



**Board of Directors Meeting
January 23, 2023
12:00 – 1:30 pm**

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 | Matt Stewart |
| II. Approval of Minutes: November 2022 | Matt Stewart |
| III. Financial Report: November and December 2022 | Travis Stephens |
| ○ Approval of Financials | |
| IV. New Business | |
| ○ Strategic Plan / Retreat Discussion | Stephens/Sprenkle |
| ○ Nomination Committee Update | Travis Stephens |
| ○ Chamber participation in community strategic plan | Travis Stephens |
| ○ Homelessness survey | Travis Stephens |
| V. Staff Reports: | |
| ▪ Operations – Tonya Sprenkle | |
| ▪ Membership – Reggie Powers | |
| ▪ Entrepreneurship – Doug Hunt | |
| ▪ Events – Stephanie McGrew | |
| ▪ Marketing – Erin Slifka | |
| ○ President's Report | Travis Stephens |
| ○ Board Member Updates (<i>optional</i>) | Board Members |
| ○ Adjourn to Executive Session | |
| ○ Adjourn | |

Board Retreat: Monday, February 6, 1:30 PM to Tuesday, February 7, estimated 2:30 PM

**Next Meeting: Monday, February 27, 2023, Ex-Officio report out meeting.
Chamber Office, Liberty Room, meeting begins at 12:00 pm**

Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: November 30, 2022

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

Chamber:

| | | |
|--|---------|----------------|
| * Cash Position: | Average | |
| * Accounts Receivable: | | \$ 22,735.91 |
| * Deferred Income Current Fiscal Year: | | \$ 162,800.31 |
| * Deferred Income Next Fiscal Year: | | \$ 63,576.82 |
| * Line of Credit-US Bank: | | \$ |
| * Membership Dues YTD Income: | | \$ 264,985.34 |
| * Net Income YTD: | | \$ (71,499.00) |
| * Net Income Before Depreciation YTD: | | \$ (53,741.64) |

Foundation / Innovation Center:

| | | |
|--|---------|-----------------|
| * Cash Position Foundation: | Low | |
| * Cash Position Innovation Center: | Average | |
| * Accounts Receivable: | | \$ 8,295.61 |
| * Accounts Receivable: Crowder | | \$ 46,000.00 |
| * Notes Receivable-BRF Loans: | | \$ |
| * Deferred Income Current Fiscal Year: | | \$ 5,945.00 |
| * Deferred Income Next Fiscal Year: | | \$ - |
| * Line of Credit-US Bank: | | \$ - |
| * Net Income YTD: | | \$ (376,574.33) |
| * Net Income Before Depreciation YTD: | | \$ (81,441.06) |

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: | | \$ 30,209.50 |
| Due to Chamber: | | \$ 22,075.54 |
| Due to MOKAN: | | \$ 3,416.51 |

(ED charges paid by MOKAN)

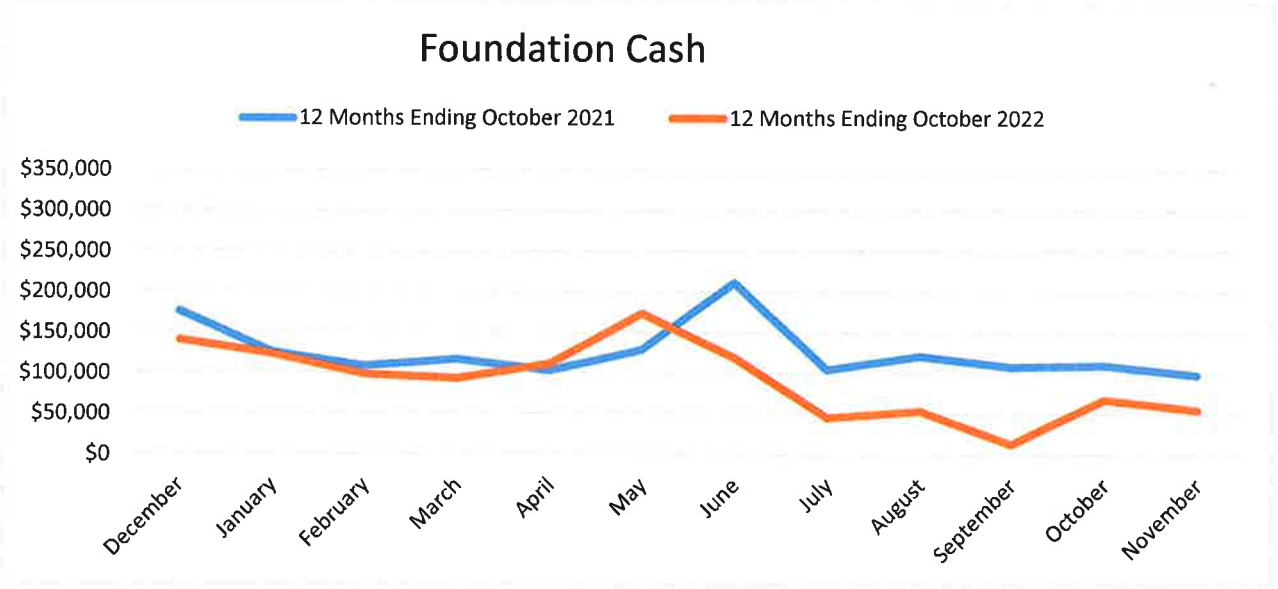
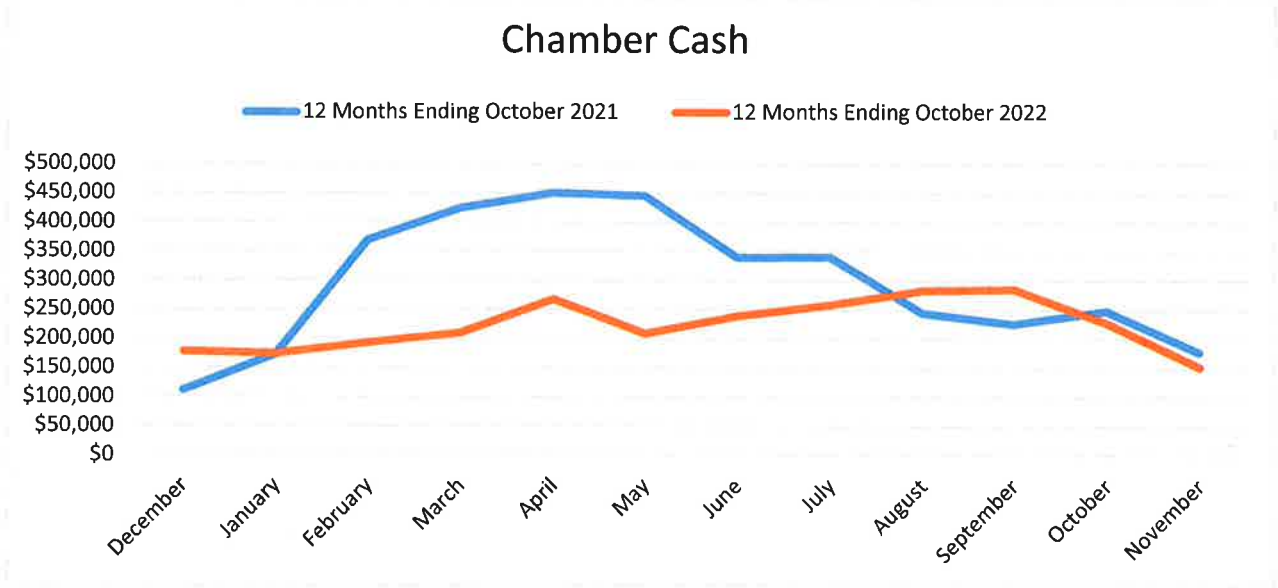
Financial Highlights:

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 | \$45,000 |
| NIC Grant | November | Received \$28,080 |
| Tech Summit Sponsor | November | Received \$36,500 |
| Crowder College | December | Received \$57,500 |
| | | \$167,080 |

Cash Flow Comparison

December - November



ACCOUNTS RECEIVABLE SUMMARY**November 2022**

| | Nov-22 | Oct-22 | Sep-22 | Aug-22 | Jul-22 |
|----------------------|------------------|------------------|------------------|------------------|------------------|
| Chamber | | | | | |
| Business After Hours | | | | 550.00 | 550.00 |
| Good Morning Joplin | | | 42.00 | 14.00 | 56.00 |
| Mfg Day | | 100.00 | | | 100.00 |
| M2M Emails | | | | 400.00 | 400.00 |
| Room Rental | 110.00 | | | | 110.00 |
| MOKAN | 11,643.09 | | | | 11,643.09 |
| Foundation | 1,611.79 | 8,265.03 | | | 9,876.82 |
| | <u>13,364.88</u> | <u>8,365.03</u> | <u>42.00</u> | <u>-</u> | <u>964.00</u> |
| | | | | | <u>22,735.91</u> |
| Foundation | | | | | |
| Crowder | <u>11,500.00</u> | <u>11,500.00</u> | <u>11,500.00</u> | <u>11,500.00</u> | <u>46,000.00</u> |
| ATTC Kitchen | 2,412.75 | 1476.75 | | | 3,889.50 |
| ATTC Rent | 321.00 | | | | 321.00 |
| ATTC Utilities | 3,565.11 | | | | 3,565.11 |
| NIC Rent | 125.00 | 395.00 | | | 520.00 |
| | <u>6,423.86</u> | <u>1,871.75</u> | <u>-</u> | <u>-</u> | <u>-</u> |
| | | | | | <u>8,295.61</u> |

Due From (To) Account Details

| | | |
|---------------------------|---------------------------|------------------|
| Foundation Due to Chamber | Loan to improve cash flow | <u>75,000.00</u> |
| ED Due to Chamber | Due from City | 19,898.40 |
| | Bills paid by Chamber | <u>2,177.14</u> |
| | | <u>22,075.54</u> |
| ED Due to MOKAN | Bills paid by MOKAN | <u>3,416.51</u> |

Joplin Area Chamber of Commerce

Balance Sheet

As of November 30, 2022

| | <u>Nov 30, 22</u> | <u>Nov 30, 21</u> | <u>\$ Change</u> |
|---|--------------------------|--------------------------|--------------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| 011 · US Bank - Checking | 152,515.37 | 177,537.54 | -25,022.17 |
| Total Checking/Savings | <u>152,515.37</u> | <u>177,537.54</u> | <u>-25,022.17</u> |
| Accounts Receivable | | | |
| 012 · Accounts Receivable | <u>22,735.91</u> | <u>10,887.45</u> | <u>11,848.46</u> |
| Total Accounts Receivable | <u>22,735.91</u> | <u>10,887.45</u> | <u>11,848.46</u> |
| Other Current Assets | | | |
| 010 · Petty Cash | 250.00 | 234.94 | 15.06 |
| 014 · Due From (To) Staff | -300.43 | -119.80 | -180.63 |
| 020 · Due From (To) Other Funds | | | |
| 021 · Due From (To) Foundation | 75,000.00 | 37,324.20 | 37,675.80 |
| 022 · Due From (To) ED | 22,075.54 | 37,631.95 | -15,556.41 |
| 023 · Due From (To) MOKAN | 0.00 | 24,875.05 | -24,875.05 |
| 024 · Due From (To) JIDA | 0.00 | 600.00 | -600.00 |
| 025 · Due From (To) JCIDA | 0.00 | -400.00 | 400.00 |
| 026 · Due From (To) MOCAP | 0.00 | 611.25 | -611.25 |
| 027 · Due From (To) JCC | 0.00 | 2,000.00 | -2,000.00 |
| 028 · Due From (To) One Joplin | 0.00 | 750.00 | -750.00 |
| 020 · Due From (To) Other Funds - Other | <u>0.00</u> | <u>219.69</u> | <u>-219.69</u> |
| Total 020 · Due From (To) Other Funds | <u>97,075.54</u> | <u>103,612.14</u> | <u>-6,536.60</u> |
| 030 · Deposit - Bulk Mail | 4,205.08 | 4,169.42 | 35.66 |
| 031 · Prepaid Expenses | 1,177.83 | 0.00 | 1,177.83 |
| 032 · Prepaid Insurance | <u>10,782.94</u> | <u>8,462.18</u> | <u>2,320.76</u> |
| Total Other Current Assets | <u>113,190.96</u> | <u>116,358.88</u> | <u>-3,167.92</u> |
| Total Current Assets | <u>288,442.24</u> | <u>304,783.87</u> | <u>-16,341.63</u> |
| Fixed Assets | | | |
| 152.000 · Furniture & Equipment | 20,869.55 | 28,323.95 | -7,454.40 |
| 154.000 · Interior | 1,712.49 | 6,850.17 | -5,137.68 |
| 156.000 · 320 East 4th - Building | 165,012.86 | 178,172.42 | -13,159.56 |
| 158.000 · Grounds | 4,864.40 | 5,748.80 | -884.40 |
| 160.000 · Land | <u>76,562.56</u> | <u>76,562.56</u> | <u>0.00</u> |
| Total Fixed Assets | <u>269,021.86</u> | <u>295,657.90</u> | <u>-26,636.04</u> |
| TOTAL ASSETS | <u><u>557,464.10</u></u> | <u><u>600,441.77</u></u> | <u><u>-42,977.67</u></u> |

Joplin Area Chamber of Commerce

Balance Sheet

As of November 30, 2022

| | <u>Nov 30, 22</u> | <u>Nov 30, 21</u> | <u>\$ Change</u> |
|--|--------------------------|--------------------------|--------------------------|
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| 200.000 · Accounts Payable | 12,718.39 | 2,426.40 | 10,291.99 |
| Total Accounts Payable | <u>12,718.39</u> | <u>2,426.40</u> | <u>10,291.99</u> |
| Credit Cards | | | |
| 200.100 · US Bank - Credit Card | 10,340.58 | 6,676.11 | 3,664.47 |
| Total Credit Cards | <u>10,340.58</u> | <u>6,676.11</u> | <u>3,664.47</u> |
| Other Current Liabilities | | | |
| 208.000 · Deferred Income - Renewal Dues | 165,266.80 | 163,211.18 | 2,055.62 |
| 217.000 · Deferred Income-Other | | | |
| 217.180 · Deferred Income - EXPO | 46,385.00 | 0.00 | 46,385.00 |
| 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 | 2,392.00 | 3,712.00 | -1,320.00 |
| 217.330 · Deferred Income - Morning Brew | 0.00 | 1,400.00 | -1,400.00 |
| 217.340 · Deferred Income - BAH | 0.00 | 500.00 | -500.00 |
| 217.000 · Deferred Income-Other - Other | 12,333.33 | 0.00 | 12,333.33 |
| Total 217.000 · Deferred Income-Other | <u>61,110.33</u> | <u>17,512.00</u> | <u>43,598.33</u> |
| Total Other Current Liabilities | <u>226,377.13</u> | <u>180,723.18</u> | <u>45,653.95</u> |
| Total Current Liabilities | <u>249,436.10</u> | <u>189,825.69</u> | <u>59,610.41</u> |
| Total Liabilities | <u>249,436.10</u> | <u>189,825.69</u> | <u>59,610.41</u> |
| Equity | | | |
| 32000 · Unrestricted Net Assets | 379,256.00 | 348,092.17 | 31,163.83 |
| Net Income | -71,228.00 | 62,523.91 | -133,751.91 |
| Total Equity | <u>308,028.00</u> | <u>410,616.08</u> | <u>-102,588.08</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>557,464.10</u></u> | <u><u>600,441.77</u></u> | <u><u>-42,977.67</u></u> |

Statement of Operations

April through November 2022

| | Apr - Nov 22 | Apr - Nov 21 | \$ Change | Budget | \$ Over Budget | % of Budget |
|---|--------------------|-------------------|--------------------|-------------------|-------------------|----------------|
| Ordinary Income/Expense | | | | | | |
| Income | | | | | | |
| 401.000 • Income - Member Investments | 264,985.34 | 246,858.09 | 18,127.25 | 269,792.00 | -4,806.66 | 98.22% |
| 402.000 • Income - New Member Investment | 32.50 | 0.00 | 32.50 | 0.00 | 32.50 | 100.0% |
| 403.000 • Income - Foundation Service Fee | 36,000.00 | 36,000.00 | 0.00 | 36,000.00 | 0.00 | 100.0% |
| 404.000 • Income - NIC/ATTC Admin Fee | 100,000.00 | 105,625.00 | -5,625.00 | 100,000.00 | 0.00 | 100.0% |
| 405.000 • Income - Economic Development | 66,000.00 | 66,000.00 | 0.00 | 66,000.00 | 0.00 | 100.0% |
| 406.000 • Income - JIDA | 8,400.00 | 4,800.00 | 3,600.00 | 4,800.00 | 3,600.00 | 175.0% |
| 406.500 • Income - JCIDA | 800.00 | 800.00 | 0.00 | 800.00 | 0.00 | 100.0% |
| 407.000 • Income - MOKAN | 105,072.60 | 138,582.27 | -33,509.67 | 150,000.00 | -44,927.40 | 70.05% |
| 408.000 • Income - MOCAP | 600.00 | 600.00 | 0.00 | 600.00 | 0.00 | 100.0% |
| 409.000 • Income - One Joplin | 6,000.00 | 6,000.00 | 0.00 | 6,000.00 | 0.00 | 100.0% |
| 411.000 • Income - Jop Cap Corp Serv Fee | 1,500.00 | 2,000.00 | -500.00 | 2,000.00 | -500.00 | 75.0% |
| 416.000 • Income - C2C Service Fee | 54,594.09 | 58,261.55 | -3,667.46 | 69,000.00 | -14,405.91 | 79.12% |
| 430.000 • Income - Building Room Rental | 682.50 | 708.00 | -25.50 | 0.00 | 682.50 | 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 | 123,362.76 | -89,423.65 | 51,000.00 | -17,060.89 | 66.55% |
| 495.000 • Income - New Member Fee | 1,485.00 | 1,095.00 | 390.00 | 2,400.00 | -915.00 | 61.88% |
| Total Income | 680,316.14 | 790,917.67 | -110,601.53 | 758,392.00 | -78,075.86 | 89.71% |
| Gross Profit | 680,316.14 | 790,917.67 | -110,601.53 | 758,392.00 | -78,075.86 | 89.71% |
| Expense | | | | | | |
| Uncategorized Expense | 271.00 | 0.00 | 271.00 | 0.00 | 271.00 | 100.0% |
| 610.000 • Salaries | 511,796.89 | 510,731.21 | 1,065.68 | 560,854.00 | -49,057.11 | 91.25% |
| 612.000 • Payroll Taxes | 37,667.61 | 34,159.75 | 3,507.86 | 45,280.00 | -7,612.39 | 83.19% |
| 615.000 • Pension Fund | 44,264.05 | 43,239.29 | 1,024.76 | 47,200.00 | -2,935.95 | 93.78% |
| 616.000 • Employee Insurance/Benefits | 6,856.13 | 7,040.43 | -184.30 | 8,300.00 | -1,443.87 | 82.6% |
| 617.000 • Payroll Expenses | 5,945.34 | 6,040.23 | -94.89 | 6,320.00 | -374.66 | 94.07% |
| 619.000 • Contract Services | 0.00 | 6,741.20 | -6,741.20 | | | |
| 620.000 • Automobile Expense | 1,177.13 | 1,501.98 | -324.85 | 1,600.00 | -422.87 | 73.57% |
| 630.000 • Health Insurance | 62,318.04 | 62,805.44 | -487.40 | 64,400.00 | -2,081.96 | 96.77% |
| 635.000 • Liability & Other Insurance | 5,317.24 | 6,560.97 | -1,243.73 | 8,000.00 | -2,682.76 | 66.47% |
| 650.000 • Meetings & Travel | 4,972.00 | 1,044.11 | 3,927.89 | 800.00 | 4,172.00 | 621.5% |
| 670.000 • Occupancy Expense | 14,294.39 | 10,157.84 | 4,136.55 | 11,281.00 | 3,013.39 | 126.71% |
| 678.000 • Utilities Expense | 13,487.42 | 13,983.08 | -495.66 | 13,308.00 | 179.42 | 101.35% |
| 680.000 • Postage | 1,458.12 | 2,222.72 | -764.60 | 2,245.00 | -786.88 | 64.95% |
| 700.000 • Office Supplies | 4,150.38 | 2,744.63 | 1,405.75 | 2,400.00 | 1,750.38 | 172.93% |
| 710.000 • Equipment Rental | 8,030.34 | 7,673.14 | 357.20 | 7,396.00 | 634.34 | 108.58% |
| 715.000 • Equipment Purchase | 2,321.89 | 1,290.95 | 1,030.94 | 0.00 | 2,321.89 | 100.0% |
| 720.000 • Equipment Maintenance | 23,942.43 | 23,467.14 | 475.29 | 23,600.00 | 342.43 | 101.45% |
| 730.000 • Depreciation | 17,757.36 | 17,795.08 | -37.72 | 17,600.00 | 157.36 | 100.89% |
| 750.000 • Professional Fees | 10,998.58 | 24,924.00 | -13,925.42 | 5,300.00 | 5,698.58 | 207.52% |
| 788.000 • Other Staff Expenses | 14,348.39 | 6,891.29 | 7,457.10 | 6,533.33 | 7,815.06 | 219.62% |
| 789.000 • Bank and Credit Card Fees | 8,114.45 | 6,975.70 | 1,138.75 | 9,000.00 | -885.55 | 90.16% |
| 790.000 • Miscellaneous Expense | 1,888.20 | 3,074.56 | -1,186.36 | 2,200.00 | -311.80 | 85.83% |
| Total Expense | 801,377.38 | 801,064.74 | 312.64 | 843,617.33 | -42,239.95 | 94.99% |
| Net Ordinary Income | -121,061.24 | -10,147.07 | -110,914.17 | -85,225.33 | -35,835.91 | 142.05% |

