



**Board of Directors Meeting
November 28, 2022
12:00 – 1:30pm**

Zoom Link:

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

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. Call to Order: Welcome | Betsy Kissel |
| II. Approval of Minutes: October 2022 | Betsy Kissel |
| III. Financial Report: October 2022 | Travis Stephens |
| o Approval of Financials | |
| o Present 2021/2022 FY Chamber & Foundation Audits | Roger Wrestler |
| o Approval of Audits | |
| IV. New Business | |
| o Strategic Plan / Retreat Discussion | Stephens/Sprenkle |
| o Banquet Discussion | Board Members |
| o Nomination Committee to meet in December | Travis Stephens |
| o Virtual attendance at future BOD meetings | Board Members |
| o Ex-Officio monthly reporting cadence in 2023 | Travis Stephens |
| 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 (<i>optional</i>) | Board Members |
| o Adjourn to Executive Session | |
| o Adjourn | |

Board holiday social get-together: Monday, December 12 (Newman Innovation Center) 4:00-6:00 pm

**Next Meeting: Monday, January 23, 2023
Chamber Office, Liberty Room, meeting begins at 12:00 pm**

Joplin Area Chamber of Commerce
Board of Directors Meeting and
Zoom Conference Call
October 31, 2022

Minutes

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

Absent: John Bartosh, Jordan Bolinger, Jim Dalrymple, Jeremy Drinkwitz, Alex Gandy, Chad Greer, Dr. Ken Heiles, Jerrod Hogan, Mayor Doug Lawson, Bill Reiboldt, Matt Stewart, Stormy Worden

Staff: Debby Chaligoj, Doug Hunt, Lisa Kelly, Stephanie McGrew, Reggie Powers, Erin Slifka, Tonya Sprenkle, Travis Stephens, Jake Heisten and Amy Kauffman with MOKAN Partnership

I. Betsy Kissel, Call to Order

II. Approval of September Minutes

A. Dr. Dean Van Galen moved to approve the September minutes and seconded by Todd Chenault. Motion passed.

B. September financials presented by Travis Stephens. Dr. Van Galen moved to approve the September financials as presented and seconded by Katrina Richards. Motion passed.

III. New Business

A. Reaccreditation presented by Jordan Bolinger and Tonya Sprenkle. Tonya's report was in your packet. See it for the details. 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 hotel reservations are made. Travis added that Bob Harris will be facilitating the retreat.

IV. Staff Reports

1. Operations presented by Tonya Sprenkle. Tonya's report was in your packet. See it for the details.

2. Membership presented by Reggie Powers. Reggie's report was in your packet. See it for the details. Reggie added that to date, we are at 848 members.

3. Entrepreneurship presented by Doug Hunt. Doug's report was in your packet. See it for the details. Doug added he will get the Heartland Builders Joplin presentation to Lisa to email out to everyone.

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

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

6. Economic Development presented by Amy Kauffman. Travis introduced Jake Heisten, the new Director for MOKAN Partnership. Amy's report was in your packet. See it for the details. Amy added it is cheaper to have a student in college than it is to have an infant in daycare.

7. CEO report presented by Travis Stephens. Travis' report was in your packet. See it for the details. Travis added that first thing Monday morning, the ED team had a second virtual site visit with Project Constanza. Travis added that two of the livability groups, Trails & Connectivity and Healthy Joplin, have requested to be independent from the Chamber and not be tied to a YPN Executive Team member.

V. Board member updates.

1. Kim Cox, Ozark Gateway Association of REALTORS. Kim stated despite what the East and West Coasts are seeing with the market volatility, we are not seeing that here yet. We are still showing a strong market as far as houses. They are selling as fast as they are coming on.

2. Dustin Storm, Storm Cloud Marketing. Dustin announced a new team member Curtis Miller, Digital Manager, who will quickly become a high-level strategist. He will do a lot of the stuff Dustin does as well. Dustin added that he will be moving into community leadership roles on behalf of Storm Marketing, which has started its own TikTok. Lots of new growth!

3. Melodee Colbert, MEs Place, LLC. Real estate has been taking up a lot of her time and will be opening ME's Place again in December. Melodee added that she is working on Juneteenth and grant writing.

4. Mattie Crossland, Crossland Construction Company. Mattie stated that they have some open positions in the Marketing and Recruiting Departments at Crossland. Mattie added that the recent interest rate climbs have put a temporary pause on a project in Joplin. Hopefully, in quarter one of next year, they can revisit that. Before Crossland can push this project forward, interest rates need to stabilize. Across the Midwest, on the commercial real estate side, they are seeing several land contracts drop and the transaction volume start to slow. Capital becomes more difficult for developers to get.

5. Howie Nunley, AMI Radio Group. Real estate is movin, T.V. is boomin, and radio is grovin. T.V. and radio continue to grow. Because of community engagement, the rating is high.

6. Betsy Kissel, Onin Staffing. Betsy is now working for her corporate office in Birmingham. Betsy is now working regionally from the East Coast to the West Coast. Betsy added that they are in the peak of their season and their clients include manufacturing and distribution plants. They are helping them find candidates they need to get the products to the stores and your homes. Also, they are working with them on recruiting strategies and market analysis to determine where their competition is, what pay rates are, and what the demographics are in their area.

7. Nick Edwards, City of Joplin. Nick stated the City is wrapping up the development operations assessment. They will present publicly to the Council on the 14th. Nick added they have a request for proposal (RFP) out for the old Library building. If you know of anyone interested, have them go to City webpage: <http://www.joplinmo.org/Search?searchPhrase=rfp%20on%20the%20city%20library>

8. Todd Chenault, Steve's Frame & Body Shop. Todd stated it is deer tag season. They are still having parts issues. Getting parts from manufacturers is getting worse. The chips are a real problem.

9. Dr. Dean Van Galen, Missouri Southern State University. MSSU had a strategic planning session with Dr. Lisa Toms; thank you to those board members that were a part of that. The project for the Health Science Innovation Center is ongoing. They are continuing to secure raising matching funds and are one-third of the way there. In the next two days, MSSU will be taking a team to Northern Kentucky. They built a Health Innovations Center a few years ago and MSSU will learn a lot from what they have done and what MSSU may do differently. Football continues to be competitive. Sam McMahon is the new men's basketball coach. The women's basketball team has been chosen number one in the MIAA.

10. Dr. Kerry Sachetta, Joplin Schools. The Joplin School Foundation put together the Joplin Schools Alumni Hall of Fame Recognition. It was well-attended and several of the board members were there. Down the road, this will bring scholarships for kids. Joplin Schools will take possession of Dover Hill School on December 15th. Dr. Sachetta will set up a time for the board to tour the facility. Fall teams did well. The districts strategic plan is in full operation.

11. Katrina Richards, Leggett & Platt, Incorporated. Katrina stated Leggett & Platt continues to grow. They have had a few acquisitions, one in Germany and one at the branch in Pennsylvania. They added on to some of their bedding teams and some hydraulic cylinders. Leggett is expanding their product offerings and footprint. They offer products for bedding, automotive, aerospace, and hydraulic cylinders. Katrina announced they are sponsoring Leadership Joplin.

12. Chad Greer, Corner Greer & Associates, Inc. Chad stated that the commercial and designing construction industry is holding solid. They are still facing some challenges with the market conditions, and the availability of materials is a bit more challenging. Chad added that they are starting to see some signs that this is starting to level off.

13. Carlos Haley, Freeman Health System. Carlos stated Freeman is in the construction phase of the new medical office on 34th and McIntosh Circle. The Christmas parade is on December 6th and the theme is "Christmas in Candy-Land." Staffing is the biggest need.

14. Melissa Smith, Crowder College. Melissa stated enrollment is underway. The Festival of Wreaths is on November 8. The basketball home opener is this Wednesday.

VI. Adjourn to Executive Session

Respectfully submitted by:

Lisa Kelly, Executive Assistant

Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: October 31, 2022

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

Chamber:

* Cash Position:	Average	
* Accounts Receivable:		\$ 32,869.85
* Deferred Income Current Fiscal Year:		\$ 170,077.79
* Deferred Income Next Fiscal Year:		\$ 46,157.20
* Line of Credit-US Bank:		\$ -
* Membership Dues YTD Income:		\$ 231,681.65
* Net Income YTD:		\$ (16,903.20)

Foundation / Innovation Center:

* Cash Position Foundation:	Low	
* Cash Position Innovation Center:	Average	
* Accounts Receivable:		\$ 14,703.87
* Accounts Receivable: Crowder		\$ 34,500.00
* Notes Receivable-BRF Loans:		\$ -
* Deferred Income Current Fiscal Year:		\$ 29,566.00
* Deferred Income Next Fiscal Year:		\$ -
* Line of Credit-US Bank:		\$ -
* Net Income YTD:		\$ (369,070.66)

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:		\$ 34,487.63
Due to Chamber:		\$ 24,025.66
Due to MOKAN:		\$ 2,118.19

(ED charges paid by MOKAN)

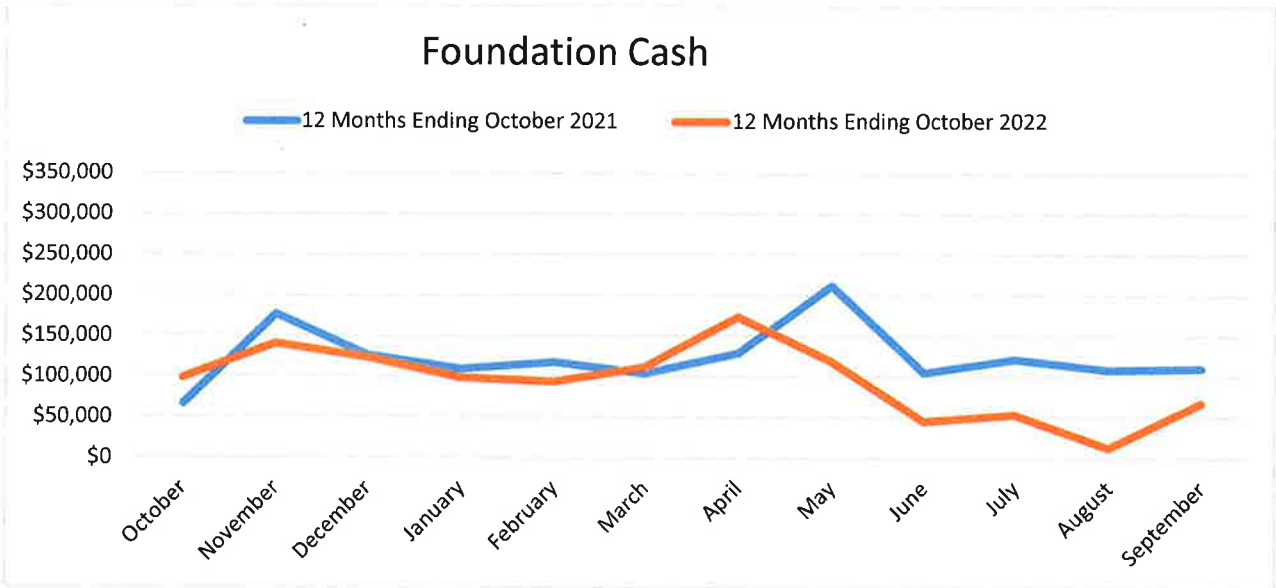
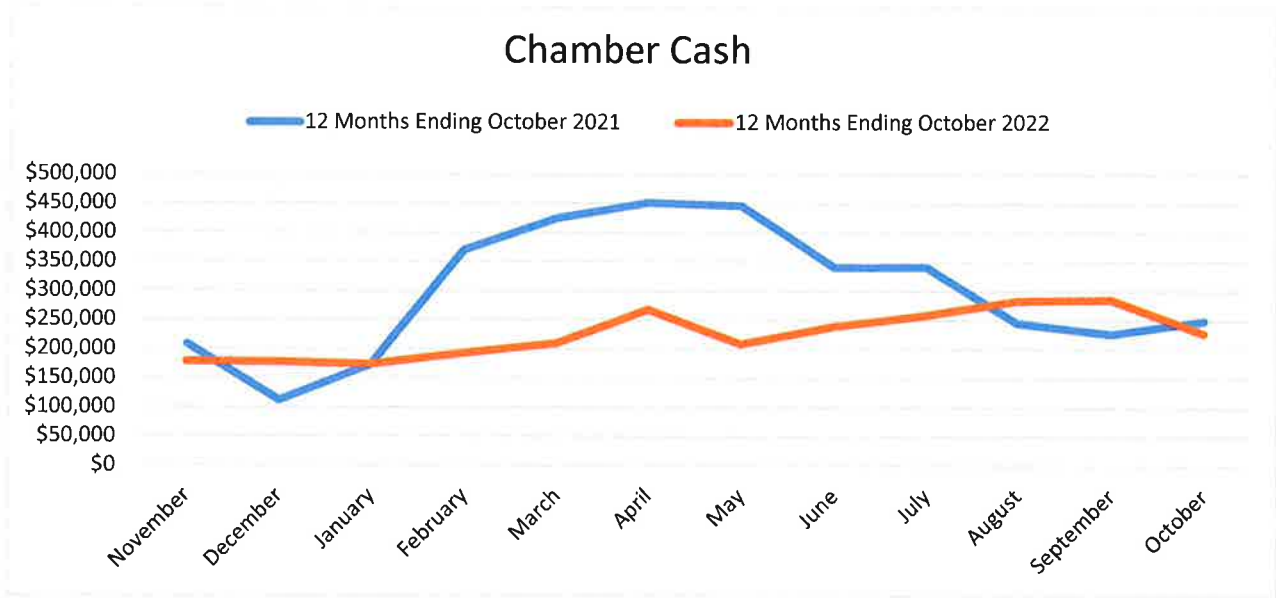
Financial Highlights:

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	Received	\$28,080
Tech Summit Sponsor	November	Received	\$36,500
Crowder College	December		\$57,500
			<u>\$132,080</u>

Cash Flow Comparison

November - October



Aged Open A/R

As of October 31, 2022

Chamber

	Oct-22	Sep-22	Aug-22	Jul-22	Jun-22	Total Open
Total Amount:	31,389.85	392.00	-	-	1,088.00	32,869.85
% of Total Amount:	95.50%	1.19%	0.00%	0.00%	3.31%	

Foundation

	Oct-22	Sep-22	Aug-22	Jul-22	Jun-22	Total Open
Amount:	8,306.99	6,171.88	-	225.00	-	14,703.87
Crowder Amount:	11,500.00	11,500.00	11,500.00	-	-	34,500.00
Total Amount:	19,806.99	17,671.88	11,500.00	225.00	-	49,203.87
% of Total Amount:	40.25%	35.92%	23.37%	0.46%	0.00%	

DUE FROM (TO) ACCOUNT DETAILS
October 2022

Memo	Amount
<u>Foundation Due to Chamber</u>	
Loan to improve cash flow	75,000.00
	<u>75,000.00</u>
<u>ED Due to Chamber</u>	
Due from City	19,955.40
Bills paid by Chamber	3,804.57
	<u>23,759.97</u>
<u>Other</u>	250.00
 TOTAL DUE FROM (TO) OTHER FUNDS	 99,009.97

Joplin Area Chamber of Commerce

Balance Sheet

As of October 31, 2022

	<u>Oct 31, 22</u>	<u>Oct 31, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	228,113.38	249,218.94	-21,105.56
Total Checking/Savings	<u>228,113.38</u>	<u>249,218.94</u>	<u>-21,105.56</u>
Accounts Receivable			
012 · Accounts Receivable	32,869.85	11,520.27	21,349.58
Total Accounts Receivable	<u>32,869.85</u>	<u>11,520.27</u>	<u>21,349.58</u>
Other Current Assets			
010 · Petty Cash	250.00	234.94	15.06
014 · Due From (To) Staff	-275.19	-170.31	-104.88
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	75,000.00	18,260.92	56,739.08
022 · Due From (To) ED	23,759.97	24,977.82	-1,217.85
023 · Due From (To) MOKAN	0.00	17,393.84	-17,393.84
024 · Due From (To) JIDA	0.00	600.00	-600.00
025 · Due From (To) JCIDA	0.00	700.00	-700.00
026 · Due From (To) MOCAP	0.00	536.25	-536.25
027 · Due From (To) JCC	0.00	1,750.00	-1,750.00
028 · Due From (To) One Joplin	0.00	750.00	-750.00
037 · Due From (To) BBJ	0.00	1,938.13	-1,938.13
020 · Due From (To) Other Funds - Other	250.00	219.69	30.31
Total 020 · Due From (To) Other Funds	<u>99,009.97</u>	<u>67,126.65</u>	<u>31,883.32</u>
030 · Deposit - Bulk Mail	4,205.08	463.74	3,741.34
031 · Prepaid Expenses	83.33	0.00	83.33
032 · Prepaid Insurance	10,213.82	6,924.43	3,289.39
Total Other Current Assets	<u>113,487.01</u>	<u>74,579.45</u>	<u>38,907.56</u>
Total Current Assets	<u>374,470.24</u>	<u>335,318.66</u>	<u>39,151.58</u>
Fixed Assets			
152.000 · Furniture & Equipment	21,490.75	28,945.15	-7,454.40
154.000 · Interior	2,140.63	7,278.31	-5,137.68
156.000 · 320 East 4th - Building	166,109.49	179,269.05	-13,159.56
158.000 · Grounds	4,938.10	5,822.50	-884.40
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>271,241.53</u>	<u>297,877.57</u>	<u>-26,636.04</u>
TOTAL ASSETS	<u><u>645,711.77</u></u>	<u><u>633,196.23</u></u>	<u><u>12,515.54</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of October 31, 2022

	<u>Oct 31, 22</u>	<u>Oct 31, 21</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	52,156.62	2,550.42	49,606.20
Total Accounts Payable	<u>52,156.62</u>	<u>2,550.42</u>	<u>49,606.20</u>
Credit Cards			
200.100 · US Bank - Credit Card	14,967.36	6,583.27	8,384.09
Total Credit Cards	<u>14,967.36</u>	<u>6,583.27</u>	<u>8,384.09</u>
Other Current Liabilities			
208.000 · Deferred Income - Renewal Dues	164,685.66	167,871.58	-3,185.92
217.000 · Deferred Income-Other			
217.130 · Deferred Income - Citizen Yr	0.00	2,000.00	-2,000.00
217.180 · Deferred Income - EXPO	44,195.00	0.00	44,195.00
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	2,066.00	3,228.00	-1,162.00
217.330 · Deferred Income - Morning Brew	1,000.00	2,800.00	-1,800.00
217.340 · Deferred Income - BAH	1,000.00	500.00	500.00
217.460 · Deferred Income - Member Emails	400.00	0.00	400.00
217.000 · Deferred Income-Other - Other	2,888.33	0.00	2,888.33
Total 217.000 · Deferred Income-Other	<u>51,549.33</u>	<u>20,428.00</u>	<u>31,121.33</u>
Total Other Current Liabilities	<u>216,234.99</u>	<u>188,299.58</u>	<u>27,935.41</u>
Total Current Liabilities	<u>283,358.97</u>	<u>197,433.27</u>	<u>85,925.70</u>
Total Liabilities	<u>283,358.97</u>	<u>197,433.27</u>	<u>85,925.70</u>
Equity			
32000 · Unrestricted Net Assets	379,256.00	348,092.17	31,163.83
Net Income	-16,903.20	87,670.79	-104,573.99
Total Equity	<u>362,352.80</u>	<u>435,762.96</u>	<u>-73,410.16</u>
TOTAL LIABILITIES & EQUITY	<u><u>645,711.77</u></u>	<u><u>633,196.23</u></u>	<u><u>12,515.54</u></u>

Joplin Area Chamber of Commerce

Statement of Operations

April through October 2022

	<u>Apr - Oct 22</u>	<u>Apr - Oct 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense						
Income						
401.000 · Income - Member Investments	231,681.65	214,445.55	17,236.10	236,068.00	-4,386.35	98.14%
402.000 · Income - New Member Investment	32.50	0.00	32.50	0.00	32.50	100.0%
403.000 · Income - Foundation Service Fee	31,500.00	31,500.00	0.00	31,500.00	0.00	100.0%
404.000 · Income - NIC/ATTC Admin Fee	87,500.00	93,125.00	-5,625.00	87,500.00	0.00	100.0%
405.000 · Income - Economic Development	57,750.00	57,750.00	0.00	57,750.00	0.00	100.0%
406.000 · Income - JIDA	7,200.00	4,200.00	3,000.00	4,200.00	3,000.00	171.43%
406.500 · Income - JCIDA	700.00	700.00	0.00	700.00	0.00	100.0%
407.000 · Income - MOKAN	99,638.73	131,250.00	-31,611.27	131,250.00	-31,611.27	75.92%
408.000 · Income - MOCAP	525.00	525.00	0.00	525.00	0.00	100.0%
409.000 · Income - One Joplin	5,250.00	5,250.00	0.00	5,250.00	0.00	100.0%
411.000 · Income - Jop Cap Corp Serv Fee	1,750.00	1,750.00	0.00	1,750.00	0.00	100.0%
416.000 · Income - C2C Service Fee	54,594.09	50,449.10	4,144.99	57,900.00	-3,305.91	94.29%
430.000 · Income - Building Room Rental	507.50	658.00	-150.50	0.00	507.50	100.0%
450.000 · Income - Member Listings	225.00	225.00	0.00	0.00	225.00	100.0%
492.000 · Income - Miscellaneous	33,939.11	122,338.27	-88,399.16	31,000.00	2,939.11	109.48%
495.000 · Income - New Member Fee	1,215.00	975.00	240.00	2,100.00	-885.00	57.86%
Total Income	<u>614,008.58</u>	<u>715,140.92</u>	<u>-101,132.34</u>	<u>647,493.00</u>	<u>-33,484.42</u>	<u>94.83%</u>
Gross Profit	614,008.58	715,140.92	-101,132.34	647,493.00	-33,484.42	94.83%
Expense						
610.000 · Salaries	434,316.64	455,189.93	-20,873.29	467,379.50	-33,062.86	92.93%
612.000 · Payroll Taxes	32,235.49	30,350.53	1,884.96	37,730.00	-5,494.51	85.44%
615.000 · Pension Fund	37,860.84	38,836.69	-975.85	38,700.00	-839.16	97.83%
616.000 · Employee Insurance/Benefits	6,022.15	6,198.13	-175.98	7,175.00	-1,152.85	83.93%
617.000 · Payroll Expenses	5,115.33	5,305.33	-190.00	5,240.00	-124.67	97.62%
620.000 · Automobile Expense	910.75	1,346.86	-436.11	1,400.00	-489.25	65.05%
630.000 · Health Insurance	56,337.24	54,646.98	1,690.26	56,050.00	287.24	100.51%
635.000 · Liability & Other Insurance	7,558.36	6,764.72	793.64	7,000.00	558.36	107.98%
650.000 · Meetings & Travel	3,734.23	561.96	3,172.27	700.00	3,034.23	533.46%
670.000 · Occupancy Expense	12,463.99	9,180.68	3,283.31	10,079.00	2,384.99	123.66%
678.000 · Utilities Expense	12,136.17	12,510.47	-374.30	11,693.00	443.17	103.79%
680.000 · Postage	1,458.12	2,226.50	-768.38	2,245.00	-786.88	64.95%
700.000 · Office Supplies	3,738.05	2,482.33	1,255.72	2,100.00	1,638.05	178.0%
710.000 · Equipment Rental	6,937.96	6,538.76	399.20	6,542.00	395.96	106.05%
715.000 · Equipment Purchase	2,321.89	1,812.24	509.65	0.00	2,321.89	100.0%
720.000 · Equipment Maintenance	21,325.38	21,083.79	241.59	20,650.00	675.38	103.27%
730.000 · Depreciation	15,537.69	15,575.41	-37.72	15,400.00	137.69	100.89%
750.000 · Professional Fees	10,998.58	15,270.00	-4,271.42	5,300.00	5,698.58	207.52%
788.000 · Other Staff Expenses	12,151.15	6,130.46	6,020.69	5,716.66	6,434.49	212.56%
789.000 · Bank and Credit Card Fees	8,273.24	6,198.61	2,074.63	7,875.00	398.24	105.06%
790.000 · Miscellaneous Expense	1,730.40	2,702.17	-971.77	1,925.00	-194.60	89.89%
Total Expense	<u>693,163.65</u>	<u>700,912.55</u>	<u>-7,748.90</u>	<u>710,900.16</u>	<u>-17,736.51</u>	<u>97.51%</u>
Net Ordinary Income	-79,155.07	14,228.37	-93,383.44	-63,407.16	-15,747.91	124.84%

Joplin Area Chamber of Commerce

Statement of Operations

April through October 2022

	<u>Apr - Oct 22</u>	<u>Apr - Oct 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Other Income/Expense						
Other Income						
800.000 · Committee Divisions						
800.100 · Economic Development	13,408.26	3,687.78	9,720.48	10,324.75	3,083.51	129.87%
800.200 · Business Development	1,478.30	46,040.06	-44,561.76	5,000.00	-3,521.70	29.57%
800.300 · Governance	-1,687.11	-30.00	-1,657.11	0.00	-1,687.11	100.0%
800.400 · Member Services	702.54	-81.71	784.25	7,147.00	-6,444.46	9.83%
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	1,972.43	0.00	1,972.43	4,160.00	-2,187.57	47.41%
900.520 · Morning Brew	7,302.32	7,000.00	302.32	8,860.00	-1,557.68	82.42%
900.525 · Business After Hours	9,602.32	8,600.00	1,002.32	8,860.00	742.32	108.38%
900.530 · Golf Tournament	23,258.54	18,275.89	4,982.65	15,340.00	7,918.54	151.62%
Total 800.500 · Spec Events	56,263.89	33,875.89	22,388.00	49,199.00	7,064.89	114.36%
800.600 · Marketing Communications	-1,523.44	-5,129.54	3,606.10	-16,829.71	15,306.27	9.05%
800.800 · Chamber Work Groups	-6,390.57	-4,920.06	-1,470.51	440.00	-6,830.57	-1,452.4%
Total 800.000 · Committee Divisions	62,251.87	73,442.42	-11,190.55	55,281.04	6,970.83	112.61%
Total Other Income	62,251.87	73,442.42	-11,190.55	55,281.04	6,970.83	112.61%
Net Other Income	62,251.87	73,442.42	-11,190.55	55,281.04	6,970.83	112.61%
Net Income	<u>-16,903.20</u>	<u>87,670.79</u>	<u>-104,573.99</u>	<u>-8,126.12</u>	<u>-8,777.08</u>	<u>208.01%</u>

