

Joplin Area Chamber of Commerce
Board of Directors Meeting and
Zoom Conference Call
June 27, 2022

Minutes

Attended/Zoom: Jordan Bolinger, Todd Chenault, Kim Cox, Jeremy Drinkwitz, Alex Gandy, Chad Greer, Lori Haun, Dr. Ken Heiles, Dr. Brad Hodson, Jerrod Hogan, Mayor Doug Lawson, Betsy Kissel, Melodee Colbert-Kean, Katrina Richards, Dr. Kerry Sachetta, Melissa Smith, Matt Stewart, Dustin Storm

Absent: John Bartosh, Mattie Crossland, Jim Dalrymple, Nick Edwards, Chad Evans, Carlos Haley, Howie Nunnely, Bill Reiboldt, Dr. Dean Van Galen, Stormy Worden

Staff: Tony Robyn, Erin Slifka, Tonya Sprenkle

Guests: Mike Siebert, Citizen Committee for the Public Safety Tax

Proposition Public Safety Tax discussion presented by Mike Siebert. Mike gave an overall summary and asked the board to financially help so they can raise enough funds for Businesses for a Better Joplin (BBJ) to start promoting and educating the community on why this is so critical for Joplin. This issue will be on the August ballot.

I. Betsy Kissel, Call to Order

- A. Kim Cox moved to approve the consent agenda as presented and seconded by Melodee Colbert-Kean. Motion passed.

II. Approval of June Minutes

- A. Dustin Storm moved to approve the May minutes and seconded by Jordan Bolinger. Motion passed.
- B. May financials presented by Tonya. May financials were in your Board packet; please see them for the details. Matt Stewart moved to approve the May financials and seconded by Todd Chenault. Motion passed.

III. Ex-Officio Reports.

A. City of Joplin presented by Mayor Doug Lawson. Mayor Lawson stated that our first responders need to be paid well.

B. County Commission.

- 1. Jasper County, not present.
- 2. Newton County, not present.

C. Education

1. Joplin R8 presented by Dr. Kerry Sachetta. Dr. Sachetta stated they had a retirement farewell for Dr. Moss last week. Dover Hill is moving along and will hopefully be complete by early December. The press box is almost complete, and Joplin Schools will finish summer school this week.

2. Higher Education

a. Crowder College presented by Melissa Smith. Melissa stated they had three of their six upward grants renewed to a total of \$4.4 million and will find out the status of the other three grants in August. Crowder just signed an apprenticeship agreement with Cooper Greer out of McDonald County. Crowder had four All-Americans, three baseball players and one soccer player. They were selected by the NCAA. This is the most Crowder has had in one year. Melissa announced that Crowder has 595 students on the Dean's list. Melissa stated they are receiving requests from businesses for Spanish classes. These are available both online and in person. Melissa added that she is excited that the Surgical Tech Program starting at the ATTC will come online in the fall and is already half full. Melissa announced they secured a Machining Instructor. The machining class will be starting and will be a one-semester certificate.

b. KCU Joplin presented by Dr. Ken Heiles. Dr. Heiles stated the Dental School is in the process of accepting applications for students with over 700 applications so far. They are scheduled to start their first class in July 2023. The completion date is scheduled for April 2023. The medical school just graduated their second class on the 5th with 156 graduates and 99% placement. In two weeks, KCU will start their next orientation with 162 students coming in.

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.

3. YPN presented by Alex Gandy. Alex showed a PowerPoint. Lisa will email it after the meeting.

IV. New Business

A. Heartland Forward presented by Tony Robyn. Tony stated that they have six applications in. Tony is working behind the scenes. The first kickoff meeting was held with approximately 120 individuals on the call, with 10 of them being from the Joplin region. They visited about how they felt being part of the group and what their project ideas are.

B. Reaccreditation underway presented by Tonya Sprenkle. Tonya stated this is running slowly. Part of the reason is the election campaign. Lisa sent out two sets of bylaws. One is the redline version the other is the clean version. This will then go to the Governance Committee and then to the Board for final approval in the August meeting.

C. Proposition Public Safety. Betsy encouraged the board to send in donations in support of this.

D. Roy Blunt's "thank you" reception discussion presented by Tony Robyn. This will be August 5, 12:00 – 1:00 pm at the End Zone at MSSU.

E. Legislative Impact Opportunity; August 19, 10:00 am -2:00 pm in Columbia. Please let Tonya know if you would like to attend. Speaker is Ted Abernathy and Bill White and Lane Roberts will attend. Lunch will be provided by the Missouri Federation.

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: June 30, 2022

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

Chamber:

* Cash Position:	Average	
* Accounts Receivable:		\$ 17,514.73
* Deferred Income 21/22 Fiscal Year:		\$ 236,590.92
* Deferred Income 22/23 Fiscal Year:		\$ 7,285.44
* Line of Credit-US Bank:		\$ -
* Membership Dues YTD Income:		\$ 84,201.96
* Net Income YTD:		\$ (37,996.47)

Foundation / Innovation Center:

* Cash Position Foundation:	Average	
* Cash Position Innovation Center:	Average	
* Accounts Receivable:		\$ 11,841.47
* Accounts Receivable: Crowder		\$ -
* Notes Receivable-BRF Loans:		\$ -
* Deferred Income 21/22 Fiscal Year:		\$ 10,377.50
* Deferred Income 22/23 Fiscal Year:		\$ -
* Line of Credit-US Bank:		\$ -
* Net Income YTD:		\$ (102,447.27)

Economic Development:

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

General Expenses Budget:	\$ 200,000.00	\$ 200,000.00
Regional/MOKAN Budget:	\$ 52,000.00	\$ 52,000.00
Due from City:		\$ 43,552.35
Due to Chamber:		\$ 25,172.66
Due to MOKAN:		\$ 17,290.50

(ED charges paid by MOKAN)

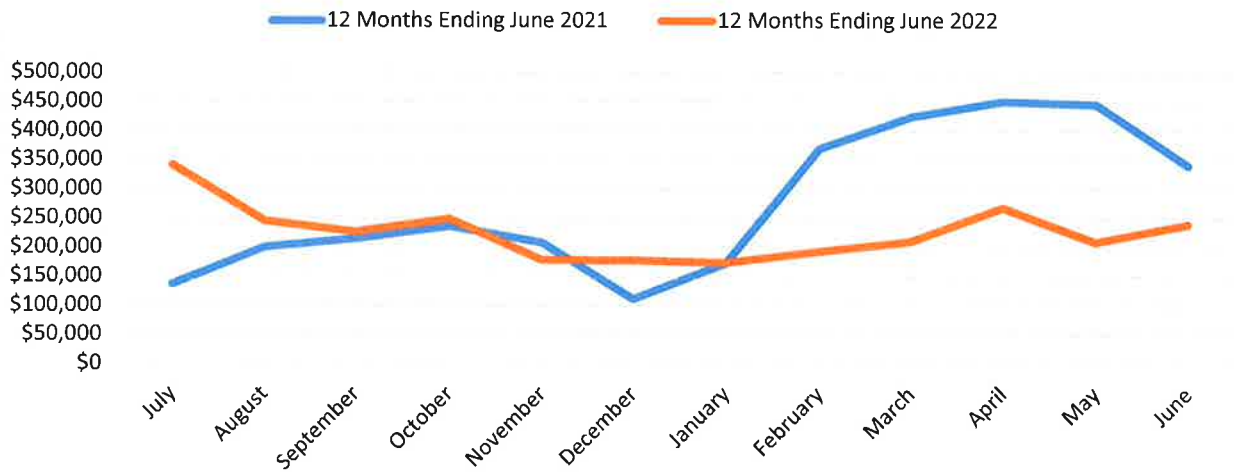
Financial Highlights:

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

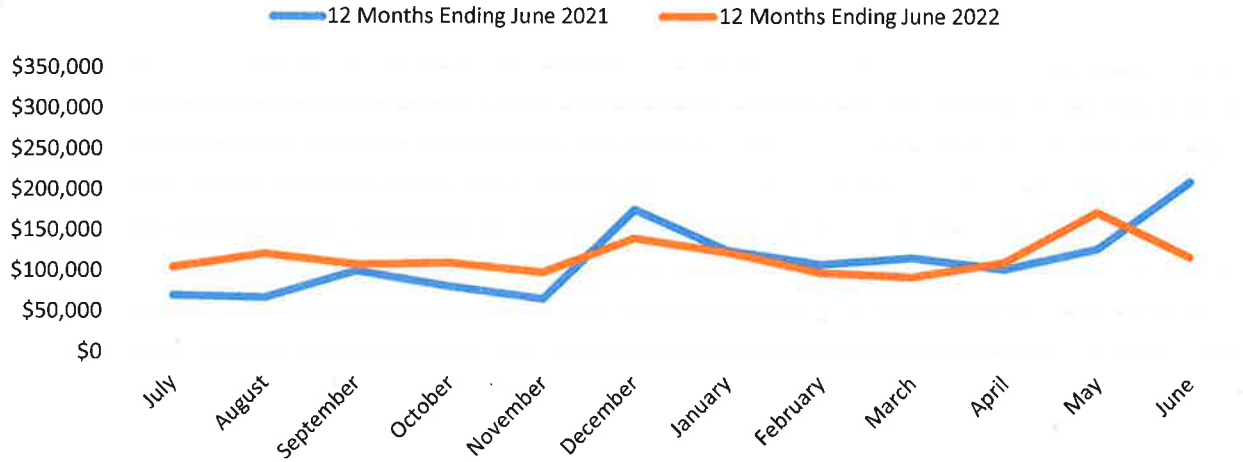
Cash Flow Comparison

July - June

Chamber Cash



Foundation Cash



Aged Open A/R

As of June 30, 2022

Chamber

	Jun-22	May-22	Apr-22	Mar-22	Feb-22	Total Open
Total Amount:	11,925.73	990.00	3,743.00	456.00	400.00	17,514.73
% of Total Amount:	68.09%	5.65%	21.37%	2.60%	2.28%	

Foundation

	Jun-22	May-22	Apr-22	Mar-22	Feb-22	Total Open
Amount:	6,361.14	-	5,000.00	-	480.33	11,841.47
Crowder Amount:	-	-	-	-	-	-
Total Amount:	6,361.14	-	5,000.00	-	480.33	11,841.47
% of Total Amount:	53.72%	0.00%	42.22%	0.00%	4.06%	

DUE FROM (TO) ACCOUNT DETAILS

June 2022

Memo	Amount
<u>Foundation Due to Chamber</u>	
Chamber Charge on Foundation Credit Card	(9.83)
	<u>(9.83)</u>
<u>ED Due to Chamber</u>	
Due from City	19,984.32
Bills paid by Chamber	5,188.34
	<u>25,172.66</u>
<u>MOKAN Due to Chamber</u>	
MOKAN Bills Paid by Chamber	135.53
ED Salaries applied to Tony Robyn	(3,805.91)
Monthly Service Fee	18,750.00
	<u>15,079.62</u>
<u>JIDA Due to Chamber</u>	
Charge on Chamber Credit Card	192.00
Admin Fees	600.00
	<u>792.00</u>
<u>JCIDA Due to Chamber</u>	
Admin Fee	300.00
	<u>300.00</u>
<u>MOCAP Due to Chamber</u>	
MOCAP Bills Paid by Chamber	-
Admin Fee	-
	<u>-</u>
<u>JCC Due to Chamber</u>	
Admin Fee	750.00
	<u>750.00</u>
<u>One Joplin Due to Chamber</u>	
Fiscal Agent Fees	650.00
Payroll Service Fees	100.00
	<u>750.00</u>
<u>Businesses for a Better Joplin Due to Chamber</u>	
Bills paid by Chamber	22.16
	<u>22.16</u>
TOTAL DUE FROM (TO) OTHER FUNDS	42,856.61

Joplin Area Chamber of Commerce

Balance Sheet

As of June 30, 2022

	<u>Jun 30, 22</u>	<u>Jun 30, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	239,436.84	340,497.51	-101,060.67
Total Checking/Savings	<u>239,436.84</u>	<u>340,497.51</u>	<u>-101,060.67</u>
Accounts Receivable			
012 · Accounts Receivable	17,514.73	16,839.05	675.68
Total Accounts Receivable	<u>17,514.73</u>	<u>16,839.05</u>	<u>675.68</u>
Other Current Assets			
010 · Petty Cash	250.00	199.90	50.10
014 · Due From (To) Staff	-266.58	-80.10	-186.48
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	-9.83	27,485.76	-27,495.59
022 · Due From (To) ED	25,172.66	23,113.45	2,059.21
023 · Due From (To) MOKAN	15,079.62	18,933.01	-3,853.39
024 · Due From (To) JIDA	792.00	1,200.00	-408.00
025 · Due From (To) JCIDA	300.00	300.00	0.00
026 · Due From (To) MOCAP	0.00	225.00	-225.00
027 · Due From (To) JCC	750.00	750.00	0.00
028 · Due From (To) One Joplin	750.00	750.00	0.00
037 · Due From (To) BBJ	22.16	0.00	22.16
Total 020 · Due From (To) Other Funds	<u>42,856.61</u>	<u>72,757.22</u>	<u>-29,900.61</u>
030 · Deposit - Bulk Mail	1,364.37	1,901.45	-537.08
031 · Prepaid Expenses	4,134.39	105.30	4,029.09
032 · Prepaid Insurance	9,026.43	7,216.02	1,810.41
Total Other Current Assets	<u>57,365.22</u>	<u>82,099.79</u>	<u>-24,734.57</u>
Total Current Assets	<u>314,316.79</u>	<u>439,436.35</u>	<u>-125,119.56</u>
Fixed Assets			
152.000 · Furniture & Equipment	23,975.55	31,429.95	-7,454.40
154.000 · Interior	3,853.19	8,990.87	-5,137.68
156.000 · 320 East 4th - Building	170,496.01	183,655.57	-13,159.56
158.000 · Grounds	5,232.90	6,117.30	-884.40
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>280,120.21</u>	<u>306,756.25</u>	<u>-26,636.04</u>
TOTAL ASSETS	<u><u>594,437.00</u></u>	<u><u>746,192.60</u></u>	<u><u>-151,755.60</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of June 30, 2022

