



**JOPLIN**  
AREA CHAMBER OF COMMERCE  
**Board of Directors Meeting – In-person and Zoom Meeting**  
**Monday, May 23, 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 April Minutes – Betsy Kissel
- Approve April Financials – Betsy Kissel
- Approve 2022/2023 Chamber and Foundation Budgets –Tonya Sprenkle & Todd Chenault (as recommended for approval by the Finance & Audit Committee)

**12:15 New Business –**

- Presidential Search Update – Jeremy Drinkwitz/Betsy Kissel
- Heartland Forward Update –May Start – Tony Robyn/Chad Evans
- “Selling Joplin” – Half-day workshop for employers and stakeholders - May 24 – Tony Robyn
- Reaccreditation Progress – Jordan Bolinger/Tonya Sprenkle
- Proposition Public Safety Tax discussion –Nick Edwards
- Roy Blunt “thank you” Reception discussion – Tony Robyn

**12:30 Adjourn to Executive Session**

**Next Meeting: Monday, June 27, 2022, Chamber Office, Liberty Room, meeting begins at 12:00 pm**

**Reminder to all: No meeting in July. Lisa will send out an information packet to all.**

Joplin Area Chamber of Commerce  
Board of Directors Meeting and  
Zoom Conference Call  
April 25, 2022

Minutes

Attended/Zoom: Jordan Bolinger, Todd Chenault, Kim Cox, Mattie Crossland, Jeremy Drinkwitz, Chad Evans, Alex Gandy, Chad Greer, Carlos Haley, Jerrod Hogan, Betsy Kissel, Melodee Colbert-Kean, Katrina Richards, Dr. Kerry Sachetta, Melissa Smith, Dustin Storm, Dr. Dean Van Galen

Absent: John Bartosh, Jim Dalrymple, Nick Edwards, Lori Haun, Dr. Brad Hodson, Mayor Doug Lawson, Dr. Melinda Moss, Howie Nunnally, Bill Reiboldt, Dr. Laura Rosch, Matt Stewart, Stormy Worden

Staff: Tony Robyn, Tonya Sprenkle

I. Betsy Kissel, Call to Order

II. Approval of March Minutes

- A. Chad Evans moved to approve the consent agenda as presented and seconded by Dr. Van Galen. Motion passed.
- B. Todd Chenault moved to approve the March Minutes and seconded by Jordan Bolinger. Motion passed.
- C. March financials presented by Tonya. March financials were in your Board packet; please see them for the details. Jeremy Drinkwitz moved to approve the March financials and seconded by Chad Greer. Motion passed.

III. New Business

A. Presidential search update presented by Jeremy Drinkwitz/Betsy Kissel. Jeremy stated that the Board will be interviewing Travis Stephens tomorrow. Betsy has sent everyone the schedule of times to meet with Travis. The second finalist has withdrawn. Jeremy added there are one or two local people who are interested, but the committee has not decided to wait and see if Travis is the right choice before entertaining the other two candidates. 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 on May 12th, in Bentonville, Heartland Forward will make an announcement regarding all the recipients. Doug Hunt will be attending that summit. There will be a 20-day application window then announce the recipients on June 8th.

C. Joplin Housing Roundtable for Construction Stakeholders presented by Tony Robyn. May 11th will be the first meeting to discuss the need for housing.

D. Missouri Manufacturing Association Lunch and Learn presented by Tony Robyn. Tony stated that he met with the new director of Missouri Association of Manufacturing . (MAM) They are working on partnership development in southwest Missouri and have mainly worked in the Springfield area. Tony invited them here to do a roundtable with our manufacturing managers and leadership on May 11th.

E. Selling Joplin is a half-day workshop for employers and stakeholders presented by Tony Robyn. Tony stated that they will pull information from, media, Choose Joplin, and Choose Right Here, and share that with stakeholders on May 24.

F. Reaccreditation underway presented by Tonya Sprenkle. Tonya stated this is running very slow. Jordan Bolinger has agreed to be the lead over all our volunteers. Different staff and volunteers are assigned to the nine areas of reaccreditation.

G. Joplin Capital Corporation (JCC) presented by Tonya Sprenkle. Tonya stated we have been working on closing JCC and moving the loan program funds to the MOKAN Partnership. The final steps are doing a final audit, closure steps for the corporation and closing out the account, and transferring those funds into the

MOKAN account. The loan funds will be dedicated to Jasper and Newton Counties. Members from the JCC and MOKAN Board will form a committee to guide how those funds are loaned out.

IV. Other Business

A. Banquet, Thursday, April 28th. Thank you to Stephanie for all her hard work.

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: April 30, 2022**

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

**Chamber:**

* Cash Position:	Average
* Accounts Receivable:	\$ 31,840.50
* Deferred Income 21/22 Fiscal Year:	\$ 194,903.18
* Deferred Income 22/23 Fiscal Year:	\$ 113.66
* Line of Credit-US Bank:	\$ -
* Membership Dues YTD Income:	\$ 31,984.70
* Net Income YTD:	\$ 25,560.47

**Foundation / Innovation Center:**

* Cash Position Foundation:	Average
* Cash Position Innovation Center:	Average
* Accounts Receivable:	\$ 19,578.65
* Accounts Receivable: Crowder	\$ 46,000.00
* Notes Receivable-BRF Loans:	\$ -
* Deferred Income 21/22 Fiscal Year:	\$ 1,805.00
* Deferred Income 22/23 Fiscal Year:	\$ -
* Line of Credit-US Bank:	\$ -
* Net Income YTD:	\$ (4,871.92)

**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:	\$ 32,822.84
Due to Chamber:	\$ 24,605.07
Due to MOKAN:	\$ 3,159.40

(ED charges paid by MOKAN)

