



Joplin Area Chamber of Commerce

BOARD PACK

for

JACC Board of Directors Meeting

Monday, July 24, 2023

12:00 PM (CDT)

Held at:

Joplin Chamber, Liberty Room

320 E 4th Street

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Agenda

Attached Documents:

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AGENDA

JACC BOARD OF DIRECTORS MEETING



| | |
|-----------------------|---|
| Name: | Joplin Area Chamber of Commerce |
| Date: | Monday, July 24, 2023 |
| Time: | 12:00 PM to 1:30 PM (CDT) |
| Location: | Joplin Chamber, Liberty Room , 320 E 4th Street https://us02web.zoom.us/j/84518508976?pwd=MkNaVFNSQURuY0Rick5JRIJCVIhnZz09 |
| Board Members: | Matt Stewart (Chair), Ben McNelly, Betsy Kissel, Chad Evans, Dr. Dean Van Galen, Dustin Storm, Ex-Officio Daniel Swem, Ex-Officio Dr. Brad Hodson, Ex-Officio Dr. Kerry Sachetta, Ex-Officio Melissa Smith, Ex-Officio Tom Furrh, Ex-Officio Nick Edwards, John Hunter, Jordan Bolinger, Katrina Richards, Kim Cox, Lance Hoopai, Lori Haun, Mattie Crossland, Melodee Colbert-Kean, R.Chad Greer |
| Attendees: | Debby Chaligoj, Doug Hunt, Erin Slifka, Executive Assistant Lisa Kelly , Reggie Powers, Stephanie McGrew, Tonya Sprenkle, Travis Stephens |
| Apologies: | Jeremy Drinkwitz, Steve Graddy, Howie Nunnely, Ex-Officio John Bartosh, Ex-Officio Jim Dalrymple, Ex-Officio Mayor Doug Lawson, Ex-Officio Dr. Ken Heiles |

1. JACC Board of Directors Agenda

1.1 Call To Order: Welcome 12:00 PM (5 min)

Matt Stewart

1.2 Approval of June Minutes 12:05 PM (5 min)

Matt Stewart

Approval of June Minutes

Supporting Documents:

| | |
|--|---|
| 1.2.a 1 Jun 26, 2023 Minutes in Review JACC Board of Directors Meeting.pdf | 6 |
|--|---|

1.3 Approval of June Financials 12:10 PM (5 min)

Travis Stephens

Approval of June Financial Report

Supporting Documents:

| | |
|--------------------------------------|---|
| 1.3.a 2 Debby's Financial Report.pdf | 9 |
|--------------------------------------|---|

2. New Business

2.1 Strategic Plan Committee Reports

Travis Stephens

Each Committee needs to elect a Chair and Co-Chair and when they will meet.

Each Committee will be responsible for sending a report to Lisa after the meeting but before the next board meeting so those reports can be part of the Board packet.

Supporting Documents:

| | | |
|-------|--------------------|----|
| 2.1.a | 3 Goals Matrix.pdf | 23 |
|-------|--------------------|----|

2.2 New Treasurer for Business for Better Joplin (replace Betsy)

Travis Stephens

We will need a nomination, a motion, and a vote.

2.3 Travel Opportunity

Travis Stephens

Supporting Documents:

| | | |
|-------|------------------------------|----|
| 2.3.a | 4 Chamber travel details.pdf | 24 |
|-------|------------------------------|----|

2.4 Chamber Industry Benchmark Report

Travis Stephens

Supporting Documents:

| | | |
|-------|--|----|
| 2.4.a | Chamber Operations Benchmarking Survey.pdf | 26 |
|-------|--|----|

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 | 6 Staff Reports July 2023 Ino only Update with June numbers.pdf | 27 |
| 3.1.b | 7 Findings Slide - to follow President's Report.pdf | 34 |

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 & Ex-Officio Meeting - Sep 25, 2023, 12:00 PM

**Retirement Celebration for Tonya Sprenkle, Friday, August 25, 2023, 1:00 - 3:00 pm.
Remarks will be made at 2:00 pm.**

MINUTES (in Review)

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 |
| Board Members: | Jordan Bolinger, Melodee Colbert-Kean, Kim Cox, Mattie Crossland, Chad Evans, R.Chad Greer, Lori Haun, Lance Hoopai, John Hunter, Betsy Kissel, Ben McNelly, Katrina Richards, Dustin Storm, Dr. Dean Van Galen, Ex-Officio Nick Edwards, Ex-Officio Tom Furrh, Ex-Officio Dr. Brad Hodson, 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 |
| Apologies: | Jeremy Drinkwitz, Steve Graddy, Howie Nunnely, Matt Stewart (Chair), Ex-Officio John Bartosh, Ex-Officio Jim Dalrymple, 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 May Minutes

JACC Board of Directors Meeting 22 May 2023 May 22, 2023, the minutes were confirmed as presented.



Approval of May Minutes

Dr. Dean Van Galen moved to approve the May Minutes and seconded by Katrina Richards. Motion passed.

Due Date: Jun 25, 2023

Owner: Kim Cox

1.3 Approval of May Financials



Dustin Storm moved to approve the May financials as presented and...

Dustin Storm moved to approve the May financials as presented and seconded by Betsy Kissel. Motion passed.