	<u>Jun 30, 22</u>	<u>Jun 30, 21</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	5,276.95	4,176.22	1,100.73
Total Accounts Payable	<u>5,276.95</u>	<u>4,176.22</u>	<u>1,100.73</u>
Credit Cards			
200.100 · US Bank - Credit Card	4,024.16	9,083.92	-5,059.76
Total Credit Cards	<u>4,024.16</u>	<u>9,083.92</u>	<u>-5,059.76</u>
Other Current Liabilities			
208.000 · Deferred Income - Renewal Dues	197,338.36	165,306.14	32,032.22
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	21,475.00	0.00	21,475.00
217.190 · Deferred Income - SBOY	0.00	2,250.00	-2,250.00
217.300 · Deferred Income - Spec Events	3,760.00	0.00	3,760.00
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	5,600.00	-200.00
217.340 · Deferred Income - BAH	3,000.00	2,800.00	200.00
217.350 · Deferred Income - Golf	6,650.00	5,108.13	1,541.87
217.460 · Deferred Income - Member Emails	1,600.00	0.00	1,600.00
217.470 · Deferred Income - Mmbr Table	400.00	0.00	400.00
270.325 · Deferred Income - Adv Mfg Expo	200.00	0.00	200.00
217.000 · Deferred Income-Other - Other	675.00	0.00	675.00
Total 217.000 · Deferred Income-Other	<u>46,538.00</u>	<u>30,636.13</u>	<u>15,901.87</u>
Total Other Current Liabilities	<u>243,876.36</u>	<u>195,942.27</u>	<u>47,934.09</u>
Total Current Liabilities	<u>253,177.47</u>	<u>209,202.41</u>	<u>43,975.06</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>253,177.47</u>	<u>415,918.41</u>	<u>-162,740.94</u>
Equity			
32000 · Unrestricted Net Assets	379,256.00	348,092.17	31,163.83
Net Income	-37,996.47	-17,817.98	-20,178.49
Total Equity	<u>341,259.53</u>	<u>330,274.19</u>	<u>10,985.34</u>
TOTAL LIABILITIES & EQUITY	<u><u>594,437.00</u></u>	<u><u>746,192.60</u></u>	<u><u>-151,755.60</u></u>

Joplin Area Chamber of Commerce

Statement of Operations

April through June 2022

	<u>Apr - Jun 22</u>	<u>Apr - Jun 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
401.000 · Income - Member Investments	84,201.96	95,069.46	-10,867.50	101,172.00	-16,970.04
403.000 · Income - Foundation Service Fee	13,500.00	13,500.00	0.00	13,500.00	0.00
404.000 · Income - NIC/ATTC Admin Fee	37,500.00	43,125.00	-5,625.00	37,500.00	0.00
405.000 · Income - Economic Development	24,750.00	24,750.00	0.00	24,750.00	0.00
406.000 · Income - JIDA	2,400.00	1,800.00	600.00	1,800.00	600.00
406.500 · Income - JCIDA	300.00	300.00	0.00	300.00	0.00
407.000 · Income - MOKAN	29,888.18	56,250.00	-26,361.82	56,250.00	-26,361.82
408.000 · Income - MOCAP	225.00	225.00	0.00	225.00	0.00
409.000 · Income - One Joplin	2,250.00	2,250.00	0.00	2,250.00	0.00
411.000 · Income - Jop Cap Corp Serv Fee	750.00	750.00	0.00	750.00	0.00
416.000 · Income - C2C Service Fee	26,605.00	22,374.74	4,230.26	26,700.00	-95.00
430.000 · Income - Building Room Rental	300.00	208.00	92.00	0.00	300.00
492.000 · Income - Miscellaneous	4,355.10	0.00	4,355.10	31,000.00	-26,644.90
495.000 · Income - New Member Fee	390.00	285.00	105.00	900.00	-510.00
Total Income	<u>227,415.24</u>	<u>260,887.20</u>	<u>-33,471.96</u>	<u>297,097.00</u>	<u>-69,681.76</u>
Gross Profit	227,415.24	260,887.20	-33,471.96	297,097.00	-69,681.76
Expense					
610.000 · Salaries	192,730.71	232,897.72	-40,167.01	218,109.50	-25,378.79
612.000 · Payroll Taxes	14,365.99	15,304.06	-938.07	17,610.00	-3,244.01
615.000 · Pension Fund	15,891.23	19,967.88	-4,076.65	16,100.00	-208.77
616.000 · Employee Insurance/Benefits	2,546.62	2,704.16	-157.54	2,850.00	-303.38
617.000 · Payroll Expenses	2,354.46	2,520.28	-165.82	2,360.00	-5.54
620.000 · Automobile Expense	804.73	461.44	343.29	600.00	204.73
630.000 · Health Insurance	24,180.60	23,267.94	912.66	23,250.00	930.60
635.000 · Liability & Other Insurance	3,286.75	2,841.13	445.62	3,000.00	286.75
640.000 · Staff Dues & Development	3,749.50	176.00	3,573.50	1,500.00	2,249.50
645.000 · Staff Meetings/Retreats	90.25	283.68	-193.43	450.00	-359.75
650.000 · Meetings & Travel	82.04	270.63	-188.59	300.00	-217.96
670.000 · Occupancy Expense					
670.100 · Building Maintenance	1,411.13	496.56	914.57	2,016.00	-604.87
670.200 · Janitorial Supplies/Services	1,987.66	1,877.88	109.78	1,005.00	982.66
670.300 · Grounds Maintenance	2,553.10	675.00	1,878.10	540.00	2,013.10
670.400 · Equipment Monitoring/Inspection	60.00	0.00	60.00	60.00	0.00
670.500 · Kitchen Supplies	611.42	641.63	-30.21	390.00	221.42
670.600 · Miscellaneous	128.74	163.96	-35.22	195.00	-66.26
Total 670.000 · Occupancy Expense	<u>6,752.05</u>	<u>3,855.03</u>	<u>2,897.02</u>	<u>4,206.00</u>	<u>2,546.05</u>
673.000 · Electric Expense	1,850.45	1,678.31	172.14	1,760.00	90.45
674.000 · Trash Expense	456.23	292.48	163.75	420.00	36.23
677.000 · Water Expense	173.94	199.59	-25.65	225.00	-51.06
680.000 · Postage	-13.30	1,236.03	-1,249.33	1,245.00	-1,258.30
690.000 · Communications Expenses	2,622.86	2,934.07	-311.21	2,414.00	208.86
700.000 · Office Supplies	1,083.60	1,555.85	-472.25	900.00	183.60
710.000 · Equipment Rental	2,011.38	2,777.38	-766.00	2,844.00	-832.62
715.000 · Equipment Purchase	529.96	898.00	-368.04	0.00	529.96
720.000 · Equipment Maintenance	8,774.58	10,189.95	-1,415.37	8,850.00	-75.42
730.000 · Depreciation	6,659.01	6,696.73	-37.72	6,600.00	59.01
750.000 · Professional Fees	5,248.58	954.00	4,294.58	5,300.00	-51.42
788.000 · Other Staff Expenses	735.41	770.14	-34.73	500.00	235.41
789.000 · Bank and Credit Card Fees	3,798.00	2,673.65	1,124.35	3,375.00	423.00
790.000 · Miscellaneous Expense	1,701.22	1,944.31	-243.09	825.00	876.22
Total Expense	<u>302,466.85</u>	<u>339,350.44</u>	<u>-36,883.59</u>	<u>325,593.50</u>	<u>-23,126.65</u>
Net Ordinary Income	-75,051.61	-78,463.24	3,411.63	-28,496.50	-46,555.11