**Financial Highlights:**

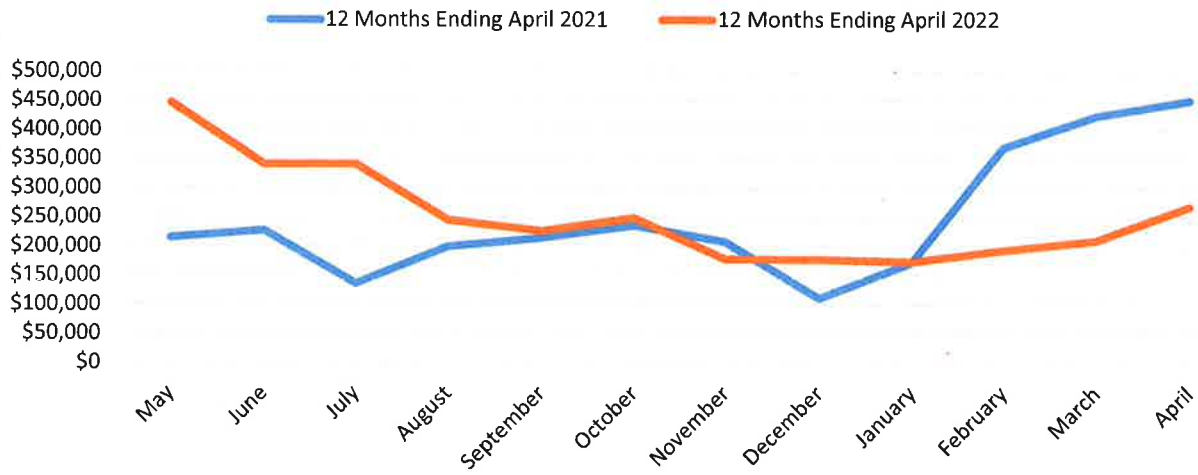
Chamber cash was higher in 2021 due to the PPE loan received in February 2021 and paid out in August 2021.

Budget drafts were submitted to management for approval March 10, 2022. Management has submitted adjustments to Finance May 5, 2022 and budgets are ready for Finance Committee approval.

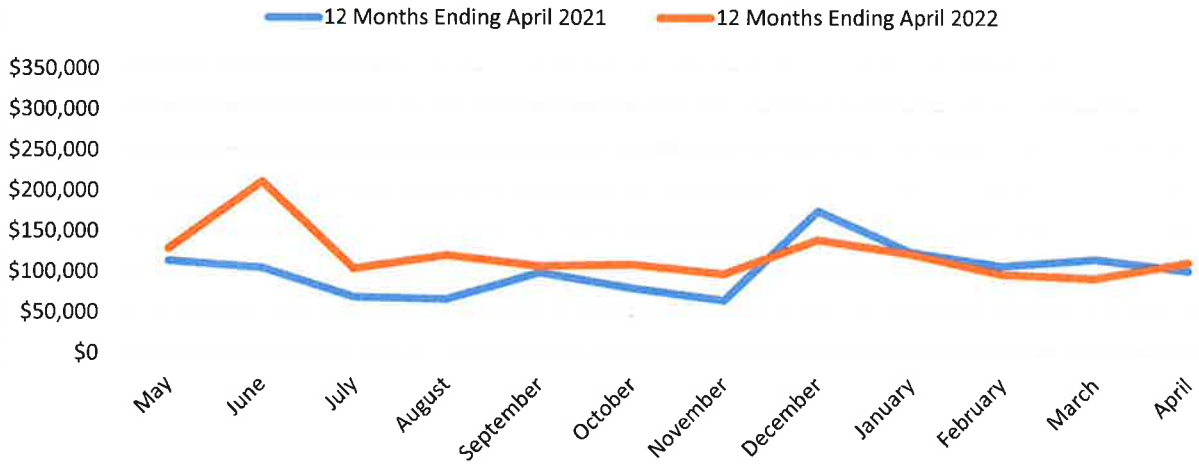
# Cash Flow Comparison

May - April

## Chamber Cash



## Foundation Cash



## Aged Open A/R

As of April 30, 2022

### Chamber

	Apr-22	Mar-22	Feb-22	Jan-22	Dec-21	Total Open
Total Amount:	26,468.50	1,736.00	2,200.00	1,000.00	400.00	31,804.50
% of Total Amount:	83.22%	5.46%	6.92%	3.14%	1.26%	

### Foundation

	Apr-22	Mar-22	Feb-22	Jan-22	Dec-21	Total Open
Amount:	9,758.25	125.00	-	4,695.40	5,000.00	19,578.65
Crowder Amount:	11,500.00	11,500.00	11,500.00	11,500.00	-	46,000.00
Total Amount:	21,258.25	11,625.00	11,500.00	16,195.40	5,000.00	65,578.65
% of Total Amount:	32.42%	17.73%	17.54%	24.70%	7.62%	

**DUE FROM (TO) ACCOUNT DETAILS**

April 2022

Memo	Amount
<b><u>Foundation Due to Chamber</u></b>	
Foundation Bills Paid by Chamber	268.00
Charges on Chamber Credit Card	963.40
Foundation Service Fee	4,500.00
NIC/ATTC Admin Fee	12,500.00
	<u>18,231.40</u>
<b><u>ED Due to Chamber</u></b>	
Due from City	20,156.07
Bills paid by Chamber	4,715.18
	<u>24,871.25</u>
<b><u>MOKAN Due to Chamber</u></b>	
MOKAN Bills Paid by Chamber	50.85
Monthly Service Fee	18,750.00
	<u>18,800.85</u>
<b><u>JIDA Due to Chamber</u></b>	
Admin Fees	1,200.00
	<u>1,200.00</u>
<b><u>JCIDA Due to Chamber</u></b>	
Admin Fee	100.00
	<u>100.00</u>
<b><u>MOCAP Due to Chamber</u></b>	
MOCAP Bills Paid by Chamber	-
Admin Fee	75.00
	<u>75.00</u>
<b><u>JCC Due to Chamber</u></b>	
Admin Fee	250.00
	<u>250.00</u>
<b><u>One Joplin Due to Chamber</u></b>	
Fiscal Agent Fees	1,300.00
Payroll Service Fees	200.00
	<u>1,500.00</u>
<b><u>BBJ Due to Chamber</u></b>	
Bills Paid by Chamber	990.27
	<u>990.27</u>
<b>TOTAL DUE FROM (TO) OTHER FUNDS</b>	<b>66,018.77</b>

