



Joplin Area Chamber of Commerce

BOARD PACK

for

JACC Board of Directors Meeting 22 May 2023

Monday, May 22, 2023

12:00 PM (CDT)

Held at:

Joplin Chamber, Liberty Room

320 E 4th Street

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Agenda

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AGENDA



JACC BOARD OF DIRECTORS MEETING 22 MAY 2023

Name:	Joplin Area Chamber of Commerce
Date:	Monday, May 22, 2023
Time:	12:00 PM to 1:30 PM (CDT)
Location:	Joplin Chamber, Liberty Room , 320 E 4th Street https://us02web.zoom.us/j/85924321834?pwd=VEpEUW4ySHVEYzZjOG1PY0lvdWRFZz09
Board Members:	Matt Stewart (Chair), Jordan Bolinger, Kim Cox, Mattie Crossland, Jeremy Drinkwitz, Ex-Officio Melissa Smith, Chad Evans, Steve Graddy, R.Chad Greer, Lori Haun, Lance Hoopai, John Hunter, Ben McNelly, Howie Nunnally, Katrina Richards, Dustin Storm, Dr. Dean Van Galen, Ex-Officio John Bartosh, Ex-Officio Jim Dalrymple, Ex-Officio Nick Edwards, Ex-Officio Tom Furrh, Ex-Officio Dr. Ken Heiles, Ex-Officio Dr. Brad Hodson, Ex-Officio Mayor Doug Lawson, Ex-Officio Dr. Kerry Sachetta, Ex-Officio Daniel Swem
Attendees:	Debby Chaligoj, Doug Hunt, Lisa Kelly , Reggie Powers, Stephanie McGrew, Erin Slifka, Travis Stephens
Apologies:	Melodee Colbert-Kean, Betsy Kissel, Tonya Sprenkle

1. JACC Board of Directors Agenda

1.1 Call To Order: Welcome	12:00 PM (5 min)
Matt Stewart	
1.2 Approval of April Minutes	12:05 PM (5 min)
Matt Stewart	
Approval of April Minutes	
Supporting Documents:	
1.2.a 2 2023-04-24 Minutes in Review JACC Board of Directors Meeting.pdf	5
1.3 Approval of April Financials	12:10 PM (5 min)
Travis Stephens	
Financial Report	
Supporting Documents:	
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2. New Business

2.1 Budget

12:15 PM (5 min)

Travis Stephens

The proposed budget for approval. Handed out at the Board meeting

2.2 Priorities and Strategic Goals for the year.

Travis Stephens

Thoughts:

- 1. Childcare Center at Crossroads Industrial Park?
- 2. Teconomy Strategic Plan?
- 3. Incentive package for recruiting talent to Joplin?

3. Staff Reporting

3.1 Staff Reports

- Operations - Tonya Sprenkle
- Entrepreneurship - Doug Hunt
- Events - Stephanie McGrew
- Marketing - Erin Slifka
- President's Report - Travis Stephens

Supporting Documents:

3.1.a	3 Staff Reports April 2023.pdf	20
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4. Board Member Updates

4.1 Board Member Updates - Optional

5. Adjourn to Executive Session

5.1 Adjourn Meeting

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

MINUTES (in Review)



JACC BOARD OF DIRECTORS MEETING

Name:	Joplin Area Chamber of Commerce
Date:	Monday, April 24, 2023
Time:	12:00 PM to 1:30 PM (CDT)
Location:	Joplin Chamber, Liberty Room , 320 E 4th Street
Board Members:	Jordan Bolinger, Kim Cox, Melodee Colbert-Kean, Mattie Crossland, Chad Evans, R.Chad Greer, Steve Graddy, Lori Haun, Lance Hoopai, John Hunter, Betsy Kissel, Ben McNelly, Howie Nunnely, Katrina Richards, Dustin Storm, Dr. Dean Van Galen, Ex-Officio Nick Edwards, Ex-Officio Mayor Doug Lawson, Ex-Officio Daniel Swem, Ex-Officio Tom Furrh
Attendees:	Travis Stephens, Erin Slifka, Tonya Sprenkle, Debby Chaligoj, Doug Hunt, Reggie Powers, Stephanie McGrew
Apologies:	Lisa Kelly , Matt Stewart (Chair), Ex-Officio Dr. Kerry Sachetta, Jeremy Drinkwitz, Ex-Officio John Bartosh, Ex-Officio Jim Dalrymple, Ex-Officio Dr. Ken Heiles, Ex-Officio Melissa Smith, Ex-Officio Dr. Brad Hodson

1. JACC Board of Directors Agenda

1.1 Call To Order: Welcome

1.2 Approval of Minutes

JACC March Board of Directors Meeting Mar 27, 2023, the minutes were confirmed as presented.



March Minutes as presented.

March Minutes as presented.

Decision Date: Apr 24, 2023
Mover: Jordan Bolinger
Seconder: Betsy Kissel
Outcome: Approved



March Minutes Approved

Motion passed.

Due Date: Apr 23, 2023
Owner: Kim Cox

1.3 Approval of Financials



Approval of March Financials as presented by Travis Stephens

March Financials as presented.

Decision Date: Apr 24, 2023
Mover: Dr. Dean Van Galen

Second: Dustin Storm
Outcome: Approved



March Financials Approved by the Board

Motion passed.

Due Date: Apr 23, 2023
Owner: Travis Stephens

2. New Business

2.1 Nomination Committee Update-Compensation Committee



Approve the recommendations from the Compensation Committee

Motion to approve Jordan Bolinger & Dustin Storm to be on the Compensation Board.

Decision Date: Apr 24, 2023
Mover: Chad Evans
Second: John Hunter
Outcome: Approved



Approval for Jordan Bolinger & Dustin Storm to be on the Compensation Committee

Motion passed.

Due Date: Apr 23, 2023
Owner: Betsy Kissel

2.2 Bylaws presentation and change proposal



Vote to approve the amended meeting dates and update bylaw changes reflecting meeting date changes

Motion to approve as presented.