Joplin Area Chamber of Commerce
Statement of Operations
April through June 2022

	<u>Apr - Jun 22</u>	<u>Apr - Jun 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	2,383.95	660.00	1,723.95	2,325.00	58.95
800.200 · Business Development	608.35	46,040.06	-45,431.71	5,000.00	-4,391.65
800.300 · Governance	-89.41	0.00	-89.41	0.00	-89.41
800.400 · Member Services	149.51	170.65	-21.14	7,007.00	-6,857.49
800.500 · Spec Events					
900.510 · Annual Banquet	15,556.43	0.00	15,556.43	11,979.00	3,577.43
900.515 · Good Morning Joplin	0.00	0.00	0.00	3,080.00	-3,080.00
900.520 · Morning Brew	2,350.84	2,900.00	-549.16	5,130.00	-2,779.16
900.525 · Business After Hours	4,050.84	4,400.00	-349.16	5,130.00	-1,079.16
900.530 · Golf Tournament	16,239.19	8,868.78	7,370.41	7,670.00	8,569.19
Total 800.500 · Spec Events	<u>38,197.30</u>	<u>16,168.78</u>	<u>22,028.52</u>	<u>32,989.00</u>	<u>5,208.30</u>
800.600 · Communications	-1,830.32	-1,764.77	-65.55	-12,241.54	10,411.22
800.800 · Chamber Work Groups	-2,364.24	-629.46	-1,734.78	440.00	-2,804.24
Total 800.000 · Committee Divisions	<u>37,055.14</u>	<u>60,645.26</u>	<u>-23,590.12</u>	<u>35,519.46</u>	<u>1,535.68</u>
Total Other Income	<u>37,055.14</u>	<u>60,645.26</u>	<u>-23,590.12</u>	<u>35,519.46</u>	<u>1,535.68</u>
Net Other Income	<u>37,055.14</u>	<u>60,645.26</u>	<u>-23,590.12</u>	<u>35,519.46</u>	<u>1,535.68</u>
Net Income	<u>-37,996.47</u>	<u>-17,817.98</u>	<u>-20,178.49</u>	<u>7,022.96</u>	<u>-45,019.43</u>

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of June 30, 2022

	<u>Jun 30, 22</u>	<u>Jun 30, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	10,703.78	54.66	10,649.12
Total Checking/Savings	<u>10,703.78</u>	<u>54.66</u>	<u>10,649.12</u>
Other Current Assets			
Due From (To) City	43,552.35	48,780.45	-5,228.10
Due From (To) Other Funds			
Due From (To) Chamber	-25,172.66	-23,113.45	-2,059.21
Due From (To) MOKAN	<u>-17,290.50</u>	<u>-11,164.95</u>	<u>-6,125.55</u>
Total Due From (To) Other Funds	<u>-42,463.16</u>	<u>-34,278.40</u>	<u>-8,184.76</u>
Total Other Current Assets	<u>1,089.19</u>	<u>14,502.05</u>	<u>-13,412.86</u>
Total Current Assets	<u>11,792.97</u>	<u>14,556.71</u>	<u>-2,763.74</u>
Fixed Assets			
Furniture and Equipment	7,026.54	12,296.58	-5,270.04
Total Fixed Assets	<u>7,026.54</u>	<u>12,296.58</u>	<u>-5,270.04</u>
TOTAL ASSETS	<u><u>18,819.51</u></u>	<u><u>26,853.29</u></u>	<u><u>-8,033.78</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	2,990.00	2,130.00	860.00
Total Accounts Payable	<u>2,990.00</u>	<u>2,130.00</u>	<u>860.00</u>
Total Current Liabilities	<u>2,990.00</u>	<u>2,130.00</u>	<u>860.00</u>
Total Liabilities	<u>2,990.00</u>	<u>2,130.00</u>	<u>860.00</u>
Equity			
Retained Earnings	18,049.27	34,064.63	-16,015.36
Net Income	<u>-2,219.76</u>	<u>-9,341.34</u>	<u>7,121.58</u>
Total Equity	<u>15,829.51</u>	<u>24,723.29</u>	<u>-8,893.78</u>
TOTAL LIABILITIES & EQUITY	<u><u>18,819.51</u></u>	<u><u>26,853.29</u></u>	<u><u>-8,033.78</u></u>

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

November 2021 through June 2022

	<u>Nov '21 - Jun 22</u>	<u>Nov '20 - Jun 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
Income-Funds from City	159,754.61	144,893.94	14,860.67	252,000.00	-92,245.39
Total Income	<u>159,754.61</u>	<u>144,893.94</u>	<u>14,860.67</u>	<u>252,000.00</u>	<u>-92,245.39</u>
Expense					
Administrative Expenses	16,141.60	45.00	16,096.60	24,000.00	-7,858.40
Business Attraction/Retention	11,206.69	0.00	11,206.69	64,000.00	-52,793.31
Choose Joplin Campaign	0.00	12,632.42	-12,632.42	0.00	0.00
Communications/Mobile/Internet	0.00	3,070.71	-3,070.71	0.00	0.00
Data Systems & Equip Support	0.00	22,000.78	-22,000.78	0.00	0.00
Depreciation	3,513.36	3,513.36	0.00	0.00	3,513.36
Economic Partnerships	2,074.81	6,911.55	-4,836.74	0.00	2,074.81
Marketing & Promotions	36,174.83	18,989.67	17,185.16	30,000.00	6,174.83
Memberships	985.50	0.00	985.50	13,000.00	-12,014.50
Miscellaneous Expense	1,760.00	1,342.80	417.20	0.00	1,760.00
Mtgs & Travel/ Prospect Host	0.00	4,019.02	-4,019.02	0.00	0.00
Professional Development	6,178.07	3,145.00	3,033.07	7,500.00	-1,321.93
Regional E-Marketing	0.00	1,000.00	-1,000.00	0.00	0.00
Regional Trade Shows	0.00	3,964.97	-3,964.97	0.00	0.00
Salaries	66,000.00	66,000.00	0.00	99,000.00	-33,000.00
Website Development/Hosting	0.00	7,600.00	-7,600.00	0.00	0.00
Workforce Development	17,939.51	0.00	17,939.51	14,500.00	3,439.51
Total Expense	<u>161,974.37</u>	<u>154,235.28</u>	<u>7,739.09</u>	<u>252,000.00</u>	<u>-90,025.63</u>
Net Ordinary Income	<u>-2,219.76</u>	<u>-9,341.34</u>	<u>7,121.58</u>	<u>0.00</u>	<u>-2,219.76</u>
Net Income	<u><u>-2,219.76</u></u>	<u><u>-9,341.34</u></u>	<u><u>7,121.58</u></u>	<u><u>0.00</u></u>	<u><u>-2,219.76</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of June 30, 2022

	<u>Jun 30, 22</u>	<u>Jun 30, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
002 · US Bank - Money Market	9,370.81	9,549.91	-179.10
001 · US Bank - General Fund	23,951.43	111,997.35	-88,045.92
003 · US Bank - Innovation Center	73,882.57	77,841.29	-3,958.72
005 · Restricted - Bus Recovery Fund	11,422.36	12,257.86	-835.50
Total Checking/Savings	<u>118,627.17</u>	<u>211,646.41</u>	<u>-93,019.24</u>
Accounts Receivable			
020 · Accounts Receivable	11,841.47	7,121.20	4,720.27
Total Accounts Receivable	<u>11,841.47</u>	<u>7,121.20</u>	<u>4,720.27</u>
Other Current Assets			
032 · Prepaid Insurance	4,534.40	3,494.09	1,040.31
019 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	9.83	-27,485.76	27,495.59
019.200 · Due (to) From MOKAN	0.00	-80,000.00	80,000.00
Total 019 · Due From (To) Other Funds	<u>9.83</u>	<u>-107,485.76</u>	<u>107,495.59</u>
031 · Prepaid Expenses	1,146.58	0.00	1,146.58
Total Other Current Assets	<u>5,690.81</u>	<u>-103,991.67</u>	<u>109,682.48</u>
Total Current Assets	<u>136,159.45</u>	<u>114,775.94</u>	<u>21,383.51</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,715,729.60	1,766,513.00	-50,783.40
179 · ATTC Building Improvements	1,544,962.40	1,588,818.44	-43,856.04
177 · ATTC Equipment	568,232.76	840,984.36	-272,751.60
175 · ATTC Furniture & Fixtures	35,996.78	53,275.22	-17,278.44
150 · Foundation Furniture & Fixtures	0.00	611.89	-611.89
166 · IC Leasehold Improvements	39,846.19	39,404.31	441.88
152 · Innovation Center F & F	9,624.17	11,573.93	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,153,263.28	1,201,551.40	-48,288.12
Total Fixed Assets	<u>5,129,599.67</u>	<u>5,564,677.04</u>	<u>-435,077.37</u>
TOTAL ASSETS	<u><u>5,265,759.12</u></u>	<u><u>5,679,452.98</u></u>	<u><u>-413,693.86</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of June 30, 2022