Due Date: Jun 25, 2023

Owner: Kim Cox

2. New Business

2.1 Budget Discussion and Approval



Budget Discussion and Approval

Chad Greer moved to approve the budget and seconded by Chad Evans.
Motion passed.

Due Date: Jun 25, 2023
Owner: Travis Stephens

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

Mattie Crossland is the overall Chair of all four committees and is responsible for the organization of the groups.

Each group is to select a chair and co-chair that reports to Mattie.

Serve Business:

Reggie Powers
Doug Hunt
Jordan Bolinger
Kim Cox
Chad Evans
Steve Graddy

Improve Livability:

Erin Slifka
Travis Stephens
Melodee Colbert-Kean
Lori Huan
Katrina Richards

Community Leadership:

Stephanie McGrew
Lance Hooapi
John Hunter
Howie Nunnelly
Matt Stewart

Talent & Industry:

Travis Stephens
Jeremy Drinkwitz
Betsy Kissel
Ben McNelly
Dustin Storm
Dr. Dean Van Galen

YPN Professional Development:

Chad Greer

Public Policy Committee: Already a part of our bylaws.

Confirm to keep and make a process for the committee to bring to the board with a recommendation to support or not support.

The first step, Tonya to confirm with the committee who wants to stay on and who wants to drop off. The board will decide who will step onto the committee to report back to the board.

2.3 ATTC Building Potential Sale Discussion

3. Staff Reporting

3.1 Staff Reports-No verbal 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 - Jul 24, 2023, 12:00 PM

Signature:_____

Date:_____

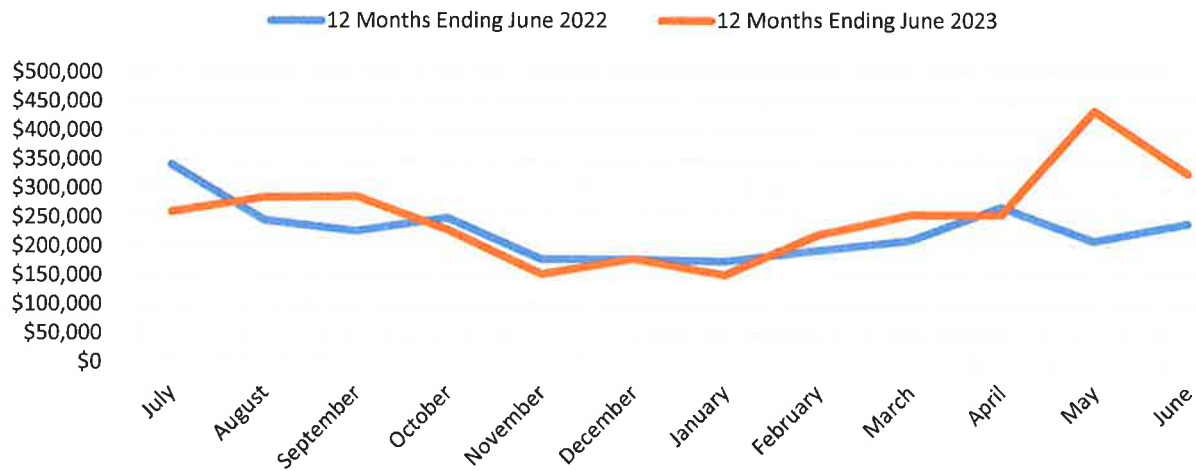
Joplin Area Chamber of Commerce**Finance Executive Summary****Period Ending: July 31, 2023****By: Travis Stevens, CEO and Debby Chaligoj, Finance Manager**

| | FY 23-24 | FY 22-23 | FY 21-22 | 3 yr Average |
|---|---------------|------------------|--------------|--------------|
| Chamber: | | | | |
| * Cash Position: | \$ 325,240 | \$ 239,437 | \$ 259,589 | \$ 274,755 |
| * Accounts Receivable: | \$ 10,843 | \$ 17,515 | \$ 10,627 | \$ 12,995 |
| * Deferred Income Current Fiscal Year: | \$ 204,372 | \$ 219,333 | \$ 198,506 | \$ 207,403 |
| * Deferred Income Next Fiscal Year: | \$ 7,438 | \$ 7,929 | \$ 10,590 | \$ 8,652 |
| * Membership Dues YTD Income: | \$ 101,197 | \$ 99,854 | \$ 100,582 | \$ 100,544 |
| * Net Income YTD: | \$ 94,805 | \$ (10,285) | \$ 82,545 | \$ 55,688 |
| * Net Income Before Depreciation YTD: | \$ 101,035 | \$ (3,626) | \$ 88,776 | \$ 62,062 |
| Foundation / Innovation Center: | | | | |
| * Cash Position Foundation: | \$ 28,565 | \$ (16,092) | \$ 30,434 | \$ 14,303 |
| * Cash Position Innovation Center: | \$ 55,894 | \$ 61,151 | \$ 73,805 | \$ 63,617 |
| * Accounts Receivable: | \$ 12,103 | \$ 13,931 | \$ 6,442 | \$ 10,825 |
| * Accounts Receivable: Crowder | \$ - | \$ - | \$ - | \$ - |
| * Deferred Income Current Fiscal Year: | \$ 5,762 | \$ 12,897 | \$ 6,252 | \$ 8,303 |
| * Deferred Income Next Fiscal Year: | \$ - | \$ - | \$ 8,950 | \$ 2,983 |
| * Net Income YTD: | \$ (65,651) | \$ (207,738) | \$ (192,733) | \$ (155,374) |
| * Net Income Before Depreciation YTD: | \$ 45,097 | \$ (60,268) | \$ (45,056) | \$ (20,076) |
| Economic Development: | | | | |
| (for City's Fiscal Year ending October 31, 2022) | | | | |
| | Annual Budget | Budget Remaining | | |
| Local Budget: | \$ 200,000 | \$ 70,910 | | |
| Regional Budget: | \$ 52,000 | \$ 16,546 | | |
| Due from City: | \$ 91,052 | | | |
| Due to Chamber: (ED charges paid by Chamber) | \$ 39,487 | | | |
| Due to MOKAN: (ED charges paid by MOKAN) | \$ 3,070 | | | |

