



AREA CHAMBER OF COMMERCE

**Board of Directors Meeting – In-person and Zoom Meeting  
Monday, February 27, 2023**

**Zoom Link:** <http://bit.ly/3ZiV7E6>

*The Joplin Area Chamber of Commerce's Mission is to improve the economic prosperity and quality of life in the Joplin region and be the principal advocate for and provider of services to its business community.*

*Our Vision: We are the value-centered destination community that progressively nurtures its business, education, and overall vitality while enriching the lives of families and all who live, work, and play here.*

**AGENDA**

- I. Call To Order: Welcome Betsy Kissel
- II. Approve January Minutes Betsy Kissel
- III. Financial Report: January Financials Travis Stephens
  - Approval of Financials
- IV. New Business
  - Strategic Plan / Retreat Discussion Stephens/Sprenkle
    - Plan Champion and Goals Champions and Teams
    - Discuss/approve the plan and mission statement
  - Nomination Committee Update Kissel/Stephens
    - Appointment to replace Haley's unexpired term to 2025
    - Chamber Slate of six nominees for term 2023 to 2026
    - Chair-Elect and Treasurer selection
    - Foundation nominees for term 2023 to 2026
  - Discuss Board meeting frequency Kissel/Stephens
- V. Staff Reports:
  - Operations – Tonya Sprenkle
  - Membership – Reggie Powers
  - Entrepreneurship – Doug Hunt
  - Events – Stephanie McGrew
  - Marketing – Erin Slifka
  - President's Report – Travis Stephens
- VI. Ex-officio Reports Ex-officio Members
  - City of Joplin: City Manager Nick Edwards/Mayor Doug Lawson
  - County Commissioners: John Bartosh/Daniel Swem
  - Education:
    - Joplin Public School District – Dr. Kerry Sachetta
    - Crowder College – Melissa Smith
    - KCU-Joplin – Dr. Ken Heiles
    - MSSU – Dr. Brad Hodson
    - OCC – Jim Dalrymple
  - YPN – Alex Gandy
  - Board Member Updates (*optional*) Board Members
- VII. Adjourn to Executive Session
- VIII. Adjourn Board Meeting

**Next Meeting: Monday, March 27, 2023, Chamber Office, Liberty Room; meeting begins at 12:00 pm**

Joplin Area Chamber of Commerce  
Board of Directors Meeting and  
Zoom Conference Call  
January 23, 2023

Minutes

Attended/Zoom: Jordan Bolinger, Todd Chenault, Melodee Colbert-Kean, Kim Cox, Jeremy Drinkwitz, Chad Evans, Alex Gandy, Chad Greer, Lori Haun, Dr. Ken Heiles, Dr. Brad Hodson, Katrina Richards, Dr. Kerry Sachetta, Melissa Smith, Matt Stewart, Dustin Storm, Dr. Dean Van Galen

Absent: John Bartosh, Mattie Crossland, Jim Dalrymple, Nick Edwards, Carlos Haley, Betsy Kissel, Howie Nunnally, Jerrod Hogan, Mayor Doug Lawson, Bill Reiboldt, Stormy Worden

Staff: Debby Chaligoj, Doug Hunt, Lisa Kelly, Erin Slifka, Tonya Sprenkle, Travis Stephens

Guest: Shawn Patterson, Bug Zero Pest Services

I. Matt Stewart, Call to Order

II. Approval of November Minutes, Matt Stewart

A. Dr. Van Galen moved to approve the November minutes and seconded by Lori Haun. Motion passed.

III. Approval of November and December Financials, Stephens/Stewart

A. November and December financials presented by Travis Stephens. Todd Chenault moved to approve the November and December financials as presented and seconded by Dustin Storm. Motion passed.

B. Adjourn to Executive Session

Respectfully submitted by: Lisa Kelly, Executive Assistant

**Joplin Area Chamber of Commerce**

**Finance Executive Summary**

**Period Ending: January 31, 2023**

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

**Chamber:**

* Cash Position:	Average	
* Accounts Receivable:		\$ 19,842.50
* Deferred Income Current Fiscal Year:		\$ 60,967.98
* Deferred Income Next Fiscal Year:		\$ 106,289.31
* Line of Credit-US Bank:		\$ -
* Membership Dues YTD Income:		\$ 343,895.51
* Net Income YTD:		\$ (22,477.69)
* Net Income Before Depreciation YTD:		\$ (280.99)

**Foundation / Innovation Center:**

* Cash Position Foundation:	Low	
* Cash Position Innovation Center:	Average	
* Accounts Receivable:		\$ 9,800.02
* Accounts Receivable: Crowder		\$ 11,500.00
* Notes Receivable-BRF Loans:		\$ -
* Deferred Income Current Fiscal Year:		\$ 10,390.50
* Deferred Income Next Fiscal Year:		\$ -
* Line of Credit-US Bank:		\$ -
* Net Income YTD:		\$ (482,707.57)
* Net Income Before Depreciation YTD:		\$ (113,742.54)

**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:		\$ 26,331.79
Due to Chamber:		\$ 20,631.02
Due to MOKAN:		\$ 2,465.05

(ED charges paid by MOKAN)

**Financial Highlights:**

Funds have been 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 Foundation have been received. Loan amount has been transferred back to Chamber in February 2023.

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

# Cash Flow Comparison

February - January

## Chamber Cash



## Foundation Cash



**ACCOUNTS RECEIVABLE SUMMARY****January 2023**

	Jan-23	Dec-22	Nov-22	Oct-22	Sep-22	
<b>Chamber</b>						
Ambassador Program	5,000.00					5,000.00
Business After Hours Sponsor	2,200.00				330.00	2,530.00
Chamber Gives Back Sponsor	1,500.00					1,500.00
Good Morning Joplin Attendees		124.00			28.00	152.00
EXPO Booths	5,095.00					5,095.00
Mfg Day Booth				100.00		100.00
M2M Emails	400.00				400.00	800.00
Member Retention Sponsor	1,000.00					1,000.00
Monday Memo Sponsor	1,500.00					1,500.00
Qtrly President's Lunch Sponsor	1,500.00					1,500.00
Foundation	50.33					50.33
MOKAN						-
JIDA						-
MOCAP		20.17				20.17
	<u>18,245.33</u>	<u>144.17</u>	<u>-</u>	<u>100.00</u>	<u>758.00</u>	<u>19,247.50</u>
<b>Foundation</b>						
Crowder	<u>11,500.00</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>11,500.00</u>
ATTC Kitchen	1,671.00	1,294.50	1,113.10	115.00		4,193.60
ATTC Rent						-
ATTC Utilities	4,653.92					4,653.92
NIC Rent	517.50	250.00	185.00			952.50
	<u>6,842.42</u>	<u>1,544.50</u>	<u>1,298.10</u>	<u>115.00</u>	<u>-</u>	<u>9,800.02</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	19,955.40
	Bills paid by Chamber	675.72
		<u>20,631.12</u>
ED Due to MOKAN	Bills paid by MOKAN	<u>2,465.05</u>

