



**Board of Directors Meeting – In-person and Zoom Meeting
Monday, April 24, 2023**

Zoom Link

<https://bit.ly/3mBKSNl>

We support business and economic strength.

Our Vision: A healthy business community advances quality of living and regional economic vitality.

AGENDA

- | | |
|--|-----------------|
| I. Call To Order: Welcome | Kim Cox |
| II. Approve March Minutes | Kim Cox |
| III. Financial Report: March Financials | Travis Stephens |
| o Approval of Financials | |
| IV. New Business | |
| o Nomination Committee Update – Compensation Committee | Betsy Kissel |
| o Bylaws presentation and change approval | Travis Stephens |
| o Public Policy Committee | Travis Stephens |
| o Budget | Travis Stephens |
| V. Staff Reports: | |
| ▪ Operations – Tonya Sprenkle | |
| ▪ Entrepreneurship – Doug Hunt | |
| ▪ Events – Stephanie McGrew | |
| ▪ Marketing – Erin Slifka | |
| o President's Report | Travis Stephens |
| VI. Board Member Updates (optional) | Board Members |
| VII. Adjourn to Executive Session | |

Adjourn

Next Meeting: Monday, May 22, Chamber Office, Liberty Room; meeting begins at 12:00 pm

MINUTES (in Review)



JACC MARCH BOARD OF DIRECTORS MEETING

Name:	Joplin Area Chamber of Commerce
Date:	Monday, March 27, 2023
Time:	12:00 PM to 1:30 PM (CDT)
Location:	Joplin Chamber, Liberty Room , 320 E 4th Street
Board Members:	Ben McNelly, Betsy Kissel, Chad Evans, Dr. Dean Van Galen, Dustin Storm, Ex-Officio Dr. Ken Heiles, Ex-Officio Nick Edwards, John Hunter, Katrina Richards, Kim Cox, Lance Hoopai, Matt Stewart (Chair), Mattie Crossland, Melodee Colbert-Kean, Melissa Smith, R.Chad Greer, Steve Graddy
Attendees:	Debby Chaligoj, Doug Hunt, Erin Slifka, Reggie Powers, Stephanie McGrew, Tonya Sprenkle, Travis Stephens, Lisa Kelly
Apologies:	Dr. Ex-Officio Dr. Kerry Sachetta, Ex-Officio Alex Gandy, Ex-Officio Daniel Swem, Ex-Officio Jim Dalrymple, Ex-Officio John Bartosh, Howie Nunnely, Jeremy Drinkwitz, Jordan Bolinger, Lori Haun, Mayor Ex-Officio Mayor Doug Lawson
Guests/Notes:	Rob O'Brian

1. JACC Board of Directors Agenda

1.1 Approval of Minutes



Motion to approve February Minutes

Motion to approve the February minutes as presented by Travis Stephens.

Due Date: Mar 26, 2023

Owner: Betsy Kissel



Move to approve February Minutes

Dr. Dean Van Galen moved to approve the February minutes as presented and seconded by Chad Greer. Motion passed.

Decision Date: Mar 27, 2023

Outcome: Approved

1.2 Special Guest

1.3 Approval of Financials



Motion to approve the February financials

Betsy asked for a motion to approve the February financials as presented by Travis Stephens.

Due Date: Mar 26, 2023

Owner: Betsy Kissel



Move to approve February Financials

Kim Cox moved to approve the February financials as presented and seconded by Todd Chenault. Motion passed.

Decision Date: Mar 27, 2023

Outcome: Approved

2. New Business

2.1 Nomination Committee Update



Motion to Approve Nomination Committee Slate of Officers

The nomination committee nominated Kim Cox for Vice-Chair and Steve Graddy for Treasurer.

Due Date: Mar 26, 2023

Owner: Betsy Kissel



Move to Approve Nomination Committee Slate of Officers

Chad Evans moved to accept the nomination as presented and seconded by Katrina Richards. Motion passed.

Decision Date: Mar 27, 2023

Mover: Chad Evans

Second: Katrina Richards

Outcome: Approved

2.2 Proposed meeting Schedule/Bylaws Amendments



Presented the proposed frequency of the Board of Directors meetings

Travis presented the board with a schedule of the proposed meeting dates. Every other month would be a full BOD meeting and every other month would be the strategic plan committees meeting. The bylaws will need to be revised stating that change if approved. Lisa to send the bylaws to the board again to look over how it reads now. Will take a vote on this in the April BOD meeting.

Due Date: May 21, 2023

Owner: Travis Stephens

2.3 Consider Creating a Public Policy Committee

A short discussion on creating a Public Policy Committee. Tabled to discuss with Strategic committees first.

3. Board Strategic Committee Work Plan

4. Staff Reports

4.1 Staff Report

5. Other Business

5.1 Board Member Updates (Optional)

6. Adjourn to Executive Session

6.1 Adjourn Meeting

Next meeting: JACC Board of Directors Meeting - Apr 24, 2023, 12:00 PM

Signature: _____

Date: _____

Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: March 31, 2023

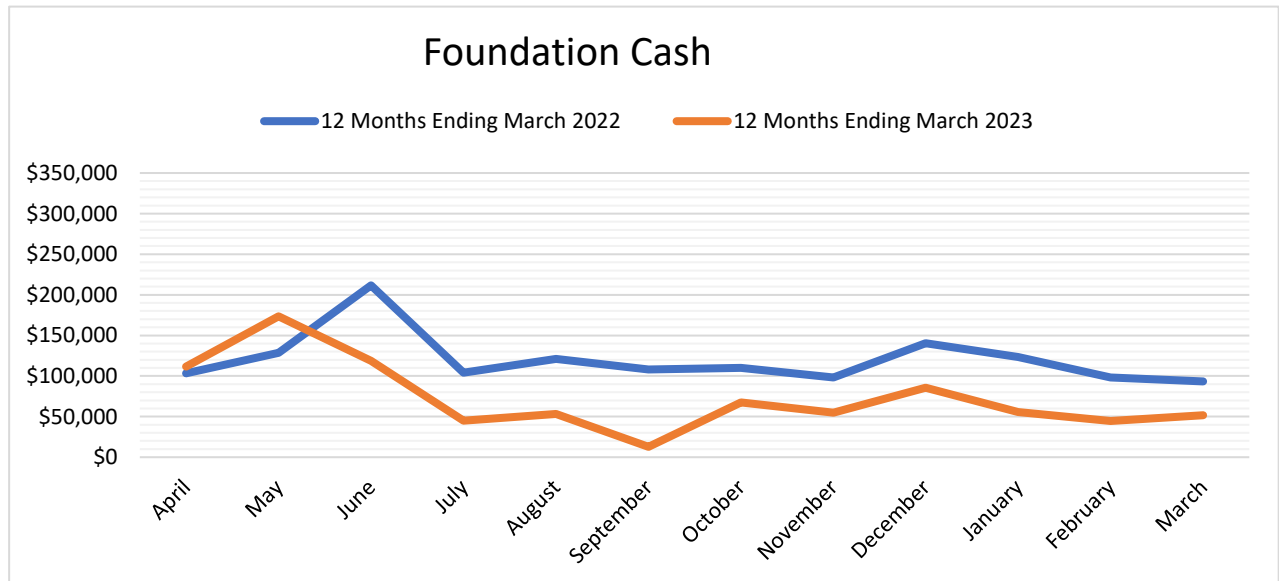
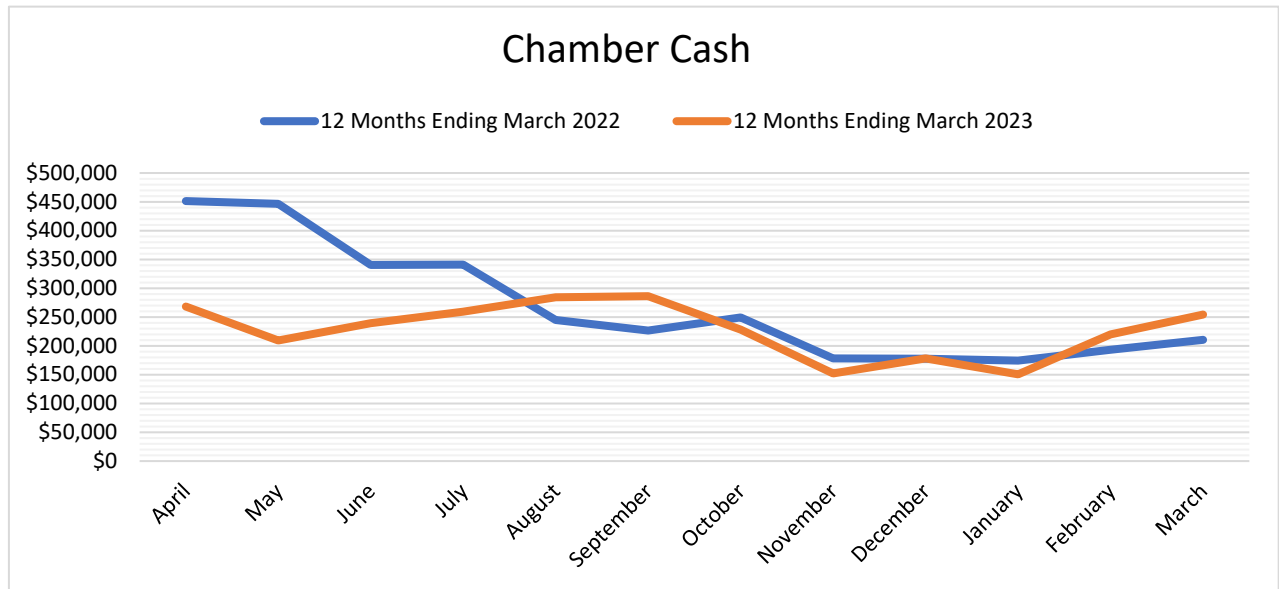
By: Tonya Sprenkle, CFO and Debby Chaligoj, Finance Manager

