



**Board of Directors Meeting
October 31, 2022
12:00pm**

Zoom Link:

<https://us02web.zoom.us/j/87802030327?pwd=RGJNdkp5S1NaREJMNjR1UU5iY3NtUT09>

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

- I. 12:00 Call To Order: Welcome Betsy Kissel
- II. 12:05 Approval of Minutes: September 2022 Betsy Kissel
- III. Financial Report: September 2022 Travis Stephens
 - o Approval of Financials
- IV. New Business
 - o Reaccreditation Progress Jordan Bolinger/Tonya Sprenkle
 - o Strategic Plan / Retreat Discussion Travis Stephens/ Tonya Sprenkle/Betsy Kissel
- V. Staff Reports:
 - Operations – Tonya Sprenkle
 - Membership – Reggie Powers
 - Entrepreneurship – Doug Hunt
 - Events – Stephanie McGrew
 - Marketing – Erin Slifka
 - o President's Report Travis Stephens
 - o Board Member Updates Board Members
 - o Adjourn to Executive Session
 - o Adjourn

**Next Meeting: Monday, November 28, 2022
Chamber Office, Liberty Room, meeting begins at 12:00 pm
Board holiday social get-together – December 12, 4:00-6:00 pm**

Joplin Area Chamber of Commerce
Board of Directors Meeting and
Zoom Conference Call
September 26, 2022

Minutes

Attended/Zoom: Jordan Bolinger, Todd Chenault, Melodee Colbert-Kean, Kim Cox, Mattie Crossland, Jeremy Drinkwitz, Nick Edwards, Carlos Haley, Lori Haun, Dr. Ken Heiles, Dr. Brad Hodson, Betsy Kissel, Howie Nunnally, Katrina Richards, Dr. Kerry Sachetta, Melissa Smith, Matt Stewart, Dustin Storm, Dr. Dean Van Galen

Absent: John Bartosh, Jim Dalrymple, Chad Evans, Alex Gandy, Chad Greer, Jerrod Hogan, Mayor Doug Lawson, Bill Reiboldt, Stormy Worden

Staff: Debby Chaligoj, Doug Hunt, Lisa Kelly, Stephanie McGrew, Reggie Powers, Erin Slifka, Tonya Sprenkle, Travis Stephens

I. Betsy Kissel, Call to Order

II. Approval of August Minutes

A. Dr. Dean Van Galen moved to approve the August minutes and seconded by Jeremy Drinkwitz. Motion passed.

B. August financials presented by Travis Stephens. Travis made a correction to the Finance Executive Summary. Under the Chamber, the third bullet point, Deferred Income, should read 22/23 Fiscal Year (not 21/22). The next bullet point, Deferred Income, should read 23/24 Fiscal Year (not 22/23). August financials were in your Board packet. See them for the details. Jeremy Drinkwitz moved to approve the August financials as presented and seconded by Todd Chenault. Motion passed.

III. Ex-Officio Reports, presented by:

A. City of Joplin presented by Nick Edwards. Nick's presentation was included in your Board packet. See it for the details.

B. County Commissioners:

1. Jasper County, John Bartosh. Not present.
2. Newton County, Bill Reiboldt. Not present.

C. Education:

1. Joplin Public School District presented by Dr. Kerry Sachetta. Dr. Sachetta's report was included in your packet. See it for the details. Dr. Sachetta said the District should take control of Dover Hill Elementary School in mid-December with a ribbon cutting on January 6 at 10:00 am.
2. Crowder College presented by Melissa Smith. Melissa's report was included in your packet. See it for the details.
3. MSSU presented by Dr. Brad Hodson. Dr. Hodson handed his report out. Lisa will email to those not present.
4. KCU presented by Dr. Ken Heiles. Dr. Heiles thanked both Freeman Health System and Mercy Joplin for being valuable academic partners. He stated that they take over 50% of the third-year class on clinical rotation. Dr. Heiles added the Dental School has been taking applications for the last three months and have started the interview process. The new Dental building is about 80-85% complete. They will be open for the students in July 2023.
5. OCC, Jim Dalrymple. Not present.

IV. New Business

A. Reaccreditation presented by Jordan Bolinger and Tonya Sprenkle. Tonya stated that the Membership, Benchmarking, and Communications sections are almost finished. They are going through final proofing. We are on target to be complete by the December deadline.

B. Strategic Plan and Retreat Discussion presented by Tonya Sprenkle and Betsy Kissel. Tonya stated that the hotel reservations are made so if you have not RSVPed, please contact Tonya. Travis added that Bob Harris will be facilitating the retreat.

C. Nominating Committee Update presented by Tonya Sprenkle and Betsy Kissel. Betsy stated that the Nominating Committee would like to present John Hunter, American Ramp Company and Atlas Safe Rooms, and Ben McNelly, Full Bore Studios and Pennington Station, to the Board Retreat. Then the committee will add them to the slate of six of nominations for the next term. Jeremy Drinkwitz moved to allow both John Hunter and Ben McNelly to attend the Board Retreat and seconded by Kim Cox. Motion passed.

D. Staff Reports

1. Entrepreneurship presented by Doug Hunt. Doug's report was in your packet. See it for the details.

2. Events presented by Stephanie McGrew. Stephanie's report was in your packet. See it for the details.

3. Membership presented by Reggie Powers. Reggie's report was in your packet. See it for the details. Reggie added that we are at a 96% retention rate.

4. Marketing presented by Erin Slifka. Erin's report was in your packet. See it for the details.

5. Operations presented by Tonya Sprenkle. Tonya stated we received a letter back on the ERC Tax Credits and should receive a significant amount coming back to us. This will cover the five quarters that we qualify for the tax credits. Tonya has been trying to get a refund back on our property taxes for both the ATTC and the NIC. Tonya, Doug, and Roger Wrestler, with Hardy, Wrestler and Associates, CPAs, and P.C., testified in court last week on this issue. Our Council, John Dolence, was pleased and thought it went well. There is a 30-day timeline to file their briefs, then we will find out the outcome of the reimbursement, if any.

6. CEO report presented by Travis Stephens. Travis' report was in your packet. See it for the details. Travis announced that Jake Heisten has accepted the Director for MOKAN Partnership position. His start date is tentatively October 24. Travis also announced that the Council voted 9-0 to continue moving forward with the contract between the City and the Chamber funding Economic Development.

VI. Adjourn to Executive Session

Respectfully submitted by:

Lisa Kelly, Executive Assistant

Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: September 30, 2022

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

Chamber:

* Cash Position:	Average	
* Accounts Receivable:		\$ 11,153.03
* Deferred Income Current Fiscal Year:		\$ 179,487.35
* Deferred Income Next Fiscal Year:		\$ 27,836.18
* Line of Credit-US Bank:		\$ -
* Membership Dues YTD Income:		\$ 198,190.35
* Net Income YTD:		\$ (3,330.08)

Foundation / Innovation Center:

* Cash Position Foundation:	Low	
* Cash Position Innovation Center:	Average	
* Accounts Receivable:		\$ 14,709.38
* Accounts Receivable: Crowder		\$ 23,000.00
* Notes Receivable-BRF Loans:		\$ -
* Deferred Income Current Fiscal Year:		\$ 24,277.50
* Deferred Income Next Fiscal Year:		\$ -
* Line of Credit-US Bank:		\$ -
* Net Income YTD:		\$ (304,844.86)

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:		\$ 17,448.27
Due to Chamber:		\$ 11,001.42
Due to MOKAN:		\$ 2,118.19

(ED charges paid by MOKAN)

Financial Highlights:

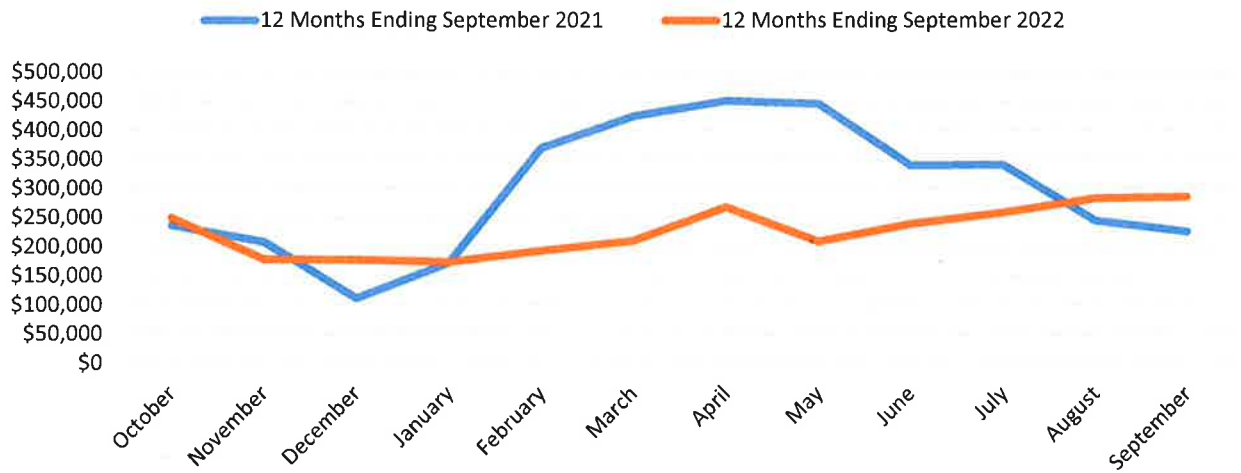
Funds are very low for Foundation due to outstanding amounts from grants and other receivables. A loan was made from Chamber to Foundation in October in the amount of \$75,000. This loan is planned to repay in December 2022.

