



AREA CHAMBER OF COMMERCE

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

Zoom Link

bit.ly/3necsAE

The Joplin Area Chamber of Commerce's Mission:
We support business and economic strength.

Our Vision:

A healthy business community advances the quality of living and regional economic vitality.

AGENDA

- | | |
|---|------------------------------|
| I. Call To Order: Welcome | Betsy Kissel |
| II. Approve February Minutes | Betsy Kissel |
| III. City Prop Action report | Rob O'Brian |
| IV. Financial Report: February Financials | Travis Stephens |
| o Approval of Financials | |
| V. New Business | |
| o Thank outgoing and welcome incoming board members | Betsy Kissel |
| o Nomination Committee Update | Travis Stephens |
| o Proposed meeting schedule/bylaws amendments | Travis Stephens/Betsy Kissel |
| o Consider creating a public policy committee | Travis Stephens |
| VI. Staff Reports: | |
| ▪ Operations – Tonya Sprenkle | |
| ▪ Entrepreneurship – Doug Hunt | |
| ▪ Events – Stephanie McGrew | |
| ▪ Marketing – Erin Slifka | |
| o President's Report | Travis Stephens |
| o Board Member Updates (<i>optional</i>) | Board Members |
| o Adjourn to Executive Session | |
| o Adjourn | |

Next Meeting: Monday, April 24, 2023, Chamber Office, Liberty Room; meeting begins at 12:00 pm

All Board members are encouraged to attend the annual banquet Thursday, April 27, 2023. Please indicate on your reservation if you wish to be seated with your company or with other board members.

Joplin Area Chamber of Commerce
Board of Directors Meeting and
Zoom Conference Call
February 27, 2023

Minutes

Attended/Zoom: Jordan Bolinger, Todd Chenault, Melodee Colbert-Kean, Kim Cox, Mattie Crossland, Jeremy Drinkwitz, Nick Edwards, Chad Evans, Steve Graddy, Chad Greer, Dr. Brad Hodson, Betsy Kissel, Katrina Richards, Dr. Kerry Sachetta, Melissa Smith, Matt Stewart, Dr. Dean Van Galen

Absent: John Bartosh, Jim Dalrymple, Alex Gandy, Lori Haun, Dr. Ken Heiles, Jerrod Hogan, Mayor Doug Lawson, Howie Nunnally, Bill Reiboldt, Dustin Storm, Stormy Worden

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

- I. Betsy Kissel, Call to Order
- II. Approval of January Minutes, Betsy Kissel
 - A. Dr. Van Galen moved to approve the January minutes and seconded by Jeremy Drinkwitz. Motion passed.
- III. Approval of January Financials, Stephens/Stewart
 - A. January financials presented by Travis Stephens. Jordan Bolinger moved to approve the January financials as presented and seconded by Matt Stewart. Motion passed.
- IV. New Business, Stephens
 - A. Strategic Plan and Retreat Discussion
 - 1. Plan Champion and Goals Champions and Teams. Mattie Crossland volunteered.
 - 2. Discuss/approve the strategic plan, mission, and vision statements.
Katrina Richards moved to approve the strategic plan, mission, and vision statements as presented and seconded by Dr. Van Galen. Motion passed.
 - B. Nomination Committee Update, Betsy Kissel
 - 1. Appointment to replace Carlos Haley's unexpired term to 2025 by Steve Graddy.
 - 2. Slate of six nominees for the 2023 to 2026 term: John Hunter, American Ramp Company; Ben McNelly, Pennington Station, LLC; Lance Hoopai, Higdon Florist; Betsy Kissel, Onin Staffing, for one more year as Past-Chair; Mattie Crossland, Crossland Construction; and Melodee Colbert-Kean, MEs Place, LLC. Jeremy moved to approve the unexpired term and slate as presented and seconded by Chad Greer. Motion passed.
 - 3. Chair-Elect and Treasurer selection. It was tabled until the next meeting.
 - 4. Foundation nominees for the 2023 to 2026 term. Melodee Colbert-Kean and Howie Nunnally are already in these seats, so they need a nomination to continue for another term. Jeremy Drinkwitz moved to approve the Foundation nomination as presented and seconded by Katrina Richards. Motion passed.
 - C. Discussion of Board meeting frequency. We will need to amend the bylaws to make these changes. The board meets every other month, and the strategic committee meets on alternate months. Possibly move Ex-Officio to two times a year instead of three. Tabled.
- V. Adjourn to Executive Session
 - Respectfully submitted by: Lisa Kelly, Executive Assistant

Joplin Area Chamber of Commerce**Finance Executive Summary****Period Ending: February 28, 2023****By: Tonya Sprenkle, CFO and Debby Chaligoj, Finance Manager**

	2023	2022	2021
Chamber:			
* Cash Position:	\$ 219,669	\$ 193,190	\$ 369,928
* Accounts Receivable:	\$ 14,174	\$ 11,766	\$ 6,725
* Deferred Income Current Fiscal Year:	\$ 60,968	\$ 60,395	\$ -
* Deferred Income Next Fiscal Year:	\$ 106,289	\$ 109,623	\$ 282,224
* Membership Dues YTD Income:	\$ 368,276	\$ 346,402	\$ 352,020
* Net Income YTD:	\$ (26,945)	\$ 33,790	\$ (68,738)
* Net Income Before Depreciation YTD:	\$ (2,528)	\$ 58,244	\$ (41,866)

Foundation / Innovation Center:			
* Cash Position Foundation:	\$ (12,657)	\$ 12,262	\$ 58,486
* Cash Position Innovation Center:	\$ 57,294	\$ 85,977	\$ 73,867
* Accounts Receivable:	\$ 21,925	\$ 17,807	\$ 14,639
* Accounts Receivable: Crowder	\$ 23,000	\$ 23,000	\$ 23,000
* Notes Receivable-BRF Loans:	\$ -	\$ -	\$ 2,580
* Deferred Income Current Fiscal Year:	\$ 1,257	\$ 578	\$ 2,630
* Deferred Income Next Fiscal Year:	\$ 4,509	\$ -	\$ 11,580
* Net Income YTD:	\$ (440,699)	\$ (409,062)	\$ (398,351)
* Net Income Before Depreciation YTD:	\$ (34,818)	\$ (2,950)	\$ 9,360