	2023	2022	2021	3 yr Average
Chamber:				
* Cash Position:	\$ 254,306	\$ 210,354	\$ 424,543	\$ 296,401
* Accounts Receivable:	\$ 11,292	\$ 12,994	\$ 8,206	\$ 10,831
* Deferred Income Current Fiscal Year:	\$ -	\$ -	\$ -	\$ -
* Deferred Income Next Fiscal Year:	\$ 228,421	\$ 167,372	\$ 226,015	\$ 207,269
* Membership Dues YTD Income:	\$ 402,909	\$ 383,086	\$ 385,976	\$ 390,657
* Net Income YTD:	\$ (47,819)	\$ 31,164	\$ (81,117)	\$ (32,591)
* Net Income Before Depreciation YTD:	\$ (21,183)	\$ 57,838	\$ (51,809)	\$ (5,052)
Foundation / Innovation Center:				
* Cash Position Foundation:	\$ (5,838)	\$ 2,830	\$ 51,124	\$ 16,039
* Cash Position Innovation Center:	\$ 48,285	\$ 95,323	\$ 65,777	\$ 69,795
* Accounts Receivable:	\$ 21,621	\$ 14,515	\$ 10,440	\$ 15,525
* Accounts Receivable: Crowder	\$ 34,500	\$ 34,500	\$ 34,500	\$ 34,500
* Notes Receivable-BRF Loans:	\$ -	\$ -	\$ 2,385	\$ 795
* Deferred Income Current Fiscal Year:	\$ -	\$ -	\$ -	\$ -
* Deferred Income Next Fiscal Year:	\$ 10,901	\$ 4,628	\$ 16,925	\$ 10,818
* Net Income YTD:	\$ (461,822)	\$ (450,378)	\$ (437,348)	\$ (449,849)
* Net Income Before Depreciation YTD:	\$ (19,325)	\$ (7,347)	\$ 7,967	\$ (6,235)
Economic Development:				
(for City's Fiscal Year ending October 31, 2022)				
	Annual Budget	Budget Remaining		
Local Budget:	\$ 200,000	\$ 143,672		
Regional Budget:	\$ 52,000	\$ 41,836		
Due from City:	\$ 39,008			
Due to Chamber: (ED charges paid by Chamber)	\$ 30,306			
Due to MOKAN: (ED charges paid by MOKAN)	\$ 2,495			

Financial Highlights:

Cash Flow Comparison

April - March



ACCOUNTS RECEIVABLE SUMMARY**March 2023**

		Mar-23	Feb-23	Jan-23	Dec-22	Nov-22	
Chamber							
Business After Hours	Sponsor	200.00	-	-	-	220.00	420.00
Chamber Gives Back	Sponsor	-	-	1,500.00	-	-	1,500.00
EXPO	Booths	-	-	1,920.00	-	-	1,920.00
Good Morning Joplin	Attendees	354.00	-	1,200.00	70.00	28.00	1,652.00
Mfg Day	Booths	-	-	-	-	-	-
Member Spotlight Video	Sponsor	-	-	1,500.00	-	-	1,500.00
Member to Member Emails		300.00	-	-	-	-	300.00
Membership Listing		75.00	75.00	-	-	-	150.00
Member Retention	Sponsor	-	-	-	-	-	-
Monday Memo	Sponsor	-	-	-	-	-	-
Morning Brew	Sponsor	1,200.00	-	-	-	-	1,200.00
Qtrly President's Lunch	Sponsor	-	-	-	-	-	-
Room Rental		-	65.00	-	-	-	65.00
Reimbursement to Chamber		2,565.15	-	-	20.17	-	2,585.32
Total Chamber AR		4,694.15	140.00	6,120.00	90.17	248.00	11,292.32
Foundation							
Crowder		11,500.00	11,500.00	11,500.00	-	-	34,500.00
Grants		9,498.00			-	-	9,498.00
ATTC Kitchen		1,900.50	1,623.38	1,066.25	1,244.50	-	5,834.63
ATTC Rent		-	-	-	-	-	-
ATTC Utilities		4,503.80	-	-	-	-	4,503.80
LJ Sponsor	Sponsor	-	-	-	-	-	-
LJ Class	Attendee	-	-	800.00	-	-	800.00
IC Rent		380.00	380.00	225.00	-	-	985.00
		6,784.30	2,003.38	2,091.25	1,244.50	-	12,123.43
Total Foundation AR		27,782.30	13,503.38	13,591.25	1,244.50	-	56,121.43

Joplin Area Chamber of Commerce

Balance Sheet

As of March 31, 2023

	<u>Mar 31, 23</u>	<u>Mar 31, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	254,306.36	210,354.01	43,952.35
Total Checking/Savings	<u>254,306.36</u>	<u>210,354.01</u>	<u>43,952.35</u>
Accounts Receivable			
012 · Accounts Receivable	11,292.32	12,994.42	-1,702.10
Total Accounts Receivable	<u>11,292.32</u>	<u>12,994.42</u>	<u>-1,702.10</u>
Other Current Assets			
010 · Petty Cash	250.00	250.00	0.00
014 · Due From (To) Staff	-262.75	-176.44	-86.31
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	0.00	20,424.95	-20,424.95
022 · Due From (To) ED	30,305.78	24,668.05	5,637.73
023 · Due From (To) MOKAN	0.00	-7,861.37	7,861.37
024 · Due From (To) JIDA	0.00	600.00	-600.00
028 · Due From (To) One Joplin	0.00	1,500.00	-1,500.00
037 · Due From (To) BBJ	0.00	2,135.89	-2,135.89
Total 020 · Due From (To) Other Funds	<u>30,305.78</u>	<u>41,467.52</u>	<u>-11,161.74</u>
030 · Deposit - Bulk Mail	3,867.11	1,887.36	1,979.75
031 · Prepaid Expenses	2,807.12	1,679.63	1,127.49
032 · Prepaid Insurance	4,699.26	4,341.18	358.08
Total Other Current Assets	<u>41,666.52</u>	<u>49,449.25</u>	<u>-7,782.73</u>
Total Current Assets	<u>307,265.20</u>	<u>272,797.68</u>	<u>34,467.52</u>
Fixed Assets			
152.000 · Furniture & Equipment	27,188.42	25,839.15	1,349.27
154.000 · Interior	0.00	5,137.61	-5,137.61
156.000 · 320 East 4th - Building	160,626.34	173,785.90	-13,159.56
158.000 · Grounds	4,569.60	5,454.00	-884.40
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>268,946.92</u>	<u>286,779.22</u>	<u>-17,832.30</u>
TOTAL ASSETS	<u><u>576,212.12</u></u>	<u><u>559,576.90</u></u>	<u><u>16,635.22</u></u>

Joplin Area Chamber of Commerce

Balance Sheet

As of March 31, 2023

	<u>Mar 31, 23</u>	<u>Mar 31, 22</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	5,192.96	6,031.09	-838.13
Total Accounts Payable	<u>5,192.96</u>	<u>6,031.09</u>	<u>-838.13</u>
Credit Cards			
200.100 · US Bank - Credit Card	11,161.64	6,694.64	4,467.00
Total Credit Cards	<u>11,161.64</u>	<u>6,694.64</u>	<u>4,467.00</u>
Other Current Liabilities			
200.050 · Accounts Payable Accrual	0.00	223.61	-223.61
208.000 · Deferred Income - Renewal Dues	185,323.63	120,672.56	64,651.07
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	844.00	876.00	-32.00
217.180 · Deferred Income - EXPO	0.00	4,670.00	-4,670.00
217.190 · Deferred Income - Bus of the Yr	3,000.00	5,250.00	-2,250.00
217.310 · Deferred Income - Banquet	12,490.00	13,875.00	-1,385.00
217.320 · Deferred Income - GMJ	2,717.00	2,028.00	689.00
217.330 · Deferred Income - Morning Brew	7,000.00	6,400.00	600.00
217.340 · Deferred Income - BAH	6,000.00	3,000.00	3,000.00
217.350 · Deferred Income - Golf	6,500.00	6,900.00	-400.00
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
217.430 · Deferred Income - Member Memos	0.00	1,500.00	-1,500.00
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	146.00	0.00	146.00
Total 217.000 · Deferred Income-Other	<u>43,097.00</u>	<u>46,699.00</u>	<u>-3,602.00</u>
Total Other Current Liabilities	<u>228,420.63</u>	<u>167,595.17</u>	<u>60,825.46</u>
Total Current Liabilities	<u>244,775.23</u>	<u>180,320.90</u>	<u>64,454.33</u>
Total Liabilities	<u>244,775.23</u>	<u>180,320.90</u>	<u>64,454.33</u>
Equity			
32000 · Unrestricted Net Assets	379,256.00	348,092.17	31,163.83
Net Income	-47,819.11	31,163.83	-78,982.94
Total Equity	<u>331,436.89</u>	<u>379,256.00</u>	<u>-47,819.11</u>
TOTAL LIABILITIES & EQUITY	<u><u>576,212.12</u></u>	<u><u>559,576.90</u></u>	<u><u>16,635.22</u></u>