Joplin Area Chamber of Commerce

Balance Sheet

As of April 30, 2022

	<u>Apr 30, 22</u>	<u>Apr 30, 21</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
011 · US Bank - Checking	268,171.40	451,318.10	-183,146.70
<b>Total Checking/Savings</b>	<u>268,171.40</u>	<u>451,318.10</u>	<u>-183,146.70</u>
<b>Accounts Receivable</b>			
012 · Accounts Receivable	31,804.50	11,273.12	20,531.38
<b>Total Accounts Receivable</b>	<u>31,804.50</u>	<u>11,273.12</u>	<u>20,531.38</u>
<b>Other Current Assets</b>			
010 · Petty Cash	250.00	208.15	41.85
014 · Due From (To) Staff	-199.06	-135.24	-63.82
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	18,231.40	24,628.41	-6,397.01
022 · Due From (To) ED	24,871.25	11,565.73	13,305.52
023 · Due From (To) MOKAN	18,800.85	19,617.20	-816.35
024 · Due From (To) JIDA	1,200.00	1,322.65	-122.65
025 · Due From (To) JCIDA	100.00	100.00	0.00
026 · Due From (To) MOCAP	75.00	75.00	0.00
027 · Due From (To) JCC	250.00	250.00	0.00
028 · Due From (To) One Joplin	990.27	750.00	240.27
<b>Total 020 · Due From (To) Other Funds</b>	<u>64,518.77</u>	<u>58,308.99</u>	<u>6,209.78</u>
030 · Deposit - Bulk Mail	1,662.69	2,176.95	-514.26
031 · Prepaid Expenses	521.63	175.50	346.13
032 · Prepaid Insurance	3,310.93	3,830.98	-520.05
<b>Total Other Current Assets</b>	<u>70,064.96</u>	<u>64,565.33</u>	<u>5,499.63</u>
<b>Total Current Assets</b>	<u>370,040.86</u>	<u>527,156.55</u>	<u>-157,115.69</u>
<b>Fixed Assets</b>			
152.000 · Furniture & Equipment	25,217.95	32,764.91	-7,546.96
154.000 · Interior	4,709.47	9,847.15	-5,137.68
156.000 · 320 East 4th - Building	172,689.27	185,848.83	-13,159.56
158.000 · Grounds	5,380.30	0.00	5,380.30
160.000 · Land	76,562.56	76,562.56	0.00
<b>Total Fixed Assets</b>	<u>284,559.55</u>	<u>305,023.45</u>	<u>-20,463.90</u>
<b>TOTAL ASSETS</b>	<u><u>654,600.41</u></u>	<u><u>832,180.00</u></u>	<u><u>-177,579.59</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of April 30, 2022

	<u>Apr 30, 22</u>	<u>Apr 30, 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	61,541.35	8,982.09	52,559.26
<b>Total Accounts Payable</b>	<u>61,541.35</u>	<u>8,982.09</u>	<u>52,559.26</u>
<b>Credit Cards</b>			
200.100 · US Bank - Credit Card	8,470.65	7,424.69	1,045.96
<b>Total Credit Cards</b>	<u>8,470.65</u>	<u>7,424.69</u>	<u>1,045.96</u>
<b>Other Current Liabilities</b>			
200.300 · Due To United Way	0.00	97.25	-97.25
208.000 · Deferred Income - Renewal Dues	168,518.84	175,252.18	-6,733.34
217.000 · Deferred Income-Other			
217.130 · Deferred Income - Citizen Yr	0.00	2,000.00	-2,000.00
217.160 · Deferred Income - Econ Growth	1,000.00	0.00	1,000.00
217.180 · Deferred Income - EXPO	5,720.00	58,870.00	-53,150.00
217.310 · Deferred Income - Banquet	0.00	9,650.00	-9,650.00
217.320 · Deferred Income - GMJ	2,378.00	3,228.00	-850.00
217.330 · Deferred Income - Morning Brew	5,400.00	6,400.00	-1,000.00
217.340 · Deferred Income - BAH	3,000.00	4,200.00	-1,200.00
217.350 · Deferred Income - Golf	7,600.00	5,950.00	1,650.00
217.460 · Deferred Income - Member Emails	1,200.00	0.00	1,200.00
217.470 · Deferred Income - Mmbr Table	200.00	0.00	200.00
<b>Total 217.000 · Deferred Income-Other</b>	<u>26,498.00</u>	<u>90,298.00</u>	<u>-63,800.00</u>
<b>Total Other Current Liabilities</b>	<u>195,016.84</u>	<u>265,647.43</u>	<u>-70,630.59</u>
<b>Total Current Liabilities</b>	<u>265,028.84</u>	<u>282,054.21</u>	<u>-17,025.37</u>
<b>Long Term Liabilities</b>			
250.000 · Note Payable-PPP Loan	0.00	206,716.00	-206,716.00
<b>Total Long Term Liabilities</b>	<u>0.00</u>	<u>206,716.00</u>	<u>-206,716.00</u>
<b>Total Liabilities</b>	<u>265,028.84</u>	<u>488,770.21</u>	<u>-223,741.37</u>
<b>Equity</b>			
32000 · Unrestricted Net Assets	364,120.98	348,092.17	16,028.81
Net Income	25,450.59	-4,682.38	30,132.97
<b>Total Equity</b>	<u>389,571.57</u>	<u>343,409.79</u>	<u>46,161.78</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>654,600.41</u></u>	<u><u>832,180.00</u></u>	<u><u>-177,579.59</u></u>