Economic Development:**(for City's Fiscal Year ending October 31, 2022)**

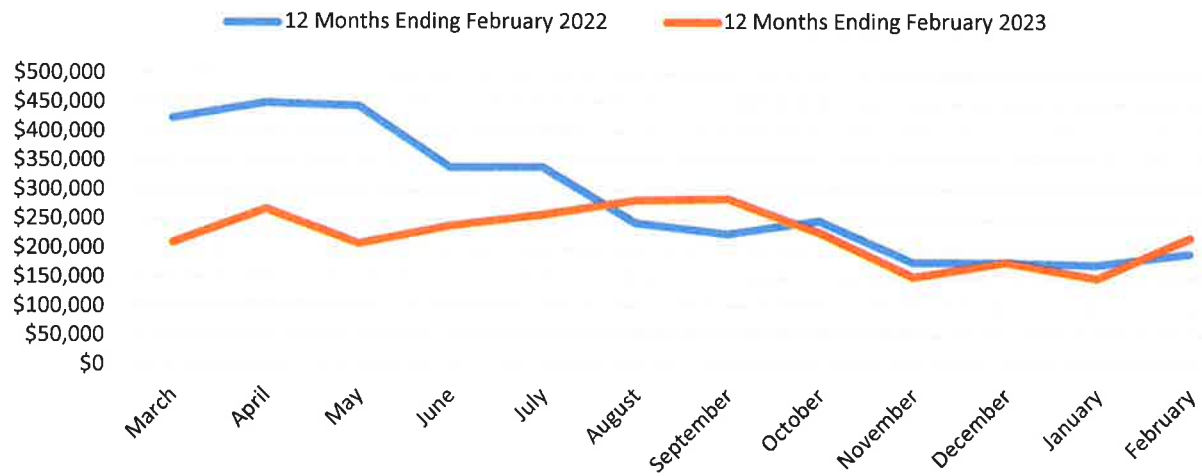
	Annual Budget	Budget Remaining
Local Budget:	\$ 200,000	\$ 153,743
Regional Budget:	\$ 52,000	\$ 47,936
Due from City:		\$ 25,345
Due to Chamber: (ED charges paid by Chamber)		\$ 20,173
Due to MOKAN: (ED charges paid by MOKAN)		\$ 2,495

Financial Highlights:

Cash Flow Comparison

March - February

Chamber Cash



Foundation Cash



ACCOUNTS RECEIVABLE SUMMARY**February 2023**

	Feb-23	Jan-23	Dec-22	Nov-22	Oct-22	
Chamber						
Business After Hours Sponsor	1,000.00	200.00			330.00	1,530.00
Chamber Gives Back Sponsor		1,500.00				1,500.00
Good Morning Joplin Attendees			98.00		28.00	126.00
EXPO Booths		5,095.00				5,095.00
Mfg Day Booth					100.00	100.00
M2M Emails					400.00	400.00
Member Listing	150.00					150.00
Member Retention Sponsor		1,000.00				1,000.00
Monday Memo Sponsor		1,500.00				1,500.00
Morning Brew Sponsor		2,500.00				2,500.00
Qtrly President's Lunch Sponsor		137.50				137.50
Room Rental	65.00					65.00
Foundation		50.33				50.33
MOKAN						-
JIDA						-
MOCAP		20.17				20.17
	<u>1,215.00</u>	<u>12,003.00</u>	<u>98.00</u>	<u>-</u>	<u>858.00</u>	<u>14,174.00</u>
Foundation						
Crowder	<u>11,500.00</u>	<u>1,500.00</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>13,000.00</u>
ATTC Kitchen	1,723.38	1,671.00	1,294.10	1,113.10	115.00	5,916.58
ATTC Rent						-
ATTC Utilities	4,109.31	4,653.92				8,763.23
Leadership Joplin Sponsor		5,000.00				5,000.00
Leadership Joplin Class		800.00				800.00
NIC Rent	785.00	475.00	125.00	60.00		1,445.00
	<u>6,617.69</u>	<u>12,599.92</u>	<u>1,419.10</u>	<u>1,173.10</u>	<u>115.00</u>	<u>21,924.81</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of February 28, 2023

	<u>Feb 28, 23</u>	<u>Feb 28, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	219,668.64	193,189.91	26,478.73
Total Checking/Savings	<u>219,668.64</u>	<u>193,189.91</u>	<u>26,478.73</u>
Accounts Receivable			
012 · Accounts Receivable	14,174.00	11,765.76	2,408.24
Total Accounts Receivable	<u>14,174.00</u>	<u>11,765.76</u>	<u>2,408.24</u>
Other Current Assets			
010 · Petty Cash	250.00	234.94	15.06
014 · Due From (To) Staff	-260.59	-259.20	-1.39
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	0.00	17,250.51	-17,250.51
022 · Due From (To) ED	20,173.08	25,344.76	-5,171.68
023 · Due From (To) MOKAN	0.00	-4,085.46	4,085.46
024 · Due From (To) JIDA	0.00	600.00	-600.00
025 · Due From (To) JCIDA	0.00	-100.00	100.00
026 · Due From (To) MOCAP	0.00	836.25	-836.25
027 · Due From (To) JCC	0.00	2,750.00	-2,750.00
028 · Due From (To) One Joplin	0.00	750.00	-750.00
Total 020 · Due From (To) Other Funds	<u>20,173.08</u>	<u>43,346.06</u>	<u>-23,172.98</u>
030 · Deposit - Bulk Mail	4,543.05	3,853.43	689.62
031 · Prepaid Expenses	0.00	364.63	-364.63
032 · Prepaid Insurance	5,802.18	5,371.43	430.75
Total Other Current Assets	<u>30,507.72</u>	<u>52,911.29</u>	<u>-22,403.57</u>
Total Current Assets	<u>264,350.36</u>	<u>257,866.96</u>	<u>6,483.40</u>
Fixed Assets			
152.000 · Furniture & Equipment	27,809.62	26,460.35	1,349.27
154.000 · Interior	428.07	5,565.75	-5,137.68
156.000 · 320 East 4th - Building	161,722.97	174,882.53	-13,159.56
158.000 · Grounds	4,643.30	5,527.70	-884.40
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>271,166.52</u>	<u>288,998.89</u>	<u>-17,832.37</u>
TOTAL ASSETS	<u><u>535,516.88</u></u>	<u><u>546,865.85</u></u>	<u><u>-11,348.97</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of February 28, 2023

	<u>Feb 28, 23</u>	<u>Feb 28, 22</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	11,449.08	2,978.98	8,470.10
Total Accounts Payable	<u>11,449.08</u>	<u>2,978.98</u>	<u>8,470.10</u>
Credit Cards			
200.100 · US Bank - Credit Card	2,054.31	2,903.06	-848.75
Total Credit Cards	<u>2,054.31</u>	<u>2,903.06</u>	<u>-848.75</u>
Other Current Liabilities			
208.000 · Deferred Income - Renewal Dues	137,535.35	121,780.93	15,754.42
217.000 · Deferred Income-Other			
217.130 · Deferred Income - Citizen Yr	0.00	2,000.00	-2,000.00
217.150 · Deferred Income - Eggs & Issues	500.00	500.00	0.00
217.180 · Deferred Income - EXPO	0.00	1,935.00	-1,935.00
217.190 · Deferred Income - Bus of the Yr	3,000.00	5,250.00	-2,250.00
217.310 · Deferred Income - Banquet	5,650.00	9,650.00	-4,000.00
217.320 · Deferred Income - GMJ	2,242.00	2,186.00	56.00
217.330 · Deferred Income - Morning Brew	6,000.00	6,400.00	-400.00
217.340 · Deferred Income - BAH	4,000.00	3,000.00	1,000.00
217.350 · Deferred Income - Golf	6,200.00	6,200.00	0.00
217.360 · Deferred Income - JOMO Jubilee	2,000.00	0.00	2,000.00
217.370 · Deferred Income - Lunch & Learn	200.00	0.00	200.00
217.460 · Deferred Income - M2M Emails	1,600.00	0.00	1,600.00
217.470 · Deferred Income - Mmbr Table	600.00	200.00	400.00
217.000 · Deferred Income-Other - Other	175.00	0.00	175.00
Total 217.000 · Deferred Income-Other	<u>32,167.00</u>	<u>37,321.00</u>	<u>-5,154.00</u>
Total Other Current Liabilities	<u>169,702.35</u>	<u>159,101.93</u>	<u>10,600.42</u>
Total Current Liabilities	<u>183,205.74</u>	<u>164,983.97</u>	<u>18,221.77</u>
Total Liabilities	<u>183,205.74</u>	<u>164,983.97</u>	<u>18,221.77</u>
Equity			
32000 · Unrestricted Net Assets	379,256.00	348,092.17	31,163.83
Net Income	<u>-26,944.86</u>	<u>33,789.71</u>	<u>-60,734.57</u>
Total Equity	<u>352,311.14</u>	<u>381,881.88</u>	<u>-29,570.74</u>
TOTAL LIABILITIES & EQUITY	<u><u>535,516.88</u></u>	<u><u>546,865.85</u></u>	<u><u>-11,348.97</u></u>