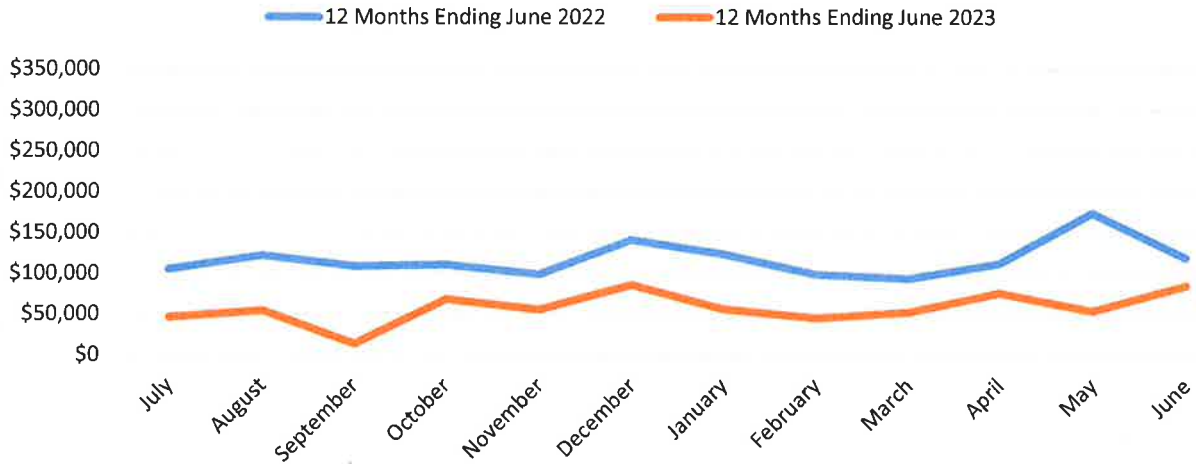
Cash Flow Comparison

July - June

Chamber Cash



Foundation Cash



ACCOUNTS RECEIVABLE SUMMARY**June 2023**

| | Jun-23 | May-23 | Apr-23 | Mar-23 | Feb-23 | Total |
|-------------------------------|----------|----------|----------|----------|----------|-----------|
| Chamber | | | | | | |
| Banquet Sponsor | - | - | - | - | - | - |
| Banquet Attendees | - | - | 2,990.00 | - | - | 2,990.00 |
| Business After Hours | 200.00 | 200.00 | 200.00 | - | 220.00 | 820.00 |
| Chamber Gives Back | - | - | - | - | - | - |
| EDI Sponsor | - | - | - | - | - | - |
| Eggs & Issues Sponsor | - | - | - | - | - | - |
| Eggs & Issues Attendee | - | - | 64.00 | - | - | 64.00 |
| EXPO Booths | - | - | - | - | 2,395.00 | 2,395.00 |
| EXPO Sponsor | - | - | - | - | - | - |
| Golf Sponsor | 450.00 | - | - | - | - | 450.00 |
| Good Morning Joplin Attendees | 70.00 | - | - | 168.00 | 42.00 | 280.00 |
| Good Morning Joplin Sponsor | - | - | - | - | - | - |
| Mfg Day | - | - | - | - | - | - |
| Member Spotlight Video | - | - | - | - | 1,500.00 | 1,500.00 |
| Member to Member Emails | - | - | - | - | 300.00 | 300.00 |
| Membership Listing | - | - | - | 75.00 | 75.00 | 150.00 |
| Member Retention | - | - | - | - | - | - |
| Monday Memo | - | - | - | - | - | - |
| Morning Brew | - | - | - | - | - | - |
| Qtrly President's Lunch | - | - | - | - | - | - |
| Room Rental | - | - | - | - | 65.00 | 65.00 |
| Board Retreat | - | - | - | 939.51 | - | 939.51 |
| ED Reimb to Chamber | 642.86 | - | - | - | - | 642.86 |
| Foundation Reimb to Chamber | 246.17 | - | - | - | - | 246.17 |
| MOKAN Reimb to Chamber | - | - | - | - | - | - |
| JIDA Reimb to Chamber | - | - | - | - | - | - |
| Total Chamber AR | 1,609.03 | 200.00 | 3,254.00 | 1,182.51 | 4,597.00 | 10,842.54 |
| Foundation | | | | | | |
| Crowder | - | - | - | - | - | - |
| Grants | - | - | - | - | - | - |
| ATTC Kitchen | 2,506.63 | 2,404.25 | - | - | - | 4,910.88 |
| ATTC Rent | - | - | - | - | - | - |
| ATTC Utilities | 3,516.63 | - | - | - | - | 3,516.63 |
| LJ Sponsor | - | - | - | - | - | - |
| LJ Class | 120.00 | - | - | - | 800.00 | 920.00 |
| IC Rent | 417.50 | 317.50 | - | - | - | 735.00 |
| TEconomy | - | - | - | 2,000.00 | - | 2,000.00 |
| MOKAN Reimb to Foundation | - | - | - | - | - | - |
| Chamber Reimb to Foundation | - | - | - | - | - | - |
| Total Foundation AR | 6,560.76 | 2,721.75 | - | 2,000.00 | 800.00 | 5,521.75 |