Statement of Operations

April through November 2022

| | <u>Apr - Nov 22</u> | <u>Apr - Nov 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 | 7,328.11 | 8,242.13 | -914.02 | 10,324.75 | -2,996.64 | 70.98% |
| 800.200 • Business Development | 1,478.30 | 46,040.06 | -44,561.76 | 5,000.00 | -3,521.70 | 29.57% |
| 800.300 • Governance | -2,951.31 | -30.00 | -2,921.31 | 0.00 | -2,951.31 | 100.0% |
| 800.400 • Member Services | 620.23 | 628.33 | -8.10 | 7,147.00 | -6,526.77 | 8.68% |
| 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 | -482.93 | 2,455.36 | 4,160.00 | -2,187.57 | 47.41% |
| 900.520 • Morning Brew | 8,215.43 | 8,400.00 | -184.57 | 9,860.00 | -1,644.57 | 83.32% |
| 900.525 • Business After Hours | 10,405.43 | 10,000.00 | 405.43 | 9,860.00 | 545.43 | 105.53% |
| 900.530 • Golf Tournament | 23,258.54 | 18,263.94 | 4,994.60 | 15,340.00 | 7,918.54 | 151.62% |
| Total 800.500 • Spec Events | 57,980.11 | 36,181.01 | 21,799.10 | 51,199.00 | 6,781.11 | 113.25% |
| 800.600 • Marketing Communications | -7,502.63 | -12,270.27 | 4,767.64 | -18,134.71 | 10,632.08 | 41.37% |
| 800.800 • Chamber Work Groups | -7,390.57 | -6,120.28 | -1,270.29 | 440.00 | -7,830.57 | -1,679.68% |
| Total 800.000 • Committee Divisions | 49,562.24 | 72,670.98 | -23,108.74 | 55,976.04 | -6,413.80 | 88.54% |
| Total Other Income | 49,562.24 | 72,670.98 | -23,108.74 | 55,976.04 | -6,413.80 | 88.54% |
| Net Other Income | 49,562.24 | 72,670.98 | -23,108.74 | 55,976.04 | -6,413.80 | 88.54% |
| Net Income | <u>-71,499.00</u> | <u>62,523.91</u> | <u>-134,022.91</u> | <u>-29,249.29</u> | <u>-42,249.71</u> | <u>244.45%</u> |
| Less Depreciation | 17,757.36 | | | | | |
| Net Income Before Depreciation | <u>(53,741.64)</u> | | | | | |

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of November 30, 2022

| | <u>Nov 30, 22</u> | <u>Nov 30, 21</u> | <u>\$ Change</u> |
|---------------------------------------|-------------------------|-------------------------|------------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| US Bank-Checking/Sweep Acct | 12,496.47 | 1,301.38 | 11,195.09 |
| Total Checking/Savings | <u>12,496.47</u> | <u>1,301.38</u> | <u>11,195.09</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 | 30,209.50 | 50,656.30 | -20,446.80 |
| Due From (To) Other Funds | | | |
| Due From (To) Chamber | -22,075.54 | -37,631.95 | 15,556.41 |
| Due From (To) MOKAN | -3,416.51 | -6,525.16 | 3,108.65 |
| Total Due From (To) Other Funds | <u>-25,492.05</u> | <u>-44,157.11</u> | <u>18,665.06</u> |
| Total Other Current Assets | <u>4,717.45</u> | <u>6,499.19</u> | <u>-1,781.74</u> |
| Total Current Assets | <u>17,240.91</u> | <u>7,800.57</u> | <u>9,440.34</u> |
| Fixed Assets | | | |
| Furniture and Equipment | 4,830.81 | 10,100.73 | -5,269.92 |
| Total Fixed Assets | <u>4,830.81</u> | <u>10,100.73</u> | <u>-5,269.92</u> |
| TOTAL ASSETS | <u>22,071.72</u> | <u>17,901.30</u> | <u>4,170.42</u> |
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| *Accounts Payable | 536.42 | 5,483.34 | -4,946.92 |
| Total Accounts Payable | <u>536.42</u> | <u>5,483.34</u> | <u>-4,946.92</u> |
| Total Current Liabilities | <u>536.42</u> | <u>5,483.34</u> | <u>-4,946.92</u> |
| Total Liabilities | <u>536.42</u> | <u>5,483.34</u> | <u>-4,946.92</u> |
| Equity | | | |
| Retained Earnings | 23,770.54 | 18,049.27 | 5,721.27 |
| Net Income | -2,235.24 | -5,631.31 | 3,396.07 |
| Total Equity | <u>21,535.30</u> | <u>12,417.96</u> | <u>9,117.34</u> |
| TOTAL LIABILITIES & EQUITY | <u>22,071.72</u> | <u>17,901.30</u> | <u>4,170.42</u> |

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

November 2022

| | <u>Nov 22</u> | <u>Nov 21</u> | <u>\$ Change</u> | <u>Budget</u> | <u>Budget Remaining</u> |
|--------------------------------|--------------------------|--------------------------|------------------------|--------------------|--------------------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| Income-Funds from City | 13,666.00 | 15,156.54 | (1,490.54) | 252,000.00 | 238,334.00 |
| Total Income | <u>13,666.00</u> | <u>15,156.54</u> | <u>(1,490.54)</u> | <u>252,000.00</u> | <u>238,334.00</u> |
| Expense | | | | | |
| Administrative Expenses | 1,954.16 | 1,913.92 | 40.24 | 24,000.00 | 22,045.84 |
| Business Attraction/Retention | 0.00 | 112.43 | (112.43) | 64,000.00 | 64,000.00 |
| Depreciation | 439.17 | 439.17 | 0.00 | 0.00 | -439.17 |
| Marketing & Promotions | 0.00 | 7,583.34 | (7,583.34) | 30,000.00 | 30,000.00 |
| Memberships | 0.00 | 0.00 | 0.00 | 13,000.00 | 13,000.00 |
| Professional Development | 2,835.03 | 0.00 | 2,835.03 | 7,500.00 | 4,664.97 |
| Salaries | 8,250.00 | 8,250.00 | 0.00 | 99,000.00 | 90,750.00 |
| Workforce Development | 2,422.88 | 2,488.99 | (66.11) | 14,500.00 | 12,077.12 |
| Total Expense | <u>15,901.24</u> | <u>20,787.85</u> | <u>(4,886.61)</u> | <u>252,000.00</u> | <u>236,098.76</u> |
| Net Ordinary Income | <u>(2,235.24)</u> | <u>(5,631.31)</u> | <u>3,396.07</u> | <u>0.00</u> | <u>236,098.76</u> |
| Net Income | <u><u>(2,235.24)</u></u> | <u><u>(5,631.31)</u></u> | <u><u>3,396.07</u></u> | <u><u>0.00</u></u> | <u><u>236,098.76</u></u> |

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of November 30, 2022

| | <u>Nov 30, 22</u> | <u>Nov 30, 21</u> | <u>\$ Change</u> |
|--|----------------------------|----------------------------|---------------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| 002 · US Bank - Money Market | 9,311.09 | 9,475.29 | -164.20 |
| 001 · US Bank - General Fund | -21,816.08 | -35,993.74 | 14,177.66 |
| 003 · US Bank - Innovation Center | 56,498.87 | 114,454.24 | -57,955.37 |
| 005 · Restricted - Bus Recovery Fund | 11,062.36 | 11,716.36 | -654.00 |
| Total Checking/Savings | <u>55,056.24</u> | <u>99,652.15</u> | <u>-44,595.91</u> |
| Accounts Receivable | | | |
| 020 · Accounts Receivable | 54,295.61 | 50,805.95 | 3,489.66 |
| Total Accounts Receivable | <u>54,295.61</u> | <u>50,805.95</u> | <u>3,489.66</u> |
| Other Current Assets | | | |
| 032 · Prepaid Insurance | 9,068.90 | 6,988.17 | 2,080.73 |
| 019 · Due From (To) Other Funds | | | |
| 019.100 · Due From (To) Joplin Chamber | -75,000.00 | -37,324.20 | -37,675.80 |
| 019.200 · Due (to) From MOKAN | 0.00 | -24.44 | 24.44 |
| Total 019 · Due From (To) Other Funds | <u>-75,000.00</u> | <u>-37,348.64</u> | <u>-37,651.36</u> |
| 031 · Prepaid Expenses | 7,909.93 | 0.00 | 7,909.93 |
| Total Other Current Assets | <u>-58,021.17</u> | <u>-30,360.47</u> | <u>-27,660.70</u> |
| Total Current Assets | <u>51,330.68</u> | <u>120,097.63</u> | <u>-68,766.95</u> |
| Fixed Assets | | | |
| 170 · Advanced Training & Tech Ctr | 1,694,569.85 | 1,745,353.25 | -50,783.40 |
| 179 · ATTC Building Improvements | 1,526,689.05 | 1,570,545.09 | -43,856.04 |
| 177 · ATTC Equipment | 454,586.26 | 727,337.86 | -272,751.60 |
| 175 · ATTC Furniture & Fixtures | 28,797.43 | 46,075.87 | -17,278.44 |
| 150 · Foundation Furniture & Fixtures | 0.00 | 271.94 | -271.94 |
| 166 · IC Leasehold Improvements | 36,478.19 | 36,359.26 | 118.93 |
| 152 · Innovation Center F & F | 8,811.77 | 10,761.53 | -1,949.76 |
| 168 · Land | 61,944.49 | 61,944.49 | 0.00 |
| 162 · Newman Innovation Center | 1,133,143.23 | 1,181,431.35 | -48,288.12 |
| Total Fixed Assets | <u>4,945,020.27</u> | <u>5,380,080.64</u> | <u>-435,060.37</u> |
| TOTAL ASSETS | <u><u>4,996,350.95</u></u> | <u><u>5,500,178.27</u></u> | <u><u>-503,827.32</u></u> |

Balance Sheet

As of November 30, 2022

| | Nov 30, 22 | Nov 30, 21 | \$ Change |
|---------------------------------------|---------------------|---------------------|--------------------|
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| 200 · Accounts Payable | 23,901.70 | 8,575.69 | 15,326.01 |
| Total Accounts Payable | 23,901.70 | 8,575.69 | 15,326.01 |
| Credit Cards | | | |
| 204 · US Bank Credit Card | 1,997.58 | 4,045.60 | -2,048.02 |
| Total Credit Cards | 1,997.58 | 4,045.60 | -2,048.02 |
| Other Current Liabilities | | | |
| 208 · Deferred Income | | | |
| 222.240 · Deferred Income - LJ Class | 4,800.00 | 8,000.00 | -3,200.00 |
| 226.000 · Deferred Income-Lease | 1,145.00 | 4,398.50 | -3,253.50 |
| Total 208 · Deferred Income | 5,945.00 | 12,398.50 | -6,453.50 |
| 247.000 · Deposits Held | 8,248.00 | 11,357.00 | -3,109.00 |
| Total Other Current Liabilities | 14,193.00 | 23,755.50 | -9,562.50 |
| Total Current Liabilities | 40,092.28 | 36,376.79 | 3,715.49 |
| Total Liabilities | 40,092.28 | 36,376.79 | 3,715.49 |
| 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 | -376,574.33 | -319,409.81 | -57,164.52 |
| Total Equity | 4,956,258.67 | 5,463,801.48 | -507,542.81 |
| TOTAL LIABILITIES & EQUITY | 4,996,350.95 | 5,500,178.27 | -503,827.32 |

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

| | <u>Apr - Nov 22</u> | <u>Apr - Nov 21</u> | <u>\$ Change</u> | <u>Budget</u> | <u>Budget Variance</u> | <u>% of Budget</u> |
|--|---------------------------|---------------------------|--------------------------|---------------------------|---------------------------|-----------------------|
| Ordinary Income/Expense | | | | | | |
| Income | | | | | | |
| 415 · MOBEC Grant Matching Funds | 32,000.00 | 0.00 | 32,000.00 | 32,000.00 | 0.00 | 100.0% |
| 401 · Contributions | 11,558.60 | 10,075.00 | 1,483.60 | 8,000.00 | 3,558.60 | 144.48% |
| 411 · Grants | 83,291.89 | 74,237.48 | 9,054.41 | 167,182.00 | -83,890.11 | 49.82% |
| 422 · Income - Interest | 0.49 | 19.89 | -19.40 | 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 | 187,861.40 | 208,377.31 | -20,515.91 | 211,038.00 | -23,176.60 | 89.02% |
| 427 · Lease Utility Income | 28,841.11 | 22,823.13 | 6,017.98 | 22,875.00 | 5,966.11 | 126.08% |
| Total Income | <u>343,553.49</u> | <u>345,532.81</u> | <u>-1,979.32</u> | <u>441,095.00</u> | <u>-97,541.51</u> | <u>77.89%</u> |
| Gross Profit | <u>343,553.49</u> | <u>345,532.81</u> | <u>-1,979.32</u> | <u>441,095.00</u> | <u>-97,541.51</u> | <u>77.89%</u> |
| Expense | | | | | | |
| 660 · Utilities Expense | 89,227.30 | 75,237.99 | 13,989.31 | 71,730.00 | 17,497.30 | 124.39% |
| 760 · Grant Disbursement | 106,480.98 | 39,067.77 | 67,413.21 | 111,022.00 | -4,541.02 | 95.91% |
| 725 · Equipment Purchase | 156.40 | 5,485.08 | -5,328.68 | 0.00 | 156.40 | 100.0% |
| 611 · Administrative Fee | 109,000.00 | 105,625.00 | 3,375.00 | 100,000.00 | 9,000.00 | 109.0% |
| 787 · Bank Fees | 166.00 | 135.00 | 31.00 | 120.00 | 46.00 | 138.33% |
| 730 · Depreciation | 295,133.27 | 295,354.24 | -220.97 | 295,392.00 | -258.73 | 99.91% |
| 720 · Equipment Maint | 11,511.37 | 13,298.49 | -1,787.12 | 11,180.00 | 331.37 | 102.96% |
| 785 · Insurance Expense | 35,235.40 | 27,668.58 | 7,566.82 | 28,400.00 | 6,835.40 | 124.07% |
| 645 · Marketing | 0.00 | 1,214.90 | -1,214.90 | 1,600.00 | -1,600.00 | 0.0% |
| 650 · Meetings | 0.00 | 791.47 | -791.47 | 0.00 | 0.00 | 0.0% |
| 790 · Miscellaneous Expense | 2,510.65 | 475.98 | 2,034.67 | 3,000.00 | -489.35 | 83.69% |
| 670 · Occupancy Expense | 90,235.65 | 63,981.74 | 26,253.91 | 62,295.00 | 27,940.65 | 144.85% |
| 700 · Office Supplies | 0.00 | 125.00 | -125.00 | 0.00 | 0.00 | 0.0% |
| 750 · Professional Fees | 12,507.50 | 5,268.00 | 7,239.50 | 3,900.00 | 8,607.50 | 320.71% |
| 610 · Program Service Fee | 27,000.00 | 36,000.00 | -9,000.00 | 36,000.00 | -9,000.00 | 75.0% |
| 840 · Seminars | 0.00 | 99.00 | -99.00 | 0.00 | 0.00 | 0.0% |
| Total Expense | <u>779,164.52</u> | <u>669,828.24</u> | <u>109,336.28</u> | <u>724,639.00</u> | <u>54,525.52</u> | <u>107.53%</u> |
| Net Ordinary Income | <u>-435,611.03</u> | <u>-324,295.43</u> | <u>-111,315.60</u> | <u>-283,544.00</u> | <u>-152,067.03</u> | <u>153.63%</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 | | | | 0.00 | 0.00 | 0.0% |
| 951.130 · Technology Summit | 60,100.00 | 8,635.28 | 51,464.72 | 0.00 | 60,100.00 | 100.0% |
| 951.180 · Chamber Academy | 0.00 | -929.00 | 929.00 | 0.00 | 0.00 | 0.0% |
| 951.160 · Tomorrows Leaders Today | -1,905.89 | 3,818.11 | -5,724.00 | 2,360.00 | -4,265.89 | -80.76% |
| 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>65,633.97</u> | <u>12,618.39</u> | <u>53,015.58</u> | <u>11,230.00</u> | <u>54,403.97</u> | <u>584.45%</u> |
| 800.200 · Leadership Joplin | -2,895.70 | -6,826.92 | 3,931.22 | -1,400.00 | -1,495.70 | 206.84% |
| 800.400 · Young Professionals Network | -841.57 | -626.42 | -215.15 | -650.00 | -191.57 | 129.47% |
| Total 800 · Committee Divisions | <u>59,036.70</u> | <u>4,885.62</u> | <u>54,151.08</u> | <u>9,180.00</u> | <u>49,856.70</u> | <u>643.1%</u> |
| Total Other Income | <u>59,036.70</u> | <u>4,885.62</u> | <u>54,151.08</u> | <u>9,180.00</u> | <u>49,856.70</u> | <u>643.1%</u> |
| Net Other Income | <u>59,036.70</u> | <u>4,885.62</u> | <u>54,151.08</u> | <u>9,180.00</u> | <u>49,856.70</u> | <u>643.1%</u> |
| Net Income | <u><u>-376,574.33</u></u> | <u><u>-319,409.81</u></u> | <u><u>-57,164.52</u></u> | <u><u>-274,364.00</u></u> | <u><u>-102,210.33</u></u> | <u><u>137.25%</u></u> |
| Less Depreciation | 295,133.27 | | | | | |
| Net Income Before Depreciation | <u>(81,441.06)</u> | | | | | |