Joplin Area Chamber of Commerce

Statement of Operations

April 2022 through February 2023

	Apr '22 - Feb 23	Apr '21 - Feb 22	\$ Change	Budget	Budget Variance	% of Budget
Ordinary Income/Expense						
Income						
410.000 · Member Dues	368,276.16	348,141.70	20,134.46	374,264.00	-5,987.84	98.4%
420.000 · Income from Affiliate Companies	391,691.62	480,793.28	-89,101.66	505,175.00	-113,483.38	77.54%
430.000 · Income - Economic Development	90,750.00	90,750.00	0.00	90,750.00	0.00	100.0%
440.000 · Income-Marketing	5,522.05	0.00	5,522.05	0.00	5,522.05	100.0%
490.000 · Income - Miscellaneous						
490.100 · Income - Building Room Rental	1,102.50	758.00	344.50	0.00	1,102.50	100.0%
490.200 · Income - Member Listings	375.00	225.00	150.00	0.00	375.00	100.0%
900.630 · City Maps	53.00	17.00	36.00	0.00	53.00	100.0%
490.000 · Income - Miscellaneous - Other	53,873.70	129,063.41	-75,189.71	51,000.00	2,873.70	105.64%
Total 490.000 · Income - Miscellaneous	55,404.20	130,063.41	-74,659.21	51,000.00	4,404.20	108.64%
Total Income	911,644.03	1,049,748.39	-138,104.36	1,021,189.00	-109,544.97	89.27%
Gross Profit	911,644.03	1,049,748.39	-138,104.36	1,021,189.00	-109,544.97	89.27%
Expense						
600.000 · Staff Compensation	865,903.51	913,923.98	-48,020.47	986,131.50	-120,227.99	87.81%
600.200 · Staff Development	26,892.35	10,478.77	16,413.58	8,250.00	18,642.35	325.97%
600.900 · Other Staff Expenses	0.00	3,619.93	-3,619.93	1,833.33	-1,833.33	0.0%
610.000 · Contract Services	0.00	6,741.20	-6,741.20	0.00	0.00	0.0%
620.000 · Utilities Expense	19,184.69	19,805.16	-620.47	19,522.00	-337.31	98.27%
630.00 · Maintenance Expenses	59,720.17	55,986.82	3,733.35	55,917.00	3,803.17	106.8%
640.000 · Marketing	19,353.29	16,994.81	2,358.48	19,735.88	-382.59	98.06%
650.000 · Operating Expenses	41,811.67	52,548.85	-10,737.18	36,665.00	5,146.67	114.04%
680.000 · Depreciation	24,416.37	24,454.09	-37.72	24,200.00	216.37	100.89%
690.000 · Other Expenses	1,942.74	3,742.75	-1,800.01	3,025.00	-1,082.26	64.22%
Total Expense	1,059,224.79	1,108,296.36	-49,071.57	1,155,279.71	-96,054.92	91.69%
Net Ordinary Income	-147,580.76	-58,547.97	-89,032.79	-134,090.71	-13,490.05	110.06%
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	-8,467.19	630.00	-9,097.19	600.00	-9,067.19	-1,411.2%
800.400 · Member Services	14,159.26	7,701.33	6,457.93	8,085.00	6,074.26	175.13%
800.500 · Chamber Events						
900.215 · Expo	48,171.05	46,040.06	2,130.99	47,125.00	1,046.05	102.22%
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	5,208.13	39.85	5,168.28	5,240.00	-31.87	99.39%
900.520 · Morning Brew	10,483.79	9,400.00	1,083.79	11,590.00	-1,106.21	90.46%
900.525 · Business After Hours	10,933.78	12,000.00	-1,066.22	10,590.00	343.78	103.25%
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	117,312.24	87,485.50	29,826.74	109,089.00	8,223.24	107.54%
800.800 · Chamber Work Groups	-7,340.57	-9,219.63	1,879.06	440.00	-7,780.57	-1,668.31%
Total 800.000 · Program Income	120,635.90	92,337.68	28,298.22	126,213.75	-5,577.85	95.58%
Total Other Income	120,635.90	92,337.68	28,298.22	126,213.75	-5,577.85	95.58%
Net Other Income	120,635.90	92,337.68	28,298.22	126,213.75	-5,577.85	95.58%
Net Income	-26,944.86	33,789.71	-60,734.57	-7,876.96	-19,067.90	342.07%
Income Before Depreciation	-2,528.49	58,243.80				

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of February 28, 2023

	<u>Feb 28, 23</u>	<u>Feb 28, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	14,461.00	5,795.99	8,665.01
Total Checking/Savings	<u>14,461.00</u>	<u>5,795.99</u>	<u>8,665.01</u>
Other Current Assets			
Due From (To) City	24,816.09	41,260.05	-16,443.96
Due From (To) Other Funds			
Due From (To) Chamber	-20,173.08	-25,344.76	5,171.68
Due From (To) MOKAN	-2,495.05	-3,210.72	715.67
Total Due From (To) Other Funds	<u>-22,668.13</u>	<u>-28,555.48</u>	<u>5,887.35</u>
Total Other Current Assets	<u>2,147.96</u>	<u>12,704.57</u>	<u>-10,556.61</u>
Total Current Assets	<u>16,608.96</u>	<u>18,500.56</u>	<u>-1,891.60</u>
Fixed Assets			
Furniture and Equipment	<u>3,513.30</u>	<u>8,783.22</u>	<u>-5,269.92</u>
Total Fixed Assets	<u>3,513.30</u>	<u>8,783.22</u>	<u>-5,269.92</u>
TOTAL ASSETS	<u><u>20,122.26</u></u>	<u><u>27,283.78</u></u>	<u><u>-7,161.52</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	1,003.65	0.00	1,003.65
Total Accounts Payable	<u>1,003.65</u>	<u>0.00</u>	<u>1,003.65</u>
Total Current Liabilities	<u>1,003.65</u>	<u>0.00</u>	<u>1,003.65</u>
Total Liabilities	<u>1,003.65</u>	<u>0.00</u>	<u>1,003.65</u>
Equity			
Retained Earnings	23,856.54	18,049.27	5,807.27
Net Income	-4,737.93	9,234.51	-13,972.44
Total Equity	<u>19,118.61</u>	<u>27,283.78</u>	<u>-8,165.17</u>
TOTAL LIABILITIES & EQUITY	<u><u>20,122.26</u></u>	<u><u>27,283.78</u></u>	<u><u>-7,161.52</u></u>