Joplin Area Chamber of Commerce

Statement of Operations

April 2022 through March 2023

	Apr '22 - Mar 23	Apr '21 - Mar 22	\$ Change	Budget	Budget Variance	% of Budget
Ordinary Income/Expense						
Income						
410.000 • Member Dues	402,909.39	383,085.90	19,823.49	408,288.00	-5,378.61	98.68%
420.000 • Income from Affiliate Companies	417,933.29	522,406.79	-104,473.50	550,500.00	-132,566.71	75.92%
430.000 • Income - Economic Development	99,000.00	99,000.00	0.00	99,000.00	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	55,479.20	130,609.41	-75,130.21	51,000.00	4,479.20	108.78%
Total Income	980,843.93	1,135,102.10	-154,258.17	1,108,788.00	-127,944.07	88.46%
Gross Profit	980,843.93	1,135,102.10	-154,258.17	1,108,788.00	-127,944.07	88.46%
Expense						
600.000 • Staff Compensation	928,808.60	982,925.26	-54,116.66	1,069,324.00	-140,515.40	86.86%
600.200 • Staff Development	29,114.92	12,923.66	16,191.26	9,000.00	20,114.92	323.5%
600.900 • Other Staff Expenses	2,250.32	4,848.53	-2,598.21	2,000.00	250.32	112.52%
610.000 • Contract Services	0.00	6,741.20	-6,741.20	0.00	0.00	0.0%
620.000 • Utilities Expense	21,272.13	21,601.82	-329.69	21,191.00	81.13	100.38%
630.00 • Maintenance Expenses	64,730.77	61,674.25	3,056.52	61,055.00	3,675.77	106.02%
640.000 • Marketing	21,020.28	17,922.14	3,098.14	20,818.88	201.40	100.97%
650.000 • Operating Expenses	46,591.11	55,832.06	-9,240.95	39,535.00	7,056.11	117.85%
680.000 • Depreciation	26,635.97	26,673.76	-37.79	26,400.00	235.97	100.89%
690.000 • Other Expenses	2,252.24	4,268.14	-2,015.90	3,300.00	-1,047.76	68.25%
Total Expense	1,142,676.34	1,195,410.82	-52,734.48	1,252,623.88	-109,947.54	91.22%
Net Ordinary Income	-161,832.41	-60,308.72	-101,523.69	-143,835.88	-17,996.53	112.51%
Other Income/Expense						
Other Income						
800.000 • Program Income						
800.100 • Economic Development	4,772.16	5,740.48	-968.32	7,999.75	-3,227.59	59.65%
800.300 • Governance	-13,650.97	223.48	-13,874.45	-1,400.00	-12,250.97	975.07%
800.400 • Member Services	14,223.92	7,235.76	6,988.16	8,073.00	6,150.92	176.19%
800.500 • Chamber Events						
900.215 • Expo	47,696.05	45,465.06	2,230.99	47,125.00	571.05	101.21%
900.510 • Annual Banquet	18,782.48	1,741.65	17,040.83	19,204.00	-421.52	97.81%
900.515 • Good Morning Joplin	6,254.21	1,205.85	5,048.36	6,320.00	-65.79	98.96%
900.520 • Morning Brew	9,033.75	9,102.09	-68.34	12,320.00	-3,286.25	73.33%
900.525 • Business After Hours	10,983.73	12,713.87	-1,730.14	11,320.00	-336.27	97.03%
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	116,008.76	88,492.46	27,516.30	111,629.00	4,379.76	103.92%
800.800 • Chamber Work Groups	-7,340.57	-10,219.63	2,879.06	440.00	-7,780.57	-1,668.31%
Total 800.000 • Program Income	114,013.30	91,472.55	22,540.75	126,741.75	-12,728.45	89.96%
Total Other Income	114,013.30	91,472.55	22,540.75	126,741.75	-12,728.45	89.96%
Net Other Income	114,013.30	91,472.55	22,540.75	126,741.75	-12,728.45	89.96%
Net Income	-47,819.11	31,163.83	-78,982.94	-17,094.13	-30,724.98	279.74%

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of March 31, 2023

	<u>Mar 31, 23</u>	<u>Mar 31, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	10,402.15	10,372.82	29.33
Total Checking/Savings	<u>10,402.15</u>	<u>10,372.82</u>	<u>29.33</u>
Other Current Assets			
Due From (To) City	39,007.64	37,002.48	2,005.16
Due From (To) Other Funds			
Due From (To) Chamber	-30,305.78	-24,668.05	-5,637.73
Due From (To) MOKAN	-2,495.05	-4,125.72	1,630.67
Total Due From (To) Other Funds	<u>-32,800.83</u>	<u>-28,793.77</u>	<u>-4,007.06</u>
Total Other Current Assets	<u>6,206.81</u>	<u>8,208.71</u>	<u>-2,001.90</u>
Total Current Assets	<u>16,608.96</u>	<u>18,581.53</u>	<u>-1,972.57</u>
Fixed Assets			
Furniture and Equipment	3,074.13	8,344.17	-5,270.04
Total Fixed Assets	<u>3,074.13</u>	<u>8,344.17</u>	<u>-5,270.04</u>
TOTAL ASSETS	<u><u>19,683.09</u></u>	<u><u>26,925.70</u></u>	<u><u>-7,242.61</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	0.00	80.97	-80.97
Total Accounts Payable	<u>0.00</u>	<u>80.97</u>	<u>-80.97</u>
Total Current Liabilities	<u>0.00</u>	<u>80.97</u>	<u>-80.97</u>
Total Liabilities	<u>0.00</u>	<u>80.97</u>	<u>-80.97</u>
Equity			
Retained Earnings	23,856.54	18,049.27	5,807.27
Net Income	-4,173.45	8,795.46	-12,968.91
Total Equity	<u>19,683.09</u>	<u>26,844.73</u>	<u>-7,161.64</u>
TOTAL LIABILITIES & EQUITY	<u><u>19,683.09</u></u>	<u><u>26,925.70</u></u>	<u><u>-7,242.61</u></u>

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

November 2022 through March 2023

	Nov '22 - Mar 23	Nov '21 - Mar 22	\$ Change	Budget	Budget Remaining	% of Budget
Ordinary Income/Expense						
Income						
Income-Funds from City	66,611.96	96,102.12	(29,490.16)	252,000.00	-185,388.04	26.43%
Total Income	66,611.96	96,102.12	(29,490.16)	252,000.00	-185,388.04	26.43%
Expense						
Administrative Expenses	10,268.75	11,474.32	(1,205.57)	24,000.00	-13,731.25	42.79%
Business Attraction/Retention		1,118.76	(1,118.76)	64,000.00	-64,000.00	
Depreciation	2,195.85	2,195.73	0.12	30,000.00	-26,164.68	12.78%
Marketing & Promotions	3,835.32	17,864.73	(14,029.41)	13,000.00	-13,000.00	
Professional Development	2,712.61	2,069.80	642.81	7,500.00	-4,787.39	36.17%
Salaries	41,250.00	41,250.00		99,000.00	-57,750.00	41.67%
Workforce Development	10,522.88	11,333.32	(810.44)	14,500.00	-3,977.12	72.57%
Total Expense	70,785.41	87,306.66	(16,521.25)	252,000.00	-183,410.44	27.22%
Net Ordinary Income	(4,173.45)	8,795.46	(12,968.91)	0.00	-1,977.60	100.0%
Net Income	(4,173.45)	8,795.46	(12,968.91)	0.00	-1,977.60	100.0%

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of March 31, 2023

	<u>Mar 31, 23</u>	<u>Mar 31, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank Checking			
011.300 · Restricted - Bus Recovery Fund	11,032.20	11,422.36	-390.16
011.200 · US Bank - Innovation Center	48,285.32	95,322.55	-47,037.23
011.100 · US Bank - General Fund	-16,870.05	-18,008.33	1,138.28
Total 011 · US Bank Checking	<u>42,447.47</u>	<u>88,736.58</u>	<u>-46,289.11</u>
013 · US Bank - Money Market	9,236.44	9,415.60	-179.16
Total Checking/Savings	<u>51,683.91</u>	<u>98,152.18</u>	<u>-46,468.27</u>
Accounts Receivable			
012 · Accounts Receivable			
012-200 · Accounts Receivable-General	12,356.71	14,514.69	-2,157.98
012.200 · Grants Receivable	9,498.00	0.00	9,498.00
012.100 · Accounts Receivable-Crowder	34,500.00	34,500.00	0.00
Total 012 · Accounts Receivable	<u>56,354.71</u>	<u>49,014.69</u>	<u>7,340.02</u>
Total Accounts Receivable	<u>56,354.71</u>	<u>49,014.69</u>	<u>7,340.02</u>
Other Current Assets			
032 · Prepaid Insurance	4,534.46	3,494.10	1,040.36
020 · Due From (To) Other Funds	0.00	-20,367.99	20,367.99
031 · Prepaid Expenses	821.80	1,816.42	-994.62
Total Other Current Assets	<u>5,356.26</u>	<u>-15,057.47</u>	<u>20,413.73</u>
Total Current Assets	<u>113,394.88</u>	<u>132,109.40</u>	<u>-18,714.52</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,677,642.05	1,728,425.45	-50,783.40
179 · ATTC Building Improvements	1,512,070.37	1,555,926.41	-43,856.04
177 · ATTC Equipment	363,669.06	636,420.66	-272,751.60
175 · ATTC Furniture & Fixtures	23,037.95	40,316.39	-17,278.44
150 · Foundation Furniture & Fixtures	0.00	0.00	0.00
166 · IC Leasehold Improvements	33,783.79	33,923.22	-139.43
152 · Innovation Center F & F	8,161.85	10,111.61	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,117,047.19	1,165,335.31	-48,288.12
Total Fixed Assets	<u>4,797,356.75</u>	<u>5,232,403.54</u>	<u>-435,046.79</u>
TOTAL ASSETS	<u><u>4,910,751.63</u></u>	<u><u>5,364,512.94</u></u>	<u><u>-453,761.31</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of March 31, 2023

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

200.000 · Accounts Payable	20,080.06	14,003.16	6,076.90
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Total Accounts Payable	20,080.06	14,003.16	6,076.90
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Credit Cards

200.100 · US Bank Credit Card	1,083.59	3,849.28	-2,765.69
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Total Credit Cards	1,083.59	3,849.28	-2,765.69
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Other Current Liabilities

