



JOPLIN
AREA CHAMBER OF COMMERCE
Board of Directors Meeting – In-person and Zoom Meeting
Monday, April 25, 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 – Betsy Kissel

12:05 Consent Calendar – Betsy Kissel

Approve Consent Agenda – Betsy Kissel

Approve March Minutes – Betsy Kissel

Approve March Financials – Betsy Kissel

12:15 New Business –

Presidential Search Update and Prep for in-person visit this week – Jeremy Drinkwitz/Betsy Kissel

Heartland Forward Update – Tony Robyn/Chad Evans – May Start – Tony Robyn

Joplin Housing Roundtable for Construction Stakeholders – May 11 – Tony Robyn

Missouri Manufacturing Association Lunch and Learn – May 11 – Tony Robyn

“Selling Joplin” – Half-day workshop for employers and stakeholders - May 24 – Tony Robyn

Reaccreditation Underway – Jordan Bolinger/Tonya Sprenkle

12:30 Adjourn to Executive Session

Next Meeting: Monday, May 23, 2022, Chamber Office, Liberty Room, meeting begins at 12:00 pm

Reminder to all: The banquet is this Thursday, April 28th!

Joplin Area Chamber of Commerce
Board of Directors Meeting and
Zoom Conference Call
March 28, 2022

Minutes

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

Absent: John Bartosh, Jim Dalrymple, Lori Haun, Jerrod Hogan, Dana Pim, Bill Reiboldt, Stormy Worden

Guest: Dr. Kerry Sachetta, Assistant Superintendent of Operations, Joplin Schools.

Staff: Tony Robyn, Tonya Sprenkle

- I. Jeremy Drinkwitz, Call to Order
- II. Approval of February Minutes
 - A. Betsy Kissel moved to approve the February minutes and seconded by Matt Stewart. Motion passed.
 - B. February financials presented by Tonya. February financials were in your Board packet; please see them for the details. Dr. Dean Van Galen moved to approve the February financials and seconded by Kelli Perigo. Motion passed.
- III. Ex-officio reporting.
 - A. City of Joplin presented by Nick Edwards and Mayor Ryan Stanley. Nick Edwards thanked the Chamber for being so supportive of our police officers. Nick added over the next few months, we will be working with Tony on the Housing Summit. They are waiting for the final letter of approval to announce that the City will be awarded grant funds for the Downtown Street Scape Project, which will run from 8th Street to 15th Street. Thank you to Congressman Billy Long's office for helping the City get this project going. Nick stated the City street construction will be beginning soon. Mayor Stanley thanked MSSU for sharing their facility with the City during such a great tragedy. Stanley stated economic development is very strong right now and will be meeting with Tony and City staff this afternoon. Memorial Hall vote is next week, so please get the word out. We need a 57% majority for this to pass. Mayor Stanley announced this is his last meeting with the new mayor, Keenan Cortez, taking over on April 1st.
 - 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 handed out her report. Lisa will email this out after the meeting. Dr. Moss announced her retirement as of June 30th and introduced Dr. Kerry Sachetta as the incoming Superintendent.
 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 had her report in your packet. Please see it for the details. Dr. Rosch announced she accepted a job in Chicago as Executive Dean.
 - c. MSSU presented by Dr. Brad Hodson and Dr. Dean Van Galen. Dr. Hodson handed his report out. Lisa will email it after the meeting.

d. OCC, not present.

IV. YPN presented by Dana Pim. Dana had her report in your packet. Please see it for the details.

V. New Business

A. Presidential search update presented by Jeremy Drinkwitz. Jeremy stated the Search Committee will meet at the end of this week or the first of next week. The Committee hopes to have some kind of formal recommendation at that point.

B. Heartland Forward Briefing presented by Tony Robyn and Chad Evans. Tony stated their application process starts next week. The first session kickoff will be June 2nd. Heartland Forward is working with six communities.

C. Nominations Committee report presented by Betsy Kissel. Betsy stated the Committee met recently and the slate recommendation to the Board is: Todd Chenault, Treasurer; Mattie Crossland, Finance Audit Committee; and Matt Stewart, Chairman-elect & the Foundation Board. Chad Greer moved to accept the slate as presented and seconded by Dr. Van Galen. Motion passed.

D. Kauffman Foundation Tour presented by Tony Robyn. Tony stated the tour is Tuesday, March 29 at 5:00 p.m., here at the Chamber office. This is to gather ideas from community leadership on Entrepreneurship

VI. Other Business

A. Jeremy Drinkwitz thanked Kelli Perigo for her service to the Board and announced she will be rolling off the board.

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: March 31, 2022

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

Chamber:

* Cash Position:	Average
* Accounts Receivable:	\$ 12,994.42
* Deferred Income 21/22 Fiscal Year:	\$ -
* Deferred Income 22/23 Fiscal Year:	\$ 170,529.56
* Line of Credit-US Bank:	\$ -
* Membership Dues YTD Income:	\$ 381,045.90
* Net Income YTD:	\$ 54,718.16

Foundation / Innovation Center:

* Cash Position Foundation:	Average
* Cash Position Innovation Center:	Average
* Accounts Receivable:	\$ 14,514.69
* Accounts Receivable: Crowder	\$ 34,500.00
* Notes Receivable-BRF Loans:	\$ -
* Deferred Income 21/22 Fiscal Year:	\$ -
* Deferred Income 22/23 Fiscal Year:	\$ 2,377.50
* Line of Credit-US Bank:	\$ -
* Net Income YTD:	\$ (450,184.31)

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:	\$ 37,002.48
Due to Chamber:	\$ 24,668.05
Due to MOKAN:	\$ 4,125.72

(ED charges paid by MOKAN)

Financial Highlights:

Chamber cash was higher in 2021 due to the PPE loan received in February 2021 and paid out in August 2021.