Statement of Operations

April through November 2022

| | Apr - Nov 22 | Apr - Nov 21 | \$ Change | Budget | Budget Variance |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 415 • MOBEC Grant Matching Funds | 32,000.00 | 0.00 | 32,000.00 | 32,000.00 | 0.00 |
| 401 • Contributions | 11,278.60 | 10,075.00 | 1,203.60 | 8,000.00 | 3,278.60 |
| 411 • Grants | 41,171.89 | 18,077.73 | 23,094.16 | 111,022.00 | -69,850.11 |
| 422 • Income - Interest | 0.49 | 19.89 | -19.40 | 0.00 | 0.49 |
| 425 • Income - Miscellaneous | 0.00 | 7,800.00 | -7,800.00 | 0.00 | 0.00 |
| Total Income | 84,450.98 | 35,972.62 | 48,478.36 | 151,022.00 | -66,571.02 |
| Gross Profit | 84,450.98 | 35,972.62 | 48,478.36 | 151,022.00 | -66,571.02 |
| Expense | | | | | |
| 760 • Grant Disbursement | 106,480.98 | 39,067.77 | 67,413.21 | 111,022.00 | -4,541.02 |
| 725 • Equipment Purchase | 0.00 | 130.28 | -130.28 | | |
| 611 • Administrative Fee | 9,000.00 | 0.00 | 9,000.00 | 0.00 | 9,000.00 |
| 787 • Bank Fees | 166.00 | 135.00 | 31.00 | 120.00 | 46.00 |
| 730 • Depreciation | 0.00 | 543.92 | -543.92 | 544.00 | -544.00 |
| 720 • Equipment Maint | 694.80 | 671.40 | 23.40 | 700.00 | -5.20 |
| 645 • Marketing | 0.00 | 500.00 | -500.00 | 0.00 | 0.00 |
| 650 • Meetings | 0.00 | 759.87 | -759.87 | 0.00 | 0.00 |
| 790 • Miscellaneous Expense | 240.65 | 301.76 | -61.11 | 1,600.00 | -1,359.35 |
| 750 • Professional Fees | 12,507.50 | 5,268.00 | 7,239.50 | 3,900.00 | 8,607.50 |
| 610 • Program Service Fee | 27,000.00 | 36,000.00 | -9,000.00 | 36,000.00 | -9,000.00 |
| 840 • Seminars | 0.00 | 99.00 | -99.00 | 0.00 | 0.00 |
| Total Expense | 156,089.93 | 83,477.00 | 72,612.93 | 153,886.00 | 2,203.93 |
| Net Ordinary Income | -71,638.95 | -47,504.38 | -24,134.57 | -2,864.00 | -68,774.95 |
| Other Income/Expense | | | | | |
| Other Income | | | | | |
| 800 • Committee Divisions | | | | | |
| 800.350 • Heartland Forward | -2,500.00 | 0.00 | -2,500.00 | 0.00 | -2,500.00 |
| 800.500 • Cultural Affairs | 0.00 | 8.57 | -8.57 | | |
| 800.900 • Business Recovery Fund | -360.00 | -288.00 | -72.00 | 0.00 | -360.00 |
| 800.101 • Education | | | | | |
| 951.130 • Technology Summit | 60,100.00 | 8,635.28 | 51,464.72 | 0.00 | 60,100.00 |
| 951.180 • Chamber Academy | 0.00 | -929.00 | 929.00 | | |
| 951.160 • Tomorrows Leaders Today | -1,905.89 | 3,818.11 | -5,724.00 | 2,360.00 | -4,265.89 |
| 951.110 • Golden Apple | 7,439.86 | 1,094.00 | 6,345.86 | 8,870.00 | -1,430.14 |
| Total 800.101 • Education | 65,633.97 | 12,618.39 | 53,015.58 | 11,230.00 | 54,403.97 |
| 800.200 • Leadership Joplin | -2,895.70 | -6,826.92 | 3,931.22 | -1,400.00 | -1,495.70 |
| 800.400 • Young Professionals Network | -841.57 | -626.42 | -215.15 | -650.00 | -191.57 |
| Total 800 • Committee Divisions | 59,036.70 | 4,885.62 | 54,151.08 | 9,180.00 | 49,856.70 |
| Total Other Income | 59,036.70 | 4,885.62 | 54,151.08 | 9,180.00 | 49,856.70 |
| Net Other Income | 59,036.70 | 4,885.62 | 54,151.08 | 9,180.00 | 49,856.70 |
| Net Income | -12,602.25 | -42,618.76 | 30,016.51 | 6,316.00 | -18,918.25 |

Statement of Operations-ATTC

April through November 2022

| | <u>Apr - Nov 22</u> | <u>Apr - Nov 21</u> | <u>\$ Change</u> | <u>Budget</u> | <u>Budget Variance</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 | 139,144.75 | 152,317.58 | -13,172.83 | 143,438.00 | -4,293.25 | 97.01% |
| 427 • Lease Utility Income | 28,841.11 | 22,823.13 | 6,017.98 | 22,875.00 | 5,966.11 | 126.08% |
| Total Income | <u>167,985.86</u> | <u>186,240.71</u> | <u>-18,254.85</u> | <u>166,313.00</u> | <u>1,672.86</u> | <u>101.01%</u> |
| Gross Profit | <u>167,985.86</u> | <u>186,240.71</u> | <u>-18,254.85</u> | <u>166,313.00</u> | <u>1,672.86</u> | <u>101.01%</u> |
| Expense | | | | | | |
| 660 • Utilities Expense | 69,479.25 | 51,506.95 | 17,972.30 | 54,215.00 | 15,264.25 | 128.16% |
| 725 • Equipment Purchase | 156.40 | 5,354.80 | -5,198.40 | 0.00 | 156.40 | 100.0% |
| 611 • Administrative Fee | 50,000.00 | 55,625.00 | -5,625.00 | 50,000.00 | 0.00 | 100.0% |
| 730 • Depreciation | 256,446.32 | 256,446.32 | 0.00 | 256,448.00 | -1.68 | 100.0% |
| 720 • Equipment Maint | 7,141.53 | 8,140.50 | -998.97 | 5,880.00 | 1,261.53 | 121.46% |
| 785 • Insurance Expense | 27,378.78 | 20,751.44 | 6,627.34 | 21,200.00 | 6,178.78 | 129.15% |
| 650 • Meetings | 0.00 | 31.60 | -31.60 | 800.00 | -800.00 | 0.0% |
| 790 • Miscellaneous Expense | 2,270.00 | 0.00 | 2,270.00 | 1,000.00 | 1,270.00 | 227.0% |
| 670 • Occupancy Expense | 63,071.26 | 47,183.27 | 15,887.99 | 47,860.00 | 15,211.26 | 131.78% |
| Total Expense | <u>475,943.54</u> | <u>445,039.88</u> | <u>30,903.66</u> | <u>437,403.00</u> | <u>38,540.54</u> | <u>108.81%</u> |
| Net Ordinary Income | <u>-307,957.68</u> | <u>-258,799.17</u> | <u>-49,158.51</u> | <u>-271,090.00</u> | <u>-36,867.68</u> | <u>113.6%</u> |
| Net Income | <u><u>-307,957.68</u></u> | <u><u>-258,799.17</u></u> | <u><u>-49,158.51</u></u> | <u><u>-271,090.00</u></u> | <u><u>-36,867.68</u></u> | <u><u>113.6%</u></u> |
| Less Depreciation | <u>256,446.32</u> | | | | | |
| Net Income Before Depreciation | <u><u>(51,511.36)</u></u> | | | | | |

Statement of Operations-NIC

April through November 2022

| | <u>Apr - Nov 22</u> | <u>Apr - Nov 21</u> | <u>\$ Change</u> | <u>Budget</u> | <u>Budget Variance</u> | <u>% of Budget</u> |
|---------------------------------------|---------------------|---------------------|-------------------|-------------------|------------------------|--------------------|
| Ordinary Income/Expense | | | | | | |
| Income | | | | | | |
| 401 · Contributions | 40.00 | 0.00 | 40.00 | 0.00 | 0.00 | 100.0% |
| 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 | 48,716.65 | 56,059.73 | -7,343.08 | 67,600.00 | -18,883.35 | 72.07% |
| Total Income | <u>90,876.65</u> | <u>123,319.48</u> | <u>-32,442.83</u> | <u>123,760.00</u> | <u>-32,883.35</u> | <u>73.43%</u> |
| Gross Profit | <u>90,876.65</u> | <u>123,319.48</u> | <u>-32,442.83</u> | <u>123,760.00</u> | <u>-32,883.35</u> | <u>73.43%</u> |
| Expense | | | | | | |
| 660 · Utilities Expense | 19,748.05 | 23,731.04 | -3,982.99 | 17,515.00 | 2,233.05 | 112.75% |
| 611 · Administrative Fee | 50,000.00 | 50,000.00 | 0.00 | 50,000.00 | 0.00 | 100.0% |
| 730 · Depreciation | 38,686.95 | 38,364.00 | 322.95 | 38,400.00 | 286.95 | 100.75% |
| 720 · Equipment Maint | 3,675.04 | 4,486.59 | -811.55 | 4,600.00 | -924.96 | 79.89% |
| 785 · Insurance Expense | 7,856.62 | 6,917.14 | 939.48 | 7,200.00 | 656.62 | 109.12% |
| 645 · Marketing | 0.00 | 714.90 | -714.90 | 800.00 | -800.00 | 0.0% |
| 790 · Miscellaneous Expense | 0.00 | 174.22 | -174.22 | 400.00 | -400.00 | 0.0% |
| 670 · Occupancy Expense | 27,164.39 | 16,798.47 | 10,365.92 | 14,435.00 | 12,729.39 | 188.18% |
| 700 · Office Supplies | 0.00 | 125.00 | -125.00 | 0.00 | 0.00 | 0.0% |
| Total Expense | <u>147,131.05</u> | <u>141,311.36</u> | <u>5,819.69</u> | <u>133,350.00</u> | <u>13,781.05</u> | <u>110.33%</u> |
| Net Ordinary Income | <u>-56,254.40</u> | <u>-17,991.88</u> | <u>-38,262.52</u> | <u>-9,590.00</u> | <u>-46,664.40</u> | <u>586.59%</u> |
| Net Income | <u>-56,254.40</u> | <u>-17,991.88</u> | <u>-38,262.52</u> | <u>-9,590.00</u> | <u>-46,664.40</u> | <u>586.59%</u> |
| Less Depreciation | 38,686.95 | | | | | |
| Net Income Before Depreciation | <u>(17,567.45)</u> | | | | | |

Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: December 31, 2022

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

Chamber:

| | | |
|--|---------|----------------|
| * Cash Position: | Average | |
| * Accounts Receivable: | | \$ 3,238.85 |
| * Deferred Income Current Fiscal Year: | | \$ 156,702.20 |
| * Deferred Income Next Fiscal Year: | | \$ 90,247.20 |
| * Line of Credit-US Bank: | | \$ - |
| * Membership Dues YTD Income: | | \$ 298,825.28 |
| * Net Income YTD: | | \$ (87,792.96) |
| * Net Income Before Depreciation YTD: | | \$ (67,815.93) |

Foundation / Innovation Center:

| | | |
|--|---------|-----------------|
| * Cash Position Foundation: | Low | |
| * Cash Position Innovation Center: | Average | |
| * Accounts Receivable: | | \$ 14,733.93 |
| * Accounts Receivable: Crowder | | \$ - |
| * Notes Receivable-BRF Loans: | | \$ - |
| * Deferred Income Current Fiscal Year: | | \$ 9,008.50 |
| * Deferred Income Next Fiscal Year: | | \$ - |
| * Line of Credit-US Bank: | | \$ - |
| * Net Income YTD: | | \$ (434,044.10) |
| * Net Income Before Depreciation YTD: | | \$ (101,994.95) |

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: | | \$ 13,994.72 |
| Due to Chamber: | | \$ 10,670.42 |
| Due to MOKAN: | | \$ 3,433.82 |

(ED charges paid by MOKAN)

Financial Highlights:

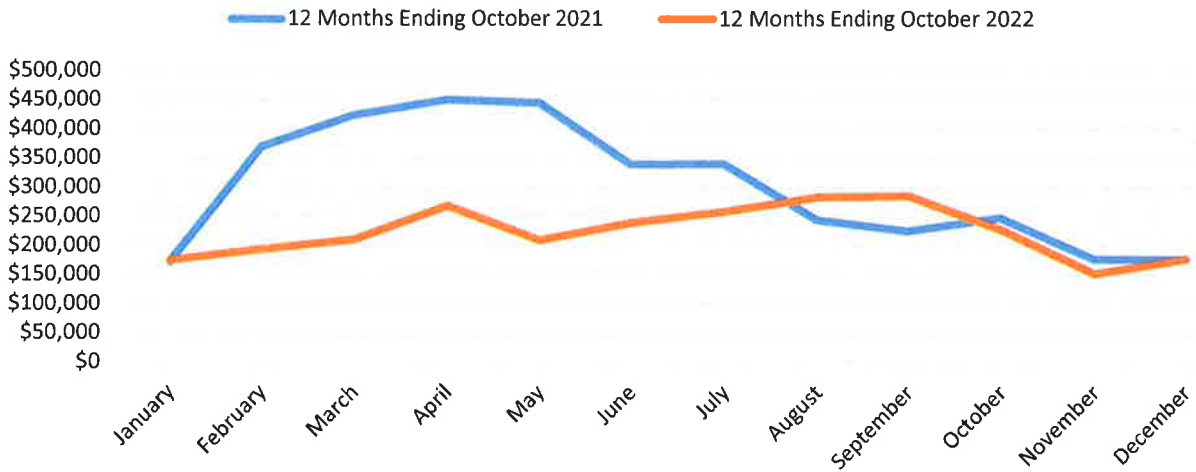
Funds are very low for Foundation due to outstanding amounts from grants and other receivables. A loan was made from Chamber to Foundation in October in the amount of \$75,000. The amounts due to the Foundation is listed below.

| Outstanding amounts to be collected: | Month to receive payment | Amount |
|--------------------------------------|--------------------------|------------------|
| MOBEC Grant | January | \$49,000 |
| Property Tax Refund | ???? | \$56,000 |
| | | <u>\$105,000</u> |

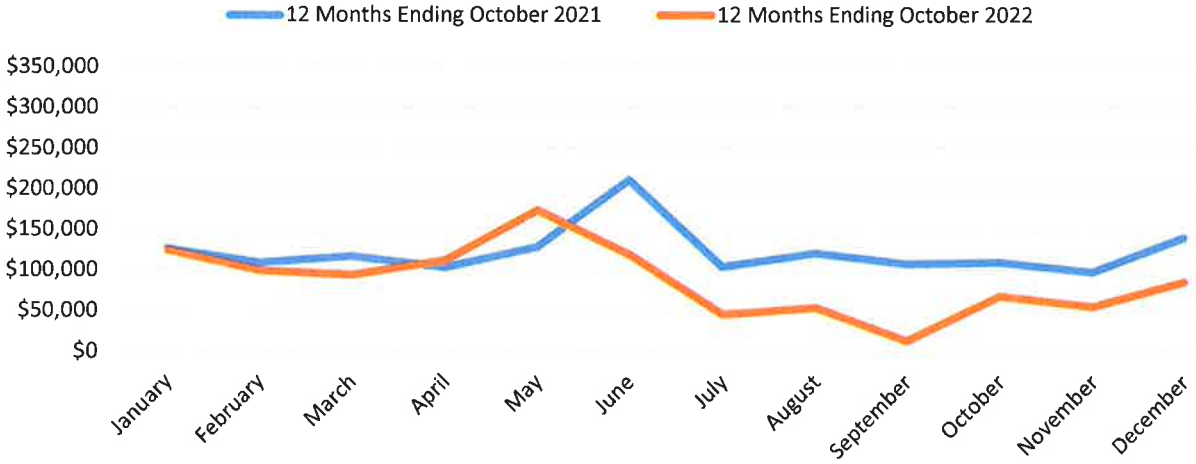
Cash Flow Comparison

January - December

Chamber Cash



Foundation Cash



ACCOUNTS RECEIVABLE SUMMARY**December 2022**

| | Dec-22 | Nov-22 | Oct-22 | Sep-22 | Aug-22 | |
|----------------------|-----------------|-----------------|-----------------|--------------|---------------|------------------|
| Chamber | | | | | | |
| Business After Hours | | | | | 440.00 | 440.00 |
| Good Morning Joplin | 322 | | | 28.00 | 14.00 | 364.00 |
| Mfg Day | | | 100.00 | | | 100.00 |
| M2M Emails | | | | | 400.00 | 400.00 |
| Foundation | 60.32 | 1,444.04 | | | | 1,504.36 |
| MOKAN | 350 | | | | | 350.00 |
| JIDA | 60.32 | | | | | 60.32 |
| MOCAP | 20.17 | | | | | 20.17 |
| | <u>812.81</u> | <u>1,444.04</u> | <u>100.00</u> | <u>28.00</u> | <u>854.00</u> | <u>3,238.85</u> |
| Foundation | | | | | | |
| Crowder | - | - | - | - | - | - |
| ATTC Kitchen | 2506.13 | 2,472.75 | 1476.75 | | | 6,455.63 |
| ATTC Rent | | | | | | - |
| ATTC Utilities | 4070.69 | 3,565.11 | | | | 7,635.80 |
| NIC Rent | 517.5 | 125.00 | | | | 642.50 |
| | <u>7,094.32</u> | <u>6,162.86</u> | <u>1,476.75</u> | <u>-</u> | <u>-</u> | <u>14,733.93</u> |

Due From (To) Account Details

| | | |
|---------------------------|---------------------------|------------------|
| Foundation Due to Chamber | Loan to improve cash flow | <u>75,000.00</u> |
| ED Due to Chamber | Due from City | 9,994.70 |
| | Bills paid by Chamber | <u>675.72</u> |
| | | <u>10,670.42</u> |
| ED Due to MOKAN | Bills paid by MOKAN | <u>3,433.82</u> |

Joplin Area Chamber of Commerce

Balance Sheet

As of December 31, 2022

| | <u>Dec 31, 22</u> | <u>Dec 31, 21</u> | <u>\$ Change</u> |
|--|--------------------------|--------------------------|-------------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| 011 · US Bank - Checking | 177,968.43 | 177,492.79 | 475.64 |
| Total Checking/Savings | <u>177,968.43</u> | <u>177,492.79</u> | <u>475.64</u> |
| Accounts Receivable | | | |
| 012 · Accounts Receivable | 3,238.85 | 13,483.99 | -10,245.14 |
| Total Accounts Receivable | <u>3,238.85</u> | <u>13,483.99</u> | <u>-10,245.14</u> |
| Other Current Assets | | | |
| 010 · Petty Cash | 250.00 | 234.94 | 15.06 |
| 014 · Due From (To) Staff | -351.94 | -169.28 | -182.66 |
| 020 · Due From (To) Other Funds | | | |
| 021 · Due From (To) Foundation | 75,000.00 | 17,816.33 | 57,183.67 |
| 022 · Due From (To) ED | 10,670.32 | 25,188.50 | -14,518.18 |
| 023 · Due From (To) MOKAN | 0.00 | 2,181.58 | -2,181.58 |
| 024 · Due From (To) JIDA | 0.00 | 1,200.00 | -1,200.00 |
| 025 · Due From (To) JCIDA | 0.00 | -300.00 | 300.00 |
| 026 · Due From (To) MOCAP | 0.00 | 686.25 | -686.25 |
| 027 · Due From (To) JCC | 0.00 | 2,250.00 | -2,250.00 |
| 028 · Due From (To) One Joplin | 0.00 | 6,889.00 | -6,889.00 |
| 020 · Due From (To) Other Funds - Other | 50.00 | 0.00 | 50.00 |
| Total 020 · Due From (To) Other Funds | <u>85,720.32</u> | <u>55,911.66</u> | <u>29,808.66</u> |
| 030 · Deposit - Bulk Mail | 4,205.08 | 4,169.42 | 35.66 |
| 031 · Prepaid Expenses | 1,230.89 | 0.00 | 1,230.89 |
| 032 · Prepaid Insurance | 9,680.02 | 7,431.93 | 2,248.09 |
| Total Other Current Assets | <u>100,734.37</u> | <u>67,578.67</u> | <u>33,155.70</u> |
| Total Current Assets | <u>281,941.65</u> | <u>258,555.45</u> | <u>23,386.20</u> |
| Fixed Assets | | | |
| 152.000 · Furniture & Equipment | 20,248.35 | 27,702.75 | -7,454.40 |
| 154.000 · Interior | 1,284.35 | 6,422.03 | -5,137.68 |
| 156.000 · 320 East 4th - Building | 163,916.23 | 177,075.79 | -13,159.56 |
| 158.000 · Grounds | 4,790.70 | 5,675.10 | -884.40 |
| 160.000 · Land | 76,562.56 | 76,562.56 | 0.00 |
| Total Fixed Assets | <u>266,802.19</u> | <u>293,438.23</u> | <u>-26,636.04</u> |
| TOTAL ASSETS | <u><u>548,743.84</u></u> | <u><u>551,993.68</u></u> | <u><u>-3,249.84</u></u> |