	<u>Jun 30, 22</u>	<u>Jun 30, 21</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 · Accounts Payable	10,456.84	5,256.62	5,200.22
Total Accounts Payable	<u>10,456.84</u>	<u>5,256.62</u>	<u>5,200.22</u>
Credit Cards			
204 · US Bank Credit Card	5,089.05	603.90	4,485.15
Total Credit Cards	<u>5,089.05</u>	<u>603.90</u>	<u>4,485.15</u>
Other Current Liabilities			
208 · Deferred Income	10,377.50	11,821.69	-1,444.19
247.000 · Deposits Held	9,450.00	9,439.35	10.65
Total Other Current Liabilities	<u>19,827.50</u>	<u>21,261.04</u>	<u>-1,433.54</u>
Total Current Liabilities	<u>35,373.39</u>	<u>27,121.56</u>	<u>8,251.83</u>
Total Liabilities	35,373.39	27,121.56	8,251.83
Equity			
33000 · Temp. Restricted Net Assets	25,880.00	25,880.00	0.00
32000 · Unrestricted Net Assets	5,306,953.00	5,757,331.29	-450,378.29
Net Income	-102,447.27	-130,879.87	28,432.60
Total Equity	<u>5,230,385.73</u>	<u>5,652,331.42</u>	<u>-421,945.69</u>
TOTAL LIABILITIES & EQUITY	<u><u>5,265,759.12</u></u>	<u><u>5,679,452.98</u></u>	<u><u>-413,693.86</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations

April through June 2022

	<u>Apr - Jun 22</u>	<u>Apr - Jun 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
415 · MOBEC Grant Matching Funds	32,000.00	0.00	32,000.00	32,000.00	0.00
401 · Contributions	6,120.00	4,735.00	1,385.00	3,000.00	3,120.00
411 · Grants	18,774.33	0.00	18,774.33	111,022.00	-92,247.67
422 · Income - Interest	0.21	19.51	-19.30	0.00	0.21
425 · Income - Miscellaneous	-0.10	0.00	-0.10	0.00	-0.10
Total Income	<u>56,894.44</u>	<u>4,754.51</u>	<u>52,139.93</u>	<u>146,022.00</u>	<u>-89,127.56</u>
Gross Profit	56,894.44	4,754.51	52,139.93	146,022.00	-89,127.56
Expense					
760 · Grant Disbursement	13,492.57	7,063.56	6,429.01	111,022.00	-97,529.43
725 · Equipment Purchase	0.00	130.28	-130.28	0.00	0.00
611 · Administrative Fee	25,000.00	0.00	25,000.00	0.00	25,000.00
787 · Bank Fees	45.00	60.00	-15.00	45.00	0.00
690 · Communications	116.77	0.00	116.77	0.00	116.77
730 · Depreciation	0.00	203.97	-203.97	204.00	-204.00
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	0.00	254.35	-254.35	600.00	-600.00
750 · Professional Fees	180.00	144.00	36.00	3,900.00	-3,720.00
610 · Program Service Fee	13,500.00	13,500.00	0.00	13,500.00	0.00
Total Expense	<u>53,029.14</u>	<u>22,056.25</u>	<u>30,972.89</u>	<u>129,971.00</u>	<u>-76,941.86</u>
Net Ordinary Income	3,865.30	-17,301.74	21,167.04	16,051.00	-12,185.70
Other Income/Expense					
Other Income					
800 · Committee Divisions					
800.350 · Heartland Forward	-2,500.00	0.00	-2,500.00	0.00	-2,500.00
800.500 · Cultural Affairs	0.00	-431.24	431.24	0.00	0.00
800.101 · Education					
951.130 · Technology Summit	-33.43	0.00	-33.43	0.00	-33.43
951.180 · Chamber Academy	0.00	19.00	-19.00	0.00	2,784.06
951.160 · Tomorrows Leaders Today	2,784.06	-418.82	3,202.88	0.00	0.00
951.110 · Golden Apple	7,439.86	1,094.00	6,345.86	8,870.00	-1,430.14
Total 800.101 · Education	<u>10,190.49</u>	<u>694.18</u>	<u>9,496.31</u>	<u>8,870.00</u>	<u>1,320.49</u>
800.200 · Leadership Joplin	-12,716.62	-5,397.54	-7,319.08	-1,400.00	-11,316.62
800.400 · Young Professionals Network	-140.55	-619.32	478.77	-650.00	509.45
Total 800 · Committee Divisions	<u>-5,166.68</u>	<u>-5,753.92</u>	<u>587.24</u>	<u>6,820.00</u>	<u>-11,986.68</u>
Total Other Income	<u>-5,166.68</u>	<u>-5,753.92</u>	<u>587.24</u>	<u>6,820.00</u>	<u>-11,986.68</u>
Net Other Income	-5,166.68	-5,753.92	587.24	6,820.00	-11,986.68
Net Income	<u><u>-1,301.38</u></u>	<u><u>-23,055.66</u></u>	<u><u>21,754.28</u></u>	<u><u>22,871.00</u></u>	<u><u>-24,172.38</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations-ATTC

April through June 2022

	<u>Apr - Jun 22</u>	<u>Apr - Jun 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
425 · Income - Miscellaneous	947.00	0.00	947.00		
426 · Lease Income	52,349.50	54,907.77	-2,558.27	51,183.00	1,166.50
427 · Lease Utility Income	8,650.87	6,765.73	1,885.14	6,775.00	1,875.87
Total Income	<u>61,947.37</u>	<u>61,673.50</u>	<u>273.87</u>	<u>57,958.00</u>	<u>3,989.37</u>
Gross Profit	<u>61,947.37</u>	<u>61,673.50</u>	<u>273.87</u>	<u>57,958.00</u>	<u>3,989.37</u>
Expense					
674 · Trash Expense	1,355.41	620.32	735.09	1,035.00	320.41
725 · Equipment Purchase	0.00	5,354.80	-5,354.80	0.00	0.00
611 · Administrative Fee	6,250.00	24,375.00	-18,125.00	18,750.00	-12,500.00
690 · Communications	2,866.59	3,247.03	-380.44	2,940.00	-73.41
730 · Depreciation	96,167.37	96,167.37	0.00	96,168.00	-0.63
671 · Electric Expense	12,730.41	10,162.93	2,567.48	10,675.00	2,055.41
720 · Equipment Maint	585.00	4,237.17	-3,652.17	2,205.00	-1,620.00
672 · Gas Expense	991.91	937.46	54.45	1,000.00	-8.09
785 · Insurance Expense	9,694.38	7,648.62	2,045.76	7,950.00	1,744.38
650 · Meetings	0.00	31.60	-31.60	300.00	-300.00
790 · Miscellaneous Expense	2,000.00	0.00	2,000.00	375.00	1,625.00
670 · Occupancy Expense					
670.60 · Miscellaneous	468.59	105.04	363.55	360.00	108.59
670.50 · Keys/Locks	0.00	52.00	-52.00	60.00	-60.00
670.40 · Equip Monitoring/Inspections	1,180.31	106.91	1,073.40	180.00	1,000.31
670.30 · Grounds Maintenance	2,356.44	420.00	1,936.44	360.00	1,996.44
670.20 · Janitorial Services/Supplies	7,862.23	7,882.01	-19.78	8,250.00	-387.77
670.10 · Building Maintenance	8,547.16	5,927.00	2,620.16	8,760.00	-212.84
Total 670 · Occupancy Expense	<u>20,414.73</u>	<u>14,492.96</u>	<u>5,921.77</u>	<u>17,970.00</u>	<u>2,444.73</u>
673 · Water/Sewer Expense	882.47	1,034.19	-151.72	1,065.00	-182.53
Total Expense	<u>153,938.27</u>	<u>168,309.45</u>	<u>-14,371.18</u>	<u>160,433.00</u>	<u>-6,494.73</u>
Net Ordinary Income	<u>-91,990.90</u>	<u>-106,635.95</u>	<u>14,645.05</u>	<u>-102,475.00</u>	<u>10,484.10</u>
Net Income	<u><u>-91,990.90</u></u>	<u><u>-106,635.95</u></u>	<u><u>14,645.05</u></u>	<u><u>-102,475.00</u></u>	<u><u>10,484.10</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations-NIC