Balance Sheet

As of June 30, 2023

| | <u>Jun 30, 23</u> | <u>Jun 30, 22</u> | <u>\$ Change</u> |
|---------------------------------------|--------------------------|--------------------------|-------------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| 011 · US Bank - Checking | 325,240.14 | 239,436.84 | 85,803.30 |
| Total Checking/Savings | <u>325,240.14</u> | <u>239,436.84</u> | <u>85,803.30</u> |
| Accounts Receivable | | | |
| 012 · Accounts Receivable | 10,842.54 | 17,514.73 | -6,672.19 |
| Total Accounts Receivable | <u>10,842.54</u> | <u>17,514.73</u> | <u>-6,672.19</u> |
| Other Current Assets | | | |
| 010 · Petty Cash | 250.00 | 250.00 | 0.00 |
| 014 · Due From (To) Staff | 111.03 | -266.58 | 377.61 |
| 020 · Due From (To) Other Funds | | | |
| 021 · Due From (To) Foundation | 0.00 | 176.93 | -176.93 |
| 022 · Due From (To) ED | 39,487.20 | 25,172.66 | 14,314.54 |
| 023 · Due From (To) MOKAN | 30.16 | 30,023.71 | -29,993.55 |
| 024 · Due From (To) JIDA | 0.00 | 792.00 | -792.00 |
| 025 · Due From (To) JCIDA | 0.00 | 300.00 | -300.00 |
| 027 · Due From (To) JCC | 0.00 | 750.00 | -750.00 |
| 028 · Due From (To) One Joplin | 0.00 | 750.00 | -750.00 |
| 037 · Due From (To) BBJ | 0.00 | 22.16 | -22.16 |
| Total 020 · Due From (To) Other Funds | <u>39,517.36</u> | <u>57,987.46</u> | <u>-18,470.10</u> |
| 030 · Deposit - Bulk Mail | 3,867.11 | 1,364.37 | 2,502.74 |
| 031 · Prepaid Expenses | 538.67 | 2,140.59 | -1,601.92 |
| 032 · Prepaid Insurance | 8,864.92 | 9,002.63 | -137.71 |
| Total Other Current Assets | <u>53,149.09</u> | <u>70,478.47</u> | <u>-17,329.38</u> |
| Total Current Assets | <u>389,231.77</u> | <u>327,430.04</u> | <u>61,801.73</u> |
| Fixed Assets | | | |
| 152.000 · Furniture & Equipment | 25,178.09 | 23,975.55 | 1,202.54 |
| 154.000 · Interior | -856.28 | 3,853.19 | -4,709.47 |
| 156.000 · 320 East 4th - Building | 157,336.45 | 170,496.01 | -13,159.56 |
| 158.000 · Grounds | 4,348.50 | 5,232.90 | -884.40 |
| 160.000 · Land | 76,562.56 | 76,562.56 | 0.00 |
| Total Fixed Assets | <u>262,569.32</u> | <u>280,120.21</u> | <u>-17,550.89</u> |
| TOTAL ASSETS | <u><u>651,801.09</u></u> | <u><u>607,550.25</u></u> | <u><u>44,250.84</u></u> |