Decision Date: Apr 24, 2023
Mover: Dustin Storm
Second: Betsy Kissel
Outcome: Approved



Approval of the amended meeting dates and update bylaw changes reflecting meeting date changes

Motion passed.

Due Date: Apr 23, 2023
Owner: Travis Stephens

2.3 Vote to approve the Amended Policy & Operations Manual



Vote to approve the Amended Policy & Operations Manual to reflect changes in bylaws (B)

Motion to approve as presented.

Decision Date: Apr 24, 2023
Mover: Dustin Storm
Second: Betsy Kissel
Outcome: Approved



Vote to approve the Amended Policy & Operations Manual to reflect changes in bylaws amendment

Motion passed.

Due Date: Apr 23, 2023
Owner: Travis Stephens

2.4 Public Policy Discussion

No changes. Next step, identify people to serve on this group.

2.5 Budget

The budget proposal to the board at the May meeting for approval.

3. Staff Reporting

3.1 Staff Reports

4. Board Member Updates

4.1 Board Member Updates

5. Adjourn to Executive Session

5.1 Adjourn Meeting

Next meeting: JACC Board of Directors Meeting 22 May 2023 - May 22, 2023, 12:00 PM
Next Meeting: Monday, May 22, 2023. Chamber Office, Liberty room; meeting begins at 12:00 pm.

Signature:_____

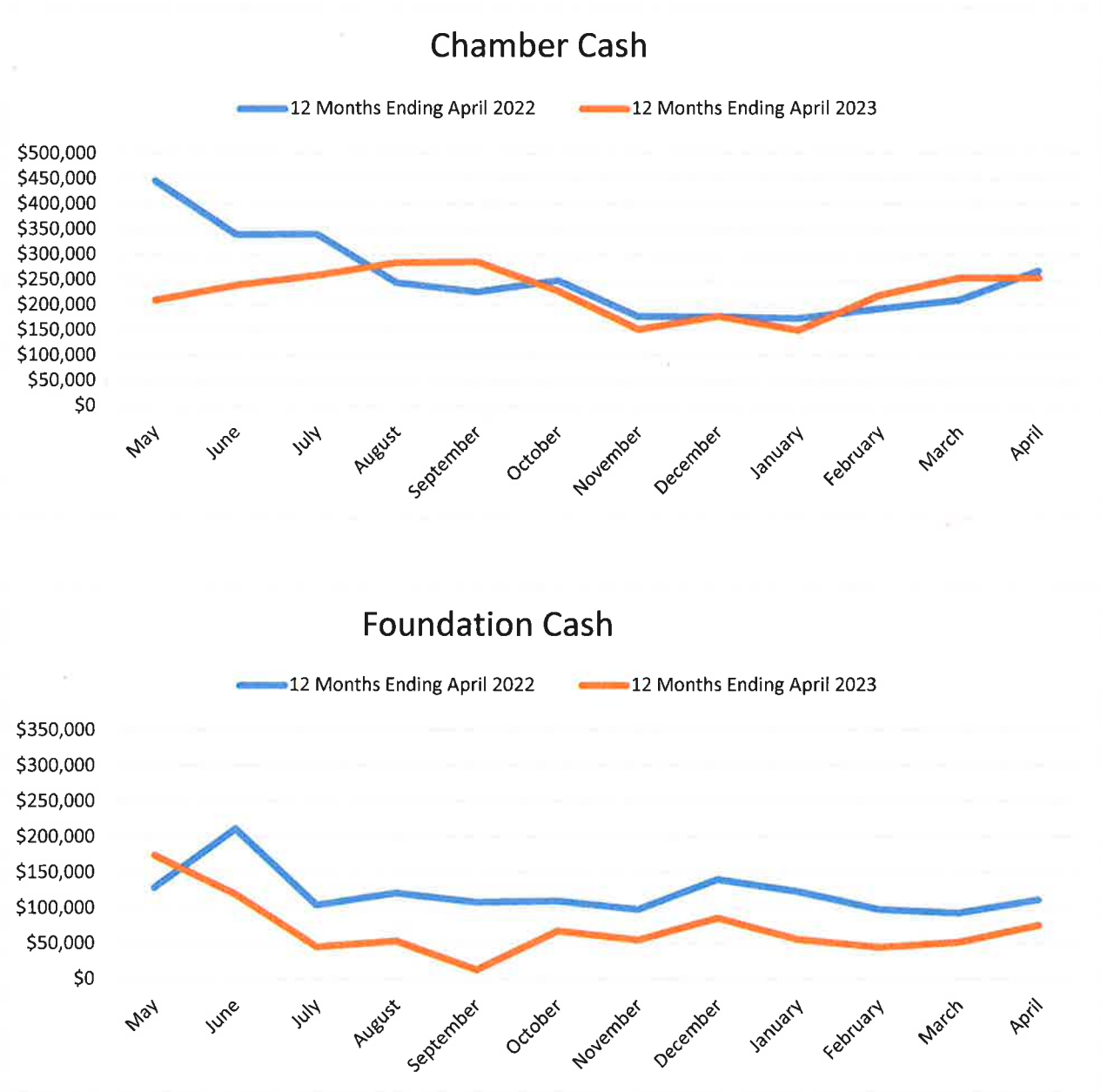
Date:_____

Joplin Area Chamber of Commerce**Finance Executive Summary****Period Ending: April 30, 2023****By: Travis Stevens, CEO and Debby Chaligoj, Finance Manager**