Outstanding amounts to be collected:	Month to receive payment	Amount
MOBEC Grant	November	\$10,000
NIC Grant	November	\$28,080
Tech Summit Sponsor	November	\$36,500
Crowder College	December	\$57,500
		<hr/>
		\$132,080
		<hr/>

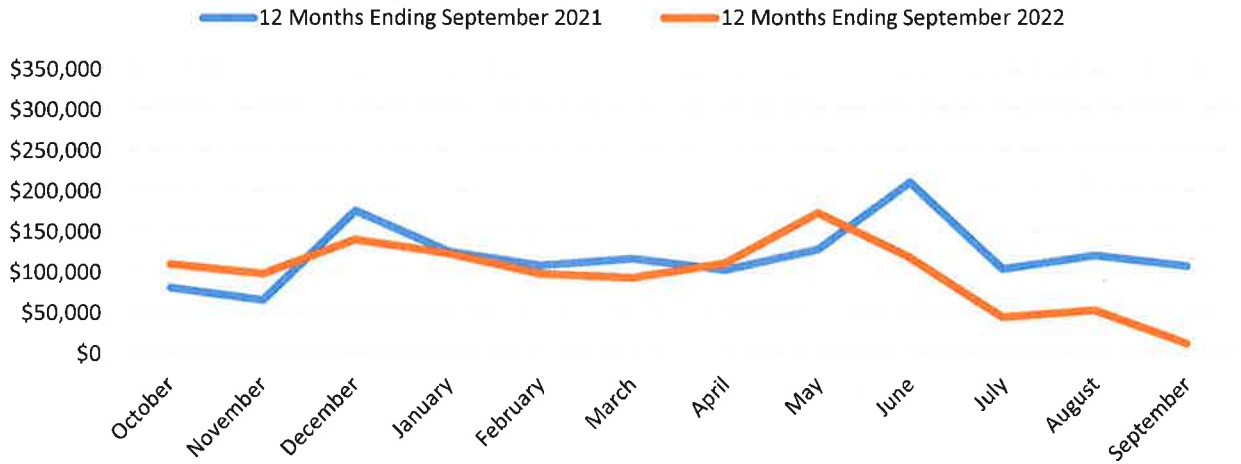
Cash Flow Comparison

October - September

Chamber Cash



Foundation Cash



Aged Open A/R

As of September 30, 2022

Chamber

	Sep-22	Aug-22	Jul-22	Jun-22	May-22	Total Open
Total Amount:	9,855.03	-	-	50.00	1,248.00	11,153.03
% of Total Amount:	88.36%	0.00%	0.00%	0.45%	11.19%	

Foundation

	Sep-22	Aug-22	Jul-22	Jun-22	May-22	Total Open
Amount:	8,253.38	1,231.00	225.00	-	5,000.00	14,709.38
Crowder Amount:	11,500.00	11,500.00	-	-	-	23,000.00
Total Amount:	19,753.38	12,731.00	225.00	-	5,000.00	37,709.38
% of Total Amount:	52.38%	33.76%	0.60%	0.00%	13.26%	

DUE FROM (TO) ACCOUNT DETAILS
September 2022

Memo	Amount
<u>Foundation Due to Chamber</u>	
Chamber Charge on Foundation Credit Card	-
Foundation Charge on Chamber Credit Card	2,267.14
	<u>2,267.14</u>
<u>ED Due to Chamber</u>	
Due from City	9,960.71
Bills paid by Chamber	1,040.72
	<u>11,001.43</u>
<u>JIDA Due to Chamber</u>	
Charge on Chamber Credit Card	66.75
	<u>66.75</u>
<u>JCIDA Due to Chamber</u>	
Charge on Chamber Credit Card	87.15
	<u>87.15</u>
<u>One Joplin Due to Chamber</u>	
Charge on Chamber Credit Card	11.25
	<u>11.25</u>
<u>Other</u>	250.00
TOTAL DUE FROM (TO) OTHER FUNDS	13,683.72

Joplin Area Chamber of Commerce

Balance Sheet

As of September 30, 2022

	<u>Sep 30, 22</u>	<u>Sep 30, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	286,227.07	226,336.98	59,890.09
Total Checking/Savings	<u>286,227.07</u>	<u>226,336.98</u>	<u>59,890.09</u>
Accounts Receivable			
012 · Accounts Receivable	11,153.03	9,213.68	1,939.35
Total Accounts Receivable	<u>11,153.03</u>	<u>9,213.68</u>	<u>1,939.35</u>
Other Current Assets			
010 · Petty Cash	250.00	234.94	15.06
014 · Due From (To) Staff	-271.59	-250.65	-20.94
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	2,267.14	17,998.30	-15,731.16
022 · Due From (To) ED	11,001.42	38,691.43	-27,690.01
023 · Due From (To) MOKAN	0.00	17,765.00	-17,765.00
024 · Due From (To) JIDA	66.75	1,200.00	-1,133.25
025 · Due From (To) JCIDA	87.15	600.00	-512.85
026 · Due From (To) MOCAP	0.00	461.25	-461.25
027 · Due From (To) JCC	0.00	1,500.00	-1,500.00
028 · Due From (To) One Joplin	11.25	879.56	-868.31
037 · Due From (To) BBJ	0.00	100.42	-100.42
020 · Due From (To) Other Funds - Other	250.00	208.81	41.19
Total 020 · Due From (To) Other Funds	<u>13,683.71</u>	<u>79,404.77</u>	<u>-65,721.06</u>
030 · Deposit - Bulk Mail	4,205.08	1,901.45	2,303.63
031 · Prepaid Expenses	486.64	0.00	486.64
032 · Prepaid Insurance	8,522.36	7,959.77	562.59
Total Other Current Assets	<u>26,876.20</u>	<u>89,250.28</u>	<u>-62,374.08</u>
Total Current Assets	<u>324,256.30</u>	<u>324,800.94</u>	<u>-544.64</u>
Fixed Assets			
152.000 · Furniture & Equipment	22,111.95	29,566.35	-7,454.40
154.000 · Interior	2,568.77	7,706.45	-5,137.68
156.000 · 320 East 4th - Building	167,206.12	180,365.68	-13,159.56
158.000 · Grounds	5,011.80	5,896.20	-884.40
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>273,461.20</u>	<u>300,097.24</u>	<u>-26,636.04</u>
TOTAL ASSETS	<u><u>597,717.50</u></u>	<u><u>624,898.18</u></u>	<u><u>-27,180.68</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of September 30, 2022

	<u>Sep 30, 22</u>	<u>Sep 30, 21</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	8,119.53	2,797.09	5,322.44
Total Accounts Payable	<u>8,119.53</u>	<u>2,797.09</u>	<u>5,322.44</u>
Credit Cards			
200.100 · US Bank - Credit Card	6,348.52	6,015.45	333.07
Total Credit Cards	<u>6,348.52</u>	<u>6,015.45</u>	<u>333.07</u>
Other Current Liabilities			
208.000 · Deferred Income - Renewal Dues	155,571.53	167,113.10	-11,541.57
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	33,735.00	0.00	33,735.00
217.190 · Deferred Income - SBOY	0.00	2,250.00	-2,250.00
217.310 · Deferred Income - Banquet	0.00	9,650.00	-9,650.00
217.320 · Deferred Income - GMJ	2,042.00	3,228.00	-1,186.00
217.330 · Deferred Income - Morning Brew	2,400.00	4,200.00	-1,800.00
217.340 · Deferred Income - BAH	1,000.00	0.00	1,000.00
217.350 · Deferred Income - Golf	0.00	6,383.13	-6,383.13
217.460 · Deferred Income - Member Emails	800.00	0.00	800.00
217.470 · Deferred Income - Mmbr Table	200.00	0.00	200.00
270.325 · Deferred Income - Adv Mfg Expo	8,950.00	0.00	8,950.00
217.000 · Deferred Income-Other - Other	1,625.00	0.00	1,625.00
Total 217.000 · Deferred Income-Other	<u>51,752.00</u>	<u>27,711.13</u>	<u>24,040.87</u>
Total Other Current Liabilities	<u>207,323.53</u>	<u>194,824.23</u>	<u>12,499.30</u>
Total Current Liabilities	<u>221,791.58</u>	<u>203,636.77</u>	<u>18,154.81</u>
Total Liabilities	<u>221,791.58</u>	<u>203,636.77</u>	<u>18,154.81</u>
Equity			
32000 · Unrestricted Net Assets	379,256.00	348,092.17	31,163.83
Net Income	-3,330.08	73,169.24	-76,499.32
Total Equity	<u>375,925.92</u>	<u>421,261.41</u>	<u>-45,335.49</u>
TOTAL LIABILITIES & EQUITY	<u><u>597,717.50</u></u>	<u><u>624,898.18</u></u>	<u><u>-27,180.68</u></u>