Joplin Area Chamber of Commerce

Balance Sheet

As of December 31, 2022

| | <u>Dec 31, 22</u> | <u>Dec 31, 21</u> | <u>\$ Change</u> |
|--|--------------------------|--------------------------|-------------------------|
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| 200.000 · Accounts Payable | 2,193.60 | 3,036.51 | -842.91 |
| Total Accounts Payable | <u>2,193.60</u> | <u>3,036.51</u> | <u>-842.91</u> |
| Credit Cards | | | |
| 200.100 · US Bank - Credit Card | 6,638.47 | 7,637.98 | -999.51 |
| Total Credit Cards | <u>6,638.47</u> | <u>7,637.98</u> | <u>-999.51</u> |
| Other Current Liabilities | | | |
| 208.000 · Deferred Income - Renewal Dues | 159,074.40 | 149,748.69 | 9,325.71 |
| 217.000 · Deferred Income-Other | | | |
| 217.150 · Deferred Income - Eggs & Issues | 500.00 | 500.00 | 0.00 |
| 217.180 · Deferred Income - EXPO | 57,170.00 | 0.00 | 57,170.00 |
| 217.190 · Deferred Income - SBOY | 0.00 | 2,250.00 | -2,250.00 |
| 217.290 · Deferred Income - Lead's Group | 1,000.00 | 0.00 | 1,000.00 |
| 217.310 · Deferred Income - Banquet | 2,250.00 | 9,650.00 | -7,400.00 |
| 217.320 · Deferred Income - GMJ | 2,096.00 | 2,028.00 | 68.00 |
| 217.330 · Deferred Income - Morning Brew | 4,000.00 | 1,400.00 | 2,600.00 |
| 217.340 · Deferred Income - BAH | 2,000.00 | 0.00 | 2,000.00 |
| 217.350 · Deferred Income - Golf | 5,500.00 | 0.00 | 5,500.00 |
| 217.470 · Deferred Income - Mmbr Table | 600.00 | 0.00 | 600.00 |
| 217.000 · Deferred Income-Other - Other | 14,258.33 | 0.00 | 14,258.33 |
| Total 217.000 · Deferred Income-Other | <u>89,374.33</u> | <u>15,828.00</u> | <u>73,546.33</u> |
| Total Other Current Liabilities | <u>248,448.73</u> | <u>165,576.69</u> | <u>82,872.04</u> |
| Total Current Liabilities | <u>257,280.80</u> | <u>176,251.18</u> | <u>81,029.62</u> |
| Total Liabilities | <u>257,280.80</u> | <u>176,251.18</u> | <u>81,029.62</u> |
| Equity | | | |
| 32000 · Unrestricted Net Assets | 379,256.00 | 348,092.17 | 31,163.83 |
| Net Income | -87,792.96 | 27,650.33 | -115,443.29 |
| Total Equity | <u>291,463.04</u> | <u>375,742.50</u> | <u>-84,279.46</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>548,743.84</u></u> | <u><u>551,993.68</u></u> | <u><u>-3,249.84</u></u> |

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

| | Apr - Dec 22 | Apr - Dec 21 | \$ Change | Budget | Budget Variance | % of Budget |
|---|--------------------|-------------------|--------------------|-------------------|--------------------|----------------|
| Ordinary Income/Expense | | | | | | |
| Income | | | | | | |
| 401.000 · Income - Member Investments | 298,825.28 | 279,377.50 | 19,447.78 | 303,516.00 | -4,690.72 | 98.46% |
| 403.000 · Income - Foundation Service Fee | 40,500.00 | 40,500.00 | 0.00 | 40,500.00 | 0.00 | 100.0% |
| 404.000 · Income - NIC/ATTC Admin Fee | 112,500.00 | 118,125.00 | -5,625.00 | 112,500.00 | 0.00 | 100.0% |
| 405.000 · Income - Economic Development | 74,250.00 | 74,250.00 | 0.00 | 74,250.00 | 0.00 | 100.0% |
| 406.000 · Income - JIDA | 9,600.00 | 5,400.00 | 4,200.00 | 5,400.00 | 4,200.00 | 177.78% |
| 406.500 · Income - JCIDA | 900.00 | 900.00 | 0.00 | 900.00 | 0.00 | 100.0% |
| 407.000 · Income - MOKAN | 105,072.60 | 153,526.36 | -48,453.76 | 168,750.00 | -63,677.40 | 62.27% |
| 408.000 · Income - MOCAP | 675.00 | 675.00 | 0.00 | 675.00 | 0.00 | 100.0% |
| 409.000 · Income - One Joplin | 6,750.00 | 6,750.00 | 0.00 | 6,750.00 | 0.00 | 100.0% |
| 411.000 · Income - Jop Cap Corp Serv Fee | 1,500.00 | 2,250.00 | -750.00 | 2,250.00 | -750.00 | 66.67% |
| 416.000 · Income - C2C Service Fee | 54,594.05 | 69,428.54 | -14,834.49 | 76,800.00 | -22,205.95 | 71.09% |
| 430.000 · Income - Building Room Rental | 802.50 | 758.00 | 44.50 | 0.00 | 802.50 | 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 | 128,751.76 | -94,812.65 | 51,000.00 | -17,060.89 | 66.55% |
| 495.000 · Income - New Member Fee | 1,815.00 | 1,215.00 | 600.00 | 2,700.00 | -885.00 | 67.22% |
| Total Income | 741,948.54 | 882,132.16 | -140,183.62 | 845,991.00 | -104,042.46 | 87.7% |
| Gross Profit | 741,948.54 | 882,132.16 | -140,183.62 | 845,991.00 | -104,042.46 | 87.7% |
| Expense | | | | | | |
| 600.000 · Staff Compensation | 749,469.56 | 781,992.79 | -32,523.23 | 827,096.50 | -77,626.94 | 90.62% |
| 619.000 · Contract Services | 0.00 | 6,741.20 | -6,741.20 | 0.00 | 0.00 | 0.0% |
| 620.000 · Automobile Expense | 1,475.25 | 2,008.82 | -533.57 | 1,800.00 | -324.75 | 81.96% |
| 635.000 · Liability & Other Insurance | 2,846.16 | 7,591.22 | -4,745.06 | 9,000.00 | -6,153.84 | 31.62% |
| 650.000 · Meetings & Travel | 5,776.73 | 1,063.37 | 4,713.36 | 900.00 | 4,876.73 | 641.86% |
| 670.000 · Occupancy Expense | 15,564.02 | 11,482.89 | 4,081.13 | 12,483.00 | 3,081.02 | 124.68% |
| 678.000 · Utilities Expense | 15,295.79 | 16,247.10 | -951.31 | 15,602.00 | -306.21 | 98.04% |
| 680.000 · Postage | 1,462.07 | 2,216.12 | -754.05 | 2,245.00 | -782.93 | 65.13% |
| 700.000 · Office Supplies | 4,315.38 | 3,244.60 | 1,070.78 | 2,700.00 | 1,615.38 | 159.83% |
| 710.000 · Equipment Rental | 9,005.24 | 8,606.04 | 399.20 | 8,532.00 | 473.24 | 105.55% |
| 715.000 · Equipment Purchase | 2,321.89 | 1,356.07 | 965.82 | 0.00 | 2,321.89 | 100.0% |
| 720.000 · Equipment Maintenance | 26,659.48 | 26,850.68 | -191.20 | 26,550.00 | 109.48 | 100.41% |
| 730.000 · Depreciation | 19,977.03 | 20,014.75 | -37.72 | 19,800.00 | 177.03 | 100.89% |
| 750.000 · Professional Fees | 10,998.58 | 24,924.00 | -13,925.42 | 5,300.00 | 5,698.58 | 207.52% |
| 789.000 · Bank and Credit Card Fees | 10,099.65 | 7,763.49 | 2,336.16 | 10,125.00 | -25.35 | 99.75% |
| 790.000 · Miscellaneous Expense | 1,730.40 | 3,112.61 | -1,382.21 | 2,475.00 | -744.60 | 69.92% |
| Total Expense | 876,997.23 | 925,215.75 | -48,218.52 | 944,608.50 | -67,611.27 | 92.84% |
| Net Ordinary Income | -135,048.69 | -43,083.59 | -91,965.10 | -98,617.50 | -36,431.19 | 136.94% |

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

| | <u>Apr - Dec 22</u> | <u>Apr - Dec 21</u> | <u>\$ Change</u> | <u>Budget</u> | <u>Budget Variance</u> | <u>% of Budget</u> |
|--|--------------------------|-------------------------|---------------------------|--------------------------|----------------------------|----------------------|
| Other Income/Expense | | | | | | |
| Other Income | | | | | | |
| 800.000 · Committee Divisions | | | | | | |
| 800.100 · Economic Development | 7,328.11 | 8,142.13 | -814.02 | 10,324.75 | -2,996.64 | 70.98% |
| 800.200 · Business Development | 1,478.30 | 45,940.06 | -44,461.76 | 5,000.00 | -3,521.70 | 29.57% |
| 800.300 · Governance | -4,070.42 | -30.00 | -4,040.42 | 0.00 | -4,070.42 | 100.0% |
| 800.400 · Member Services | -2,111.83 | 320.17 | -2,432.00 | 7,147.00 | -9,258.83 | -29.55% |
| 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 | 5,264.13 | 183.67 | 5,080.46 | 5,240.00 | 24.13 | 100.46% |
| 900.520 · Morning Brew | 8,072.00 | 8,400.00 | -328.00 | 9,590.00 | -1,518.00 | 84.17% |
| 900.525 · Business After Hours | 10,371.99 | 10,000.00 | 371.99 | 9,590.00 | 781.99 | 108.15% |
| 900.530 · Golf Tournament | 23,258.54 | 18,263.94 | 4,994.60 | 15,340.00 | 7,918.54 | 151.62% |
| Total 800.500 · Spec Events | <u>61,094.94</u> | <u>36,847.61</u> | <u>24,247.33</u> | <u>51,739.00</u> | <u>9,355.94</u> | <u>118.08%</u> |
| 800.600 · Marketing Communications | -8,022.80 | -13,270.77 | 5,247.97 | -19,429.71 | 11,406.91 | 41.29% |
| 800.800 · Chamber Work Groups | -8,440.57 | -7,215.28 | -1,225.29 | 440.00 | -8,880.57 | -1,918.31% |
| Total 800.000 · Committee Divisions | <u>47,255.73</u> | <u>70,733.92</u> | <u>-23,478.19</u> | <u>55,221.04</u> | <u>-7,965.31</u> | <u>85.58%</u> |
| Total Other Income | <u>47,255.73</u> | <u>70,733.92</u> | <u>-23,478.19</u> | <u>55,221.04</u> | <u>-7,965.31</u> | <u>85.58%</u> |
| Net Other Income | <u>47,255.73</u> | <u>70,733.92</u> | <u>-23,478.19</u> | <u>55,221.04</u> | <u>-7,965.31</u> | <u>85.58%</u> |
| Net Income | <u>-87,792.96</u> | <u>27,650.33</u> | <u>-115,443.29</u> | <u>-43,396.46</u> | <u>-44,396.50</u> | <u>202.3%</u> |
| Less Depreciation | <u>19,977.03</u> | | | | | |
| Income Before Depreciation | <u>-67,815.93</u> | | | | | |

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of December 31, 2022

| | <u>Dec 31, 22</u> | <u>Dec 31, 21</u> | <u>\$ Change</u> |
|---------------------------------------|-------------------------|-------------------------|-------------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| US Bank-Checking/Sweep Acct | 19,170.71 | 10,090.41 | 9,080.30 |
| Total Checking/Savings | <u>19,170.71</u> | <u>10,090.41</u> | <u>9,080.30</u> |
| Other Current Assets | | | |
| Due From (To) City | 13,994.68 | 38,217.52 | -24,222.84 |
| Due From (To) Other Funds | | | |
| Due From (To) Chamber | -10,670.32 | -25,188.50 | 14,518.18 |
| Due From (To) MOKAN | -3,433.82 | -4,618.85 | 1,185.03 |
| Total Due From (To) Other Funds | <u>-14,104.14</u> | <u>-29,807.35</u> | <u>15,703.21</u> |
| Total Other Current Assets | <u>-109.46</u> | <u>8,410.17</u> | <u>-8,519.63</u> |
| Total Current Assets | <u>19,061.25</u> | <u>18,500.58</u> | <u>560.67</u> |
| Fixed Assets | | | |
| Furniture and Equipment | 4,391.64 | 9,661.56 | -5,269.92 |
| Total Fixed Assets | <u>4,391.64</u> | <u>9,661.56</u> | <u>-5,269.92</u> |
| TOTAL ASSETS | <u>23,452.89</u> | <u>28,162.14</u> | <u>-4,709.25</u> |
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| *Accounts Payable | 155.30 | 3,600.00 | -3,444.70 |
| Total Accounts Payable | <u>155.30</u> | <u>3,600.00</u> | <u>-3,444.70</u> |
| Total Current Liabilities | <u>155.30</u> | <u>3,600.00</u> | <u>-3,444.70</u> |
| Total Liabilities | <u>155.30</u> | <u>3,600.00</u> | <u>-3,444.70</u> |
| Equity | | | |
| Retained Earnings | 23,856.54 | 18,049.27 | 5,807.27 |
| Net Income | -558.95 | 6,512.87 | -7,071.82 |
| Total Equity | <u>23,297.59</u> | <u>24,562.14</u> | <u>-1,264.55</u> |
| TOTAL LIABILITIES & EQUITY | <u>23,452.89</u> | <u>28,162.14</u> | <u>-4,709.25</u> |

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations November through December 2022

| | Nov - Dec 22 | Nov - Dec 21 | \$ Change | Budget | Budget Remaining | % of Budget |
|--------------------------------|------------------|------------------|-------------------|-------------------|---------------------|---------------|
| Ordinary Income/Expense | | | | | | |
| Income | | | | | | |
| Income-Funds from City | 27,660.72 | 35,859.06 | (8,198.34) | 252,000.00 | -224,339.28 | 10.98% |
| Total Income | <u>27,660.72</u> | <u>35,859.06</u> | <u>(8,198.34)</u> | <u>252,000.00</u> | <u>-224,339.28</u> | <u>10.98%</u> |
| Expense | | | | | | |
| Administrative Expenses | 4,063.26 | 4,293.61 | (230.35) | 24,000.00 | -19,936.74 | 16.93% |
| Business Attraction/Retention | | 379.68 | (379.68) | 64,000.00 | -64,000.00 | 0.0% |
| Depreciation | 878.34 | 878.34 | 0.00 | | | |
| Marketing & Promotions | 60.32 | 2,680.57 | (2,620.25) | 30,000.00 | -29,939.68 | 0.2% |
| Memberships | 0.00 | 0.00 | 0.00 | 13,000.00 | -13,000.00 | 0.0% |
| Professional Development | 2,294.87 | | 2,294.87 | 7,500.00 | -5,205.13 | 30.6% |
| Salaries | 16,500.00 | 16,500.00 | 0.00 | 99,000.00 | -82,500.00 | 16.67% |
| Workforce Development | 4,422.88 | 4,613.99 | (191.11) | 14,500.00 | -10,077.12 | 30.5% |
| Total Expense | <u>28,219.67</u> | <u>29,346.19</u> | <u>(1,126.52)</u> | <u>252,000.00</u> | <u>-223,780.33</u> | <u>11.2%</u> |
| Net Ordinary Income | <u>(558.95)</u> | <u>6,512.87</u> | <u>(7,071.82)</u> | <u>0.00</u> | <u>-558.95</u> | <u>100.0%</u> |
| Net Income | <u>(558.95)</u> | <u>6,512.87</u> | <u>(7,071.82)</u> | <u>0.00</u> | <u>-558.95</u> | <u>100.0%</u> |

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of December 31, 2022

| | <u>Dec 31, 22</u> | <u>Dec 31, 21</u> | <u>\$ Change</u> |
|---------------------------------------|----------------------------|----------------------------|---------------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| 002 · US Bank - Money Market | 9,281.23 | 9,460.37 | -179.14 |
| 001 · US Bank - General Fund | 14,019.14 | 22,030.96 | -8,011.82 |
| 003 · US Bank - Innovation Center | 51,050.97 | 97,072.03 | -46,021.06 |
| 005 · Restricted - Bus Recovery Fund | 11,062.36 | 11,716.36 | -654.00 |
| Total Checking/Savings | <u>85,413.70</u> | <u>140,279.72</u> | <u>-54,866.02</u> |
| Accounts Receivable | | | |
| 020 · Accounts Receivable | 14,733.93 | 5,502.01 | 9,231.92 |
| Total Accounts Receivable | <u>14,733.93</u> | <u>5,502.01</u> | <u>9,231.92</u> |
| Other Current Assets | | | |
| 032 · Prepaid Insurance | 4,534.44 | 3,494.09 | 1,040.35 |
| 019 · Due From (To) Other Funds | -75,000.00 | -17,400.77 | -57,599.23 |
| 031 · Prepaid Expenses | 7,909.93 | 0.00 | 7,909.93 |
| Total Other Current Assets | <u>-62,555.63</u> | <u>-13,906.68</u> | <u>-48,648.95</u> |
| Total Current Assets | <u>37,592.00</u> | <u>131,875.05</u> | <u>-94,283.05</u> |
| Fixed Assets | | | |
| 170 · Advanced Training & Tech Ctr | 1,690,337.90 | 1,741,121.30 | -50,783.40 |
| 179 · ATTC Building Improvements | 1,523,034.38 | 1,566,890.42 | -43,856.04 |
| 177 · ATTC Equipment | 431,856.96 | 704,608.56 | -272,751.60 |
| 175 · ATTC Furniture & Fixtures | 27,357.56 | 44,636.00 | -17,278.44 |
| 150 · Foundation Furniture & Fixtures | 0.00 | 203.95 | -203.95 |
| 166 · IC Leasehold Improvements | 35,804.59 | 35,750.25 | 54.34 |
| 152 · Innovation Center F & F | 8,649.29 | 10,599.05 | -1,949.76 |
| 168 · Land | 61,944.49 | 61,944.49 | 0.00 |
| 162 · Newman Innovation Center | 1,129,119.22 | 1,177,407.34 | -48,288.12 |
| Total Fixed Assets | <u>4,908,104.39</u> | <u>5,343,161.36</u> | <u>-435,056.97</u> |
| TOTAL ASSETS | <u><u>4,945,696.39</u></u> | <u><u>5,475,036.41</u></u> | <u><u>-529,340.02</u></u> |

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of December 31, 2022

| | <u>Dec 31, 22</u> | <u>Dec 31, 21</u> | <u>\$ Change</u> |
|--|----------------------------|----------------------------|---------------------------|
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| 200 · Accounts Payable | 24,994.60 | 12,220.26 | 12,774.34 |
| Total Accounts Payable | <u>24,994.60</u> | <u>12,220.26</u> | <u>12,774.34</u> |
| Credit Cards | | | |
| 204 · US Bank Credit Card | 3,281.39 | 3,719.54 | -438.15 |
| Total Credit Cards | <u>3,281.39</u> | <u>3,719.54</u> | <u>-438.15</u> |
| Other Current Liabilities | | | |
| 208 · Deferred Income | | | |
| 222.240 · Deferred Income - LJ Class | 4,800.00 | 24,250.00 | -19,450.00 |
| 226.000 · Deferred Income-Lease | 4,208.50 | 2,794.18 | 1,414.32 |
| Total 208 · Deferred Income | <u>9,008.50</u> | <u>27,044.18</u> | <u>-18,035.68</u> |
| 247.000 · Deposits Held | 9,623.00 | 10,375.00 | -752.00 |
| Total Other Current Liabilities | <u>18,631.50</u> | <u>37,419.18</u> | <u>-18,787.68</u> |
| Total Current Liabilities | <u>46,907.49</u> | <u>53,358.98</u> | <u>-6,451.49</u> |
| Total Liabilities | <u>46,907.49</u> | <u>53,358.98</u> | <u>-6,451.49</u> |
| 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 | <u>-434,044.10</u> | <u>-361,533.86</u> | <u>-72,510.24</u> |
| Total Equity | <u>4,898,788.90</u> | <u>5,421,677.43</u> | <u>-522,888.53</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>4,945,696.39</u></u> | <u><u>5,475,036.41</u></u> | <u><u>-529,340.02</u></u> |

