



Joplin Area Chamber of Commerce

BOARD PACK

for

JACC Board of Directors Meeting

Monday, June 26, 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



Name:	Joplin Area Chamber of Commerce
Date:	Monday, June 26, 2023
Time:	12:00 PM to 1:30 PM (CDT)
Location:	Joplin Chamber, Liberty Room , 320 E 4th Street https://us02web.zoom.us/j/81469015365?pwd=M3hYNy81aXdEbDFKak5DS0E3am93dz09
Board Members:	Jordan Bolinger, Melodee Colbert-Kean, Kim Cox, Mattie Crossland, Jeremy Drinkwitz, Chad Evans, Steve Graddy, R.Chad Greer, Lori Haun, Lance Hoopai, John Hunter, Betsy Kissel, Ben McNelly, Howie Nunnally, Katrina Richards, Matt Stewart (Chair), 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 Melissa Smith, Ex-Officio Daniel Swem
Attendees:	Debby Chaligoj, Doug Hunt, Reggie Powers, Executive Assistant Lisa Kelly , Stephanie McGrew, Erin Slifka, Tonya Sprenkle, Travis Stephens

1. JACC Board of Directors Agenda

1.1 Call To Order: Welcome	12:00 PM (5 min)
Kim Cox	
1.2 Approval of May Minutes	12:05 PM (5 min)
Kim Cox	
Approval of May Minutes	
Supporting Documents:	
1.2.a Minutes : JACC Board of Directors Meeting 22 May 2023 - 22 May 2023	5
1.3 Approval of May Financials	12:10 PM (5 min)
Travis Stephens	
Approval of May Financial Report	
Supporting Documents:	
1.3.a Financial Board Packet Approved.pdf	8

2. New Business

2.1 Budget Discussion and Approval	12:15 PM (5 min)
Travis Stephens	

A full discussion of the proposed budget for approval. Tabled from May 22 meeting.

2.2 Create Committees Coinciding with the Strategic Plan’s Four Goals

Travis Stephens

2.3 ATTC Building Potential Sale Discussion

Travis Stephens

3. Staff Reporting

3.1 Staff Reports-No verbal reports

- Reports are in your packet see them for the details.

Supporting Documents:

3.1.a	Staff Reports June 2023.pdf	22
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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 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
Board Members:	Matt Stewart (Chair), Jordan Bolinger, Kim Cox, Ex-Officio Melissa Smith, Chad Evans, Steve Graddy, R.Chad Greer, Lance Hoopai, John Hunter, Ben McNelly, Howie Nunnely, Dustin Storm, Ex-Officio Nick Edwards, Ex-Officio Dr. Brad Hodson, Ex-Officio Dr. Kerry Sachetta
Attendees:	Debby Chaligoj, Doug Hunt, Executive Assistant Lisa Kelly , Reggie Powers, Stephanie McGrew, Erin Slifka, Travis Stephens
Apologies:	Melodee Colbert-Kean, Betsy Kissel, Tonya Sprenkle, Dr. Dean Van Galen, Ex-Officio Daniel Swem, Katrina Richards, Mattie Crossland, Jeremy Drinkwitz, Lori Haun, Ex-Officio John Bartosh, Ex-Officio Jim Dalrymple, Ex-Officio Tom Furrh, Ex-Officio Dr. Ken Heiles, Ex-Officio Mayor Doug Lawson

1. JACC Board of Directors Agenda

1.1 Call To Order: Welcome

1.2 Approval of April Minutes



Motion to accept the April Minutes as presented.

Matt Stewart asked for a motion to approve the April minutes as presented. Steve Graddy moved to accept the April Minutes as presented and seconded by Kim Cox.

Decision Date: May 22, 2023
Mover: Steve Graddy
Seconder: Kim Cox
Outcome: Approved



Call to approve April Minutes as presented

Steve Graddy moved to accept the April Minutes as presented and seconded by Kim Cox. Motion passed.

Due Date: May 21, 2023
Owner: Matt Stewart

1.3 Approval of April Financials



Motion to accept the April Financials as presented

Matt Stewart asked for a motion to approve the April financials as presented. Chad Evans moved to accept the April financials as presented and seconded by Chad Greer.

Decision Date: May 22, 2023
Mover: Chad Evans
Seconded: R.Chad Greer
Outcome: Approved



Call to approve April Financials as presented

Chad Evans moved to accept the April financials as presented and seconded by Chad Greer. Motion passed.

Due Date: May 21, 2023
Owner: Matt Stewart

2. New Business

2.1 Budget



Motion to Table the Budget until next

Matt Stewart asked for a motion to Table the budget approval until the next meeting, and although there is not one scheduled, to hold a full board meeting in June. The Board of Directors will discuss the budget in further detail in Executive Session today. Chad Greer moved to table the budget until the June meeting and for the board to see this year's proposed budget compared side by side with past year's budgets 2019 through 2022 before approval and was seconded by Steve Graddy.

Decision Date: May 22, 2023
Mover: R.Chad Greer
Seconded: Chad Evans
Outcome: Approved



Call to approve to table the budget until the June full Board meeting.

Chad Greer moved to table the budget until the June meeting and for the board to see this year's proposed budget compared side by side with past year's budgets 2019 through 2022 before approval and was seconded by Steve Graddy. Motion passed.