Joplin Area Chamber of Commerce

Statement of Operations

April through September 2022

	Apr - Sep 22	Apr - Sep 21	\$ Change	Budget	Budget Variance	% of Budget
Ordinary Income/Expense						
Income						
401.000 · Income - Member Investments	198,190.35	181,228.15	16,962.20	202,344.00	-4,153.65	97.95%
403.000 · Income - Foundation Service Fee	27,000.00	27,000.00	0.00	27,000.00	0.00	100.0%
404.000 · Income - NIC/ATTC Admin Fee	75,000.00	80,625.00	-5,625.00	75,000.00	0.00	100.0%
405.000 · Income - Economic Development	49,500.00	49,500.00	0.00	49,500.00	0.00	100.0%
406.000 · Income - JIDA	6,000.00	3,600.00	2,400.00	3,600.00	2,400.00	166.67%
406.500 · Income - JCIDA	600.00	600.00	0.00	600.00	0.00	100.0%
407.000 · Income - MOKAN	101,082.27	112,500.00	-11,417.73	112,500.00	-11,417.73	89.85%
408.000 · Income - MOCAP	450.00	450.00	0.00	450.00	0.00	100.0%
409.000 · Income - One Joplin	4,500.00	4,500.00	0.00	4,500.00	0.00	100.0%
411.000 · Income - Jop Cap Corp Serv Fee	1,500.00	1,500.00	0.00	1,500.00	0.00	100.0%
416.000 · Income - C2C Service Fee	49,983.79	42,603.83	7,379.96	50,100.00	-116.21	99.77%
430.000 · Income - Building Room Rental	477.50	558.00	-80.50	0.00	477.50	100.0%
450.000 · Income - Member Listings	150.00	225.00	-75.00	0.00	150.00	100.0%
492.000 · Income - Miscellaneous	33,938.51	122,338.27	-88,399.76	31,000.00	2,938.51	109.48%
495.000 · Income - New Member Fee	1,005.00	915.00	90.00	1,800.00	-795.00	55.83%
Total Income	549,377.42	628,143.25	-78,765.83	559,894.00	-10,516.58	98.12%
Gross Profit	549,377.42	628,143.25	-78,765.83	559,894.00	-10,516.58	98.12%
Expense						
610.000 · Salaries	378,506.66	404,176.60	-25,669.94	405,062.00	-26,555.34	93.44%
612.000 · Payroll Taxes	28,187.84	26,612.83	1,575.01	32,700.00	-4,512.16	86.2%
615.000 · Pension Fund	32,610.38	34,023.30	-1,412.92	33,050.00	-439.62	98.67%
616.000 · Employee Insurance/Benefits	5,097.17	5,355.83	-258.66	6,050.00	-952.83	84.25%
617.000 · Payroll Expenses	4,461.24	4,627.37	-166.13	4,520.00	-58.76	98.7%
620.000 · Automobile Expense	547.61	1,251.10	-703.49	1,200.00	-652.39	45.63%
630.000 · Health Insurance	48,478.80	46,488.52	1,990.28	47,700.00	778.80	101.63%
635.000 · Liability & Other Insurance	6,472.82	5,729.38	743.44	6,000.00	472.82	107.88%
640.000 · Staff Dues & Development	9,261.76	2,626.00	6,635.76	3,000.00	6,261.76	308.73%
645.000 · Staff Meetings/Retreats	594.82	501.20	93.62	900.00	-305.18	66.09%
650.000 · Meetings & Travel	2,495.26	558.96	1,936.30	600.00	1,895.26	415.88%
670.000 · Occupancy Expense	11,376.53	7,745.21	3,631.32	8,697.00	2,679.53	130.81%
673.000 · Electric Expense	4,555.27	3,967.65	587.62	4,165.00	390.27	109.37%
674.000 · Trash Expense	893.41	618.87	274.54	840.00	53.41	106.36%
677.000 · Water/Sewer Expense	432.82	409.85	22.97	450.00	-17.18	96.18%
680.000 · Postage	1,459.26	2,229.25	-769.99	1,245.00	214.26	117.21%
690.000 · Communications Expenses	4,492.86	6,066.08	-1,573.22	4,788.00	-295.14	93.84%
700.000 · Office Supplies	3,618.89	2,154.81	1,464.08	1,800.00	1,818.89	201.05%
710.000 · Equipment Rental	6,083.96	5,684.76	399.20	5,688.00	395.96	106.96%
715.000 · Equipment Purchase	2,321.89	2,153.81	168.08	0.00	2,321.89	100.0%
720.000 · Equipment Maintenance	18,708.33	18,801.24	-92.91	17,700.00	1,008.33	105.7%
730.000 · Depreciation	13,318.02	13,355.74	-37.72	13,200.00	118.02	100.89%
750.000 · Professional Fees	10,998.58	14,630.00	-3,631.42	5,300.00	5,698.58	207.52%
788.000 · Other Staff Expenses	1,387.73	1,289.35	98.38	1,000.00	387.73	138.77%
789.000 · Bank and Credit Card Fees	5,121.29	5,023.05	98.24	6,750.00	-1,628.71	75.87%
790.000 · Miscellaneous Expense	1,580.40	1,137.16	443.24	1,650.00	-69.60	95.78%
Total Expense	603,063.60	617,217.92	-14,154.32	614,055.00	-10,991.40	98.21%
Net Ordinary Income	-53,686.18	10,925.33	-64,611.51	-54,161.00	474.82	99.12%

Joplin Area Chamber of Commerce

Statement of Operations

April through September 2022

	<u>Apr - Sep 22</u>	<u>Apr - Sep 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>Budget Variance</u>	<u>% of Budget</u>
Other Income/Expense						
Other Income						
800.000 · Committee Divisions						
800.100 · Economic Development	2,914.35	4,375.50	-1,461.15	2,325.00	589.35	125.35%
800.200 · Business Development	2,053.30	46,040.06	-43,986.76	5,000.00	-2,946.70	41.07%
800.300 · Governance	-1,540.20	-30.00	-1,510.20	0.00	-1,540.20	100.0%
800.400 · Member Services	204.18	59.68	144.50	7,177.00	-6,972.82	2.85%
800.500 · Spec Events						
900.510 · Annual Banquet	14,128.28	0.00	14,128.28	11,979.00	2,149.28	117.94%
900.515 · Good Morning Joplin	1,986.43	0.00	1,986.43	4,160.00	-2,173.57	47.75%
900.520 · Morning Brew	4,902.32	5,600.00	-697.68	7,860.00	-2,957.68	62.37%
900.525 · Business After Hours	8,602.32	7,200.00	1,402.32	7,860.00	742.32	109.44%
900.530 · Golf Tournament	23,275.46	7,174.08	16,101.38	15,340.00	7,935.46	151.73%
Total 800.500 · Spec Events	52,894.81	19,974.08	32,920.73	47,199.00	5,695.81	112.07%
800.600 · Communications	-779.77	-4,255.35	3,475.58	-15,834.71	15,054.94	4.92%
800.800 · Chamber Work Groups	-5,390.57	-3,920.06	-1,470.51	440.00	-5,830.57	-1,225.13%
Total 800.000 · Committee Divisions	50,356.10	62,243.91	-11,887.81	46,306.29	4,049.81	108.75%
Total Other Income	50,356.10	62,243.91	-11,887.81	46,306.29	4,049.81	108.75%
Net Other Income	50,356.10	62,243.91	-11,887.81	46,306.29	4,049.81	108.75%
Net Income	-3,330.08	73,169.24	-76,499.32	-7,854.71	4,524.63	42.4%