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

| | <u>Apr - Dec 22</u> | <u>Apr - Dec 21</u> | <u>\$ Change</u> | <u>Budget</u> | <u>Budget Variance</u> | <u>% of Budget</u> |
|--|---------------------|---------------------|-------------------|--------------------|----------------------------|--------------------|
| Ordinary Income/Expense | | | | | | |
| Income | | | | | | |
| 415 · MOBEC Grant Matching Funds | 32,000.00 | 0.00 | 32,000.00 | 32,000.00 | 0.00 | 100.0% |
| 401 · Contributions | 25,782.80 | 10,815.00 | 14,967.80 | 9,000.00 | 16,782.80 | 286.48% |
| 411 · Grants | 98,860.59 | 106,088.44 | -7,227.85 | 167,182.00 | -68,321.41 | 59.13% |
| 422 · Income - Interest | 0.63 | 19.97 | -19.34 | 0.00 | 0.63 | 100.0% |
| 425 · Income - Miscellaneous | 0.00 | 30,000.00 | -30,000.00 | 0.00 | 0.00 | 0.0% |
| 426 · Lease Income | 213,425.03 | 237,484.58 | -24,059.55 | 240,099.00 | -26,673.97 | 88.89% |
| 427 · Lease Utility Income | 36,476.91 | 25,619.43 | 10,857.48 | 25,675.00 | 10,801.91 | 142.07% |
| Total Income | <u>406,545.96</u> | <u>410,027.42</u> | <u>-3,481.46</u> | <u>473,956.00</u> | <u>-67,410.04</u> | <u>85.78%</u> |
| Gross Profit | 406,545.96 | 410,027.42 | -3,481.46 | 473,956.00 | -67,410.04 | 85.78% |
| Expense | | | | | | |
| 660 · Utilities Expense | 101,224.57 | 84,317.59 | 16,906.98 | 80,940.00 | 20,284.57 | 125.06% |
| 760 · Grant Disbursement | 123,983.19 | 39,067.77 | 84,915.42 | 111,022.00 | 12,961.19 | 111.67% |
| 725 · Equipment Purchase | 156.40 | 5,485.08 | -5,328.68 | 0.00 | 156.40 | 100.0% |
| 611 · Administrative Fee | 126,000.00 | 118,125.00 | 7,875.00 | 112,500.00 | 13,500.00 | 112.0% |
| 787 · Bank Fees | 196.00 | 150.00 | 46.00 | 135.00 | 61.00 | 145.19% |
| 730 · Depreciation | 332,049.15 | 332,273.52 | -224.37 | 332,316.00 | -266.85 | 99.92% |
| 720 · Equipment Maint | 13,274.72 | 21,585.99 | -8,311.27 | 12,115.00 | 1,159.72 | 109.57% |
| 785 · Insurance Expense | 39,769.86 | 31,162.66 | 8,607.20 | 31,950.00 | 7,819.86 | 124.48% |
| 645 · Marketing | 575.00 | 1,434.59 | -859.59 | 1,800.00 | -1,225.00 | 31.94% |
| 650 · Meetings | 0.00 | 791.47 | -791.47 | | | |
| 790 · Miscellaneous Expense | 3,334.65 | 563.00 | 2,771.65 | 3,375.00 | -40.35 | 98.8% |
| 670 · Occupancy Expense | 103,936.67 | 75,500.76 | 28,435.91 | 70,150.00 | 33,786.67 | 148.16% |
| 700 · Office Supplies | 0.00 | 125.00 | -125.00 | | | |
| 750 · Professional Fees | 13,027.50 | 5,804.40 | 7,223.10 | 3,900.00 | 9,127.50 | 334.04% |
| 610 · Program Service Fee | 27,000.00 | 40,500.00 | -13,500.00 | 40,500.00 | -13,500.00 | 66.67% |
| 635 · Property Tax | 18,650.37 | 18,552.78 | 97.59 | 18,675.00 | -24.63 | 99.87% |
| 840 · Seminars | 0.00 | 99.00 | -99.00 | 0.00 | 0.00 | 0.0% |
| Total Expense | <u>903,178.08</u> | <u>775,538.61</u> | <u>127,639.47</u> | <u>819,378.00</u> | <u>83,800.08</u> | <u>110.23%</u> |
| Net Ordinary Income | -496,632.12 | -365,511.19 | -131,120.93 | -345,422.00 | -151,210.12 | 143.78% |
| 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 | 60,100.00 | 8,635.28 | 51,464.72 | 0.00 | 60,100.00 | 100.0% |
| 951.180 · Chamber Academy | 0.00 | -929.00 | 929.00 | 0.00 | 0.00 | 0.0% |
| 951.160 · Tomorrows Leaders Today | -2,220.80 | 3,339.38 | -5,560.18 | 2,360.00 | -4,580.80 | -94.1% |
| 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>65,319.06</u> | <u>12,139.66</u> | <u>53,179.40</u> | <u>11,230.00</u> | <u>54,089.06</u> | <u>581.65%</u> |
| 800.200 · Leadership Joplin | 1,019.69 | -6,826.89 | 7,846.58 | -1,400.00 | 2,419.69 | -72.84% |
| 800.400 · Young Professionals Network | -890.73 | -1,056.01 | 165.28 | -1,317.00 | 426.27 | 67.63% |
| Total 800 · Committee Divisions | <u>62,588.02</u> | <u>3,977.33</u> | <u>58,610.69</u> | <u>8,513.00</u> | <u>54,075.02</u> | <u>735.21%</u> |
| Total Other Income | <u>62,588.02</u> | <u>3,977.33</u> | <u>58,610.69</u> | <u>8,513.00</u> | <u>54,075.02</u> | <u>735.21%</u> |
| Net Other Income | <u>62,588.02</u> | <u>3,977.33</u> | <u>58,610.69</u> | <u>8,513.00</u> | <u>54,075.02</u> | <u>735.21%</u> |
| Net Income | <u>-434,044.10</u> | <u>-361,533.86</u> | <u>-72,510.24</u> | <u>-336,909.00</u> | <u>-97,135.10</u> | <u>128.83%</u> |
| Less Depreciation | <u>332,049.15</u> | | | | | |
| Income Before Depreciation | <u>-101,994.95</u> | | | | | |

Statement of Operations

April through December 2022

| | Apr - Dec 22 | Apr - Dec 21 | \$ Change | Budget | Budget Variance | % of Budget |
|--|-------------------|-------------------|-------------------|-------------------|--------------------|-------------------|
| Ordinary Income/Expense | | | | | | |
| Income | | | | | | |
| 415 · MOBEC Grant Matching Funds | 32,000.00 | 0.00 | 32,000.00 | 32,000.00 | 0.00 | 100.0% |
| 401 · Contributions | 25,542.80 | 10,815.00 | 14,727.80 | 9,000.00 | 16,502.80 | 283.36% |
| 411 · Grants | 56,740.59 | 49,928.69 | 6,811.90 | 111,022.00 | -54,281.41 | 51.11% |
| 422 · Income - Interest | 0.63 | 19.97 | -19.34 | 0.00 | 0.00 | 0.0% |
| 425 · Income - Miscellaneous | 0.00 | 7,800.00 | -7,800.00 | 0.00 | 0.63 | 100.0% |
| 426 · Lease Income | 2,000.00 | 0.00 | 2,000.00 | 0.00 | 2,000.00 | 100.0% |
| Total Income | 116,284.02 | 68,563.66 | 47,720.36 | 152,022.00 | -35,777.98 | 76.47% |
| Gross Profit | 116,284.02 | 68,563.66 | 47,720.36 | 152,022.00 | -35,777.98 | 76.47% |
| Expense | | | | | | |
| 760 · Grant Disbursement | 123,983.19 | 39,067.77 | 84,915.42 | 111,022.00 | 12,961.19 | 111.67% |
| 725 · Equipment Purchase | 0.00 | 130.28 | -130.28 | 0.00 | 0.00 | 0.0% |
| 611 · Administrative Fee | 13,500.00 | 0.00 | 13,500.00 | 0.00 | 13,500.00 | 100.0% |
| 787 · Bank Fees | 196.00 | 150.00 | 46.00 | 135.00 | 61.00 | 145.19% |
| 730 · Depreciation | 0.00 | 611.91 | -611.91 | 612.00 | -612.00 | 0.0% |
| 720 · Equipment Maint | 694.80 | 671.40 | 23.40 | 700.00 | -5.20 | 99.26% |
| 645 · Marketing | 0.00 | 719.69 | -719.69 | 0.00 | 0.00 | 0.0% |
| 650 · Meetings | 0.00 | 759.87 | -759.87 | 0.00 | 0.00 | 0.0% |
| 790 · Miscellaneous Expense | 1,064.65 | 388.78 | 675.87 | 1,800.00 | -735.35 | 59.15% |
| 750 · Professional Fees | 13,027.50 | 5,804.40 | 7,223.10 | 3,900.00 | 9,127.50 | 334.04% |
| 610 · Program Service Fee | 27,000.00 | 40,500.00 | -13,500.00 | 40,500.00 | -13,500.00 | 66.67% |
| 635 · Property Tax | 18,650.37 | 18,552.78 | 97.59 | 0.00 | 18,650.37 | 100.0% |
| 840 · Seminars | 0.00 | 99.00 | -99.00 | 0.00 | 0.00 | 0.0% |
| Total Expense | 198,116.51 | 107,455.88 | 90,660.63 | 158,669.00 | 39,447.51 | 124.86% |
| Net Ordinary Income | -81,832.49 | -38,892.22 | -42,940.27 | -6,647.00 | -75,225.49 | 1,231.72% |
| 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 | 60,100.00 | 8,635.28 | 51,464.72 | 0.00 | 60,100.00 | 100.0% |
| 951.180 · Chamber Academy | 0.00 | -929.00 | 929.00 | 0.00 | 0.00 | 0.0% |
| 951.160 · Tomorrows Leaders Today | -2,220.80 | 3,339.38 | -5,560.18 | 2,360.00 | -4,580.80 | -94.1% |
| 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 | 65,319.06 | 12,139.66 | 53,179.40 | 11,230.00 | 54,089.06 | 581.65% |
| 800.200 · Leadership Joplin | 1,019.69 | -6,826.89 | 7,846.58 | -1,400.00 | 2,419.69 | -72.84% |
| 800.400 · Young Professionals Network | -890.73 | -1,056.01 | 165.28 | -1,317.00 | 426.27 | 67.63% |
| Total 800 · Committee Divisions | 62,588.02 | 3,977.33 | 58,610.69 | 8,513.00 | 54,075.02 | 735.21% |
| Total Other Income | 62,588.02 | 3,977.33 | 58,610.69 | 8,513.00 | 54,075.02 | 735.21% |
| Net Other Income | 62,588.02 | 3,977.33 | 58,610.69 | 8,513.00 | 54,075.02 | 735.21% |
| Net Income | -19,244.47 | -34,914.89 | 15,670.42 | 1,866.00 | -21,150.47 | -1,033.47% |

Joplin Area Chamber of Commerce Foundation

Statement of Operations-ATTC

April through December 2022

| | Apr - Dec 22 | Apr - Dec 21 | \$ Change | Budget | Budget Variance | % of Budget |
|-----------------------------------|---------------------|---------------------|-------------------|--------------------|----------------------------|--------------------|
| Ordinary Income/Expense | | | | | | |
| Income | | | | | | |
| 425 · Income - Miscellaneous | 0.00 | 11,100.00 | -11,100.00 | | | |
| 426 · Lease Income | 158,314.88 | 172,955.21 | -14,640.33 | 164,049.00 | -5,734.12 | 96.51% |
| 427 · Lease Utility Income | 36,476.91 | 25,619.43 | 10,857.48 | 25,675.00 | 10,801.91 | 142.07% |
| Total Income | 194,791.79 | 209,674.64 | -14,882.85 | 189,724.00 | 5,067.79 | 102.67% |
| Gross Profit | 194,791.79 | 209,674.64 | -14,882.85 | 189,724.00 | 5,067.79 | 102.67% |
| Expense | | | | | | |
| 660 · Utilities Expense | 79,536.17 | 58,739.03 | 20,797.14 | 61,520.00 | 18,016.17 | 129.29% |
| 725 · Equipment Purchase | 156.40 | 5,354.80 | -5,198.40 | 0.00 | 156.40 | 100.0% |
| 611 · Administrative Fee | 56,250.00 | 61,875.00 | -5,625.00 | 56,250.00 | 0.00 | 100.0% |
| 730 · Depreciation | 288,502.11 | 288,502.11 | 0.00 | 288,504.00 | -1.89 | 100.0% |
| 720 · Equipment Maint | 7,916.53 | 16,240.50 | -8,323.97 | 6,615.00 | 1,301.53 | 119.68% |
| 785 · Insurance Expense | 30,915.66 | 23,372.00 | 7,543.66 | 23,850.00 | 7,065.66 | 129.63% |
| 650 · Meetings | 0.00 | 31.60 | -31.60 | 900.00 | -900.00 | 0.0% |
| 790 · Miscellaneous Expense | 2,270.00 | 0.00 | 2,270.00 | 1,125.00 | 1,145.00 | 201.78% |
| 670 · Occupancy Expense | 73,061.30 | 56,639.33 | 16,421.97 | 53,670.00 | 19,391.30 | 136.13% |
| 635 · Property Tax | 0.00 | 0.00 | 0.00 | 12,000.00 | -12,000.00 | 0.0% |
| Total Expense | 538,608.17 | 510,754.37 | 27,853.80 | 504,434.00 | 34,174.17 | 106.78% |
| Net Ordinary Income | -343,816.38 | -301,079.73 | -42,736.65 | -314,710.00 | -29,106.38 | 109.25% |
| Net Income | -343,816.38 | -301,079.73 | -42,736.65 | -314,710.00 | -29,106.38 | 109.25% |
| Less Depreciation | 288,502.11 | | | | | |
| Income Before Depreciation | -55,314.27 | | | | | |

Joplin Area Chamber of Commerce Foundation

Statement of Operations-NIC

April through December 2022

| | Apr - Dec 22 | Apr - Dec 21 | \$ Change | Budget | Budget Variance | % of Budget |
|-----------------------------------|---------------------|---------------------|-------------------|-------------------|----------------------------|--------------------|
| 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 | 53,110.15 | 64,529.37 | -11,419.22 | 76,050.00 | -22,939.85 | 69.84% |
| Total Income | 95,230.15 | 131,789.12 | -36,558.97 | 132,210.00 | -36,979.85 | 72.03% |
| Gross Profit | 95,230.15 | 131,789.12 | -36,558.97 | 132,210.00 | -36,979.85 | 72.03% |
| Expense | | | | | | |
| 660 · Utilities Expense | 21,688.40 | 25,578.56 | -3,890.16 | 19,420.00 | 2,268.40 | 111.68% |
| 611 · Administrative Fee | 56,250.00 | 56,250.00 | 0.00 | 56,250.00 | 0.00 | 100.0% |
| 730 · Depreciation | 43,547.04 | 43,159.50 | 387.54 | 43,200.00 | 347.04 | 100.8% |
| 720 · Equipment Maint | 4,663.39 | 4,674.09 | -10.70 | 4,800.00 | -136.61 | 97.15% |
| 785 · Insurance Expense | 8,854.20 | 7,790.66 | 1,063.54 | 8,100.00 | 754.20 | 109.31% |
| 645 · Marketing | 575.00 | 714.90 | -139.90 | 900.00 | -325.00 | 63.89% |
| 790 · Miscellaneous Expense | 0.00 | 174.22 | -174.22 | 450.00 | -450.00 | 0.0% |
| 670 · Occupancy Expense | 30,875.37 | 18,861.43 | 12,013.94 | 16,480.00 | 14,395.37 | 187.35% |
| 700 · Office Supplies | 0.00 | 125.00 | -125.00 | 0.00 | 0.00 | 0.0% |
| 635 · Property Tax | 0.00 | 125.00 | -125.00 | 6,675.00 | -6,675.00 | 0.0% |
| Total Expense | 166,453.40 | 157,453.36 | 9,000.04 | 156,275.00 | 10,178.40 | 106.51% |
| Net Ordinary Income | -71,223.25 | -25,664.24 | -45,559.01 | -24,065.00 | -47,158.25 | 295.96% |
| Net Income | -71,223.25 | -25,664.24 | -45,559.01 | -24,065.00 | -47,158.25 | 295.96% |
| Less Depreciation | 43,547.04 | | | | | |
| Income Before Depreciation | -27,676.21 | | | | | |

Staff Reports
January 23, 2023

Tonya Sprenkle, Vice President
General Operations and major projects

- **Property tax issue**

The judgment was in favor of our Foundation on December 1, 2022. Regarding appeal, an agreement has been reached, and the judge signed on January 13, 2023. The appeal process is over. The County is expected to refund \$56,000 plus interest for tax years 2020, 2021, and 2022. The assessor will not assess taxes for 2023. In years after that, if the assessor believes that the use of the facilities has changed, an assessor will notify the Foundation and we'll have a chance to respond and try to work things out before other actions.

- **Employee Retention Credits**

We anticipate bringing in a six-figure refund of payroll taxes from five qualifying quarters, which were submitted to the IRS during the week of November 15, 2022, by Smarter Tax Planning. The two 2021 qualifying quarters include health insurance premium allowance. Smarter Tax Planning is monitoring progress with the IRS, and we are communicating with them on tracking and next steps. This is a slow process.

- **MOBEC (MTC)**

On December 13, we presented to the MTC grants committee for the \$50,000 Operations Grant for staffing, equipment, and a Chamber Academy Phase Two contractor. We anticipate a response in late March or early April.

- **Current MOBEC Grant**

Closed out on December 23, 2022. Reporting is due by the end of January 2023. The final reimbursement estimate is about \$49,000.

- **The Board of Directors Retreat** is on track for February 6-7.
- Provided information to help move the ARPA grant forward.
- Attended JIDA and One Joplin meetings.
- Attended numerous Chamber events and other functions.
- Most of the staff participated in a community project for MLK day.

Reaccreditation: The final submission was completed in December, and we are now waiting for the results. **It should be March 2023.**

- **Governance:** Tonya/Lisa/Melodee Colbert-Kean: **Complete**
- **Finance:** Debby/Debra/Chad Evans: **Complete**
- **HR & Staffing:** Tonya/Melissa/Betsy Kissel: **Complete.**
- **Governmental Affairs:** Travis/Tonya/Dr. Van Galen: **Complete**
- **Program Development:** Stephanie/Reggie/ Todd Chenault: **Complete**
- **Technology:** Tonya/Lisa/Matt Stewart: **Complete**
- **Communications:** Erin/Alyssa/Dustin Storm: **Complete**
- **Facilities:** Tonya/Doug/Mattie Crossland: **Complete**
- **Benchmarking:** Reggie/Stephanie/Kim Cox: **Complete**

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

Reggie Powers, Membership Director

Membership Summary Report

| | | | | | | | TOTAL COUNT |
|--|------------------------|---------------------|-----------------------------|----------------------|--------------|------------|----------------|
| 2022 | New Member Count | New Member \$ | Drop Memb er Count | Drop Member \$ | Net Count | Net \$ | 803 |
| Apr | 13 | 2,787.50 | 7 | 2,187.00 | 6 | 600.50 | 809 |
| May | 12 | 6,179.50 | 8 | 2,141.42 | 4 | 4,038.08 | 813 |
| Jun | 7 | 2,668.00 | 3 | 218.00 | 4 | 1,525.00 | 817 |
| Jul | 6 | 1,850.00 | 6 | 2,390.00 | 0 | (540.00) | 817 |
| Aug | 18 | 4,293.00 | 5 | 594.00 | 13 | 3,699.00 | 830 |
| Sep | 15 | 5,917.50 | 10 | 3,252.50 | 5 | 2,665.00 | 835 |
| Oct | 12 | \$ 5,263 | 5 | \$ 2,096 | 7 | 3,167.00 | 842 |
| Nov | 15 | \$ 5,626 | 21 | \$ 12,403 | -6 | (6,777.00) | 836 |
| Dec | 13 | \$ 7,921 | 14 | \$ 4,809 | -1 | 3,111.54 | 835 |
| Jan | | | | | 0 | - | |
| Feb | | | | | 0 | - | |
| Mar | | | | | 0 | - | |
| 111 \$39,718 65 \$27,904 46 \$11,813.62 | | | | | | | 835 |

New Members December 2022

Staffing Plus
 Edge Medical LLC
 Cornerstone Caregiving
 Cup O Joe
 Butterball, LLC
 Vowels Stovern Wealth
 DunRite Paint and More
 Grooms Office Environments
 Unified Health Plan, an Affiliate of ProviDRs Care
 Missouri Playsets
 Stokes Educational Services
 First Community Bank
 Happy Trees Table Co.

Dropped Members December 2022

AEsir Technologies – no response
 ALDI Store #97 – corporate says no more chamber memberships cross
 Bartlett's Shoe Co. – combo with Runaround Running & Fitness
 Runaround Running & Fitness – constant talking but no response
 Boyer Law Firm – no response
 Connell Insurance, Inc. - no response
 Dairy Queen of Joplin - no response
 Todd Ellis - individual
 The Krackin Cajun LLC dba Krackin Cajun Seafood House - no response
 MacCheesy Deluxe Mac & Cheese -
 Miss Daisy's Home & Decor Co. - constant talking but no response
 SWX Athletics - no response
 T-Mobile - no response
 Vibrant Nutrition - no response

**Doug Hunt, Director of Entrepreneurship
Incubator Activity & Programming**

Joseph Newman Innovation Center (NIC):

- The coworking space has five hot desk members and two dedicated desk members.
- Currently, there are four private spaces available. Promoting the available space is ongoing.