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

November 2022 through February 2023

	Nov '22 - Feb 23	Nov '21 - Feb 22	\$ Change	Budget	Budget Remaining
Ordinary Income/Expense					
Income					
Income-Funds from City	52,420.41	79,232.87	(26,812.46)	252,000.00	-199,579.59
Total Income	<u>52,420.41</u>	<u>79,232.87</u>	<u>(26,812.46)</u>	<u>252,000.00</u>	<u>-199,579.59</u>
Expense					
Administrative Expenses	8,150.85	8,233.77	(82.92)	24,000.00	-15,849.15
Business Attraction/Retention		990.06	(990.06)	64,000.00	-64,000.00
Depreciation	1,756.68	1,756.68		0.00	0.00
Marketing & Promotions	3,015.32	15,764.73	(12,749.41)	30,000.00	-27,014.68
Memberships				13,000.00	-13,000.00
Professional Development	2,712.61	919.80	1,792.81	7,500.00	-4,787.39
Salaries	33,000.00	33,000.00	0.00	99,000.00	-66,000.00
Workforce Development	8,522.88	9,333.32	(810.44)	14,500.00	-5,977.12
Total Expense	<u>57,158.34</u>	<u>69,998.36</u>	<u>(12,840.02)</u>	<u>252,000.00</u>	<u>-196,628.34</u>
Net Ordinary Income	<u>(4,737.93)</u>	<u>9,234.51</u>	<u>(13,972.44)</u>	<u>0.00</u>	<u>-2,951.25</u>
Net Income	<u>(4,737.93)</u>	<u>9,234.51</u>	<u>(13,972.44)</u>	<u>0.00</u>	<u>-2,951.25</u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of February 28, 2023

	<u>Feb 28, 23</u>	<u>Feb 28, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank Checking			
011.300 · Restricted - Bus Recovery Fund	11,062.36	11,422.36	-360.00
011.200 · US Bank - Innovation Center	57,294.01	85,977.34	-28,683.33
011.100 · US Bank - General Fund	-32,985.97	-8,590.42	-24,395.55
Total 011 · US Bank Checking	<u>35,370.40</u>	<u>88,809.28</u>	<u>-53,438.88</u>
013 · US Bank - Money Market	9,266.30	9,430.52	-164.22
Total Checking/Savings	<u>44,636.70</u>	<u>98,239.80</u>	<u>-53,603.10</u>
Accounts Receivable			
012 · Accounts Receivable			
012-200 · Accounts Receivable-General	21,924.81	17,806.72	4,118.09
012.100 · Accounts Receivable-Crowder	23,000.00	23,000.00	0.00
Total 012 · Accounts Receivable	<u>44,924.81</u>	<u>40,806.72</u>	<u>4,118.09</u>
Total Accounts Receivable	<u>44,924.81</u>	<u>40,806.72</u>	<u>4,118.09</u>
Other Current Assets			
032 · Prepaid Insurance	9,068.92	6,988.18	2,080.74
020 · Due From (To) Other Funds	0.00	-16,606.61	16,606.61
031 · Prepaid Expenses	821.80	1,121.62	-299.82
Total Other Current Assets	<u>9,890.72</u>	<u>-8,496.81</u>	<u>18,387.53</u>
Total Current Assets	<u>99,452.23</u>	<u>130,549.71</u>	<u>-31,097.48</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,681,874.00	1,732,657.40	-50,783.40
179 · ATTC Building Improvements	1,515,725.04	1,559,581.08	-43,856.04
177 · ATTC Equipment	386,398.36	659,149.96	-272,751.60
175 · ATTC Furniture & Fixtures	24,477.82	41,756.26	-17,278.44
150 · Foundation Furniture & Fixtures	0.00	67.97	-67.97
166 · IC Leasehold Improvements	34,457.39	34,532.23	-74.84
152 · Innovation Center F & F	8,324.33	10,274.09	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,121,071.20	1,169,359.32	-48,288.12
Total Fixed Assets	<u>4,834,272.63</u>	<u>5,269,322.80</u>	<u>-435,050.17</u>
TOTAL ASSETS	<u>4,933,724.86</u>	<u>5,399,872.51</u>	<u>-466,147.65</u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of February 28, 2023

	<u>Feb 28, 23</u>	<u>Feb 28, 22</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	23,389.53	12,468.95	10,920.58
Total Accounts Payable	<u>23,389.53</u>	<u>12,468.95</u>	<u>10,920.58</u>
Credit Cards			
200.100 · US Bank Credit Card	2,486.61	2,251.80	234.81
Total Credit Cards	<u>2,486.61</u>	<u>2,251.80</u>	<u>234.81</u>
Other Current Liabilities			
217.000 · Deferred Income			
226.000 · Deferred Income-Lease			
226.100 · Deferred Income-Lease-NIC	5,766.00	577.50	5,188.50
226.200 · Deferred Income-Lease-ATTC	0.00	100.00	-100.00
Total 226.000 · Deferred Income-Lease	<u>5,766.00</u>	<u>677.50</u>	<u>5,088.50</u>
Total 217.000 · Deferred Income	<u>5,766.00</u>	<u>677.50</u>	<u>5,088.50</u>
208.000 · Deposits Held	<u>9,949.00</u>	<u>10,325.00</u>	<u>-376.00</u>
Total Other Current Liabilities	<u>15,715.00</u>	<u>11,002.50</u>	<u>4,712.50</u>
Total Current Liabilities	<u>41,591.14</u>	<u>25,723.25</u>	<u>15,867.89</u>
Total Liabilities	41,591.14	25,723.25	15,867.89
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>-440,699.28</u>	<u>-409,062.03</u>	<u>-31,637.25</u>
Total Equity	<u>4,892,133.72</u>	<u>5,374,149.26</u>	<u>-482,015.54</u>
TOTAL LIABILITIES & EQUITY	<u><u>4,933,724.86</u></u>	<u><u>5,399,872.51</u></u>	<u><u>-466,147.65</u></u>