April through June 2022

	<u>Apr - Jun 22</u>	<u>Apr - Jun 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
411 · Grants	14,040.00	28,079.75	-14,039.75	28,080.00	-14,040.00
426 · Lease Income	20,231.42	21,516.13	-1,284.71	25,350.00	-5,118.58
Total Income	<u>34,271.42</u>	<u>49,595.88</u>	<u>-15,324.46</u>	<u>53,430.00</u>	<u>-19,158.58</u>
Gross Profit	<u>34,271.42</u>	<u>49,595.88</u>	<u>-15,324.46</u>	<u>53,430.00</u>	<u>-19,158.58</u>
Expense					
674 · Trash Expense	456.22	292.46	163.76	420.00	36.22
611 · Administrative Fee	6,250.00	18,750.00	-12,500.00	18,750.00	-12,500.00
690 · Communications	1,297.17	2,256.69	-959.52	1,545.00	-247.83
730 · Depreciation	14,386.50	14,386.50	0.00	14,400.00	-13.50
671 · Electric Expense	2,133.57	1,644.69	488.88	1,750.00	383.57
720 · Equipment Maint	1,172.53	1,328.06	-155.53	1,600.00	-427.47
672 · Gas Expense	349.10	259.96	89.14	300.00	49.10
785 · Insurance Expense	2,868.72	2,549.54	319.18	2,700.00	168.72
645 · Marketing	0.00	714.90	-714.90	300.00	-300.00
790 · Miscellaneous Expense	0.00	174.22	-174.22	150.00	-150.00
670 · Occupancy Expense					
670.60 · Miscellaneous	26.66	129.99	-103.33	300.00	-273.34
670.50 · Keys/Locks	253.16	0.00	253.16	195.00	58.16
670.40 · Equip Monitoring/Inspections	1,647.22	120.00	1,527.22	120.00	1,527.22
670.30 · Grounds Maintenance	620.00	3,174.00	-2,554.00	240.00	380.00
670.20 · Janitorial Services/Supplies	3,920.06	4,093.43	-173.37	4,440.00	-519.94
670.10 · Building Maintenance	7,471.37	350.00	7,121.37	75.00	7,396.37
Total 670 · Occupancy Expense	<u>13,938.47</u>	<u>7,867.42</u>	<u>6,071.05</u>	<u>5,370.00</u>	<u>8,568.47</u>
673 · Water/Sewer Expense	574.13	559.70	14.43	675.00	-100.87
Total Expense	<u>43,426.41</u>	<u>50,784.14</u>	<u>-7,357.73</u>	<u>47,960.00</u>	<u>-4,533.59</u>
Net Ordinary Income	<u>-9,154.99</u>	<u>-1,188.26</u>	<u>-7,966.73</u>	<u>5,470.00</u>	<u>-14,624.99</u>
Net Income	<u><u>-9,154.99</u></u>	<u><u>-1,188.26</u></u>	<u><u>-7,966.73</u></u>	<u><u>5,470.00</u></u>	<u><u>-14,624.99</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations-Consolidated

April through June 2022

	<u>Apr - Jun 22</u>	<u>Apr - Jun 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
415 · MOBEC Grant Matching Funds	32,000.00	0.00	32,000.00	32,000.00	0.00
401 · Contributions	6,120.00	4,735.00	1,385.00	3,000.00	3,120.00
411 · Grants	32,814.33	28,079.75	4,734.58	139,102.00	-106,287.67
422 · Income - Interest	0.21	19.51	-19.30	0.00	0.21
425 · Income - Miscellaneous	946.90	0.00	946.90	0.00	946.90
426 · Lease Income	72,580.92	76,423.90	-3,842.98	76,533.00	-3,952.08
427 · Lease Utility Income	8,650.87	6,765.73	1,885.14	6,775.00	1,875.87
Total Income	<u>153,113.23</u>	<u>116,023.89</u>	<u>37,089.34</u>	<u>257,410.00</u>	<u>-104,296.77</u>
Gross Profit	153,113.23	116,023.89	37,089.34	257,410.00	-104,296.77
Expense					
674 · Trash Expense	1,811.63	912.78	898.85	1,455.00	356.63
760 · Grant Disbursement	13,492.57	7,063.56	6,429.01	111,022.00	-97,529.43
725 · Equipment Purchase	0.00	5,485.08	-5,485.08	0.00	0.00
611 · Administrative Fee	37,500.00	43,125.00	-5,625.00	37,500.00	0.00
787 · Bank Fees	45.00	60.00	-15.00	45.00	0.00
690 · Communications	4,280.53	5,503.72	-1,223.19	4,485.00	-204.47
730 · Depreciation	110,553.87	110,757.84	-203.97	110,772.00	-218.13
671 · Electric Expense	14,863.98	11,807.62	3,056.36	12,425.00	2,438.98
720 · Equipment Maint	2,452.33	6,236.63	-3,784.30	4,505.00	-2,052.67
672 · Gas Expense	1,341.01	1,197.42	143.59	1,300.00	41.01
785 · Insurance Expense	12,563.10	10,198.16	2,364.94	10,650.00	1,913.10
645 · Marketing	0.00	714.90	-714.90	600.00	-600.00
650 · Meetings	0.00	60.29	-60.29	0.00	0.00
790 · Miscellaneous Expense	2,000.00	428.57	1,571.43	1,125.00	875.00
670 · Occupancy Expense					
670.60 · Miscellaneous	495.25	235.03	260.22	660.00	-164.75
670.50 · Keys/Locks	253.16	52.00	201.16	255.00	-1.84
670.40 · Equip Monitoring/Inspections	2,827.53	226.91	2,600.62	300.00	2,527.53
670.30 · Grounds Maintenance	2,976.44	3,594.00	-617.56	600.00	2,376.44
670.20 · Janitorial Services/Supplies	11,782.29	11,975.44	-193.15	12,690.00	-907.71
670.10 · Building Maintenance	16,018.53	6,277.00	9,741.53	8,835.00	7,183.53
Total 670 · Occupancy Expense	<u>34,353.20</u>	<u>22,360.38</u>	<u>11,992.82</u>	<u>23,340.00</u>	<u>11,013.20</u>
750 · Professional Fees	180.00	144.00	36.00	3,900.00	-3,720.00
610 · Program Service Fee	13,500.00	13,500.00	0.00	13,500.00	0.00
673 · Water/Sewer Expense	1,456.60	1,593.89	-137.29	1,740.00	-283.40
Total Expense	<u>250,393.82</u>	<u>241,149.84</u>	<u>9,243.98</u>	<u>338,364.00</u>	<u>-87,970.18</u>
Net Ordinary Income	-97,280.59	-125,125.95	27,845.36	-80,954.00	-16,326.59
Other Income/Expense					
Other Income					
800 · Committee Divisions					
800.350 · Heartland Forward	-2,500.00	0.00	-2,500.00	0.00	-2,500.00
800.500 · Cultural Affairs	0.00	-431.24	431.24	0.00	0.00
800.101 · Education					
951.130 · Technology Summit	-33.43	0.00	-33.43	0.00	-33.43
951.180 · Chamber Academy	0.00	19.00	-19.00	0.00	0.00
951.160 · Tomorrows Leaders Today	2,784.06	-418.82	3,202.88	0.00	2,784.06
951.110 · Golden Apple	7,439.86	1,094.00	6,345.86	8,870.00	-1,430.14
Total 800.101 · Education	<u>10,190.49</u>	<u>694.18</u>	<u>9,496.31</u>	<u>8,870.00</u>	<u>1,320.49</u>
800.200 · Leadership Joplin	-12,716.62	-5,397.54	-7,319.08	-1,400.00	-11,316.62
800.400 · Young Professionals Network	-140.55	-619.32	478.77	-650.00	509.45
Total 800 · Committee Divisions	<u>-5,166.68</u>	<u>-5,753.92</u>	<u>587.24</u>	<u>6,820.00</u>	<u>-11,986.68</u>
Total Other Income	<u>-5,166.68</u>	<u>-5,753.92</u>	<u>587.24</u>	<u>6,820.00</u>	<u>-11,986.68</u>
Net Other Income	-5,166.68	-5,753.92	587.24	6,820.00	-11,986.68
Net Income	<u><u>-102,447.27</u></u>	<u><u>-130,879.87</u></u>	<u><u>28,432.60</u></u>	<u><u>-74,134.00</u></u>	<u><u>-28,313.27</u></u>