**Joplin Area Chamber of Commerce**

**Balance Sheet**

As of January 31, 2023

	<u>Jan 31, 23</u>	<u>Jan 31, 22</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
011 · US Bank - Checking	150,542.92	174,409.28	-23,866.36
<b>Total Checking/Savings</b>	<u>150,542.92</u>	<u>174,409.28</u>	<u>-23,866.36</u>
<b>Accounts Receivable</b>			
012 · Accounts Receivable	19,842.50	11,182.44	8,660.06
<b>Total Accounts Receivable</b>	<u>19,842.50</u>	<u>11,182.44</u>	<u>8,660.06</u>
<b>Other Current Assets</b>			
010 · Petty Cash	250.00	234.94	15.06
014 · Due From (To) Staff	-308.01	-168.37	-139.64
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	75,000.00	17,201.50	57,798.50
022 · Due From (To) ED	20,631.02	37,744.11	-17,113.09
023 · Due From (To) MOKAN	0.00	-279.55	279.55
024 · Due From (To) JIDA	0.00	600.00	-600.00
025 · Due From (To) JCIDA	0.00	-200.00	200.00
026 · Due From (To) MOCAP	0.00	761.25	-761.25
027 · Due From (To) JCC	0.00	2,500.00	-2,500.00
028 · Due From (To) One Joplin	0.00	7,639.00	-7,639.00
020 · Due From (To) Other Funds - Other	50.00	0.00	50.00
<b>Total 020 · Due From (To) Other Funds</b>	<u>95,681.02</u>	<u>65,966.31</u>	<u>29,714.71</u>
030 · Deposit - Bulk Mail	4,205.08	4,169.42	35.66
031 · Prepaid Expenses	1,147.56	0.00	1,147.56
032 · Prepaid Insurance	8,577.10	6,401.68	2,175.42
<b>Total Other Current Assets</b>	<u>109,552.75</u>	<u>76,603.98</u>	<u>32,948.77</u>
<b>Total Current Assets</b>	<u>279,938.17</u>	<u>262,195.70</u>	<u>17,742.47</u>
<b>Fixed Assets</b>			
152.000 · Furniture & Equipment	19,627.15	27,081.55	-7,454.40
154.000 · Interior	856.21	5,993.89	-5,137.68
156.000 · 320 East 4th - Building	162,819.60	175,979.16	-13,159.56
158.000 · Grounds	4,717.00	5,601.40	-884.40
160.000 · Land	76,562.56	76,562.56	0.00
<b>Total Fixed Assets</b>	<u>264,582.52</u>	<u>291,218.56</u>	<u>-26,636.04</u>
<b>TOTAL ASSETS</b>	<u><u>544,520.69</u></u>	<u><u>553,414.26</u></u>	<u><u>-8,893.57</u></u>

**Joplin Area Chamber of Commerce**

**Balance Sheet**

As of January 31, 2023

	<u>Jan 31, 23</u>	<u>Jan 31, 22</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
200.000 · Accounts Payable	19,386.93	3,352.44	16,034.49
<b>Total Accounts Payable</b>	<u>19,386.93</u>	<u>3,352.44</u>	<u>16,034.49</u>
<b>Credit Cards</b>			
200.100 · US Bank - Credit Card	1,098.16	6,366.90	-5,268.74
<b>Total Credit Cards</b>	<u>1,098.16</u>	<u>6,366.90</u>	<u>-5,268.74</u>
<b>Other Current Liabilities</b>			
208.000 · Deferred Income - Renewal Dues	143,211.29	142,490.60	720.69
217.000 · Deferred Income-Other			
217.150 · Deferred Income - Eggs & Issues	500.00	500.00	0.00
217.190 · Deferred Income - SBOY	3,000.00	2,250.00	750.00
217.290 · Deferred Income - Lead's Group	1,000.00	0.00	1,000.00
217.310 · Deferred Income - Banquet	2,900.00	9,650.00	-6,750.00
217.320 · Deferred Income - GMJ	2,096.00	2,028.00	68.00
217.330 · Deferred Income - Morning Brew	4,000.00	2,400.00	1,600.00
217.340 · Deferred Income - BAH	2,000.00	4,000.00	-2,000.00
217.350 · Deferred Income - Golf	5,500.00	5,500.00	0.00
217.360 · Deferred Income - JOMO Jubilee	2,000.00	0.00	2,000.00
217.370 · Deferred Income - Lunch & Learn	100.00	0.00	100.00
217.470 · Deferred Income - Mmbr Table	600.00	200.00	400.00
217.000 · Deferred Income-Other - Other	350.00	0.00	350.00
<b>Total 217.000 · Deferred Income-Other</b>	<u>24,046.00</u>	<u>26,528.00</u>	<u>-2,482.00</u>
<b>Total Other Current Liabilities</b>	<u>167,257.29</u>	<u>169,018.60</u>	<u>-1,761.31</u>
<b>Total Current Liabilities</b>	<u>187,742.38</u>	<u>178,737.94</u>	<u>9,004.44</u>
<b>Total Liabilities</b>	<u>187,742.38</u>	<u>178,737.94</u>	<u>9,004.44</u>
<b>Equity</b>			
32000 · Unrestricted Net Assets	379,256.00	348,092.17	31,163.83
Net Income	-22,477.69	26,584.15	-49,061.84
<b>Total Equity</b>	<u>356,778.31</u>	<u>374,676.32</u>	<u>-17,898.01</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>544,520.69</b></u>	<u><b>553,414.26</b></u>	<u><b>-8,893.57</b></u>