Joplin Area Chamber of Commerce

Statement of Operations

April 2022

	<u>Apr 22</u>	<u>Apr 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	31,984.70	30,212.71	1,771.99	33,724.00	-1,739.30
403.000 · Income - Foundation Service Fee	4,500.00	4,500.00	0.00	4,500.00	0.00
404.000 · Income - NIC/ATTC Admin Fee	12,500.00	12,500.00	0.00	12,500.00	0.00
405.000 · Income - Economic Development	8,250.00	8,250.00	0.00	8,250.00	0.00
406.000 · Income - JIDA	600.00	600.00	0.00	600.00	0.00
406.500 · Income - JCIDA	100.00	100.00	0.00	100.00	0.00
407.000 · Income - MOKAN	18,750.00	18,750.00	0.00	18,750.00	0.00
408.000 · Income - MOCAP	75.00	75.00	0.00	75.00	0.00
409.000 · Income - One Joplin	750.00	750.00	0.00	750.00	0.00
411.000 · Income - Jop Cap Corp Serv Fee	250.00	250.00	0.00	250.00	0.00
416.000 · Income - C2C Service Fee	7,899.50	6,467.10	1,432.40	7,800.00	99.50
430.000 · Income - Building Room Rental	0.00	50.00	-50.00	0.00	0.00
492.000 · Income - Miscellaneous	3,105.10	0.00	3,105.10	0.00	3,105.10
495.000 · Income - New Member Fee	135.00	45.00	90.00	300.00	-165.00
<b>Total Income</b>	<u>88,899.30</u>	<u>82,549.81</u>	<u>6,349.49</u>	<u>87,599.00</u>	<u>1,300.30</u>
<b>Gross Profit</b>	<u>88,899.30</u>	<u>82,549.81</u>	<u>6,349.49</u>	<u>87,599.00</u>	<u>1,300.30</u>
<b>Expense</b>					
610.000 · Salaries	58,768.19	59,219.00	-450.81	61,548.00	-2,779.81
612.000 · Payroll Taxes	4,422.34	4,308.42	113.92	5,000.00	-577.66
615.000 · Pension Fund	5,082.35	5,439.80	-357.45	4,550.00	532.35
616.000 · Employee Insurance/Benefits	847.76	902.22	-54.46	950.00	-102.24
617.000 · Payroll Expenses	677.16	701.03	-23.87	720.00	-42.84
619.000 · Contract Services	0.00	0.00	0.00	700.00	-700.00
620.000 · Automobile Expense	214.81	96.32	118.49	200.00	14.81
630.000 · Health Insurance	8,161.08	7,513.44	647.64	7,750.00	411.08
635.000 · Liability & Other Insurance	1,030.25	939.17	91.08	1,000.00	30.25
640.000 · Staff Dues & Development	1,200.00	0.00	1,200.00	500.00	700.00
645.000 · Staff Meetings/Retreats	0.00	203.37	-203.37	150.00	-150.00
650.000 · Meetings & Travel	5.85	25.00	-19.15	100.00	-94.15
670.000 · Occupancy Expense	2,429.59	1,189.53	1,240.06	1,382.00	1,047.59
673.000 · Electric Expense	578.88	521.50	57.38	550.00	28.88
674.000 · Trash Expense	137.49	95.10	42.39	140.00	-2.51
677.000 · Water Expense	30.97	66.53	-35.56	75.00	-44.03
680.000 · Postage	-3.18	1,000.00	-1,003.18	1,000.00	-1,003.18
690.000 · Communications Expenses	1,235.16	949.10	286.06	760.00	475.16
700.000 · Office Supplies	595.55	471.93	123.62	300.00	295.55
710.000 · Equipment Rental	789.00	854.00	-65.00	854.00	-65.00
720.000 · Equipment Maintenance	3,190.77	3,903.02	-712.25	2,950.00	240.77
730.000 · Depreciation	2,219.67	2,238.53	-18.86	2,200.00	19.67
750.000 · Professional Fees	0.00	90.00	-90.00	0.00	0.00
788.000 · Other Staff Expenses	411.66	164.66	247.00	400.00	11.66
789.000 · Bank and Credit Card Fees	1,694.39	991.99	702.40	1,125.00	459.44
790.000 · Miscellaneous Expense	1,974.95	680.00	1,294.95	275.00	1,699.95
<b>Total Expense</b>	<u>95,694.69</u>	<u>92,563.66</u>	<u>3,131.03</u>	<u>95,179.00</u>	<u>405.74</u>
<b>Net Ordinary Income</b>	<u>-6,795.39</u>	<u>-10,013.85</u>	<u>3,218.46</u>	<u>-7,580.00</u>	<u>894.56</u>

Joplin Area Chamber of Commerce

Statement of Operations

April 2022

	<u>Apr 22</u>	<u>Apr 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	2,574.35	674.00	1,900.35	2,325.00	249.35
800.200 · Business Development	5,053.30	2,164.45	2,888.85	5,000.00	53.30
800.300 · Governance	-15.00	0.00	-15.00	0.00	-15.00
800.400 · Member Services	42.35	203.28	-160.93	6,607.00	-6,564.65
<b>800.500 · Spec Events</b>					
900.510 · Annual Banquet	18,278.06	0.00	18,278.06	11,979.00	6,299.06
900.515 · Good Morning Joplin	-42.00	0.00	-42.00	2,000.00	-2,042.00
900.520 · Morning Brew	3,500.00	2,100.00	1,400.00	3,400.00	100.00
900.525 · Business After Hours	2,200.00	1,000.00	1,200.00	3,400.00	-1,200.00
900.530 · Golf Tournament	0.00	-472.00	472.00	0.00	0.00
<b>Total 800.500 · Spec Events</b>	<u>23,936.06</u>	<u>2,628.00</u>	<u>21,308.06</u>	<u>20,779.00</u>	<u>3,157.06</u>
800.600 · Communications	709.21	-338.26	1,047.47	-15,551.54	16,260.75
800.800 · Chamber Work Groups	-54.36	0.00	-54.36	0.00	-54.36
<b>Total 800.000 · Committee Divisions</b>	<u>32,245.91</u>	<u>5,331.47</u>	<u>26,914.44</u>	<u>19,159.46</u>	<u>13,086.45</u>
<b>Total Other Income</b>	<u>32,245.91</u>	<u>5,331.47</u>	<u>26,914.44</u>	<u>19,159.46</u>	<u>13,086.45</u>
<b>Net Other Income</b>	<u>32,245.91</u>	<u>5,331.47</u>	<u>26,914.44</u>	<u>19,159.46</u>	<u>13,086.45</u>
<b>Net Income</b>	<u><u>25,450.52</u></u>	<u><u>-4,682.38</u></u>	<u><u>30,132.90</u></u>	<u><u>11,579.46</u></u>	<u><u>13,981.01</u></u>