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

	Apr '22 - Feb 23	Apr '21 - Feb 22	\$ 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	27,078.30	11,685.00	15,393.30	11,000.00	16,078.30	246.17%
411 · Grants	162,162.00	106,088.44	56,073.56	167,182.00	-5,020.00	97.0%
422 · Income - Interest	0.70	20.12	-19.42	0.00	0.70	100.0%
425 · Income - Miscellaneous	56,809.66	33,806.28	23,003.38	0.00	56,809.66	100.0%
426 · Lease Income						
426.200 · Lease Income-ATTC	193,270.50	213,767.21	-20,496.71	204,596.00	-11,325.50	94.46%
426.300 · Lease Income-NIC	64,719.15	80,086.15	-15,367.00	92,950.00	-28,230.85	69.63%
Total 426 · Lease Income	257,989.65	293,853.36	-35,863.71	297,546.00	-39,556.35	86.71%
427 · Lease Utility Income	41,675.03	32,009.61	9,665.42	30,650.00	11,025.03	135.97%
Total Income	577,715.34	477,462.81	100,252.53	538,378.00	39,337.34	107.31%
Gross Profit	577,715.34	477,462.81	100,252.53	538,378.00	39,337.34	107.31%
Expense						
660 · Utilities Expense	123,981.05	103,473.15	20,507.90	97,485.00	26,496.05	127.18%
760 · Grant Disbursement	153,348.05	39,427.14	113,920.91	111,022.00	42,326.05	138.12%
725 · Equipment Purchase	2,349.75	5,485.08	-3,135.33	0.00	2,349.75	100.0%
611 · Administrative Fee	160,000.00	143,125.00	16,875.00	137,500.00	22,500.00	116.36%
787 · Bank Fees	256.00	180.00	76.00	165.00	91.00	155.15%
730 · Depreciation	405,880.91	406,112.08	-231.17	406,164.00	-283.09	99.93%
720 · Equipment Maint	16,718.16	23,692.43	-6,974.27	14,985.00	1,733.16	111.57%
785 · Insurance Expense	48,838.78	38,150.82	10,687.96	39,050.00	9,788.78	125.07%
645 · Marketing	575.00	1,434.59	-859.59	2,200.00	-1,625.00	26.14%
650 · Meetings	0.00	884.29	-884.29	0.00	0.00	0.0%
790 · Miscellaneous Expense	3,334.65	563.00	2,771.65	4,125.00	-790.35	80.84%
670 · Occupancy Expense	120,880.45	92,410.63	28,469.82	87,970.00	32,910.45	137.41%
700 · Office Supplies	0.00	336.04	-336.04	0.00	0.00	0.0%
750 · Professional Fees	14,357.50	6,668.40	7,689.10	3,900.00	10,457.50	368.14%
610 · Program Service Fee	27,000.00	49,500.00	-22,500.00	49,500.00	-22,500.00	54.55%
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	99.00	-99.00	0.0%
Total Expense	1,096,170.67	930,094.43	166,076.24	972,840.00	123,330.67	112.68%
Net Ordinary Income	-518,455.33	-452,631.62	-65,823.71	-434,462.00	-83,993.33	119.33%
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%
800.800 · 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	-2,191.51	8,144.55	-10,336.06	2,360.00	-4,551.51	-92.86%
951.110 · Golden Apple	7,439.86	396.10	7,043.76	8,870.00	-1,430.14	83.88%
Total 800.101 · Education	65,348.35	16,246.93	49,101.42	11,230.00	54,118.35	581.91%
				1,000.00	-1,000.00	0.0%
800.200 · Leadership Joplin	16,208.76	29,852.20	-13,643.44	33,300.00	-17,091.24	48.68%
800.400 · Young Professionals Network	-910.90	-1,085.14	174.24	-1,567.00	656.10	58.13%
Total 800 · Committee Divisions	77,756.05	43,569.59	34,186.46	43,963.00	33,793.05	176.87%
Total Other Income	77,756.05	43,569.59	34,186.46	43,963.00	33,793.05	176.87%
Net Other Income	77,756.05	43,569.59	34,186.46	43,963.00	33,793.05	176.87%
Net Income	-440,699.28	-409,062.03	-31,637.25	-390,499.00	-50,200.28	112.86%

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

	Apr '21 - Feb		Budget		
	Apr '22 - Feb 23	22	\$ Change	Variance	% of Budget
Income Before Depreciation	-34,818.37	-2,949.95			

Joplin Area Chamber of Commerce Foundation

Statement of Operations

April 2022 through February 2023

	Apr '22 - Feb 23	Apr '21 - Feb 22	\$ 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	26,608.30	11,685.00	14,923.30	11,000.00	15,608.30	241.89%
411 • Grants	106,002.00	49,928.69	56,073.31	111,022.00	-5,020.00	95.48%
422 • Income - Interest	0.70	20.12	-19.42	0.00	0.70	100.0%
425 • Income - Miscellaneous	38,011.00	11,546.28	26,464.72	0.00	38,011.00	100.0%
Total Income	202,622.00	73,180.09	129,441.91	154,022.00	48,600.00	131.55%
Gross Profit	202,622.00	73,180.09	129,441.91	154,022.00	48,600.00	131.55%
Expense						
760 • Grant Disbursement	153,348.05	39,427.14	113,920.91	111,022.00	42,326.05	138.12%
725 • Equipment Purchase	2,193.35	130.28	2,063.07			
611 • Administrative Fee	22,500.00	0.00	22,500.00	0.00	22,500.00	100.0%
787 • Bank Fees	256.00	180.00	76.00	165.00	91.00	155.15%
730 • Depreciation	0.00	747.89	-747.89	748.00	-748.00	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	852.69	-852.69	0.00	0.00	0.0%
790 • Miscellaneous Expense	1,064.65	388.78	675.87	2,200.00	-1,135.35	48.39%
700 • Office Supplies	0.00	211.04	-211.04	0.00	0.00	0.0%
750 • Professional Fees	14,357.50	6,668.40	7,689.10	3,900.00	10,457.50	368.14%
610 • Program Service Fee	27,000.00	49,500.00	-22,500.00	49,500.00	-22,500.00	54.55%
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			
Total Expense	240,064.72	118,149.09	121,915.63	168,235.00	71,829.72	142.7%
Net Ordinary Income	-37,442.72	-44,969.00	7,526.28	-14,213.00	-23,229.72	263.44%
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			
800.800 • All Kids Bike	0.00	-870.97	870.97			
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			
951.160 • Tomorrows Leaders Today	-2,291.51	8,144.55	-10,436.06	2,360.00	-4,651.51	-97.1%
951.110 • Golden Apple	7,439.86	396.10	7,043.76	8,870.00	-1,430.14	83.88%
Total 800.101 • Education	65,248.35	16,246.93	49,001.42	11,230.00	54,018.35	581.02%
800.300 • Expo	0.00	0.00	0.00	1,000.00	-1,000.00	0.0%
800.200 • Leadership Joplin	16,157.18	29,852.20	-13,695.02	33,300.00	-17,142.82	48.52%
800.400 • Young Professionals Network	-910.90	-1,085.14	174.24	-1,567.00	656.10	58.13%
Total 800 • Committee Divisions	77,604.47	43,569.59	34,034.88	43,963.00	33,641.47	176.52%
Total Other Income	77,604.47	43,569.59	34,034.88	43,963.00	33,641.47	176.52%
Net Other Income	77,604.47	43,569.59	34,034.88	43,963.00	33,641.47	176.52%
Net Income	40,161.75	-1,399.41	41,561.16	29,750.00	10,411.75	135.0%