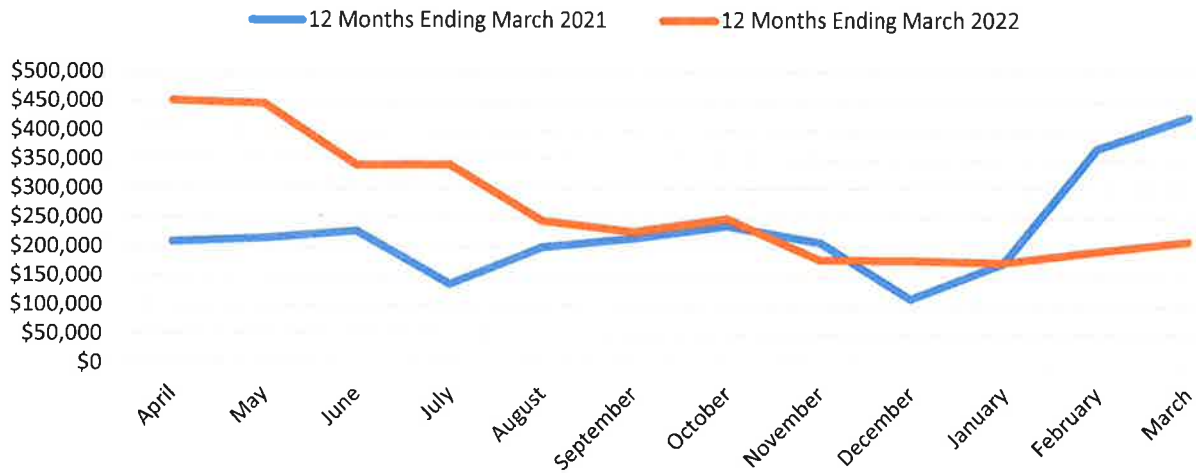
Budget drafts were submitted to management for approval March 10.

This set of financials are before year-end audit reviews and adjustments.

Cash Flow Comparison

April - March

Chamber Cash



Foundation Cash



Aged Open A/R

As of March 31, 2022

Chamber

	Mar-22	Feb-22	Jan-22	Dec-21	Nov-21	Total Open
Total Amount:	9,868.42	400.00	1,400.00	400.00	926.00	12,994.42
% of Total Amount:	75.94%	3.08%	10.77%	3.08%	7.13%	

Foundation

	Mar-22	Feb-22	Jan-22	Dec-21	Nov-21	Total Open
Amount:	4,952.40	81.96	4,000.00	-	5,480.33	14,514.69
Crowder Amount:	11,500.00	11,500.00	11,500.00	-	-	34,500.00
Total Amount:	16,452.40	11,581.96	15,500.00	-	5,480.33	49,014.69
% of Total Amount:	33.57%	23.63%	31.62%	0.00%	11.18%	

DUE FROM (TO) ACCOUNT DETAILS

March 2022

Memo	Amount
<u>Foundation Due to Chamber</u>	
Foundation Bills Paid by Chamber	50.00
Charges on Chamber Credit Card	3,406.95
Foundation Service Fee	4,500.00
NIC/ATTC Admin Fee	12,500.00
	<u>20,456.95</u>
<u>ED Due to Chamber</u>	
Due from City	19,782.76
Bills paid by Chamber	4,885.29
	<u>24,668.05</u>
<u>MOKAN Due to Chamber</u>	
MOKAN Bills Paid by Chamber	30.00
Monthly Service Fee	18,750.00
	<u>18,780.00</u>
<u>JIDA Due to Chamber</u>	
Admin Fees	600.00
	<u>600.00</u>
<u>JCIDA Due to Chamber</u>	
Admin Fee-Prepaid	-
	<u>-</u>
<u>MOCAP Due to Chamber</u>	
MOCAP Bills Paid by Chamber	-
Admin Fee	-
	<u>-</u>
<u>JCC Due to Chamber</u>	
Admin Fee	-
	<u>-</u>
<u>One Joplin Due to Chamber</u>	
Fiscal Agent Fees	1,300.00
Payroll Service Fees	200.00
	<u>1,500.00</u>
<u>BBJ Due to Chamber</u>	
Bills Paid by Chamber	1,870.69
	<u>1,870.69</u>
TOTAL DUE FROM (TO) OTHER FUNDS	67,875.69

Joplin Area Chamber of Commerce

Balance Sheet

As of March 31, 2022

	<u>Mar 31, 22</u>	<u>Mar 31, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	210,406.36	424,542.96	-214,136.60
Total Checking/Savings	<u>210,406.36</u>	<u>424,542.96</u>	<u>-214,136.60</u>
Accounts Receivable			
012 · Accounts Receivable	12,994.42	8,206.14	4,788.28
Total Accounts Receivable	<u>12,994.42</u>	<u>8,206.14</u>	<u>4,788.28</u>
Other Current Assets			
010 · Petty Cash	250.00	211.32	38.68
014 · Due From (To) Staff	-208.44	-133.15	-75.29
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	20,456.95	21,172.76	-715.81
022 · Due From (To) ED	24,668.05	11,013.61	13,654.44
023 · Due From (To) MOKAN	18,780.00	19,051.36	-271.36
024 · Due From (To) JIDA	600.00	-264.30	864.30
028 · Due From (To) One Joplin	1,500.00	100.00	1,400.00
020 · Due From (To) Other Funds - Other	1,870.89	0.00	1,870.89
Total 020 · Due From (To) Other Funds	<u>67,875.89</u>	<u>51,073.43</u>	<u>16,802.46</u>
030 · Deposit - Bulk Mail	1,887.36	2,376.50	-489.14
031 · Prepaid Expenses	1,679.63	4,686.60	-3,006.97
032 · Prepaid Insurance	4,341.18	3,894.15	447.03
Total Other Current Assets	<u>75,825.62</u>	<u>62,108.85</u>	<u>13,716.77</u>
Total Current Assets	<u>299,226.40</u>	<u>494,857.95</u>	<u>-195,631.55</u>
Fixed Assets			
152.000 · Furniture & Equipment	25,839.15	33,478.67	-7,639.52
154.000 · Interior	5,137.61	10,275.29	-5,137.68
156.000 · 320 East 4th - Building	173,785.90	186,945.46	-13,159.56
158.000 · Grounds	5,454.00	0.00	5,454.00
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>286,779.22</u>	<u>307,261.98</u>	<u>-20,482.76</u>
TOTAL ASSETS	<u><u>586,005.62</u></u>	<u><u>802,119.93</u></u>	<u><u>-216,114.31</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of March 31, 2022