# Joplin Area Chamber of Commerce Economic Development Fund

## Balance Sheet

As of April 30, 2022

	<u>Apr 30, 22</u>	<u>Apr 30, 21</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
US Bank-Checking/Sweep Acct	15,650.33	5,943.76	9,706.57
<b>Total Checking/Savings</b>	<u>15,650.33</u>	<u>5,943.76</u>	<u>9,706.57</u>
<b>Other Current Assets</b>			
Due From (To) City	32,822.84	24,789.59	8,033.25
Due From (To) Other Funds			
Due From (To) Chamber	-24,605.07	-11,565.73	-13,039.34
Due From (To) MOKAN	-3,159.40	-3,910.91	751.51
<b>Total Due From (To) Other Funds</b>	<u>-27,764.47</u>	<u>-15,476.64</u>	<u>-12,287.83</u>
<b>Total Other Current Assets</b>	<u>5,058.37</u>	<u>9,312.95</u>	<u>-4,254.58</u>
<b>Total Current Assets</b>	<u>20,708.70</u>	<u>15,256.71</u>	<u>5,451.99</u>
<b>Fixed Assets</b>			
Furniture and Equipment	7,904.88	13,174.92	-5,270.04
<b>Total Fixed Assets</b>	<u>7,904.88</u>	<u>13,174.92</u>	<u>-5,270.04</u>
<b>TOTAL ASSETS</b>	<u><u>28,613.58</u></u>	<u><u>28,431.63</u></u>	<u><u>181.95</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable			
*Accounts Payable	235.17	170.80	64.37
<b>Total Accounts Payable</b>	<u>235.17</u>	<u>170.80</u>	<u>64.37</u>
<b>Total Current Liabilities</b>	<u>235.17</u>	<u>170.80</u>	<u>64.37</u>
<b>Total Liabilities</b>	<u>235.17</u>	<u>170.80</u>	<u>64.37</u>
<b>Equity</b>			
Retained Earnings	18,049.27	34,064.63	-16,015.36
Net Income	10,329.14	-5,803.80	16,132.94
<b>Total Equity</b>	<u>28,378.41</u>	<u>28,260.83</u>	<u>117.58</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>28,613.58</u></u>	<u><u>28,431.63</u></u>	<u><u>181.95</u></u>

# Joplin Area Chamber of Commerce Economic Development Fund

## Statement of Operations

November 2021 through April 2022

	<u>Nov '21 - Apr 22</u>	<u>Nov '20 - Apr 21</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Income-Funds from City	114,169.47	96,113.49	18,055.98
<b>Total Income</b>	<u>114,169.47</u>	<u>96,113.49</u>	<u>18,055.98</u>
<b>Expense</b>			
Administrative Expenses	9,398.30	0.00	9,398.30
Business Attraction/Retention	65.96	0.00	65.96
Choose Joplin Campaign	0.00	6,341.46	-6,341.46
Communications/Mobile/Internet	498.30	2,281.21	-1,782.91
Data Systems & Equip Support	0.00	10,470.28	-10,470.28
Depreciation	2,635.02	2,635.02	0.00
Economic Partnerships	15,407.93	2,000.00	13,407.93
Marketing & Promotions	20,380.67	18,375.94	2,004.73
Miscellaneous Expense	1,760.00	1,342.80	417.20
Mtgs & Travel/ Prospect Host	854.50	725.58	128.92
Professional Development	3,214.65	2,695.00	519.65
Regional E-Marketing	0.00	1,000.00	-1,000.00
Regional Trade Shows	0.00	750.00	-750.00
Salaries	49,500.00	49,500.00	0.00
Website Development/Hosting	0.00	3,800.00	-3,800.00
Workforce Development	125.00	0.00	125.00
<b>Total Expense</b>	<u>103,840.33</u>	<u>101,917.29</u>	<u>1,923.04</u>
<b>Net Ordinary Income</b>	<u>10,329.14</u>	<u>-5,803.80</u>	<u>16,132.94</u>
<b>Net Income</b>	<u><u>10,329.14</u></u>	<u><u>-5,803.80</u></u>	<u><u>16,132.94</u></u>

**Joplin Area Chamber of Commerce Foundation**

**Balance Sheet**

As of April 30, 2022

	<u>Apr 30, 22</u>	<u>Apr 30, 21</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
002 · US Bank - Money Market	9,400.67	9,579.76	-179.09
001 · US Bank - General Fund	2,856.39	21,060.55	-18,204.16
003 · US Bank - Innovation Center	87,944.68	60,425.01	27,519.67
005 · Restricted - Bus Recovery Fund	11,422.36	12,257.86	-835.50
<b>Total Checking/Savings</b>	<u>111,624.10</u>	<u>103,323.18</u>	<u>8,300.92</u>
<b>Accounts Receivable</b>			
020 · Accounts Receivable			
022 · Accounts Receivable-Crowder	46,000.00	46,000.00	0.00
020 · Accounts Receivable - Other	19,578.65	8,899.56	10,679.09
<b>Total 020 · Accounts Receivable</b>	<u>65,578.65</u>	<u>54,899.56</u>	<u>10,679.09</u>
<b>Total Accounts Receivable</b>	<u>65,578.65</u>	<u>54,899.56</u>	<u>10,679.09</u>
<b>Other Current Assets</b>			
032 · Prepaid Insurance	13,603.42	10,482.25	3,121.17
019 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	-18,231.40	-24,628.41	6,397.01
019 · Due From (To) Other Funds - Other	0.00	-97.16	97.16
<b>Total 019 · Due From (To) Other Funds</b>	<u>-18,231.40</u>	<u>-24,725.57</u>	<u>6,494.17</u>
031 · Prepaid Expenses	1,121.62	0.00	1,121.62
<b>Total Other Current Assets</b>	<u>-3,506.36</u>	<u>-14,243.32</u>	<u>10,736.96</u>
<b>Total Current Assets</b>	<u>173,696.39</u>	<u>143,979.42</u>	<u>29,716.97</u>
<b>Fixed Assets</b>			
170 · Advanced Training & Tech Ctr	1,724,193.50	1,774,976.90	-50,783.40
179 · ATTC Building Improvements	1,552,271.74	1,596,127.78	-43,856.04
177 · ATTC Equipment	613,691.36	886,442.96	-272,751.60
175 · ATTC Furniture & Fixtures	38,876.52	56,154.96	-17,278.44
150 · Foundation Furniture & Fixtures	-68.01	747.87	-815.88
166 · IC Leasehold Improvements	33,314.21	40,622.33	-7,308.12
152 · Innovation Center F & F	9,949.13	11,898.89	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,161,311.30	1,209,599.42	-48,288.12
<b>Total Fixed Assets</b>	<u>5,195,484.24</u>	<u>5,638,515.60</u>	<u>-443,031.36</u>
<b>Other Assets</b>			
055.900 · Notes Receivable - BRF Loans	0.00	2,189.57	-2,189.57
<b>Total Other Assets</b>	<u>0.00</u>	<u>2,189.57</u>	<u>-2,189.57</u>
<b>TOTAL ASSETS</b>	<u><u>5,369,180.63</u></u>	<u><u>5,784,684.59</u></u>	<u><u>-415,503.96</u></u>