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of October 31, 2022

	<u>Oct 31, 22</u>	<u>Oct 31, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	10,424.79	-17,203.88	27,628.67
Total Checking/Savings	<u>10,424.79</u>	<u>-17,203.88</u>	<u>27,628.67</u>
Accounts Receivable			
Accounts Receivable	26.99	0.00	26.99
Total Accounts Receivable	<u>26.99</u>	<u>0.00</u>	<u>26.99</u>
Other Current Assets			
Due From (To) City	34,487.63	56,465.68	-21,978.05
Due From (To) Other Funds			
Due From (To) Chamber	-23,759.97	-24,977.82	1,217.85
Due From (To) MOKAN	-2,118.19	-6,483.41	4,365.22
Due From (To) Other Funds - Other	-265.69	0.00	-265.69
Total Due From (To) Other Funds	<u>-26,143.85</u>	<u>-31,461.23</u>	<u>5,317.38</u>
Total Other Current Assets	<u>8,343.78</u>	<u>25,004.45</u>	<u>-16,660.67</u>
Total Current Assets	<u>18,795.56</u>	<u>7,800.57</u>	<u>10,994.99</u>
Fixed Assets			
Furniture and Equipment	5,269.98	10,539.90	-5,269.92
Total Fixed Assets	<u>5,269.98</u>	<u>10,539.90</u>	<u>-5,269.92</u>
TOTAL ASSETS	<u><u>24,065.54</u></u>	<u><u>18,340.47</u></u>	<u><u>5,725.07</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	295.00	291.20	3.80
Total Accounts Payable	<u>295.00</u>	<u>291.20</u>	<u>3.80</u>
Total Current Liabilities	<u>295.00</u>	<u>291.20</u>	<u>3.80</u>
Total Liabilities	<u>295.00</u>	<u>291.20</u>	<u>3.80</u>
Equity			
Retained Earnings	18,049.27	34,064.63	-16,015.36
Net Income	5,721.27	-16,015.36	21,736.63
Total Equity	<u>23,770.54</u>	<u>18,049.27</u>	<u>5,721.27</u>
TOTAL LIABILITIES & EQUITY	<u><u>24,065.54</u></u>	<u><u>18,340.47</u></u>	<u><u>5,725.07</u></u>

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

November 2021 through October 2022

	Nov '21 - Oct 22	Nov '20 - Oct 21	\$ Change	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense						
Income						
Income-Funds from City	251,261.26	235,727.72	15,533.54	252,000.00	-738.74	99.71%
Total Income	<u>251,261.26</u>	<u>235,727.72</u>	<u>15,533.54</u>	<u>252,000.00</u>	<u>-738.74</u>	<u>99.71%</u>
Expense						
Administrative Expenses	26,262.28	60.00	26,202.28	26,300.00	-37.72	99.86%
Business Attraction/Retention	11,584.90	590.69	10,994.21	11,650.00	-65.10	99.44%
Choose Joplin Campaign	0.00	25,558.71	(25,558.71)	0.00	0.00	0.0%
Communications/Mobile/Internet	0.00	4,406.96	(4,406.96)	0.00	0.00	0.0%
Data Systems & Equip Support	0.00	28,351.58	(28,351.58)	0.00	0.00	0.0%
Depreciation	5,269.92	5,270.04	(0.12)	0.00	0.00	0.0%
Economic Partnerships	0.00	17,311.55	(17,311.55)	0.00	5,269.92	100.0%
Marketing & Promotions	49,402.89	33,302.50	16,100.39	60,750.00	-11,347.11	81.32%
Memberships	13,104.50	0.00	13,104.50	13,100.00	4.50	100.03%
Miscellaneous Expense	0.00	2,791.80	(2,791.80)	0.00	0.00	0.0%
Mtgs & Travel/ Prospect Host	0.00	6,469.66	(6,469.66)	0.00	0.00	0.0%
Office Supplies/Publications	0.00	108.72	(108.72)	0.00	0.00	0.0%
Professional Development	12,342.91	15,053.99	(2,711.08)	13,400.00	-1,057.09	92.11%
Regional E-Marketing	0.00	1,000.00	(1,000.00)	0.00	0.00	0.0%
Regional Trade Shows	0.00	4,847.71	(4,847.71)	0.00	0.00	0.0%
Salaries	99,000.00	99,000.00		99,000.00	0.00	100.0%
Website Development/Hosting	0.00	7,619.17	(7,619.17)	0.00	0.00	0.0%
Workforce Development	28,572.59	0.00	28,572.59	27,800.00	772.59	102.78%
Total Expense	<u>245,539.99</u>	<u>251,743.08</u>	<u>(6,203.09)</u>	<u>252,000.00</u>	<u>-6,460.01</u>	<u>97.44%</u>
Net Ordinary Income	<u>5,721.27</u>	<u>(16,015.36)</u>	<u>21,736.63</u>	<u>0.00</u>	<u>5,721.27</u>	<u>100.0%</u>
Net Income	<u><u>5,721.27</u></u>	<u><u>(16,015.36)</u></u>	<u><u>21,736.63</u></u>	<u><u>0.00</u></u>	<u><u>5,721.27</u></u>	<u><u>100.0%</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of October 31, 2022

	<u>Oct 31, 22</u>	<u>Oct 31, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
002 · US Bank - Money Market	9,311.09	9,490.22	-179.13
001 · US Bank - General Fund	-16,468.39	-26,461.54	9,993.15
003 · US Bank - Innovation Center	63,705.59	115,105.66	-51,400.07
005 · Restricted - Bus Recovery Fund	11,062.36	11,716.36	-654.00
Total Checking/Savings	<u>67,610.65</u>	<u>109,850.70</u>	<u>-42,240.05</u>
Accounts Receivable			
020 · Accounts Receivable	49,203.87	40,211.33	8,992.54
Total Accounts Receivable	<u>49,203.87</u>	<u>40,211.33</u>	<u>8,992.54</u>
Other Current Assets			
032 · Prepaid Insurance	13,603.36	0.00	13,603.36
019 · Due From (To) Other Funds	-75,000.00	-18,260.92	-56,739.08
031 · Prepaid Expenses	8,489.01	0.00	8,489.01
Total Other Current Assets	<u>-52,907.63</u>	<u>-18,260.92</u>	<u>-34,646.71</u>
Total Current Assets	<u>63,906.89</u>	<u>131,801.11</u>	<u>-67,894.22</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,698,801.80	1,749,585.20	-50,783.40
179 · ATTC Building Improvements	1,530,343.72	1,574,199.76	-43,856.04
177 · ATTC Equipment	477,315.56	750,067.16	-272,751.60
175 · ATTC Furniture & Fixtures	30,237.30	47,515.74	-17,278.44
150 · Foundation Furniture & Fixtures	0.00	339.93	-339.93
166 · IC Leasehold Improvements	37,151.79	36,968.27	183.52
152 · Innovation Center F & F	8,974.25	10,924.01	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,137,167.24	1,185,455.36	-48,288.12
Total Fixed Assets	<u>4,981,936.15</u>	<u>5,416,999.92</u>	<u>-435,063.77</u>
TOTAL ASSETS	<u><u>5,045,843.04</u></u>	<u><u>5,548,801.03</u></u>	<u><u>-502,957.99</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of October 31, 2022

	<u>Oct 31, 22</u>	<u>Oct 31, 21</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 · Accounts Payable	44,108.51	6,151.04	37,957.47
Total Accounts Payable	<u>44,108.51</u>	<u>6,151.04</u>	<u>37,957.47</u>
Credit Cards			
204 · US Bank Credit Card	358.19	788.96	-430.77
Total Credit Cards	<u>358.19</u>	<u>788.96</u>	<u>-430.77</u>
Other Current Liabilities			
208 · Deferred Income			
222.250 · Deferred Income - Tech Summit	23,600.00	0.00	23,600.00
221.160 · Deferred Income - TLT	0.00	1,500.00	-1,500.00
222.240 · Deferred Income - LJ Class	4,800.00	1,600.00	3,200.00
226.000 · Deferred Income-Lease	1,166.00	898.50	267.50
208 · Deferred Income - Other	0.00	250.00	-250.00
Total 208 · Deferred Income	<u>29,566.00</u>	<u>4,248.50</u>	<u>25,317.50</u>
247.000 · Deposits Held	8,048.00	11,357.00	-3,309.00
Total Other Current Liabilities	<u>37,614.00</u>	<u>15,605.50</u>	<u>22,008.50</u>
Total Current Liabilities	<u>82,080.70</u>	<u>22,545.50</u>	<u>59,535.20</u>
Total Liabilities	82,080.70	22,545.50	59,535.20
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	-369,070.66	-256,955.76	-112,114.90
Total Equity	<u>4,963,762.34</u>	<u>5,526,255.53</u>	<u>-562,493.19</u>
TOTAL LIABILITIES & EQUITY	<u><u>5,045,843.04</u></u>	<u><u>5,548,801.03</u></u>	<u><u>-502,957.99</u></u>

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

	<u>Apr - Oct 22</u>	<u>Apr - Oct 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</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	10,733.60	9,405.00	1,328.60	7,000.00	3,733.60	153.34%
411 · Grants	83,389.64	74,237.48	9,152.16	167,182.00	-83,792.36	49.88%
422 · Income - Interest	0.49	19.82	-19.33	0.00	0.49	100.0%
425 · Income - Miscellaneous	0.00	30,000.00	-30,000.00	0.00	0.00	0.0%
426 · Lease Income	162,902.65	179,318.92	-16,416.27	182,277.00	-19,374.35	89.37%
427 · Lease Utility Income	25,276.00	19,973.23	5,302.77	20,025.00	5,251.00	126.22%
Total Income	<u>314,302.38</u>	<u>312,954.45</u>	<u>1,347.93</u>	<u>408,484.00</u>	<u>-94,181.62</u>	<u>76.94%</u>
Gross Profit	<u>314,302.38</u>	<u>312,954.45</u>	<u>1,347.93</u>	<u>408,484.00</u>	<u>-94,181.62</u>	<u>76.94%</u>
Expense						
610 · Program Service Fee	27,000.00	31,500.00	-4,500.00	31,500.00	-4,500.00	85.71%
611 · Administrative Fee	92,000.00	93,125.00	-1,125.00	87,500.00	4,500.00	105.14%
645 · Marketing	0.00	1,214.90	-1,214.90	1,400.00	-1,400.00	0.0%
650 · Meetings	0.00	60.29	-60.29	0.00	0.00	0.0%
660 · Utilities Expense	78,283.38	60,738.83	17,544.55	62,320.00	15,963.38	125.62%
670 · Occupancy Expense	81,969.67	57,989.84	23,979.83	54,815.00	27,154.67	149.54%
700 · Office Supplies	0.00	125.00	-125.00	0.00	0.00	0.0%
720 · Equipment Maint	9,166.37	13,098.49	-3,932.12	10,245.00	-1,078.63	89.47%
725 · Equipment Purchase	156.40	5,485.08	-5,328.68	0.00	156.40	100.0%
730 · Depreciation	258,217.39	258,434.96	-217.57	258,468.00	-250.61	99.9%
750 · Professional Fees	12,507.50	4,188.00	8,319.50	3,900.00	8,607.50	320.71%
760 · Grant Disbursement	84,477.37	14,826.82	69,650.55	111,022.00	-26,544.63	76.09%
785 · Insurance Expense	30,700.94	24,174.50	6,526.44	24,850.00	5,850.94	123.55%
787 · Bank Fees	130.00	120.00	10.00	105.00	25.00	123.81%
790 · Miscellaneous Expense	2,344.67	439.82	1,904.85	2,625.00	-280.33	89.32%
840 · Seminars	0.00	99.00	-99.00	0.00	0.00	0.0%
Total Expense	<u>676,953.69</u>	<u>565,620.53</u>	<u>111,333.16</u>	<u>648,750.00</u>	<u>28,203.69</u>	<u>104.35%</u>
Net Ordinary Income	<u>-362,651.31</u>	<u>-252,666.08</u>	<u>-109,985.23</u>	<u>-240,266.00</u>	<u>-122,385.31</u>	<u>150.94%</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	0.00	2,900.00	-2,900.00	0.00	0.00	0.0%
951.180 · Chamber Academy	0.00	19.00	-19.00	0.00	0.00	0.0%
951.160 · Tomorrows Leaders Today	-1,441.02	-691.69	-749.33	0.00	-1,441.02	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>5,998.84</u>	<u>3,321.31</u>	<u>2,677.53</u>	<u>8,870.00</u>	<u>-2,871.16</u>	<u>67.63%</u>
800.200 · Leadership Joplin	-8,716.62	-6,708.14	-2,008.48	-1,400.00	-7,316.62	622.62%
800.400 · Young Professionals Network	-841.57	-623.42	-218.15	-650.00	-191.57	129.47%
Total 800 · Committee Divisions	<u>-6,419.35</u>	<u>-4,289.68</u>	<u>-2,129.67</u>	<u>6,820.00</u>	<u>-13,239.35</u>	<u>-94.13%</u>
Total Other Income	<u>-6,419.35</u>	<u>-4,289.68</u>	<u>-2,129.67</u>	<u>6,820.00</u>	<u>-13,239.35</u>	<u>-94.13%</u>
Net Other Income	<u>-6,419.35</u>	<u>-4,289.68</u>	<u>-2,129.67</u>	<u>6,820.00</u>	<u>-13,239.35</u>	<u>-94.13%</u>
Net Income	<u>-369,070.66</u>	<u>-256,955.76</u>	<u>-112,114.90</u>	<u>-233,446.00</u>	<u>-135,624.66</u>	<u>158.1%</u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations

April through October 2022

	<u>Apr - Oct 22</u>	<u>Apr - Oct 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</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	10,733.60	9,405.00	1,328.60	7,000.00	3,733.60	153.34%
411 · Grants	41,269.64	18,077.73	23,191.91	111,022.00	-69,752.36	37.17%
422 · Income - Interest	0.49	19.82	-19.33	0.00	0.49	100.0%
425 · Income - Miscellaneous	0.00	7,800.00	-7,800.00	0.00	0.00	0.0%
Total Income	<u>84,003.73</u>	<u>35,302.55</u>	<u>48,701.18</u>	<u>150,022.00</u>	<u>-66,018.27</u>	<u>55.99%</u>
Gross Profit	84,003.73	35,302.55	48,701.18	150,022.00	-66,018.27	55.99%
Expense						
610 · Program Service Fee	27,000.00	31,500.00	-4,500.00	31,500.00	-4,500.00	85.71%
611 · Administrative Fee	4,500.00	0.00	4,500.00	0.00	4,500.00	100.0%
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%
720 · Equipment Maint	694.80	671.40	23.40	700.00	-5.20	99.26%
725 · Equipment Purchase	0.00	130.28	-130.28	0.00	0.00	0.0%
730 · Depreciation	0.00	475.93	-475.93	476.00	-476.00	0.0%
750 · Professional Fees	12,507.50	4,188.00	8,319.50	3,900.00	8,607.50	320.71%
760 · Grant Disbursement	84,477.37	14,826.82	69,650.55	111,022.00	-26,544.63	76.09%
787 · Bank Fees	130.00	120.00	10.00	105.00	25.00	123.81%
790 · Miscellaneous Expense	74.67	296.76	-222.09	1,400.00	-1,325.33	5.33%
840 · Seminars	0.00	99.00	-99.00	0.00	0.00	0.0%
Total Expense	<u>129,384.34</u>	<u>52,836.88</u>	<u>76,547.46</u>	<u>149,103.00</u>	<u>-19,718.66</u>	<u>86.78%</u>
Net Ordinary Income	-45,380.61	-17,534.33	-27,846.28	919.00	-46,299.61	-4,938.04%
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	0.00	2,900.00	-2,900.00	0.00	0.00	0.0%
951.180 · Chamber Academy	0.00	19.00	-19.00	0.00	0.00	0.0%
951.160 · Tomorrows Leaders Today	-1,441.02	-691.69	-749.33	0.00	-1,441.02	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>5,998.84</u>	<u>3,321.31</u>	<u>2,677.53</u>	<u>8,870.00</u>	<u>-2,871.16</u>	<u>67.63%</u>
800.200 · Leadership Joplin	-8,716.62	-6,708.14	-2,008.48	-1,400.00	-7,316.62	622.62%
800.400 · Young Professionals Network	-841.57	-623.42	-218.15	-650.00	-191.57	129.47%
Total 800 · Committee Divisions	<u>-6,419.35</u>	<u>-4,289.68</u>	<u>-2,129.67</u>	<u>6,820.00</u>	<u>-13,239.35</u>	<u>-94.13%</u>
Total Other Income	-6,419.35	-4,289.68	-2,129.67	6,820.00	-13,239.35	-94.13%
Net Other Income	-6,419.35	-4,289.68	-2,129.67	6,820.00	-13,239.35	-94.13%
Net Income	<u><u>-51,799.96</u></u>	<u><u>-21,824.01</u></u>	<u><u>-29,975.95</u></u>	<u><u>7,739.00</u></u>	<u><u>-59,538.96</u></u>	<u><u>-669.34%</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations-ATTC

April through October 2022

	<u>Apr - Oct 22</u>	<u>Apr - Oct 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense						
Income						
425 · Income - Miscellaneous	0.00	11,100.00	-11,100.00	0.00	0.00	0.0%
426 · Lease Income	119,312.00	131,353.83	-12,041.83	123,127.00	-3,815.00	96.9%
427 · Lease Utility Income	25,276.00	19,973.23	5,302.77	20,025.00	5,251.00	126.22%
Total Income	<u>144,588.00</u>	<u>162,427.06</u>	<u>-17,839.06</u>	<u>143,152.00</u>	<u>1,436.00</u>	<u>101.0%</u>
Gross Profit	144,588.00	162,427.06	-17,839.06	143,152.00	1,436.00	101.0%
Expense						
611 · Administrative Fee	43,750.00	49,375.00	-5,625.00	43,750.00	0.00	100.0%
650 · Meetings	0.00	31.60	-31.60	700.00	-700.00	0.0%
660 · Utilities Expense	61,088.13	44,624.94	16,463.19	47,035.00	14,053.13	129.88%
670 · Occupancy Expense	58,559.23	42,733.93	15,825.30	42,050.00	16,509.23	139.26%
720 · Equipment Maint	4,796.53	8,140.50	-3,343.97	5,145.00	-348.47	93.23%
725 · Equipment Purchase	156.40	5,354.80	-5,198.40	0.00	156.40	100.0%
730 · Depreciation	224,390.53	224,390.53	0.00	224,392.00	-1.47	100.0%
785 · Insurance Expense	23,841.90	18,130.88	5,711.02	18,550.00	5,291.90	128.53%
790 · Miscellaneous Expense	2,270.00	0.00	2,270.00	875.00	1,395.00	259.43%
Total Expense	<u>418,852.72</u>	<u>392,782.18</u>	<u>26,070.54</u>	<u>382,497.00</u>	<u>36,355.72</u>	<u>109.51%</u>
Net Ordinary Income	<u>-274,264.72</u>	<u>-230,355.12</u>	<u>-43,909.60</u>	<u>-239,345.00</u>	<u>-34,919.72</u>	<u>114.59%</u>
Net Income	<u><u>-274,264.72</u></u>	<u><u>-230,355.12</u></u>	<u><u>-43,909.60</u></u>	<u><u>-239,345.00</u></u>	<u><u>-34,919.72</u></u>	<u><u>114.59%</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations-NIC

April through October 2022

	<u>Apr - Oct 22</u>	<u>Apr - Oct 21</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense						
Income						
411 · Grants	42,120.00	56,159.75	-14,039.75	56,160.00	-14,040.00	75.0%
425 · Income - Miscellaneous	0.00	11,100.00	-11,100.00	0.00	0.00	0.0%
426 · Lease Income	43,590.65	47,965.09	-4,374.44	59,150.00	-15,559.35	73.7%
Total Income	<u>85,710.65</u>	<u>115,224.84</u>	<u>-29,514.19</u>	<u>115,310.00</u>	<u>-29,599.35</u>	<u>74.33%</u>
Gross Profit	85,710.65	115,224.84	-29,514.19	115,310.00	-29,599.35	74.33%
Expense						
611 · Administrative Fee	43,750.00	43,750.00	0.00	43,750.00	0.00	100.0%
645 · Marketing	0.00	714.90	-714.90	700.00	-700.00	0.0%
660 · Utilities Expense	17,195.25	16,082.73	1,112.52	15,285.00	1,910.25	112.5%
670 · Occupancy Expense	23,410.44	15,255.91	8,154.53	12,765.00	10,645.44	183.4%
700 · Office Supplies	0.00	125.00	-125.00			
720 · Equipment Maint	3,675.04	4,286.59	-611.55	4,400.00	-724.96	83.52%
730 · Depreciation	33,826.86	33,568.50	258.36	33,600.00	226.86	100.68%
785 · Insurance Expense	6,859.04	6,043.62	815.42	6,300.00	559.04	108.87%
790 · Miscellaneous Expense	0.00	174.22	-174.22	350.00	-350.00	0.0%
Total Expense	<u>128,716.63</u>	<u>120,001.47</u>	<u>8,715.16</u>	<u>117,150.00</u>	<u>11,566.63</u>	<u>109.87%</u>
Net Ordinary Income	<u>-43,005.98</u>	<u>-4,776.63</u>	<u>-38,229.35</u>	<u>-1,840.00</u>	<u>-41,165.98</u>	<u>2,337.28%</u>
Net Income	<u><u>-43,005.98</u></u>	<u><u>-4,776.63</u></u>	<u><u>-38,229.35</u></u>	<u><u>-1,840.00</u></u>	<u><u>-41,165.98</u></u>	<u><u>2,337.28%</u></u>

Joplin Area Chamber of Commerce

Audited Financial Statements

March 31, 2022 and 2021

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INDEPENDENT AUDITORS' REPORT

To the Board of Trustees
Joplin Area Chamber of Commerce

Opinion

We have audited the accompanying financial statements of Joplin Area Chamber of Commerce (a nonprofit organization), which comprise the statements of financial position as of March 31, 2022 and 2021, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Joplin Area Chamber of Commerce as of March 31, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Joplin Area Chamber of Commerce and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Joplin Area Chamber of Commerce's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.



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In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Joplin Area Chamber of Commerce's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Hardy, Wrestler and Associates

Hardy, Wrestler & Associates, CPA's, PC
Joplin, Missouri
July 18, 2022

Joplin Area Chamber of Commerce
 Statements of Financial Position
 March 31, 2022 and 2021

ASSETS

	<u>2022</u>	<u>2021</u>
Current Assets		
Cash and equivalents	\$ 210,604	\$ 424,753
Accounts receivable - members	12,994	8,206
Accounts receivable - affiliates	41,292	50,940
Prepaid expenses	<u>7,908</u>	<u>10,957</u>
Total Current Assets	272,798	494,856
Capital Assets		
Land, building and improvements	730,983	724,792
Furniture and equipment	<u>242,811</u>	<u>242,811</u>
Total Capital Assets	973,794	967,603
Accumulated Depreciation	<u>(687,015)</u>	<u>(660,341)</u>
Net Capital Assets	286,779	307,262
Restricted Assets		
Economic development fund	<u>26,845</u>	<u>17,694</u>
Total Restricted Assets	<u>26,845</u>	<u>17,694</u>
TOTAL ASSETS	<u>\$ 586,422</u>	<u>\$ 819,812</u>

See Auditors' Report and Notes to the Financial Statements

Joplin Area Chamber of Commerce
 Statements of Financial Position
 March 31, 2022 and 2021

LIABILITIES AND NET ASSETS

	<u>2022</u>	<u>2021</u>
Current Liabilities		
Accounts payable	\$ 12,950	\$ 21,200
Payroll liabilities	-	97
Deferred income	167,372	226,015
Note payable - PPP	-	<u>206,716</u>
Total Current Liabilities	<u>180,322</u>	<u>454,028</u>
TOTAL LIABILITIES	180,322	454,028
Net Assets		
Without donor restrictions	379,255	348,090
With donor restrictions	<u>26,845</u>	<u>17,694</u>
TOTAL NET ASSETS	<u>406,100</u>	<u>365,784</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 586,422</u>	<u>\$ 819,812</u>

See Auditors' Report and Notes to the Financial Statements

Joplin Area Chamber of Commerce
 Statements of Activities
 For the years ended March 31, 2022 and 2021

	2022	2021
Without Donor Restrictions		
Revenues and Support		
Members' investment	\$ 383,086	\$ 385,976
Service fees	621,407	676,653
Other income	130,591	14,127
Small business	77,573	10,334
Member services	61,439	71,955
Affiliated organizations	-	-
Total Revenue and Support	1,274,096	1,159,045
Expenses		
Program expenses		
Small business	23,965	1,575
Member services	41,438	51,486
General supporting expenses	1,177,528	1,187,102
Total Expenses	1,242,931	1,240,163
Increase (Decrease) in Net Assets - Without Donor Restrictions	31,165	(81,118)
With Donor Restrictions		
Contributions	260,506	256,387
Net assets released from restrictions	(251,355)	(274,079)
Increase (Decrease) in Net Assets - With Donor Restrictions	9,151	(17,692)
Increase (Decrease) in Net Assets	40,316	(98,810)
Net Assets - Beginning of Year	365,784	464,594
Net Assets - End of Year	\$ 406,100	\$ 365,784

See Auditors' Report and Notes to the Financial Statements

Joplin Area Chamber of Commerce
Statement of Functional Expenses
For the years ended March 31, 2022 and 2021

	2022	2021
PROGRAM EXPENSES		
Small Business		
Citizen of the year	\$ 258	\$ 367
Manufacturers day	5,122	-
Eggs and issues	540	-
Economic growth tour	200	-
Business expo	17,845	869
Small business council	-	339
Total Small Business	23,965	1,575
Member Services		
Annual banquet	-	238
Member development and recruiting	1,430	1,109
Special events	20,148	44,766
Board of directors	441	135
Ambassador's	939	30
Newsletter	535	1,827
Member meetings	84	348
Marketing	17,861	3,033
Total Member Services	41,438	51,486
TOTAL PROGRAM EXPENSES	\$ 65,403	\$ 53,061

See Auditors' Report and Notes to the Financial Statements

Joplin Area Chamber of Commerce
Statement of Functional Expenses
For the years ended March 31, 2022 and 2021

	2022	2021
GENERAL SUPPORTING EXPENSES		
Salaries	\$ 751,251	\$ 796,736
Payroll taxes	62,629	68,574
Automobile expense	2,628	2,032
Health insurance	105,531	95,475
Other insurance	10,682	10,841
Staff dues and development	6,861	4,873
Travel and meetings	3,435	2,445
Building expense	27,670	31,674
Postage	3,266	3,344
Telephone	11,002	9,853
Office supplies	3,941	3,051
Equipment rental	11,488	7,186
Equipment and software maintenance	35,444	28,335
Depreciation	26,674	29,307
Professional fees	31,875	16,700
Pension	63,514	63,008
Miscellaneous	9,130	611
Bank and credit card fees	10,507	13,057
TOTAL GENERAL SUPPORTING EXPENSES	1,177,528	1,187,102
TOTAL EXPENSES	\$ 1,242,931	\$ 1,240,163

See Auditors' Report and Notes to the Financial Statements

Joplin Area Chamber of Commerce
 Statements of Cash Flows
 For the years ended March 31, 2022 and 2021

	2022	2021
Cash flows from operating activities		
Increase (decrease) net asset without donor restrictions	\$ 31,165	\$ (81,118)
Reconciliation of net income to net cash provided (used) by operating activities:		
Depreciation	26,674	29,307
Changes in operating assets and liabilities:		
(Increase) decrease in accounts receivable	4,860	20,858
(Increase) decrease in prepaid expenses	3,049	(222)
Increase (decrease) in accounts payable	(8,250)	(3,548)
Increase (decrease) in payroll liabilities	(97)	(8,154)
Increase (decrease) in deferred income	(58,643)	75,511
	(1,242)	32,634
Net cash provided (used) by operating activities		
Cash flows from investing activities		
Purchase of capital assets	(6,191)	-
	(6,191)	-
Net cash provided (used) by investing activities		
Cash flows from financing activities		
Change in notes payable	(206,716)	206,716
	(206,716)	206,716
Net cash provided (used) by investing activities		
Net increase (decrease) in cash and equivalents	(214,149)	239,350
Cash and equivalents - Beginning of year	424,753	185,403
Cash and equivalents - End of year	\$ 210,604	\$ 424,753

See Auditors' Report and Notes to the Financial Statements

Joplin Area Chamber of Commerce
Notes to the Financial Statements
March 31, 2022 and 2021

NOTE 1 – NATURE OF OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Operations

The Joplin Area Chamber of Commerce (“Chamber”) is a not-for-profit organization founded to encourage retail, industrial and commercial development of the Joplin, Missouri area.