	2023	2022	2021	3 yr Average
Chamber:				
* Cash Position:	\$ 254,329	\$ 268,171	\$ 451,318	\$ 324,606
* Accounts Receivable:	\$ 19,943	\$ 31,903	\$ 11,273	\$ 21,039
* Deferred Income Current Fiscal Year:	\$ 229,642	\$ 197,153	\$ 265,104	\$ 230,633
* Deferred Income Next Fiscal Year:	\$ 792	\$ 114	\$ 446	\$ 451
* Membership Dues YTD Income:	\$ 33,063	\$ 32,106	\$ 30,258	\$ 31,809
* Net Income YTD:	\$ (7,841)	\$ 16,788	\$ (4,682)	\$ 1,421
* Net Income Before Depreciation YTD:	\$ (6,050)	\$ 19,008	\$ (2,444)	\$ 3,505
Foundation / Innovation Center:				
* Cash Position Foundation:	\$ 29,074	\$ 22,237	\$ 42,898	\$ 31,403
* Cash Position Innovation Center:	\$ 41,697	\$ 89,807	\$ 60,425	\$ 63,976
* Accounts Receivable:	\$ 10,752	\$ 19,579	\$ 8,900	\$ 13,077
* Accounts Receivable: Crowder	\$ 46,000	\$ 46,000	\$ 46,000	\$ 46,000
* Notes Receivable-BRF Loans:	\$ -	\$ -	\$ 2,190	\$ 730
* Deferred Income Current Fiscal Year:	\$ 4,108	\$ 806	\$ 19,603	\$ 8,172
* Deferred Income Next Fiscal Year:	\$ -	\$ -	\$ -	\$ -
* Net Income YTD:	\$ (20,104)	\$ (9,898)	\$ (47,642)	\$ (25,882)
* Net Income Before Depreciation YTD:	\$ 16,812	\$ 26,953	\$ (10,723)	\$ 11,014
Economic Development:				
(for City's Fiscal Year ending October 31, 2022)				
	Annual Budget	Budget Remaining		
Local Budget:	\$ 200,000	\$ 133,363		
Regional Budget:	\$ 52,000	\$ 39,836		
Due from City:	\$ 26,501			
Due to Chamber: (ED charges paid by Chamber)	\$ 48,688			
Due to MOKAN: (ED charges paid by MOKAN)	\$ 2,496			

Cash Flow Comparison

May - April



ACCOUNTS RECEIVABLE SUMMARY**April 2023**

		Apr-23	Mar-23	Feb-23	Jan-23	Dec-22	
Chamber							
Banquet Sponsor	Sponsor	-					-
Banquet Attendees	Attendees	10,620.00					10,620.00
Business After Hours	Sponsor	-	200.00	-	-	220.00	420.00
Chamber Gives Back	Sponsor	-	-	-	-	-	-
Eggs & Issues Sponsor		-	-	-	-	-	-
Eggs & Issues Attendee		64.00	-	-	-	-	64.00
EXPO Booths	Booths	-	-	-	2,495.00	-	2,495.00
EXPO Sponsor		-	-	-	-	-	-
Good Morning Joplin Attendees	Attendees	-	364.00	-	-	56.00	420.00
Good Morning Joplin Sponsor		-	1,200.00	-	-	-	1,200.00
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	-	-	-	-	-	-
Qtrly President's Lunch	Sponsor	-	-	-	-	-	-
Room Rental		-	-	65.00	-	-	65.00
Board Retreat		-	1,192.68	-	-	-	1,192.68
MOKAN Reimb to Chamber		231.60	60.32	-	-	-	291.92
JIDA Reimb to Chamber		325.00	-	-	-	-	325.00
Foundation Reimb to Chamber		439.21	-	-	-	335.00	774.21
Total Chamber AR		11,679.81	3,392.00	140.00	3,995.00	611.00	19,817.81
Foundation							
Crowder		11,500.00	11,500.00	11,500.00	11,500.00	-	46,000.00
Grants		-	-	-	-	-	-
ATTC Kitchen		2,512.88	1,282.25	-	-	-	3,795.13
ATTC Rent		-	-	-	-	-	-
ATTC Utilities		3,290.95	-	-	-	-	3,290.95
LJ Sponsor	Sponsor	-	-	-	-	-	-
LJ Class	Attendee	-	-	-	800.00	-	800.00
IC Rent		155.00	155.00	155.00	-	-	465.00
TEconomy		-	2,000.00	-	-	-	2,000.00
MOKAN Reimb to Foundation		-	34.34	-	-	-	34.34
Chamber Reimb to Foundation		168.00	-	198.94	-	-	366.94
		6,126.83	3,471.59	353.94	800.00	-	10,752.36
Total Foundation AR		17,626.83	14,971.59	11,853.94	12,300.00	-	56,752.36

