration of an industry in a geographic region, in relation to the nation, with 1.0 being the national average. Industries higher than 1.0 indicate a concentration.

The Southwest Region has higher concentrations in *Food Manufacturing, Animal Production, Truck Transportation, Electronic Equipment and Appliance Manufacturing, and Fabricated Metal Manufacturing.*



In the wake of the pandemic, the major focus continues around business outreach and refining our retention efforts. The latest is 80% of new jobs and capital investment come from retention efforts and existing companies. Joplin area industries are struggling with workforce issues and seeking customized solutions across a variety of state and local resources. Governor Parson has recognized this need and will be bolstering state workforce development initiatives this year.

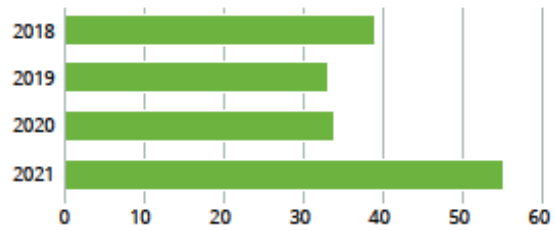
We are currently working with multiple local industries on determining appropriate workforce solutions that encompass the hiring cycle, from recruiting new employees to upskilling existing employees. Both state and local resources are being utilized for programs such as registered apprenticeships through Crowder College, on-the-job training opportunities with the local Career Center and recruiting assistance from Missouri OneStart. For example, 94% of apprentices retain employment after completing an apprenticeship program so this can be an effective retention tool for companies.

There is a definite skills gap in our Joplin area for certain positions, in which the skills required for a position do not match the qualifications of the available workforce. Need has been expressed for introductory training in the areas of basic welding and soldering, healthcare technicians, and mechanical/maintenance technicians. We are currently working on a short pre-certification program model that will allow job seekers to acquire the basic skills needed to "get the job".

## Missouri Partnership Site Search Statistics for 2021

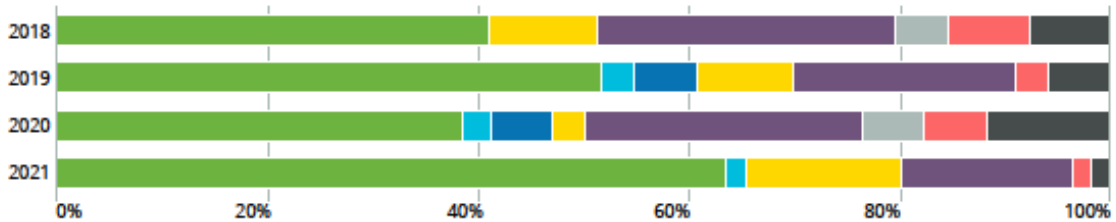
### Real Estate Searches in 2021

Real estate searches . . . . . 55



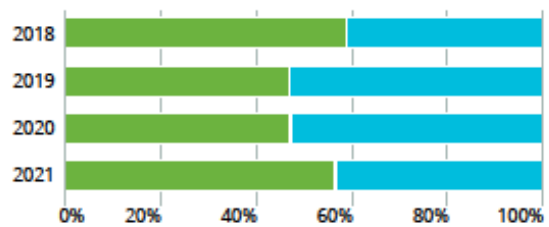
### Real Estate Inquiries By Industry in 2021

Advanced manufacturing . . . . .	35	Food solutions . . . . .	9
Agtech . . . . .	1	General industry . . . . .	0
Energy solutions . . . . .	0	Health sciences & services . . . . .	1
Financial & professional services . . . . .	8	Logistics & distribution . . . . .	1



### Active Projects By Source in 2021

Consultant . . . . . 31  
Company . . . . . 24



### Real Estate Inquiries By Type in 2021

Greenfield sites . . . . . 19  
Existing building . . . . . 21  
Either . . . . . 15