Due Date: May 21, 2023
Owner: Matt Stewart

2.2 Priorities and Strategic Goals for the year.

3. Staff Reporting

3.1 Staff Reports

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 - Jun 26, 2023, 12:00 PM

Signature:_____

Date:_____

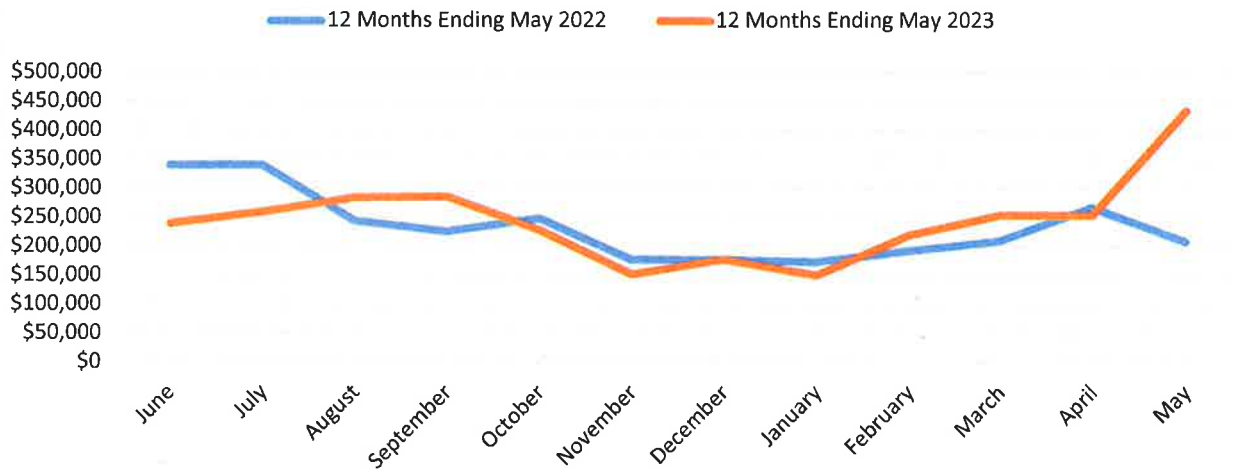
Joplin Area Chamber of Commerce**Finance Executive Summary****Period Ending: May 31, 2023****By: Travis Stevens, CEO and Debby Chaligoj, Finance Manager**

	2023	2022	2021	3 yr Average
Chamber:				
* Cash Position:	\$ 434,481	\$ 207,883	\$ 445,846	\$ 362,737
* Accounts Receivable:	\$ 14,987	\$ 23,771	\$ 14,297	\$ 17,685
* Deferred Income Current Fiscal Year:	\$ 226,667	\$ 210,668	\$ 198,431	\$ 211,922
* Deferred Income Next Fiscal Year:	\$ 4,171	\$ 1,597	\$ 1,640	\$ 2,469
* Membership Dues YTD Income:		\$ 65,998	\$ 66,018	\$ 44,005
* Net Income YTD:	\$ 86,508	\$ 12,407	\$ 53,586	\$ 50,834
* Net Income Before Depreciation YTD:	\$ 90,519	\$ 16,847	\$ 58,063	\$ 55,143
Foundation / Innovation Center:				
* Cash Position Foundation:	\$ 5,686	\$ 76,075	\$ 72,137	\$ 51,299
* Cash Position Innovation Center:	\$ 47,442	\$ 97,439	\$ 56,229	\$ 67,036
* Accounts Receivable:	\$ 49,957	\$ 14,783	\$ 6,336	\$ 23,692
* Accounts Receivable: Crowder	\$ -	\$ -	\$ -	\$ -
* Notes Receivable-BRF Loans:	\$ -	\$ -	\$ 2,190	\$ 730
* Deferred Income Current Fiscal Year:	\$ 1,862	\$ 1,497	\$ 881	\$ 1,413
* Deferred Income Next Fiscal Year:	\$ -	\$ -	\$ 8,950	\$ 2,983
* Net Income YTD:	\$ (67,445)	\$ (45,992)	\$ (88,587)	\$ (67,341)
* Net Income Before Depreciation YTD:	\$ 6,387	\$ 27,711	\$ (14,749)	\$ 6,450
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:	\$ 90,985			
Due to Chamber: (ED charges paid by Chamber)	\$ 29,808			
Due to MOKAN: (ED charges paid by MOKAN)	\$ 20,802			