Balance Sheet

As of June 30, 2023

| | <u>Jun 30, 23</u> | <u>Jun 30, 22</u> | <u>\$ Change</u> |
|--|--------------------------|--------------------------|-------------------------|
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| 200.000 · Accounts Payable | 3,647.00 | 7,340.70 | -3,693.70 |
| Total Accounts Payable | <u>3,647.00</u> | <u>7,340.70</u> | <u>-3,693.70</u> |
| Credit Cards | | | |
| 200.100 · US Bank - Credit Card | 4,948.84 | 4,024.16 | 924.68 |
| Total Credit Cards | <u>4,948.84</u> | <u>4,024.16</u> | <u>924.68</u> |
| Other Current Liabilities | | | |
| 208.000 · Deferred Income - Renewal Dues | 182,152.72 | 182,076.19 | 76.53 |
| 217.000 · Deferred Income-Other | | | |
| 217.160 · Deferred Income - Econ Growth | 0.00 | 1,000.00 | -1,000.00 |
| 217.180 · Deferred Income - EXPO | 9,575.00 | 21,475.00 | -11,900.00 |
| 217.300 · Deferred Income - Spec Events | 0.00 | 3,760.00 | -3,760.00 |
| 217.320 · Deferred Income - GMJ | 619.00 | 2,426.00 | -1,807.00 |
| 217.330 · Deferred Income - Morning Brew | 4,000.00 | 4,400.00 | -400.00 |
| 217.340 · Deferred Income - BAH | 3,000.00 | 3,000.00 | 0.00 |
| 217.350 · Deferred Income - Golf | 7,450.00 | 6,650.00 | 800.00 |
| 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 | 800.00 | 1,200.00 | -400.00 |
| 217.470 · Deferred Income - Mmbr Table | 400.00 | 400.00 | 0.00 |
| 270.325 · Deferred Income - Adv Mfg Expo | 0.00 | 200.00 | -200.00 |
| 217.000 · Deferred Income-Other - Other | 1,713.00 | 675.00 | 1,038.00 |
| Total 217.000 · Deferred Income-Other | <u>29,657.00</u> | <u>45,186.00</u> | <u>-15,529.00</u> |
| Total Other Current Liabilities | <u>211,809.72</u> | <u>227,262.19</u> | <u>-15,452.47</u> |
| Total Current Liabilities | <u>220,405.56</u> | <u>238,627.05</u> | <u>-18,221.49</u> |
| Total Liabilities | <u>220,405.56</u> | <u>238,627.05</u> | <u>-18,221.49</u> |
| Equity | | | |
| 32000 · Unrestricted Net Assets | 336,991.00 | 379,208.00 | -42,217.00 |
| Net Income | 94,404.53 | -10,284.80 | 104,689.33 |
| Total Equity | <u>431,395.53</u> | <u>368,923.20</u> | <u>62,472.33</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>651,801.09</u></u> | <u><u>607,550.25</u></u> | <u><u>44,250.84</u></u> |

Statement of Operations

April through June 2023

| | Apr - Jun 23 | Apr - Jun 22 | \$ Change | Budget | \$ Over Budget | % of Budget |
|---|---------------------|---------------------|-------------------|-------------------|-----------------------|--------------------|
| Ordinary Income/Expense | | | | | | |
| Income | | | | | | |
| 410.000 · Member Dues | 100,846.67 | 99,854.13 | 992.54 | 111,010.25 | -10,163.58 | 90.84% |
| 420.000 · Income from Affiliate Companies | 78,725.01 | 128,362.27 | -49,637.26 | 79,000.00 | -274.99 | 99.65% |
| 430.000 · Income - Economic Development | 24,750.00 | 24,750.00 | 0.00 | 24,750.00 | 0.00 | 100.0% |
| 440.000 · Income-Marketing | 0.00 | 3,105.00 | -3,105.00 | 7,500.00 | -7,500.00 | 0.0% |
| 490.000 · Income - Miscellaneous | 178,804.26 | 1,561.10 | 177,243.16 | 4,500.00 | 174,304.26 | 3,973.43% |
| Total Income | 383,125.94 | 257,632.50 | 125,493.44 | 226,760.25 | 156,365.69 | 168.96% |
| Gross Profit | 383,125.94 | 257,632.50 | 125,493.44 | 226,760.25 | 156,365.69 | 168.96% |
| Expense | | | | | | |
| 600.000 · Staff Compensation | 232,439.48 | 252,069.61 | -19,630.13 | 207,178.50 | 25,260.98 | 112.19% |
| 600.200 · Staff Development | 22,794.87 | 5,097.39 | 17,697.48 | 8,750.00 | 14,044.87 | 260.51% |
| 600.900 · Other Staff Expenses | 375.41 | 519.23 | -143.82 | 562.50 | -187.09 | 66.74% |
| 620.000 · Utilities Expense | 4,465.12 | 4,708.48 | -243.36 | 3,035.00 | 1,430.12 | 147.12% |
| 630.00 · Maintenance Expenses | 18,401.57 | 17,327.81 | 1,073.76 | 15,500.50 | 2,901.07 | 118.72% |
| 640.000 · Marketing | 7,227.24 | 4,152.33 | 3,074.91 | 5,250.00 | 1,977.24 | 137.66% |
| 650.000 · Operating Expenses | 10,183.88 | 14,211.57 | -4,027.69 | 13,115.25 | -2,931.37 | 77.65% |
| 680.000 · Depreciation | 6,230.87 | 6,659.01 | -428.14 | 5,374.50 | 856.37 | 115.93% |
| 690.000 · Other Expenses | 19,953.98 | 1,461.51 | 18,492.47 | 1,050.00 | 18,903.98 | 1,900.38% |
| Total Expense | 322,072.42 | 306,206.94 | 15,865.48 | 259,816.25 | 62,256.17 | 123.96% |
| Net Ordinary Income | 61,053.52 | -48,574.44 | 109,627.96 | -33,056.00 | 94,109.52 | -184.7% |
| Other Income/Expense | | | | | | |
| Other Income | | | | | | |
| 800.000 · Program Income | | | | | | |
| 800.100 · Economic Development | -413.28 | 0.00 | -413.28 | 0.00 | -413.28 | 100.0% |
| 800.300 · Governance | -2,276.00 | 629.35 | -2,905.35 | 1,000.00 | -3,276.00 | -227.6% |
| 800.400 · Member Services | -50.89 | 1,874.74 | -1,925.63 | 3,556.00 | -3,606.89 | -1.43% |
| 800.500 · Chamber Events | | | | | | |
| 900.215 · Expo | 0.00 | -750.00 | 750.00 | 0.00 | 0.00 | 0.0% |
| 900.510 · Annual Banquet | 15,332.82 | 18,971.95 | -3,639.13 | 18,782.00 | -3,449.18 | 81.64% |
| 900.515 · Good Morning Joplin | 933.21 | 0.00 | 933.21 | 1,875.00 | -941.79 | 49.77% |
| 900.520 · Morning Brew | 4,150.45 | 3,213.70 | 936.75 | 2,830.00 | 1,320.45 | 146.66% |
| 900.525 · Business After Hours | 4,250.46 | 3,913.70 | 336.76 | 2,830.00 | 1,420.46 | 150.19% |
| 900.530 · Golf Tournament | 12,241.74 | 12,800.44 | -558.70 | 13,000.00 | -758.26 | 94.17% |
| Total 800.500 · Chamber Events | 36,908.68 | 38,149.79 | -1,241.11 | 39,317.00 | -2,408.32 | 93.88% |
| 800.800 · Chamber Work Groups | -717.50 | -2,364.24 | 1,646.74 | 0.00 | -717.50 | 100.0% |
| Total 800.000 · Program Income | 33,451.01 | 38,289.64 | -4,838.63 | 43,873.00 | -10,421.99 | 76.25% |
| Total Other Income | 33,451.01 | 38,289.64 | -4,838.63 | 43,873.00 | -10,421.99 | 76.25% |
| Net Other Income | 33,451.01 | 38,289.64 | -4,838.63 | 43,873.00 | -10,421.99 | 76.25% |
| Net Income | 94,504.53 | -10,284.80 | 104,789.33 | 10,817.00 | 83,687.53 | 873.67% |