	<u>Mar 31, 22</u>	<u>Mar 31, 21</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	5,971.09	8,564.79	-2,593.70
Total Accounts Payable	<u>5,971.09</u>	<u>8,564.79</u>	<u>-2,593.70</u>
Credit Cards			
200.100 · US Bank - Credit Card	6,694.64	12,635.08	-5,940.44
Total Credit Cards	<u>6,694.64</u>	<u>12,635.08</u>	<u>-5,940.44</u>
Other Current Liabilities			
200.300 · Due To United Way	0.00	97.25	-97.25
208.000 · Deferred Income - Renewal Dues	120,672.56	145,714.64	-25,042.08
217.000 · Deferred Income-Other			
217.130 · Deferred Income - Citizen Yr	2,000.00	2,000.00	0.00
217.150 · Deferred Income - Eggs & Issues	876.00	752.00	124.00
217.180 · Deferred Income - EXPO	4,670.00	51,170.00	-46,500.00
217.190 · Deferred Income - SBOY	5,250.00	0.00	5,250.00
217.310 · Deferred Income - Banquet	13,875.00	9,650.00	4,225.00
217.320 · Deferred Income - GMJ	2,186.00	3,228.00	-1,042.00
217.330 · Deferred Income - Morning Brew	6,400.00	5,600.00	800.00
217.340 · Deferred Income - BAH	6,000.00	5,200.00	800.00
217.350 · Deferred Income - Golf	6,900.00	1,700.00	5,200.00
217.430 · Deferred Income - Member Memos	1,500.00	0.00	1,500.00
217.470 · Deferred Income - Mmbr Table	200.00	0.00	200.00
217.000 · Deferred Income-Other - Other	0.00	1,000.00	-1,000.00
Total 217.000 · Deferred Income-Other	<u>49,857.00</u>	<u>80,300.00</u>	<u>-30,443.00</u>
Total Other Current Liabilities	<u>170,529.56</u>	<u>226,111.89</u>	<u>-55,582.33</u>
Total Current Liabilities	<u>183,195.29</u>	<u>247,311.76</u>	<u>-64,116.47</u>
Long Term Liabilities			
250.000 · Note Payable-PPP Loan	0.00	206,716.00	-206,716.00
Total Long Term Liabilities	<u>0.00</u>	<u>206,716.00</u>	<u>-206,716.00</u>
Total Liabilities	<u>183,195.29</u>	<u>454,027.76</u>	<u>-270,832.47</u>
Equity			
32000 · Unrestricted Net Assets	348,092.17	429,208.87	-81,116.70
Net Income	<u>54,718.16</u>	<u>-81,116.70</u>	<u>135,834.86</u>
Total Equity	<u>402,810.33</u>	<u>348,092.17</u>	<u>54,718.16</u>
TOTAL LIABILITIES & EQUITY	<u><u>586,005.62</u></u>	<u><u>802,119.93</u></u>	<u><u>-216,114.31</u></u>

Joplin Area Chamber of Commerce

Statement of Operations

March 2022

	<u>Apr '21 - Mar 22</u>	<u>Apr '20 - Mar 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
401.000 · Income - Member Investments	381,045.90	383,846.12	-2,800.22	389,808.00	-8,762.10
403.000 · Income - Foundation Service Fee	54,000.00	54,000.00	0.00	54,000.00	0.00
404.000 · Income - NIC/ATTC Admin Fee	155,625.00	192,233.24	-36,608.24	150,000.00	5,625.00
405.000 · Income - Economic Development	99,000.00	99,000.00	0.00	99,000.00	0.00
406.000 · Income - JIDA	7,200.00	7,700.00	-500.00	7,200.00	0.00
406.500 · Income - JCIDA	1,200.00	1,200.00	0.00	1,200.00	0.00
407.000 · Income - MOKAN	225,000.00	225,000.00	0.00	225,000.00	0.00
408.000 · Income - MOCAP	900.00	900.00	0.00	900.00	0.00
409.000 · Income - One Joplin	9,000.00	15,075.49	-6,075.49	9,000.00	0.00
411.000 · Income - Jop Cap Corp Serv Fee	3,000.00	3,000.00	0.00	3,000.00	0.00
416.000 · Income - C2C Service Fee	93,123.16	78,545.47	14,577.69	76,800.00	16,323.16
430.000 · Income - Building Room Rental	878.00	250.00	628.00	0.00	878.00
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		
492.000 · Income - Miscellaneous	129,488.41	3,801.97	125,686.44	120,654.70	8,833.71
495.000 · Income - New Member Fee	2,040.00	2,130.00	-90.00	3,750.00	-1,710.00
Total Income	<u>1,161,725.47</u>	<u>1,076,757.29</u>	<u>84,968.18</u>	<u>1,140,312.70</u>	<u>21,412.77</u>
Gross Profit	1,161,725.47	1,076,757.29	84,968.18	1,140,312.70	21,412.77
Expense					
610.000 · Salaries	751,250.63	796,735.62	-45,484.99	842,196.56	-90,945.93
612.000 · Payroll Taxes	53,458.30	57,949.44	-4,491.14	63,215.74	-9,757.44
615.000 · Pension Fund	63,514.39	63,008.37	506.02	70,868.46	-7,354.07
616.000 · Employee Insurance/Benefits	10,399.28	10,978.69	-579.41	13,323.16	-2,923.88
617.000 · Payroll Expenses	9,170.53	10,624.52	-1,453.99	9,957.10	-786.57
619.000 · Contract Services	6,741.20	9,000.00	-2,258.80	0.00	6,741.20
620.000 · Automobile Expense	2,404.86	2,032.46	372.40	3,600.00	-1,195.14
630.000 · Health Insurance	95,132.13	84,495.59	10,636.54	94,784.04	348.09
635.000 · Liability & Other Insurance	10,681.97	10,841.24	-159.27	12,000.00	-1,318.03
640.000 · Staff Dues & Development	6,860.61	4,873.00	1,987.61	0.00	6,860.61
645.000 · Staff Meetings/Retreats	2,023.89	2,145.76	-121.87	0.00	2,023.89
650.000 · Meetings & Travel	1,213.74	299.47	914.27	0.00	1,213.74
670.000 · Occupancy Expense	16,958.34	23,755.86	-6,797.52	24,000.00	-7,041.66
673.000 · Electric Expense	8,377.45	7,609.29	768.16	7,935.00	442.45
674.000 · Trash Expense	1,361.47	0.00	1,361.47	0.00	1,361.47
677.000 · Water Expense	860.82	308.70	552.12	360.00	500.82
680.000 · Postage	3,531.21	3,343.83	187.38	3,360.00	171.21
690.000 · Communications Expenses	11,002.08	9,852.55	1,149.53	8,120.00	2,882.08
700.000 · Office Supplies	4,150.50	3,050.75	1,099.75	3,600.00	550.50
710.000 · Equipment Rental	11,448.42	7,186.00	4,262.42	9,468.00	1,980.42
715.000 · Equipment Purchase	1,356.07	0.00	1,356.07	0.00	1,356.07
720.000 · Equipment Maintenance	34,088.12	28,335.00	5,753.12	28,800.00	5,288.12
730.000 · Depreciation	26,673.76	29,307.17	-2,633.41	29,141.88	-2,468.12
750.000 · Professional Fees	24,924.00	7,700.00	17,224.00	5,300.00	19,624.00
788.000 · Other Staff Expenses	5,045.48	0.00	5,045.48	0.00	5,045.48
789.000 · Bank and Credit Card Fees	10,507.34	13,056.85	-2,549.51	15,840.00	-5,332.66
790.000 · Miscellaneous Expense	4,281.13	610.84	3,670.29	600.00	3,681.13
Total Expense	<u>1,177,417.72</u>	<u>1,187,101.00</u>	<u>-9,683.28</u>	<u>1,246,469.94</u>	<u>-69,052.22</u>
Net Ordinary Income	-15,692.25	-110,343.71	94,651.46	-106,157.24	90,464.99