217.000 · Deferred Income

221.110 · Deferred Income - Golden Apple	4,392.00	1,200.00	3,192.00
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226.000 · Deferred Income-Lease	6,509.00	3,427.50	3,081.50
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Total 217.000 · Deferred Income	10,901.00	4,627.50	6,273.50
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208.000 · Deposits Held	7,800.00	9,200.00	-1,400.00
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Total Other Current Liabilities	18,701.00	13,827.50	4,873.50
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Total Current Liabilities

39,864.65	31,679.94	8,184.71
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Total Liabilities

39,864.65	31,679.94	8,184.71
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Equity

33000 · Temp. Restricted Net Assets	25,880.00	25,880.00	0.00
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32000 · Unrestricted Net Assets	5,306,953.00	5,757,331.29	-450,378.29
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Net Income	-461,946.02	-450,378.29	-11,567.73
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Total Equity

4,870,886.98	5,332,833.00	-461,946.02
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TOTAL LIABILITIES & EQUITY

4,910,751.63	5,364,512.94	-453,761.31
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Joplin Area Chamber of Commerce Foundation

Statement of Operations-Consolidated

April 2022 through March 2023

	Apr '22 - Mar 23	Apr '21 - Mar 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	29,688.30	12,245.00	17,443.30	12,000.00	17,688.30	247.4%
411 · Grants	171,660.00	120,128.44	51,531.56	167,182.00	4,478.00	102.68%
422 · Income - Interest	0.84	20.20	-19.36	0.00	0.84	100.0%
425 · Income - Miscellaneous	95,087.66	36,306.28	58,781.38	0.00	95,087.66	100.0%
426 · Lease Income	280,590.95	320,998.50	-40,407.55	326,482.00	-45,891.05	85.94%
427 · Lease Utility Income	46,178.83	35,290.51	10,888.32	33,325.00	12,853.83	138.57%
Total Income	655,206.58	524,988.93	130,217.65	570,989.00	84,217.58	114.75%
Gross Profit	655,206.58	524,988.93	130,217.65	570,989.00	84,217.58	114.75%
Expense						
660 · Utilities Expense	134,160.07	112,871.49	21,288.58	105,445.00	28,715.07	127.23%
760 · Grant Disbursement	162,846.05	39,531.55	123,314.50	111,022.00	51,824.05	146.68%
725 · Equipment Purchase	2,349.75	5,485.08	-3,135.33	0.00	2,349.75	100.0%
611 · Administrative Fee	177,000.00	155,625.00	21,375.00	150,000.00	27,000.00	118.0%
787 · Bank Fees	302.00	195.00	107.00	180.00	122.00	167.78%
730 · Depreciation	442,796.79	443,031.34	-234.55	443,088.00	-291.21	99.93%
720 · Equipment Maint	17,438.65	27,297.43	-9,858.78	15,920.00	1,518.65	109.54%
785 · Insurance Expense	53,373.24	41,644.90	11,728.34	42,600.00	10,773.24	125.29%
645 · Marketing	575.00	1,434.59	-859.59	2,400.00	-1,825.00	23.96%
650 · Meetings	0.00	923.37	-923.37			
790 · Miscellaneous Expense	3,334.65	563.00	2,771.65	4,500.00	-1,165.35	74.1%
670 · Occupancy Expense	131,823.11	102,829.31	28,993.80	95,535.00	36,288.11	137.98%
700 · Office Supplies	0.00	336.04	-336.04			
750 · Professional Fees	14,357.50	7,288.40	7,069.10	3,900.00	10,457.50	368.14%
610 · Program Service Fee	27,000.00	54,000.00	-27,000.00	54,000.00	-27,000.00	50.0%
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%
Total Expense	1,186,007.18	1,011,708.28	174,298.90	1,047,265.00	138,742.18	113.25%
Net Ordinary Income	-530,800.60	-486,719.35	-44,081.25	-476,276.00	-54,524.60	111.45%
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%
1 Million Cups	0.00	-249.23	249.23	0.00	0.00	0.0%
800.500 · Cultural Affairs	0.00	8.57	-8.57	0.00	0.00	0.0%
800.800 · All Kids Bike	0.00	4.03	-4.03	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			
951.160 · Tomorrows Leaders Today	-2,032.45	7,650.55	-9,683.00	2,360.00	-4,392.45	-86.12%
951.110 · Golden Apple	7,439.86	396.10	7,043.76	8,870.00	-1,430.14	83.88%
Total 800.101 · Education	65,507.41	15,752.93	49,754.48	11,230.00	54,277.41	583.33%
800.300 · Expo	0.00	0.00	0.00	1,000.00	-1,000.00	0.0%
800.200 · Leadership Joplin	7,201.60	22,536.58	-15,334.98	22,650.00	-15,448.40	31.8%
800.400 · Young Professionals Network	-964.27	-1,129.82	165.55	-1,567.00	602.73	61.54%
Total 800 · Committee Divisions	68,854.58	36,341.06	32,513.52	33,313.00	35,541.58	206.69%
Total Other Income	68,854.58	36,341.06	32,513.52	33,313.00	35,541.58	206.69%
Net Other Income	68,854.58	36,341.06	32,513.52	33,313.00	35,541.58	206.69%
Net Income	-461,946.02	-450,378.29	-11,567.73	-442,963.00	-18,983.02	104.29%

Joplin Area Chamber of Commerce Foundation

Statement of Operations

April 2022 through March 2023

	Apr '22 - Mar 23	Apr '21 - Mar 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	28,998.30	12,245.00	16,753.30	12,000.00	16,998.30	241.65%
411 · Grants	115,500.00	49,928.69	65,571.31	111,022.00	4,478.00	104.03%
422 · Income - Interest	0.84	20.20	-19.36	0.00	0.84	100.0%
425 · Income - Miscellaneous	76,289.00	14,046.28	62,242.72	0.00	76,289.00	100.0%
Total Income	252,788.14	76,240.17	176,547.97	155,022.00	97,766.14	163.07%
Gross Profit	252,788.14	76,240.17	176,547.97	155,022.00	97,766.14	163.07%
Expense						
760 · Grant Disbursement	162,846.05	39,531.55	123,314.50	111,022.00	51,824.05	146.68%
725 · Equipment Purchase	2,193.35	130.28	2,063.07			
611 · Administrative Fee	27,000.00	0.00	27,000.00	0.00	27,000.00	100.0%
787 · Bank Fees	302.00	195.00	107.00	180.00	122.00	167.78%
730 · Depreciation	0.00	815.86	-815.86	816.00	-816.00	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	891.77	-891.77	0.00	0.00	0.0%
790 · Miscellaneous Expense	1,064.65	388.78	675.87	2,400.00	-1,335.35	44.36%
700 · Office Supplies	0.00	211.04	-211.04	0.00	0.00	0.0%
750 · Professional Fees	14,357.50	7,288.40	7,069.10	3,900.00	10,457.50	368.14%
610 · Program Service Fee	27,000.00	54,000.00	-27,000.00	54,000.00	-27,000.00	50.0%
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			
Total Expense	254,108.72	123,495.55	130,613.17	173,018.00	81,090.72	146.87%
Net Ordinary Income	-1,320.58	-47,255.38	45,934.80	-17,996.00	16,675.42	7.34%
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%
1 Million Cups	0.00	-249.23	249.23	0.00	0.00	0.0%
800.500 · Cultural Affairs	0.00	8.57	-8.57	0.00	0.00	0.0%
800.800 · All Kids Bike	0.00	4.03	-4.03	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	-2,132.45	7,650.55	-9,783.00	2,360.00	-4,492.45	-90.36%
951.110 · Golden Apple	7,439.86	396.10	7,043.76	8,870.00	-1,430.14	83.88%
Total 800.101 · Education	65,407.41	15,752.93	49,654.48	11,230.00	54,177.41	582.44%
800.300 · Expo	0.00	0.00	0.00	1,000.00	-1,000.00	0.0%
800.200 · Leadership Joplin	7,150.02	22,536.58	-15,386.56	22,650.00	-15,499.98	31.57%
800.400 · Young Professionals Network	-964.27	-1,129.82	165.55	-1,567.00	602.73	61.54%
Total 800 · Committee Divisions	68,703.00	36,341.06	32,361.94	33,313.00	35,390.00	206.24%
Total Other Income	68,703.00	36,341.06	32,361.94	33,313.00	35,390.00	206.24%
Net Other Income	68,703.00	36,341.06	32,361.94	33,313.00	35,390.00	206.24%
Net Income	67,382.42	-10,914.32	78,296.74	15,317.00	52,065.42	439.92%

Joplin Area Chamber of Commerce Foundation

Statement of Operations-ATTC

April 2022 through March 2023

	Apr '22 - Mar 23	Apr '21 - Mar 22	\$ Change	Budget	Budget Variance	% of Budget
Ordinary Income/Expense						
Income						
401 • Contributions	50.00	0.00	50.00			
425 • Income - Miscellaneous	12,143.04	11,100.00	1,043.04			
426 • Lease Income	210,950.30	234,202.71	-23,252.41	225,082.00	-14,131.70	93.72%
427 • Lease Utility Income	46,178.83	35,290.51	10,888.32	33,325.00	12,853.83	138.57%
Total Income	<u>269,322.17</u>	<u>280,593.22</u>	<u>-11,271.05</u>	<u>258,407.00</u>	<u>10,915.17</u>	<u>104.22%</u>
Gross Profit	<u>269,322.17</u>	<u>280,593.22</u>	<u>-11,271.05</u>	<u>258,407.00</u>	<u>10,915.17</u>	<u>104.22%</u>
Expense						
660 • Utilities Expense	105,194.02	81,101.29	24,092.73	80,260.00	24,934.02	131.07%
725 • Equipment Purchase	156.40	5,354.80	-5,198.40	0.00	156.40	100.0%
611 • Administrative Fee	75,000.00	80,625.00	-5,625.00	75,000.00	0.00	100.0%
730 • Depreciation	384,669.48	384,669.48	0.00	384,672.00	-2.52	100.0%
720 • Equipment Maint	10,488.40	19,535.35	-9,046.95	8,820.00	1,668.40	118.92%
785 • Insurance Expense	41,526.30	31,233.68	10,292.62	31,800.00	9,726.30	130.59%
650 • Meetings	0.00	31.60	-31.60	1,200.00	-1,200.00	0.0%
790 • Miscellaneous Expense	2,270.00	0.00	2,270.00	1,500.00	770.00	151.33%
670 • Occupancy Expense	94,016.62	76,950.44	17,066.18	72,880.00	21,136.62	129.0%
635 • Property Tax	0.00	0.00	0.00	12,000.00	-12,000.00	0.0%
Total Expense	<u>713,321.22</u>	<u>679,501.64</u>	<u>33,819.58</u>	<u>668,132.00</u>	<u>45,189.22</u>	<u>106.76%</u>
Net Ordinary Income	<u>-443,999.05</u>	<u>-398,908.42</u>	<u>-45,090.63</u>	<u>-409,725.00</u>	<u>-34,274.05</u>	<u>108.37%</u>
Net Income	<u><u>-443,999.05</u></u>	<u><u>-398,908.42</u></u>	<u><u>-45,090.63</u></u>	<u><u>-409,725.00</u></u>	<u><u>-34,274.05</u></u>	<u><u>108.37%</u></u>