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of September 30, 2022

	<u>Sep 30, 22</u>	<u>Sep 30, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	14,437.59	12,309.97	2,127.62
Total Checking/Savings	<u>14,437.59</u>	<u>12,309.97</u>	<u>2,127.62</u>
Other Current Assets			
Due From (To) City	17,448.27	55,334.02	-37,885.75
Due From (To) Other Funds			
Due From (To) Chamber	-11,001.42	-38,691.43	27,690.01
Due From (To) MOKAN	-2,118.19	-13,451.99	11,333.80
Due From (To) Other Funds - Other	-265.69	0.00	-265.69
Total Due From (To) Other Funds	<u>-13,385.30</u>	<u>-52,143.42</u>	<u>38,758.12</u>
Total Other Current Assets	<u>4,062.97</u>	<u>3,190.60</u>	<u>872.37</u>
Total Current Assets	<u>18,500.56</u>	<u>15,500.57</u>	<u>2,999.99</u>
Fixed Assets			
Furniture and Equipment	5,709.15	10,979.07	-5,269.92
Total Fixed Assets	<u>5,709.15</u>	<u>10,979.07</u>	<u>-5,269.92</u>
TOTAL ASSETS	<u><u>24,209.71</u></u>	<u><u>26,479.64</u></u>	<u><u>-2,269.93</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	1,500.00	320.80	1,179.20
Total Accounts Payable	<u>1,500.00</u>	<u>320.80</u>	<u>1,179.20</u>
Total Current Liabilities	<u>1,500.00</u>	<u>320.80</u>	<u>1,179.20</u>
Total Liabilities	<u>1,500.00</u>	<u>320.80</u>	<u>1,179.20</u>
Equity			
Retained Earnings	18,049.27	34,064.63	-16,015.36
Net Income	4,660.44	-7,905.79	12,566.23
Total Equity	<u>22,709.71</u>	<u>26,158.84</u>	<u>-3,449.13</u>
TOTAL LIABILITIES & EQUITY	<u><u>24,209.71</u></u>	<u><u>26,479.64</u></u>	<u><u>-2,269.93</u></u>

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

November 2021 through September 2022

	<u>Nov '21 - Sep 22</u>	<u>Nov '20 - Sep 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>Budget Variance</u>	<u>% of Budget</u>
Ordinary Income/Expense						
Income						
Income-Funds from City	234,177.60	200,227.96	33,949.64	252,000.00	-17,822.40	92.93%
Total Income	<u>234,177.60</u>	<u>200,227.96</u>	<u>33,949.64</u>	<u>252,000.00</u>	<u>-17,822.40</u>	<u>92.93%</u>
Expense						
Administrative Expenses	24,230.47	45.00	24,185.47	26,300.00	-2,069.53	92.13%
Business Attraction/Retention	11,415.36	299.49	11,115.87	11,650.00	-234.64	97.99%
Choose Joplin Campaign	0.00	23,458.71	-23,458.71	0.00	0.00	0.0%
Communications/Mobile/Internet	0.00	4,102.82	-4,102.82	0.00	0.00	0.0%
Data Systems & Equip Support	0.00	26,829.88	-26,829.88	0.00	0.00	0.0%
Depreciation	4,830.75	4,830.87	-0.12	0.00	4,830.75	100.0%
Economic Partnerships	0.00	13,411.55	-13,411.55	0.00	0.00	0.0%
Marketing & Promotions	48,346.14	18,989.67	29,356.47	60,750.00	-12,403.86	79.58%
Memberships	13,104.50	0.00	13,104.50	13,100.00	4.50	100.03%
Miscellaneous Expense	0.00	1,511.80	-1,511.80	0.00	0.00	0.0%
Mtgs & Travel/ Prospect Host	0.00	6,209.37	-6,209.37	0.00	0.00	0.0%
Office Supplies/Publications	0.00	108.72	-108.72	0.00	0.00	0.0%
Professional Development	11,040.43	4,894.99	6,145.44	13,400.00	-2,359.57	82.39%
Regional E-Marketing	0.00	1,000.00	-1,000.00	0.00	0.00	0.0%
Regional Trade Shows	0.00	4,071.71	-4,071.71	0.00	0.00	0.0%
Salaries	90,750.00	90,750.00	0.00	99,000.00	-8,250.00	91.67%
Website Development/Hosting	0.00	7,619.17	-7,619.17	0.00	0.00	0.0%
Workforce Development	25,799.51	0.00	25,799.51	27,800.00	-2,000.49	92.8%
Total Expense	<u>229,517.16</u>	<u>208,133.75</u>	<u>21,383.41</u>	<u>252,000.00</u>	<u>-22,482.84</u>	<u>91.08%</u>
Net Ordinary Income	<u>4,660.44</u>	<u>-7,905.79</u>	<u>12,566.23</u>	<u>0.00</u>	<u>4,660.44</u>	<u>100.0%</u>
Net Income	<u><u>4,660.44</u></u>	<u><u>-7,905.79</u></u>	<u><u>12,566.23</u></u>	<u><u>0.00</u></u>	<u><u>4,660.44</u></u>	<u><u>100.0%</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of September 30, 2022

	<u>Sep 30, 22</u>	<u>Sep 30, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
002 · US Bank - Money Market	9,340.95	9,505.14	-164.19
001 · US Bank - General Fund	-55,956.49	-8,786.23	-47,170.26
003 · US Bank - Innovation Center	48,339.76	95,486.13	-47,146.37
005 · Restricted - Bus Recovery Fund	11,062.36	11,716.36	-654.00
Total Checking/Savings	<u>12,786.58</u>	<u>107,921.40</u>	<u>-95,134.82</u>
Accounts Receivable			
020 · Accounts Receivable			
022 · Accounts Receivable-Crowder	23,000.00	23,000.00	0.00
020 · Accounts Receivable - Other	14,709.38	5,341.94	9,367.44
Total 020 · Accounts Receivable	<u>37,709.38</u>	<u>28,341.94</u>	<u>9,367.44</u>
Total Accounts Receivable	<u>37,709.38</u>	<u>28,341.94</u>	<u>9,367.44</u>
Other Current Assets			
032 · Prepaid Insurance	4,534.42	3,494.10	1,040.32
019 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	-2,267.14	-17,998.30	15,731.16
019 · Due From (To) Other Funds - Other	265.69	0.00	265.69
Total 019 · Due From (To) Other Funds	<u>-2,001.45</u>	<u>-17,998.30</u>	<u>15,996.85</u>
031 · Prepaid Expenses	11,374.27	0.00	11,374.27
Total Other Current Assets	<u>13,907.24</u>	<u>-14,504.20</u>	<u>28,411.44</u>
Total Current Assets	<u>64,403.20</u>	<u>121,759.14</u>	<u>-57,355.94</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,703,033.75	1,753,817.15	-50,783.40
179 · ATTC Building Improvements	1,533,998.39	1,577,854.43	-43,856.04
177 · ATTC Equipment	500,044.86	772,796.46	-272,751.60
175 · ATTC Furniture & Fixtures	31,677.17	48,955.61	-17,278.44
150 · Foundation Furniture & Fixtures	0.00	407.92	-407.92
166 · IC Leasehold Improvements	37,825.39	37,577.28	248.11
152 · Innovation Center F & F	9,136.73	11,086.49	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,141,191.25	1,189,479.37	-48,288.12
Total Fixed Assets	<u>5,018,852.03</u>	<u>5,453,919.20</u>	<u>-435,067.17</u>
TOTAL ASSETS	<u><u>5,083,255.23</u></u>	<u><u>5,575,678.34</u></u>	<u><u>-492,423.11</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of September 30, 2022

	<u>Sep 30, 22</u>	<u>Sep 30, 21</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 · Accounts Payable	18,618.30	8,634.41	9,983.89
Total Accounts Payable	<u>18,618.30</u>	<u>8,634.41</u>	<u>9,983.89</u>
Credit Cards			
204 · US Bank Credit Card	921.29	355.24	566.05
Total Credit Cards	<u>921.29</u>	<u>355.24</u>	<u>566.05</u>
Other Current Liabilities			
208 · Deferred Income			
222.250 · Deferred Income - Tech Summit	20,500.00	0.00	20,500.00
226.000 · Deferred Income-Lease	3,777.50	8,379.00	-4,601.50
Total 208 · Deferred Income	<u>24,277.50</u>	<u>8,379.00</u>	<u>15,898.50</u>
247.000 · Deposits Held	11,450.00	11,357.00	93.00
Total Other Current Liabilities	<u>35,727.50</u>	<u>19,736.00</u>	<u>15,991.50</u>
Total Current Liabilities	<u>55,267.09</u>	<u>28,725.65</u>	<u>26,541.44</u>
Total Liabilities	55,267.09	28,725.65	26,541.44
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	-304,844.86	-236,258.60	-68,586.26
Total Equity	<u>5,027,988.14</u>	<u>5,546,952.69</u>	<u>-518,964.55</u>
TOTAL LIABILITIES & EQUITY	<u><u>5,083,255.23</u></u>	<u><u>5,575,678.34</u></u>	<u><u>-492,423.11</u></u>

Joplin Area Chamber of Commerce Foundation
Statement of Operations-Consolidated
 April through September 2022