Advanced Training & Technology Center (ATTC):

- The ATTC has four private office spaces available now that CASA has graduated and vacated.
- Happy Trees Table Co. occupies 1,500 square feet.

Programming:

- **1 Million Cups Joplin (1MC)**
An average of 25 attendees each week. The meeting on January 25 will take place at EXPO.
- **Chamber Academy**
It continues to grow with more than 253 active members—a gain of 17 over the last month.
- **January e-Commerce Meetup**
The Community Center in Carl Junction was the host, along with the Carl Junction Chamber of Commerce. Presentation by Athena Marketing. There were five attendees.

**Stephanie McGrew
Special Events Manager**

Networking Events

Morning Brew at Mercy Specialty Hospital in Galena Fri Jan 6 45 attendees

Upcoming Events

Business EXPO is January 24 and 25, sold out with 112 booths.
January Business After Hours will be Jan 24 from 4:30 – 7:30 during the Business EXPO
February Morning Brew will be Feb 3 at Express Employment Professionals
Save the date for the Annual Banquet April 27

Eggs & Issues

| | | |
|-------------------------|--------|-------------------|
| Carthage | Feb 10 | all begin at 10am |
| Carl Junction/Webb City | Mar 10 | |
| Joplin | Apr 14 | |
| Neosho | May 17 | |

Programs

Leadership Joplin class of 2023 kicked off January 19 with the Welcome Mixer at Joplin Ave Coffee Company

Tomorrow's Leaders Today's Leadership and Community Service session is February 1.

Erin Slifka
Marketing & Public Information Manager

Choose Joplin App

| MONTH | DOWNLOADS | HOME SCREEN CLICKS | DETAIL PAGE |
|---------------|-------------|-----------------------|-------------|
| DECEMBER 2022 | 1157 | 1235 | 761 |

| Top Member Pages 12 - December |
|---|
| Empire Market |
| Maria's Mexican Grill & Cantina |
| Coley's Cookie Co. |

| Top Member Pages YTD - 2022 |
|--------------------------------------|
| Krackin Cajun Seafood House |
| Empire Market |
| Finn's |

| Home Screen Clicks 12 - December |
|---|
| All Restaurants |
| Events |
| Mexican |

| Home Screen Clicks YTD - 2022 |
|--|
| All Restaurants |
| Events |
| Fine Dining |

Website: Joplincc.com

| Users | December | YTD (April – December) |
|--------------|-----------------|-------------------------------|
| This Year | 116,182 (↑ 90%) | 1,174,716 (↓ 99%) |
| Last Year | 106,570 | 1,175,575 |

Disclaimer: These numbers are combined with Google Analytics and CC-Assist (the Chamber's CRM system). The events and member pages are look-alike page on joplincc.com. Google Analytics doesn't capture the data on traffic that goes to cca.joplincc.com; the staff runs separate reports in CC-Assist to get online traffic totals for these pages. On November 28, we updated the joplincc.com website's analytics data to have the CC-Assist-operated pages (Member Directory, Calendar, and Job Postings) feed to the Chamber Google Analytics report. To have more accurate and honest reporting, beginning on December 1, CC-Assist began filtering out bots.

Website: Joplinbusinessoutlook.com

| Users | December | YTD (April – December) |
|--------------|-----------------|-------------------------------|
| This Year | 1,102 (↑82.45%) | 10,211 (↑50.85%) |
| Last Year | 604 | 6,769 |

We had 37 member submissions on Joplin Business Outlooks in December.

Top Three Articles Read:

1. [Freeman Clinic Of Anderson Adds Full-Time Family Practice Physician](#)
2. [Missouri Southern State University To Host Inaugural Holiday Happenings On December 9](#)
3. [Press Release Submission Form](#)

Weekly Update (Monday Memo)

| Open Rate | December | YTD (April – December) |
|-----------|-------------|------------------------|
| This Year | 25% (↓ 92%) | 36.07% (↑ 36%) |
| Last Year | 27% | 27.05% |

| Click Rate | December | YTD (April – December) |
|------------|---------------|------------------------|
| This Year | 3.07% (↓ 72%) | 4.62% (↓ 94%) |
| Last Year | 4.17% | 4.98% |

| Bounce Rate | December | YTD (April – December) |
|-------------|-----------------|------------------------|
| This Year | 15.13% (↑ 158%) | 12.67% (↑ 30%) |
| Last Year | 10.33% | 10.21% |

| Distribution | December | YTD (April – December) |
|--------------|------------|------------------------|
| This Year | 2468 (↑7%) | 2352 (↑ 50%) |
| Last Year | 2291 | 2238 |

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, eight volunteers, 12.25 hours
- April | Bright Futures Snack Packs, two volunteers, 3.25 hours
- May | Crosslines, 10 volunteers, 19.5 hours
- May | Paint the Parks Trial Run, six volunteers, eight hours
- May | Paint the Parks, 19 volunteers, 50 hours
- May | Bright Futures, eight volunteers, seven hours
- June | Wildcat Glades, three volunteers, 5.5 hours
- July | Elk River Clean-up, 11 volunteers, 73 hours
- August | Children's Haven, five volunteers, 6.25 hours
- August | DJA Clean Team, one volunteer, one hour
- September | Foster Adopt Connect, seven volunteers, 7.5 hours
- October | Paint the Parks, seven volunteers, 20.5 hours
- November | Bright Futures Snack Packs, seven volunteers, 12.25 hours
- November | Giving Tuesday Scavenger Hunt | 23 volunteers, 45 hours
- YTD 276.25 hours / Goal 300 Hours (increased 25 hours from 2021-2022)

Upcoming Volunteer Opportunities:

- Bright Futures Snack Pack Program | February 16 | [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 cleanup and purchase supplies for volunteer activities around the community.

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

- No updates. The work group had not met prior to this board report.
- 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. There are seventeen work group members and re-occurring meetings are on the third Wednesday of the month, 11:30 am.

Trails and Connectivity: Luke Gibson and Anthony Monteleone - Erin, Chamber Staff Liaison

- The work group is taking steps to move out from under the Joplin Chamber umbrella.

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

- The January meeting is scheduled for January 25. The group has prioritized items/events for 2023, pending Board retreat and input.

Professional Development: Doug, Chamber Liaison

- The work group will launch a branding campaign for EdTalks in early 2023, ensuring that Chamber members know that EdTalks are for all members, not just YPN. The group is discussing changing the location from the Liberty Room in the Chamber to a site that has more of a theatre or presentation setting. The next meeting is scheduled for February 8, location TBD.

Recent Events:

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

President's Report for January Travis Stephens

Capacity Building

- For MLK Jr. Day, the Chamber office was closed but for a day “on” – not a day “off.”
 - The team performed a community service project and deep cleaned the Handy Chapel AME Church
 - The goal for 2024 is to line up multiple projects for other businesses to participate
- We are adding two MSSU student interns for the next few months.
 - Both are marketing majors and will graduate in May.
- Performed all end-of-year performances, and 360 peer-to-peer reviews are in the process
 - Staff submitted 360 reviews of the CEO to the Board Chair, and we reviewed the feedback
- Completed two benchmarking visits with chamber CEOs in Fort Smith and Conway, Arkansas.
 - I learned quite a bit about their structures and processes.
 - The Tulsa trip was planned, but the CEO needed to reschedule – TBD.
- No significant changes to the current vacation policy.
 - I met with Jerod Hogan and Kim Cox to vet the “unlimited vacation” policy.
 - *Landed on a hybrid revision of how vacation time is accrued.*
 - *Current – employees receive full allotment on day one of the new year – no carryover.*
 - *However, employees build up vacation time in the previous year.*
- Alyssa Brown created an updated Style Guide for the Chamber to utilize going forward.
- Currently auditing internal process of how a prospect becomes a member all the way through renewal after initial 12 months.
- I shared my vision for the Chamber and personal core values with staff during a closed session discussion.
 - Performance and bonus structure will be among the biggest changes.

Collaboration/Partnership Building

- Met with Joplin Globe Publisher and News Director for a get-to-know-you meeting.
- Met with local rabble-rousers Brian Evans and Mary Price to discuss community challenges.
- Notified MSSU about Dress for Success participation.
- Continue to have discussions with Regional Health Alliance partners on how to leverage assets and create a strategy for the community going forward.
 - Partners include MSSU, Crowder College, KCU, Mercy, Freeman, and a few key community leaders.
- Met with Joplin native and Silicon Valley rep Brandon Weaver.
 - discussed how to make Joplin more competitive in attracting tech talent.
 - Also discussed developing pathways for kids on the spectrum to discover tech opportunities.
- Continue to hold regular meetings with City reps:
 - Ongoing one-on-one meetings with City Council members
 - Bi-weekly touch base with City Manager Nick Edwards
 - Monthly meeting with City staff leadership to maintain communication and to go over economic development projects and potential projects

Community Engagements

- The marketing dept sent out RFP notifications to member ad and marketing firms for a redesign of the Chamber logo.
- Attended Morning Brew at Mercy Specialty Hospital in Galena.
- Gave community civic group presentation to Daybreak Rotary group.
- Attended ribbon cuttings for Ajinomoto, Dover Elementary, and Jasper County Courthouse.

- Reggie attended a homelessness meeting hosted by a downtown business owner in my place due to me being out of town.
 - Twelve in attendance – six businesses attended, plus City and police reps.
 - Crime and loitering in front of business entrances were the top concerns.
 - A survey was done but on a small scale. We have been asked to amplify that survey.

Economic Development

- Project Spoonman is still active
 - Food manufacturer / 300 to 400 jobs
- Project Moody Blue looks to be closed
 - Warehouse project / 30 to 50 jobs
- Project Cascade
 - Poultry Processing
 - Joplin did not respond to RFI
 - Looking in SW MO – MOKAN is assisting with a potential site in the region
- BRE visit with the manager from Don's Cold Storage
- ARPA Industrial Land grant
 - Vetted five potential properties - down to two
 - The application deadline is February 20
- JIDA signed off on a sale of 11.2 acres at Crossroads Business Park
 - Currently in a 60-day closing period
 - The purpose is for a truck washing station
 - \$50,000+ per acre
- MOKAN continues to re-examine its mission, purpose, and identity
- Food for thought – there is a burgeoning entertainment district taking shape
 - The corridor between the Newman Innovation Center, Virginia Ave., and Artistic Alley
 - Pennington Station, Golf Lounge, Escape Room, and Smash Room

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

Minutes

Attended/Zoom: Jordan Bolinger, Melodee Colbert-Kean, Kim Cox, Mattie Crossland, Jeremy Drinkwitz, Nick Edwards, Chad Evans, Chad Greer, Carlos Haley, Lori Haun, Dr. Ken Heiles, Dr. Brad Hodson, Jerrod Hogan, Betsy Kissel, Howie Nunnally, Katrina Richards, Melissa Smith, Dustin Storm, Dr. Dean Van Galen

Absent: John Bartosh, Todd Chenault, Jim Dalrymple, Alex Gandy, Mayor Doug Lawson, Bill Reiboldt, Dr. Kerry Sachetta, Matt Stewart, Stormy Worden

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

Guest: Roger Wrestler, Hardy, Wrestler & Associates

I. Betsy Kissel, Call to Order

II. Approval of October Minutes

A. Chad Greer moved to approve the October minutes and seconded by Kim Cox. Motion passed.

B. October financials presented by Travis Stephens. Kim Cox moved to approve the October financials as presented and seconded by Mattie Crossland. Motion passed.

C. Chamber and Chamber Foundation Audits. Roger Wrestler briefly went through both audits. Chad Greer moved to approve both Chamber and Chamber Foundation audits and seconded by Lori Haun. Motion passed.

III. New Business

A. Strategic Plan and Retreat Discussion presented by Travis Stephens. Travis stated the new date is February 6 & 7. Please RSVP to Tonya.

B. Banquet Discussion presented by Travis Stephens. Travis asked if the Board would like to have a speaker. After discussion, it was decided against.

C. Nomination Committee to meet in December presented by Travis Stephens. Travis stated the Nominating Committee will meet in December. Tonya to send out the calendar invite.

D. Virtual attendance at future Board of Directors meetings presented by Travis Stephens. After some discussion, it was determined the Board is highly encouraged and is preferred to attend in person, but a Zoom option will be available if you can't.

E. Ex-Officio monthly reporting cadence in 2023 presented by Travis Stephens. Travis stated the new reporting for this next year will be February, June, and October. These dates were given to you in your packet. Please see it for the details.

IV. Staff Reports were in your packet. See them for the details.

V. Adjourn to Executive Session

Respectfully submitted by: Lisa Kelly, Executive Assistant

Staff Reports December 2022

General Operations and major projects, Tonya Sprenkle, Vice President

- **Property tax issue** judgment was found in favor of our Foundation on December 1, 2022. We are now in the 30-day window where the county can file an appeal. The judgment calls for the return of all of the 2020 and 2021 taxes on the ATTC and the NIC properties as well as exemption going forward. John Dolence has consulted with the opposing council, and they are working on a slight modification of the judgment, which would allow the taxes to reinstate if we no longer meet the standards under which the judgment was made (operate as an incubator, school, etc.). The judge has advised John that she will sign the modification if both parties agree. This would make the judgment final and avoid any appeal. Waiting on opposing council response.

- **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. Communicating with Smarter Tax Planning on tracking and next steps.

- **MOBEC (MTC)** On December 13, we made our presentation to the MTC grants committee for the \$50,000 Operations Grant for staffing, equipment, and Chamber Academy phase 2 contractor.

- **MTC** semi-annual report on the NIC funding submitted on December 15.
- **Current MOBEC Grant** will close on December 23, and reporting is due in January.
- Continuing with the re-arrangements for the February 6-7 **Board of Directors Retreat**.
- Attended MOKAN, JIDA, and One Joplin meetings.
- Attended numerous Chamber events and other functions.

Reaccreditation:

Has been my primary focus this month and ready to submit it this week.

- **Governance:** Tonya/Lisa/Melodee Colbert-Kean: **Complete**
- **Finance:** Debby/Debra/Chad Evans: **Upload final forms in the document then Complete**
- **HR & Staffing:** Tonya/Melissa/Betsy Kissel, G&A Partners: **Complete**.
- **Governmental Affairs:** Travis/Tonya/Dr. Van Galen: **Complete**
- **Program Development:** Stephanie/Reggie/ Todd Chenault: **Complete**
- **Technology:** Tonya/Lisa/Matt Stewart: **Complete**
- **Communications:** Erin/Alyssa/Dustin Storm: **Complete**
- **Facilities:** Tonya/Doug/Mattie Crossland: **Complete**
- **Benchmarking:** Reggie/Stephanie/Kim Cox: **Complete**

Final submission going out by Friday 12-16-22; due by 12-31-22

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

**Membership Summary Report
November 1, 2022 – November 30, 2022**

| 2022 | New Member Count | New Member \$ | Drop Member Count | Drop Member \$ | Net Count | Net \$ | 803 |
|-------------|------------------------|---------------------|-------------------------|----------------------|--------------|------------|------------|
| Apr | 13 | 2,787.50 | 7 | 2,187.00 | 6 | 600.50 | 809 |
| May | 12 | 6,179.50 | 8 | 2,141.42 | 4 | 4,038.08 | 813 |
| Jun | 7 | 2,668.00 | 3 | 218.00 | 4 | 1,525.00 | 817 |
| Jul | 6 | 1,850.00 | 6 | 2,390.00 | 0 | (540.00) | 817 |
| Aug | 18 | 4,293.00 | 5 | 594.00 | 13 | 3,699.00 | 830 |
| Sep | 15 | 5,917.50 | 10 | 3,252.50 | 5 | 2,665.00 | 835 |
| Oct | 12 | \$ 5,263 | 5 | \$ 2,096 | 7 | 3,167.00 | 842 |
| Nov | 15 | \$ 5,626 | 21 | \$ 12,403 | -6 | (6,777.00) | 836 |
| Dec | | | | | 0 | - | |
| Jan | | | | | 0 | - | |
| Feb | | | | | 0 | - | |
| Mar | | | | | 0 | - | |
| | | \$ | | \$ | | | |
| | 98 | 31,797 | 65 | 23,095 | 33 | 8,702.08 | 836 |

New Members November 2022

Footprints & Friends Too, LLC
 Above the Stands, LLC
 Desmond Awungayi
 La Boussole Medical Spa & Wellness Center
 Gloria Deo Academy - Joplin Campus
 GB Engineering, LLC
 Boliver Insulation
 Great American Title Company
 Solera Energy, LLC
 Dr. Fly's Salon & Spa
 Mericani
 E-lic-it- con-cepts
 River Bend Family Resort, LLC
 Joplin RV
 Superior Roofing and Construction LLC

Dropped Members November 2022

Alorica - Chose to drop
 Beaten Path Coffee – Would not update card
 Brothers, Bezold & Assoc. – Chose to drop
 Carolina West Rentals – Could not reach

Cox HealthPlans – Pulled out of Joplin Market
 EaglePitcher Technologies – Made numerous promises, no payment
 Flat Branch Home Loans – No response
 Hembal, Inc – Would not update card, multiple attempts made
 Joplin Endodontics – Chose to drop, dropped insurance
 Julie's Jump to Health – No response
 Mobil 1 Lube – Chose to drop
 State Farm, Karen Rutledge – No response, multiple attempts made
 Traditions Health – No response
 Transformed Salon – Chose to drop, life changes
 KMJ Hotels (Comfort Inn, Holiday Inn, Quality Inn) No response, MAM
 Downtown Flowers – Closed
 Hunt's Mobile Detailing - 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 four private spaces available. We are shooting and producing marketing videos for each available space to push out on social media.
- A new lock has been installed on the west side exit door allowing for building access during an extended power outage.
- Entertaining one prospect interested in Suite #202.

Advanced Training & Technology Center (ATTC):

- The ATTC has one private office space available.
- Happy Trees Table Co. is taking 1,500 sq ft of the old PowerShades space on 1/1/23. This directly resulted from the marketing video I shot, produced, and posted on social media.
- CASA has adjusted their last day to January 15.

Programming:

- **1 Million Cups Joplin (1MC)** average of 25 attendees each week. No meetings in December.
- **Chamber Academy** continues to grow with more than 236 active members.
- **The December e-Commerce Meetup** was hosted at Easy Cuisine inside the ATTC. Great discussion with ten in attendance.
- The first **Startup 360** was conducted with the Neosho NEWCaps students following a tour of the Advanced Training & Technology Center and the Joseph Newman Innovation Center on December 9. The students received the program well, with many of them providing positive feedback on LinkedIn.

Networking Events

Special Events, Stephanie McGrew, Special Events Manager

- Morning Brew will be January 6 at Mercy Specialty Hospital in Galena
- Business After Hours will be January 24 from 4:30 – 7:30 during the Business EXPO
- The Holiday Open House on December 2nd had an attendance of about 120
- Good Morning Joplin on December 15 at Mercy Hospital Joplin and sponsored by Arvest, had an attendance of 130
- Leadership Joplin class of 2023 has been selected. There are 30 in the class
- Tomorrow's Leaders Today meets again on January 11 for the Business and Industry Session
- Business EXPO is January 24 and 25. Registration is open to membership
- Save the date for the 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
- November | Giving Tuesday Scavenger Hunt | Hours have not calculated at the time of reporting
- YTD 219 hours / Goal 300 Hours (increased 25 hours from 2021-2022)

Upcoming Volunteer Opportunities:

- 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)

The November meeting was a discussion led by One Joplin to take data gathered from the One Joplin retreat and gathering information from Healthy Joplin work group participants to set goals for 2023.

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 taking steps to move out from under the Joplin Chamber umbrella.

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

- I was honored to represent the Joplin Chamber by attending the "Love For All and All for Love" event hosted at the Unity Church building the Saturday after Thanksgiving. This was a grassroots event providing dinner and gifts to Joplin's disenfranchised and homeless LGBTQ+ teens. Many at the event expressed deep gratitude for the Joplin Chamber being present.