Joplin Area Chamber of Commerce Foundation

Statement of Operations-NIC

April 2022 through March 2023

	Apr '22 - Mar 23	Apr '21 - Mar 22	\$ Change	Budget	Budget Variance	% of Budget
Ordinary Income/Expense						
Income						
411 • Grants	56,160.00	70,199.75	-14,039.75	56,160.00	0.00	100.0%
425 • Income - Miscellaneous	6,655.62	11,160.00	-4,504.38			
426 • Lease Income	69,640.65	86,795.79	-17,155.14	101,400.00	-31,759.35	68.68%
Total Income	<u>132,456.27</u>	<u>168,155.54</u>	<u>-35,699.27</u>	<u>157,560.00</u>	<u>-25,103.73</u>	<u>84.07%</u>
Gross Profit	132,456.27	168,155.54	-35,699.27	157,560.00	-25,103.73	84.07%
Expense						
660 • Utilities Expense	28,966.05	31,770.20	-2,804.15	25,185.00	3,781.05	115.01%
611 • Administrative Fee	75,000.00	75,000.00	0.00	75,000.00	0.00	100.0%
730 • Depreciation	58,127.31	57,546.00	581.31	57,600.00	527.31	100.92%
720 • Equipment Maint	6,255.45	7,090.68	-835.23	6,400.00	-144.55	97.74%
785 • Insurance Expense	11,846.94	10,411.22	1,435.72	10,800.00	1,046.94	109.69%
645 • Marketing	575.00	714.90	-139.90	1,200.00	-625.00	47.92%
790 • Miscellaneous Expense	0.00	174.22	-174.22	600.00	-600.00	0.0%
670 • Occupancy Expense	37,806.49	25,878.87	11,927.62	22,655.00	15,151.49	166.88%
700 • Office Supplies	0.00	125.00	-125.00	6,675.00	-6,675.00	0.0%
Total Expense	<u>218,577.24</u>	<u>208,711.09</u>	<u>9,866.15</u>	<u>206,115.00</u>	<u>12,462.24</u>	<u>106.05%</u>
Net Ordinary Income	<u>-86,120.97</u>	<u>-40,555.55</u>	<u>-45,565.42</u>	<u>-48,555.00</u>	<u>-37,565.97</u>	<u>177.37%</u>
Net Income	<u><u>-86,120.97</u></u>	<u><u>-40,555.55</u></u>	<u><u>-45,565.42</u></u>	<u><u>-48,555.00</u></u>	<u><u>-37,565.97</u></u>	<u><u>177.37%</u></u>

From Chamber Bylaws

SECTION 7. MEETINGS.

As it is now:

Regular Meetings. Regular meetings of the Board of Directors shall be held ten (10) times a year at the Chamber's offices, or elsewhere, on the day and hour fixed by the Board.

As proposed:

Regular Meetings. Regular meetings of the Board of Directors shall be held **six** **(6)** times a year at the Chamber's offices, or elsewhere, on the day and hour fixed by the Board.

From Chamber Bylaws

The only reference to ex-officio members

SECTION 5. EX-OFFICIO MEMBERS. The Chair shall have the right to appoint, with the consent of the Board of Directors, not more than eleven (11) persons to serve as ex-officio members of the Board with no voting privileges. Each ex-officio can appoint a delegate to fill their slot if they are to be absent.

No changes recommended.

From Chamber Board Policy and Operations Manual

As it is now:

Conduct of Board of Directors Meetings

1. Board of Directors Meeting Schedule and Agenda

The Board of Directors shall have at least ten (10) scheduled meetings each year. Additional unscheduled Board of Directors meetings may be called upon reasonable notice at any time to address specific needs of the Chamber. The Chair and/or the President will establish the agenda for each Board of Directors meeting. Each Board of Directors member is encouraged to suggest the inclusion of items on the agenda at any time. The Board of Directors will review the Chamber's long-term strategic plan and the principal issues facing the Chamber during at least one meeting each year. The President shall attend all non-executive sessions of the Board of Directors, and other members of management and staff may attend non-executive sessions of the Board of Directors at the invitation of the President or the Board of Directors.

As proposed:

2. Board of Directors Meeting Schedule and Agenda

The Board of Directors shall have at least **six (6)** scheduled meetings each year. Additional unscheduled Board of Directors meetings may be called upon reasonable notice at any time to address specific needs of the Chamber. The Chair and/or the President will establish the agenda for each Board of Directors meeting. Each Board of Directors member is encouraged to suggest the inclusion of items on the agenda at any time.

The Board of Directors will review the Chamber's long-term strategic plan and the principal issues facing the Chamber during at least one meeting each year. **The Board of Directors will create and participate in subcommittees for each of the major components of the strategic plan. Meetings will be held often enough to keep the strategic plan on track with reports made to the full board at the next board meeting.**

The President shall attend all non-executive sessions of the Board of Directors, and other members of management and staff may attend non-executive sessions of the Board of Directors at the invitation of the President or the Board of Directors.



2023/2024 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*

Then April of 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 at the next full meeting.

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

From bylaws regarding Continuing Committee

SECTION 1. Manner of Acting. At all meetings of the Board, each Director with voting privileges is to have one (1) vote per question. A two-thirds (2/3) majority of the quorum shall be required to endorse or oppose public issues. A majority of the quorum shall be required to bind the Board unless otherwise specified herein. A majority of eighty percent (80%) of the quorum shall be required to activate the Continuing Committee for purposes of campaigning.

From Policy Manual regarding public policy

I. POLITICAL ENDORSEMENTS/ISSUES

The Chamber will endorse or oppose on a selective basis those political issues that, in the judgment of the Board of Directors, are of benefit or detriment to both the community and Chamber members. Such endorsements or opposition should, when time permits, come first from the Public Policy Committee of the Chamber and then be passed to the Board of Directors for approval.

No changes recommended. This is to establish public policy is already in place as is continuing committee. We just need to implement and get reactivated.

Staff Reports

April 24, 2023

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

Phone system changes

The new Zoom Phone System is up and running and the old system has been eliminated.

Townsquare Publications

Ad sales for the new digital publication, Joplin Spotlight are underway.

Reaccreditation

The 5-Star accreditation comments need to be dovetailed into our strategic plan.

Employee Retention Credits

We anticipate receiving a six-figure refund from payroll taxes paid during the pandemic from the IRS. Paperwork was filed in Q4 of 2022 and there is no timetable from the IRS as to when we might receive these refunds.

MOBEC Grants

The 2nd year MOBEC grant is closed and the last payment of \$9,498 is due in April. The 3rd year grant for \$50,000 is active as of April 1 and the first payment of \$5,000 is due in April.

Retirement:

Phase 1 of my retirement begins April 15 by reducing to 3 days a week. Later this summer, I'll decrease to 2 days a week. Some of my duties are being shifted to other team members. Travis and I are working closely to decide which duties I'll retain and who is assigned other duties while trying to make this as smooth a transition as possible. No specific date has been determined for full retirement.

Crowder:

We have begun discussions with Crowder College about the potential of Crowder acquiring the ATTC after grant commitments are all met by the Chamber. Chamber's Foundation board will be activated to review and approve actions as needed.

Board Pro Software:

We are testing out document management software that will allow us to store all of the board packets, historical and governance documents online and in one place. We hope this will allow us to manage the flow of information and communication amongst the board members more efficiently.

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

2022	New Member Count	New Member \$	Drop Member Count	Drop Member \$	Net Count	Net \$	803
Apr	13	\$2,787.50	7	\$2,187	6	\$600.50	809
May	12	\$6,179.50	8	\$2,141.42	4	\$4,038.08	813
Jun	7	\$2,668	3	\$218	4	\$1,525	817
Jul	6	\$1,850	6	\$2,390	0	(\$540)	817
Aug	18	\$4,293	5	\$594	13	\$3,699	830
Sep	15	\$5,917.50	10	\$3,252.50	5	\$2,665	835
Oct	12	\$5,263	5	\$2,096	7	\$3,167	842
Nov	15	\$5,626	21	\$12,403	-6	(\$6,777)	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	13	\$4,939	4	\$1,702	9	\$3,236.50	845
Mar	13	\$5,265	2	\$873	11	\$4,392.50	856
147 \$55,200 94 \$33,930 53 \$21,269.62							

New Members March 2023

Town Square Publications
 Dragon's Brook Renaissance Faire
 Rajanes Agency, LLC
 Mutt Medics, LLC
 Multi-Craft Contractors, Inc
 Ethan Snow
 Nations Lending
 Frisco Station Lofts
 Bruce Finley
 Central Bank
 Veterans Health Care System of the Ozarks
 GFI Digital
 Joplin Floor Design

Dropped Members March 2023

Greenlight Dispensary "GrassRoots" – Non-payment
 U.S. Cellular – Non-payment

**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 three private spaces available. Stellar Financial has taken Suite 101A as a private space membership.
-

Advanced Training & Technology Center (ATTC):

- The ATTC has four private office spaces available. A kitchen drain issue was resolved after two days.