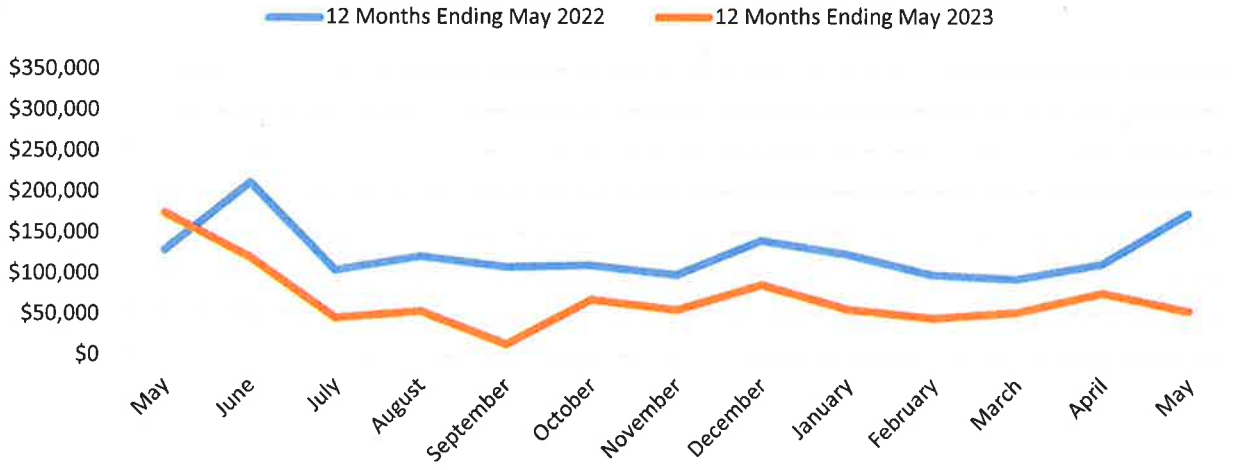
Cash Flow Comparison

June - May

Chamber Cash



Foundation Cash



ACCOUNTS RECEIVABLE SUMMARY**May 2023**

		May-23	Apr-23	Mar-23	Feb-23	Jan-23	Total
Chamber							
Banquet Sponsor	Sponsor	-	-	-	-	-	-
Banquet Attendees	Attendees	-	5,370.00	-	-	-	5,370.00
Business After Hours	Sponsor	200.00	-	-	-	220.00	420.00
Chamber Gives Back	Sponsor	-	-	-	-	-	-
EDI Sponsor	Sponsor	-	-	-	-	1,500.00	1,500.00
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	-	-	252.00	-	56.00	308.00
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		-	-	939.51	-	-	939.51
MOKAN Reimb to Chamber		-	-	-	-	-	-
JIDA Reimb to Chamber		325.00	-	-	-	-	325.00
Foundation Reimb to Chamber		-	-	350.00	-	-	350.00
Total Chamber AR		525.00	5,434.00	3,116.51	140.00	5,771.00	14,986.51
Foundation							
Crowder		-	-	-	-	-	-
Grants		-	-	-	-	-	-
ATTC Kitchen		1,099.00	1,117.00	-	-	-	2,216.00
ATTC Rent		-	-	-	-	-	-
ATTC Utilities		3,456.76	-	-	-	-	3,456.76
LJ Sponsor	Sponsor	-	-	-	-	-	-
LJ Class	Attendee	-	-	-	-	800.00	800.00
IC Rent		610.00	155.00	155.00	155.00	-	1,075.00
TEconomy		-	2,000.00	-	-	-	2,000.00
MOKAN Reimb to Foundation		-	-	-	-	-	-
Chamber Reimb to Foundation		40,409.35	-	-	-	-	40,409.35
		45,575.11	3,272.00	155.00	155.00	800.00	49,957.11
Total Foundation AR		45,575.11	3,272.00	155.00	155.00	800.00	49,957.11

Balance Sheet

As of May 31, 2023

	<u>May 31, 23</u>	<u>May 31, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	434,480.75	207,883.19	226,597.56
Total Checking/Savings	<u>434,480.75</u>	<u>207,883.19</u>	<u>226,597.56</u>
Accounts Receivable	14,986.51	23,770.77	-8,784.26
Other Current Assets			
010 · Petty Cash	250.00	250.00	0.00
014 · Due From (To) Staff	-220.05	-187.90	-32.15
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	0.00	17,480.87	-17,480.87
022 · Due From (To) ED	29,808.40	37,620.53	-7,812.13
023 · Due From (To) MOKAN	0.00	33,880.47	-33,880.47
024 · Due From (To) JIDA	0.00	600.00	-600.00
025 · Due From (To) JCIDA	0.00	200.00	-200.00
026 · Due From (To) MOCAP	0.00	150.00	-150.00
027 · Due From (To) JCC	0.00	500.00	-500.00
028 · Due From (To) One Joplin	0.00	761.70	-761.70
Total 020 · Due From (To) Other Funds	<u>29,808.40</u>	<u>91,193.57</u>	<u>-61,385.17</u>
030 · Deposit - Bulk Mail	3,867.11	1,662.69	2,204.42
031 · Prepaid Expenses	286.00	4,117.55	-3,831.55
032 · Prepaid Insurance	9,430.42	8,729.68	700.74
Total Other Current Assets	<u>43,421.88</u>	<u>105,765.59</u>	<u>-62,343.71</u>
Total Current Assets	<u>492,889.14</u>	<u>337,419.55</u>	<u>155,469.59</u>
Fixed Assets			
152.000 · Furniture & Equipment	25,799.29	24,596.75	1,202.54
154.000 · Interior	-428.14	4,281.33	-4,709.47
156.000 · 320 East 4th - Building	158,433.08	171,592.64	-13,159.56
158.000 · Grounds	4,422.20	5,306.60	-884.40
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>264,788.99</u>	<u>282,339.88</u>	<u>-17,550.89</u>
TOTAL ASSETS	<u>757,678.13</u>	<u>619,759.43</u>	<u>137,918.70</u>

Balance Sheet

As of May 31, 2023

	<u>May 31, 23</u>	<u>May 31, 22</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	93,915.82	12,333.87	81,581.95
Total Accounts Payable	<u>93,915.82</u>	<u>12,333.87</u>	<u>81,581.95</u>
Credit Cards			
200.100 · US Bank - Credit Card	9,327.67	3,497.23	5,830.44
Total Credit Cards	<u>9,327.67</u>	<u>3,497.23</u>	<u>5,830.44</u>
Other Current Liabilities			
208.000 · Deferred Income - Renewal Dues	191,940.93	169,646.99	22,293.94
217.000 · Deferred Income-Other			
217.160 · Deferred Income - Econ Growth	0.00	1,000.00	-1,000.00
217.180 · Deferred Income - EXPO	3,790.00	13,690.00	-9,900.00
217.190 · Deferred Income - Bus of the Yr	0.00	2,250.00	-2,250.00
217.320 · Deferred Income - GMJ	961.00	2,378.00	-1,417.00
217.330 · Deferred Income - Morning Brew	6,000.00	4,400.00	1,600.00
217.340 · Deferred Income - BAH	7,000.00	3,000.00	4,000.00
217.350 · Deferred Income - Golf	15,950.00	14,900.00	1,050.00
217.360 · Deferred Income - JOMO Jubilee	2,000.00	0.00	2,000.00
217.370 · Deferred Income - Lunch & Learn	100.00	0.00	100.00
217.460 · Deferred Income - M2M Emails	2,000.00	800.00	1,200.00
217.470 · Deferred Income - Mmbr Table	400.00	200.00	200.00
217.000 · Deferred Income-Other - Other	696.00	0.00	696.00
Total 217.000 · Deferred Income-Other	<u>38,897.00</u>	<u>42,618.00</u>	<u>-3,721.00</u>
Total Other Current Liabilities	<u>230,837.93</u>	<u>212,264.99</u>	<u>18,572.94</u>
Total Current Liabilities	<u>334,081.42</u>	<u>228,096.09</u>	<u>105,985.33</u>
Total Liabilities	<u>334,081.42</u>	<u>228,096.09</u>	<u>105,985.33</u>
Equity			
32000 · Unrestricted Net Assets	337,088.58	379,256.00	-42,167.42
Net Income	<u>86,508.13</u>	<u>12,407.34</u>	<u>74,100.79</u>
Total Equity	<u>423,596.71</u>	<u>391,663.34</u>	<u>31,933.37</u>
TOTAL LIABILITIES & EQUITY	<u>757,678.13</u>	<u>619,759.43</u>	<u>137,918.70</u>