Joplin Area Chamber of Commerce

Statement of Operations

March 2022

	<u>Apr '21 - Mar 22</u>	<u>Apr '20 - Mar 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Other Income/Expense					
Other Income					
800.000 · Committee Divisions					
800.100 · Economic Development	8,142.13	4,476.26	3,665.87	5,575.00	2,567.13
800.200 · Business Development	45,465.06	4,281.85	41,183.21	62,920.00	-17,454.94
800.300 · Governance	-436.52	-135.00	-301.52	-2,000.00	1,563.48
800.400 · Member Services	5,371.27	9,687.66	-4,316.39	7,883.00	-2,511.73
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	1,047.85	-1,347.00	2,394.85	6,320.00	-5,272.15
900.520 · Morning Brew	9,102.09	6,502.42	2,599.67	16,720.00	-7,617.91
900.525 · Business After Hours	9,713.87	3,636.00	6,077.87	15,320.00	-5,606.13
900.530 · Golf Tournament	18,263.94	16,300.35	1,963.59	11,840.00	6,423.94
Total 800.500 · Spec Events	38,127.75	24,854.00	13,273.75	61,059.00	-22,931.25
800.600 · Communications	-16,039.65	-16,657.33	617.68	-16,649.88	610.23
800.800 · Chamber Work Groups	-10,219.63	5,659.54	-15,879.17	-8,960.00	-1,259.63
Total 800.000 · Committee Divisions	70,410.41	32,166.98	38,243.43	109,827.12	-39,416.71
820.100 · Employee Fund	0.00	-2,939.97	2,939.97		
Total Other Income	70,410.41	29,227.01	41,183.40	109,827.12	-39,416.71
Net Other Income	70,410.41	29,227.01	41,183.40	109,827.12	-39,416.71
Net Income	54,718.16	-81,116.70	135,834.86	3,669.88	51,048.28

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of March 31, 2022

	Mar 31, 22	Mar 31, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	10,372.82	7,341.92	3,030.90
Total Checking/Savings	10,372.82	7,341.92	3,030.90
Other Current Assets			
Due From (To) City	37,002.48	23,012.62	13,989.86
Due From (To) Other Funds			
Due From (To) Chamber	-24,668.05	-11,013.61	-13,654.44
Due From (To) MOKAN	-4,125.72	-4,084.22	-41.50
Total Due From (To) Other Funds	-28,793.77	-15,097.83	-13,695.94
Total Other Current Assets	8,208.71	7,914.79	293.92
Total Current Assets	18,581.53	15,256.71	3,324.82
Fixed Assets			
Furniture and Equipment	8,344.05	13,614.09	-5,270.04
Total Fixed Assets	8,344.05	13,614.09	-5,270.04
TOTAL ASSETS	26,925.58	28,870.80	-1,945.22
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	80.97	11,176.96	-11,095.99
Total Accounts Payable	80.97	11,176.96	-11,095.99
Total Current Liabilities	80.97	11,176.96	-11,095.99
Total Liabilities	80.97	11,176.96	-11,095.99
Equity			
Retained Earnings	18,049.27	34,064.63	-16,015.36
Net Income	8,795.34	-16,370.79	25,166.13
Total Equity	26,844.61	17,693.84	9,150.77
TOTAL LIABILITIES & EQUITY	26,925.58	28,870.80	-1,945.22

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

November 2021 through March 2022

	<u>Nov '21 - Mar 22</u>	<u>Nov '20 - Mar 21</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
Income-Funds from City	96,102.12	71,323.90	24,778.22
Total Income	<u>96,102.12</u>	<u>71,323.90</u>	<u>24,778.22</u>
Expense			
Administrative Expenses	9,383.30	0.00	9,383.30
Business Attraction/Retention	65.96	0.00	65.96
Choose Joplin Campaign	0.00	6,237.28	-6,237.28
Communications/Mobile/Internet	191.94	1,961.66	-1,769.72
Data Systems & Equip Support	0.00	8,874.18	-8,874.18
Depreciation	2,195.85	2,195.85	0.00
Economic Partnerships	13,407.93	0.00	13,407.93
Marketing & Promotions	18,247.67	18,375.94	-128.27
Mtgs & Travel/ Prospect Host	619.33	554.78	64.55
Professional Development	1,819.80	2,695.00	-875.20
Regional E-Marketing	0.00	1,000.00	-1,000.00
Regional Trade Shows	0.00	750.00	-750.00
Salaries	41,250.00	41,250.00	0.00
Website Development/Hosting	0.00	3,800.00	-3,800.00
Workforce Development	125.00	0.00	125.00
Total Expense	<u>87,306.78</u>	<u>87,694.69</u>	<u>-387.91</u>
Net Ordinary Income	<u>8,795.34</u>	<u>-16,370.79</u>	<u>25,166.13</u>
Net Income	<u><u>8,795.34</u></u>	<u><u>-16,370.79</u></u>	<u><u>25,166.13</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of March 31, 2022