## Statement of Operations

April 2022 through January 2023

	Apr '22 - Jan 23	Apr '21 - Jan 22	\$ Change	Budget	Budget Variance	% of Budget
<b>Ordinary Income/Expense</b>						
Income						
410.000 · Member Dues	334,895.51	314,307.87	20,587.64	340,240.00	-5,344.49	98.43%
420.000 · Income from Affiliate Companies						
420.100 · Income - Foundation Service Fee	45,000.00	45,000.00	0.00	45,000.00	0.00	100.0%
420.200 · Income - NIC/ATTC Admin Fee	125,000.00	130,625.00	-5,625.00	125,000.00	0.00	100.0%
420.300 · Income - One Joplin	7,500.00	7,500.00	0.00	7,500.00	0.00	100.0%
420.400 · Income - JIDA	10,800.00	6,000.00	4,800.00	6,000.00	4,800.00	180.0%
420.500 · Income - JCIDA	1,000.00	1,000.00	0.00	1,000.00	0.00	100.0%
420.600 · Income - MOKAN	119,305.90	168,470.45	-49,164.55	187,500.00	-68,194.10	63.63%
420.700 · Income - MOCAP	750.00	750.00	0.00	750.00	0.00	100.0%
420.800 · Income - Jop Cap Corp Serv Fee	1,500.00	2,500.00	-1,000.00	2,500.00	-1,000.00	60.0%
420.900 · Income - C2C Service Fee	54,594.05	77,317.98	-22,723.93	84,600.00	-30,005.95	64.53%
Total 420.000 · Income from Affiliate Companies	365,449.95	439,163.43	-73,713.48	459,850.00	-94,400.05	79.47%
430.000 · Income - Economic Development	82,500.00	82,500.00	0.00	82,500.00	0.00	100.0%
440.000 · Income - Marketing	11,418.94	1,200.00	10,218.94	2,800.00	8,618.94	407.82%
490.000 · Income - Miscellaneous	35,154.61	130,062.41	-94,907.80	51,000.00	-15,845.39	68.93%
Total Income	829,419.01	967,233.71	-137,814.70	936,390.00	-106,970.99	88.58%
Gross Profit	829,419.01	967,233.71	-137,814.70	936,390.00	-106,970.99	88.58%
Expense						
600.000 · Staff Compensation	822,072.34	858,202.73	-36,130.39	912,105.66	-90,033.32	90.13%
610.000 · Contract Services	0.00	6,741.20	-6,741.20	0.00	0.00	0.0%
620.000 · Utilities Expense	17,211.16	18,036.07	-824.91	17,397.00	-185.84	98.93%
630.000 · Maintenance Expenses	56,021.04	50,865.74	5,155.30	50,831.00	5,190.04	110.21%
640.000 · Marketing	17,634.73	16,602.90	1,031.83	20,772.88	-3,138.15	84.89%
650.000 · Operating Expenses	58,322.05	72,551.08	-14,229.03	55,745.00	2,577.05	104.62%
690.000 · Other Expenses	1,730.40	3,729.76	-1,999.36	2,750.00	-1,019.60	62.92%
Total Expense	972,991.72	1,026,729.48	-53,737.76	1,059,601.54	-86,609.82	91.83%
Net Ordinary Income	-143,572.71	-59,495.77	-84,076.94	-123,211.54	-20,361.17	116.53%
Other Income/Expense						
Other Income						
800.000 · Program Income						
800.100 · Economic Development	4,972.16	5,740.48	-768.32	7,999.75	-3,027.59	62.15%
800.300 · Governance	-2,755.07	630.00	-3,385.07	600.00	-3,355.07	-459.18%
800.400 · Member Services	8,302.40	1,277.40	7,025.00	7,417.00	885.40	111.94%
800.500 · Chamber Events						
900.215 · Expo	49,872.49	46,040.06	3,832.43	47,125.00	2,747.49	105.83%
900.510 · Annual Banquet	19,256.95	1,741.65	17,515.30	19,204.00	52.95	100.28%
900.515 · Good Morning Joplin	5,234.13	201.67	5,032.46	5,240.00	-5.87	99.89%
900.520 · Morning Brew	8,072.00	9,400.00	-1,328.00	10,590.00	-2,518.00	76.22%
900.525 · Business After Hours	11,821.99	11,000.00	821.99	9,590.00	2,231.99	123.27%
900.530 · Golf Tournament	23,258.54	18,263.94	4,994.60	15,340.00	7,918.54	151.62%
Total 800.500 · Chamber Events	117,516.10	86,647.32	30,868.78	107,089.00	10,427.10	109.74%
800.800 · Chamber Work Groups	-6,940.57	-8,215.28	1,274.71	440.00	-7,380.57	-1,577.4%
Total 800.000 · Program Income	121,095.02	86,079.92	35,015.10	123,545.75	-2,450.73	98.02%
Total Other Income	121,095.02	86,079.92	35,015.10	123,545.75	-2,450.73	98.02%
Net Other Income	121,095.02	86,079.92	35,015.10	123,545.75	-2,450.73	98.02%
Net Income	-22,477.69	26,584.15	-49,061.84	334.21	-22,811.90	-6,725.62%

# Joplin Area Chamber of Commerce Economic Development Fund

## Balance Sheet

As of January 31, 2023

	<u>Jan 31, 23</u>	<u>Jan 31, 22</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
US Bank-Checking/Sweep Acct	13,403.24	-378.83	13,782.07
<b>Total Checking/Savings</b>	<u>13,403.24</u>	<u>-378.83</u>	<u>13,782.07</u>
<b>Other Current Assets</b>			
Due From (To) City	26,331.79	54,872.12	-28,540.33
Due From (To) Other Funds			
Due From (To) Chamber	-20,631.02	-37,744.11	17,113.09
Due From (To) MOKAN	-2,465.05	1,751.39	-4,216.44
<b>Total Due From (To) Other Funds</b>	<u>-23,096.07</u>	<u>-35,992.72</u>	<u>12,896.65</u>
<b>Total Other Current Assets</b>	<u>3,235.72</u>	<u>18,879.40</u>	<u>-15,643.68</u>
<b>Total Current Assets</b>	<u>16,638.96</u>	<u>18,500.57</u>	<u>-1,861.61</u>
<b>Fixed Assets</b>			
Furniture and Equipment	3,952.47	9,222.39	-5,269.92
<b>Total Fixed Assets</b>	<u>3,952.47</u>	<u>9,222.39</u>	<u>-5,269.92</u>
<b>TOTAL ASSETS</b>	<u><b>20,591.43</b></u>	<u><b>27,722.96</b></u>	<u><b>-7,131.53</b></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable			
*Accounts Payable	105.51	2,086.19	-1,980.68
<b>Total Accounts Payable</b>	<u>105.51</u>	<u>2,086.19</u>	<u>-1,980.68</u>
<b>Total Current Liabilities</b>	<u>105.51</u>	<u>2,086.19</u>	<u>-1,980.68</u>
<b>Total Liabilities</b>	<u>105.51</u>	<u>2,086.19</u>	<u>-1,980.68</u>
<b>Equity</b>			
Retained Earnings	23,856.54	18,049.27	5,807.27
Net Income	-3,370.62	7,587.50	-10,958.12
<b>Total Equity</b>	<u>20,485.92</u>	<u>25,636.77</u>	<u>-5,150.85</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>20,591.43</b></u>	<u><b>27,722.96</b></u>	<u><b>-7,131.53</b></u>

# Joplin Area Chamber of Commerce Economic Development Fund

## Statement of Operations

November 2022 through January 2023

	Nov '22 - Jan 23	Nov '21 - Jan 22	Budget	Budget Remaining	% of Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
Income-Funds from City	39,997.83	56,985.88	252,000.00	212,002.17	15.87%
<b>Total Income</b>	<u>39,997.83</u>	<u>56,985.88</u>	<u>252,000.00</u>	<u>212,002.17</u>	<u>15.87%</u>
<b>Expense</b>					
Administrative Expenses	6,005.13	6,157.86	24,000.00	17,994.87	25.02%
Business Attraction/Retention		896.79	64,000.00	64,000.00	0.0%
Depreciation	1,317.51	1,317.51	0.00	0.00	0.0%
Marketing & Promotions	2,060.32	9,562.23	30,000.00	27,939.68	6.87%
Memberships	0.00	0.00	13,000.00	13,000.00	0.0%
Professional Development	2,712.61		7,500.00	4,787.39	36.17%
Salaries	24,750.00	24,750.00	99,000.00	74,250.00	25.0%
Workforce Development	6,522.88	6,713.99	14,500.00	7,977.12	44.99%
<b>Total Expense</b>	<u>43,368.45</u>	<u>49,398.38</u>	<u>252,000.00</u>	<u>-209,949.06</u>	<u>16.69%</u>
<b>Net Ordinary Income</b>	<u>(3,370.62)</u>	<u>7,587.50</u>	<u>0.00</u>	<u>-2,053.11</u>	<u>100.0%</u>
<b>Net Income</b>	<u><u>(3,370.62)</u></u>	<u><u>7,587.50</u></u>	<u><u>0.00</u></u>	<u><u>-2,053.11</u></u>	<u><u>100.0%</u></u>