Balance Sheet
As of June 30, 2023

| | <u>Jun 30, 23</u> | <u>Jun 30, 22</u> | <u>\$ Change</u> |
|--|-------------------------|-------------------------|-------------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| US Bank-Checking/Sweep Acct | -8,549.99 | 10,703.78 | -19,253.77 |
| Total Checking/Savings | <u>-8,549.99</u> | <u>10,703.78</u> | <u>-19,253.77</u> |
| Other Current Assets | | | |
| Due From (To) City | 91,052.19 | 43,552.35 | 47,499.84 |
| Due From (To) Other Funds | | | |
| Due From (To) Chamber | -39,487.20 | -25,172.66 | -14,314.54 |
| Due From (To) MOKAN | 0.00 | -17,273.47 | 17,273.47 |
| Total Due From (To) Other Funds | <u>-39,487.20</u> | <u>-42,446.13</u> | <u>2,958.93</u> |
| Total Other Current Assets | <u>51,564.99</u> | <u>1,106.22</u> | <u>50,458.77</u> |
| Total Current Assets | <u>43,015.00</u> | <u>11,810.00</u> | <u>31,205.00</u> |
| Fixed Assets | | | |
| Furniture and Equipment | 1,756.62 | 7,026.66 | -5,270.04 |
| Total Fixed Assets | <u>1,756.62</u> | <u>7,026.66</u> | <u>-5,270.04</u> |
| TOTAL ASSETS | <u>44,771.62</u> | <u>18,836.66</u> | <u>25,934.96</u> |
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| *Accounts Payable | 24,348.71 | 2,990.00 | 21,358.71 |
| Total Accounts Payable | <u>24,348.71</u> | <u>2,990.00</u> | <u>21,358.71</u> |
| Total Current Liabilities | <u>24,348.71</u> | <u>2,990.00</u> | <u>21,358.71</u> |
| Total Liabilities | <u>24,348.71</u> | <u>2,990.00</u> | <u>21,358.71</u> |
| Equity | | | |
| Retained Earnings | 23,856.54 | 18,049.27 | 5,807.27 |
| Net Income | -3,433.63 | -2,202.61 | -1,231.02 |
| Total Equity | <u>20,422.91</u> | <u>15,846.66</u> | <u>4,576.25</u> |
| TOTAL LIABILITIES & EQUITY | <u>44,771.62</u> | <u>18,836.66</u> | <u>25,934.96</u> |

Statement of Operations
November 2022 through June 2023

| | Nov '22 - Jun 23 | Nov '21 - Jun 22 | \$ Change | Budget | Budget Remaining |
|--------------------------------------|-----------------------------|-----------------------------|-------------------|---------------|-----------------------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| Income-Funds from City | 157,544.19 | 159,754.61 | (2,210.42) | 252,000.00 | -94,455.81 |
| Total Income | 157,544.19 | 159,754.61 | (2,210.42) | 252,000.00 | -94,455.81 |
| Expense | | | | | |
| Administrative Expenses | 16,847.30 | 18,055.68 | (1,208.38) | 24,000.00 | -7,152.70 |
| Business Attraction/Retention | 98.70 | 11,415.36 | (11,316.66) | 64,000.00 | -63,901.30 |
| Depreciation | 3,513.36 | 3,513.24 | 0.12 | | |
| Marketing & Promotions | 20,244.82 | 35,791.89 | (15,547.07) | 30,000.00 | -9,755.18 |
| Memberships | 500.00 | 985.50 | (485.50) | 13,000.00 | -12,500.00 |
| Miscellaneous Expense | 25,000.50 | | 25,000.50 | | |
| Professional Development | 13,571.95 | 6,396.04 | 7,175.91 | 7,500.00 | 6,071.95 |
| Salaries | 66,000.00 | 66,000.00 | | 99,000.00 | -33,000.00 |
| Workforce Development | 15,201.19 | 19,799.51 | (4,598.32) | 14,500.00 | 701.19 |
| Total Expense | 160,977.82 | 161,957.22 | (979.40) | 252,000.00 | -119,536.04 |
| Net Ordinary Income | (3,433.63) | (2,202.61) | (1,231.02) | 0.00 | 25,080.23 |
| Net Income | (3,433.63) | (2,202.61) | (1,231.02) | 0.00 | 25,080.23 |