	<u>Apr - Sep 22</u>	<u>Apr - Sep 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>Budget Variance</u>	<u>% of Budget</u>
Ordinary Income/Expense						
Income						
415 · MOBEC Grant Matching Funds	32,000.00	0.00	32,000.00	32,000.00	0.00	100.0%
401 · Contributions	8,460.00	7,605.00	855.00	6,000.00	2,460.00	141.0%
411 · Grants	51,309.64	46,157.48	5,152.16	139,102.00	-87,792.36	36.89%
422 · Income - Interest	0.35	19.74	-19.39	0.00	0.35	100.0%
425 · Income - Miscellaneous	947.00	30,000.00	-29,053.00	0.00	947.00	100.0%
426 · Lease Income	137,387.51	149,564.53	-12,177.02	152,741.00	-15,353.49	89.95%
427 · Lease Utility Income	20,489.20	16,296.65	4,192.55	16,350.00	4,139.20	125.32%
Total Income	<u>250,593.70</u>	<u>249,643.40</u>	<u>950.30</u>	<u>346,193.00</u>	<u>-95,599.30</u>	<u>72.39%</u>
Gross Profit	<u>250,593.70</u>	<u>249,643.40</u>	<u>950.30</u>	<u>346,193.00</u>	<u>-95,599.30</u>	<u>72.39%</u>
Expense						
674 · Trash Expense	3,668.82	2,057.85	1,610.97	2,910.00	758.82	126.08%
760 · Grant Disbursement	47,542.47	5,753.32	41,789.15	111,022.00	-63,479.53	42.82%
725 · Equipment Purchase	78.20	5,485.08	-5,406.88	0.00	78.20	100.0%
611 · Administrative Fee	79,500.00	80,625.00	-1,125.00	75,000.00	4,500.00	106.0%
787 · Bank Fees	100.00	105.00	-5.00	90.00	10.00	111.11%
690 · Communications	10,004.13	9,831.12	173.01	8,970.00	1,034.13	111.53%
730 · Depreciation	221,301.51	221,515.68	-214.17	221,544.00	-242.49	99.89%
671 · Electric Expense	39,654.10	32,315.61	7,338.49	34,000.00	5,654.10	116.63%
720 · Equipment Maint	6,589.59	11,131.94	-4,542.35	8,310.00	-1,720.41	79.3%
672 · Gas Expense	2,338.95	2,068.20	270.75	2,250.00	88.95	103.95%
785 · Insurance Expense	26,166.48	20,680.40	5,486.08	21,300.00	4,866.48	122.85%
645 · Marketing	0.00	1,214.90	-1,214.90	1,200.00	-1,200.00	0.0%
650 · Meetings	0.00	60.29	-60.29	0.00	0.00	0.0%
790 · Miscellaneous Expense	2,344.67	439.82	1,904.85	2,250.00	94.67	104.21%
670 · Occupancy Expense	73,532.69	51,369.52	22,163.17	46,705.00	26,827.69	157.44%
700 · Office Supplies	0.00	125.00	-125.00	0.00	0.00	0.0%
750 · Professional Fees	10,567.50	4,116.00	6,451.50	3,900.00	6,667.50	270.96%
610 · Program Service Fee	22,500.00	27,000.00	-4,500.00	27,000.00	-4,500.00	83.33%
840 · Seminars	0.00	99.00	-99.00	0.00	0.00	0.0%
673 · Water/Sewer Expense	3,852.79	3,046.20	806.59	3,480.00	372.79	110.71%
Total Expense	<u>549,741.90</u>	<u>479,039.93</u>	<u>70,701.97</u>	<u>569,931.00</u>	<u>-20,189.10</u>	<u>96.46%</u>
Net Ordinary Income	<u>-299,148.20</u>	<u>-229,396.53</u>	<u>-69,751.67</u>	<u>-223,738.00</u>	<u>-75,410.20</u>	<u>133.71%</u>
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	100.0%
800.500 · Cultural Affairs	0.00	8.57	-8.57	0.00	0.00	0.0%
800.900 · Business Recovery Fund	-360.00	-288.00	-72.00	0.00	-360.00	100.0%
800.101 · Education						
951.130 · Technology Summit	-33.43	0.00	-33.43	0.00	-33.43	100.0%
951.180 · Chamber Academy	0.00	19.00	-19.00	0.00	0.00	0.0%
951.160 · Tomorrows Leaders Today	2,723.72	-418.82	3,142.54	0.00	2,723.72	100.0%
951.110 · Golden Apple	7,439.86	1,094.00	6,345.86	8,870.00	-1,430.14	83.88%
Total 800.101 · Education	<u>10,130.15</u>	<u>694.18</u>	<u>9,435.97</u>	<u>8,870.00</u>	<u>1,260.15</u>	<u>114.21%</u>
800.200 · Leadership Joplin	-12,716.62	-6,657.50	-6,059.12	-1,400.00	-11,316.62	908.33%
800.400 · Young Professionals Network	-250.19	-619.32	369.13	-650.00	399.81	38.49%
Total 800 · Committee Divisions	<u>-5,696.66</u>	<u>-6,862.07</u>	<u>1,165.41</u>	<u>6,820.00</u>	<u>-12,516.66</u>	<u>-83.53%</u>
Total Other Income	<u>-5,696.66</u>	<u>-6,862.07</u>	<u>1,165.41</u>	<u>6,820.00</u>	<u>-12,516.66</u>	<u>-83.53%</u>
Net Other Income	<u>-5,696.66</u>	<u>-6,862.07</u>	<u>1,165.41</u>	<u>6,820.00</u>	<u>-12,516.66</u>	<u>-83.53%</u>
Net Income	<u><u>-304,844.86</u></u>	<u><u>-236,258.60</u></u>	<u><u>-68,586.26</u></u>	<u><u>-216,918.00</u></u>	<u><u>-87,926.86</u></u>	<u><u>140.54%</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations

April through September 2022

				Budget		
	Apr - Sep 22	Apr - Sep 21	\$ Change	Budget	Variance	% of Budget
Ordinary Income/Expense						
Income						
415 · MOBEC Grant Matching Funds	32,000.00	0.00	32,000.00	32,000.00	0.00	100.0%
401 · Contributions	8,460.00	7,605.00	855.00	6,000.00	2,460.00	141.0%
411 · Grants	37,269.64	18,077.73	19,191.91	111,022.00	-73,752.36	33.57%
422 · Income - Interest	0.35	19.74	-19.39	0.00	0.35	100.0%
425 · Income - Miscellaneous	0.00	7,800.00	-7,800.00	0.00	0.00	0.0%
Total Income	77,729.99	33,502.47	44,227.52	149,022.00	-71,292.01	52.16%
Gross Profit	77,729.99	33,502.47	44,227.52	149,022.00	-71,292.01	52.16%
Expense						
760 · Grant Disbursement	47,542.47	5,753.32	41,789.15	111,022.00	-63,479.53	42.82%
725 · Equipment Purchase	0.00	130.28	-130.28	0.00	0.00	0.0%
611 · Administrative Fee	4,500.00	0.00	4,500.00	0.00	4,500.00	100.0%
787 · Bank Fees	100.00	105.00	-5.00	90.00	10.00	111.11%
690 · Communications	0.00	31.16	-31.16	0.00	0.00	0.0%
730 · Depreciation	0.00	407.94	-407.94	408.00	-408.00	0.0%
720 · Equipment Maint	694.80	671.40	23.40	700.00	-5.20	99.26%
645 · Marketing	0.00	500.00	-500.00	0.00	0.00	0.0%
650 · Meetings	0.00	28.69	-28.69	0.00	0.00	0.0%
790 · Miscellaneous Expense	74.67	265.60	-190.93	1,200.00	-1,125.33	6.22%
670 · Occupancy Expense	86.99	0.00	86.99	0.00	86.99	100.0%
750 · Professional Fees	10,567.50	4,116.00	6,451.50	3,900.00	6,667.50	270.96%
610 · Program Service Fee	22,500.00	27,000.00	-4,500.00	27,000.00	-4,500.00	83.33%
840 · Seminars	0.00	99.00	-99.00	0.00	0.00	0.0%
Total Expense	86,066.43	39,108.39	46,958.04	144,320.00	-58,253.57	59.64%
Net Ordinary Income	-8,336.44	-5,605.92	-2,730.52	4,702.00	-13,038.44	-177.3%
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	100.0%
800.500 · Cultural Affairs	0.00	8.57	-8.57	0.00	0.00	0.0%
800.900 · Business Recovery Fund	-360.00	-288.00	-72.00	0.00	-360.00	100.0%
800.101 · Education						
951.130 · Technology Summit	-33.43	0.00	-33.43	0.00	-33.43	100.0%
951.180 · Chamber Academy	0.00	19.00	-19.00	0.00	0.00	0.0%
951.160 · Tomorrows Leaders Today	2,723.72	-418.82	3,142.54	0.00	2,723.72	100.0%
951.110 · Golden Apple	7,439.86	1,094.00	6,345.86	8,870.00	-1,430.14	83.88%
Total 800.101 · Education	10,130.15	694.18	9,435.97	8,870.00	1,260.15	114.21%
800.200 · Leadership Joplin	-12,716.62	-6,657.50	-6,059.12	-1,400.00	-11,316.62	908.33%
800.400 · Young Professionals Network	-250.19	-619.32	369.13	-650.00	399.81	38.49%
Total 800 · Committee Divisions	-5,696.66	-6,862.07	1,165.41	6,820.00	-12,516.66	-83.53%
Total Other Income	-5,696.66	-6,862.07	1,165.41	6,820.00	-12,516.66	-83.53%
Net Other Income	-5,696.66	-6,862.07	1,165.41	6,820.00	-12,516.66	-83.53%
Net Income	-14,033.10	-12,467.99	-1,565.11	11,522.00	-25,555.10	-121.79%