Programming:

- **1 Million Cups Joplin (1MC)** had 30 people in attendance on 4/12/23 with an average of 25.
- **Chamber Academy** continues to grow with more than 262 active members, an increase of 3 over the last month.
- **The April e-Commerce Meetup** was held in the Commons of the ATTC with a presentation by “We Are Warriors” apparel. Toby Teeter has agreed to update the e-commerce 101 video on the Chamber’s YouTube Channel with the latest developments in e-commerce transactions.

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

- The Operation Plan has been approved by the group and is pending Travis’ approval. 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 on 4/12/23. EdTalk speakers are scheduled for June and July. All events will be promoted for all Chamber members and the group is drafting a calendar for preplanning events.

Joplin Area Remote Workers Group:

- The group held its first event on Wednesday, March 29 along with the Joseph Newman Innovation Center Open House featuring free day passes for the day. 11 people signed in for a free day pass and the event was covered by KOAM TV, FOX-14, KODE, and KSNF television stations.

**Stephanie McGrew
Special Events Manager**

Networking Events

Previous Networking Events

- Morning Brew was on April 14 at First American Title Company, with 85 in attendance

Upcoming Networking Events

- Business After Hours will be April 18 at The Independent Living Center

Leadership Programs

- Leadership Joplin class of 2023 will be halfway through the program
- Tomorrow’s Leaders Today program is complete

Award Programs

- Golden Apple judging is complete. Recipients announced at Banquet
- Business of the Year judging is complete. Recipients announced at Banquet
- Annual Banquet is April 27th. RSVPs are due April 17.

Economic Development Events
Lisa Kelly, Executive Assistant

Upcoming Events

- Eggs & Issues all begin at 10 am:
 - **Joplin, Apr 14, had 64 in attendance**
 - Neosho, May 23

Erin Slifka
Marketing & Public Information Manager

Choose Joplin App

MONTH	TOTAL APP DOWNLOADS	SCREEN CLICKS	MEMBER'S PAGE
MARCH	1278	494	331

March Top Member Pages and Clicks	
Joplin Greenhouse and Coffee Shop	11
Bearded Lady Coffee Roasters	10
Crumble Cookies	9

March Home Screen Clicks	
Events	28
All Restaurants	23
Sandwiches	17

Website: Joplincc.com

Users	March
This Year	4,100

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	March	YTD (April – March)
This Year	1,900	14,842
Last Year	969	8,907

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

Top Three Articles Read	March # of Clicks
Twenty One Businesses For the Joplin Area Chamber of Commerce Business of the year award	117
Sixty five educators nominated for the annual golden apple of the year awards	94
March Welcome New Members	42

Weekly Update (Monday Memo)

Open Rate	March	YTD (April – March)
This Year	40%	35%
Last Year	35%	28%

Distribution	March
This Year	2380
Last Year	2305

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

- The work group has exceeded their 2022-2023 goal of 300 service hours. They recorded 306.5 service hours
- Hours have not been updated for the new Chamber year

Upcoming Volunteer Opportunities:

- Joplin Garden Club Project | April 25 | [Sign up here](#)
- Foster Adopt Connect | May 12 | [Sign up here](#)
- Bright Futures Snack Pack Program | April 18 | [Sign up here](#)

President's Report for March

Travis Stephens

Capacity Building

- New Logo design has been finalized
- Reggie Powers and I have begun the Holman Brothers training program
 - 6 total virtual sessions (we've completed 3)
- Finalized staff goals, expectations and bonus structure for 2023-24 fiscal year
- TownSquare continues to seek ad partners for quarterly publication "Chamber Spotlight"
 - 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

Collaboration/Partnership Building

- 2nd billboard is up along I-44
 - this one highlighting the 4 secondary institutions in Joplin
 - faces westbound traffic and is the last billboard before the Rangeline exit
- JIDA has approved the potential lease of property at Crossroads for a Renaissance Fair (Dragon's Brook) that would take place this October.

Community Engagements

- Attended C2C monthly board meeting as ex-officio member
- 1-on-1 meetings with the following members
 - Matt Johnson – Midwestern Interactive
 - Tabitha Smith – TSAT Accounting Solutions
 - Frank Thompson – Automated Technology Company
 - Lance Hoopai – Hidgon Florists
 - Jason Williams -
- Attended Downtown Joplin Alliance monthly board meeting and a special meeting for the exploration of a CID – Community Improvement District – in the downtown area
- Attended Eggs & Issues where we heard from 6 of our local state legislators regarding pending or just passed legislation
- Attended ribbon cutting for CASA First Community Bank branch opening (new to Joplin)
- Attended Morning Brew at First American Title

Economic Development

- The TEconomy consulting group was in Joplin April 17-19 to begin building the strategic economic development plan
 - The team met with Mercy, Freeman Health, MSSU, the City of Joplin, Crowder College and KCU Medical/Dental schools
 - They will continue with virtual interviews of other key stakeholders moving forward
 - We expect to have a formal plan delivered in September
- Doug, Erin and I toured several co-working spaces in Bentonville

- Toured Don's Warehouse at Joplin-Webb City Ind Park
 - This group is also very interested in adding a new facility at Crossroads
- Continue to explore potential childcare facility at Crossroads Business Park
 - Looking into state based grants
 - Have verbal interest from an organization to manage the facility
 - Waiting on construction cost estimates
 - Next step – gauge interest from Crossroads tenant industries
- Attended a regional summit with the MO Dept Eco Devo (see slides)
- Key take-away's:
 - Since 2010 the city of Joplin's population has grown 3.3%
 - Joplin's highest pockets of immigration has come from OK City, Kansas City and Adair County
 - Joplin and Springfield were the first MO metros to recover all of the jobs lost during the pandemic
 - Joplin is at 150% and 1st among all metros (state of MO at 109%)
 - Employment sectors:
 - Over index for production/manufacturing, transportation, healthcare
 - Under index for computer and math, architecture and engineering, sciences and legal
- 11.2 acres of property at Crossroads was sold for the development of a truck washing station (price per acre at approximately \$53,000)
- An offer was just received on 25 acres at Crossroads for the potential construction of a warehouse

BUSINESS ATTRACTION (Jake Heisten)

2 RFI's received

0 RFI submitted

- We did not meet the criteria for the 2 RFI's received

Neosho landed a small project

- existing rail and existing building was required
- animal feed manufacturer
- Approximately 10 jobs

Project Spoonman

- food manufacturer, 300 jobs. boots-on-the-ground site visit took in Oct
- MO Partnership notified us that this project has been placed on hold by the company for the time being.

Jake was able to go on two business attraction/recruitment trips:

- 1) Foreign Direct Investment Luncheon, Chicago, April 12
 - Reps from 17 countries were in attendance
 - Between 35-40% of projects that come to MO are from foreign companies
 - This is in conjunction with the Hawthorn Foundation (Missouri Partnership)
 - We were 1 of 3 Missouri communities participating and Jake was able to give a brief presentation to the attendees highlighting the MOKAN area
- 2) Site Selection Consultant Mission Trip, Chicago, April 13-14
 - Also a joint operation with the Missouri Partnership
 - Was able to meet with 7 different site selection consultant firms either in their office or during meals

EXPANSION & RETENTION (Amy Kauffman)

BRE Visits = 6

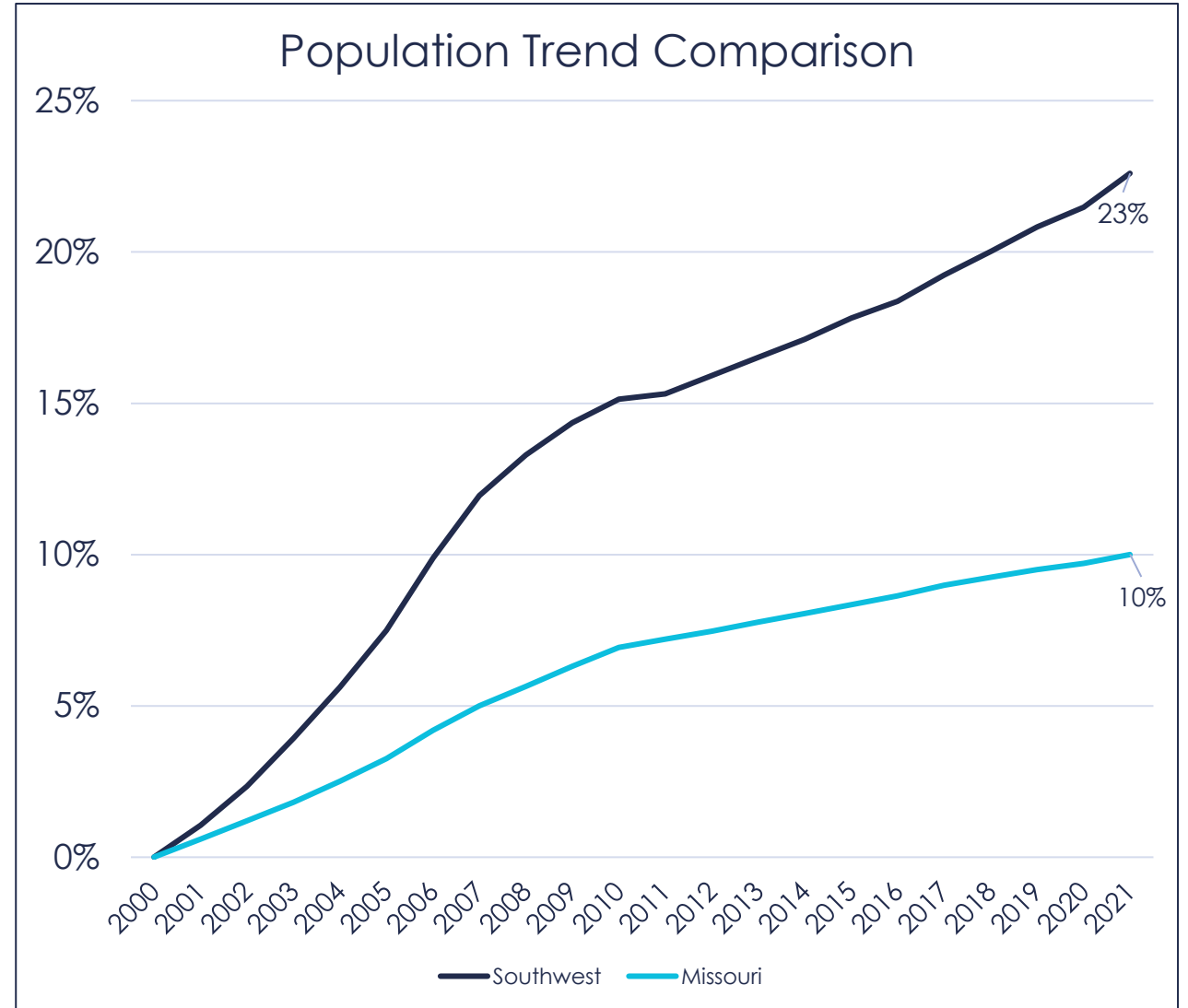
- Able Manufacturing, La-Z-Boy, Modine Manufacturing, Missouri Eagle, JFI Enterprises, General Mills
- Referesco has publicly announced they are expanding operations
 - Not increasing footprint
 - Adding a new line and will include adding an undisclosed # of jobs
- There are 6 other local companies in various stages of potential expansions
- The regional Childcare Task Force lead by Amy continues to meet and progress with several objectives
- An International Trade Seminar took place on April 20 at the Chamber
 - Partnering entities include:
 - MO Dept of Econ Dev – Int'l Trade & Investment Office
 - Small Business Development Center (at MSSU)
 - The purpose of event was to highlight the resources available to assist with international exporting so that more local companies are aware of opportunities to expand their business