Statement of Operations

April through May 2023

	Apr - May 23	Apr - May 22	\$ Change
Ordinary Income/Expense			
Income			
410.000 · Member Dues	66,117.19	65,997.92	119.27
420.000 · Income from Affiliate Companies	53,683.34	83,207.45	-29,524.11
430.000 · Income - Economic Development	16,500.00	16,500.00	0.00
440.000 · Income-Marketing	0.00	3,105.00	-3,105.00
490.000 · Income - Miscellaneous	175,804.26	55.10	175,749.16
Total Income	<u>312,104.79</u>	<u>168,865.47</u>	<u>143,239.32</u>
Gross Profit	312,104.79	168,865.47	143,239.32
Expense			
600.000 · Staff Compensation	167,803.12	147,062.10	20,741.02
600.200 · Staff Development	21,792.88	3,193.77	18,599.11
600.900 · Other Staff Expenses	249.73	422.97	-173.24
620.000 · Utilities Expense	2,917.86	3,021.61	-103.75
630.00 · Maintenance Expenses	11,462.64	10,699.39	763.25
640.000 · Marketing	6,218.26	2,704.34	3,513.92
650.000 · Operating Expenses	7,377.23	11,750.85	-4,373.62
680.000 · Depreciation	4,011.20	4,439.34	-428.14
690.000 · Other Expenses	18,703.98	180.00	18,523.98
Total Expense	<u>240,536.90</u>	<u>183,474.37</u>	<u>57,062.53</u>
Net Ordinary Income	71,567.89	-14,608.90	86,176.79
Other Income/Expense			
Other Income			
800.000 · Program Income			
800.300 · Governance	-2,089.00	629.35	-2,718.35
800.400 · Member Services	-494.79	1,498.99	-1,993.78
800.500 · Chamber Events			
900.215 · Expo	0.00	0.00	0.00
900.510 · Annual Banquet	15,752.82	19,742.26	-3,989.44
900.515 · Good Morning Joplin	-236.79	0.00	-236.79
900.520 · Morning Brew	2,300.00	4,500.00	-2,200.00
900.525 · Business After Hours	0.00	3,200.00	-3,200.00
Total 800.500 · Chamber Events	<u>17,816.03</u>	<u>27,442.26</u>	<u>-9,626.23</u>
800.800 · Chamber Work Groups	-250.00	-2,554.36	2,304.36
Total 800.000 · Program Income	<u>14,982.24</u>	<u>27,016.24</u>	<u>-12,034.00</u>
Total Other Income	<u>14,982.24</u>	<u>27,016.24</u>	<u>-12,034.00</u>
Net Other Income	<u>14,982.24</u>	<u>27,016.24</u>	<u>-12,034.00</u>
Net Income	<u><u>86,550.13</u></u>	<u><u>12,407.34</u></u>	<u><u>74,142.79</u></u>

Balance Sheet

As of May 31, 2023

	<u>May 31, 23</u>	<u>May 31, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	-21,231.59	12,868.37	-34,099.96
Total Checking/Savings	<u>-21,231.59</u>	<u>12,868.37</u>	<u>-34,099.96</u>
Other Current Assets			
Due From (To) City	90,985.16	53,599.61	37,385.55
Due From (To) Other Funds			
Due From (To) Chamber	-29,808.40	-37,620.53	7,812.13
Due From (To) MOKAN	-20,801.51	-10,613.07	-10,188.44
Total Due From (To) Other Funds	<u>-50,609.91</u>	<u>-48,233.60</u>	<u>-2,376.31</u>
Total Other Current Assets	<u>40,375.25</u>	<u>5,366.01</u>	<u>35,009.24</u>
Total Current Assets	<u>19,143.66</u>	<u>18,234.38</u>	<u>909.28</u>
Fixed Assets			
Furniture and Equipment	2,195.79	7,465.83	-5,270.04
Total Fixed Assets	<u>2,195.79</u>	<u>7,465.83</u>	<u>-5,270.04</u>
TOTAL ASSETS	<u>21,339.45</u>	<u>25,700.21</u>	<u>-4,360.76</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable	4,663.88	10,000.00	-5,336.12
Total Current Liabilities	<u>4,663.88</u>	<u>10,000.00</u>	<u>-5,336.12</u>
Total Liabilities	<u>4,663.88</u>	<u>10,000.00</u>	<u>-5,336.12</u>
Equity			
Retained Earnings	23,856.54	18,049.27	5,807.27
Net Income	-7,180.97	-2,349.06	-4,831.91
Total Equity	<u>16,675.57</u>	<u>15,700.21</u>	<u>975.36</u>
TOTAL LIABILITIES & EQUITY	<u>21,339.45</u>	<u>25,700.21</u>	<u>-4,360.76</u>