Joplin Area Chamber of Commerce Foundation

Statement of Operations-ATTC

April through September 2022

				Budget		
	Apr - Sep 22	Apr - Sep 21	\$ Change	Budget	Variance	% of Budget
Ordinary Income/Expense						
Income						
425 • Income - Miscellaneous	947.00	11,100.00	-10,153.00			
426 • Lease Income	99,706.50	109,274.08	-9,567.58	102,041.00	-2,334.50	97.71%
427 • Lease Utility Income	20,489.20	16,296.65	4,192.55	16,350.00	4,139.20	125.32%
Total Income	<u>121,142.70</u>	<u>136,670.73</u>	<u>-15,528.03</u>	<u>118,391.00</u>	<u>2,751.70</u>	<u>102.32%</u>
Gross Profit	<u>121,142.70</u>	<u>136,670.73</u>	<u>-15,528.03</u>	<u>118,391.00</u>	<u>2,751.70</u>	<u>102.32%</u>
Expense						
674 • Trash Expense	2,775.47	1,439.00	1,336.47	2,070.00	705.47	134.08%
725 • Equipment Purchase	78.20	5,354.80	-5,276.60			
611 • Administrative Fee	37,500.00	43,125.00	-5,625.00	37,500.00	0.00	100.0%
690 • Communications	6,508.90	6,161.88	347.02	5,880.00	628.90	110.7%
730 • Depreciation	192,334.74	192,334.74	0.00	192,336.00	-1.26	100.0%
671 • Electric Expense	31,836.15	25,683.13	6,153.02	26,975.00	4,861.15	118.02%
720 • Equipment Maint	3,487.28	8,140.50	-4,653.22	4,410.00	-922.72	79.08%
672 • Gas Expense	1,853.35	1,685.22	168.13	1,800.00	53.35	102.96%
785 • Insurance Expense	20,305.02	15,510.30	4,794.72	15,900.00	4,405.02	127.71%
650 • Meetings	0.00	31.60	-31.60	600.00	-600.00	0.0%
790 • Miscellaneous Expense	2,270.00	0.00	2,270.00	750.00	1,520.00	302.67%
670 • Occupancy Expense	50,729.72	38,053.03	12,676.69	35,940.00	14,789.72	141.15%
673 • Water/Sewer Expense	2,245.55	1,919.57	325.98	2,130.00	115.55	105.43%
Total Expense	<u>351,924.38</u>	<u>339,438.77</u>	<u>12,485.61</u>	<u>326,291.00</u>	<u>25,633.38</u>	<u>107.86%</u>
Net Ordinary Income	<u>-230,781.68</u>	<u>-202,768.04</u>	<u>-28,013.64</u>	<u>-207,900.00</u>	<u>-22,881.68</u>	<u>111.01%</u>
Net Income	<u><u>-230,781.68</u></u>	<u><u>-202,768.04</u></u>	<u><u>-28,013.64</u></u>	<u><u>-207,900.00</u></u>	<u><u>-22,881.68</u></u>	<u><u>111.01%</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations-NIC

April through September 2022

	<u>Apr - Sep 22</u>	<u>Apr - Sep 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>Budget Variance</u>	<u>% of Budget</u>
Ordinary Income/Expense						
Income						
411 · Grants	14,040.00	28,079.75	-14,039.75	28,080.00	-14,040.00	50.0%
425 · Income - Miscellaneous	0.00	11,100.00	-11,100.00	0.00	0.00	0.0%
426 · Lease Income	37,681.01	40,290.45	-2,609.44	50,700.00	-13,018.99	74.32%
Total Income	<u>51,721.01</u>	<u>79,470.20</u>	<u>-27,749.19</u>	<u>78,780.00</u>	<u>-27,058.99</u>	<u>65.65%</u>
Gross Profit	<u>51,721.01</u>	<u>79,470.20</u>	<u>-27,749.19</u>	<u>78,780.00</u>	<u>-27,058.99</u>	<u>65.65%</u>
Expense						
674 · Trash Expense	893.35	618.85	274.50	840.00	53.35	106.35%
611 · Administrative Fee	37,500.00	37,500.00	0.00	37,500.00	0.00	100.0%
690 · Communications	3,495.23	3,638.08	-142.85	3,090.00	405.23	113.11%
730 · Depreciation	28,966.77	28,773.00	193.77	28,800.00	166.77	100.58%
671 · Electric Expense	7,817.95	6,632.48	1,185.47	7,025.00	792.95	111.29%
720 · Equipment Maint	2,407.51	2,320.04	87.47	3,200.00	-792.49	75.24%
672 · Gas Expense	485.60	382.98	102.62	450.00	35.60	107.91%
785 · Insurance Expense	5,861.46	5,170.10	691.36	5,400.00	461.46	108.55%
645 · Marketing	0.00	714.90	-714.90	600.00	-600.00	0.0%
790 · Miscellaneous Expense	0.00	174.22	-174.22	300.00	-300.00	0.0%
670 · Occupancy Expense	22,715.98	13,316.49	9,399.49	10,765.00	11,950.98	211.02%
700 · Office Supplies	0.00	125.00	-125.00	0.00	0.00	0.0%
673 · Water/Sewer Expense	1,607.24	1,126.63	480.61	1,350.00	257.24	119.06%
Total Expense	<u>111,751.09</u>	<u>100,492.77</u>	<u>11,258.32</u>	<u>99,320.00</u>	<u>12,431.09</u>	<u>112.52%</u>
Net Ordinary Income	<u>-60,030.08</u>	<u>-21,022.57</u>	<u>-39,007.51</u>	<u>-20,540.00</u>	<u>-39,490.08</u>	<u>292.26%</u>
Net Income	<u>-60,030.08</u>	<u>-21,022.57</u>	<u>-39,007.51</u>	<u>-20,540.00</u>	<u>-39,490.08</u>	<u>292.26%</u>

Staff Reports October 2022

General Operations and major projects, Tonya Sprenkle, Vice President

- We welcomed **Jake Heisten** to the staff on October 24 as the new MOKAN Partnership Director.
- **Property tax issue** for the ATTC and NIC is now in the hands of the judge for final decision. Doug Hunt, Roger Wrestler, and Tonya Sprenkle testified on September 22, and legal briefs were filed by October 22.
- I'm continuing to work with Smarter Tax Planning on the **Employee Retention Credits**, which we anticipate will bring in a six-figure refund of payroll taxes from the five quarters where our income difference from the prior year qualifies the JACC for credit.
- I've added JACC health insurance premiums to the items Smarter Tax Planning is exploring for additional return on COVID expenses.
- Doug and I filed for two grants with **MOBEC** (MTC) on October 20. Operations: \$50,000 for staffing, equipment, and Chamber Academy phase 2 contractor. Projects: \$90,000 for Builders and Backers, Summit/Pitch Competition year 3, Entrepreneurial Ecosystem Marketing, and Joplin Regional Angel Network funding.
- I'm working on the final low to moderate-income (**LMI**) reporting for the ATTC Phase I of the ATTC obligation, which expired September 30, 2022. Phase 2 will expire on August 31, 2023, and only requires the program income reporting.
- **POTS Lines** (old copper phone lines) have been discontinued in all three buildings and replaced with cellular technology, resulting in cost reduction.
- The front **door lock** of the NIC was replaced with a more efficient access control when the old one failed
- All arrangements are in place for the November 7-8 **Board of Directors Retreat**.
- Attended MOKAN, JIDA, JCIDA, One Joplin, and C2C meetings.
- Filed quarterly limited activity ethics commission report for Businesses for a Better Joplin as required. This is our Political Action Committee (PAC).
- Attended numerous Chamber events and other functions.