Balance Sheet

As of April 30, 2023

	Apr 30, 23	Apr 30, 22	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	254,329.16	268,171.40	-13,842.24
Total Checking/Savings	<u>254,329.16</u>	<u>268,171.40</u>	<u>-13,842.24</u>
Accounts Receivable			
012 · Accounts Receivable	19,817.81	31,902.50	-12,084.69
Total Accounts Receivable	<u>19,817.81</u>	<u>31,902.50</u>	<u>-12,084.69</u>
Other Current Assets			
010 · Petty Cash	250.00	250.00	0.00
014 · Due From (To) Staff	-228.97	-199.06	-29.91
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	0.00	18,231.40	-18,231.40
022 · Due From (To) ED	18,382.70	24,871.25	-6,488.55
023 · Due From (To) MOKAN	0.00	-11,646.43	11,646.43
024 · Due From (To) JIDA	0.00	1,200.00	-1,200.00
025 · Due From (To) JCIDA	0.00	100.00	-100.00
026 · Due From (To) MOCAP	0.00	75.00	-75.00
027 · Due From (To) JCC	0.00	250.00	-250.00
028 · Due From (To) One Joplin	0.00	990.27	-990.27
Total 020 · Due From (To) Other Funds	<u>18,382.70</u>	<u>34,071.49</u>	<u>-15,688.79</u>
030 · Deposit - Bulk Mail	3,867.11	1,662.69	2,204.42
031 · Prepaid Expenses	0.00	1,760.00	-1,760.00
032 · Prepaid Insurance	3,596.34	3,310.93	285.41
Total Other Current Assets	<u>25,867.18</u>	<u>40,856.05</u>	<u>-14,988.87</u>
Total Current Assets	<u>300,014.15</u>	<u>340,929.95</u>	<u>-40,915.80</u>
Fixed Assets			
152.000 · Furniture & Equipment	26,567.22	25,217.95	1,349.27
154.000 · Interior	0.00	4,709.47	-4,709.47
156.000 · 320 East 4th - Building	159,529.71	172,689.27	-13,159.56
158.000 · Grounds	4,495.90	5,380.30	-884.40
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>267,155.39</u>	<u>284,559.55</u>	<u>-17,404.16</u>
TOTAL ASSETS	<u>567,169.54</u>	<u>625,489.50</u>	<u>-58,319.96</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	6,524.76	23,447.49	-16,922.73
Total Accounts Payable	<u>6,524.76</u>	<u>23,447.49</u>	<u>-16,922.73</u>
Credit Cards			
200.100 · US Bank - Credit Card	6,152.20	8,470.65	-2,318.45
Total Credit Cards	<u>6,152.20</u>	<u>8,470.65</u>	<u>-2,318.45</u>
Other Current Liabilities			
200.050 · Accounts Payable Accrual	0.00	260.40	-260.40
208.000 · Deferred Income - Renewal Dues	195,831.66	168,518.84	27,312.82
217.000 · Deferred Income-Other	34,602.00	28,748.00	5,854.00
Total Other Current Liabilities	<u>230,433.66</u>	<u>197,527.24</u>	<u>32,906.42</u>
Total Current Liabilities	<u>243,110.62</u>	<u>229,445.38</u>	<u>13,665.24</u>
Total Liabilities	<u>243,110.62</u>	<u>229,445.38</u>	<u>13,665.24</u>
Equity			
32000 · Unrestricted Net Assets	331,900.31	379,256.00	-47,355.69
Net Income	-7,841.39	16,788.12	-24,629.51
Total Equity	<u>324,058.92</u>	<u>396,044.12</u>	<u>-71,985.20</u>
TOTAL LIABILITIES & EQUITY	<u>567,169.54</u>	<u>625,489.50</u>	<u>-58,319.96</u>

Statement of Operations**April 2023**

	Apr 23	Apr 22	\$ Change	Budget	Budget Variance	% of Budget
Ordinary Income/Expense						
Income						
410.000 · Member Dues	33,062.61	32,105.77	956.84	0.00	33,062.61	100.0%
420.000 · Income from Affiliate Companies						
420.100 · Income - Foundation Service Fee	4,500.00	4,500.00	0.00	0.00	4,500.00	100.0%
420.200 · Income - NIC/ATTC Admin Fee	12,500.00	12,500.00	0.00	0.00	12,500.00	100.0%
420.300 · Income - One Joplin	750.00	750.00	0.00	0.00	750.00	100.0%
420.400 · Income - JIDA	1,200.00	600.00	600.00	0.00	1,200.00	100.0%
420.500 · Income - JCIDA	100.00	100.00	0.00	0.00	100.00	100.0%
420.600 · Income - MOKAN	8,316.67	14,944.09	-6,627.42	0.00	8,316.67	100.0%
420.700 · Income - MOCAP	75.00	75.00	0.00	0.00	0.00	0.0%
420.800 · Income - Jop Cap Corp Serv Fee	0.00	250.00	-250.00	0.00	0.00	0.0%
420.900 · Income - C2C Service Fee	0.00	7,899.50	-7,899.50	0.00	75.00	100.0%
Total 420.000 · Income from Affiliate Companies	27,441.67	41,618.59	-14,176.92	0.00	27,441.67	100.0%
430.000 · Income - Economic Development	8,250.00	8,250.00	0.00	0.00	8,250.00	100.0%
440.000 · Income-Marketing	0.00	3,105.00	-3,105.00	0.00	0.00	0.0%
490.000 · Income - Miscellaneous	295.00	4.10	290.90	0.00	295.00	100.0%
Total Income	69,049.28	85,083.46	-16,034.18	0.00	69,049.28	100.0%
Gross Profit	69,049.28	85,083.46	-16,034.18	0.00	69,049.28	100.0%
Expense						
600.000 · Staff Compensation	78,068.65	77,958.88	109.77	0.00	78,068.65	100.0%
600.200 · Staff Development	3,482.37	2,032.01	1,450.36	0.00	3,482.37	100.0%
600.900 · Other Staff Expenses	164.67	298.66	-133.99	0.00	164.67	100.0%
620.000 · Utilities Expense	1,519.76	1,630.49	-110.73	0.00	1,519.76	100.0%
630.00 · Maintenance Expenses	7,396.05	6,023.69	1,372.36	0.00	7,396.05	100.0%
640.000 · Marketing	2,189.88	1,589.79	600.09	0.00	2,189.88	100.0%
650.000 · Operating Expenses	3,824.36	3,715.67	108.69	0.00	3,824.36	100.0%
680.000 · Depreciation	1,791.53	2,219.67	-428.14	0.00	1,791.53	100.0%
690.000 · Other Expenses	0.00	180.00	-180.00	0.00	0.00	0.0%
Total Expense	98,437.27	95,648.86	2,788.41	0.00	98,437.27	100.0%
Net Ordinary Income	-29,387.99	-10,565.40	-18,822.59	0.00	-29,387.99	100.0%
Other Income/Expense						
Other Income						
800.000 · Program Income						
800.300 · Governance	610.00	629.35	-19.35	0.00	610.00	100.0%
800.400 · Member Services	-195.61	1,336.27	-1,531.88	0.00	-195.61	100.0%
800.500 · Chamber Events						
900.510 · Annual Banquet	18,822.21	19,742.26	-920.05	0.00	18,822.21	100.0%
900.515 · Good Morning Joplin	10.00	0.00	10.00	0.00	10.00	100.0%
900.520 · Morning Brew	2,300.00	3,500.00	-1,200.00	0.00	2,300.00	100.0%
900.525 · Business After Hours	0.00	2,200.00	-2,200.00	0.00	0.00	0.0%
Total 800.500 · Chamber Events	21,132.21	25,442.26	-4,310.05	0.00	21,132.21	100.0%
800.800 · Chamber Work Groups	0.00	-54.36	54.36	0.00	0.00	0.0%
Total 800.000 · Program Income	21,546.60	27,353.52	-5,806.92	0.00	21,546.60	100.0%
Total Other Income	21,546.60	27,353.52	-5,806.92	0.00	21,546.60	100.0%
Net Other Income	21,546.60	27,353.52	-5,806.92	0.00	21,546.60	100.0%
Net Income	-7,841.39	16,788.12	-24,629.51	0.00	-7,841.39	100.0%