**Joplin Area Chamber of Commerce Foundation**

**Balance Sheet**

As of January 31, 2023

	<u>Jan 31, 23</u>	<u>Jan 31, 22</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
002 · US Bank - Money Market	9,266.30	9,445.45	-179.15
001 · US Bank - General Fund	-8,801.41	12,134.03	-20,935.44
003 · US Bank - Innovation Center	44,101.26	90,503.92	-46,402.66
005 · Restricted - Bus Recovery Fund	11,062.36	11,422.36	-360.00
<b>Total Checking/Savings</b>	<u>55,628.51</u>	<u>123,505.76</u>	<u>-67,877.25</u>
<b>Accounts Receivable</b>			
020 · Accounts Receivable			
022 · Accounts Receivable-Crowder	11,500.00	11,500.00	0.00
020 · Accounts Receivable - Other	9,800.02	12,724.72	-2,924.70
<b>Total 020 · Accounts Receivable</b>	<u>21,300.02</u>	<u>24,224.72</u>	<u>-2,924.70</u>
<b>Total Accounts Receivable</b>	<u>21,300.02</u>	<u>24,224.72</u>	<u>-2,924.70</u>
<b>Other Current Assets</b>			
032 · Prepaid Insurance	13,603.38	10,482.26	3,121.12
019 · Due From (To) Other Funds	-75,000.00	-16,761.50	-58,238.50
031 · Prepaid Expenses	7,909.93	0.00	7,909.93
<b>Total Other Current Assets</b>	<u>-53,486.69</u>	<u>-6,279.24</u>	<u>-47,207.45</u>
<b>Total Current Assets</b>	<u>23,441.84</u>	<u>141,451.24</u>	<u>-118,009.40</u>
<b>Fixed Assets</b>			
170 · Advanced Training & Tech Ctr	1,686,105.95	1,736,889.35	-50,783.40
179 · ATTC Building Improvements	1,519,379.71	1,563,235.75	-43,856.04
177 · ATTC Equipment	409,127.66	681,879.26	-272,751.60
175 · ATTC Furniture & Fixtures	25,917.69	43,196.13	-17,278.44
150 · Foundation Furniture & Fixtures	0.00	135.96	-135.96
166 · IC Leasehold Improvements	35,130.99	35,141.24	-10.25
152 · Innovation Center F & F	8,486.81	10,436.57	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,125,095.21	1,173,383.33	-48,288.12
<b>Total Fixed Assets</b>	<u>4,871,188.51</u>	<u>5,306,242.08</u>	<u>-435,053.57</u>
<b>TOTAL ASSETS</b>	<u><u>4,894,630.35</u></u>	<u><u>5,447,693.32</u></u>	<u><u>-553,062.97</u></u>

**Joplin Area Chamber of Commerce Foundation**

**Balance Sheet**

As of January 31, 2023

	<u>Jan 31, 23</u>	<u>Jan 31, 22</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
200 · Accounts Payable	22,004.81	13,120.36	8,884.45
Total Accounts Payable	<u>22,004.81</u>	<u>13,120.36</u>	<u>8,884.45</u>
<b>Credit Cards</b>			
204 · US Bank Credit Card	2,486.61	2,277.02	209.59
Total Credit Cards	<u>2,486.61</u>	<u>2,277.02</u>	<u>209.59</u>
<b>Other Current Liabilities</b>			
208 · Deferred Income			
226.000 · Deferred Income-Lease			
226.100 · Deferred Income-Lease-NIC	8,390.50	1,086.68	7,303.82
226.200 · Deferred Income-Lease-ATTC	2,000.00	2,000.00	0.00
Total 226.000 · Deferred Income-Lease	<u>10,390.50</u>	<u>3,086.68</u>	<u>7,303.82</u>
Total 208 · Deferred Income	<u>10,390.50</u>	<u>3,086.68</u>	<u>7,303.82</u>
247.000 · Deposits Held	9,623.00	10,375.00	-752.00
Total Other Current Liabilities	<u>20,013.50</u>	<u>13,461.68</u>	<u>6,551.82</u>
Total Current Liabilities	<u>44,504.92</u>	<u>28,859.06</u>	<u>15,645.86</u>
Total Liabilities	44,504.92	28,859.06	15,645.86
<b>Equity</b>			
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	-482,707.57	-364,377.03	-118,330.54
Total Equity	<u>4,850,125.43</u>	<u>5,418,834.26</u>	<u>-568,708.83</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>4,894,630.35</u></u>	<u><u>5,447,693.32</u></u>	<u><u>-553,062.97</u></u>

**Joplin Area Chamber of Commerce Foundation**  
**Statement of Operations-Consolidated**  
April 2022 through January 2023