Statement of Operations
November 2022 through May 2023

	Nov '22 - May 23	Nov '21 - May 22	\$ Change	Budget	Budget Remaining	% of Budget
Ordinary Income/Expense						
Income						
Income-Funds from City	143,285.61	134,946.24	8,339.37	252,000.00	-108,714.39	56.86%
Total Income	<u>143,285.61</u>	<u>134,946.24</u>	<u>8,339.37</u>	<u>252,000.00</u>	<u>-108,714.39</u>	<u>56.86%</u>
Expense						
Administrative Expenses	15,400.86	15,951.92	(551.06)	24,000.00	-8,599.14	64.17%
Business Attraction/Retention	98.70	11,353.93	(11,255.23)	64,000.00	-63,901.30	0.15%
Depreciation	3,074.19	3,074.07	0.12			
Marketing & Promotions	18,375.32	27,029.73	(8,654.41)	30,000.00	-11,624.68	61.25%
Memberships	3,750.00	650.00	3,100.00	13,000.00	-9,250.00	28.85%
Miscellaneous Expense	25,000.50		25,000.50			
Professional Development	11,815.82	4,126.15	7,689.67	7,500.00	4,315.82	157.54%
Salaries	57,750.00	57,750.00		99,000.00	-41,250.00	58.33%
Workforce Development	15,201.19	17,359.50	(2,158.31)	14,500.00	701.19	104.84%
Total Expense	<u>150,466.58</u>	<u>137,295.30</u>	<u>13,171.28</u>	<u>252,000.00</u>	<u>-129,608.11</u>	<u>48.57%</u>
Net Ordinary Income	<u>(7,180.97)</u>	<u>(2,349.06)</u>	<u>(4,831.91)</u>	<u>0.00</u>	<u>20,893.72</u>	<u>100.0%</u>
Net Income	<u><u>(7,180.97)</u></u>	<u><u>(2,349.06)</u></u>	<u><u>(4,831.91)</u></u>	<u><u>0.00</u></u>	<u><u>20,893.72</u></u>	<u><u>100.0%</u></u>

Balance Sheet

As of May 31, 2023

	<u>May 31, 23</u>	<u>May 31, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank Checking	43,920.68	164,127.42	-120,206.74
013 · US Bank - Money Market	9,206.73	9,385.74	-179.01
Total Checking/Savings	<u>53,127.41</u>	<u>173,513.16</u>	<u>-120,385.75</u>
Accounts Receivable			
012 · Accounts Receivable			
012-200 · General	49,957.11	14,782.90	35,174.21
Total 012 · Accounts Receivable	<u>49,957.11</u>	<u>14,782.90</u>	<u>35,174.21</u>
Total Accounts Receivable	<u>49,957.11</u>	<u>14,782.90</u>	<u>35,174.21</u>
Other Current Assets			
032 · Prepaid Insurance	15,372.94	9,068.86	6,304.08
020 · Due From (To) Other Funds			
019.100 · Due From (To) Joplin Chamber	0.00	-513.37	513.37
019.200 · MOKAN	34.34	0.00	34.34
Total 020 · Due From (To) Other Funds	<u>34.34</u>	<u>-513.37</u>	<u>547.71</u>
031 · Prepaid Expenses	79.48	579.08	-499.60
Total Other Current Assets	<u>15,486.76</u>	<u>9,134.57</u>	<u>6,352.19</u>
Total Current Assets	<u>118,571.28</u>	<u>197,430.63</u>	<u>-78,859.35</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,669,178.15	1,719,961.55	-50,783.40
179 · ATTC Building Improvements	1,504,761.03	1,548,617.07	-43,856.04
177 · ATTC Equipment	318,210.46	590,962.06	-272,751.60
175 · ATTC Furniture & Fixtures	20,158.21	37,436.65	-17,278.44
150 · Foundation Furniture & Fixtures	0.00	0.00	0.00
166 · IC Leasehold Improvements	32,436.59	32,705.20	-268.61
152 · Innovation Center F & F	7,836.89	9,786.65	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,108,999.17	1,157,287.29	-48,288.12
Total Fixed Assets	<u>4,723,524.99</u>	<u>5,158,700.96</u>	<u>-435,175.97</u>
TOTAL ASSETS	<u><u>4,842,096.27</u></u>	<u><u>5,356,131.59</u></u>	<u><u>-514,035.32</u></u>

Balance Sheet

As of May 31, 2023

	<u>May 31, 23</u>	<u>May 31, 22</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	23,382.10	56,875.68	-33,493.58
Total Accounts Payable	<u>23,382.10</u>	<u>56,875.68</u>	<u>-33,493.58</u>
Credit Cards			
200.100 · US Bank Credit Card	4,663.06	1,918.49	2,744.57
Total Credit Cards	<u>4,663.06</u>	<u>1,918.49</u>	<u>2,744.57</u>
Other Current Liabilities			
217.000 · Deferred Income			
226.000 · Deferred Income-Lease	1,862.00	1,496.50	365.50
Total 217.000 · Deferred Income	<u>1,862.00</u>	<u>1,496.50</u>	<u>365.50</u>
208.000 · Deposits Held	7,950.00	9,000.00	-1,050.00
Total Other Current Liabilities	<u>9,812.00</u>	<u>10,496.50</u>	<u>-684.50</u>
Total Current Liabilities	<u>37,857.16</u>	<u>69,290.67</u>	<u>-31,433.51</u>
Total Liabilities	<u>37,857.16</u>	<u>69,290.67</u>	<u>-31,433.51</u>
Equity			
33000 · Temp. Restricted Net Assets	25,880.00	25,880.00	0.00
32000 · Unrestricted Net Assets	4,806,588.11	5,306,953.00	-500,364.89
Net Income	<u>-28,229.00</u>	<u>-45,992.08</u>	<u>17,763.08</u>
Total Equity	<u>4,804,239.11</u>	<u>5,286,840.92</u>	<u>-482,601.81</u>
TOTAL LIABILITIES & EQUITY	<u><u>4,842,096.27</u></u>	<u><u>5,356,131.59</u></u>	<u><u>-514,035.32</u></u>