	<u>Mar 31, 22</u>	<u>Mar 31, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
002 · US Bank - Money Market	9,415.60	9,594.69	-179.09
001 · US Bank - General Fund	-22,533.33	29,271.71	-51,805.04
003 · US Bank - Innovation Center	95,047.55	65,777.16	29,270.39
005 · Restricted - Bus Recovery Fund	11,422.36	12,257.86	-835.50
Total Checking/Savings	<u>93,352.18</u>	<u>116,901.42</u>	<u>-23,549.24</u>
Accounts Receivable			
020 · Accounts Receivable	49,014.69	44,939.80	4,074.89
Total Accounts Receivable	<u>49,014.69</u>	<u>44,939.80</u>	<u>4,074.89</u>
Other Current Assets			
032 · Prepaid Insurance	3,494.10	3,210.00	284.10
019 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	-20,456.95	-21,172.76	715.81
019 · Due From (To) Other Funds - Other	553.96	0.00	553.96
Total 019 · Due From (To) Other Funds	<u>-19,902.99</u>	<u>-21,172.76</u>	<u>1,269.77</u>
031 · Prepaid Expenses	1,816.42	0.00	1,816.42
Total Other Current Assets	<u>-14,592.47</u>	<u>-17,962.76</u>	<u>3,370.29</u>
Total Current Assets	<u>127,774.40</u>	<u>143,878.46</u>	<u>-16,104.06</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,728,425.45	1,779,208.85	-50,783.40
179 · ATTC Building Improvements	1,555,926.41	1,599,782.45	-43,856.04
177 · ATTC Equipment	636,420.66	909,172.26	-272,751.60
175 · ATTC Furniture & Fixtures	40,316.39	57,594.83	-17,278.44
150 · Foundation Furniture & Fixtures	-0.02	815.86	-815.88
166 · IC Leasehold Improvements	33,923.22	41,231.34	-7,308.12
152 · Innovation Center F & F	10,111.61	12,061.37	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,165,335.31	1,213,623.43	-48,288.12
Total Fixed Assets	<u>5,232,403.52</u>	<u>5,675,434.88</u>	<u>-443,031.36</u>
Other Assets			
055.900 · Notes Receivable - BRF Loans	0.00	2,385.16	-2,385.16
Total Other Assets	<u>0.00</u>	<u>2,385.16</u>	<u>-2,385.16</u>
TOTAL ASSETS	<u><u>5,360,177.92</u></u>	<u><u>5,821,698.50</u></u>	<u><u>-461,520.58</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of March 31, 2022

	<u>Mar 31, 22</u>	<u>Mar 31, 21</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 · Accounts Payable	11,769.16	10,542.81	1,226.35
Total Accounts Payable	<u>11,769.16</u>	<u>10,542.81</u>	<u>1,226.35</u>
Credit Cards			
204 · US Bank Credit Card	3,849.28	2,088.43	1,760.85
Total Credit Cards	<u>3,849.28</u>	<u>2,088.43</u>	<u>1,760.85</u>
Other Current Liabilities			
208 · Deferred Income			
221.110 · Deferred Income - Golden Apple	1,200.00	5,000.00	-3,800.00
225.520 · Deferred Income -Arts	0.00	8,949.96	-8,949.96
226.000 · Deferred Income-Lease	1,177.50	2,975.00	-1,797.50
Total 208 · Deferred Income	<u>2,377.50</u>	<u>16,924.96</u>	<u>-14,547.46</u>
247.000 · Deposits Held	9,155.00	8,931.01	223.99
Total Other Current Liabilities	<u>11,532.50</u>	<u>25,855.97</u>	<u>-14,323.47</u>
Total Current Liabilities	<u>27,150.94</u>	<u>38,487.21</u>	<u>-11,336.27</u>
Total Liabilities	27,150.94	38,487.21	-11,336.27
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	-450,184.31	-437,348.26	-12,836.05
Total Equity	<u>5,333,026.98</u>	<u>5,783,211.29</u>	<u>-450,184.31</u>
TOTAL LIABILITIES & EQUITY	<u><u>5,360,177.92</u></u>	<u><u>5,821,698.50</u></u>	<u><u>-461,520.58</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations

April 2021 through March 2022

	Apr '21 - Mar 22	Apr '20 - Mar 21	\$ Change	Budget	\$ Over Budget
Ordinary Income/Expense					
Income					
415 · MOBEC Grant Matching Funds	0.00	64,000.00	-64,000.00	64,000.00	-64,000.00
401 · Contributions	12,245.00	11,468.60	776.40	10,800.00	1,445.00
411 · Grants	49,928.69	46,464.38	3,464.31	102,200.62	-52,271.93
422 · Income - Interest	20.20	134.56	-114.36	0.00	20.20
425 · Income - Miscellaneous	11,546.28	16,973.67	-5,427.39	7,800.00	3,746.28
Total Income	73,740.17	139,041.21	-65,301.04	184,800.62	-111,060.45
Gross Profit	73,740.17	139,041.21	-65,301.04	184,800.62	-111,060.45
Expense					
760 · Grant Disbursement	40,207.20	32,747.93	7,459.27	102,200.62	-61,993.42
725 · Equipment Purchase	130.28	0.00	130.28	0.00	130.28
787 · Bank Fees	195.00	239.00	-44.00	180.00	15.00
690 · Communications	205.02	720.68	-515.66	700.00	-494.98
730 · Depreciation	815.88	2,244.48	-1,428.60	2,244.48	-1,428.60
720 · Equipment Maint	671.40	1,290.15	-618.75	671.40	0.00
785 · Insurance Expense	0.00	687.00	-687.00	0.00	0.00
645 · Marketing	872.19	0.00	872.19	0.00	872.19
650 · Meetings	924.78	125.19	799.59	0.00	924.78
790 · Miscellaneous Expense	270.60	28,635.25	-28,364.65	0.00	270.60
700 · Office Supplies	211.04	0.00	211.04	0.00	211.04
640 · Professional Development	0.00	100.00	-100.00	0.00	0.00
750 · Professional Fees	6,668.40	5,049.00	1,619.40	2,700.00	3,968.40
610 · Program Service Fee	54,000.00	54,000.00	0.00	54,000.00	0.00
635 · Property Tax	18,552.78	0.00	18,552.78	0.00	18,552.78
840 · Seminars	99.00	0.00	99.00	0.00	99.00
Total Expense	123,823.57	125,838.68	-2,015.11	162,696.50	-38,872.93
Net Ordinary Income	-50,083.40	13,202.53	-63,285.93	22,104.12	-72,187.52
Other Income/Expense					
Other Income					
800 · Committee Divisions					
1 Million Cups	-249.23	0.00	-249.23	0.00	-249.23
800.500 · Cultural Affairs	8.57	0.00	8.57	0.00	8.57
800.800 · All Kids Bike	4.03	0.00	4.03	0.00	4.03
800.900 · Business Recovery Fund	-582.00	0.00	-582.00	0.00	-582.00
800.101 · Education			0.00	0.00	0.00
951.130 · Technology Summit	8,635.28	0.00	8,635.28	0.00	8,635.28
951.180 · Chamber Academy	19.00	36.30	-17.30	0.00	19.00
951.160 · Tomorrows Leaders Today	7,650.55	-745.84	8,396.39	2,360.00	5,290.55
951.110 · Golden Apple	396.10	10,213.40	-9,817.30	8,870.00	-8,473.90
Total 800.101 · Education	16,700.93	9,503.86	7,197.07	11,230.00	5,470.93
800.200 · Leadership Joplin	22,536.58	23,986.50	-1,449.92	900.00	21,636.58
800.400 · Young Professionals Network	-1,129.82	892.34	-2,022.16	-1,567.00	437.18
Total 800 · Committee Divisions	37,289.06	34,382.70	2,906.36	10,563.00	26,726.06
Total Other Income	37,289.06	34,382.70	2,906.36	10,563.00	26,726.06
Net Other Income	37,289.06	34,382.70	2,906.36	10,563.00	26,726.06
Net Income	-12,794.34	47,585.23	-60,379.57	32,667.12	-45,461.46