	<b>Apr '22 - Jan 23</b>	<b>Apr '21 - Jan 22</b>	<b>\$ Change</b>	<b>Budget</b>	<b>Budget Variance</b>	<b>% of Budget</b>
<b>Ordinary Income/Expense</b>						
Income						
415 · MOBEC Grant Matching Funds	32,000.00	0.00	32,000.00	32,000.00	0.00	100.0%
401 · Contributions	26,168.30	11,445.00	14,723.30	10,000.00	16,168.30	261.68%
411 · Grants	98,860.59	106,088.44	-7,227.85	167,182.00	-68,321.41	59.13%
422 · Income - Interest	0.70	20.05	-19.35	0.00	0.70	100.0%
425 · Income - Miscellaneous	0.00	33,806.28	-33,806.28	0.00	0.00	0.0%
426 · Lease Income	233,849.53	265,918.47	-32,068.94	268,710.00	-34,860.47	87.03%
427 · Lease Utility Income	37,565.72	28,610.44	8,955.28	28,025.00	9,540.72	134.04%
<b>Total Income</b>	<b>428,444.84</b>	<b>445,888.68</b>	<b>-17,443.84</b>	<b>505,917.00</b>	<b>-77,472.16</b>	<b>84.69%</b>
<b>Gross Profit</b>	<b>428,444.84</b>	<b>445,888.68</b>	<b>-17,443.84</b>	<b>505,917.00</b>	<b>-77,472.16</b>	<b>84.69%</b>
Expense						
660 · Utilities Expense	112,720.22	94,479.91	18,240.31	89,025.00	23,695.22	126.62%
760 · Grant Disbursement	124,483.19	39,154.70	85,328.49	111,022.00	13,461.19	112.13%
725 · Equipment Purchase	2,349.75	5,485.08	-3,135.33	0.00	2,349.75	100.0%
611 · Administrative Fee	143,000.00	130,625.00	12,375.00	125,000.00	18,000.00	114.4%
787 · Bank Fees	256.00	165.00	91.00	150.00	106.00	170.67%
730 · Depreciation	368,965.03	369,192.80	-227.77	369,240.00	-274.97	99.93%
720 · Equipment Maint	16,408.81	23,065.43	-6,656.62	14,050.00	2,358.81	116.79%
785 · Insurance Expense	44,304.32	34,656.74	9,647.58	35,500.00	8,804.32	124.8%
645 · Marketing	575.00	1,434.59	-859.59	2,000.00	-1,425.00	28.75%
650 · Meetings	0.00	791.47	-791.47	0.00	0.00	0.0%
790 · Miscellaneous Expense	3,334.65	563.00	2,771.65	3,750.00	-415.35	88.92%
670 · Occupancy Expense	113,277.24	86,006.36	27,270.88	78,640.00	34,637.24	144.05%
700 · Office Supplies	0.00	151.86	-151.86	0.00	0.00	0.0%
750 · Professional Fees	14,277.50	5,804.40	8,473.10	3,900.00	10,377.50	366.09%
610 · Program Service Fee	27,000.00	45,000.00	-18,000.00	45,000.00	-18,000.00	60.0%
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%
<b>Total Expense</b>	<b>989,602.08</b>	<b>855,228.12</b>	<b>134,373.96</b>	<b>895,952.00</b>	<b>93,650.08</b>	<b>110.45%</b>
<b>Net Ordinary Income</b>	<b>-561,157.24</b>	<b>-409,339.44</b>	<b>-151,817.80</b>	<b>-390,035.00</b>	<b>-171,122.24</b>	<b>143.87%</b>
<b>Other Income/Expense</b>						
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%
800.800 · All Kids Bike	0.00	-870.97	870.97	0.00	0.00	0.0%
800.900 · Business Recovery Fund	-390.16	-582.00	191.84	0.00	-390.16	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	-2,471.51	3,287.46	-5,758.97	2,360.00	-4,831.51	-104.73%
951.110 · Golden Apple	7,439.86	396.10	7,043.76	8,870.00	-1,430.14	83.88%
<b>Total 800.101 · Education</b>	<b>65,068.35</b>	<b>11,389.84</b>	<b>53,678.51</b>	<b>11,230.00</b>	<b>53,838.35</b>	<b>579.42%</b>
800.300 · Expo	0.00	0.00	0.00	1,000.00	-1,000.00	0.0%
800.200 · Leadership Joplin	17,182.38	36,097.76	-18,915.38	40,600.00	-23,417.62	42.32%
800.400 · Young Professionals Network	-910.90	-1,080.79	169.89	-1,317.00	406.10	69.17%
<b>Total 800 · Committee Divisions</b>	<b>78,449.67</b>	<b>44,962.41</b>	<b>33,487.26</b>	<b>51,513.00</b>	<b>26,936.67</b>	<b>152.29%</b>
<b>Total Other Income</b>	<b>78,449.67</b>	<b>44,962.41</b>	<b>33,487.26</b>	<b>51,513.00</b>	<b>26,936.67</b>	<b>152.29%</b>
<b>Net Other Income</b>	<b>78,449.67</b>	<b>44,962.41</b>	<b>33,487.26</b>	<b>51,513.00</b>	<b>26,936.67</b>	<b>152.29%</b>
<b>Net Income</b>	<b>-482,707.57</b>	<b>-364,377.03</b>	<b>-118,330.54</b>	<b>-338,522.00</b>	<b>-144,185.57</b>	<b>142.59%</b>

## Statement of Operations

April 2022 through January 2023

	Apr '22 - Jan 23	Apr '21 - Jan 22	\$ Change	Budget	Budget Variance	% of Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
415 • MOBEC Grant Matching Funds	32,000.00	0.00	32,000.00	32,000.00	0.00	100.0%
401 • Contributions	25,928.30	11,445.00	14,483.30	10,000.00	15,928.30	259.28%
411 • Grants	56,740.59	49,928.69	6,811.90	111,022.00	-54,281.41	51.11%
422 • Income - Interest	0.70	20.05	-19.35	0.00	0.70	100.0%
425 • Income - Miscellaneous	0.00	11,546.28	-11,546.28	0.00	0.00	0.0%
426 • Lease Income	2,000.00	0.00	2,000.00	0.00	2,000.00	100.0%
<b>Total Income</b>	<b>116,669.59</b>	<b>72,940.02</b>	<b>43,729.57</b>	<b>153,022.00</b>	<b>-36,352.41</b>	<b>76.24%</b>
<b>Gross Profit</b>	<b>116,669.59</b>	<b>72,940.02</b>	<b>43,729.57</b>	<b>153,022.00</b>	<b>-36,352.41</b>	<b>76.24%</b>
<b>Expense</b>						
760 • Grant Disbursement	124,483.19	39,154.70	85,328.49	111,022.00	13,461.19	112.13%
725 • Equipment Purchase	2,193.35	130.28	2,063.07			
611 • Administrative Fee	18,000.00	0.00	18,000.00	0.00	18,000.00	100.0%
787 • Bank Fees	256.00	165.00	91.00	150.00	106.00	170.67%
730 • Depreciation	0.00	679.90	-679.90	680.00	-680.00	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	2,000.00	-935.35	53.23%
700 • Office Supplies	0.00	26.86	-26.86	0.00	0.00	0.0%
750 • Professional Fees	14,277.50	5,804.40	8,473.10	3,900.00	10,377.50	366.09%
610 • Program Service Fee	27,000.00	45,000.00	-18,000.00	45,000.00	-18,000.00	60.0%
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%
<b>Total Expense</b>	<b>206,619.86</b>	<b>112,152.66</b>	<b>94,467.20</b>	<b>163,452.00</b>	<b>43,167.86</b>	<b>126.41%</b>
<b>Net Ordinary Income</b>	<b>-89,950.27</b>	<b>-39,212.64</b>	<b>-50,737.63</b>	<b>-10,430.00</b>	<b>-79,520.27</b>	<b>862.42%</b>
<b>Other Income/Expense</b>						
<b>Other Income</b>						
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%
800.800 • All Kids Bike	0.00	-870.97	870.97	0.00	0.00	0.0%
800.900 • Business Recovery Fund	-390.16	-582.00	191.84	0.00	-390.16	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	-2,471.51	3,287.46	-5,758.97	2,360.00	-4,831.51	-104.73%
951.110 • Golden Apple	7,439.86	396.10	7,043.76	8,870.00	-1,430.14	83.88%
<b>Total 800.101 • Education</b>	<b>65,068.35</b>	<b>11,389.84</b>	<b>53,678.51</b>	<b>11,230.00</b>	<b>53,838.35</b>	<b>579.42%</b>
800.300 • Expo	0.00	0.00	0.00	1,000.00	-1,000.00	0.0%
800.200 • Leadership Joplin	17,182.38	36,097.76	-18,915.38	40,600.00	-23,417.62	42.32%
800.400 • Young Professionals Network	-910.90	-1,080.79	169.89	-1,317.00	406.10	69.17%
<b>Total 800 • Committee Divisions</b>	<b>78,449.67</b>	<b>44,962.41</b>	<b>33,487.26</b>	<b>51,513.00</b>	<b>26,936.67</b>	<b>152.29%</b>
<b>Total Other Income</b>	<b>78,449.67</b>	<b>44,962.41</b>	<b>33,487.26</b>	<b>51,513.00</b>	<b>26,936.67</b>	<b>152.29%</b>
<b>Net Other Income</b>	<b>78,449.67</b>	<b>44,962.41</b>	<b>33,487.26</b>	<b>51,513.00</b>	<b>26,936.67</b>	<b>152.29%</b>
<b>Net Income</b>	<b>-11,500.60</b>	<b>5,749.77</b>	<b>-17,250.37</b>	<b>41,083.00</b>	<b>-52,583.60</b>	<b>-27.99%</b>