Statement of Operations-Consolidated

April through May 2023

	Apr - May 23	Apr - May 22	\$ Change
Ordinary Income/Expense			
Income			
415 · MOBEC Grant Matching Funds	0.00	32,000.00	-32,000.00
401 · Contributions	2,745.00	3,870.00	-1,125.00
411 · Grants	19,040.00	32,814.33	-13,774.33
422 · Income - Interest	0.29	0.14	0.15
425 · Income - Miscellaneous	41,215.54	0.00	41,215.54
426 · Lease Income	50,503.88	55,976.53	-5,472.65
427 · Lease Utility Income	6,747.71	5,869.73	877.98
Total Income	<u>120,252.42</u>	<u>130,530.73</u>	<u>-10,278.31</u>
Gross Profit	<u>120,252.42</u>	<u>130,530.73</u>	<u>-10,278.31</u>
Expense			
660 · Utilities Expense	18,151.29	21,051.68	-2,900.39
760 · Grant Disbursement	184.84	12,506.74	-12,321.90
611 · Administrative Fee	34,000.00	25,000.00	9,000.00
787 · Bank Fees	30.00	30.00	0.00
730 · Depreciation	73,831.76	73,702.58	129.18
720 · Equipment Maint	8,675.05	2,452.33	6,222.72
785 · Insurance Expense	9,068.92	8,028.64	1,040.28
790 · Miscellaneous Expense	720.00	0.10	719.90
670 · Occupancy Expense	28,509.62	18,357.79	10,151.83
750 · Professional Fees	630.00	80.00	550.00
610 · Program Service Fee	0.00	9,000.00	-9,000.00
Total Expense	<u>173,801.48</u>	<u>170,209.86</u>	<u>3,591.62</u>
Net Ordinary Income	<u>-53,549.06</u>	<u>-39,679.13</u>	<u>-13,869.93</u>
Other Income/Expense			
Other Income			
800 · Committee Divisions			
800.370 · TEconomy	19,456.46	0.00	19,456.46
800.350 · Heartland Forward	0.00	-7,500.00	7,500.00
800.101 · Education			
951.160 · Tomorrows Leaders Today	-392.00	-1,215.94	823.94
951.110 · Golden Apple	8,871.49	7,439.86	1,431.63
Total 800.101 · Education	<u>8,479.49</u>	<u>6,223.92</u>	<u>2,255.57</u>
800.200 · Leadership Joplin	-2,583.49	-4,896.32	2,312.83
800.400 · Young Professionals Network	-32.40	-140.55	108.15
Total 800 · Committee Divisions	<u>25,320.06</u>	<u>-6,312.95</u>	<u>31,633.01</u>
Total Other Income	<u>25,320.06</u>	<u>-6,312.95</u>	<u>31,633.01</u>
Net Other Income	<u>25,320.06</u>	<u>-6,312.95</u>	<u>31,633.01</u>
Net Income	<u><u>-28,229.00</u></u>	<u><u>-45,992.08</u></u>	<u><u>17,763.08</u></u>

Statement of Operations

April through May 2023

	Apr - May 23	Apr - May 22	\$ Change
Ordinary Income/Expense			
Income			
415 · MOBEC Grant Matching Funds	0.00	32,000.00	-32,000.00
401 · Contributions	2,745.00	3,870.00	-1,125.00
411 · Grants	5,000.00	18,774.33	-13,774.33
422 · Income - Interest	0.29	0.14	0.15
425 · Income - Miscellaneous	41,215.54	0.00	41,215.54
Total Income	<u>48,960.83</u>	<u>54,644.47</u>	<u>-5,683.64</u>
Gross Profit	<u>48,960.83</u>	<u>54,644.47</u>	<u>-5,683.64</u>
Expense			
760 · Grant Disbursement	184.84	12,506.74	-12,321.90
611 · Administrative Fee	9,000.00	0.00	9,000.00
787 · Bank Fees	30.00	30.00	0.00
720 · Equipment Maint	0.00	694.80	-694.80
790 · Miscellaneous Expense	720.00	0.10	719.90
750 · Professional Fees	530.00	80.00	450.00
610 · Program Service Fee	0.00	9,000.00	-9,000.00
Total Expense	<u>10,464.84</u>	<u>22,311.64</u>	<u>-11,846.80</u>
Net Ordinary Income	<u>38,495.99</u>	<u>32,332.83</u>	<u>6,163.16</u>
Other Income/Expense			
Other Income			
800 · Committee Divisions			
800.370 · TEconomy	19,456.46	0.00	19,456.46
800.350 · Heartland Forward	0.00	-7,500.00	7,500.00
800.101 · Education			
951.160 · Tomorrows Leaders Today	-392.00	-1,215.94	823.94
951.110 · Golden Apple	8,871.49	7,439.86	1,431.63
Total 800.101 · Education	<u>8,479.49</u>	<u>6,223.92</u>	<u>2,255.57</u>
800.200 · Leadership Joplin	-2,583.49	-4,896.32	2,312.83
800.400 · Young Professionals Network	-32.40	-140.55	108.15
Total 800 · Committee Divisions	<u>25,320.06</u>	<u>-6,312.95</u>	<u>31,633.01</u>
Total Other Income	<u>25,320.06</u>	<u>-6,312.95</u>	<u>31,633.01</u>
Net Other Income	<u>25,320.06</u>	<u>-6,312.95</u>	<u>31,633.01</u>
Net Income	<u><u>63,816.05</u></u>	<u><u>26,019.88</u></u>	<u><u>37,796.17</u></u>