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 will 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 November we saw 256 new downloads. Ads are currently running on AMI Radio, KOAM, Fox 14, KSN, 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 |
|---------------|-------------|--------------------|---------------------|
| NOVEMBER 2022 | 1047 | 1891 | 1050 |

| Top Member Pages 11 - November |
|---|
| Harry M. Cornell Arts & Entertainment Complex |
| Joplin Trails Coalition, Inc |
| Southwest Missouri Bank |

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

| Home Screen Clicks 11 - November |
|------------------------------------|
| Events |
| All Restaurants |
| BBQ |

| Home Screen Clicks YTD - 2022 |
|---------------------------------|
| Events |
| All Restaurants |
| BBQ |

Website: Joplincc.com

| Users | November | YTD (April – November) |
|-----------|-------------------|------------------------|
| This Year | 86,977 (↓ 60.17%) | 1,064,611 (↓ 98.14%) |
| Last Year | 144,582 | 1,084,697 |

Disclaimer: These numbers are combined with Google Analytics and the CC-Assist (the Chambers CRM system). The events and member pages are look-alike page pages on joplincc.com. Google Analytics doesn't capture the data on traffic that goes to cca.joplincc.com; the staff runs separate reports in CCAssist to get online traffic totals for these pages. On November 28 we made updates to the Joplincc.com website analytics data to have the CCAssist operated pages (Member Directory, Calendar, and Job Postings) feed to the Chamber Google Analytics report. To have more accurate and honest reporting beginning on December 1 CCAssist is now filtering out bots.

Website: Joplinbusinessoutlook.com

| Users | November | YTD (April – November) |
|-----------|-----------------|------------------------|
| This Year | 2,256 (↑33.41%) | 20,174 (↑22.76%) |
| Last Year | 1,691 | 16,434 |

We had 64 member submissions on Joplin Business Outlooks in November. With an average of 13 posts each week.

Top Three Articles Read:

1. [Missouri Department of Economic Development Small Business Grant Guidelines](#)
2. [Jake Heisten Named Director For The MOKAN Partnership](#)
3. [Press Release Submission Form](#)

Weekly Update (Monday Memo)

| Open Rate | November | YTD (April – November) |
|-----------|-------------------|------------------------|
| This Year | 40.15% (↑ 37.87%) | 36.84% (↑ 40.07%) |
| Last Year | 29.23% | 26.89% |

| Click Rate | November | YTD (April – November) |
|------------|-----------------|------------------------|
| This Year | 4.65% (↑ 3.29%) | 4.73% (↓ 93.37%) |
| Last Year | 4.48% | 5.06% |

| Bounce Rate | November | YTD (April – November) |
|-------------|-------------------|------------------------|
| This Year | 13.53% (↑ 33.37%) | 12.42% (↑ 28.19%) |
| Last Year | 10.53% | 10.10% |

| Distribution | November | YTD (April – November) |
|--------------|----------------|------------------------|
| This Year | 2361 (↑ 3.96%) | 2341 (↑ 4.88%) |
| Last Year | 2271 | 2232 |

President's Report for December

Travis Stephens

Capacity Building

- Attended 2-day Dale Carnegie training: High Impact Presentations
- End of Year Performance and 360 Peer-to-Peer Reviews are in the process
 - as of this report, 8 of 11 have been completed
- Staff is submitting 360 reviews of CEO to Board Chair Betsy Kissel
- Hosted Chamber Board/Staff holiday social
- Spent Wednesday, 12/14, at Conway Ark Chamber learning best practices
 - 2nd of 3 visits to other chambers (Fort Smith Ark completed, Tulsa in January)
- Gave a presentation to MO Tech Corp regarding grant awarding for \$30K in operations funding
 - the programming grant was denied, while the operations grant was accepted to the interview round
- Met with BOD members Jerod Hogan and Kim Cox to discuss Chamber vacation policy reboot for 2023 - landed on a revision of how vacation time is accrued
 - current – employees receive full allotment on day 1 of the new year – no carry-over
 - proposed – employees accrue hours over time with each pay period – with 1 week carry over
- Held staff end-of-year recognition/appreciation lunch at Club 1201
- Reviewing the newly proposed Style Guide proposed by the marketing team for 2023 and beyond
- Currently auditing internal process of how a prospect becomes a member all the way through renewal after initial 12 months

Collaboration/Partnership Building

- Have submitted 3 letters of support from the Chamber for ARPA grants submitted by the city
 - Smart Traffic Signals, Dover Park trail extender, and Community Revitalization grant
- Met with City staff leadership team for monthly ED update
- Had 1-on-1 meetings with City Council members, Mark Farnham & Josh Detar
- Had a bi-weekly touch-base meeting with City Manager Nick Edwards
- Attended quarterly meet up with regional Chamber CEOs
 - Participants: Carl Junction, Neosho, Carthage, McD County (absent: Webb City, Lamar)
- Met w Alex Gandy, Dir of Career Services at MSSU
 - discussed connecting students with internship opportunities in the community

Community Engagements

- Participated in Downtown Joplin Alliance Board Retreat
 - also joined the organization as a board member beginning in December
- Hosted JACC Holiday Open House for membership
- Gave 1st community civic group presentation to Kiwanis club
- Attended the YPN Holiday event

- Interviewed by KODE/KSN tv to discuss econ impact of truck stops along I-44
- Get to know you meeting with Joe Craigmile w Mercy
 - discussed strategies around physician recruitment
- Attended and spoke at Good Morning Joplin hosted at Mercy Hospital

Economic Development

- Attended MOKAN Board Retreat (1/2 day at MSSU) to discuss 2023 objectives and goals
- Met with the local rail company regarding the potential for transload operation in Joplin
- MOKAN Director Jake Heisten and I met with former Chamber President Rob O'Brian to discuss historical origins and past objectives of MOKAN



January 5, 2023

Proposal No. 202304

Bryan Vowels
Joplin Regional Alliance for Healthcare and Health Science
c/o Vowels Stovern Wealth, LLC
1821 E 4th Street
Joplin, MO 64801

Dear Bryan:

TEconomy Partners, LLC (TEconomy) is pleased to submit the enclosed proposal to assist in the development of a strategic roadmap to advance economic development in Joplin focused on healthcare, health sciences, and associated educational assets.

TEconomy proposes to conduct the services outlined in Proposal 202304 for a fixed price of \$166,160 inclusive of all TEconomy expenses. We anticipate being able to complete this project within six (6) months of commencement. We propose to commence work on April 1, 2023 or thereafter.

TEconomy proposes to perform this project in accordance with the provisions of the enclosed *Technical Services Agreement*. To authorize this effort, please have an authorized representative sign and return the enclosed agreement to Deborah Cummings either electronically at cummingsd@teconomypartners.com or via hard copy to the address below.

Please direct questions of a business or contractual nature to Deborah Cummings at (614) 395-3725 or at cummingsd@teconomypartners.com. Technical questions should be directed to myself at (412) 523-6895 or at triggs@teconomypartners.com.

We look forward to the opportunity to work with you and the steering committee on this exciting and important effort.

Sincerely,

A handwritten signature in blue ink, appearing to read "Simon Tripp", with a stylized flourish at the end.

Simon Tripp
Principal and Senior Director

Enclosures

Innovating Tomorrow's Economic Landscape

TEconomy Partners, LLC | 1355 Oakview Drive, Columbus, Ohio 43235 | 1.800.TEC.1296 | www.teconomypartners.com

Proposal No. 202304

**Developing a Strategic
Roadmap for Economic
Development in Joplin
Focused on Healthcare,
Health Sciences, and
Associated Educational
Assets**

To:

**Joplin Regional Alliance for
Healthcare and Health
Science**

January 5, 2023



Introduction

Every city, region, and state in the nation must pay attention to economic development. Domestic and global economies are highly competitive, and cities and regions must be strategic in ensuring they organize to best leverage their assets and address their challenges to sustain and advance their competitive position. Every city's economy is unique, comprising a complex ecosystem of established and emerging businesses, R&D performers, non-profit institutions, educational providers, governmental organizations, and varied community infrastructure. The level of innovation activity, access to capital, availability of sites for business development, access to skilled workers, population growth trends, connectivity to transportation assets, overall quality of life, and many other factors vary substantially from place to place and impact competitiveness. Developing a clear understanding of regional assets, and formulating a plan to leverage those assets, and offset any evident gaps, is a critical starting point for helping to ensure cities have resiliency and opportunities to thrive.

Joplin, located in southwest Missouri, has multiple assets to deploy to advance its economic future. Located at the intersection of I-44 and I-49, it is an important logistics and distribution location, and, for its size, the city has a relatively diverse industry base, with several advanced manufacturing operations and associated R&D operations. **Among Joplin's distinctive assets are two sizeable institutional clusters in healthcare and in higher education.** On the healthcare side of the equation, Joplin is home to two major hospitals – Freeman Hospital West (part of the Freeman Health System) and Mercy Hospital Joplin (part of Mercy Health System). The city is also home to Landmark Hospital of Joplin, a small specialty critical care hospital. At the intersection of healthcare and higher education, Joplin has become a location for medical education with Kansas City University-Joplin opening a medical school, part of the KCU College of Osteopathic Medicine, and a new KCU College of Dental Medicine. The relationship between KCU and Joplin's major hospitals is robust with the development of the Joplin campus (named the Farber-McIntire campus) supported by multiple community partners, including Mercy Hospital, Freeman Health System, the City of Joplin, and community philanthropic donations.

Joplin's status as a hub for higher education is also anchored by Missouri Southern State University (MSSU), a public university founded in the community in 1937. Providing, predominantly, undergraduate degrees across diverse STEM disciplines, the humanities, business studies, social sciences, and the arts, MSSU brings over 4,300 students to Joplin. MSSU is part of the intersection between “eds and meds” in Joplin with its College of Health, Life Sciences & Education providing education and training in nursing, allied health disciplines, kinesiology, and in biological sciences. Joplin is also the home to community college programs operated by Crowder College (at the Advanced Training and Technology Center), where programs are applied to pragmatic manufacturing, computing skills, and other workforce-facing needs.

Healthcare is among the largest and fastest growing sectors of the U.S. economy¹, and for Joplin, the proximity of the city to multiple states means that the healthcare sector is a partly “traded” sector – meaning it brings in business from outside of the community, expanding the local economy with “imported” dollars. Higher education, likewise, is a traded sector, serving many students who come to

¹ <https://www.bls.gov/opub/ted/2020/5-out-of-20-fastest-growing-industries-from-2019-to-2029-are-in-healthcare-and-social-assistance.htm>

Joplin from outside of the immediate community. As a destination for institutions of higher learning (“eds”) and medical facilities (“meds”), the intersection of eds and meds is intriguing as a potential driver for further economic growth in Joplin and the surrounding region. Recognizing the opportunity, representatives of multiple major stakeholder organizations have come together to form the Joplin Regional Alliance for Healthcare and Health Science. This leadership group is seeking to have a strategic plan developed that will guide the long term growth of Joplin’s healthcare and health science cluster and maximize economic development opportunities at the intersection of eds and meds. The Alliance approached TEconomy Partners, LLC (TEconomy) to discuss potential professional services in developing a strategic roadmap.

The Alliance requires a project that will take stock of the Joplin region’s position and performance in healthcare and higher education and examine corresponding growth opportunities. This will inform the development of a 10+ year growth strategy for healthcare, health sciences, and associated higher education as regional economic engines. The strategic plan will be important in guiding the coordination of resources across the healthcare, higher education, and overarching economic development ecosystem in Joplin to help ensure that the city and surrounding region leverages and reinforces its strengths, addresses

ecosystem gaps or weaknesses, offsets threats, and best advances its opportunities. The proposed process, outlined herein, is designed to achieve these goals, and answer several key questions:

- How is Joplin’s healthcare sector and related ecosystem performing—what are the strengths upon which to build and what are the weaknesses and/or gaps that need to be addressed?
- What are the opportunities for leveraging the significant intersection between higher education institutional assets and competencies and the growth needs and opportunities in the healthcare cluster?
- Considering healthcare system and higher education institution strengths and specializations, what specific areas of healthcare (both broad and niche) and health science education stand out for Joplin as signature areas upon which to build?

Changing Healthcare and Health Science Futures

There is no doubt that healthcare and life science innovations are rapidly advancing and pushing forward the frontiers of human health.

Advancements in genetics and genomics, for example, combined with rapid development of advanced analytics, including AI, are enabling disruptive new health science opportunities to develop in areas such as personalized medicine, regenerative medicine, connected IoT-enabled health monitoring, public health informatics, and multiple other opportunity spaces. COVID-19 has been a force for accelerating certain changes such as growth in telemedicine, remote management of clinical trials, and an increasing emphasis on public health. At the same time, concerns over public access to care, the rising cost of care and other market and public policy factors may result in changes to overall operating conditions in key health markets. These, and other forces of change, have the potential to reshape health science futures – potentially changing the dynamics of major industry sectors in healthcare products, the delivery of healthcare services, and health insurance markets. The accelerating pace of scientific and technological advancements, in combination with evolving market forces, make it imperative for Joplin and its stakeholders, to have a long-term strategic roadmap developed that will enable the city and region to anticipate and adapt to changes and leverage them for economic advantage.

- How do the Joplin healthcare and health science ecosystem strengths and competencies align with anticipated healthcare trends and emerging market developments?
- What disruptive technologies and emerging trends will likely impact (positively or negatively) Joplin's healthcare and associated higher education cluster, and how can Joplin adapt to, or leverage, these forces of change to its advantage?
- With healthcare being both high tech and high touch, what are the workforce needs of the cluster moving forward and how can Joplin's higher education community best be structured to meet local needs and leverage opportunities further afield?
- What are the strategic priorities and corresponding strategies and actions needed to advance Joplin's healthcare and health science economy over the next decade and beyond?

The following scope of work leverages proven quantitative and qualitative research approaches deployed by TEconomy in health, life science, and higher education cluster-based economic development planning projects across the nation. It is designed to specifically answer the above research questions and will result in the development of an actionable long-term strategic plan to guide the actions of the Alliance and its key stakeholders.

Scope of Work

TEconomy proposes to conduct a detailed assessment of Joplin's established and emerging opportunities in healthcare, health sciences, and associated higher education, to develop an actionable long-term strategic plan.

A detailed description of proposed tasks, along with the deliverables and time frame, is provided below.

Task 1: Project Initial Meetings

Senior TEconomy personnel assigned to the project will meet with Alliance leadership to initiate the project, discuss the program of work, and gather relevant recent reports, studies, key contacts, and other information useful to the project.

During this visit to Joplin, the Alliance will schedule a tour of Joplin together with familiarity-building site visits to Freeman, Mercy, MSSU, KCU, and other key asset locations.

Following the initial discussion, TEconomy will incorporate any agreed-upon amendments to the project scope and will produce a brief memo summarizing lessons learned from the familiarity tours.

Timeframe: Project week 1 or 2 for initial meeting with the Alliance and familiarity site visits.

Deliverable: Finalized scope of work and summary of key findings from familiarity tours.

Role of a Project Advisory Committee

- Guide the focus of the project to ensure we reach its objectives
- Provide input and reactions into quantitative industry, ecosystem analyses
- Help identify key industry, academic leaders, other stakeholders to interview and attend focus groups
- Offer input/guidance on strategic priorities and specific strategies, actions for Strategic Plan
- Become key champions for the project and Strategic Plan.

Task 2: Quantitative Assessment of Joplin's Competitive Position and Core Competencies in Healthcare, Health Sciences, and Associated Higher Education

TEconomy will analyze available data sources to profile of key ecosystem assets in Joplin. It is anticipated that the review will rely upon existing public and private data resources accessible by TEconomy, supplemented by institutional data to be provided by the key participating institutions². Where available, information will be requested in a time series to evaluate trends. Data/information will be sought in the areas detailed on Table 1. This listing is preliminary and subject to change based on discussions with the Alliance during Task 1.

Table 1: Areas of Information and Data to Pursue in Performance of the Project

| Healthcare | Higher Education | Other Assets |
|---|---|---|
| <ul style="list-style-type: none"> • Patient demand/admission trends (inpatient, ambulatory, primary care) • Zip codes of patient population • Overall case mix • Current payer mix • System employed physicians by specialty • Physicians with admitting privileges by specialty • Physician owned facilities (ambulatory surgery centers, diagnostic centers, etc.) • Physician recruitment trends • Nursing recruitment trends • Allied health recruitment trends • Current workforce by key occupation category • Critical workforce gaps • Community health assessment data • Community-based care models • Relevant public health strategies and investments • Major capital projects, recent and planned • Emerging medical technology investments, recent and planned • New or emerging clinical service areas (e.g., genomic medicine, gene therapy, etc.) • Clinical trials activities and trends* • Intellectual property generation • Value based models/Accountable Care Organizations • IT strategy • Engagement in academic/teaching programs • List of major Joplin region vendors to the hospital systems • Rating of hospitals/health providers by established third-party rating systems. | <ul style="list-style-type: none"> • Admissions and completions trends, overall and by department • Enrollment by majors and associated trends (expanding/contracting) • Graduate program enrollments and trends • New degree programs in development • Major capital projects, recent and planned • Regional job placement of graduates, including placements in healthcare related positions • Publications by faculty in life sciences, healthcare, and associated fields* • Intellectual property generation* • Number of faculty by field/discipline • Adjunct faculty from the healthcare and health sciences sectors • Enrollment trends in cross-cutting fields that serve both healthcare employers and other employer categories (e.g., business studies, statistics and data sciences, computational sciences, etc.). | <ul style="list-style-type: none"> • Regional demographics and population trends* • Current city/regional economic development strategies • State economic development programs and incentives* • State workforce development programs* • Industry/employment trends and specializations across the regional economy* • Recent significant inward investment projects • Entrepreneurial ecosystem and supporting programs. |

² TEconomy understands that certain data may be deemed confidential and business sensitive by participating organizations. As such, due care will be taken to assure confidentiality.

Some of the above categories will constitute data requests, while others may be addressed through interview-based discussion with the respective institutions. Areas marked with an * can be assessed through TEconomy's existing subscriptions to proprietary data sources or via publicly available data.

Combined with a series of interviews with key stakeholder organizations (Task 3), the data and information resources profiled will assist in developing a robust situational assessment for the regional healthcare, health sciences, higher education, and associated economic development ecosystem.

Timeframe: Months 1 through 3

Deliverable: See Task 3

Task 3: Qualitative Assessment - Outreach to Key Stakeholders in Healthcare, Health Sciences, Higher Education, Economic Development, and Associated Sectors

TEconomy will undertake focused discussions with hospital and health system leadership and higher education leadership to further understand the current situation, emerging trends, needs, gaps, and opportunities pertaining to healthcare and health science growth. Depending on findings from Task 2, interviews may be focused on specific areas of opportunity or challenges, requiring conversations with personnel specifically engaged in these areas. TEconomy will conduct interviews as necessary to gain an in-depth understanding of institutional core competencies, capabilities, and capacities.

TEconomy will develop a structured interview guide that is anticipated to focus on the following key areas:

- Clinical specializations and comparative strengths
- Quality and patient outcomes by area
- Community health assessment data and insights
- Services experiencing increasing or decreasing demand, or anticipated to do so
- Current payer mix
- Health system financing
- Access to talent for clinical and administrative positions – including discussion of workforce and talent dynamics, including examining occupational needs and the availability of education and training programs to address these needs
- Continuing education demand and supply
- Current and planned health technology investments - including health connectivity and data exchange
- Engagement in healthcare and health sciences research
- Engagement and communications between higher education and healthcare sectors
- Competitive positioning of Joplin hospitals and providers
- Current strategies for growth and development
- Components of the broader economic development ecosystem and their ability to address needs and opportunities in the healthcare and health sciences sectors, and

- Input on potential opportunity areas for advancement, and specific action priorities for the strategy to address.

Interviews will be conducted primarily by phone or video conference. In total, it is anticipated that 30-40 people will be participants in discussions with TEconomy over the course of Task 3.

The project team will conduct a systematic review of the intelligence gathered in Tasks 2 and 3. Based on these collective inputs, a situational assessment will be conducted to identify key strengths to leverage, opportunities to pursue, and weaknesses that must be addressed across the healthcare, health science, and associated education and workforce development ecosystem through strategic interventions.

Timeframe: Months 2 and 3

Deliverable: Briefing presentation to the Alliance on situational assessment findings and associated strategic implications.

Task 4: Consideration of Long-Term Trends, Disruptive Technologies, and Other Emerging Factors Likely to Impact Healthcare and Health Sciences Development

Because the Alliance is seeking development of a strategy and action plan focused on a 10+ year time horizon, there is a distinct need to inform strategy development with consideration of emerging trends, clinical frontiers, disruptive healthcare technologies, and market changes (including potential changes in the U.S. healthcare system) that may impact development trajectories.