## Statement of Operations-ATTC

April 2022 through January 2023

	Apr '22 - Jan 23	Apr '21 - Jan 22	\$ Change	Budget	Budget Variance	% of Budget
<b>Ordinary Income/Expense</b>						
Income						
425 · Income - Miscellaneous	0.00	11,100.00	-11,100.00	0.00	0.00	0.0%
426 · Lease Income	173,839.88	193,336.96	-19,497.08	184,210.00	-10,370.12	94.37%
427 · Lease Utility Income	37,565.72	28,610.44	8,955.28	28,025.00	9,540.72	134.04%
<b>Total Income</b>	<b>211,405.60</b>	<b>233,047.40</b>	<b>-21,641.80</b>	<b>212,235.00</b>	<b>-829.40</b>	<b>99.61%</b>
<b>Gross Profit</b>	<b>211,405.60</b>	<b>233,047.40</b>	<b>-21,641.80</b>	<b>212,235.00</b>	<b>-829.40</b>	<b>99.61%</b>
Expense						
660 · Utilities Expense	88,182.25	66,749.94	21,432.31	67,600.00	20,582.25	130.45%
725 · Equipment Purchase	156.40	5,354.80	-5,198.40	0.00	156.40	100.0%
611 · Administrative Fee	62,500.00	68,125.00	-5,625.00	62,500.00	0.00	100.0%
730 · Depreciation	320,557.90	320,557.90	0.00	320,560.00	-2.10	100.0%
720 · Equipment Maint	9,659.03	16,555.35	-6,896.32	7,350.00	2,309.03	131.42%
785 · Insurance Expense	34,452.54	25,992.56	8,459.98	26,500.00	7,952.54	130.01%
645 · Marketing	0.00			1,000.00	-1,000.00	0.0%
650 · Meetings	0.00	31.60	-31.60			
790 · Miscellaneous Expense	2,270.00	0.00	2,270.00	1,250.00	1,020.00	181.6%
670 · Occupancy Expense						
670.60 · Miscellaneous	1,057.94	878.28	179.66	1,200.00	-142.06	88.16%
670.50 · Keys/Locks	319.00	280.92	38.08	200.00	119.00	159.5%
670.40 · Equip Monitoring/Inspections	2,129.46	1,035.41	1,094.05	720.00	1,409.46	295.76%
670.30 · Grounds Maintenance	3,902.92	995.00	2,907.92	840.00	3,062.92	464.63%
670.20 · Janitorial Services/Supplies	33,056.95	30,869.55	2,187.40	27,500.00	5,556.95	120.21%
670.10 · Building Maintenance	39,644.99	29,174.20	10,470.79	29,200.00	10,444.99	135.77%
<b>Total 670 · Occupancy Expense</b>	<b>80,111.26</b>	<b>63,233.36</b>	<b>16,877.90</b>	<b>59,660.00</b>	<b>20,451.26</b>	<b>134.28%</b>
635 · Property Tax	0.00	0.00	0.00	12,000.00	-12,000.00	0.0%
<b>Total Expense</b>	<b>597,889.38</b>	<b>566,600.51</b>	<b>31,288.87</b>	<b>558,420.00</b>	<b>39,469.38</b>	<b>107.07%</b>
<b>Net Ordinary Income</b>	<b>-386,483.78</b>	<b>-333,553.11</b>	<b>-52,930.67</b>	<b>-346,185.00</b>	<b>-40,298.78</b>	<b>111.64%</b>
<b>Net Income</b>	<b>-386,483.78</b>	<b>-333,553.11</b>	<b>-52,930.67</b>	<b>-346,185.00</b>	<b>-40,298.78</b>	<b>111.64%</b>

## Statement of Operations-NIC

April 2022 through January 2023

	Apr '22 - Jan 23	Apr '21 - Jan 22	\$ Change	Budget	Budget Variance	% of Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
411 • Grants	42,120.00	56,159.75	-14,039.75	56,160.00	-14,040.00	75.0%
425 • Income - Miscellaneous	0.00	11,160.00	-11,160.00	0.00	0.00	0.0%
426 • Lease Income	58,009.65	72,581.51	-14,571.86	84,500.00	-26,490.35	68.65%
<b>Total Income</b>	<b>100,129.65</b>	<b>139,901.26</b>	<b>-39,771.61</b>	<b>140,660.00</b>	<b>-40,530.35</b>	<b>71.19%</b>
<b>Gross Profit</b>	<b>100,129.65</b>	<b>139,901.26</b>	<b>-39,771.61</b>	<b>140,660.00</b>	<b>-40,530.35</b>	<b>71.19%</b>
<b>Expense</b>						
660 • Utilities Expense	24,537.97	27,729.97	-3,192.00	21,425.00	3,112.97	114.53%
611 • Administrative Fee	62,500.00	62,500.00	0.00	62,500.00	0.00	100.0%
730 • Depreciation	48,407.13	47,955.00	452.13	48,000.00	407.13	100.85%
720 • Equipment Maint	6,054.98	5,838.68	216.30	6,000.00	54.98	100.92%
785 • Insurance Expense	9,851.78	8,664.18	1,187.60	9,000.00	851.78	109.46%
645 • Marketing	575.00	714.90	-139.90	1,000.00	-425.00	57.5%
790 • Miscellaneous Expense	0.00	174.22	-174.22	500.00	-500.00	0.0%
670 • Occupancy Expense						
670.60 • Miscellaneous	88.98	515.01	-426.03	1,000.00	-911.02	8.9%
670.50 • Keys/Locks	762.16	827.00	-64.84	650.00	112.16	117.26%
670.40 • Equip Monitoring/Inspections	2,331.87	1,607.00	724.87	1,005.00	1,326.87	232.03%
670.30 • Grounds Maintenance	1,161.49	3,514.00	-2,352.51	1,180.00	-18.51	98.43%
670.20 • Janitorial Services/Supplies	13,875.91	14,764.99	-889.08	14,885.00	-1,009.09	93.22%
670.10 • Building Maintenance	14,945.57	1,545.00	13,400.57	260.00	14,685.57	5,748.3%
<b>Total 670 • Occupancy Expense</b>	<b>33,165.98</b>	<b>22,773.00</b>	<b>10,392.98</b>	<b>18,980.00</b>	<b>14,185.98</b>	<b>174.74%</b>
700 • Office Supplies	0.00	125.00	-125.00			
635 • Property Tax	0.00	0.00	0.00	6,675.00	-6,675.00	0.0%
<b>Total Expense</b>	<b>185,092.84</b>	<b>176,474.95</b>	<b>8,617.89</b>	<b>174,080.00</b>	<b>11,012.84</b>	<b>106.33%</b>
<b>Net Ordinary Income</b>	<b>-84,963.19</b>	<b>-36,573.69</b>	<b>-48,389.50</b>	<b>-33,420.00</b>	<b>-51,543.19</b>	<b>254.23%</b>
<b>Net Income</b>	<b>-84,963.19</b>	<b>-36,573.69</b>	<b>-48,389.50</b>	<b>-33,420.00</b>	<b>-51,543.19</b>	<b>254.23%</b>