Joplin Area Chamber of Commerce Foundation

**Balance Sheet**

As of April 30, 2022

	<u>Apr 30, 22</u>	<u>Apr 30, 21</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
200 · Accounts Payable	28,185.16	19,168.40	9,016.76
<b>Total Accounts Payable</b>	<u>28,185.16</u>	<u>19,168.40</u>	<u>9,016.76</u>
<b>Credit Cards</b>			
204 · US Bank Credit Card	3,791.84	1,213.59	2,578.25
<b>Total Credit Cards</b>	<u>3,791.84</u>	<u>1,213.59</u>	<u>2,578.25</u>
<b>Other Current Liabilities</b>			
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	605.00	5,652.58	-5,047.58
<b>Total 208 · Deferred Income</b>	<u>1,805.00</u>	<u>19,602.54</u>	<u>-17,797.54</u>
247.000 · Deposits Held	8,955.00	9,131.01	-176.01
<b>Total Other Current Liabilities</b>	<u>10,760.00</u>	<u>28,733.55</u>	<u>-17,973.55</u>
<b>Total Current Liabilities</b>	<u>42,737.00</u>	<u>49,115.54</u>	<u>-6,378.54</u>
<b>Total Liabilities</b>	<u>42,737.00</u>	<u>49,115.54</u>	<u>-6,378.54</u>
<b>Equity</b>			
33000 · Temp. Restricted Net Assets	25,880.00	25,880.00	0.00
32000 · Unrestricted Net Assets	5,306,997.98	5,757,331.29	-450,333.31
Net Income	-6,734.35	-47,642.24	40,907.89
<b>Total Equity</b>	<u>5,326,143.63</u>	<u>5,735,569.05</u>	<u>-409,425.42</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>5,368,880.63</u></u>	<u><u>5,784,684.59</u></u>	<u><u>-415,803.96</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations

April 2022

	<u>Apr 22</u>	<u>Apr 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
415 · MOBEC Grant Matching Funds	32,000.00	0.00	32,000.00	32,000.00	0.00
401 · Contributions	2,180.00	2,745.00	-565.00	1,000.00	690.00
422 · Income - Interest	0.00	7.06	-7.06	0.00	0.00
425 · Income - Miscellaneous	7,499.90	0.00	7,499.90	0.00	7,499.90
<b>Total Income</b>	<u>41,679.90</u>	<u>2,752.06</u>	<u>38,927.84</u>	<u>33,000.00</u>	<u>8,189.90</u>
<b>Gross Profit</b>	<u>41,679.90</u>	<u>2,752.06</u>	<u>38,927.84</u>	<u>33,000.00</u>	<u>8,189.90</u>
<b>Expense</b>					
760 · Grant Disbursement	3,886.87	3,137.82	749.05	0.00	3,886.87
725 · Equipment Purchase	0.00	130.28	-130.28	0.00	0.00
787 · Bank Fees	15.00	30.00	-15.00	15.00	-15.00
730 · Depreciation	67.99	67.99	0.00	68.00	-0.01
720 · Equipment Maint	694.80	671.40	23.40	700.00	-5.20
650 · Meetings	0.00	28.69	-28.69	0.00	0.00
790 · Miscellaneous Expense	120.00	0.85	119.15	200.00	-80.00
750 · Professional Fees	80.00	54.00	26.00	0.00	80.00
610 · Program Service Fee	4,500.00	4,500.00	0.00	4,500.00	0.00
<b>Total Expense</b>	<u>9,364.66</u>	<u>8,621.03</u>	<u>743.63</u>	<u>5,483.00</u>	<u>3,866.66</u>
<b>Net Ordinary Income</b>	<u>32,315.24</u>	<u>-5,868.97</u>	<u>38,184.21</u>	<u>27,517.00</u>	<u>4,323.24</u>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
800 · Committee Divisions					
800.101 · Education					
951.180 · Chamber Academy	0.00	19.00	-19.00		
951.160 · Tomorrows Leaders Today	-264.00	-418.82	154.82	0.00	-264.00
951.110 · Golden Apple	6,782.40	-41.73	6,824.13	8,870.00	-2,087.60
<b>Total 800.101 · Education</b>	<u>6,518.40</u>	<u>-441.55</u>	<u>6,959.95</u>	<u>8,870.00</u>	<u>-2,351.60</u>
800.200 · Leadership Joplin	-4,343.70	75.36	-4,419.06	-800.00	-3,543.70
800.400 · Young Professionals Network	-20.55	-249.00	228.45	-400.00	379.45
<b>Total 800 · Committee Divisions</b>	<u>2,154.15</u>	<u>-615.19</u>	<u>2,769.34</u>	<u>7,670.00</u>	<u>-5,515.85</u>
<b>Total Other Income</b>	<u>2,154.15</u>	<u>-615.19</u>	<u>2,769.34</u>	<u>7,670.00</u>	<u>-5,515.85</u>
<b>Net Other Income</b>	<u>2,154.15</u>	<u>-615.19</u>	<u>2,769.34</u>	<u>7,670.00</u>	<u>-5,515.85</u>
<b>Net Income</b>	<u><u>34,469.39</u></u>	<u><u>-6,484.16</u></u>	<u><u>40,953.55</u></u>	<u><u>35,187.00</u></u>	<u><u>-1,192.61</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations-ATTC