Reaccreditation:

- **Governance:** Tonya/Lisa/Melodee Colbert-Kean: Meetings complete, and Chamber By-laws complete; Foundation By-laws are in processing. Proofing edits to Policies and other documents.
- **Finance:** Debby/Debra/Chad Evans: Debby continues to work on the processes and needs to set a committee meeting.
- **HR & Staffing:** Tonya/Melissa/Betsy Kissel: Melissa is finishing reformat of job descriptions; the employee handbook is in good shape, reviewed by G&A Partner staff and Betsy, doing a final proof.
- **Governmental Affairs:** Travis/Tonya/Dr. Van Galen: will tackle this one after Board Retreat.
- **Program Development:** Stephanie/Reggie/ Todd Chenault: Complete, except Tonya needs to work with Tony Robyn on the environmental scan. Need some proofing on other items.
- **Technology:** Tonya/Lisa/Matt Stewart: Assessment complete, and Tech Plan written and in proofing. The essay will be on phones to newer technology as described in the plan.
- **Communications:** Erin/Alyssa/Dustin Storm: Complete and ready to upload.
- **Facilities:** Tonya/Doug/Mattie Crossland: To do, walk through all three buildings. Insurance assessment complete with Shelly Kraft. Crisis Plan in final proofing.
- **Benchmarking:** Reggie/Stephanie/Kim Cox: 5 essays in the proofing stage.

**Membership Summary Report, Reggie Powers, Membership Services
September 1, 2022 – September 30, 2022**

	New Member Count	New Member \$	Drop Member Count	Drop Member \$	Net Count	Net \$	TOTAL COUNT
2022							805
Apr	13	2,787.50	7	2,187.00	6	600.50	808
May	12	6,179.50	8	2,141.42	4	4,038.08	812
Jun	7	2,668.00	3	218.00	4	1,525.00	816
Jul	6	1,850.00	6	2,390.00	0	(540.00)	816
Aug	18	4,293.00	5	594.00	13	3,699.00	832
Sep	15	5,917.50	10	3,252.50	5	2,665.00	837

New Members September 1, 2022

Anderson Auto Glass
Radiant Glo
The Lunch Box-Food Truck
Ms. Theresa Wachter
Dynamix Manufacturing, LLC
Agzage, LLC
Pence Financial Group
D & J Auto Sales of Joplin, Inc.
Augusta Bridal
Helitech Waterproofing and Foundation Repair
Cadence Bank/BancorpSouth
Steve York
BNI of the Ozarks
Easy Cuisine
Midcon Cables Company

Dropped Members September 30, 2022

A Sweet Rescue – NIC drop
American Tripoli, Inc. – Corp is dropping all chambers
Isaiah Basye – Didn't see the need to continue
Fuzzy's Taco Shop – Financial changes
Jungle Bounce. LLC – No response
National Health Care of Joplin – No response
Peace of Mind – No response
Restoration Ranch Health & Healing – NIC drop
Talbot Family Dentistry – Seeing no benefit
Tech Team – No response

Incubator Activity & Programming, Doug Hunt, Director of Entrepreneurship

Joseph Newman Innovation Center (NIC):

- The coworking space has four hot desk members and two dedicated desk members.
- A new electronic lock has been installed on the front entrance. By the end of October, each NIC member can access the building using their cell phone or a key fob.

- Congratulations to NextGen Diagnostics for graduating from the NIC. The company continues to grow and expand, moving to a new, larger facility. Their last day was 10/17/22. NextGen started in a small space at the ATTC with two employees on 12/20/20. They qualified to be in the ATTC by beginning with two W2 employees. They quickly outgrew the ATTC space and moved to the NIC on 9/1/22. In September 2022, they gave the notice to vacate in October 2022 due to growth and moving to their building. As of 11/1/22, they will have 18 FT and 4 PT employees.

- Currently, there are three private spaces available.

Advanced Training & Technology Center (ATTC):

- The ATTC has one private office space available.
- During the rain on 10/24/22, four leaks were identified. A repair company has been notified.
- The former PowerShades space (5,000 sq. ft.) is available.

Programming:

- **Million Cups Joplin (1MC)** continues with an average of 25 attendees each week.
- **Chamber Academy** continues to grow with nearly 230 active members.
- **The October e-Commerce Meetup** was hosted at aliceCBD with ten attendees.
- **2022 Joplin Regional Innovation & Technology Summit**, all speaker contracts have been executed.

Free online registration is open at www.joplitechsummit.com. Food vendors have been secured. Marketing and advertising are ongoing. Doug and Erin are scheduled for morning talk shows.

- **Heartland Forward Builders & Backers**, to celebrate the end of the first Joplin cohort, a Capstone Event was held on Wednesday, September 28, in the Commons of the ATTC featuring participants. One participant won the semifinal pitch competition and will be in the final round of the pitch competition at the Joplin Regional Innovation & Technology Summit. Another participant has offers for additional seed funding. (See handout for details).

- **Startup 360** is a new program I'm launching as a half-day workshop designed for and targeted to new entrepreneurs with businesses less than two years old and individuals considering starting a new business for the first time. The goal of this program is to equip attendees with the knowledge and resources to make an educated decision about whether to start a business or how to improve their existing new startup. The workshop will be offered to the public regardless of Chamber membership. The first workshop is scheduled for late November or early December.

Networking Events

Special Events, Stephanie McGrew, Special Events Manager

- Morning Brew on October 7 at Arc of the Ozarks had 50 in attendance, net \$1208 in sponsorships
- Business After Hours on October 18 at Downstream Casino Resort had 62 in attendance, net \$1250 in sponsorships
- We celebrated four ribbon cuttings this month
- Morning Brew is November 11 at Finns
- Business After Hours is November 15 at Harry M. Cornell Arts and Entertainment Complex
- Leadership Joplin is limited to 30. Applications are now available
- Tomorrow's Leaders Today interviews are concluded with 42 in the class. The first session is on November 2.
- Please mark your calendars to attend our Holiday Open House from 11:30 – 1:00 on December 2.
- Business EXPO is January 24 and 25. Registration is open to membership

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
- August | Children's Haven, 5 volunteers, 6.25 hours
- August | DJA Clean Team, 1 volunteer, 1 hour
- September | Foster Adopt Connect, 7 volunteers, 7.5 hours
- October | Paint the Parks, 6 volunteers, 18 hours
- YTD 216.5 hours / Goal 300 Hours (increased 25 hours from 2021-2022)

Upcoming Volunteer Opportunities:

- Bright Futures Snack Pack Program | November 17 | [Sign up here](#)
- Nonprofit Scavenger Hunt | November 29

Chamber Gives back is grateful to Liberty for continuing to sponsor the work group's efforts beginning April 2022 through March 2023. The support of Liberty will allow the group to hold the annual river clean-up and purchase supplies for volunteer activities around the community.

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

- **Healthy Kids:** Breakfast Club at JHS focused on non-athletes not currently involved in physical activity. Peggy Fuller is going to present to Kerry Sachetta, JPS Superintendent. Possibly a YMCA instructor could lead a class. Concession Stand Project, meeting with the Booster Club on 11/2 at 5:30 in the gym at JHS.' If they approve, they could create posters and QR code to survey participants to gather data on what kind of food.

- **Walking Groups:**

- There is a new walking group at Building Bridges.
- Survey results are back and being analyzed.
- Dogwood Trailblazers has walks on November 5th (Joplin – Wildcat Glades), 16th (Carthage), and 27th (Joplin-Recovery) this next month.
- Rikki plans to create a deck of social posts to encourage walkers for social media
- Check out the new Walk Joplin page <https://healthyjoplin.com/walk-joplin/>. Click the Walk Joplin button at the top of the Healthy Joplin website!
- This page is THE PLACE to refer people to when talking about walking groups; they can find a group, join a group, register a group, and report on their group.

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

- 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=1vnLR8L3QZ2lehvtN6a9qFZBFipzpmthVU&ll=37.034352242982564%2C-94.43806000000001&z=11>

- Long-term: Connect Frisco Trail to the Ruby Jack
- Ongoing efforts: Be on-call to reach out to elected officials when funding opportunities come up.

Equity, Diversity & Inclusion (EDI): Doug, Chamber Liaison

- A Courageous Conversations public event was held on Thursday, September 29 at Bookhouse Cinema. More than 25 people attended including our guest speaker, Michelle Ducre, HR Director for the City of Joplin. EDI Work Group meeting is Today (10/26/22) at Noon. The next steps on the agenda written by Melodee Colbert-Kean include: Identifying new speakers for the Courageous Conversations public events, Women's session, Circles org, Accessibility, mental health field.

Professional Development: Doug, Chamber Liaison

The Professional Development Work Group continues to grow and has an active schedule of speed networking events and EdTalks, and they continue to expand the mentorship program.