Joplin Area Chamber of Commerce Foundation

Statement of Operations-ATTC

April 2022 through February 2023

	Apr '22 - Feb 23	Apr '21 - Feb 22	\$ Change	Budget	Budget Variance	% of Budget
Ordinary Income/Expense						
Income						
425 • Income - Miscellaneous	12,143.04	11,100.00	1,043.04	0.00	12,143.04	100.0%
426 • Lease Income	193,320.50	213,767.21	-20,446.71	204,596.00	-11,275.50	94.49%
427 • Lease Utility Income	41,675.03	32,009.61	9,665.42	30,650.00	11,025.03	135.97%
Total Income	<u>247,138.57</u>	<u>256,876.82</u>	<u>-9,738.25</u>	<u>235,246.00</u>	<u>11,892.57</u>	<u>105.06%</u>
Gross Profit	<u>247,138.57</u>	<u>256,876.82</u>	<u>-9,738.25</u>	<u>235,246.00</u>	<u>11,892.57</u>	<u>105.06%</u>
Expense						
660 • Utilities Expense	97,264.77	73,748.04	23,516.73	74,430.00	22,834.77	130.68%
725 • Equipment Purchase	156.40	5,354.80	-5,198.40	0.00	156.40	100.0%
611 • Administrative Fee	68,750.00	74,375.00	-5,625.00	68,750.00	0.00	100.0%
730 • Depreciation	352,613.69	352,613.69	0.00	352,616.00	-2.31	100.0%
720 • Equipment Maint	9,968.38	16,555.35	-6,586.97	8,085.00	1,883.38	123.3%
785 • Insurance Expense	37,989.42	28,613.12	9,376.30	29,150.00	8,839.42	130.32%
650 • Meetings	0.00	31.60	-31.60	1,100.00	-1,100.00	0.0%
790 • Miscellaneous Expense	2,270.00	0.00	2,270.00	1,375.00	895.00	165.09%
670 • Occupancy Expense	84,854.05	67,644.45	17,209.60	67,070.00	17,784.05	126.52%
635 • Property Tax	0.00	12,000.00	-12,000.00	12,000.00	-12,000.00	0.0%
Total Expense	<u>653,866.71</u>	<u>630,936.05</u>	<u>22,930.66</u>	<u>614,576.00</u>	<u>39,290.71</u>	<u>106.39%</u>
Net Ordinary Income	<u>-406,728.14</u>	<u>-374,059.23</u>	<u>-32,668.91</u>	<u>-379,330.00</u>	<u>-27,398.14</u>	<u>107.22%</u>
Net Income	<u><u>-406,728.14</u></u>	<u><u>-374,059.23</u></u>	<u><u>-32,668.91</u></u>	<u><u>-379,330.00</u></u>	<u><u>-27,398.14</u></u>	<u><u>107.22%</u></u>
 Income Before Depreciation	 <u>(54,114.45)</u>	 <u>(21,445.54)</u>				

Joplin Area Chamber of Commerce Foundation

Statement of Operations-NIC

April 2022 through February 2023

	Apr '22 - Feb 23	Apr '21 - Feb 22	\$ Change	Budget	Budget Variance	% of Budget
Ordinary Income/Expense						
Income						
411 • Grants	56,160.00	56,159.75	0.25	56,160.00	0.00	100.0%
425 • Income - Miscellaneous	6,655.62	11,160.00	-4,504.38			
426 • Lease Income	64,669.15	80,086.15	-15,417.00	92,950.00	-28,280.85	69.57%
Total Income	<u>127,484.77</u>	<u>147,405.90</u>	<u>-19,921.13</u>	<u>149,110.00</u>	<u>-21,625.23</u>	<u>85.5%</u>
Gross Profit	127,484.77	147,405.90	-19,921.13	149,110.00	-21,625.23	85.5%
Expense						
660 • Utilities Expense	26,716.28	29,725.11	-3,008.83	23,055.00	3,661.28	115.88%
611 • Administrative Fee	68,750.00	68,750.00	0.00	68,750.00	0.00	100.0%
730 • Depreciation	53,267.22	52,750.50	516.72	52,800.00	467.22	100.89%
720 • Equipment Maint	6,054.98	6,465.68	-410.70	6,200.00	-145.02	97.66%
785 • Insurance Expense	10,849.36	9,537.70	1,311.66	9,900.00	949.36	109.59%
645 • Marketing	575.00	714.90	-139.90	1,100.00	-525.00	52.27%
790 • Miscellaneous Expense	0.00	174.22	-174.22	550.00	-550.00	0.0%
670 • Occupancy Expense	36,026.40	24,766.18	11,260.22	20,900.00	15,126.40	172.38%
700 • Office Supplies	0.00	125.00	-125.00	6,675.00	-6,675.00	0.0%
Total Expense	<u>202,239.24</u>	<u>193,009.29</u>	<u>9,229.95</u>	<u>189,930.00</u>	<u>12,309.24</u>	<u>106.48%</u>
Net Ordinary Income	<u>-74,754.47</u>	<u>-45,603.39</u>	<u>-29,151.08</u>	<u>-40,820.00</u>	<u>-33,934.47</u>	<u>183.13%</u>
Net Income	<u><u>-74,754.47</u></u>	<u><u>-45,603.39</u></u>	<u><u>-29,151.08</u></u>	<u><u>-40,820.00</u></u>	<u><u>-33,934.47</u></u>	<u><u>183.13%</u></u>
 Income Before Depreciation	 <u>(21,487.25)</u>	 <u>7,147.11</u>				

2023/2024 Officers

(term/expire)

Matt Stewart as Chairman (1/25)
Kim Cox as Chair-Elect (1/24)
Betsy Kissel as Past Chairman (Extra/24)
Steven Graddy as Treasurer (Partial/25)

2023/2024 JACC Governance Committee members

Finance/Audit Committee (no fewer than 3)

Steven Graddy Committee Chairman (Treasurer of the Board) (Partial/25)
Jeremy Drinkwitz (2/25)
Chad Evans (1/24)
Betsy Kissel (Extra/24)
Mattie Crossland (1/26)
Matt Stewart (Chairman of the Board) (1/25)

Compensation/Personnel Committee (no fewer than 6)

Betsy Kissel- Committee Chairman (Past Chairman of the Board) (Extra/24)
Matt Stewart (Chairman of the Board) (1/25)
Kim Cox (Chairman Elect of the Board) (1/24)
Katrina Richards (2/25)

Need two more on this committee.

Nominating/Governance Committee (no fewer than 3)

Betsy Kissel (Chairman) (Extra/24)
Chad Greer (1/24)
Howie Nunnelly added April 1, 2021 (1/24)
Dustin Storm added April 1, 2021 (2/25)
Matt Stewart (Chairman of the Board) (1/25)

Foundation

Board Members as Directed by By-laws

Kim Cox – Chairman (Chamber Chair elect) (1/24)
Steven Graddy – Treasurer (Chamber Treasurer) (Partial/25)
Travis Stephens – Chamber President
Tonya Sprenkle – Chamber Vice President and Foundation Secretary

Additional directors appointed by Chamber Board

Melodee Colbert-Kean – 3-year term (ends 2026) (1/26)
Howie Nunnelly – 3-year term (ends 2026) (1/24)
Dustin Storm – 3-year term (term end 2025) (2/25)
Chad Greer – 3-year term (term ends 2025) (1/24)
Dean Van Galen – 3-year term (ends 2024) (1/25)
Lori Haun – 3-year term (ends in 2024) (1/24)

Gray indicates positions filled because of rolls held per by-laws.