Basis of Accounting

The financial statements have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables and other accruals.

Basis of Presentation

The financial statements of the Chamber have been prepared in accordance with U.S. generally accepted accounting principles (“US GAAP”), which require the Chamber to report information regarding its financial position and activities according to the following net asset classifications:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Chamber's management and the board of directors.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Chamber or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United State requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Although these estimates are based on management's knowledge of current events and actions it may undertake in the future, they may ultimately differ from actual results.

Joplin Area Chamber of Commerce
Notes to the Financial Statements
March 31, 2022 and 2021

NOTE 1 – NATURE OF OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Cash and Cash Equivalents

Cash and cash equivalents include all monies in banks and highly liquid investments with maturity dates of less than three months. At the end of the year, all cash and cash equivalents were free from restrictions.

Capital Assets

The Chamber's capital assets are stated at cost. Donations of property, plant and equipment are recorded as support at their estimated fair value at the date on donation. The Chamber's policy is to capitalize renewals and betterments acquired for greater than \$2,500 and expense normal repairs and maintenance as incurred. The Chamber's management periodically evaluates whether events or circumstances have occurred indicating that the carrying amount of long-lived assets may not be recovered. Depreciation is computed by the straight-line method over estimated useful lives of three to forty years.

Contributions and Grants

Contributions and grants received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Contributions that are restricted by the donor are reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the contribution is recognized. All other donor restricted contributions are reported as an increase in net assets with donor restrictions, depending on the nature of restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

Contributed property and equipment are recorded at fair value at the date of donation. Contributions with donor-imposed stipulations regarding how long the contributed assets must be used are recorded as net assets with donor restrictions; otherwise, the contributions are recorded as net assets without donor restrictions.

Joplin Area Chamber of Commerce
Notes to the Financial Statements
March 31, 2022 and 2021

NOTE 1 – NATURE OF OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Income Taxes

The Chamber is exempt from federal and state income taxes under Section 501(c)(6) of the Internal Revenue Code.

Effective April 1, 2010, the Chamber adopted the Financial Accounting Standards Board (FASB) ASC 740-10 (formerly known as FASB Interpretation No. 48, "Accounting for Uncertainty in Income Taxes"). This interpretation prescribes a comprehensive model for how an entity should measure, recognize, present, and disclose in its financial statements uncertain tax positions that an entity has taken or expects to take on a tax return. There was no impact to the financial statements as a result of the implementation of ASC 740-10.

The Chamber has analyzed tax positions taken for filing with the Internal Revenue Service and all state jurisdictions where it operates. The Chamber believes that income tax filing positions will be sustained upon examination and does not anticipate any adjustments that would result in a material adverse effect on the Chamber's financial condition, results of operations or cash flows. Accordingly, the Chamber has not recorded any reserves, related accruals for interest and penalties for uncertain income tax positions at March 31, 2022 and 2021.

Expense Allocation

The costs of providing various programs and other activities have been summarized on a functional basis in the Statement of Activities and the Schedule of Expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Concentration of Credit Risk

The Chamber maintains its cash balances at various local financial institutions located in Joplin, Missouri. Accounts at the financial institutions are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000, at times the accounts may exceed federally insured limits. The Chamber has not experienced, nor does it anticipate, any losses with respect to such accounts. At March 31, 2022 and 2021, the Chamber had funds that are not covered by the insurance provided by the federal government of \$0 and \$174,543, respectively.

Joplin Area Chamber of Commerce
Notes to the Financial Statements
March 31, 2022 and 2021

NOTE 2 – ECONOMIC DEVELOPMENT FUND (NET ASSETS – WITH DONOR RESTRICTIONS)

Under an annual renewable contract with the Chamber (since 1987), the City of Joplin reimburses the Chamber for certain expenses incurred to promote Joplin as an industrial site and to encourage location and retention of industry in the Joplin area. The contract has been extended each year in passage of the City budget.

Financial information for the fund as of and for the years ended March 31, 2022 and 2021 is as follows:

	<u>2022</u>	<u>2021</u>
ASSETS		
Cash	\$ 10,373	\$ 7,342
Due from (to):		
City of Joplin	37,002	23,013
Chamber	(28,794)	(15,098)
Equipment, Net	<u>8,344</u>	<u>13,614</u>
TOTAL ASSETS	<u>26,925</u>	<u>28,871</u>
LIABILITIES AND NET ASSETS		
Accounts payable	<u>80</u>	<u>11,177</u>
TOTAL LIABILITIES	80	11,177
Net Assets		
With donor restrictions	<u>26,845</u>	<u>17,694</u>
TOTAL NET ASSETS	<u>26,845</u>	<u>17,694</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 26,925</u>	<u>\$ 28,871</u>

Joplin Area Chamber of Commerce
Notes to the Financial Statements
March 31, 2022 and 2021

NOTE 2 – ECONOMIC DEVELOPMENT FUND (NET ASSETS – WITH DONOR RESTRICTIONS) (CONTINUED)

	2022	2021
INCOME STATEMENT		
Support		
City of Joplin	\$ 260,506	\$ 256,387
TOTAL SUPPORT	260,506	256,387
Expenses		
Salaries	99,000	99,000
Staff dues and development	14,179	15,382
Meetings, travel and prospect hosting	6,206	3,670
Advertising and marketing	52,561	84,607
Regional trade shows	4,098	1,418
Regional e-marketing	0	1,000
Office supplies	109	0
Telephone and postage	2,445	5,203
Data systems and equipment support	23,297	31,061
Administrative	9,635	0
Workforce development	11,233	0
Professional fees	0	10,575
Community projects	19,321	10,821
Business retention and expansion	1,209	3,094
Miscellaneous	2,792	2,978
Depreciation	5,270	5,270
TOTAL EXPENSES	251,355	274,079
Increase (Decrease) in net assets - with donor restrictions	9,151	(17,692)
Net Assets With Donor Restrictions – Beginning of Year	17,694	35,386
Net Assets With Donor Restrictions – End of Year	\$ 26,845	\$ 17,694

Net Assets released from net assets with donor restrictions during the year ended March 31, 2022 are as follows:

Satisfaction of purpose restrictions:	
Economic Development Fund	\$ 251,355

Joplin Area Chamber of Commerce
Notes to the Financial Statements
March 31, 2022 and 2021

NOTE 3 – DEFERRED INCOME

Most of the Chambers' members have paid their dues for periods extending beyond the Chamber's March 31 fiscal year end. These dues are accordingly reflected as deferred income. Additionally, some members have also prepaid for activities beyond year end. At March 31, deferred income totaled as follows:

	2022	2021
Membership dues	\$ 120,673	\$ 145,715
Subsequent activities	46,699	80,300
Total deferred income	\$ 167,372	\$ 226,015

NOTE 4 – LINE OF CREDIT

The Chamber has an established line of credit in the maximum amount available to the Chamber of \$100,000. The interest rate is equal to the prime rate and is payable monthly on the outstanding principal balance. The line of credit is secured by a deed of trust dated September 30, 2017. At March 31, 2022 and 2021, the Chamber had not utilized the line of credit.

NOTE 5 – NOTES PAYABLE

The Chamber had a Paycheck Protection Program (PPP) note to US Bank dated in February 2021. Under the terms of the PPP, certain amounts of the loan may be forgiven if they are used for qualifying expenses as described by the CARES Act. The entire loan was forgiven during the year ended March 31, 2022. The outstanding balance as of March 31, 2022 and 2021 was \$0 and \$206,716 respectively. The loan forgiveness has been included in other income in the amount of \$120,654. Loan forgiveness of \$86,062 was reimbursed to the appropriate service fee entity as follows:

Joplin Business & Industrial Development Corporation	\$	16,282
Chamber Foundation		7,800
Joseph Newman Innovation Center		11,100
Advanced Training & Technology Center		11,100
One Joplin		25,143
Connect 2 Culture		14,637
Total	\$	86,062

Joplin Area Chamber of Commerce
Notes to the Financial Statements
March 31, 2022 and 2021

NOTE 6 – PENSION PLAN

The Chamber has a defined contribution plan covering all employees meeting specific age and length of service requirements. Pension expense for the year ended March 31, 2022 and 2021 was \$63,514 and \$63,008, respectively.

NOTE 7 – SERVICE FEES

As part of its economic development program, the Chamber commits staff and other resources to showing, promoting and accounting for properties and funds of Joplin Business and Industrial Development Corporation (JBIDC), Joplin Industrial Development Authority (JIDA), Jasper County Industrial Development Authority (JCIDA), Economic Development (ED), Joplin Capital Corporation (JCC), Joseph Newman Innovation Center and Advanced Training and Technology Center (a component unit of the Chamber Foundation), One Joplin, Connect 2 Culture, and Missouri Center for Advanced Power Systems Research. The Chamber provides staff to conduct and promote the educational and other programs of the Joplin Area Chamber of Commerce Foundation.

	<u>2022</u>	<u>2021</u>
Joplin Business & Industrial Development Corporation	\$ 198,359	\$ 225,000
Joplin Industrial Development Authority	7,200	7,700
Jasper County Industrial Development Authority	1,200	1,200
Economic Development	99,000	99,000
Joplin Capital Corporation	3,000	3,000
Chamber Foundation	54,000	54,000
Joseph Newman Innovation Center, and Advanced Training & Technology Center	155,625	192,233
One Joplin	9,000	15,075
Connect 2 Culture	93,123	78,545
Missouri Center for Advanced Power Systems Research	<u>900</u>	<u>900</u>
Total Service Fees	<u>\$ 621,407</u>	<u>\$ 676,653</u>

Joplin Area Chamber of Commerce
Notes to the Financial Statements
March 31, 2022 and 2021

NOTE 8 – OPERATING LEASES

Rent expense under operating leases was \$11,488 and \$7,186 for the years ended March 31, 2022 and 2021, respectively. This represents the leases for 1. The Cannon copy/printing system which includes maintenance, supplies (except paper) and copies.

As of March 31, 2022, the total remaining operating lease payment under non-cancellable operating leases, which pertain to office equipment, is a follows:

Year Ending March 31	Cannon Payment
2023	\$ 9,468**
2024	\$ 9,468**
2025	\$ 9,468**
2026	\$ 2,367**

** The above does not include copy over runs, which depends on volume of copies made.

NOTE 9 – DISCLOSURES ABOUT FAIR VALUE OF ASSETS AND LIABILITIES

The Chamber's assets and liabilities are reported at fair value. FASB ASC 820 (formerly SFAS No. 157), Fair Value Measurements, defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

FASB ASC 820 establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels:

- Level 1 Quoted prices in active markets for identical assets or liabilities.

- Level 2 Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities

- Level 3 Unobserved inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

Joplin Area Chamber of Commerce
Notes to the Financial Statements
March 31, 2022 and 2021

NOTE 9 – DISCLOSURES ABOUT FAIR VALUE OF ASSETS AND LIABILITIES
(CONTINUED)

A financial asset or liability's classification within the hierarchy is determined based on the lowest level input that is significant to the fair value measurement. The Chamber uses appropriate valuation techniques based on the available inputs to measure the fair value of its assets and liabilities. When available, the Chamber measures fair value using at least Level 2 inputs. Level 3 inputs were only used when Level 1 and Level 2 inputs were not available.

NOTE 10 – AVAILABILITY AND LIQUIDITY

The following represents the Chamber's financial assets at March 31, 2022:

As part of its liquidity plan, excess cash is invested in short-term investments, including money market and other interest bearing accounts

Financial assets	
Cash and cash equivalents	\$ 210,604
Accounts receivable	54,286
Total financial assets	<u>264,890</u>
Less amounts not available to be used within one year:	
Net assets with donor restrictions	<u>26,845</u>
Financial assets available to meet general expenditures over the next twelve months	<u>\$ 238,045</u>

NOTE 11 – SUBSEQUENT EVENTS

In preparing these financial statements, the Authority has evaluated events and transactions for potential recognition or disclosure through July 18, 2022, the date that the financial statements were available to be issued.

Joplin Area Chamber of Commerce Foundation

Audited Financial Statements

March 31, 2022 and 2021

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Fred Lillich, C.P.A.

INDEPENDENT AUDITORS' REPORT

To the Board of Trustees of
Joplin Area Chamber of Commerce Foundation

Opinion

We have audited the accompanying financial statements of Joplin Area Chamber of Commerce Foundation (a nonprofit organization), which comprise the statement of financial position as of March 31, 2022 and 2021, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Joplin Area Chamber of Commerce Foundation as of March 31, 2022 and 2021, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Joplin Area Chamber of Commerce Foundation and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Joplin Area Chamber of Commerce Foundation's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.