Balance Sheet

As of June 30, 2023

| | <u>Jun 30, 23</u> | <u>Jun 30, 22</u> | <u>\$ Change</u> |
|--|----------------------------|----------------------------|---------------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| 011 · US Bank Checking | 75,266.90 | 109,356.36 | -34,089.46 |
| 013 · US Bank - Money Market | 9,192.10 | 9,370.81 | -178.71 |
| Total Checking/Savings | <u>84,459.00</u> | <u>118,727.17</u> | <u>-34,268.17</u> |
| Accounts Receivable | | | |
| 012 · Accounts Receivable | 12,102.51 | 11,841.47 | 261.04 |
| Total Accounts Receivable | <u>12,102.51</u> | <u>11,841.47</u> | <u>261.04</u> |
| Other Current Assets | | | |
| 032 · Prepaid Insurance | 10,838.48 | 4,534.40 | 6,304.08 |
| 020 · Due From (To) Other Funds | | | |
| 019.100 · Due From (To) Joplin Chamber | 0.00 | -176.93 | 176.93 |
| 019.200 · MOKAN | 34.34 | 0.00 | 34.34 |
| Total 020 · Due From (To) Other Funds | <u>34.34</u> | <u>-176.93</u> | <u>211.27</u> |
| 031 · Prepaid Expenses | 20.00 | 1,146.58 | -1,126.58 |
| Total Other Current Assets | <u>10,892.82</u> | <u>5,504.05</u> | <u>5,388.77</u> |
| Total Current Assets | <u>107,454.33</u> | <u>136,072.69</u> | <u>-28,618.36</u> |
| Fixed Assets | | | |
| 170 · Advanced Training & Tech Ctr | 1,664,946.20 | 1,715,729.60 | -50,783.40 |
| 179 · ATTC Building Improvements | 1,501,106.36 | 1,544,962.40 | -43,856.04 |
| 177 · ATTC Equipment | 295,481.16 | 568,232.76 | -272,751.60 |
| 175 · ATTC Furniture & Fixtures | 18,718.34 | 35,996.78 | -17,278.44 |
| 150 · Foundation Furniture & Fixtures | 0.00 | 0.00 | 0.00 |
| 166 · IC Leasehold Improvements | 31,762.99 | 39,846.19 | -8,083.20 |
| 152 · Innovation Center F & F | 7,674.41 | 9,624.17 | -1,949.76 |
| 168 · Land | 61,944.49 | 61,944.49 | 0.00 |
| 162 · Newman Innovation Center | 1,104,975.16 | 1,153,263.28 | -48,288.12 |
| Total Fixed Assets | <u>4,686,609.11</u> | <u>5,129,599.67</u> | <u>-442,990.56</u> |
| TOTAL ASSETS | <u><u>4,794,063.44</u></u> | <u><u>5,265,672.36</u></u> | <u><u>-471,608.92</u></u> |

Balance Sheet

As of June 30, 2023

| | <u>Jun 30, 23</u> | <u>Jun 30, 22</u> | <u>\$ Change</u> |
|---|----------------------------|----------------------------|---------------------------|
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| 200.000 · Accounts Payable | 12,797.30 | 16,416.45 | -3,619.15 |
| Total Accounts Payable | <u>12,797.30</u> | <u>16,416.45</u> | <u>-3,619.15</u> |
| Credit Cards | | | |
| 200.100 · US Bank Credit Card | 1,754.08 | 5,089.05 | -3,334.97 |
| Total Credit Cards | <u>1,754.08</u> | <u>5,089.05</u> | <u>-3,334.97</u> |
| Other Current Liabilities | | | |
| 217.000 · Deferred Income | | | |
| 222.250 · Deferred Income - Tech Summit | 0.00 | 9,500.00 | -9,500.00 |
| 221.000 · Deferred Income - Workforce | 40.00 | 0.00 | 40.00 |
| 226.000 · Deferred Income-Lease | 5,762.00 | 877.50 | 4,884.50 |
| Total 217.000 · Deferred Income | <u>5,802.00</u> | <u>10,377.50</u> | <u>-4,575.50</u> |
| 208.000 · Deposits Held | 7,950.00 | 9,450.00 | -1,500.00 |
| Total Other Current Liabilities | <u>13,752.00</u> | <u>19,827.50</u> | <u>-6,075.50</u> |
| Total Current Liabilities | <u>28,303.38</u> | <u>41,333.00</u> | <u>-13,029.62</u> |
| Total Liabilities | <u>28,303.38</u> | <u>41,333.00</u> | <u>-13,029.62</u> |
| Equity | | | |
| 33000 · Temp. Restricted Net Assets | 25,880.00 | 25,880.00 | 0.00 |
| 32000 · Unrestricted Net Assets | 4,805,531.11 | 5,306,953.00 | -501,421.89 |
| Net Income | -65,651.05 | -108,493.64 | 42,842.59 |
| Total Equity | <u>4,765,760.06</u> | <u>5,224,339.36</u> | <u>-458,579.30</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>4,794,063.44</u></u> | <u><u>5,265,672.36</u></u> | <u><u>-471,608.92</u></u> |