2023 / 2024 Board of Directors Class by Election Year

Board Class for 2023-2026 terms (2022 election)

- **Betsy Kissel**, Onin Staffing Employment Agencies, 2017-2024 (2nd term) Extended 23/24 as Past President (need to appoint replacement for 4-1-24)
- **Melodee Colbert-Kean**, MEs Place, LLC, 2020-2026 (2nd term)
- **Mattie Crossland**, Crossland Construction Company, 2021-2026 (1st term) Appointed 2021
- **Lance Hoopai**, Higdon's Florist, 2023-2026 (1st term)
- **John Hunter**, American Ramp Company, 2023-2026 (1st term)
- **Ben McNelly**, Full Bore Studios, 2023-2026 (1st term)

Board Class for 2022-2025 terms (2021 election)

- **Jeremy Drinkwitz**, Mercy, 2016-2025 (2nd term) Appointed 2016
- **Dustin Storm**, Storm Cloud Marketing, 2019-2025 (2nd term)
- **Katrina Richards**, Leggett & Platt, 2019-2025 (2nd term)
- **Dean Van Galen**, Missouri Southern State University, 2020-2025 (1st term) Appointed 2020
- **Matt Stewart**, Children's Center, 2021-2025 (1st term) Appointed April 2021
- **Steven Graddy**, Freeman Health System, 2023-2025 (partial term) Appointed March 2023

Board Class for 2021-2024 terms (2020 election)

- **Chad Greer**, Corner Greer & Associates, Inc., 2018-2024 (1st term) Appointed July 2018
- **Jordan Bolinger**, Liberty, 2020-2024 (1st term) Appointed June 2020
- **Kim Cox**, Ozark Gateway Association of REALTORS, 2021-2024 (1st term)
- **Chad Evans**, Arvest Bank, 2021-2024 (1st term)
- **Lori Hawn**, Downtown Joplin Alliance, 2021-2024 1st term)
- **Howie Nunnelly**, AMI Radio Group, 2021-2024 (1st term)

Membership categories covered or needed

Banking – Arvest Bank
Healthcare - Freeman, Mercy
Industry/Manufacturing – American Ramp; Leggett & Platt (also Legal covered)
Accounting / Other Professional –Corner Greer & Associates
Construction – Crossland
Legal – (covered as part of another category)
Marketing/Media – Storm Cloud Marketing, AMI Radio
Not for Profit – Children's Center, Downtown Joplin Alliance
Real Estate – Ozark Gateway
Service/Retail – Higdon Florist, Onin Staffing
Restaurants - MEs Place
Technology – Full Bore Studios
Transportation -
Utilities – Liberty
Higher ED – MSSU



2023 / 2024 Board of Directors

EXECUTIVE COMMITTEE

Chairman of the Board:

Matt Stewart – Children’s Center

Chairman Elect of the Board:

Kim Cox – Ozark Gateway Association of Realtors

Past Chairman of the Board:

Betsy Kissel – Onin Staffing

Treasurer:

Steven Graddy – Freeman Health System

Membership/Community Development Services:

Economic/Workforce Development Services:

Vice Chair/Co-Vice Chairs are Pending decisions made with By-laws changes to be proposed soon.

DIRECTORS

Jordan Bolinger – Liberty Utilities

Melodee Colbert-Kean – MEs Place

Mattie Crossland – Crossland Construction Company

Jeremy Drinkwitz – Mercy Hospital Joplin

Chad Evans – Arvest Bank

Chad Greer – Corner Greer & Associates, Inc.

Lori Haun – Downtown Joplin Alliance

Lance Hoopai – Higdon’s Florist

John Hunter – American Ramp Company

Ben McNelly – Full Bore Studios

Howie Nunnelly – AMI Radio Group

Katrina Richards – Leggett & Platt

Dustin Storm – Storm Cloud Marketing

Dr. Dean Van Galen – MSSU

EX-OFFICIO DIRECTORS, affiliations

John Bartosh, Jasper County Commissioner

Jim Dalrymple, Executive Vice President of Advancement, Ozark Christian College

Nick Edwards, City Manager

Tom Furrh, FosterAdopt Connect, Young Professionals Network

Dr. Brad Hodson, Vice President, Missouri Southern State University

Dr. Kenneth Keiles, Kansas City University

Dr. Kerry Sachetta, Assistant Superintendent, Joplin School District

Melissa Smith, Crowder College

Daniel Swem, Newton County Commissioner

Doug Lawson, Mayor

Treasurer for Continuing Committee; Businesses for a Better Joplin:

Mary (Betsy) Kissel has consented to do this now as of spring 2022.

- Although this is not an official board member position, we need to have this role filled for political campaigns. Must be someone willing to allow their name to be published as the Treasurer for political campaigns.



2023/2023 Board of Directors Meetings

April 24, 2023, special full meeting this year
(otherwise April committees only)

May 22, 2023, full meeting

June 2023, committees only

July 24, 2023, full meeting

August 2023, committees only

September 25, 2023, full meeting *w/ex-officio*

October 2023, committees only

November 27, 2023, full meeting

December 2023, committees only

January 22, 2024, full meeting

February 2024, committees only

March 25, 2024, full meeting *w/ex-officio*

April 2024, committees only

Committee dates and times are to be set by each individual committee, and the meeting is to be held between the full meetings based on the preference of each committee. Committees are to report out at the next full meeting.

Full meetings will be at the Chamber office,
from 12:00 p.m. - 1:00 p.m.

Staff Reports
March 27, 2023

Tonya Sprenkle, Vice President
General Operations and major projects

Phone system changes

The new Zoom Phone System is running parallel to the old system until porting is complete. The porting request has been filed with the anticipated date of 3-31-23. This gives staff the opportunity to test the system.

Townsquare Publications

A new quarterly digital publication, Joplin Spotlight, has been formally kicked off with production and ad sales underway.

Reaccreditation

We were awarded the 5-Star accreditation once again from the US Chamber. It was noted that we had perfect scores in Governance, Human Resources, Technology, and Facilities sections.

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.

MOBEC Grants

We will be closing out the 2nd year MOBEC grant this month, and the 3rd year grant of \$50,000 will start in April.

**Membership Summary Report
February 1, 2023 – February 28, 2023**

2022	New Member Count	New Member \$	Drop Member Count	Drop Member \$	Net Count	Net \$	TOTAL COUNT
							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	10	\$5,278	9	\$3,451	1	\$1,827.00	836
Feb	13	\$4,939	4	\$1,702	9	\$3,236.50	845

New Members February 2023

Wiese USA, Inc.
Edward Jones Trust Company
SOLO LINK IO
PLANT
JFWC Tree of Life Church
The Waffle Window LLC
TownePlace Suites by Marriott
Savannah Salon
In Home Solutions
Associates of Dentistry, Charles McGinty
ASAP Appliance Repair
Thomas Ross
K&K Treehouse

Dropped Members February 2023

American Business Systems – Dropped for nonpay
Auntie Sal's Emporium - Dropped for nonpay
Care For Women Joplin - Closed
Supreme Deals Retail & Tanning - Closed

**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.
- Currently there are four private spaces available. Two prospects are actively considering private space as of this report.

Advanced Training & Technology Center (ATTC):

- The ATTC has four private office spaces available.

Programming:

- **1 Million Cups Joplin (1MC)** average of 25 attendees each week. The group is discussing rotating locations each month between Joplin, Neosho, Carl Junction, and Carthage.
- **Chamber Academy** continues to grow with more than 259 active members, an increase of 7 over the last month.
- **The March e-Commerce Meetup** was held at the Joplin Chamber office. The group discussed the need to update the e-Commerce 101 video on the Chamber's YouTube channel as well as plan an e-Commerce lunch and learn soon.

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

- The core group held a strategic meeting on 3/7. Action items are to write a 2023-24 Operational Plan and establish a Rate Card for sponsorships. The EDI budget will be a line item in the Chamber budget with direct approval by Travis.

Professional Development: Doug, Chamber Liaison

- The Work Group's last regular meeting was held in January. Plans are still in place to rebrand ED-Talks to communicate that the program is for all Chamber members, not just YPN. The mentorship program was discussed in a special meeting on 3/1. Action steps are pending.