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In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Joplin Area Chamber of Commerce Foundation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Joplin Area Chamber of Commerce Foundation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Hardy, Wrestler and Associates

Hardy, Wrestler and Associates
Joplin, Missouri
August 18, 2022

Joplin Area Chamber of Commerce Foundation
 Statements of Financial Position
 March 31, 2022 and 2021

	2022	2021
ASSETS		
Current Assets		
Cash and equivalents	\$ 98,153	\$ 116,902
Accounts receivable	49,115	44,940
Note receivable - current	-	2,385
Prepaid expenses	5,310	3,210
Total Current Assets	152,578	167,437
Capital Assets, Net of Accumulated Depreciation	5,232,402	5,675,435
Restricted Assets		
One Joplin fund	18,561	95,227
TOTAL ASSETS	5,403,541	5,938,099
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts payable	17,849	12,631
Other Payables	20,368	21,173
Deferred income	4,628	16,925
Deposits	9,200	8,931
Total Current Liabilities	52,045	59,660
Net Assets		
Net assets with donor restrictions	44,441	121,107
Net assets without donor restrictions	5,307,055	5,757,332
Total Net Assets	5,351,496	5,878,439
TOTAL LIABILITIES AND NET ASSETS	\$ 5,403,541	\$ 5,938,099

See Auditors' Report and Notes to the Financial Statements.

Joplin Area Chamber of Commerce Foundation
 Statements of Activities and Net Assets
 For the years ended March 31, 2022 and 2021

	2022	2021
Without Donor Restrictions		
Revenues and Support		
Contributions	\$ 12,245	\$ 21,469
Program income	79,526	50,325
Rent income - incubator	356,390	329,335
Other income	36,326	18,172
Total Revenues and Support	484,487	419,301
Net Assets - Released from Restrictions	263,489	392,812
Total Revenues, Support and Other	747,976	812,113
Expenses		
Program Services		
Innovation center	256,800	300,760
Advanced training and technology center	734,105	691,070
Education and leadership programs	35,861	22,090
One Joplin	143,360	219,268
Other programs	22,358	10,911
Total Program Services	1,192,484	1,244,099
Supporting Activities		
Administrative and general	4,807	5,148
Fundraising	962	1,030
Total Supporting Activities	5,769	6,178
Total Expenses	1,198,253	1,250,277
Change in Net Assets Without Donor Restrictions	(450,277)	(438,164)
With Donor Restrictions		
Grant funds	120,129	173,544
One Joplin funds	66,694	123,119
Restrictions satisfied by payments	(263,489)	(392,812)
Change in Net Assets - With Donor Restrictions	(76,666)	(96,149)
Change in Net Assets	(526,943)	(534,313)
Net Assets, Beginning of Year	5,878,439	6,412,752
Net Assets, End of Year	\$ 5,351,496	\$ 5,878,439

See Auditor's Report and Notes to the Financial Statements.

Joplin Area Chamber of Commerce Foundation
Statement of Functional Expenses
For the year ended March 31, 2022

	Program Services						Supporting Services			
	Joseph Newman Innovation Center	Advanced Training and Technology Center	Education And Leadership Programs	One Joplin	Other Programs	Total Programs	Administrative And General	Fundraising	Total Supporting Services	Total
Administrative fee	\$ 102,225	\$ 96,600	\$ 2,700	\$ -	\$ 4,860	\$ 206,385	\$ 2,700	\$ 540	\$ 3,240	\$ 209,625
Agent and management fee	-	-	-	7,650	-	7,650	-	-	-	7,650
Payroll and benefits	-	-	-	57,564	-	57,564	-	-	-	57,564
Occupancy	44,569	170,165	-	1,133	-	215,867	-	-	-	215,867
Postage and delivery	-	-	-	-	-	-	-	-	-	-
Office supplies	256	117	23	605	42	1,043	23	5	28	1,071
Communications	7,472	12,453	1,245	-	2,242	23,412	1,245	249	1,494	24,906
Equipment maintenance	13,648	13,649	-	-	-	27,297	-	-	-	27,297
Meetings	307	511	51	881	92	1,842	51	10	61	1,903
Program supplies	-	-	30,237	100	12,948	43,285	-	-	-	43,285
Insurance	14,577	26,236	416	1,080	416	42,725	-	-	-	42,725
Advertising	476	794	79	24,077	143	25,569	79	16	95	25,664
Professional fees	2,187	3,644	364	2,363	656	9,214	364	73	437	9,651
Other operating expenses	14,037	25,267	401	47,907	401	88,013	-	-	-	88,013
Depreciation	57,046	384,669	345	-	558	442,618	345	69	414	443,032
Total Expenses	\$ 256,800	\$ 734,105	\$ 35,861	\$ 143,360	22,358	\$ 1,192,484	\$ 4,807	\$ 962	\$ 5,769	\$ 1,198,253

See Auditors' Report and Notes to the Financial Statements.

Joplin Area Chamber of Commerce Foundation
Statement of Functional Expenses
For the year ended March 31, 2021

	Program Services						Supporting Services			
	Joseph Newman Innovation Center	Advanced Training and Technology Center	Education And Leadership Programs	One Joplin	Other Programs	Total Programs	Administrative And General	Fundraising	Total Supporting Services	Total
Administrative fee	\$ 138,833	\$ 96,600	\$ 2,700	\$ -	\$ 4,860	\$ 242,993	\$ 2,700	\$ 540	\$ 3,240	\$ 246,233
Agent and management fee	-	-	-	7,669	-	7,669	-	-	-	7,669
Payroll and benefits	-	-	-	135,823	-	135,823	-	-	-	135,823
Occupancy	40,612	101,057	-	5,718	-	147,387	-	-	-	147,387
Postage and delivery	-	-	-	-	-	-	-	-	-	-
Office supplies	32	15	3	295	5	350	3	1	4	354
Communications	7,740	12,900	1,290	-	2,322	24,252	1,290	258	1,548	25,800
Equipment maintenance	4,066	4,066	-	-	-	8,132	-	-	-	8,132
Meetings	74	123	12	(133)	22	98	12	2	14	112
Program supplies	-	-	15,550	951	393	16,894	-	-	-	16,894
Insurance	13,618	24,512	389	1,078	389	39,986	-	-	-	39,986
Advertising	300	500	50	35,991	90	36,931	50	10	60	36,991
Professional fees	1,965	3,277	328	2,299	590	8,459	328	66	394	8,853
Other operating expenses	35,118	63,210	1,003	29,577	1,003	129,911	-	-	-	129,911
Depreciation	58,402	384,810	765	-	1,237	445,214	765	153	918	446,132
Total Expenses	\$ 300,760	\$ 691,070	\$ 22,090	\$ 219,268	10,911	\$ 1,244,099	\$ 5,148	\$ 1,030	\$ 6,178	\$ 1,250,277

See Auditors' Report and Notes to the Financial Statements.

Joplin Area Chamber of Commerce Foundation
 Statements of Cash Flows
 For the years ended March 31, 2022 and 2021

	2022	2021
Cash flows from operating activities		
Reconciliation of net income to net cash provided (used) by operating activities:		
Change in net assets	\$ (450,277)	\$ (438,164)
Depreciation	443,032	446,132
(Increase) Decrease in accounts receivable	(4,175)	(4,755)
(Increase) Decrease in notes receivable	2,385	2,303
(Increase) Decrease in prepaid expenses	(2,100)	388
Increase (Decrease) in accounts payable and accrued expenses	5,219	6,868
Increase (Decrease) in other payables	(805)	8,611
Increase (Decrease) in deferred income	(12,297)	(747)
Increase (Decrease) in deposits	269	1,255
	(18,749)	21,891
Net cash provided (used) by operating activities		
Cash flows from investing activities		
Acquisitions of capital assets	-	(11,844)
	-	(11,844)
Net cash provided (used) by investing activities		
Net increase (decrease) in cash and equivalent	(18,749)	10,047
Cash and equivalent - beginning of year	116,902	106,855
Cash and equivalent - end of year	\$ 98,153	\$ 116,902

See Auditors' Report and Notes to the Financial Statements.

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 1 – Nature of Activities and Summary of Significant Accounting Policies

Nature of the Activities

The Joplin Area Chamber of Commerce Foundation (the “Foundation”) is a not-for-profit organization founded to further charitable, scientific, literacy, civic, athletic, patriotic, cultural, social, and educational purposes. The Foundation is controlled by the Joplin Area Chamber of Commerce (the “Chamber”). Members of the Foundation’s Board of Directors are members of and/or elected by the Board of the Chamber.

Financial Statement Presentation

The accompanying financial statements are presented on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. The Foundation has complied with Accounting Standards Codification (ASC) Topic 958-205, *Not-for-Profit Entities: Presentation of Financial Statements*. The Foundation is required to report information regarding its financial position and activities according to three classes of net assets, which follows:

Unrestricted Net Assets

Unrestricted net assets include those currently available at the discretion of the Board of Directors for use in the Foundation’s operations in accordance with its bylaws.

Temporarily Restricted Net Assets

Temporarily restricted net assets include those gifts of cash and promises to give which are stipulated by donors for specific operating purposes, special projects, grants, or the restriction is satisfied either by the passage of time or by actions of the Foundation.

Permanently Restricted Net Assets

Permanently restricted net assets include those restricted by donors in perpetuity as endowments or irrevocable trusts. The Foundation had no permanently restricted net assets at the end of the year.

Basis of Accounting

The financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. The accrual basis of accounting recognizes revenues and assets when earned and expenses and liabilities when incurred.

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 1 – Nature of Activities and Summary of Significant Accounting Policies (Continued)

Basis of Presentation

The financial statements of the Chamber have been prepared in accordance with U.S. generally accepted accounting principles ("US GAAP"), which require the Organization to report information regarding its financial position and activities according to the following net asset classifications:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Chamber's management and the board of directors.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Chamber or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statements of activities.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results may differ from these estimates.

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 1 – Nature of Activities and Summary of Significant Accounting Policies (Continued)

Program Services

The Foundation's programs include the following:

Joseph Newman Innovation Center (NIC)

Originally this program was designed as a small business incubation operation with building space rented to tenants by the square foot. Today, the program has evolved to a bundle of services and amenities to provide an individual or start-up business the opportunity to develop, collaborate, and grow in an environment to learn, inspire, and prosper.

Advanced Training and Technology Center (ATTC)

This program is a joint project of the Foundation and Crowder College in Neosho. This dual track program was made possible by a HUD CDBG-DR Grant, as a sub-recipient of the City of Joplin (see Note 11). In the first track, the renovated warehouse building provides equipment used to train a workforce in advanced welding, advanced manufacturing, and information technology. The first track must meet the standard of serving 51% or greater low-to-moderate clients until September 30, 2022. For the year ended March 31, 2022, low to moderate client's percentage was 56. In the second track, to complement the small business incubation operation in the NIC, the ATTC provides office space, equipment, and outreach to businesses currently in startup mode, with the goal of creating jobs.

Additionally, as a subset of the first track, the ATTC may lease to businesses that provide public service activities, which include but are not limited to employment services, public safety, childcare, health services, substance abuse services, education, and services for senior citizens. These activities are not tied to the starting or running a for-profit business with intent of creating and maintaining jobs, until August 31, 2023.

Education and Leadership Programs

Leadership Joplin – This program developed by the Foundation and sponsored by community businesses to identify, cultivate, and motivate future community leaders. The program provides a foundation for participants to expand their current leadership roles in the community.

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 1 – Nature of Activities and Summary of Significant Accounting Policies (Continued)

Tomorrow's Leaders Today – This program is very similar in nature to the Leadership Joplin Program but is to motivate high school seniors to become involved with community and develop leadership skills.

Cash and Cash Equivalents

The Chamber considers all cash and highly liquid financial instruments with original maturities of three months or less to be cash and cash equivalents.

	2022	2021
Cash without restrictions	\$ 72,273	\$ 91,022
Cash restricted	25,880	25,880
Total cash and cash equivalents	\$98,153	\$116,902

Business Recovery Funds

As a direct result of the May 22, 2011, tornado, the Foundation made an immediate nationwide appeal to the public for funds. Funds received are used as the Foundation Board directed to help get businesses on their feet. The funds are temporarily restricted net assets.

Contributions

Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Contributions that are restricted by the donor are reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the contribution is recognized. All other donor restricted contributions are reported as an increase in net assets with donor restrictions, depending on the nature of restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 1 – Nature of Activities and Summary of Significant Accounting Policies (Continued)

Contributed property and equipment are recorded at fair value at the date of donation. Contributions with donor-imposed stipulations regarding how long the contributed assets must be used are recorded as net assets with donor restrictions; otherwise, the contributions are recorded as net assets without donor restrictions.

Capital Assets

Capital assets are recorded at cost. Contributed property and equipment are reported at fair value. The Foundation’s policy is to capitalize assets with a useful life of three years or more. Depreciation of property and equipment is provided using the straight-line method for financial reporting purposes at rates based on the following estimated useful lives:

	<u>Years</u>
Office equipment and furniture	3-7
Leasehold improvements	Life of lease
Building and improvements	40

Expenditures for major renewals and betterments that extend the useful lives of property and equipment are capitalized. Expenditures for maintenance and repairs are charged to expense as incurred.

Income Taxes

The Foundation is exempt from federal and state taxes under Section 501 (c) (3) of the Internal Revenue Code.

The Foundation has adopted the FASB ASC 740-10 as it might apply to the Foundation’s financial transactions. The Foundation’s policy is to record a liability for any tax position that is beneficial to the Foundation, including any related interest and penalties, when it is more likely than not the position taken by management with respect to the transaction or class of transactions will be overturned by a taxing authority upon examination. Management believes there are no such positions as of the end of the year, and, accordingly, no liability has been accrued.

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 1 – Nature of Activities and Summary of Significant Accounting Policies (Continued)

Function Allocation of Expenses

Directly identifiable expenses are charged to programs and supporting services. Expenses related to more than one function are charged to programs and supporting services based on time, space, or use of estimates. Administrative and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Foundation.