Incubator Activity & Programming, July 2022

Doug Hunt, Director of Entrepreneurship

Joseph Newman Innovation Center (NIC):

- Joplin Schools' Superintendent Kerry Sachetta, EdD, and the admin team will hold their staff retreat at the NIC in Suite 201 on July 28.
- The coworking space has a total of four hot desk members.
- Another AC unit is being scheduled to have a compressor replaced.
- New exterior lighting has been ordered. We are waiting on the vendor.
- Door locks on all restrooms have been upgraded with occupied indicators.

Advanced Training & Technology Center (ATTC):

- The ATTC has one private office space available as of 7/19/22
- Another contractor is providing a quote to enclose the top of the exterior elevator lift.
- The handicap ramp at the west entrance is to be repaired with handicap signs installed at a later unknown date.
- The rooftop AC unit serving the kitchen is beyond repair. We are reviewing options for a 10-ton AC unit.
- Compressors are being replaced in the AC units serving the welding and manufacturing classrooms.

Programming:

- 1 Million Cups (1MC) continues with an average of 25 attendees.
- Chamber Academy has 204 members with continued growth.
- The July e-Commerce Meetup was hosted by the Joplin Chamber and the Neosho Area Chamber of Commerce with a presentation by Mark Carter regarding online payments.
- 2022 Joplin Regional Innovation & Technology Summit is on track. To date, we have 21 speaker applications. The next planning meeting is Tuesday, August 2 at 9:30 am at the Chamber.

Networking Events

Special Events

- Hot Links is September 30. There is still time to get a team in if you are interested.
- JACC Morning Brew is August 5 at Forvis.
- The Chamber and MOKAN are co-hosting an appreciation reception for Senator Blunt on August 5 at noon at MSSU North End Zone. Select invitations are being emailed and are open to the JACC Board.
- Business After Hours is August 16 at Frank Fletcher Ford.
- JACC will have a booth at the MSSU Community Day on August 24
- Business EXPO is January 24 and 25 at Downstream, and registration is open to all members.

Membership Summary Report June 22, 2022 – July 20, 2022

Year to date

Membership Previous (April 1, 2022)	805
Joined (New)	33
Dropped	23
Total membership	815 (net 10)

New Members June 22, 2022 – July 20, 2022

Eagle Eye Printing
New York Life
Twenty|20

Dropped Members June 22, 2022 – July 20, 2022

American Freight
GFI Digital
It's Bugs Or Us
Specialty Foods Distribution, Inc.
JJ Spurlin

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, 6 volunteers, 8 hours
- May | Paint the Parks, 19 volunteers, 50 hours
- May | Bright Futures, 8 volunteers, 7 hours
- June | Wildcat Glades, 3 volunteers, 5.5 hours
- July | Elk River Cleanup, 11 volunteers, 73 hours
- YTD 183.75 hours / Goal 300 Hours (increased 25 hours from 2021-2022)

Upcoming Volunteer Opportunities:

- Children's Haven Back to School Event | August 4 | [Sign Up Here](#)
- Downtown Joplin Cleanup | August 11 | [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:** There are grants available that Healthy Kids would like to look at applying for once they have specific needs, they would also like to start a "student group" to help identify needs and request grant funds. They have about 7-10 initiatives they are working on but would like to choose 3 to tackle this coming fall. They are aware of the growing emotional health crisis and want to be able to make an impact in that area, whatever capacity that may be. They are wanting to be sure that individuals are educated and that resources are available. They are interested in helping graduating seniors find their purpose "pathways to purpose," and are also looking at adding healthy options to concession stands this fall. Soaring Heights will have a walking group this fall and a student garden will be started at the Dover Hill school.
- **Worksite workgroup:** Awards will be going out soon for the businesses that applied for the worksite wellness competition. They are working on "deskercise" calendars and hoping to have them available for purchase soon.

- **Walking Groups:** We have a new group signed up (Downstream Casino) and have around 150 people registered to walk. The first round of assessments will be going out soon to all walking members.

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

- The workgroup will now be meeting on the 4th Wednesday of the month at 4 pm.
- Short/medium: A google map has been created to all the area trail entry points the group will continue to add to the map as the area trails expand.
<https://www.google.com/maps/d/u/0/viewer?mid=1vnLR8L3QZ2lehvtN6a9qFZBFipzpthVU&ll=37.034352242982564%2C-94.43806000000001&z=11>
- Long-term: Connect Frisco Trail to the Ruby Jack
- On-going efforts: Be on-call to reach out to elected officials when funding opportunities come up.
- Create a video series to educate and advocate for transit solutions.
- 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 (EDI): Doug, Chamber Liaison

- The EDI mailing list is being updated with more current and active members. Courageous Conversation public events are now being planned for the rest of 2022.

Professional Development: Alex Gandy, Doug Chamber Liaison

- The Professional Development workgroup continues to grow and has an active schedule of speed networking events and Ed Talks, and they are expanding the mentorship program.