Balance Sheet **As of April 30, 2023**

	<u>Apr 30, 23</u>	<u>Apr 30, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	9,197.24	15,650.33	-6,453.09
Total Checking/Savings	<u>9,197.24</u>	<u>15,650.33</u>	<u>-6,453.09</u>
Other Current Assets			
Due From (To) City	26,500.86	32,741.87	-6,241.01
Due From (To) Other Funds			
Due From (To) Chamber	-18,382.70	-24,605.07	6,222.37
Due From (To) MOKAN	-2,426.35	-5,286.57	2,860.22
Total Due From (To) Other Funds	<u>-20,809.05</u>	<u>-29,891.64</u>	<u>9,082.59</u>
Total Other Current Assets	<u>5,691.81</u>	<u>2,850.23</u>	<u>2,841.58</u>
Total Current Assets	<u>14,889.05</u>	<u>18,500.56</u>	<u>-3,611.51</u>
Fixed Assets			
Furniture and Equipment	2,634.96	7,905.00	-5,270.04
Total Fixed Assets	<u>2,634.96</u>	<u>7,905.00</u>	<u>-5,270.04</u>
TOTAL ASSETS	<u>17,524.01</u>	<u>26,405.56</u>	<u>-8,881.55</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	693.67	235.17	458.50
Total Accounts Payable	<u>693.67</u>	<u>235.17</u>	<u>458.50</u>
Total Current Liabilities	<u>693.67</u>	<u>235.17</u>	<u>458.50</u>
Total Liabilities	<u>693.67</u>	<u>235.17</u>	<u>458.50</u>
Equity			
Retained Earnings	23,856.54	18,049.27	5,807.27
Net Income	-7,026.20	8,121.12	-15,147.32
Total Equity	<u>16,830.34</u>	<u>26,170.39</u>	<u>-9,340.05</u>
TOTAL LIABILITIES & EQUITY	<u>17,524.01</u>	<u>26,405.56</u>	<u>-8,881.55</u>

Statement of Operations
November 2022 through April 2023

	Nov '22 - Apr 23	Nov '21 - Apr 22	\$ Change	Budget	Budget Remaining	% of Budget
Ordinary Income/Expense						
Income						
Income-Funds from City	78,800.81	114,088.50	(35,287.69)	252,000.00	-173,199.19	31.27%
Total Income	<u>78,800.81</u>	<u>114,088.50</u>	<u>(35,287.69)</u>	<u>252,000.00</u>	<u>-173,199.19</u>	<u>31.27%</u>
Expense						
Administrative Expenses	11,826.19	13,922.85	(2,096.66)	24,000.00	-12,173.81	49.28%
Business Attraction/Retention	0.00	1,353.93	(1,353.93)	64,000.00	-64,000.00	0.0%
Depreciation	2,635.02	2,634.90	0.12	0.00	0.00	0.0%
Marketing & Promotions	6,560.32	19,997.73	(13,437.41)	30,000.00	-23,439.68	21.87%
Mtgs & Travel/ Prospect Host	93.67	0.00	93.67	13,000.00	-13,000.00	0.0%
Professional Development	2,688.93	3,464.65	(775.72)	7,500.00	-4,811.07	35.85%
Salaries	49,500.00	49,500.00	0.00	99,000.00	-49,500.00	50.0%
Workforce Development	12,522.88	15,093.32	(2,570.44)	14,500.00	-1,977.12	86.37%
Total Expense	<u>85,827.01</u>	<u>105,967.38</u>	<u>(20,140.37)</u>	<u>252,000.00</u>	<u>-168,901.68</u>	<u>32.98%</u>
Net Ordinary Income	<u>(7,026.20)</u>	<u>8,121.12</u>	<u>(15,147.32)</u>	<u>0.00</u>	<u>-4,297.51</u>	<u>100.0%</u>
Net Income	<u><u>(7,026.20)</u></u>	<u><u>8,121.12</u></u>	<u><u>(15,147.32)</u></u>	<u><u>0.00</u></u>	<u><u>-4,297.51</u></u>	<u><u>100.0%</u></u>