**Staff Reports**  
**February 27, 2023**

**Tonya Sprenkle, Vice President**  
**General Operations and major projects**

**Phone system changes**

We are installing a new phone system at the office.

- Our existing system is no longer supported (similar to an IOS on a cell phone)
- We are entering into a 3-year contract with Zoom
- Internet-based and eliminates the need for a hard-line desk phone
- This will also create significant cost savings for the Chamber as they are giving us one year of service for free by agreeing to a 3-year contract

**Townsquare Publications**

New quarterly digital publication

- Will run quarterly
- Each edition will include three to five articles which we will choose:
  - Members
  - Community or city happenings
  - Chamber initiatives/progress
  - MOKAN initiatives/progress
- Publisher will
  - write the stories
  - sell ads in the publication
  - is giving the Chamber a guarantee of revenue of \$25,000/yr

**Property tax refund**

There was a court judgment regarding property taxes that had been paid in protest by the Foundation 2020-2022. We made a case to the courts for tax-exempt status and the court ruled in favor of the Foundation. We received the refund of \$56,800 earlier this week.

**Reaccreditation**

The application was submitted in December to the U.S. Chamber. They have requested additional information which we provided in early February. We expect a response in March.

**Employee Retention Credits**

We anticipate receiving a six-figure refund from payroll taxes paid during the pandemic from the IRS in the next couple of months

**Board of Directors Retreat**

- Feb 3<sup>rd</sup> and 4<sup>th</sup> at the Doubletree Hotel in Bentonville, Ark
- Board members in attendance:
  - Kissel, Drinkwitz, Stewart, Bolinger, Colbert-Kean, Storm, Haun, Richards, Evans, Cox, Van Galen, Hunter\*
- Board members absent:
  - Greer, Crossland, Hogan, Chenault, Nunnally
- Staff in attendance:
  - Stephens, Sprenkle, Slifka, Powers, Hunt, McGrew

**Membership Summary Report  
January 1, 2023 – January 31, 2023**

							TOTAL COUNT
2022	New Member Count	New Member \$	Drop Member Count	Drop Member \$	Net Count	Net \$	803
Apr	13	2,787.50	7	2,187	6	600	809
May	12	6,179.50	8	2,141	4	4,038	813
Jun	7	2,668.00	3	218	4	1,525	817
Jul	6	1,850.00	6	2,390	0	-540	817
Aug	18	4,293.00	5	594	13	3,699	830
Sep	15	5,917.50	10	3,253	5	2,665	835
Oct	12	\$5,263	5	2,096	7	3,167	842
Nov	15	\$5,626	21	12,403	-6	-6,770	836
Dec	13	\$7,921	14	4,809	-1	3,111.54	835
Jan	10	\$5,278	9	3,451	1	1,827	836
Feb					0	-	
Mar					0	-	
121      \$44,996      88      \$31,355      33      \$13,640.62							836

**New Members January 2023**

Employers Health & Safety, LLC  
 Avail Enclosure Systems  
 Bear Insurance Group  
 RSA Solution, Inc  
 Cross Tactical & Personal Protection  
 Crumbl Cookies  
 Twentyfour Elite Gym  
 Briana Russo  
 Sam's Club #6415  
 Ryan Jackson

**Dropped Members January 2023**

Blackthorn Pizza & Pub - No Response  
 El Vaquero - No Response  
 Employee Benefit Design, Chance Potts Team - No Response  
 Nabholz Construction Corporation – Drop for Budget  
 NextHome SoMo Life - No Response  
 SERC Physical Therapy of Joplin - No Response  
 Tri-State Human Resource Association – Drop for Budget  
 Twenty|20 - No Response  
 Vola – Drop for Budget

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

**Joseph Newman Innovation Center (NIC):**

- The coworking space has a total of five hot desk members and two dedicated desk members.
- Private spaces occupied: 8 offices and 1 dedicated desk
- Private spaces available: 2 offices and 6 dedicated desks

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

- Private spaces occupied: 4 offices
- Private spaces available: 4 offices
  - one prospect is considering the available space
- Repairs have been made to the welding shop hallway and exterior loading dock doors.
- New kitchen tenant, The Waffle Window, LLC started 2/13/23.

**Programming:**

- **1 Million Cups Joplin (1MC)** average of 25 attendees each week. The quarterly roadshow is taking place this month in Neosho, MO.
- **Chamber Academy** continues to grow with more than 253 active members.
- **The February e-Commerce Meetup** was hosted at Storm Marketing along with the Joplin Chamber
  - seven attendees
  - March will be a workshop to help entrepreneurs step into the e-commerce space

**Startup 360:**

- The next Startup 360 is tentatively scheduled for March. Presenters, content, and details will be finalized in late February.

**Remote Worker Group:**

- A potential new Chamber initiative to accommodate existing and recruit migrating remote workers. An initial meeting involving 8 organizers took place on Feb 16. The discussion centered around identifying and assessing the needs of remote workers. This is also a recruiting and marketing opportunity for Joplin and the region.
- *\*Wall Street Journal, 2/11/23 – Joplin ranked #2 in the nation for best cities for remote workers to live*
- There will be an open invite for any and all remote workers to attend a meeting at the Chamber on Feb 28 at 6 pm.

**Stephanie McGrew**  
**Special Events Manager**

**Networking Events**

- Business EXPO was sold out with 112 booths - attendance of 882 on day one - 419 on day two
- Morning Brew was on February 3 at Express Employment Professionals - 56 in attendance.
- Business After Hours was on February 21 at Jefferson's Restaurant - 86.