TEconomy has previously worked with multiple clients in examining the forces of disruptive change and disruptive technologies. Information from previous work will be informative but will need to be supplemented with consideration of forces of change likely to impact areas of comparative strength or opportunities identified for Joplin under Task 3.

Time Frame: Months 3 and 4

Deliverable: Qualitative assessment and discussion of forces of change likely to impact Joplin's healthcare and health sciences economy over the long-term.

Task 5: Identification of Strategic Recommendations and Actions to Grow Joplin's Healthcare and Health Science Economy and Associated Sectors

Tasks 2-4 will provide a set of qualitative and quantitative inputs that will provide the basis for developing a set of strategic recommendations and action steps designed to position Joplin to further grow its healthcare, health sciences, and associated higher education economic base. The plan will build on the current and emerging strengths identified and address the gaps and barriers that will need to be overcome to enhance Joplin's healthcare and health sciences and associated economic development. TEconomy will also focus on identifying ways in which health systems, providers, academe, government, and other key stakeholders can collaborate to advance healthcare sector development in Joplin.

Designed to be an actionable strategic roadmap for the Alliance, the plan will:

1. Develop a series of strategies, based on the opportunities and gaps identified, that can be further pursued to develop healthcare, health science, and associated higher education growth.

2. For each strategy identified, propose specific actions that can be taken to effect positive change. For every action proposed, the plan will include:

- a. The rationale behind how the specific action will address an opportunity or a unique problem/need identified.
- b. Activities that will need to be undertaken to solve the unique problem/need, or advance identified opportunities, and thereby affect positive change.
- c. The role and responsibilities of the various entities involved will be identified.
- d. An estimate of the general scale of resources that will be required to accomplish the action.
- e. A recommended time frame for each action detailing when certain activities should be undertaken within the context of the overall plan.
- f. Success measures will be proposed, outlining the metrics to use to understand whether the action is being achieved. For some actions, this might include key progress milestones.

Note: Typically, a long-term strategic roadmap project will coalesce around a compact number of major strategies (for example “enhance quality to increase patient attraction and retention,” “align workforce supply to projected demand by occupation,” “invest in shared public health informatics platforms,” etc.). Numerous specific actions are then recommended and detailed under each strategy, providing a readily implemented roadmap focused on achieving stated goals.

TEconomy will prepare a report of project findings and recommended strategies and actions, together with a concise executive summary that can be used as a handout with key stakeholders as a stand-alone document. The report will outline a series of specific strategy and action recommendations that will give the Alliance a strategic roadmap for advancing further development of healthcare, health science, higher education, and associated emerging economic development opportunity areas. TEconomy will also produce a PowerPoint presentation summarizing the report’s findings and recommendations and be available to present to the Alliance.

Timeframe: Months 5 and 6

Deliverable: Final strategic report and presentation.

Project Price and Timing

TEconomy proposes to conduct the services outlined, herein, for a fixed price of \$166,160 inclusive of all labor, data, and travel-related costs. TEconomy anticipates being able to complete this project within six (6) months of commencement. We propose to commence work on April 1, 2023 or thereafter.

Overview of TEconomy Partners, LLC

About TEconomy Partners, LLC

TEconomy is well-positioned to assist the Alliance in this strategic planning effort. As one of the nation's leading science- and technology-based economic development consulting organizations, TEconomy is recognized as a national leader in advancing strategies across basic and translational research enhancement, technology development, new venture development, talent development, business development, and for measuring the economic impacts of health system and health science clusters and investments. Multiple state and regional life science strategic assessments, impact analyses, and roadmaps have been completed by the principals of TEconomy for a diverse set of states and regions, including, but not limited to, Arizona, Colorado, Georgia, Indiana, Iowa, Maryland, Massachusetts, Minnesota, North Carolina, Tennessee, Utah, Virginia, and Washington. TEconomy's work is frequently engaged at a sub-state level, assisting regions and communities in advancing their economic development. Recent client locations have included: Pittsburgh (PA), St. Louis (MO), Winston-Salem (NC), Dublin (OH), San Antonio (TX), Indianapolis (IN), Houston (TX), Oklahoma City (OK), and Providence (RI).

TEconomy continues the national thought-leadership on life sciences development established while a practice within the Battelle Memorial Institute, shaping an understanding of best practices and emerging issues. Since transitioning out from Battelle in 2015, TEconomy continues to work closely on major national and international reports tracking healthcare and life science industry development with BIO, PhRMA, the Coalition of State Bioscience Institutes, Research!America, and the American Society for Human Genetics. Dating back to 2004, there has been a strong partnership with the national Biotechnology Innovation Organization (BIO) to assess the "state of the states" in life sciences in each of the 50 states on a biennial basis, with the most recent report just released in late 2022. TEconomy is also a specialized provider of services to multiple healthcare and biomedical institutions, including work for the Mayo Clinic, Texas Biomedical Research Institute, Associated Medical Schools of New York, the University of Arkansas for Medical Sciences, Wake Forest Baptist Health, University of Pittsburgh Medical Center, and many others.

Beyond economic and technological analytics for life science and healthcare industry clusters, the principals of TEconomy are also actively engaged with projects focused on: the advancement of health science policies and programs across the nation as well as internationally; STEM education initiatives of U.S. biopharmaceutical companies and states, and in monitoring the footprint and economic impact of clinical trials activities and identifying strategic competitive issues facing the U.S. in biopharmaceutical development and medical innovation.

Examples of several recent TEconomy project examples relevant to the health and life sciences are shown in Figure 1.

Figure 1: Examples of Some Recent Life Sciences/Biomedical Studies Performed by TEconomy



Project Team Members

Primary personnel to be assigned to this project include:

Simon Tripp, Principal and Senior Director at TEconomy, is responsible for project team leadership in technology-based economic development, regional economic strategies, and impact assessment. Mr. Tripp has led major technology-based economic development projects in states and regions throughout the U.S. and internationally. Prior to joining Battelle and then TEconomy, Mr. Tripp served as Senior Partner of Impact Economics, LP a consultancy providing specialized economic impact and strategic planning services for government, higher education institutions and bioscience organizations. Simon founded Impact Economics in 2000, following on from his position as co-founder, President and CEO of the Pittsburgh-based research and planning company Tripp Umbach & Associates, Inc. (which he co-led

from 1991 through 2000). A native of the United Kingdom, Mr. Tripp has also held positions as Director of U.S. Operations for the British Government's West Midlands Development Agency and as Vice President of North American Business Development for the Welsh Development Agency. He received his M.A. in Geography (Regional Economics) at West Virginia University where he worked at the Regional Research Institute, and his B.A. from the University of Portsmouth in the United Kingdom.

William Higbie is a Senior Advisor to TEconomy, specializing in healthcare and life sciences fields. Mr. Higbie is a healthcare consulting leader with over 20 years' experience in strategic planning, operations improvement, and systems implementation consulting to major provider organizations in the U.S. and internationally. Key areas of expertise include: health systems strategy; program and change management; clinical services redesign/transformation; IT strategy and implementation; clinical and operational analytics, and care model design. From 2011-2016 Mr. Higbie was Managing Director and New York City Provider Practice Lead for Accenture. Prior to his New York leadership position, Mr. Higbie was Accenture's Asia Pacific Healthcare Practice Lead. He holds a Bachelor of Arts, Honors in Economics from Colgate University.

Martin Grueber, Principal and Research Director at TEconomy. He previously was a Research Leader at Battelle's Technology Partnership Practice as well as co-author of the annual Battelle/R&D Magazine Global R&D Forecast. He has 30 years' experience in science and technology-based economic development, and leads TEconomy's data, analytics, and economic impact modeling programs (including TEconomy's recent work with Cortex Innovation Community and 16-Tech). Prior to joining TEconomy and Battelle, Mr. Grueber served as Deputy Director of the Rhode Island Economic Policy Council where he managed the Slater Technology Development Fund. He also worked as a Manager with the Michigan Manufacturing Technology Center, one of the largest NIST/MEP programs, and was a project manager and principal analyst for industry and regional contract research activities of the Industrial Technology Institute. Mr. Grueber has an M.A. in Geography from Michigan State University and a B.S. in Social Science from Michigan State University.

Jonathan Dworin is a Project Manager at TEconomy and will serve in this capacity on this effort. Mr. Dworin has dedicated his career to improving economic development outcomes. With a focus on strategic planning, industry cluster development, stakeholder engagement, placemaking, and innovation and entrepreneurship programming, he brings a variety of perspectives to his work with TEconomy. Prior to joining the firm, Mr. Dworin worked with SSTI, where he conducted research on best practices in innovation-driven economic development and supported efforts at universities, federal labs, and public-private partnerships. Previously, Mr. Dworin worked in academia in partnership with McKinsey & Co. on various elements of the Minneapolis-St. Paul economic development strategic plan. He earned a Master's in Public Policy from the University of Minnesota and a Bachelor's in Social Relations and Policy from the Michigan State University.

Dylan Yetter is a Senior Research Analyst at TEconomy, specializing in research, data collection, and quantitative and qualitative analysis. Mr. Yetter performs labor market data analysis, conducts surveys, phone interviews, market research, and assists in developing SWOT (strengths, weaknesses, opportunities, and threats) analysis for a wide variety of TEconomy clients. Mr. Yetter received his M.A. in Sociology and Demography from Penn State University and a B.A. in Political Science and Sociology from the State University of New York at Fredonia.

Technical Services Agreement

Agreement Number 202304

TEconomy Partners, LLC (TEconomy) agrees to provide Joplin Regional Alliance for Healthcare and Health Science (CLIENT) technical/research services substantially in accordance with TEconomy's Proposal No. 202304 (the Project), incorporated herein by reference, under the following terms and conditions.

1. ACCEPTANCE AND COMMENCEMENT

TEconomy's Proposal may be accepted within ninety (90) days from the date of TEconomy's signature below. TEconomy will begin work on April 1, 2023 or upon receipt of this Agreement executed by CLIENT, whichever is later. The Project period is estimated as six (6) months from commencement.

2. PAYMENT

CLIENT agrees to pay TEconomy the fixed price of One Hundred Sixty-Six Thousand One Hundred Sixty Dollars and No Cents (\$166,160.00), without set-off, payable within thirty (30) days of the date of invoices issued as follows:

- Fifty-Five Thousand Dollars and No Cents (\$55,000.00) invoiced upon project inception.
- Fifty-Five Thousand Dollars and No Cents (\$55,000.00) invoiced end of Project Month 3.
- Fifty-Six Thousand One Hundred Sixty Dollars and No Cents (\$56,160.00) invoiced upon project completion.

Invoices not paid within thirty (30) days of the date of invoice shall accrue interest at the rate of two (2) percent per month (or the highest rate permissible under applicable law). It is the understanding of both parties that if payment is not received within thirty (30) days of receipt of invoice, TEconomy has the right to suspend services until payment is received.

3. NATURE OF SERVICES

Independent Contractor. CLIENT agrees that TEconomy is an independent contractor and specifically acknowledges that TEconomy is a service provider, not a manufacturer, distributor or supplier. Each party acknowledges that it is acting as an independent contractor as to the other party pursuant to this Agreement. This Agreement shall not be deemed or interpreted to make a party a partner, agent, joint venturer, employee, or legal representative of another party to this Agreement under any circumstances. As independent contractors, each party shall maintain insurance coverage's, including workers' compensation and general liability coverage's, as may be required or appropriate to insure against liability or comply with applicable laws. Each party shall also be responsible for paying for all

required taxes, wages, benefits, and fees in connection with the performance of services pursuant to this Agreement.

Performance of Services. TEConomy represents that its execution and performance of services pursuant to this Agreement: (a) will not infringe upon the intellectual property rights of any third party; (b) will not conflict with or violate any commitment, agreement, or understanding that TEConomy has or will have with any other person or entity to the extent any such conflict or violation would materially adversely impact TEConomy's ability to perform pursuant to this Agreement; and (c) will comply with all laws, regulations, and other requirements applicable to this Agreement.

Interest of Contractor. TEConomy certifies and agrees that it presently has no interest and shall not knowingly acquire any interest which would be reasonably likely to affect its judgment or adversely impact the conduct in performing its services hereunder. TEConomy further certifies and agrees that in the performance of this contract, it shall not knowingly employ any person having such interest.

Intellectual Property. Except as provided below, all rights in copyrightable works delivered to CLIENT by TEConomy on the Project shall belong to CLIENT. With respect to copyrightable works, including tables, protocols, data and other works of expression developed by TEConomy independently of this Agreement but incorporated in materials delivered to CLIENT, TEConomy shall remain the owner of these works. TEConomy hereby grants to CLIENT a non-exclusive, perpetual license to use, reproduce, modify and distribute such independent works, but only as integrated with materials delivered to CLIENT by TEConomy and not as a standalone product.

4. CONFIDENTIALITY

TEConomy agrees not to disclose the specific results of the Project as embodied in reports and correspondence transmitted to CLIENT, and not available to the public generally, without CLIENT's written consent, except as required by law.

TEConomy acknowledges that it shall have access to confidential or proprietary information ("Confidential Information") in connection with the performance of Consulting Services pursuant to this Agreement. Confidential Information includes, but is not limited to: (a) information or materials related to CLIENT operations, objectives and plans which is marked, otherwise identified or should reasonably be expected to be maintained as Confidential Information; (b) information that is legally entitled to protection as trade secret, privileged or proprietary information; (c) information that CLIENT is required to keep confidential pursuant to applicable laws, regulations or requirements; (d) information disclosed to CLIENT by third parties on a confidential basis, provided TEConomy is advised of that fact in writing; and (e) information which TEConomy independently develops without the use or aid of the Confidential Information. TEConomy agrees to use such Confidential Information only as is reasonably necessary to

perform services pursuant to this Agreement and not for its own benefit or the benefit of third parties. TEConomy shall not disclose such Information to third parties without CLIENT prior written consent. TEConomy shall promptly return all Confidential Information and any copies, excerpts or documents containing Confidential Information to CLIENT upon request or the termination of this Agreement. This section shall survive the termination of this Agreement. TEConomy may disclose Confidential Information to the extent required by applicable federal, state or local law, regulation, court order, or other legal process, provided that (i) it has given CLIENT prior written notice of such required disclosure and (ii), to the extent reasonably possible, has given CLIENT an opportunity to contest such required disclosure at CLIENT'S expense.

The term "Confidential Information" does not include information that is: generally available to the public other than as a result of a breach of this Agreement; or available from a third party on a non-confidential basis, unless that party is known to be subject to a confidentiality agreement preventing the disclosure of such information; or disclosed to third parties with CLIENT'S prior written consent. TEConomy shall not request or require that CLIENT disclose any Protected Health Information (as defined in 45 CFR 164.501) in connection with TEConomy's performance under this Agreement. If TEConomy inadvertently receives any such Protected Health Information, TEConomy shall report that disclosure and shall not further use nor disclose such Protected Health Information.

CLIENT acknowledges that nothing contained in this Agreement shall be construed as granting CLIENT any ownership or interest in, or license to, any intellectual property, trade secrets and other proprietary rights relating to or associated with the methodologies, procedures, processes, analytics, templates and techniques utilized by TEConomy in the performance of its services and operation of its business and all such items and any enhancements or improvements thereto shall remain the exclusive property of TEConomy.

5. STANDARD OF SERVICE

TEConomy warrants that it will provide its services hereunder on a commercially reasonable basis consistent with the accepted standards in the industry and the details and specifications expressly set forth in its Proposal No. 202304 (the "Warranty"). OTHER THAN THE WARRANTY, TECONOMY MAKES NO WARRANTY WITH RESPECT TO THE DELIVERABLES, AND CLIENT HEREBY DISCLAIMS ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING, WITHOUT LIMITATION, THE WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

6. LIMITATION OF LIABILITY

CLIENT acknowledges and agrees that TEConomy cannot guarantee, and is not guaranteeing, any level of economic growth, revenue, receipts, business retention, development or other success. Thus, TEConomy cannot be held liable for any use, or results of any use, by the CLIENT of the information or reports generated by the services outlined herein. TEConomy is supplying analysis, economic information, and other work products that may in-full or in-part rely on data and information provided by third parties outside of TEConomy's control (such as, but not limited to, government or other publicly available statistics, CLIENT provided data, data from market research vendors or other data providers, information or opinions gathered in interviews, data contained in impact modeling systems such as IMPLAN, etc.). By signing this Agreement, CLIENT hereby covenants and agrees to indemnify and hold TEConomy harmless against and from any and all losses, damages, expenses, obligations, claims and costs, arising out of the use of the research, data, findings, information or reports provided by TEConomy under this Agreement. In the event that it is determined that the Warranty has been breached, the liability of TECONOMY and the remedies available to CLIENT will be limited to re-performing or revising the applicable portion of the deliverable or the return or credit of the portion of the fee applicable to the non-conforming aspect or portion of the project, as determined by TEConomy in its sole discretion. SUBJECT TO THE FOREGOING LIMITATIONS, TECONOMY'S LIABILITY FOR ANY OTHER CLAIM RELATING TO THIS AGREEMENT OR THE SERVICES PROVIDED BY IT TO CLIENT, WHETHER BASED ON BREACH OF CONTRACT, NEGLIGENCE, TOR OR OTHERWISE, SHALL NOT EXCEED THE FEE PAYABLE HEREUNDER. IN ADDITION, TECONOMY SHALL NOT BE LIABLE FOR ANY SPECIAL, INCIDENTAL, PUNITIVE, INDIRECT OR CONSEQUENTIAL DAMAGES WHATSOEVER, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

7. NO ENDORSEMENT/LITIGATION

TEConomy does not undertake Projects for the purposes of litigation or to assign fault or blame and does not provide expert witness services. Therefore, CLIENT agrees not to use any Project results in any dispute, litigation, or other legal action.

8. EARLY TERMINATION

Either party shall have the right to terminate this Agreement upon thirty (30) days written notice for any good-faith basis. In the event of early termination, TEConomy agrees to provide CLIENT with all reports, materials, or other deliverable items available as of the date of the termination, provided that CLIENT is not in default of its obligations under this Agreement, including its obligation to pay all fees in full. In any event, CLIENT agrees to pay all charges incurred or committed by TEConomy, including costs of termination, within thirty (30) days of receipt of a final invoice.

9. CONTRACT PROVISIONS

- a) This Agreement constitutes the entire agreement between the parties relating to its subject matter. This Agreement may only be amended in writing and must be, signed by both parties. No terms and conditions other than the terms and conditions contained herein shall be binding upon TEconomy unless accepted by it in a writing signed by it. All terms and conditions contained in any other oral or written communication which are different from or in addition to the terms and conditions herein (including those contained in any CLIENT invoice or purchase order) are hereby rejected and this document is the complete and exclusive statement of the terms.
- b) Each party represents that it is a duly organized corporation, in good standing pursuant to applicable laws and regulations governing its existence. The individual who has executed this Agreement is duly empowered and authorized to enter into it as a binding obligation of that party.
- c) This Agreement shall be construed in accordance with the laws and enforced within the jurisdiction of the State of Ohio and the United States of America.
- d) This Agreement shall be construed without regard to the party that drafted it. Any ambiguity shall not be interpreted against either party but shall, instead, be resolved in accordance with other applicable rules concerning the interpretation of contracts.
- e) TEconomy may not assign or delegate this Agreement to a third party without CLIENT'S express written consent. Notwithstanding the foregoing, TEconomy shall be permitted to use subcontractors and other independent contractor consultants from time to time in performing hereunder to the extent set forth in Proposal No. 202304.
- f) Neither party shall be in default of its obligations hereunder to the extent that its performance is delayed or prevented by causes beyond its reasonable control, including but not limited to acts of God, civil disorders, acts of any civil or military authority, judicial action, terrorist acts, natural disasters, shortage of raw materials and strikes and other labor problems or shortages.

AUTHORIZATION:

By signing below, CLIENT agrees to the terms and conditions specified herein and is retaining TEconomy to perform the services specified in the proposal.

Please retain one copy for your records while returning one to the address listed below:

Deborah Cummings
TEconomy Partners LLC
1355 Oakview Drive
Columbus, OH 43235
Telephone: 1 (614) 395-3725
cummingsd@teconomypartners.com

| | |
|---|----------------------------------|
| Joplin Regional Alliance for Healthcare and Health Science | TEconomy Partners, LLC |
| By: _____ | By: <u>Deborah E. Cummings</u> |
| Name: _____ | Name: <u>Deborah E. Cummings</u> |
| Title: _____ | Title: <u>President</u> |
| Date: _____ | Date: <u>January 5, 2023</u> |