Balance Sheet

As of April 30, 2023

	Apr 30, 23	Apr 30, 22	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank Checking	61,534.80	102,643.43	-41,108.63
013 · US Bank - Money Market	9,236.44	9,400.67	-164.23
Total Checking/Savings	<u>70,771.24</u>	<u>112,044.10</u>	<u>-41,272.86</u>
Accounts Receivable			
012 · Accounts Receivable			
012-200 · General	10,752.36	19,578.65	-8,826.29
012.100 · Crowder	46,000.00	46,000.00	0.00
Total 012 · Accounts Receivable	<u>56,752.36</u>	<u>65,578.65</u>	<u>-8,826.29</u>
Total Accounts Receivable	<u>56,752.36</u>	<u>65,578.65</u>	<u>-8,826.29</u>
Other Current Assets			
032 · Prepaid Insurance	19,907.40	13,603.40	6,304.00
020 · Due From (To) Other Funds	0.00	-18,231.40	18,231.40
031 · Prepaid Expenses	0.00	579.08	-579.08
Total Other Current Assets	<u>19,907.40</u>	<u>-4,048.92</u>	<u>23,956.32</u>
Total Current Assets	<u>147,431.00</u>	<u>173,573.83</u>	<u>-26,142.83</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,673,410.10	1,724,193.50	-50,783.40
179 · ATTC Building Improvements	1,508,415.70	1,552,271.74	-43,856.04
177 · ATTC Equipment	340,939.76	613,691.36	-272,751.60
175 · ATTC Furniture & Fixtures	21,598.08	38,876.52	-17,278.44
150 · Foundation Furniture & Fixtures	0.00	0.00	0.00
166 · IC Leasehold Improvements	33,110.19	33,314.21	-204.02
152 · Innovation Center F & F	7,999.37	9,949.13	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,113,023.18	1,161,311.30	-48,288.12
Total Fixed Assets	<u>4,760,440.87</u>	<u>5,195,552.25</u>	<u>-435,111.38</u>
TOTAL ASSETS	<u>4,907,871.87</u>	<u>5,369,126.08</u>	<u>-461,254.21</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	85,579.00	32,494.46	53,084.54
Total Accounts Payable	<u>85,579.00</u>	<u>32,494.46</u>	<u>53,084.54</u>
Credit Cards			
200.100 · US Bank Credit Card	2,024.82	3,791.84	-1,767.02
Total Credit Cards	<u>2,024.82</u>	<u>3,791.84</u>	<u>-1,767.02</u>
Other Current Liabilities			
217.000 · Deferred Income			
226.000 · Deferred Income-Lease	4,108.00	905.00	3,203.00
Total 217.000 · Deferred Income	<u>4,108.00</u>	<u>905.00</u>	<u>3,203.00</u>
208.000 · Deposits Held	8,150.00	9,000.00	-850.00
Total Other Current Liabilities	<u>12,258.00</u>	<u>9,905.00</u>	<u>2,353.00</u>
Total Current Liabilities	<u>99,861.82</u>	<u>46,191.30</u>	<u>53,670.52</u>
Total Liabilities	<u>99,861.82</u>	<u>46,191.30</u>	<u>53,670.52</u>
Equity			
33000 · Temp. Restricted Net Assets	25,880.00	25,880.00	0.00
32000 · Unrestricted Net Assets	4,806,738.11	5,306,953.00	-500,214.89
Net Income	-24,608.06	-9,898.22	-14,709.84
Total Equity	<u>4,808,010.05</u>	<u>5,322,934.78</u>	<u>-514,924.73</u>
TOTAL LIABILITIES & EQUITY	<u>4,907,871.87</u>	<u>5,369,126.08</u>	<u>-461,254.21</u>

Statement of Operations-Consolidated

April 2023

	Apr 23	Apr 22	\$ Change
Ordinary Income/Expense			
Income			
415 · MOBEC Grant Matching Funds	0.00	32,000.00	-32,000.00
401 · Contributions	1,020.00	2,600.00	-1,580.00
411 · Grants	5,000.00	0.00	5,000.00
422 · Income - Interest	0.00	0.07	-0.07
425 · Income - Miscellaneous	2,000.00	0.00	2,000.00
426 · Lease Income	22,790.38	28,400.64	-5,610.26
427 · Lease Utility Income	-1,212.85	3,290.75	-4,503.60
Total Income	<u>29,597.53</u>	<u>66,291.46</u>	<u>-36,693.93</u>
Gross Profit	<u>29,597.53</u>	<u>66,291.46</u>	<u>-36,693.93</u>
Expense			
660 · Utilities Expense	3,696.29	12,273.79	-8,577.50
760 · Grant Disbursement	92.42	3,886.87	-3,794.45
611 · Administrative Fee	17,000.00	12,500.00	4,500.00
787 · Bank Fees	0.00	15.00	-15.00
730 · Depreciation	36,915.88	36,851.29	64.59
720 · Equipment Maint	5,359.03	2,452.33	2,906.70
785 · Insurance Expense	4,534.46	3,494.10	1,040.36
790 · Miscellaneous Expense	720.00	0.10	719.90
670 · Occupancy Expense	11,537.66	10,327.81	1,209.85
750 · Professional Fees	100.00	80.00	20.00
610 · Program Service Fee	0.00	4,500.00	-4,500.00
Total Expense	<u>79,955.74</u>	<u>86,381.29</u>	<u>-6,425.55</u>
Net Ordinary Income	<u>-50,358.21</u>	<u>-20,089.83</u>	<u>-30,268.38</u>
Other Income/Expense			
Other Income			
800 · Committee Divisions			
800.370 · TEconomy	17,660.00	0.00	17,660.00
800.350 · Heartland Forward	0.00	7,500.00	-7,500.00
800.101 · Education	9,070.20	7,175.86	1,894.34
800.200 · Leadership Joplin			
951.240 · Leadership Joplin Class Exp	-980.05	-4,476.81	3,496.76
800.200 · Leadership Joplin - Other	0.00	133.11	-133.11
Total 800.200 · Leadership Joplin	<u>-980.05</u>	<u>-4,343.70</u>	<u>3,363.65</u>
800.400 · Young Professionals Network	0.00	-140.55	140.55
Total 800 · Committee Divisions	<u>25,750.15</u>	<u>10,191.61</u>	<u>15,558.54</u>
Total Other Income	<u>25,750.15</u>	<u>10,191.61</u>	<u>15,558.54</u>
Net Other Income	<u>25,750.15</u>	<u>10,191.61</u>	<u>15,558.54</u>
Net Income	<u><u>-24,608.06</u></u>	<u><u>-9,898.22</u></u>	<u><u>-14,709.84</u></u>