Statement of Operations-AIIC

April through May 2023

	Apr - May 23	Apr - May 22	\$ Change
Ordinary Income/Expense			
Income			
426 • Lease Income	39,069.88	42,119.75	-3,049.87
427 • Lease Utility Income	6,747.71	5,869.73	877.98
Total Income	<u>45,817.59</u>	<u>47,989.48</u>	<u>-2,171.89</u>
Gross Profit	<u>45,817.59</u>	<u>47,989.48</u>	<u>-2,171.89</u>
Expense			
660 • Utilities Expense	15,076.16	16,980.10	-1,903.94
611 • Administrative Fee	12,500.00	12,500.00	0.00
730 • Depreciation	64,111.58	64,111.58	0.00
720 • Equipment Maint	7,413.46	585.00	6,828.46
785 • Insurance Expense	7,073.76	6,157.50	916.26
670 • Occupancy Expense	24,186.36	13,585.65	10,600.71
750 • Professional Fees	100.00	0.00	100.00
Total Expense	<u>130,461.32</u>	<u>113,919.83</u>	<u>16,541.49</u>
Net Ordinary Income	<u>-84,643.73</u>	<u>-65,930.35</u>	<u>-18,713.38</u>
Net Income	<u><u>-84,643.73</u></u>	<u><u>-65,930.35</u></u>	<u><u>-18,713.38</u></u>

Statement of Operations-NIC

April through May 2023

	Apr - May 23	Apr - May 22	\$ Change
Ordinary Income/Expense			
Income			
411 • Grants	14,040.00	14,040.00	0.00
426 • Lease Income	11,434.00	13,856.78	-2,422.78
Total Income	<u>25,474.00</u>	<u>27,896.78</u>	<u>-2,422.78</u>
Gross Profit	<u>25,474.00</u>	<u>27,896.78</u>	<u>-2,422.78</u>
Expense			
660 • Utilities Expense	3,075.13	4,071.58	-996.45
611 • Administrative Fee	12,500.00	12,500.00	0.00
730 • Depreciation	9,720.18	9,591.00	129.18
720 • Equipment Maint	1,261.59	1,172.53	89.06
785 • Insurance Expense	1,995.16	1,871.14	124.02
670 • Occupancy Expense	4,323.26	4,772.14	-448.88
Total Expense	<u>32,875.32</u>	<u>33,978.39</u>	<u>-1,103.07</u>
Net Ordinary Income	<u>-7,401.32</u>	<u>-6,081.61</u>	<u>-1,319.71</u>
Net Income	<u><u>-7,401.32</u></u>	<u><u>-6,081.61</u></u>	<u><u>-1,319.71</u></u>

Staff Reports**June 2023****Tonya Sprenkle
Grant/Special Project Manager****MOBEC Grant**

The 3rd year grant for \$50,000 is active as of April 1. This grant supports staffing, equipment for entrepreneurial support, and Phase 2 of Chamber Academy. The equipment portion will allow for additional purchases and upgrades to conference spaces and network equipment. Phase 2 Chamber Academy provides funding for the next stage of development of the software to make it marketable. We need to seek a qualified programmer for this work on a short-term contract.

ATTC

We have been in 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.

Travel Program

I've been exploring a Chamber travel program that would provide the Chamber with a non-dues revenue opportunity. We have a choice of many destinations with Ireland being one of the most popular. Max travelers are considered 38 people. Most trip options are \$3,000 and up depending on location and length of trip.

Retirement

As I wind down my time at the Chamber 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.

Membership Summary Report May 1, 2023 – May 31, 2023

2023	New Member Count	New Member \$	Drop Member Count	Drop Member \$	Net Count	Net \$	TOTAL COUNT
							856
Apr	8	\$3,261.00	9	\$2,146.50	-1	\$1,114.50	855
May	6	\$1,940.00	0	\$0.00	6	\$1,940.00	862
Jun							
Jul					0	-	
Aug					0	-	
Sep					0	-	
Oct						-	
Nov					0	-	
Dec					0	-	
Jan					0	-	
Feb					0	-	
Mar					0	-	
	14	\$ 5,201	9	\$ 2,147	5	\$3,054.50	

New Members May 2023

Fyzical Therapy & Balance Centers
Academy Animal Hospital
Road Ranger LLC
Behavioral Health Group (BHG)
The Mossy Grove
Watson's Holdings

Dropped Members May 2023

No drops or closed for the month of May

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 four private spaces available.
- A new AC unit has been installed.
- Power Engineers has hired another full-time team member and continues to expand hitting their goal of adding eight full-time positions by the end of 2023. The company started with two full-time employees.

Advanced Training & Technology Center (ATTC):

- ZKAccess security system is now on Crowder College servers. Training is taking place allowing the Crowder team to manage the system soon.
- Crowder College is planning to expand into available office space as its surgery technology program continues to grow. Potential space being considered are the offices formerly occupied by CASA.

Programming:

- **1 Million Cups Joplin (1MC)** continues to draw an average of 20 people attending each Wednesday.
- **The June e-Commerce Meetup** was held at the Joplin Chamber with a presentation on AI emerging in the e-commerce space. Plans are to have this event on the road over the next four months showcasing regional e-commerce businesses.

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

- Planning for the June third Thursday event, "You Belong Here" is complete. Special thanks to Missouri American Water who is a co-sponsor of the event.

Professional Development: Doug, Chamber Liaison

- 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 had its second social event on May 26 with a hike at Wildcat Glades. The next social event has not been scheduled as of this report.