MISCELLANEOUS

- Amy Kauffman is leaving MOKAN to pursue a new opportunity to lead the Cherokee County Economic Development Corporation

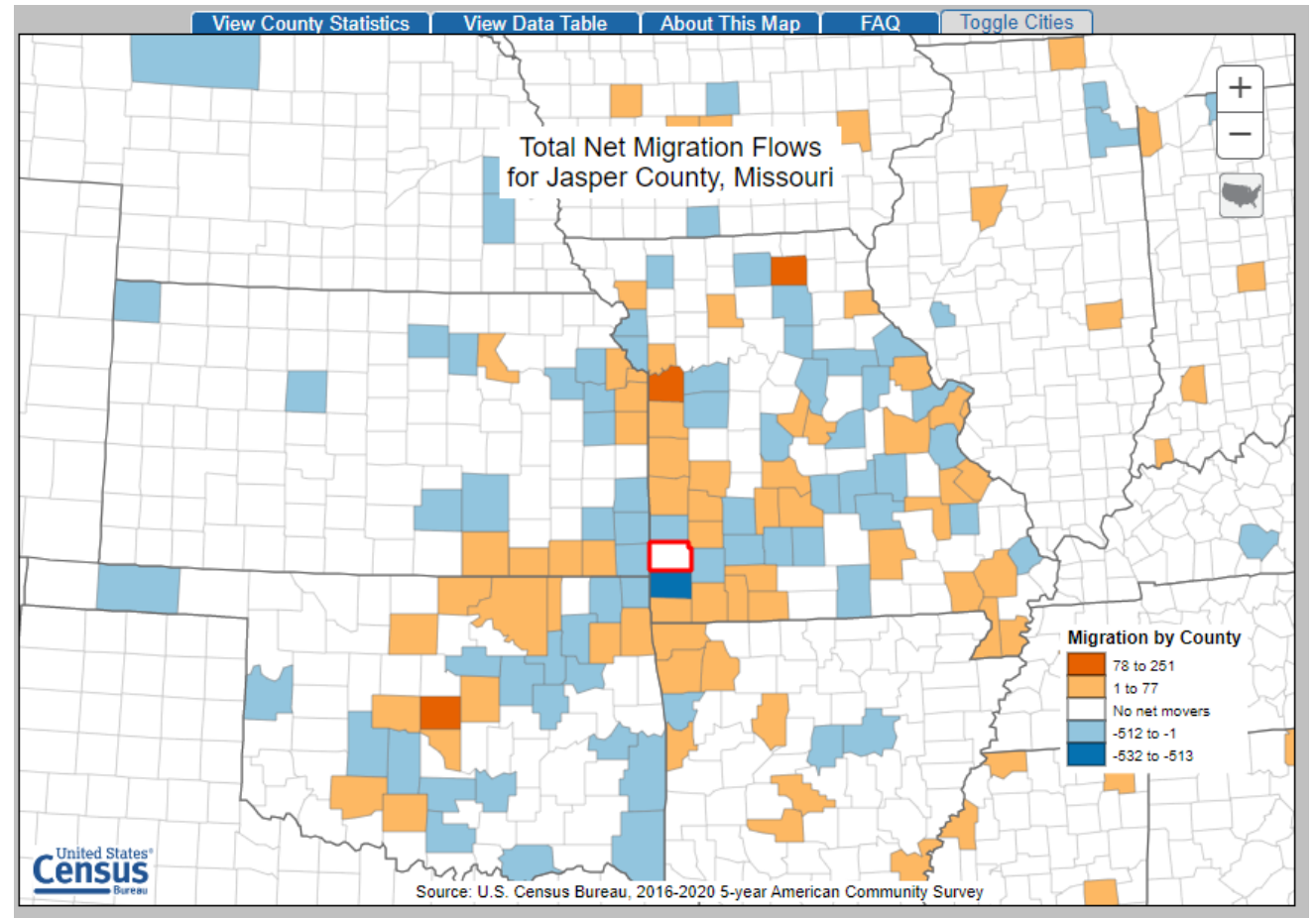
The Southwest Region is far outpacing the state in population growth.

The Southwest Region's population has grown 23% since 2000, far outpacing Missouri's 10% rate.



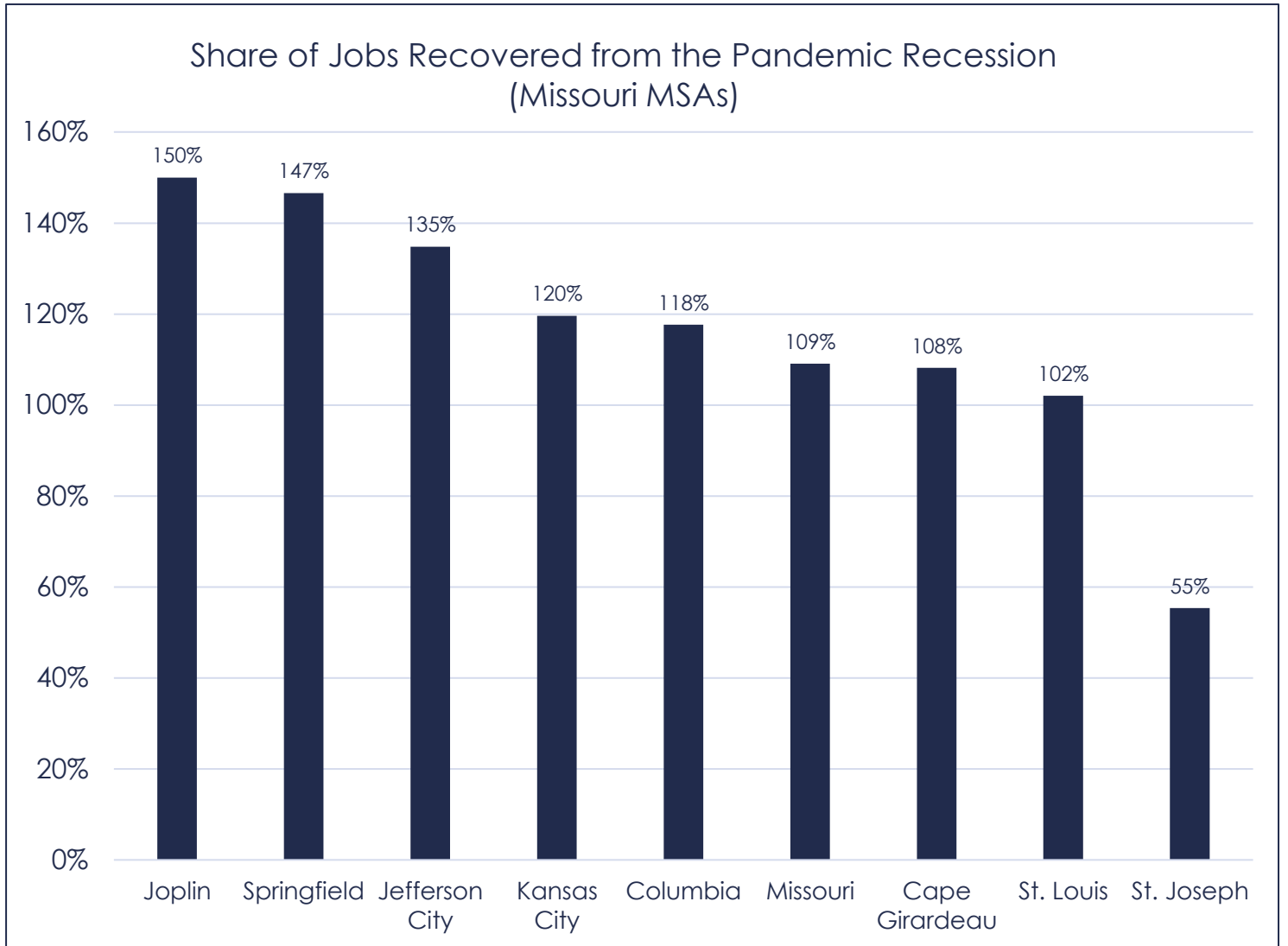
Jasper County: Net Migration Flows 2016-20