Statement of Operations

April 2023

	Apr 23	Apr 22	\$ Change
Ordinary Income/Expense			
Income			
415 · MOBEC Grant Matching Funds	0.00	32,000.00	-32,000.00
401 · Contributions	1,020.00	2,600.00	-1,580.00
411 · Grants	5,000.00	0.00	5,000.00
422 · Income - Interest	0.00	0.07	-0.07
425 · Income - Miscellaneous	2,000.00	0.00	2,000.00
Total Income	<u>8,020.00</u>	<u>34,600.07</u>	<u>-26,580.07</u>
Gross Profit	<u>8,020.00</u>	<u>34,600.07</u>	<u>-26,580.07</u>
Expense			
760 · Grant Disbursement	92.42	3,886.87	-3,794.45
611 · Administrative Fee	4,500.00	0.00	4,500.00
787 · Bank Fees	0.00	15.00	-15.00
720 · Equipment Maint	0.00	694.80	-694.80
790 · Miscellaneous Expense	720.00	0.10	719.90
750 · Professional Fees	0.00	80.00	-80.00
610 · Program Service Fee	0.00	4,500.00	-4,500.00
Total Expense	<u>5,312.42</u>	<u>9,176.77</u>	<u>-3,864.35</u>
Net Ordinary Income	<u>2,707.58</u>	<u>25,423.30</u>	<u>-22,715.72</u>
Other Income/Expense			
Other Income			
800 · Committee Divisions			
800.370 · TEconomy	17,660.00	0.00	17,660.00
800.350 · Heartland Forward	0.00	7,500.00	-7,500.00
800.101 · Education	9,070.20	7,175.86	1,894.34
800.200 · Leadership Joplin	-980.05	-4,343.70	3,363.65
800.400 · Young Professionals Network	0.00	-140.55	140.55
Total 800 · Committee Divisions	<u>25,750.15</u>	<u>10,191.61</u>	<u>15,558.54</u>
Total Other Income	<u>25,750.15</u>	<u>10,191.61</u>	<u>15,558.54</u>
Net Other Income	<u>25,750.15</u>	<u>10,191.61</u>	<u>15,558.54</u>
Net Income	<u><u>28,457.73</u></u>	<u><u>35,614.91</u></u>	<u><u>-7,157.18</u></u>

Statement of Operations-ATTC

April 2023

	Apr 23	Apr 22	\$ Change
Ordinary Income/Expense			
Income			
426 · Lease Income	18,341.88	21,128.50	-2,786.62
427 · Lease Utility Income	-1,212.85	3,290.75	-4,503.60
Total Income	<u>17,129.03</u>	<u>24,419.25</u>	<u>-7,290.22</u>
Gross Profit	<u>17,129.03</u>	<u>24,419.25</u>	<u>-7,290.22</u>
Expense			
660 · Utilities Expense	2,189.01	10,646.71	-8,457.70
611 · Administrative Fee	6,250.00	6,250.00	0.00
730 · Depreciation	32,055.79	32,055.79	0.00
720 · Equipment Maint	4,097.44	585.00	3,512.44
785 · Insurance Expense	3,536.88	2,620.58	916.30
670 · Occupancy Expense	9,445.22	7,585.00	1,860.22
750 · Professional Fees	100.00	0.00	100.00
Total Expense	<u>57,674.34</u>	<u>59,743.08</u>	<u>-2,068.74</u>
Net Ordinary Income	<u>-40,545.31</u>	<u>-35,323.83</u>	<u>-5,221.48</u>
Net Income	<u><u>-40,545.31</u></u>	<u><u>-35,323.83</u></u>	<u><u>-5,221.48</u></u>

Statement of Operations-NIC

April 2023

	Apr 23	Apr 22	\$ Change
Ordinary Income/Expense			
Income			
426 • Lease Income	4,448.50	7,272.14	-2,823.64
Total Income	<u>4,448.50</u>	<u>7,272.14</u>	<u>-2,823.64</u>
Gross Profit	<u>4,448.50</u>	<u>7,272.14</u>	<u>-2,823.64</u>
Expense			
660 • Utilities Expense	1,507.28	1,627.08	-119.80
611 • Administrative Fee	6,250.00	6,250.00	0.00
730 • Depreciation	4,860.09	4,795.50	64.59
720 • Equipment Maint	1,261.59	1,172.53	89.06
785 • Insurance Expense	997.58	873.52	124.06
670 • Occupancy Expense	2,092.44	2,742.81	-650.37
Total Expense	<u>16,968.98</u>	<u>17,461.44</u>	<u>-492.46</u>
Net Ordinary Income	<u>-12,520.48</u>	<u>-10,189.30</u>	<u>-2,331.18</u>
Net Income	<u><u>-12,520.48</u></u>	<u><u>-10,189.30</u></u>	<u><u>-2,331.18</u></u>

**Staff Reports
May 22, 2023****Tonya Sprenkle, Grant/Special Project Manager****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 was received on 4/14/2023. The 3rd year grant for \$50,000 is active as of April 1 and the first payment of \$5,000 was received on 4/14/2023.

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 have purchased and will be using this platform moving forward.

Membership Summary Report April 1, 2023 – April 30, 2023

							TOTAL COUNT
2023	New Member Count	New Member \$	Drop Member Count	Drop Member \$	Net Count	Net \$	856
Apr	8	\$3,261.00	9	\$2,146.50	-1	\$1,114.50	855
May					0	-	
Jun							
Jul					0	-	
Aug					0	-	
Sep					0	-	
Oct						-	
Nov					0	-	
Dec					0	-	
Jan					0	-	
Feb					0	-	
Mar					0	-	
8 \$3,261 9 \$2,147 -1 \$1,114.50							

New Members March 2023

El Caballo De Oro Joplin
 Stellar Financial, LLC
 Freedom of Flight Museum
 J. Southard Quality Transport
 Bennett Heavy & Specialized, LLC
 Dreyer & Tinney
 My World ABA
 Domino's Pizza Store#1540

Dropped Members March 2023

Transcend Orthotics & Prosthetics - Requested drop / NIC tenant
 Desmond Awungayi – Temporary NIC tenant
 Fire on the Grill - Closed
 Green Country HR, LLC – Did not see a benefit
 Hedman Chiropractic, LLC - Closed
 The Kings Emporium LLC - Closed
 KMXL 95.1 MIKE FM – Corporate decision
 L.J. Tomlin CPA & Associates LLC – Requested drop
 Mericani - Temporary NIC tenant

Doug Hunt, Director of Entrepreneurship Incubator Activity & Programming

Joseph Newman Innovation Center (NIC):

- The coworking space has a total of six hot desk members and two dedicated desk members.
- Currently there are three private spaces available.
- An AC unit has stopped working, we are getting bids and exploring if we can repair or need to replace the unit.