Note 2 – Concentration of Credit Risk

The Foundation’s account balances are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. The Foundation maintains its operating cash balances at a local financial institution located in Joplin, Missouri. At March 31, 2022, the Foundation’s cash balances were adequately insured.

Note 3 – Availability and Liquidity

The following represents the Chamber’s financial assets at the end of the year:

As part of its liquidity plan, excess cash is invested in short-term investments, including money market and other interest-bearing accounts

Financial assets		
Cash and cash equivalents	\$98,153	\$116,902
Accounts receivable	49,115	44,940
Note receivable	0	2,788
Total financial assets	\$147,268	\$164,227
Less amounts not available to be used within one year:		
Net assets with donor restrictions	\$25,880	\$25,880
	\$25,880	\$25,880
Financial assets available to meet general expenditures over the next twelve months	\$121,388	\$138,347

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 4 – Receivables

Notes and accounts receivable are stated at the amount management expects to collect. Management makes a regular assessment of the collectability of outstanding accounts and if deemed necessary, establishes an allowance for uncollectible accounts. At March 31, 2022 and 2021, the Organization considered all receivables fully collectible.

Note 5 – Capital Assets

Capital assets consisted of the follows:

	2022	2021
Land	\$61,944	\$61,944
ATTC building and improvements	3,785,577	3,785,577
ATTC equipment and furniture	2,030,210	2,030,210
NIC building and improvements	2,026,316	2,032,230
NIC equipment and furniture	108,557	102,644
Furniture and fixtures	110,885	110,885
	8,123,489	8,123,490
Accumulated depreciation	(2,891,087)	(2,448,055)
Net Capital Assets	\$ 5,232,402	\$ 5,675,435

Depreciation expense for March 31, 2022 and 2021 was \$443,032 and \$446,132.

Note 6 – Disclosures about Fair Value of Assets and Liabilities

The Organization’s assets and liabilities are reported at fair value. FASB ASC 820 (formerly SFAS No. 157), Fair Value Measurements, defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

FASB ASC 820 establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels:

- Level 1 Quoted prices in active markets for identical assets or liabilities.

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 6 – Disclosures about Fair Value of Assets and Liabilities (Continued)

- | | |
|---------|---|
| Level 2 | Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities |
| Level 3 | Unobserved inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. |

A financial asset or liability's classification within the hierarchy is determined based on the lowest level input that is significant to the fair value measurement. The Organization uses appropriate valuation techniques based on the available inputs to measure the fair value of its assets and liabilities. When available, the Organization measures fair value using at least Level 2 inputs. Level 3 inputs were only used when Level 1 and Level 2 inputs were not available.

Note 7 – Deferred Income

The Foundation receives funds for various projects and events that are held at a later date extending beyond the Foundations March 31 fiscal year end. Events and leadership class revenues are recognized as income in the class period or event date. Event and class revenue collected and applicable to a future period are recorded as deferred income. At March 31, 2022 and 2021, deferred income was \$4,628 and \$16,925.

Note 8 – Line of Credit

The Foundation has an established line of credit in the maximum amount available to the Foundation of \$150,000. The interest rate is equal to the prime rate and is payable monthly on the outstanding principal balance. The line is secured by a deed of trust dated September 30, 2017. At March 31, 2022 and 2021, the Foundation had not utilized the line of credit.

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 9 – One Joplin Fund (Temporarily Restricted with Donor Restrictions)

The Foundation became the fiscal sponsor for One Joplin on November 1, 2019. Prior to this transfer, the United Way of Joplin performed the service. Although One Joplin is a stand-alone entity with the Missouri Secretary of State, their financial information is reported completely under the Foundations federal tax identification number. Payroll for One Joplin is performed by the Joplin Area Chamber of Commerce, but these expenses are paid by One Joplin. Only a small fee for payroll processing is collected by the Chamber for their service. The initial contract period is November 1, 2019, to March 31, 2021. The Foundation board and One Joplin Steering Team have the authority to extend the contract. There is an administrative fee of a minimum \$750 per month. Administrative fees for the year ended March 31, 2022 and 2021 were \$9,000 and \$10,169 respectively.

Effective 4-1-2022 One Joplin has changed it's funding and operations models. Both of the changes will help with the stability and sustainability of One Joplin.

Funding: Instead of being dependent on grants that can tend to create mission creep, they have shifted to a sponsorship model. Freeman Health Systems has pledged that beginning with 4-1-22 that they will sponsor One Joplin for the next three years at the rate of \$75,000 per year. The first year's commitment was received in April 2022. An anonymous donor contributed \$10,000 for the Healthy Kids Program and Active Lifestyle Events, Inc. donated \$5,000 for the Stencil Project. Other such donations/sponsorships will be secured for projects going forward.

Operations: The Freeman commitment is for general operations and staffing. They also moved from a full-time director to a half time director. The director now works from home, and therefore they no longer have facility related expenses going forward, which greatly reduced their overhead.

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 9 – One Joplin Fund (Temporarily Restricted with Donor Restrictions)) (Continued)

Financial information for the fund as of and for the year ended March 31, 2022 and 2021 is as follows:

	<u>2022</u>	<u>2021</u>
Cash	\$ 20,782	\$ 101,006
Prepaid Expenses	<u>0</u>	<u>550</u>
TOTAL ASSETS	<u>20,782</u>	<u>101,556</u>
Accounts payable	721	6,229
Due to (from) Chamber	<u>1,500</u>	<u>100</u>
TOTAL LIABILITIES	2,221	6,329
Net Assets		
Temporarily restricted with donor restrictions	<u>18,561</u>	<u>95,227</u>
TOTAL NET ASSETS	<u>18,561</u>	<u>95,227</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 20,782</u>	<u>\$ 101,556</u>

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 9 – One Joplin Fund (Temporarily Restricted with Donor Restrictions)) (Continued)

	<u>2022</u>	<u>2021</u>
Support		
Contributions	\$ 16,000	\$ 12,500
Grants	25,351	110,619
Other income	<u>25,343</u>	<u>110,619</u>
TOTAL SUPPORT	66,694	123,119
Expenses		
Salaries	51,093	116,892
Payroll taxes	3,759	8,417
Health insurance and benefits	2,712	10,514
Agent fees	7,650	7,669
Insurance	1,080	1,078
Jump Expense	47,291	20,390
Miscellaneous	616	5,010
Consultants	2,363	2,299
Office supplies	705	1,246
Rent	1,133	5,718
Advertising	24,077	35,991
Meeting and travel	881	(133)
Professional development	<u>0</u>	<u>4,177</u>
TOTAL EXPENSES	<u>143,360</u>	<u>219,268</u>
Increase (Decrease) net assets with donor restrictions	(76,666)	(96,149)
Net Assets – Beginning of Year	<u>95,227</u>	<u>191,376</u>
Net Assets – End of Year	<u>\$ 18,561</u>	<u>\$ 95,227</u>

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 10 – Net Assets with Donor Restrictions

Net assets with donor restrictions at the end of the year were as follows:

	<u>2022</u>	<u>2021</u>
One Joplin	\$ 18,561	\$ 95,227
Business Recovery Funds	<u>25,880</u>	<u>25,880</u>
Total Net Assets with Donor Restrictions	<u>\$ 44,441</u>	<u>\$ 121,107</u>

Note 11 – Related Party Transactions

The Foundation engages the Chamber to perform business and financial services concerning the Foundations financial and operational aspects. The Foundation has agreed to compensate the Chamber for its staff time and expenses in conducting and promoting the Foundation’s educational programs and the Foundation’s Business Recovery Program. In addition, the Foundation compensates the Chamber for its staff time and expenses in administrating leases and the state and federal grants for the NIC. For the year ended March 31, 2022 and 2021, payments made to the Chamber are as follows:

	<u>2022</u>	<u>2021</u>
Staff time & expenses: Educational Programs	\$ 54,000	\$ 54,000
Staff time & expenses: NIC and ATTC	<u>155,625</u>	<u>192,233</u>
	<u>\$ 209,625</u>	<u>\$ 246,233</u>

Note 12 – Rental Lease Agreements and Service Contracts

Joseph Newman Innovation Center

The NIC was initially designed to operate as an “Innovation Center” or “Small Business Incubator”. As part of the NIC’s small business incubation operation, building space was rented to tenants by the square foot, which included a prorated portion of the common area maintenance (COM) expense to cover the cost of cleaning/kitchen operations, utilities, and internet service. Internet service is provided by the Foundation, however if the service does not meet the tenants needs, they have the option to provide their own at their expense. The COM proration is dependent upon the size of space each tenant leases.

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 12 – Rental Lease Agreements and Service Contracts (Continued)

Beginning July 1, 2021, all new space agreements were based on a new coworking service agreement. The coworking services are a bundle of services and amenities purchased to provide individual or start-up businesses opportunity to develop, collaborate, and grow in an environment to learn, inspire, and prosper. The agreement is designed to include workspace, some equipment, business counseling, and common area. The common area means that part of the building and land is intended for the common use of all clients. This includes parking areas, restroom facilities, kitchen, breakroom and lobby. As of March 31, 2022, each client now has a signed service agreement rather than a lease agreement for month-to-month tenancy and for the various services provided.

Advanced Training and Technology Center

The ATTC facility was purchased on April 29, 2016, with the purpose of adding more space for workforce training and expanding business incubation services. Over half of the space was initially rented by Crowder College for five years and six months, which began on January 2, 2017, for the teaching of welding, advanced manufacturing, information technology, computer-aided drafting, and community health. November 26, 2019 Crowder College expanded their footprint to include significant office and other spaces in the building. With the additional space, they now occupy approximately 80 percent of the facility including their share of the common area. And on January 20, 2022 an amended lease agreement was signed which will end as of July 1, 2023, adding one full year to the original agreement.

The remaining building space was available for use in August 2017 and is used for ATTC’s small business incubation operation that is rented to tenants. Tenants are required to pay a prorated portion of the common area maintenance expense. There is free internet service provided by the Foundation, however if the service does not meet the tenants needs, they have the option to provide their own at their expense. The proration is dependent upon the size of space each tenant leases. Minimum lease income under the non-cancellable leases as of March 31, 2022, are as follows:

<u>Year Ended March 31,</u>	<u>2022</u>	<u>2021</u>
2022	139,000	139,000
2023	<u>34,750</u>	<u>34,750</u>
	<u>\$ 173,750</u>	<u>\$ 173,750</u>

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 13 – Missouri Technology Corporation Contract

MTC Operations Grant:

In July 2020, the Foundation entered into an innovation center contract with the Missouri Technology Corporation (MTC) for the operation of an innovation center. The period of the contract was from July 1, 2020, through June 30, 2021, for \$28,080. The Foundation agrees to match the funding by a minimum of 100 percent with other funds, as required by Section 348.253.2 RSMo. The matching funds shall consist of at least a 35 percent direct cash match of non-state funds received by the Foundation. The funds are to be used for the operation of the NIC.

Subsequently, in July 2021 this contract was doubled by an amendment for an additional \$28,080 due to the state releasing additional funds to MTC. These funds were contingent on being able to meet the required match, which was achieved.

MTC issues new contracts after their State funding allocation is made and their Board determines the proper distribution amount for each new contract. The 2021/2022-year contract was issued July 1, 2021 in the amount of \$56,160.

The funds are used to provide business consulting and development services to individuals and business organizations in Missouri during the early stages of development of technology-focused business ventures that are seeking to commercialize technology, secure financing, and related business modernization activities.

MTC MOBEC GRANT:

In addition to the operating grant by MTC, we obtained a MOBEC grant. MOBEC, Missouri Building Entrepreneurial Capacity Program, was first awarded March 10, 2020 in the amount of \$111,334. Due to Covid-19, an extension was obtained extending the end date of this grant to November 15, 2021. Many of the aspects of this grant depended on bringing people together in crowds. The primary focal point of the grant was the first Joplin Regional Technology Summit held November 4 and 5, 2021. It was a tremendous success. Even with the significant obstacles we were able to use all but \$3,800 of the funds and met all of the 100% match requirements.

A year two MOBEC grant was awarded on December 23, 2021 in the amount of \$115,000 for one year only. Our second Joplin Regional Technology Summit is set for November 3 and 4, 2022.

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 14 – CDBG-DR Sub-Recipient Grant

The Foundation is a sub-recipient of a U.S. Department of Housing and Urban Development (HUD) Community Block Grant Disaster Recover Grant (CDBG-DR). A CDBG-DR sub-recipient agreement was entered on December 23, 2015, by and between to City of Joplin and the Foundation. A subsequent Memorandum of Agreement with the City was also signed on May 31, 2017, and July 31, 2017. The City applied for and received funds from the Federal Government, U.S. Department of Housing and Urban Development under the Disaster Relief Appropriations Act of 2013, Public Law 113-2, Federal Awards ID# B-13-MS-29-0001. The City allocated \$3,705,000 of the funds to the Foundation to purchase and renovate the ATTC building for the intended purpose of the development of an advanced technical training, innovation, and economic support services facility. During 2016, 2017 and 2018, the Foundation purchased the ATTC building facility and renovated a majority of the facility. As of September 30, 2017, the Foundation had spent all the funds allocated for the grant.

A second CDBG-DR sub-recipient agreement with the City was signed on October 4, 2016, under the same grant funds as listed in the previous paragraph. The City allocated \$2,470,000 of the funds to the Foundation to purchase furniture, fixtures and equipment required for the development and execution of the proposed training programs/classes located in the ATTC building. As of August 31, 2018, the Foundation had spent all the funds allocated for the grant.