**Upcoming Events**

- Morning Brew will be March 3 at College View Manor
- Business After Hours will be March 14 at Just a Taste
- Good Morning Joplin will be March 17 at MSSU
- Save the date for Annual Banquet, April 27, 2023
  - Golden Apple nominations, I extended the **deadline to March 6**. The reception has been moved to March 13.
  - Business of the Year nominations are **due February 24**

**Leadership Programs**

- Leadership Joplin class of 2023 opening retreat was February 7 and 8 at Maranatha. The class was introduced to the Motive Matters color code personality assessment and the book, "Monday Morning Leadership".
- Tomorrow's Leaders Today's Leadership session was February 1 and covered Community Development

**Economic Development Events**  
**Lisa Kelly, Executive Assistant**

**Upcoming Events**

- Eggs & Issues all begin at 10 am:
  - Carl Junction/Webb City, Mar 10
  - **Joplin, Apr 14**
  - Neosho, May 17

**Erin Slifka**  
**Marketing & Public Information Manager**

**Choose Joplin App**

	TOTAL DOWNLOADS	SCREEN CLICKS	MEMBER'S PAGE
JANUARY	1205	948	530

Top Member Pages   January
Finn's
Club 1201
Empire Market

Home Screen Clicks   January
All Restaurants
Events
Mexican

**Website: Joplincc.com**

Users	January
January	4,212

**Disclaimer:** At the conclusion of 2022, we integrated the CCAssist webpages to the Google Analytics report. The CCAssist pages include: Member Directory, Calendar of Events, and the jobs page. The numbers reported on the CCAssist reports combined page views and clicks, but not users. Because of the change, we will not be able to compare year over year numbers until January of 2024.

**Website: Joplinbusinessoutlook.com**

Users	January	YTD (April – January)
This Year	1,102	11,461
Last Year	680	7,390

**We had 55 member submissions on Joplin Business Outlook in January.**

**Top Three Articles Read:**

1. [Joplin Area Chamber of Commerce Celebrates 30 Years of Business EXPO](#)
2. [Connect2Culture Announces 2022-2023 Performance Season](#)
3. [December 2022 Ribbon Cuttings](#)

**Weekly Update (Monday Memo)**

Open Rate	January	YTD (April – January)
This Year	26%	34%
Last Year	29%	27%

Distribution	January
This Year	2385
Last Year	2278

**Livability Workgroups:****Chamber Gives Back: Jessica Carr and Misty Covvey**

- January | Bright Futures Snack Packs, 14 volunteers, 13.5 hours

**Upcoming Volunteer Opportunities:**

- Teacher Supply Giveaway | February 27 | [Sign up here](#)
- Teacher Supply Giveaway Event Breakdown | March 2 | [Sign up here](#)
- Dress To Impress Sort Night and Set-up | March 6 and 7 | [Sign up here](#)
- Dress To Impress Event Day | March 8 | [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

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

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

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

The February meeting will discuss upcoming events in 2023 and schedule the next Courageous Conversations event.

**Professional Development: Doug, Chamber Liaison**

The work group is planning to launch a branding campaign for EdTalks in 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 – currently at the Chamber.

# **President's Report for January**

## **Travis Stephens**

### **Capacity Building**

- Currently working on a logo redesign
  - Stealth Marketing was selected out of 6 or 7 firms
- Currently auditing the internal process of how a prospect becomes a member all the way through renewal after initial 12 months
- Beginning budget prep for 2023-24
- Hosted BOD Strategic Planning Retreat
- Underwent Motive Matters Color Code personality assessment
  - Staff will receive team training from Motive Matters instructors on March 3

### **Collaboration/Partnership Building**

- On Feb 21<sup>st</sup> a delegation of Joplin leaders went to Pittsburg KS to meet with our respective counterparts to share successes, future objectives and to foster a collaborative and regional spirit
  - Reps included Dr. Van Galen, Nick Edwards, Mayor Doug Lawson, Dr. Kerry Sachetta, Christina Williams, Jake Heisten, and myself
  - David Weaver initiated this meeting
- Get-to-know-you meetings with:
  - Dr. Katricia Pierson – President, Crowder College
  - Patrick Tuttle – Director, Joplin Convention & Visitors Bureau
  - Rick Schooler – Vice President, KCU Joplin campus
  - Eric Burlison – US House of Representatives – MO 7<sup>th</sup> Congressional District
- Attended C2C monthly board meeting as ex officio (1<sup>st</sup> time to attend)
- Hosted Downtown Joplin Alliance Depot brainstorming session with community representatives and South Dakota State Architecture students
- Continue to hold regular meetings with city reps:
  - Ongoing 1-on-1 meetings with City Council members (Spencer, Copple, Shaw, Stinnett)
  - Bi-weekly touch base with City Manager Nick Edwards
  - Monthly meeting with city staff leadership to maintain communication and to go over project timelines and potential new community and economic development projects

### **Community Engagements**

- Appeared on Zimmer radio for an interview with host Peter Thiele
- Attended the following events:
  - Business Expo – met with approximately 75% of booth vendors
  - January Business After Hours at Downstream Casino
  - Morning Brew at Express Employment Professionals
- Hosted CEO Lunch 12@12 with 12 members

### **Economic Development**

- Joplin Regional Alliance for Health Care & Health Science
  - City Council voted 7-0 to approve a contribution of \$80,000 towards the creation of a strategic roadmap for economic development focused on healthcare, health sciences, and associated educational assets
    - Total cost of the plan is \$166,000.00
    - The firm selected to create the plan is TEconomy

- 7 other entities, including the Chamber, are each contributing \$12,500
  - Other entities include: Mercy and Freeman, KCU, MSSU, Crowder and Rudy Farber's Foundation
- The goal of the plan is to identify opportunities and emerging trends in the healthcare space that Joplin can take advantage of and to create an offensive and strategic economic game plan for the community to follow
- ARPA Industrial Land grant
  - Official application was submitted on Feb 20 – the exact property included in the application is being kept confidential at this time

### **BUSINESS ATTRACTION (Jake Heisten)**

- 3 RFI's received
- 1 RFI submitted
  - 2 projects we did not qualify for (existing buildings)
- Project Spoonman – No new update to report
- Large food manufacturer, approx. 300 jobs. A boots-on-the-ground site visit took place on Oct 18<sup>th</sup>. There were 160 communities on the prospect's initial list, and they have narrowed their search down to 8 sites in 4 different states.
- Project Moody Blue – Warehousing project looking at Crossroads Business Park  
The developer was scheduled to appear before City Council on Feb 6 to request tax abatements under the Chapter 100 state incentive program. However, the developer did not attend and has let the purchase agreement expire, and has not elected to renew their option up to this point.
- Several other projects are considered "active," but there has been no movement or follow-up to report on.

### **EXPANSION & RETENTION (Amy Kauffman)**

BRE Visits = 9

- Arrow Box, Schaeffler, WestRock, JCI Industries, American Ramp Company, Joplin Stone Company, Don's Cold Storage, EaglePicher

Jake and Amy met with members of the US Department of Commerce for the purpose of helping local companies do more business overseas. We are working to plan an event in Joplin sometime in April to help identify local manufacturers that could have the potential to export goods.

### **MISCELLANEOUS**

- Amy continues to meet with the Childcare Task Force to discuss potential solutions for the lack of childcare access which results in less qualified people in the workforce
  - Exploring the potential of a childcare facility at Crossroads Business Park
- Jake and Amy both attended the MEDC Economic Issues Summit in Jefferson City
- Jake and Amy attended Carthage Chamber's Eggs & Issues event
- MOKAN Year in Review Video <http://bit.ly/414YosF>