Joplin Area Chamber of Commerce Foundation

Statement of Operations-ATTC

April 2021 through March 2022

	Apr '21 - Mar 22	Apr '20 - Mar 21	\$ Change	Budget	\$ Over Budget
Ordinary Income/Expense					
Income					
425 · Income - Miscellaneous	11,100.00	1,000.00	10,100.00	11,100.00	0.00
431 · Late Fee Income	0.00	62.60	-62.60	0.00	0.00
426 · Lease Income	234,152.71	214,112.44	20,040.27	235,700.00	-1,547.29
427 · Lease Utility Income	35,290.51	30,257.10	5,033.41	30,190.00	5,100.51
Total Income	280,543.22	245,432.14	35,111.08	276,990.00	3,553.22
Gross Profit	280,543.22	245,432.14	35,111.08	276,990.00	3,553.22
Expense					
674 · Trash Expense	3,625.51	0.00	3,625.51	0.00	3,625.51
725 · Equipment Purchase	5,354.80	0.00	5,354.80	0.00	5,354.80
611 · Administrative Fee	80,625.00	117,233.24	-36,608.24	75,000.00	5,625.00
787 · Bank Fees	0.00	1.45	-1.45	0.00	0.00
690 · Communications	11,794.37	18,008.64	-6,214.27	8,460.00	3,334.37
730 · Depreciation	384,669.48	384,669.48	0.00	384,669.48	0.00
671 · Electric Expense	51,818.90	44,663.79	7,155.11	47,025.00	4,793.90
720 · Equipment Maint	19,535.35	1,488.80	18,046.55	0.00	19,535.35
672 · Gas Expense	9,786.13	7,037.65	2,748.48	8,245.00	1,541.13
785 · Insurance Expense	31,233.68	28,665.57	2,568.11	31,800.00	-566.32
645 · Marketing	0.00	0.00	0.00	1,200.00	-1,200.00
650 · Meetings	31.60	60.00	-28.40	0.00	31.60
790 · Miscellaneous Expense	0.00	0.00	0.00	1,500.00	-1,500.00
670 · Occupancy Expense					
670.60 · Miscellaneous	965.12	0.00	965.12	0.00	965.12
670.50 · Keys/Locks	292.07	0.00	292.07	0.00	292.07
670.40 · Equip Monitoring/Inspections	1,035.41	0.00	1,035.41	0.00	1,035.41
670.30 · Grounds Maintenance	1,645.00	0.00	1,645.00	0.00	1,645.00
670.20 · Janitorial Services/Supplies	36,597.84	0.00	36,597.84	0.00	36,597.84
670.10 · Building Maintenance	34,361.00	0.00	34,361.00	0.00	34,361.00
670 · Occupancy Expense - Other	0.00	34,862.80	-34,862.80	56,390.00	-56,390.00
Total 670 · Occupancy Expense	74,896.44	34,862.80	40,033.64	56,390.00	18,506.44
700 · Office Supplies	0.00	59.00	-59.00	0.00	0.00
750 · Professional Fees	0.00	752.43	-752.43	0.00	0.00
635 · Property Tax	0.00	12,143.04	-12,143.04	12,000.00	-12,000.00
673 · Water/Sewer Expense	4,031.38	2,350.01	1,681.37	2,430.00	1,601.38
Total Expense	677,402.64	651,995.90	25,406.74	628,719.48	48,683.16
Net Ordinary Income	-396,859.42	-406,563.76	9,704.34	-351,729.48	-45,129.94
Net Income	-396,859.42	-406,563.76	9,704.34	-351,729.48	-45,129.94