Joplin Area Remote Workers group:

- The new group first met on February 28. The group decided to start hosting a monthly, "Where We Workin Wednesday?" The first event is scheduled for Wednesday, March 29 at the Joseph Newman Innovation Center (NIC) with free Day Passes from 8:00 a.m. to 8:00 p.m. An Open House at the NIC will take place from 3:00 to 6:00 NOMAD coffee truck will be on site from 7:15 to 11:00 Divine Kitchen Food Truck will be on-site from 11:00 to 2:00. Event is open to the public with a focus on the area remote workers.

**Stephanie McGrew
Special Events Manager**

Networking Events

Previous Networking Events

- Morning Brew was on March 3 at College View Manor – 60 in attendance
- Business After Hours was on March 14 at Just A Taste – 81 in attendance
- Good Morning Joplin was on March 17 at MSSU -100 in attendance

Upcoming Networking Events

- Morning Brew will be April 14 at First American Title Company
- Business After Hours will be April 18 at The Independent Living Center
- Annual Banquet is April 27. Invitations will mail March 20

Leadership Programs

- Leadership Joplin class of 2023 will visit Jefferson City March 29-30
- Tomorrow's Leaders Today's graduation will be March 27

Award Programs

- Golden Apple Nominee Recognition Assembly was March 13 at MSSU – 175 in attendance
 - Golden Apple has 64 unique nominees. The judging process begins March 28, four finalists in four categories will then proceed with interviews. Winners announced at Annual Banquet
- Business of the Year had 14 unique valid nominees. Judges are scoring written packets. 3 finalists in 3 categories will have interviews. Winners announced at Annual Banquet

Economic Development Events Lisa Kelly, Executive Assistant

Upcoming Events

- Eggs & Issues all begin at 10 am:
 - **Joplin, Apr 14**
 - Neosho, May 17

Erin Slifka Marketing & Public Information Manager

Choose Joplin App

MONTH	TOTAL APP DOWNLOADS	SCREEN CLICKS	MEMBER'S PAGE
FEBRUARY	1252	422	258

Top Member Pages February
Newton's Jewelers
Finn's
Rivers Bend Family Resort LLC

Home Screen Clicks February
All Restaurants
Events
Bridal Shops

Website: Joplincc.com

Users	February
This Year	4,649

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 are unable to compare year over year numbers since the CCAssist report did not capture the number of users.

Website: Joplinbusinessoutlook.com

Users	February	YTD (April – February)
This Year	1,592	13,011
Last Year	642	7,991

We had 55 member submissions on Joplin Business Outlook in February.

Top Three Articles Read:

1. [Joplin Ranked Second in Wall Street Journal's Top 10 Places for Remote Workers](#)
2. [Connect2Culture February 2023 Performances](#)
3. [Jeffersons Announces New Breakfast Menu](#)

Weekly Update (Monday Memo)

Open Rate	February	YTD (April – February)
This Year	43%	35%
Last Year	32%	27%

Distribution	February
This Year	2387
Last Year	2291

Livability Workgroups:

Chamber Gives Back: Jessica Carr and Misty Covvey

- February | Bright Futures Snack Packs, 10 volunteers, 10 hours
- February | Bright Future Teacher, 6 volunteers, 6.75 hours

Upcoming Volunteer Opportunities:

- Bright Futures Snack Pack Program | April 20 | [Sign up here](#)

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 March

Travis Stephens

Capacity Building

- Team building session with Motive Matters
 - Color Code 2.0 – all-day session
- Finalized production schedule and article topics for TownSquare quarterly publication
 - feature articles will align with our 4 pillars of the strategic plan
 - 4 to 5 each issue
 - initial publication will release in June and focus on the 3 business of the year winners, 150 years in Joplin and the WSJ article on remote workers
- Met with EDI livability group leadership to discuss future programs and direction
- Met with the YPN exec committee to discuss YPN programs and outlook for next year
- Participated in quarterly ACCE Peer Cities Chamber CEO call
 - discussed various proposed state laws and homelessness issues

Collaboration/Partnership Building

- Get-to-know-you meetings with:
 - Jim Dalrymple from Ozark Christian College
 - Brett Sebastian with Go Rail Association
- Reoccurring touch base meetings with:
 - City Manager Nick Edwards (bi-weekly)
 - Asst City Manager Tony Robyn
 - MSSU President Dr. Van Galen

Community Engagements

- Went on a personal community tour with local historian Brad Belk
- Attended Downtown Now! Quarterly Networking event
 - received presentation on several downtown housing projects taking place
- Attended ribbon cutting for First Community Bank branch opening (new to Joplin)
- Attended Golden Apple reception
- Attended Business After Hours event at Just A Taste in Webb City
- Attended Business Breakfast in Neosho put on by Adult & Teen Challenge

Economic Development

- Highlighting Joplin's WSJ ranking as the #2 city for remote workers
 - a billboard ad has been placed along I-44, immediately east of exit 4 and is viewable by eastbound traffic
 - we will also be incorporating the ranking into our digital ads as part of our Choose Joplin campaign
- Doug Hunt and I received news of Joplin's selection into the *Heartland Together* project team
 - this project is very similar to the Heartland Forward program, however it is designed to strengthen the ecosystem that supports entrepreneurs and start-ups
 - this is a \$100,000+ investment by the Kansas Leadership Center and the Kauffman Foundation
 - one community in each of the four states was selected for this program; MO, KS, IA and NE
- Toured Don's Cold Storage facility at Joplin Webb City Industrial Park with JIDA board
 - Don's has plans to build another warehouse facility in Joplin
- Attended Commerce Bank Economic Lunch at MSSU
 - key takeaway - 8 of 10 leading indicators signal recession in fall of 2024
- Submitted 2 letters of support for Liberty grant projects for infrastructure improvements

- Attended MOKAN quarterly board meeting 3/13
BUSINESS ATTRACTION (Jake Heisten)

- 2 RFI's received
- 0 RFI submitted
 - We did not meet the criteria for the 2 RFI's received
- Project Maize
 - Neosho landed the project
 - existing rail and the existing building were required
 - animal feed manufacturer
 - 5 to 10 jobs
- Project Spoonman
 - food manufacturer, 300 jobs. boots-on-the-ground site visit took in Oct
 - no new update to report

EXPANSION & RETENTION (Amy Kauffman)

BRE Visits = 4

- CFI, Amcor Flexibles, Refresco, Able Manufacturing

WORKFORCE & EXPANSION

- Currently working with 3 large employers on expansion projects and connecting them with state agencies on incentives and training programs
- Continues her work with the regional Childcare Task Force
- Assisted James Whitford at Watered Gardens with ACT Work Ready information
- Working with National Adult Literacy Agency (NALA) on creating a tutoring package for Schaeffler employees
- Met with Crowder College ATTC Director on apprenticeships, Missouri Ones Start and training credential programs

MISCELLANEOUS

- Amy attended Grow Granby board of directors meeting to discuss ARPA and T-Mobile grant applications
- Amy attended T-SHRA group's Workplace Readiness workshop and has been asked to be a keynote speaker at their annual conference in September
- Amy attended Squared Tech Conference (STC) in Springfield
- Jake continues to work with MO DED and the US Dept of Commerce on hosting an international trade workshop in Joplin on April 20th
- Amy served as a judge for Cherokee County Youth Entrepreneur Fair