April 2022

	<u>Apr 22</u>	<u>Apr 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>					
Income					
425 · Income - Miscellaneous	947.00	0.00	947.00		
426 · Lease Income	21,128.50	21,888.84	-760.34	20,636.00	492.50
427 · Lease Utility Income	3,290.75	2,316.60	974.15	2,325.00	965.75
<b>Total Income</b>	<u>25,366.25</u>	<u>24,205.44</u>	<u>1,160.81</u>	<u>22,961.00</u>	<u>2,405.25</u>
<b>Gross Profit</b>	<u>25,366.25</u>	<u>24,205.44</u>	<u>1,160.81</u>	<u>22,961.00</u>	<u>2,405.25</u>
Expense					
611 · Administrative Fee	6,250.00	6,250.00	0.00	6,250.00	0.00
645 · Marketing	0.00	0.00	0.00	100.00	-100.00
670 · Occupancy Expense	7,585.00	8,406.89	-821.89	6,110.00	1,475.00
671 · Electric Expense	4,222.56	3,312.92	909.64	3,475.00	747.56
672 · Gas Expense	525.75	406.53	119.22	425.00	100.75
673 · Water/Sewer Expense	220.81	357.72	-136.91	355.00	-134.19
674 · Trash Expense	443.48	171.28	272.20	345.00	98.48
690 · Communications	1,038.11	956.80	81.31	980.00	58.11
720 · Equipment Maint	585.00	1,141.27	-556.27	735.00	-150.00
730 · Depreciation	32,055.79	32,055.79	0.00	32,056.00	-0.21
785 · Insurance Expense	2,620.56	2,407.50	213.06	2,650.00	-29.44
790 · Miscellaneous Expense				125.00	-125.00
<b>Total Expense</b>	<u>55,547.06</u>	<u>55,466.70</u>	<u>80.36</u>	<u>53,606.00</u>	<u>1,941.06</u>
<b>Net Ordinary Income</b>	<u>-30,180.81</u>	<u>-31,261.26</u>	<u>1,080.45</u>	<u>-30,645.00</u>	<u>464.19</u>
<b>Net Income</b>	<u><u>-30,180.81</u></u>	<u><u>-31,261.26</u></u>	<u><u>1,080.45</u></u>	<u><u>-30,645.00</u></u>	<u><u>464.19</u></u>



**Joplin Area Chamber of Commerce Foundation**

**Statement of Operations-NIC**

April 2022

	<u>Apr 22</u>	<u>Apr 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
<b>426 · Lease Income</b>	7,272.14	7,013.71	258.43	8,450.00	-1,177.86
<b>Total Income</b>	<u>7,272.14</u>	<u>7,013.71</u>	<u>258.43</u>	<u>8,450.00</u>	<u>-1,177.86</u>
<b>Gross Profit</b>	7,272.14	7,013.71	258.43	8,450.00	-1,177.86
<b>Expense</b>					
<b>611 · Administrative Fee</b>	6,250.00	6,250.00	0.00	6,250.00	0.00
<b>645 · Marketing</b>	0.00	197.45	-197.45	100.00	-100.00
<b>670 · Occupancy Expense</b>	3,689.81	1,993.37	1,696.44	1,880.00	1,809.81
<b>671 · Electric Expense</b>	604.98	499.77	105.21	525.00	79.98
<b>672 · Gas Expense</b>	234.46	158.98	75.48	175.00	59.46
<b>673 · Water/Sewer Expense</b>	104.59	186.51	-81.92	225.00	-120.41
<b>674 · Trash Expense</b>	137.49	95.10	42.39	140.00	-2.51
<b>690 · Communications</b>	432.26	483.05	-50.79	515.00	-82.74
<b>720 · Equipment Maint</b>	1,172.53	1,274.08	-101.55	1,200.00	-27.47
<b>730 · Depreciation</b>	4,795.50	4,795.50	0.00	4,800.00	-4.50
<b>785 · Insurance Expense</b>	873.52	802.50	71.02	900.00	-26.48
<b>790 · Miscellaneous Expense</b>	0.00	174.22	-174.22	50.00	-50.00
<b>Total Expense</b>	<u>18,295.14</u>	<u>16,910.53</u>	<u>1,384.61</u>	<u>16,760.00</u>	<u>1,535.14</u>
<b>Net Ordinary Income</b>	<u>-11,023.00</u>	<u>-9,896.82</u>	<u>-1,126.18</u>	<u>-8,310.00</u>	<u>-2,713.00</u>
<b>Net Income</b>	<u><u>-11,023.00</u></u>	<u><u>-9,896.82</u></u>	<u><u>-1,126.18</u></u>	<u><u>-8,310.00</u></u>	<u><u>-2,713.00</u></u>

## **Incubator Activity May 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 was scheduled to be replaced but has been further delayed. The contractor ordered the wrong door.
- The AC unit that serves the second floor must be replaced. It had been in operation since 2006. It is on order, and we anticipate the installation to take place the week of May 16.

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

- The ATTC has only one office space available.
- Waiting on a quote to box in the top of the east-side elevator to prevent rain from getting inside.
- Handicap ramp at the west entrance will be repaired and handicap signs will be installed.
- The rooftop AC unit has stopped working and is beyond repair. We are securing bids for this unit.

#### **Programming:**

- 1 Million Cups (1MC) continues with an average of 25 attendees.
- Chamber Academy has 191 registered members with continued growth.
- May's e-Commerce Meetup was hosted by Urban Cycling Apparel. There was a total of 11 attendees.
- The timeline and framework for the 2022 Joplin Regional Innovation & Technology Summit continue to progress. All four-speaker tracks were confirmed in the May 9 meeting. They are Technology, Business Innovation, Cyber Security, and Building a Cognitive City. The deadline for speakers to be submitted for consideration is July 1, 2022.
- Heartland Forward was launched on May 12, 2022. The application deadline is May 31, 2022. This cohort will be a 90-day training program for selected applicants to test their business idea and possibly be awarded a \$5,000 pebble grant.

#### **Networking Events**

##### **Special Events**

- Leadership Joplin's City Tour is May 26
- JACC Morning Brew is June 10 at Mercy Hospital Joplin
- Business After Hours is June 21 at SNC Squared
- Business EXPO is January 24 and 25 at Downstream and registration is open to all members
- Hot Links is June 3 and September 30. Accepting registrations

**Membership Summary Report**  
**April 1, 2022 – May 17, 2022**

<b>Year to date</b>	
<b>Membership Previous (April 1, 2022)</b>	<b>805</b>
Joined (New)	16
Dropped	<b>9</b>
Total membership	812 (net 7)

**New Members April 21, 2022 – May 17, 2022**

SpeakLife Therapy Services  
Downtown Flowers  
Raising Cane's Chicken Fingers  
Ghetto Tacos  
Imagine Cahun  
Vintage Swing Movement Joplin  
WestRock Company  
Podium  
Vibrant Nutrition

**Dropped Members April 21, 2022 – May 17, 2022**

LDM Trading, LLC  
Jason Pena  
TommyHawks Fourstates  
Brittany Meehl  
ServiceMaster of Southwest Missouri