Joplin Area Chamber of Commerce Foundation

Statement of Operations-NIC

April 2021 through March 2022

	<u>Apr '21 - Mar 22</u>	<u>Apr '20 - Mar 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
401 · Contributions	0.00	10,000.00	-10,000.00	0.00	0.00
411 · Grants	70,199.75	63,079.75	7,120.00	0.00	14,040.00
425 · Income - Miscellaneous	11,160.00	0.00	11,160.00	0.00	60.00
426 · Lease Income	86,820.79	84,965.88	1,854.91	22,146.00	145.42
Total Income	<u>168,180.54</u>	<u>158,045.63</u>	<u>10,134.91</u>	<u>22,146.00</u>	<u>14,245.42</u>
Gross Profit	168,180.54	158,045.63	10,134.91	22,146.00	14,245.42
Expense					
674 · Trash Expense	1,361.46	0.00	1,361.46	0.00	376.38
760 · Grant Disbursement	0.00	38,597.07	-38,597.07	0.00	0.00
611 · Administrative Fee	75,000.00	75,000.00	0.00	18,750.00	0.00
690 · Communications	13,080.52	7,070.67	6,009.85	1,642.50	-495.04
730 · Depreciation	57,546.00	58,401.46	-855.46	13,988.49	398.01
671 · Electric Expense	11,777.21	11,686.92	90.29	1,730.00	239.77
720 · Equipment Maint	7,090.68	5,353.55	1,737.13	0.00	2,416.59
672 · Gas Expense	3,029.42	2,450.65	578.77	1,635.00	402.74
785 · Insurance Expense	10,411.22	9,555.19	856.03	2,475.00	145.56
645 · Marketing	714.90	1,000.00	-285.10	300.00	-300.00
650 · Meetings	0.00	60.00	-60.00	0.00	0.00
790 · Miscellaneous Expense	174.22	11.25	162.97	150.00	-150.00
670 · Occupancy Expense					
670.60 · Miscellaneous	557.45	0.00	557.45	0.00	42.44
670.50 · Keys/Locks	897.00	0.00	897.00	0.00	195.00
670.40 · Equip Monitoring/Inspections	1,744.50	0.00	1,744.50	0.00	812.50
670.30 · Grounds Maintenance	4,014.00	0.00	4,014.00	0.00	600.00
670.20 · Janitorial Services/Supplies	17,677.92	0.00	17,677.92	0.00	5,729.50
670.10 · Building Maintenance	988.00	0.00	988.00	0.00	-362.00
670 · Occupancy Expense - Other	0.00	18,759.59	-18,759.59	6,855.00	-6,855.00
Total 670 · Occupancy Expense	<u>25,878.87</u>	<u>18,759.59</u>	<u>7,119.28</u>	<u>6,855.00</u>	<u>162.44</u>
700 · Office Supplies	125.00	0.00	125.00	0.00	0.00
750 · Professional Fees	0.00	752.42	-752.42	0.00	0.00
635 · Property Tax	0.00	6,655.62	-6,655.62	0.00	0.00
673 · Water/Sewer Expense	2,521.59	1,060.97	1,460.62	255.00	405.29
Total Expense	<u>208,711.09</u>	<u>236,415.36</u>	<u>-27,704.27</u>	<u>47,780.99</u>	<u>3,601.74</u>
Net Ordinary Income	<u>-40,530.55</u>	<u>-78,369.73</u>	<u>37,839.18</u>	<u>-25,634.99</u>	<u>10,643.68</u>
Net Income	<u><u>-40,530.55</u></u>	<u><u>-78,369.73</u></u>	<u><u>37,839.18</u></u>	<u><u>-25,634.99</u></u>	<u><u>10,643.68</u></u>

Incubator Activity April 2022

Doug Hunt, Director of Entrepreneurship

Joseph Newman Innovation Center (NIC):

- The NIC has only one private space available.
- Coworking space has a total of four hot desk members and seven dedicated memberships.
- The southwest exit door is now scheduled to be replaced by 4/30/22.

Advanced Training & Technology Center (ATTC):

- The ATTC has only one office space available.
- The east side elevator has been repaired and is scheduled for inspection by the State Fire Marshal's Office.
- Getting quote to box in the top of the east side elevator to prevent rain from getting in the elevator.
- Proceeding with plans for a marked handicap space for the west entrance.

Programming:

- 1 Million Cups (1MC) celebrated its first anniversary on April 6 with a record 70 people attending. The group is reviewing current sponsorships and making long-term plans for a possible new location. New organizers are currently being recruited.
- Chamber Academy has 187 registered members, with 79 new members since last month.
- Ideas on Tap has been canceled several times over the past few months due to scheduling conflicts and weather. With only two to four attending as an average, unless there is future interest, this will be removed from the calendar.
- April e-Commerce Meetup was hosted by Oh-Ga-Paw Coffee. There was a total of seven in attendance. The tour was documented and produced into a video by Doug Hunt as a promotional piece for future e-commerce events and posted on social media.
- The timeline and framework for the 2022 Joplin Regional Innovation & Technology Summit continue to progress. Two speaker tracks have been decided on with three additional tracks to be determined. Sponsors are also being secured. The next planning meeting will take place on Monday, May 9, 2022.
- The Kansas Leadership Center (KLC) selected Joplin as a stop for the entrepreneurial ecosystem listening tour on behalf of the Kauffman Foundation. Doug Hunt sought this opportunity to highlight Joplin's developing entrepreneurial ecosystem. The KLC was very impressed and is considering Joplin as a template program.

Networking Events

Special Events

- Annual Banquet is April 28. Over 500 attendees
- Leadership Joplin's Health Care session is April 28
- Tomorrow's Leaders Today Graduation is May 2
- JACC Morning Brew is May 20 at Keller Williams Realty
- Business After Hours is May 4 at Lakeland Office Systems. Date change to celebrate Cinco De Mayo
- Business EXPO is January 24 and 25 at Downstream. 2021 exhibitors have first right of refusal for their same booth space until May 1
- Hot Links is June 3 and September 30. Accepting registrations

Membership Summary Report April 1, 2022 – April 20, 2022

Year to date

Membership Previous (April 1, 2022)	805
Joined (New)	10
Dropped	7
Total membership	808 (net 3)

New Members March 23, 2022 – April 20, 2022

Dermatology & Skin Cancer Center
Airodigital LLC
Mense CPA Firm LLC
LDM Trading, LLC
Counter Culture DIY
Mowed Over Mowing & Landscaping
Bard-Adams, Esther
Hope Malloy
Pro X Property Management
Wholesale Electric Supply

Dropped Members March 23, 2022 – April 20, 2022

Fresenius Medical Care
Minnie Hackney Community Services
Mid-States Mechanical Services
Milton David Residential Roofing
Norbury Electric
Solera Energy
Trailer Perk Girls

Year to date **April 1, 2021 – March 31, 2022**

Membership Previous (April 1, 2021)	754
Joined (New)	136
Dropped	85
Total membership March 31, 2022	805 (net 51)

Livability Workgroups, new enrollees, and actions month-to-date:

Chamber Gives Back: Jessica Carr and Dana Pim, Erin (Chamber Staff Liaison)

2022-2023

- April | Community Garden Crosslines, 8 volunteers, 12.25 hours
- YTD hours / Goal 300 Hours (increased 25 hours from 2021-2022)

Upcoming Volunteer Opportunities:

- Crosslines | May 2 | [Sign Up](#)
- Paint the Parks | Saturday, May 14 | [Sign Up](#)
- Chamber Gives back is grateful to Liberty for continuing to sponsor the work group's efforts beginning April 2022 through March 2023. With the support of Liberty, this will allow the group to hold the annual river clean-up and purchase supplies for volunteer activities around the community.

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

- **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:** “Paint the Parks”. on Saturday, May 14th, 10:00-12:30 and 1:00-3:30
<https://www.signupgenius.com/go/30E0A4EAEA922A1FF2-chamber4>.

Worksite workgroup: Wellness for Business series starts April 27, from 12:00 – 1:30. Sign up and learn more [here](#).

- 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.
- YPN Exec committee has two new individuals who have agreed to lead the trails and connectivity work group starting in April. Luke Gibson and Anthony Monteleone.
- 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. Courageous Conversation public event will be scheduled soon. The large annual EDI event will take place in downtown Joplin during Third Thursday.