Upcoming Events:

- EdTalk | Inspiring Your Creativity | July 28

Increase brand awareness and demand for Joplin: Erin and Alyssa

- The Choose Joplin App is at 500 downloads. Events continue to be 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. Krackin Cajun Seafood leads in app clicks and website clicks. Restaurants and events lead the way in category clicks.
- A movers guide is being developed for individuals to download from the Choose Joplin website after we collect the reason for their interest in this guide. The targeted completion is at the end of August.

President's Report – Travis Stephens

Capacity Building

- Conducted get-to-know-you meetings with each member of the team where I learned more about each staff member's respective roles and responsibilities
- Implemented slightly new structure for weekly staff meetings
- Toured the Newman Innovation Center and the Advanced Training & Technology Center
- During July I completed a 12-week Dale Carnegie Human Relations course
- Dan Chiodo Leadership Coaching
 - Participated in 1 team session
 - Participated in weekly individual sessions
 - Beginning in August:
 - We are discontinuing the team sessions
 - Several team members have elected to discontinue individual sessions
 - Erin, Alyssa and Amy will continue one session per month
 - I will continue with two sessions per month for a while longer as part of my onboarding
 - All other staff will be discontinuing or have already done so
- I will be attending the Association of Chamber of Commerce Executives (ACCE) annual convention during the final week of July in Indianapolis

Collaboration/Partnership Building

- Attended first Joplin city council meeting of July and was introduced to the city council
- Meetings with city council members Phil Stinnett & Gary Shaw (separate meetings)
- Meetings with former Presidents Toby Teeter & Rob O'Brian (separate meetings)
- Met with Dr. Marc Han of KCU Med School and toured the campus
- Submitted letter to the editor in the Joplin Globe regarding Police and Fire Proposal

Community Engagements

- 14 get-to-know-you meetings with Chamber BOD members so far
- Engaged with members during July Morning Brew and Business After Hours
- Participated in JOMO Jubilee familiarity bus tour with KCU Medical students
- Visited with member Jefferson's restaurant

Economic Development

- Met with CEO of the Missouri Partnership, Subash Alias
- Submitted 3 RFI's through Missouri Partnership
- Posted position for MOKAN Director via Linked, Indeed and various professional contacts
- Spent significant time with Tony Robyn debriefing and downloading all things Economic Development in Joplin and the MOKAN region
- Conducted windshield tour with Tony of all major employers and local industrial sites
- Participated in tour of Wildwood Ranch courtesy of owner/developer Jimmer Pinjuv

- Attended first Joplin Industrial Development Authority (JIDA) meeting and where we agreed to sell an 11 acre parcel at the Crossroads Industrial Park to Foodliner to build a truck washing station
- Had meeting with all regional economic development professionals/partners
- Had meeting with Luke Gibson of The Glenn Group who is the broker for several area commercial/industrial properties of interest

July 2022
Economic Development Highlights
JACC & MOKAN

Business & Industry Takeaways:

- Joplin's top growing industries in 2022 are Manufacturing, Construction, Professional/Technical Services and Healthcare.
- In-demand skills for 2022 include merchandising, nursing and warehousing.
- 95.7% of Joplin businesses employ 49 or fewer employees.

2.8% Joplin Metro Unemployment Rate

Joplin is nearing a record unemployment rate low of 2.7%, set in 2018.
Missouri Unemployment 3.1% (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 Missouri holds the top spot for Cost of Doing Business, according to CNBC's America's Top States of Business of 2022

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

MARKETING AND PROMOTIONS

- Rail Freight Analysis Request for Qualifications posting on hold until City of Joplin fills planner position. The intent is to quantify commodities in and out of the region and identify opportunities and locations for distribution investments like warehousing and transload.
- [Foreign Direct Investment International](#) trade magazine article and ad ran July 2022. The next 2-page article and ad spread will run in late September. The MOKAN Region will be featured on the cover of the Winter issue.
- Missouri industrial mega-sites (100 ac+) analysis underway. Our region has a few.
- Completed drone aerial footage for Neosho's Ozark Terminal industrial property to build promo.
- Quarterly *Around the Region* digital newsletter sent in late June
- Angel Investment Fund has been created with the initial seed contribution of \$90,000 from the Joplin Capital Corporation. MOKAN board fund oversight committee created.

WORKFORCE and TRAINING

- Initiating a regional employer workforce development study; gathering proposals now.
- Working with MSSU to explore the viability of data analytics master's program interest among regional employers
- Hosted approximately 200 KCU medical students in July for JOMO Jubilee in which the students were given a windshield and walking tour of points of interest in Joplin to promote livability and create a talent pipeline for the healthcare industry
- Working with Crowder College to promote the new CNC Machining program to regional manufacturers
- Registration is open for AME (Advanced Manufacturing Expo) in which hundreds of area high school students are invited to learn more about the products made right here and the technology used to create them.

BUSINESS ATTRACTION AND RETENTION

JIDA & Industrial Parks

- The Joplin Industrial Authority closed this month on 30-acre for the new Road Ranger Travel Plaza. Another 80 acres are still pending.
- JIDA continues investigating an acquisition of large properties as a phase two industrial/commercial park buildout, accommodating future growth. Working with the City of Joplin on area infrastructure to accommodate growth. Major industries are looking for large tracks, 100 ac, and recently as high as 700 ac.
- Wildwood Industrial Park promotions continue with BNSF rail certification and 32nd Street improvements are improving position, but 20th Street continues to be an impediment.

PROJECT UPDATES

MOKAN continues to see a need for major requested existing manufacturing/warehousing facilities and large sites. There have been 7 projects in the past month in which we did not have an appropriate building or site to submit for consideration.

Attraction Projects

- *New – Project Connect 2* – Mega site project for an automotive manufacturing facility
- *New – Project Beige* – Industrial Manufacturing equipment production
- *New – Project Gateway 2* – Mega site project for heavy industry manufacturer. Online site visit complete. On-site visit to be scheduled.
- *New – Project Park Place* – Major brand suburban hotel chain holds local property and looking at new construction.
- *Project Firebird* – Food and Beverage manufacturer looking for food-grade real estate
- *Project Trinity* – Real estate request for advanced manufacturing
- *Project Baker's Dozen* – Manufacturing operation only looking at SWMO
- *Project Spoonman* – Large Food Manufacturer looking for a site
- *Project Paper Mache* – Local Manufacturer is building a 150,000 sq ft warehouse
- *Project Treasure Chest* – Data mining center site just purchased 20 ac at Wildwood
- *Project Spaghetti* – International site selector team has visited Joplin twice this spring, looking at a 30,000 sq ft warehousing and light manufacturing location. The lack of adequate buildings has them looking regionally again for 50,000-60,000 sq ft.
- Several other projects in the pipeline in various stages of inquiry and qualification

Expansion Projects

- *New -- Project Bookworm* – Local technology company continues to expand high-quality positions and looking for an additional building acquisition for expansion.
- *New – Project Heat* (retention) – Local heat transfer equipment company expanded in 2020 and is adding more square footage and employees again in 2022
- *Project Crayon* – Local manufacturer seeking 100,000 sq ft expansion for production and warehousing to support the EV bus vehicle industry.
- *Project Walkie Talkie* – Local manufacturer seeking 100,000 sq ft expansion to support the handheld communication industry. Working on state training grants now.
- *Project Locomotion* – Local manufacturing expansion and relocation discovery are underway.
- *Project Cannon* (relocation) – large regional production and retail facility interested in consolidating to bigger Joplin market holding re: inflation.
- *Project Starburst* (retention) -- added 90 new production positions in 2021 and an expansion (\$10 million); Phase II expands major warehousing and land sale pending.
- *Project Popeye* – Technology company corporate office construction is well underway at Crossroads.