Due to the HUD CDBG-DR funding source and sub-recipient agreements, restrictions on the use of the ATTC building exists for up to five years from the date of closing out the federal grant. These restrictions are based on the type of eligible clientele activities that include public services and job creation. For public services, the Foundation must serve at least 51% or greater low-to-moderate income clientele until September 30, 2022. The jobs created within the ATTC facility meet necessary requirements to automatically qualify as opportunities to low-to-moderate income clientele until August 31, 2023. Any program income in excess of program expenses is subject to repayment to the grantee. However, there are circumstances where it can be retained for specific causes.

Joplin Area Chamber of Commerce Foundation
Notes to the Financial Statements
March 31, 2022 and 2021

Note 15 – Other Income

As part of the Paycheck Protection Loan forgiveness, we have been reimbursed an apportioned amount from our service fee provider. We have recorded income on the Statement of Activities and Net Assets \$30,000 in other income and \$25,143 in One Joplin Funds. The entity distribution that was received is as follows:

Chamber Foundation	\$ 7,800
Joseph Newman Innovation Center	11,100
Advanced Training & Technology Center	11,100
One Joplin	<u>25,143</u>
Total	<u>\$ 55,143</u>

Note 16 – Subsequent Events

Management has evaluated subsequent events through August 18 2022, the date that the financial statements were available to be issued.

Staff Reports November 2022

General Operations and major projects, Tonya Sprenkle, Vice President

- **Property tax issue** for the ATTC and NIC remains 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. John is tracking, but no new report to date.
- **Employee Retention Credits**, which we anticipate will bring in a six-figure refund of payroll taxes from five qualifying quarters, have been submitted to the IRS week of 11-15 by Smarter Tax Planning. The two 2021 qualifying quarters include health insurance premium allowance.
- **MOBEC (MTC) Update** on grants filed on October 20.
 - **Operations:** \$50,000 for staffing, equipment, and Chamber Academy phase 2 contractor has advanced to the next level for consideration and interviews.
 - **Projects:** \$90,000 for Builders and Backers, Summit/Pitch Competition year 3, Entrepreneurial Ecosystem Marketing, and Joplin Regional Angel Network funding, did not make the cut in a very competitive field.
- Completed 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.
- Made all re-arrangements for the February 6-7 **Board of Directors Retreat**. Both Hotel and Top Golf were very accommodating.
- Teck Summit and pre-night, pleased with reviews of attendees and comments from speakers.
- Attended JIDA, One Joplin, and C2C meetings.
- Attended numerous Chamber events and other functions.

Reaccreditation:

Has been my primary focus this month.

- **Governance:** Tonya/Lisa/Melodee Colbert-Kean: **Ready to upload.**
- **Finance:** Debby/Debra/Chad Evans: Debby continues to work on the processes and needs to set a committee meeting. **Her final Deadline is December 9.**
- **HR & Staffing:** Tonya/Melissa/Betsy Kissel: G&A Partner finalizing benefit pages to the handbook; otherwise **ready to upload.**
- **Governmental Affairs:** Travis/Tonya/Dr. Van Galen: need to review with Dr. Van Galen, then **be Ready to upload.**
- **Program Development:** Stephanie/Reggie/ Todd Chenault: **Complete**
- **Technology:** Tonya/Lisa/Matt Stewart: **Complete**
- **Communications:** Erin/Alyssa/Dustin Storm: **Complete**
- **Facilities:** Tonya/Doug/Mattie Crossland: Mattie walkthrough -11/28, **Ready to upload.**
- **Benchmarking:** Reggie/Stephanie/Kim Cox: **Complete.**

Final submission set for no later than 12-15-22; due by 12-31-22

I'm extremely pleased with the quality of work put in by all participants.

**Membership Summary Report
October 1, 2022 – October 31, 2022**

2022	New Member Count	New Member \$	Drop Member Count	Drop Member \$	Net Count	Net \$	TOTAL COUNT
							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
Oct	12	\$ 5,263	5	\$ 2,096	7	3,167.00	844
Nov					0	-	
Dec					0	-	
Jan					0	-	
Feb					0	-	
Mar					0	-	
	83	\$ 26,171	44	\$ 10,692	39	15,479.08	841

New Members October 1, 2022

McNabb Wellness
L.J. Tomlin CPA & Associates
K&M Kustom Kreations
AtWork Personnel
KM Guru Marketing
Advocate Health Advisors- Betty Fye
The Purple Guys, LLC
The Golf Lounge
The Ask for Ash Agency
MO-KAN Dragway
Heartland Canines for Veterans
Joplin Area Catholic Schools

Dropped Members October 31, 2022

1st Choice Heating, Air & Refrigeration LLC Dropped for financial reasons
Colonial Life Dropped for non-payment/no response
Color Me Rad, LLC Closed
Crispy Clean Cleaning Services Dropped for non-payment/no response
Midwest Fibre Sales – Joplin Closed

Incubator Activity & Programming, Doug Hunt, Director of Entrepreneurship

Joseph Newman Innovation Center (NIC):

- The coworking space has a total of five hot desk members and two dedicated desk members.
- Currently there are three private spaces available. Currently we are shooting and producing marketing videos for each of the available spaces to push out on social media.

Advanced Training & Technology Center (ATTC):

- The ATTC has one private office space available.
- The former PowerShades space (5,000 sq. ft.) is available. During December we will shoot and produce a marketing video to promote this space.

Programming:

- **1 Million Cups Joplin (1MC)** continues with an average of 25 attendees each week.
- **Chamber Academy** continues to grow with 236 active members.
- **The November e-Commerce Meetup** was hosted at Rowe Boutique in conjunction with the Neosho Area Chamber of Commerce. Great discussion with new and seasoned e-commerce retailers.
- **2022 Joplin Regional Innovation & Technology Summit**
 - Surveys have been sent out to speakers and attendees. Results pending. Initial feedback is extremely positive. A post Tech Summit review meeting was held 11/17/22. Planning for the 2023 event will begin in 1QT, 2023.

Heartland Forward Builders & Backers

- White Wolf Creative video production company, was on site on 11/16/22 to produce a post-cohort Joplin video. The video will be used to promote the next cohort. The video is being produced by Builders and Backers.

Networking Events

Special Events, Stephanie McGrew, Special Events Manager

- Morning Brew on November 11 at Arc Finn's had 85 in attendance, net \$1208 in sponsorships
- Business After Hours on November 15 at the Cornell Complex had 118 in attendance, net \$1250 in sponsorships
- We celebrated 5 ribbon cuttings this month
- Please mark your calendars to attend our Holiday Open House from 11:30 – 1:00 on December 2.
- Good Morning Joplin is December 15 at Mercy Hospital Joplin and sponsored by Arvest. Seating is limited, and please RSVP online. Dress like your favorite holiday movie character.
- Leadership Joplin is limited to 30. Applications are due December 1
- Tomorrow's Leaders Today meets again on December 7 for the Government and Law session
- Business EXPO is January 24 and 25. Registration is open to membership
- Save the date for Annual Banquet, April 27, 2023

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, 7 volunteers, 20.5 hours
- YTD 219 hours / Goal 300 Hours (increased 25 hours from 2021-2022)

Upcoming Volunteer Opportunities:

- Nonprofit Scavenger Hunt | November 29 | [Sign up here](#)
- Bright Futures Snack Pack Program | January 19 | [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. 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 codes 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 a walk on November 27th (Joplin-Recovery) this 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

- The work group is researching the structure of the work group being independent of the Joplin Chamber will look like. A zoom call took place on November 10 at 2:00 pm with BikeWalk KC and Trailnet based in St. Louis.

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

- Two members of the EDI group attended the recent Joplin Interfaith Coalition dinner to speak about the Chamber's EDI efforts. The EDI work group is promoting the "Friendsgiving" event to be held 11/25/22 at UNITY of Joplin.

Professional Development: Doug, Chamber Liaison

- The Professional Development Work Group continues to grow and has an active schedule of speed networking events and EdTalks. The Work Group wants to launch a branding campaign for EdTalks in early 2023 making sure all Chamber members know that EdTalks are for all members and not just YPN. The group is also discussing changing the location from the Liberty Room in the Chamber to a location that has more of a theatre or presentation setting.

Recent 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 October, we saw 50 new downloads in October. 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
OCTOBER 2022	790	650	477

Top Member Pages 10 - October
Finn's
Wilder's Steakhouse/Wilder's Event Center
Easy Cuisine

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

Home Screen Clicks 10 - October
Events
All Restaurants
Healthy Fare

Home Screen Clicks YTD - 2022
Events
All Restaurants
BBQ

Website: Joplincc.com

Users	October	YTD (Apr – October 2022)
This Year	94,565 (↓ 40%)	977,614 (↑ 3.98%)
Last Year	234,432	940,115

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 run separate reports in CCAssist to get online traffic totals for these pages.

Website: Joplinbusinessoutlook.com

Users	October	YTD (Apr 2022 – Oct 2022)
This Year	1,458 (↑66.06%)	8,051 (↑44.23%)
Last Year	878	5,582

We had 54 member submissions on Joplin Business Outlooks in October, with an average of 11 submissions per week.

Top Three Articles Read:

1. [Missouri Department of Economic Development Small Business Grant Guidelines](#)
2. [Hot Links 2022 – September Edition](#)
3. [Welcome New Members](#)

Weekly Update (Monday Memo)

Open Rate	October	YTD (Apr 2022 – Oct 2022)
This Year	40% (↑ 45.40%)	36% (↑ 40.22%)
Last Year	28%	26%

Click Rate	October	YTD (Apr 2022 – Oct 2022)
This Year	5.7% (↑ 14.85%)	4.74% (↓ 9.41%)
Last Year	4.98%	5.14%

Bounce Rate	October	YTD (Apr 2022 – Oct 2022)
This Year	13.0% (↑ 32.91%)	12.27% (↑ 27.55%)
Last Year	10.5%	10.15%

Distribution	October	YTD (Apr 2022 – Oct 2022)
This Year	2368 (↑ 4.96%)	2338 (↑ 4.98%)
Last Year	2256	2227

President's Report for November Board Meeting

Travis Stephens

Capacity Building

- Added "not hiring but always looking for talented people" post to job page on Chbr website
- Met with planning team around potential new event in spring "Vision Day"
- Internal meeting w staff to discuss future of Chamber Academy
- Held post event Tech Summit meeting to build for 2023 iteration
- Coaching session with Dan Chiodo
- Begun process of end of year performance reviews with staff
 - Each staff member will submit their own self-review
 - Each staff member will submit a 360 peer review for all other staff members
 - CEO will conduct in-person reviews with each staff member in December
- Spent 11/18 at Fort Smith Ark Chamber learning best practices with CEO Tim Allen
 - Have scheduled trips to meet with Conway Ark and Tulsa OK CEO's in future

Collaboration/Partnership Building

- Attended benchmarking trip with Dr. Dean Van Galen, Dr. Brad Hodson and other MSSU reps to visit Northern Kentucky University
- Met with Joplin City staff leadership team for monthly ED update
- Have been attending weekly ARPA update meeting with city staff and city consultant who will be submitting the funding applications to the state for all ARPA grant opportunities
- Submitted 2 letters of support for city grant applications for ARPA funds
- Two bi-weekly meetings with City Mgr Nick Edwards
- 1-on-1 with City Council member Phil Stinnett
- 1-on-1 with City Council member Christina Williams
- Get-to-know-you meeting with KCU VP Philanthropy & Alumni Relations, Jennifer Ingraham
- Meeting with City CVB Director Patrick Tuttle to discuss Chamber involvement with a potential music festival in early summer

Community Engagements

- Toured Murphysburg Historic Homes guided by historian Brad Belk
- Attended and gave remarks during Stronghold Data Open House
- Attended and gave remarks during Tech Summit as well as introduced speakers
- Hosted Past Chairs Luncheon at Chamber (approx 12 attendees)
- Hosted 12@12 Luncheon at Chamber (approx 12 attendees) with group of Chamber members
- Attended e-Commerce Meet Up event in Neosho
- Attended Morning Brew at Finn's restaurant
- Attended YPN sponsored Ed-Talk with Rikki Smith as speaker discussing Life-Work Balance

Economic Development

- Attended MEDC fall conference in Columbia MO
 - met numerous state eco dev project managers
 - as well as various community eco devo reps from around the state
- Attended first Hawthorn Foundation quarterly meeting (Fri Oct 28) in Hermann MO
 - learned about Hawthorn's strategic plan, concerns and successes
 - met numerous officials and staff within the **Hawthorn organization**
 - also known as "The Missouri Partnership"
- Had post site visit meeting with project Spoonman consultants
 - Joplin is still in running
- Had MOKAN debrief with newly hired Jake Heisten and Board Chair Matt Cox
- Toured Darlington Snacks facility and met with Plant Mgr Brad Schweiss
- also in attendance were 3 reps from MEDC
- plant upgrade and warehouse expansion
- Attended JIDA meeting to discuss Industrial Park expansion & sale of two properties at Crossroads
- Attended PLMA tradeshow in Chicago (Mon&Tue)
- Ordered appraisals for 2 properties JIDA is exploring purchasing with ARPA funds to expand industrial park
- Meeting with US Commercial Services contact Joshua Kaplan to discuss exporting potential of local companies and process to do so
- Met with Builders & Backers sponsors at Heartland Forward to discuss 2023 program and potential involvement
 - unfortunately cost is increasing from \$2K per participant to \$7K



2023 Board of Directors Meetings

January 23, 2023

February 27, 2023- Ex-Officio

Planning Retreat?

March 27, 2023

April 24, 2023

May 22, 2023

June 26, 2023-Ex-Officio

July No Meeting

August 28, 2023

September 25, 2023

October 23, 2023- Ex-Officio

November 27, 2023

December No Meeting

Meetings will be at the Chamber office,

from 12:00 p.m. - 1:00 p.m.

Planning Retreat-Info to come.