Advanced Training & Technology Center (ATTC):

- The ATTC has four private office spaces available.
- One new food truck membership has been added.

Programming:

- **1 Million Cups Joplin (1MC)** had 22 people in attendance on May 10.
- **The May e-Commerce Meetup** was hosted by Courtney's Candles & Creations, Inc. The company provided a tour and showcased its online business.

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

- May 23 is our next Courageous Conversation to be held at the Joplin Public Library, details are in the Chamber calendar. Planning for the June third Thursday event, "You Belong Here" continues. As of now, Missouri American Water is a co-sponsor of the event.

Professional Development

- 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 will host another "Where We Working Wednesday" on Wednesday, May 24. Location TBD.

**Stephanie McGrew
Special Events Manager**

Networking Events

Previous Networking Events

- Morning Brew was on May 5 at Downstream Casino Resort with 57 attending
- 106th Annual Banquet was on April 27 with 517 attending

Upcoming Networking Events

- Business After Hours will be May 16 at The Fireplace and More Store
- Hot Links is June 9 and September 29
- Good Morning Joplin is June 28 at College View Manor

Leadership Programs

- Leadership Joplin has three more sessions. Graduation is June 22

Economic Development Events
Lisa Kelly, Executive Assistant

Upcoming Events

- July 13, 3rd Annual JOMO Jubilee, Medical Students (4 bus tour)
- August 2, Innagural JOMO Jubilee, Dental Students (2 bus tour)

Erin Slifka
Marketing & Public Information Manager

Erin Slifka
Marketing & Public Information Manager

In the last 45 days, we have migrated the Chamber's online properties to the google analytics platform GA4. The Choose Joplin app is integrated with our Google Analytics account. Google is capturing the data on the app but can't share this information at the time of reporting since it's a conversion to a brand-new data model. We are working on a solution for the reporting.

Choose Joplin App

MONTH	TOTAL APP DOWNLOADS	ACTIVE USERS
APRIL	1,307	745

Website: Joplincc.com

Active Users In April
3,637

Top Three Pages	Views
Upcoming Events	2,204
Home Page	594
Your Chamber	274

Website: Joplinbusinessoutlook.com

Active Users in April
1,455

Top Three Articles	Views
Welcome New Members - April	83
Connect2Culture Announces 2022-2023 Performance Season	71
Joplin Parks Recreation To Host Unique Egg Hunt	56

We had a total of 65 posts in April with an average of 16 posts each week.

Weekly Update (Monday Memo)

Open Rate	April	YTD (April)
This Year	41%	41%
Last Year	35%	35%

Distribution	April
This Year	2393
Last Year	2321

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

- April | Bright Futures Snack Packs | 11 volunteers, 9.5 hours

Upcoming Volunteer Opportunities:

- Beshore Performance Hall Floor Flipping | May 31 | [Sign up here](#)
- Beshore Performance Hall Floor Flipping | June 19 | [Sign up here](#)
- Souls Harbor | June 23 | [Sign up here](#)
- Camp Soroptimist | July 27 | [Sign up here](#)

President's Report for April Travis Stephens

Capacity Building

- Continue to conduct sales training sessions with Reggie and Holman Bros consulting
- While implementing the new logo we are undergoing minor changes to the website
 - New 5-Star investors page
- Attended MAKO in Branson (4 states' annual Chamber conference)
 - Sessions included: What Members Want, Trust & Transform, Storytelling, and Banquets that Rock
- Our employee health insurance plan is up for renewal – we are adding an HSA plan this year

Community Engagements

- Presented quarterly eco devo update to City Council
- Gave a presentation to Leadership Joplin class during the session on economic development
- Lunch with board member Lance Hoopai
- Meetings attended:
 - Annual Banquet
 - Carl Junction Bus After Hrs at Finn's restaurant
 - monthly DJA board meeting
 - C2C board meeting as ex-officio
 - TEDx Talk at MSSU
 - monthly city's Prop Action Implementation Committee meeting
 - Tourism Venue Needs Assessment presentation to the Joplin city council

Economic Development

- Hosted TEconomy consulting team April 3-5
 - meetings were conducted with Mercy, Freeman, KCU, MSSU, Crowder, City, and other community members
- Working with a local company on how to apply for Foreign Trade Zone status so they can bring in goods from foreign countries, manufacture their product, and then export to other foreign countries
 - The process has allowed me to learn much about FTZ's
 - We are in an FTZ region for all of SW MO
 - There are currently only 2 companies that have FTZ status
 - One in Neosho and one in Carthage
- Met with city planning director Troy Bolander to do a deep dive into the incentive programs and the current development projects where these programs are being implemented
 - programs include Chapter 100 Bond Financing and Enhanced Enterprise Zones
- Currently exploring incentive options with one local business on an expansion project that would add 12 jobs and include a facility expansion and equipment upgrade
- Had a phone interview with a group from outside the area interested in purchasing the Union Depot – the group is called Transport America Project
 - It would appear they are set to make an offer on the property in June
- We learned on Fri May 5th that Joplin did not receive the industrial park ARPA grant
 - On a positive note, Carthage was awarded a grant for \$1.5 million so we did receive one in the region

Business Attraction (Jake Heisten)

- 2 RFI's received
 - 1 submitted:
 - Agricultural chemical manufacturer located in the U.S.
 - Rail service is required on site (Wildwood) however, near a port is also a requirement
 - The one not submitted had land and electric requirements that exceeded our capacity
- MOKAN is in the process of determining the next steps regarding replacing Amy Kaufman who served as the Workforce Development Coordinator
- Hosted an International Trade Seminar at the Chamber
 - presenters included: MO Dept of Eco Devo, Small Business Dev Cntr, and US Commercial Services
- MOKAN is planning and will be hosting a Workforce Summit in June
- Jake continues to help Neosho navigate the onboarding of a successfully won project in Neosho (animal feed manufacturer, 10 jobs)