Stephanie McGrew
Special Events Manager

Networking Events**Previous Networking Events**

- Morning Brew was on May 5 at Downstream Casino Resort with 57 attending
- Business After Hours was May 16 at The Fireplace and More Store with 76 attending
- June Morning Brew was on June 2 at Keller Williams with 65 in attendance
- Business After Hours was June 20 at SNC with 67 in attendance
- Hot Links Golf event was on June 9. We had 25 teams.
 - The September Hot Links Golf event is already sold out

Upcoming Networking Events

- Good Morning Joplin is June 28 at College View Manor
- Morning Brew is July 7 at Freeman Health System
- Business After Hours is July 18 at Joplin Elder Law
- Business EXPO is January 24. Registration will open to members on July 1

Leadership Programs

- 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
Director of Marketing & Communication

Choose Joplin App

Users increased by 9%, but app installs fell by 7%

MONTH	TOTAL APP DOWNLOADS	ACTIVE USERS	APP ITEM VIEWS
MAY	1,334	806	1,220

Top Member Pages	Open Listing
Fat Bottomed Girls – Rollin	7
Divine Kitchen	6
Andy's Frozen Custard	5

Top Home Screen Pages	Click
All Restaurants	15
Events	12
Public Art	12

Choose Joplin Digital Campaign Summary

Paid campaigns generated more clicks in May!

- Google Ads generated 11% more clicks in May.
- Facebook Ads generated 4% more clicks, an even split between the “college away from home” and “military” audiences.
- The blog on Choose Joplin has an updated title, Life In Joplin. Alyssa is writing an article scheduled to be posted in July, Joplin MythBusters. The article will highlight five common misconceptions people have of Joplin.

Website: Joplincc.com

Active Users In May
3,406

Top Three Pages	Views
Upcoming Events	2,127
Home Page	1,407
Member Directory	827

Website: Joplinbusinessoutlook.com

Active Users in May
1,364

Top Three Articles	Views
City of Joplin's Monthly Tree Limb Drop Off	87
Welcome New Members - May	56
Joplin Area Chamber of Commerce Celebrates 106 th Annual Banquet	49

We had a total of 68 posts in May with an average of 14 posts each week.

Weekly Update (Monday Memo)

Open Rate	May	YTD (May)
This Year	40%	40%
Last Year	34%	34%

Distribution	May
This Year	2364
Last Year	2308

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

- May | FosterAdopt Connect, 8 volunteers, 8 hours
- May | Bright Futures Snack Packs, 11 volunteers, 10.5 hours

Upcoming Volunteer Opportunities:

- Annual River Cleanup on Elk River | July 16 | [Sign up here](#)
- Camp Soroptimist | July 27 | [Sign up here](#)

President's Report for May Travis Stephens

Capacity Building

- Holman Bros sales training session - Travis & Reggie
- Holman Bros sales training session - Travis & Jake
- Have conducted two meetings with staff leadership where we focused on the financial sustainability of the chamber moving forward
- Spent 1/2 day with Springfield Chamber CEO Matt Morrow learning best practices
- Met with EOS Consultant to explore the potential implementation of system by the Chamber
 - EOS = Entrepreneurial Operating System

Collaboration/Partnerships

- Bi-weekly touch base with Joplin City Manager Nick Edwards
- Met with WIB representative Sherri Rheum regarding the WIB taking over the Advanced Manufacturing EXPO (AME). Amy Kaufman
- Attended Chamber's EDI committee meeting
- Represented JIDA along with Doug Doll while meeting with City Council reps Josh DeTar and Charles Copple and City mgr Nick Edwards
 - Discussed future land acquisition for Industrial attraction in lieu of failed ARPA grant
- Met with YPN Chair Tom Furrh to discuss the future of YPN

Community Engagements

- Attended Business After Hours hosted by Fireplace & More Store
- Hosted 12@12 quarterly member lunch
- Attended Third Thursday, May 18
- Attended reception for Mike Kehoe, Lt Gov and candidate for Governor
- Attended Morning Brew hosted by Keller Williams
- Appeared on MSSU TV for an interview about industrial parks and new business attraction
- Attended monthly Prop Action Implementation Committee meeting
- Attended Leadership Joplin session with Motive Matters
- Attended Hot Links golf event
- Attended ribbon cutting for Quapaw Nation exhibit at Spiva Art Center (Cornell Complex)

Economic Development

- Attended Q2 Hawthorn Board meeting in Cape Girardeau
- Met with city Streets Dept Dir Dan Johnson to discuss infrastructure improvements at Crossroads
- Rec'd presentation from Site Location Partners regarding potential consulting work
- Attended JIDA meeting to discuss variance request from the existing property owner to build a new warehouse to serve local beverage manufacturer
- BRE visit with MAPP Technologies
- Met with local industry and city staff to explore incentives for potential expansion
- Toured Jasper Products manufacturing facility and met with the leadership
- Hosted leadership from Hawthorn Partnership (Becky Willard) and Missouri Partnership (Subash Alias)
 - Becky and Subash came to Joplin to present to the MOKAN board and we hosted them for dinner
- Attended MO Eco Devo Council annual conference
- Attended Kit Bond Award Dinner for Citizen Leadership in Branson (hosted by Hawthorn Foundation)
 - Annual award was given to brothers Peter and Jack Herschend, owners of Silver Dollar City

Business Attraction (Jake Heisten)

- 4 RFI's received
 - 0 submitted:
 - Project BRT - required a steam component with regard to utility requirements, and our region does not have those capabilities
 - Project Margarita - the prospect approached the state inquiring about options specifically in the MOKAN region – working with utility partners to determine if the demands can be met within their desired timeframe
- MOKAN is still in the process of determining next steps regarding replacing Amy Kaufman who served as the Workforce Development Coordinator
 - Thoughts being considered:
 - Replace with a workforce development position
 - Pivot to a marketing position
- Jake continues to help Neosho navigate the onboarding of a successfully won project (project Clearwater) in Neosho (animal feed manufacturer, 10 jobs)
- Attended MO Eco Devo Council annual conference June 13-15
- Attended Kit Bond Award Dinner for Citizen Leadership in Branson (hosted by Hawthorn Foundation) on June 15