**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
- April | Bright Futures Snack Packs, 2 volunteers, 3.25 hours
- May | Crosslines, 10 volunteers, 19.5 hours
- May | Paint the Parks Trial Run, 5 volunteers, 7 hours
- May | Paint the Parks, 19 volunteers, 50 hours
- YTD 92 hours / Goal 300 Hours (increased 25 hours from 2021-2022)

**Upcoming Volunteer Opportunities:**

- Wildcat Glades National Trails Day | June 1 | [Sign Up Here](#)
- 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:** Water safety event will be held on May 21<sup>st</sup>, June 15<sup>th</sup>, and July 13<sup>th</sup>. For kids ages 5-12. There are 50 spots available per time slot. 10-12 p.m. & 2-4 p.m. All kids will be fitted and will receive a free life jacket. Link available here to register. <https://www.theallianceofswmo.org/show-me-water-safety/>
- **Worksite workgroup:** Wellness for Business Part Two: Business Building Your Employee Wellness Program. Sign up and learn more [here](#).
- The May article is about creating a Healthy Work Place, thank you to Freeman Healthy System for writing the article. <https://healthyjoplin.com/creating-a-healthy-workplace/>
- 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: Luke Gibson and Antony Monteleone - Erin, Chamber Staff Liaison**

- Participation is increasing and received great feedback on a recent workgroup survey. The workgroup will now be meeting on the 4<sup>th</sup> Wednesday of the month at 4 pm.
- The workgroup will now have subcommittees. The majority of the workgroup participants elected to be on the advocacy subcommittee and two to three individuals would like to focus on events.
- 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 as the group follows its 2022 plan and agenda. The large annual EDI event, "You Belong Here," will take place in downtown Joplin on Third Thursday, June 16<sup>th</sup>. Board members are invited and encouraged to attend.

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

- The Professional Development workgroup continues to grow and has an active schedule of upcoming speed networking events, EdTalks, and they are making progress on the mentorship program.

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

- The Choose Joplin App is at 326 downloads. Events are the #1 menu item clicked. What is unique about the events tab integrates with existing community calendars and the appriver team to pull events into the calendar.
- The team has a goal of 4 blog posts this year for Choose Joplin, highlighting individuals who are doing amazing things in the community. The first post is in production and is scheduled to be released in mid-July.
- Digital and FB/Insta campaigns are running and being managed by the Storm team.

April/May 2022  
Economic Development Highlights  
JACC & MOKAN

Takeaways

- The Joplin MSA region's population increased by 2.1% since 2016, growing by 3,740. The population is expected to increase by 2.5% by 2026.
- The labor force participation rate was slightly up to 60.1% but still attributed to lack of re-entry, retiring seniors, 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 primarily 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 low.
- We continue to field site selector requests for large tracts of 100+ acres and buildings 50K-200k+ sq ft

**3.1% Joplin Metro Unemployment Rate**

Missouri Unemployment 3.4% (considered full employment)

**#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 the 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)

Unemployment

April 2022

\*seasonally adjusted

**3.4%**

Area	March
Columbia MSA	2.6
Jefferson City MSA	2.6
Springfield MSA	2.7
Joplin MSA	3.1
Kansas City MSA	3.4
St. Louis MSA	3.7

## MARKETING AND PROMOTION

### JIDA & Industrial Parks

- Crossroad's recent 25-acre sale for a major Class A warehouse closes this week. Another 55 acres are still 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 are looking for large tracks, 100 ac, as high as 700.
- Wildwood Industrial Park promotions continue with BNSF rail certification and 32<sup>nd</sup> Street improvements are improving position, but 20<sup>th</sup> Street continues to be an impediment.
- MOKAN is working on a livability promotional event with Joplin Chamber, #ChooseJoplin.
- Contracting for drone aerial footage for industrial properties promotions in the region and recently completed raw footage of Ozark Terminal in Neosho to build promo.

### 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 draft is complete for the June run.
- *New* – May 24 [Joplin Livability Talent and Recruitment Workshop](#)
- *New* – May 11 Joplin Housing Summit held with 50 attendees. City reports they already have contractor [applications](#).
- *New* - Landing page for fall [Tech Summit](#) up



## 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 and large sites.

- *New* – *Project Treasure Chest* – Data mining center site visit to Wildwood looking for large parcel.
- *New* – *Project Bookworm* – Local technology corporation continues to expand high-quality positions and a building acquisition for expansion and office buildout in downtown Joplin.
- *New* – *Project Park Place* – Suburban efficiency hotel chain holds property and looking at new construction.
- Project Spaghetti (attraction) – International site selector team has visited Joplin twice this

spring, looking at a 30,000 sq ft warehousing and light manufacturing location. Lack of adequate warehousing has the looking regionally again.

- Project Crayon (expansion) – Local manufacturer seeking 100,000 sq ft expansion for production and warehousing to support the EV vehicle industry.
- Project Walkie Talkie (expansion) – Local manufacturer seeking 100,000 sq ft expansion to support the handheld communication industry.
- Project Locomotion (expansion)– Local manufacturing expansion and relocation discovery are underway.
- Stronghold Data build is well underway at Crossroads. Project Popeye (expansion)
- 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. MOKAN board fund oversight committee created. Considering leveraging/matching Heartland efforts as an opportunity
- Heartland Forward entrepreneur development program [launched with applications](#) due May 30. The kickoff will be on June 15. Intended to identify and jump-start strategic business sectors. They have applicants in the system already\_

#### WORKFORCE and TRAINING

- *New* – May 24, MOKAN and Joplin Chamber are teaming up for [Joplin Livability Talent and Recruitment Workshop](#).
- *New* – MOKAN held the first workshop this past week with the Workforce Investment Board and Missouri Association of Manufacturers to expand promotion events into Joplin and Southwest Missouri.
- MOKAN successfully working with Olsson and Stronghold on CAPS and apprenticeship program development. Others are being discussed.

#### Economic Development Promotional Tools

[Mokanpartnership.com](#)

[MOKAN LinkedIn](#)

[MOKAN Facebook](#)

[MOKAN YouTube](#)

[Location One](#)

[Loopnet/CoStar Marketing](#)

[Crossroads Business Park](#)

[Heartland Forward Entrepreneur Startup Fund](#)

MOKAN Angel Fund landing page (underway)