Upcoming Events:

- EdTalk | [Happy Life](#) | November 17

Increase brand awareness and demand for Joplin: Erin and Alyssa Joplin Area Chamber of Commerce

Choose Joplin App

We continue to see a steady increase in downloads on the Choose Joplin App. In September, we saw 152 downloads. Ads are currently running on AMI Radio, KOAM, Fox 14, KSN, and KODE, and campaigns are scheduled to run with the Joplin Globe and ShowMe Magazine for the holiday season.

MONTH	DOWNLOADS	HOME SCREEN CLICKS	DETAIL PAGE WEBSITE
SEPTEMBER 2022	728	1311	272

Top Member Pages 09 - September
Krackin Cajun Seafood House
Joplin Nephrology Consultants
Sami's Family Restaurant

Top Member Pages YTD - 2022
Krackin Cajun Seafood House
Ghetto Tacos
Wilder's Steakhouse/Wilder's Event Center

Home Screen Clicks 09 - September
All Restaurants
Events
Fine Dining

Home Screen Clicks YTD - 2022
All Restaurants
Events
BBQ

Website: Joplincc.com

Users	September	YTD (Apr-Sep 2022)
This Year	173,046 (↑ 98.38%)	871,422 (↑ 25.63%)
Last Year	87,229	693,588

Disclaimer: These numbers are combined with Google Analytics and the CC-Assist (the Chambers CRM system). The events and member pages are look-alike page pages on joplincc.com. Google Analytics doesn't capture the data on traffic that goes to cca.joplincc.com; the staff runs separate reports in CCAssist to get online traffic totals for these pages.

Website: Joplinbusinessoutlook.com

Users	August	YTD (Apr 2022 – Sep 2022)
This Year	1,242 (↑46.81%)	6,650 (↑39.24%)
Last Year	846	4,776

63-member article submissions

Top Three Articles Read:

1. Welcome New Members
2. August Ribbon Cuttings
3. [Missouri Department of Economic Development Small Business Grant Guidelines Now Available](#)

Weekly Update (Monday Memo)

Open Rate	September	YTD (Apr 2022 – Sep 2022)
This Year	39% (↑ 46.14%)	35% (↑ 39.73%)
Last Year	27%	26%

Click Rate	September	YTD (Apr 2022 – Sep 2022)
This Year	5.3% (↑ 14.58%)	4.37% (↓ 8.81%)
Last Year	4.8%	5.07%

Bounce Rate	September	YTD (Apr 2022 – Sep 2022)
This Year	13.0% (↑ 33.04%)	12.13% (↑ 26.33%)
Last Year	10.4%	10.0%

Distribution	September	YTD (Apr 2022 – Sep 2022)
This Year	2369 (↑ 5.57%)	2333 (↑ 4.94%)
Last Year	2244	2223

CHOOSE JOPLIN – September Digital Campaign Results

- Site Traffic
 - Compared to August site traffic numbers, it was pretty steady, only falling by 4%
 - Pages per session and the number of sessions per user saw a slight increase.
 - Display and paid search traffic both saw increases.
 - Search up by 300%
 - Display up by 28%
 - Organic search fell by 17% and social fell by nearly 5%
- Google Ads in September
 - Impressions on ads fell by about 20% (33.3k total impressions), but the interaction rate was up by 5% and page views increased by 37% (11 total) against August
- Facebook Ads in September
 - Facebook campaigns generated 205 “Choose Joplin” page views. This was about 16% fewer than last month.
 - 15% less people engaged with our ads in September, but we still had over 4k engagements.
 - The military audience still appears to be more engaged than the college audience.

President's Report for October

Travis Stephens

Capacity Building

- Met virtually with COO Mike Harvey of NWA Council
 - discussed board structure of NWA Council (MOKAN purposes)
- 2-hr Team Building Session with staff
 - went through an exercise of creating each person's "why statement"
- 2 coaching sessions with Dan Chiodo
- Met with BOD Exec Council to discuss CEO evaluation and scorecard creation
- 2 bi-weekly meetings with the Chamber leadership team
 - Tonya, Doug, Erin, Reggie, Stephanie
- Composed grant with Tonya and Doug to submit to MOBEC
 - in excess of \$100,000 for 2023 Chamber programming and events
 - MO Building Entrep Capacity Program
- Scouted perspective community tour routes to prep for an in-person site visit
- Meeting with Allgeier Martin engineer Kurt Higgins to touch base on ARPA industrial site grant potential being explored by JIDA

Collaboration/Partnership Building

- Met with Bart Starkey, Director of the Joplin Airport
- Windshield tour of Joplin with American Ramp Company CEO John Hunter
 - John gave me a bike rider's view of the various challenges and potential of Joplin and its trails
- Attended quarterly Regional Chamber Meet Up with surrounding area Chamber Presidents
- Coffee meeting with former CEO Toby Teeter
- Zoom call with Regional Chamber execs (all of SW Missouri)
- Met Governor Parson while he was taking a tour of the ATTC
- Two bi-weekly meetings with City Manager Nick Edwards
- Attended Pittsburg Economic Outlook conference at Pitt St
- Met with Regional Project Managers of MO Dept Eco Devo
 - Theresa Sampaio and Mark Wallace
- Met with Livability Group leaders for Healthy Joplin and Trails & Connectivity
- Met with the city's consulting group (Guidehouse) to go over ARPA grant projects in Joplin

Community Engagements

- Attended 1 Million Cups (first time to attend)
- Attended Builders & Backers graduation event
 - 10 small businesses have completed the accelerator program

- Attended Trails and Connectivity workgroup meeting
- Attended Chamber's golf scramble
 - Did not play - shook hands and showed appreciation
- Attended Chamber's Morning Brew at Arc of the Ozarks
- Attended Prop Action Implementation Committee
 - purpose of the committee is to review the city's usage of the added Internet sales tax
- Toured James River Church and met with lead pastor Justin Jahanshir
 - Site of our Tech Summit on Nov 4
- Participated in Economic Growth Bus Tour
 - The tour consisted of showing community and business leaders new developments and projects regarding economic development as well as quality of life projects in Joplin
 - The group toured MAPP industries, the Harry M. Cornell Arts & Entertainment Complex, KCU Medical & Dental schools, Crossroads Industrial Park, Stronghold Data, American Ramp Company and Liberty Utilities Windfarm

Economic Development

- Participated in Virtual Site Selection exercise "*Raising the Bar*" with MO DED and contracted site selection consultant
 - mock site visit (virtual) at Wildwood Ranch with local ED team (utility, city and BNSF rail representatives)
 - waiting for feedback from site selection analysis and recommendations for site advancements.
- Hosted virtual prospect visit of Wildwood Ranch with Site Selection consultants and MO Partnership reps
 - Project "*Constanza*"
 - Had local eco dev team to Q&A all local utilities and infrastructure
 - We have advanced to the next phase – another virtual visit with the client participating
- Hosted in-person site visit all day 10/18
 - Project "*Spoonman*"
 - 2 consultants representing food manufacturer
 - 300+ jobs and \$80 million capital investment
 - Toured community with stops at Crossroads, ATTC/Crowder and Turkey Creek Wastewater
 - 1 of 8 communities being vetted by consultants on behalf of client
- Continue to monitor MO DED updates on ARPA grants
 - JIDA exploring purchasing 200+ acres to add to Industrial Park for future expansion/attraction
 - Application for industrial sites will open in December
- Introduced a property abatement request made by warehouse entrepreneur to Joplin City Council

- Has option to purchase 25 acres at Crossroads Industrial Park and seeking 10-year property tax abatement via CH 100 Bonds (state incentive program)
 - Job count is estimated between 35 to 100
- Met with the CFO of Darlington Snacks
 - discussed workforce needs and expansion potential
 - connected him with MO DED rep to explore incentives for potential expansion in the near future
- Attended Adv Manuf Expo and met with each employer/vendor to introduce myself and learn more about each business
- Met with reps from MNA small line rail company to gain familiarity of operations

MOKAN Update (Amy Kaufmann)

- 2.4% Joplin unemployment rate (Aug 2022)
- Of Joplin's unemployed population, 59% are female indicating that childcare or eldercare may play a part in keeping women out of the labor force
- 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 to admin
- Foreign Direct Investment International trade magazine promos ran four times this year. Current promo running showcases in North America and Canada to foreign investment site selectors and CEOs from Europe and the UK
- A regional employer business development survey has been launched to determine the state of our business climate and pinpoint challenges felt by area employers
 - the results will be ready for viewing by end of December
- Advanced Manufacturing Expo was held on October 6 to assist area manufacturers in building a talent pipeline for the future
 - hundreds of students from the 4-state area attended the event
- A Childcare Panel Form was held in October for childcare experts, business owners and community leaders to discuss the childcare crises and how it impacts employers regionally
 - this is the culmination of a series of TV news spots highlighting the shortages and affordability issues
 - more community-specific meetings will be held in the future to explore solutions