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. The EdTalk topic for April 28 is “Define Culture Before It’s Defined For You.”

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

- The Choose Joplin App is available in the App Store and Google Play. We will officially announce the app at the Chamber banquet in April. The team has produced a 30-second video.
- The team has a goal of 4 blog posts this year for Choose Joplin, highlighting individuals who are doing amazing things in the community.

March/April 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 low.

2.8% (considered full employment)
Joplin Metro Unemployment Rate

#1

The Joplin metro has the highest job growth of Missouri's top eight metros with a 2.8% increase since February 2020. (US Census Data)

#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)

#2 Joplin ranked for most minority-owned businesses by city size (smartestdollar.com)

Area	February
Columbia MSA	2.3
Jefferson City MSA	2.4
Springfield MSA	2.5
Joplin MSA	2.8
Kansas City MSA	3.3
St. Louis MSA	3.5

MARKETING AND PROMOTION

JIDA & Industrial Parks

- Crossroads recent 25-acre sale for major Class A warehouse. Another 55 acres are under negotiation.
- JIDA continues investigating an acquisition of large properties as a phase two industrial park buildout, accommodating future commercial and industrial growth. Working with the City of Joplin on area infrastructure to accommodate growth. Major industries looking for large tracks, 100 ac, as high as 700.
- Wildwood Industrial Park promotions continue with BNSF rail certification and 32nd Street improvements improving position, but 20th Street continues to be a impediment.
- Working on a livability promotional campaign, #ChooseRightHere. The idea is 1 hour, 1 day, 1 weekend - showcasing local and regional quality of life community activities. Ties to housing and workforce needs. Promo in Joplin Globe Guide in May.
- Contracting for drone aerial footage for industrial properties promotions in the region targeting Neosho first, then Pittsburg, and Columbus. Have already captured Joplin's Crossroads, Wildwood, The Caverns, and Lamar's Johnson Park.

Joplin and Regional

- *New* - Rail Freight Analysis Request for Qualifications posting on hold. The intent is to quantify commodities in and out of the region and identify opportunities and locations for distribution investments like warehousing and transload.
- *New* - [Foreign Direct Investment International trade magazine promos](#) ran December/January. The current promo underway for the summer edition showcases area workforce and community attributes to foreign investment site selectors and CEOs from Europe and the UK.
- *New* – MOKAN didn't receive the \$45,000 grant request to The Philanthropic Society for the "ChooseRightHere" livability promotion, but pleased MOSO CAPS is a finalist!
- Joplin Globe Guide, May 2022, will in part focus on housing, quality of place/livability, and used as a business tool for economic development efforts.



BUSINESS ATTRACTION AND RETENTION

Joplin continues to attract major food and beverage manufacturing, distribution operations, and supply chains. Emerging efforts focus on housing/livability, health/education, and technology sectors.

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.

- *New* Project Spaghetti (attraction) – International site selector team has visited Joplin twice this spring looking for 30,000 sq ft warehousing and light manufacturing.
- *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.
- Project Cannon (relocation) – large regional production and retail facility interested in consolidating to bigger Joplin market holding re: inflation.
- Project Starburst (retention/expansion) added 90 new production positions in 2021 and an expansion (\$10 million); Phase II expands major warehousing and land sale pending.
- Over thirty other projects in the pipeline in various stages of inquiry and qualification.

Small Business and Entrepreneurial Development

- *New* – Angel Investment Fund has been created with the initial seed contribution of \$90,000 from the Joplin Capital Corporation. Ask me about leveraging this gift for additional matching support.
- The Joplin Chamber of Commerce and MOKAN contracting with Heartland Forward, an entrepreneur development program under Walmart Family Foundation. \$20,000 match was raised to launch 10 applicants in May. Intended to identify and jump-start strategic industries.
- Kauffman Foundation's, Heartland Together's site visit went well and resulted in Joplin on a shortlist of possible pilot communities with upcoming entrepreneur development grants.

WORKFORCE and TRAINING

New – MOKAN’s Amy successfully working with Olsson and Stronghold on CAPS and apprenticeship program development.

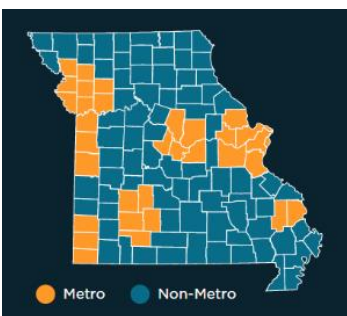
New – May 11, MOKAN and Joplin Chamber developing a “Selling Joplin” workshop for area employers and stakeholders to gather tools and attributes to develop a common promotional theme to use when recruiting.

New – MOKAN working with Grow Granby, a new downtown/community development economic group focused on revitalization.

New – Developing a relationship with the Missouri Association of Manufacturers to expand beyond Kansas City and St. Louis promotion into Joplin and southwest Missouri.

In the wake of the pandemic, the major focus continues around business outreach and refining our retention efforts. Amy recently created and Business Retention and Expansion guideline to bolster efforts. MOKAN board members have stepped up to assist in outreach and making connections.

We continue 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.



Latest employer data from Missouri’s Economic Research and Information Center

<https://meric.mo.gov/media/pdf/missouri-workforce-2021-employer-survey-report>

Takeaways:

A total of 834 Missouri companies, with five employees or more, were surveyed in June and July of 2021 to assess the state of the workforce from the employers’ point of view. A few key themes from the survey:

- Fifty-five percent of employers plan to expand employment over the next 12 months.
- The top barrier to expanding employment is a shortage of workers with knowledge or skills, which increased significantly from previous years, from 47 percent in 2019 and 2020 to 60 percent in 2021.
- Poor work habits were the most frequently cited shortcoming, along with lack of critical thinking, lack of general business or industry knowledge, and lack of communication or interpersonal skills.
- Shortcomings of skilled applicants were higher in 2021 than in previous years, particularly in Skilled Trades, where 72 percent of employers reported a shortage in 2021 compared to 60 percent in 2020 and 49 percent in 2019.
- Patient Care was another area with applicant shortages, especially in non-metro areas.
- Employers in 2021 were more likely to hire from outside the local area (52% in 2021 vs. 33% in 2019) and offer increased wages (64% in 2021 vs. 49% in 2019) to meet skill shortages.
- The top business concerns looking forward are attracting or retaining talent, financial impacts on operations, and supply chain disruptions.