- Jasper County draws from Jackson County

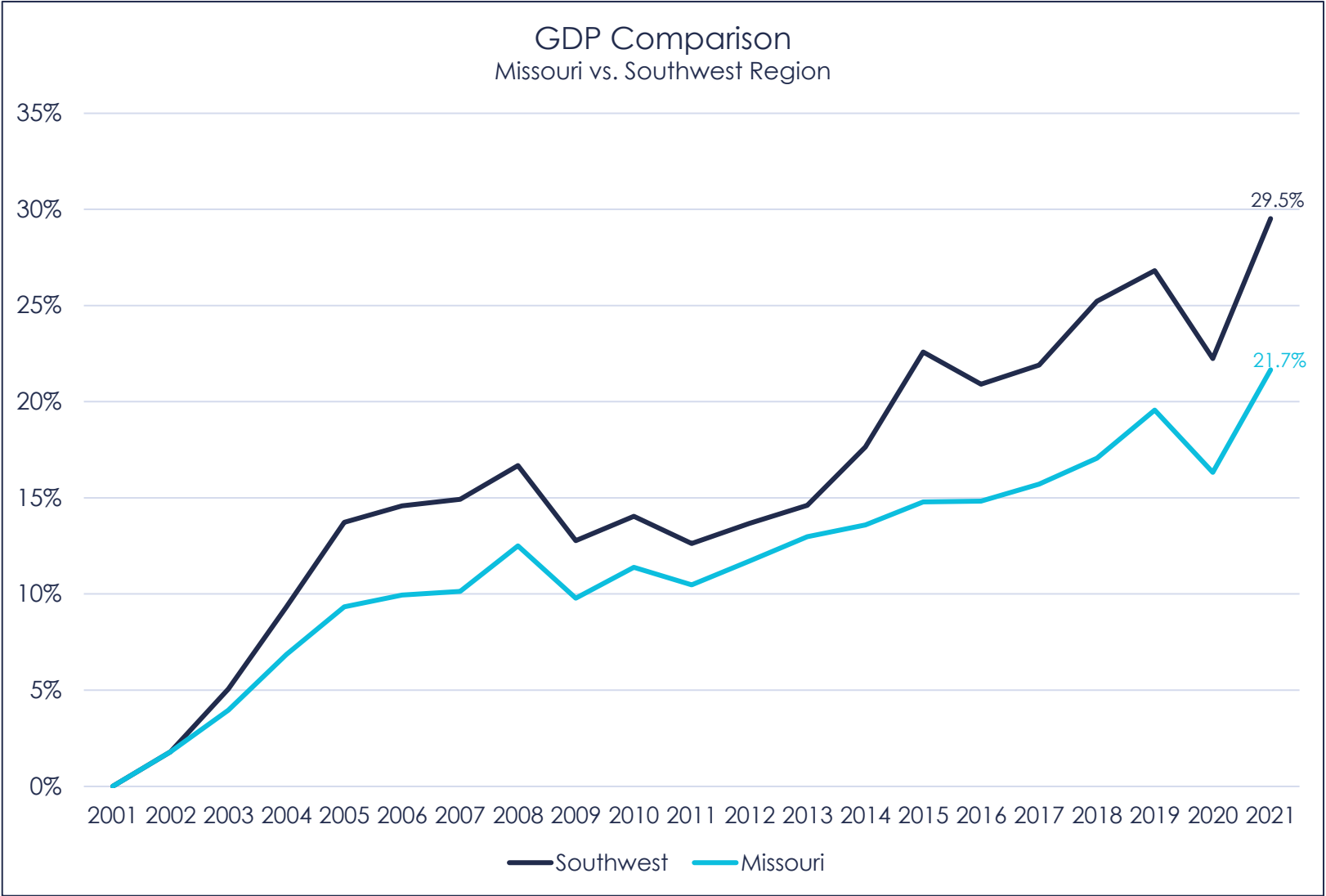


Springfield and Joplin proved resilient during the pandemic.

- Joplin and Springfield were the first Missouri metros to recover the jobs they lost during the pandemic shut-down.



The Southwest
Regional economy
has outpaced
Missouri's

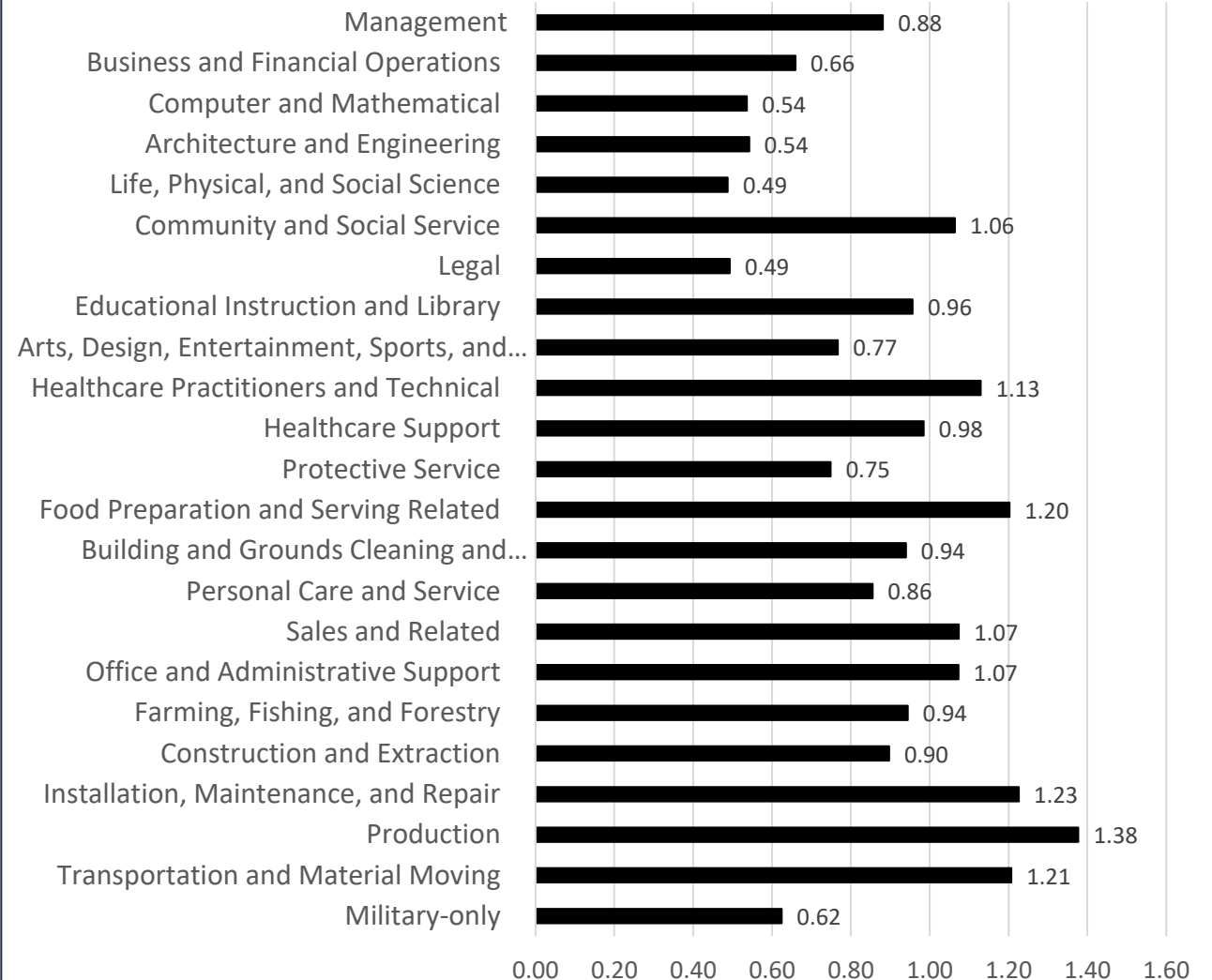


Employment by Occupation Specialization (Location Quotient)

The largest occupation specialization groups are

- Production (manufacturing)
- Installation, Maintenance, and Repair
- Transportation and Warehousing

Employment by Occupation Location Quotient - Southwest



Looking Ahead

Industry Strengths

- Manufacturing Base
 - Since 2010 Manufacturing employment...
 - U.S. 10%
 - Missouri up 15%
 - SW Region up 18%.
- Transportation and Logistics
 - Since 2010 U.S. Transportation/Warehousing Employment...
 - U.S. 62%
 - Missouri 40% with a location quotient of .94
 - SW Region 44% with a location quotient of 1.38

Looking ahead

Opportunities

- Professional, Scientific and Technical Services
 - Nationally added 3.4 million jobs since 2010 (behind only health care).
 - Growing in SW as well (up 72% since 2010), but from a small base. LQ of .48

Description	2010 Jobs	2023 Jobs	2010 - 2023 Change
Computer Systems Design and Related Services	588	2,475	1,887
Management, Scientific, and Technical Consulting Services	501	1,761	1,259
Other Professional, Scientific, and Technical Services	1,246	2,193	947
Accounting, Tax Preparation, Bookkeeping, and Payroll Services	1,554	2,113	559
Architectural, Engineering, and Related Services	1,311	1,824	513
Legal Services	1,855	2,084	229
Scientific Research and Development Services	148	339	191
Specialized Design Services	111	247	136
Advertising, Public Relations, and Related Services	562	497	-66
Professional, Scientific and Technical Svcs. Total	7,875	13,531	5,655