Statement of Operations-Consolidated

April through June 2023

| | <u>Apr - Jun 23</u> | <u>Apr - Jun 22</u> | <u>\$ Change</u> |
|--|--------------------------|---------------------------|-------------------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 415 · MOBEC Grant Matching Funds | 0.00 | 32,000.00 | -32,000.00 |
| 401 · Contributions | 3,635.00 | 6,220.00 | -2,585.00 |
| 411 · Grants | 19,040.00 | 32,814.33 | -13,774.33 |
| 422 · Income - Interest | 0.66 | 0.21 | 0.45 |
| 425 · Income - Miscellaneous | 64,215.54 | 0.00 | 64,215.54 |
| 426 · Lease Income | 59,289.26 | 72,580.92 | -13,291.66 |
| 427 · Lease Utility Income | 10,264.34 | 8,650.87 | 1,613.47 |
| Total Income | <u>156,444.80</u> | <u>152,266.33</u> | <u>4,178.47</u> |
| Gross Profit | 156,444.80 | 152,266.33 | 4,178.47 |
| Expense | | | |
| 660 · Utilities Expense | 27,367.79 | 29,596.59 | -2,228.80 |
| 760 · Grant Disbursement | 277.26 | 13,829.53 | -13,552.27 |
| 611 · Administrative Fee | 51,000.00 | 37,500.00 | 13,500.00 |
| 787 · Bank Fees | 45.00 | 45.00 | 0.00 |
| 730 · Depreciation | 110,747.64 | 110,553.87 | 193.77 |
| 720 · Equipment Maint | 8,675.05 | 2,452.33 | 6,222.72 |
| 785 · Insurance Expense | 13,603.38 | 12,563.10 | 1,040.28 |
| 790 · Miscellaneous Expense | 1,220.00 | 2,000.10 | -780.10 |
| 670 · Occupancy Expense | 34,938.59 | 33,406.20 | 1,532.39 |
| 750 · Professional Fees | 850.00 | 180.00 | 670.00 |
| 610 · Program Service Fee | 0.00 | 13,500.00 | -13,500.00 |
| Total Expense | <u>248,724.71</u> | <u>255,626.72</u> | <u>-6,902.01</u> |
| Net Ordinary Income | <u>-92,279.91</u> | <u>-103,360.39</u> | <u>11,080.48</u> |
| Other Income/Expense | | | |
| Other Income | | | |
| 800 · Committee Divisions | | | |
| 800.370 · TEconomy | 21,456.46 | 0.00 | 21,456.46 |
| 800.350 · Heartland Forward | 0.00 | -2,500.00 | 2,500.00 |
| 800.101 · Education | 8,479.49 | 6,223.92 | 2,255.57 |
| 800.200 · Leadership Joplin | -3,274.69 | -8,716.62 | 5,441.93 |
| 800.400 · Young Professionals Network | -32.40 | -140.55 | 108.15 |
| Total 800 · Committee Divisions | <u>26,628.86</u> | <u>-5,133.25</u> | <u>31,762.11</u> |
| Total Other Income | <u>26,628.86</u> | <u>-5,133.25</u> | <u>31,762.11</u> |
| Net Other Income | <u>26,628.86</u> | <u>-5,133.25</u> | <u>31,762.11</u> |
| Net Income | <u><u>-65,651.05</u></u> | <u><u>-108,493.64</u></u> | <u><u>42,842.59</u></u> |

Statement of Operations

April through June 2023

| | <u>Apr - Jun 23</u> | <u>Apr - Jun 22</u> | <u>\$ Change</u> |
|--|-------------------------|-------------------------|-------------------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 415 · MOBEC Grant Matching Funds | 0.00 | 32,000.00 | -32,000.00 |
| 401 · Contributions | 3,635.00 | 6,220.00 | -2,585.00 |
| 411 · Grants | 5,000.00 | 18,774.33 | -13,774.33 |
| 422 · Income - Interest | 0.66 | 0.21 | 0.45 |
| 425 · Income - Miscellaneous | 34,803.88 | 0.00 | 34,803.88 |
| Total Income | <u>43,439.54</u> | <u>56,994.54</u> | <u>-13,555.00</u> |
| Gross Profit | <u>43,439.54</u> | <u>56,994.54</u> | <u>-13,555.00</u> |
| Expense | | | |
| 760 · Grant Disbursement | 277.26 | 13,829.53 | -13,552.27 |
| 611 · Administrative Fee | 13,500.00 | 0.00 | 13,500.00 |
| 787 · Bank Fees | 45.00 | 45.00 | 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 | 180.00 | 350.00 |
| 610 · Program Service Fee | 0.00 | 13,500.00 | -13,500.00 |
| Total Expense | <u>15,072.26</u> | <u>28,249.43</u> | <u>-13,177.17</u> |
| Net Ordinary Income | <u>28,367.28</u> | <u>28,745.11</u> | <u>-377.83</u> |
| Other Income/Expense | | | |
| Other Income | | | |
| 800 · Committee Divisions | | | |
| 800.370 · TEconomy | 21,456.46 | 0.00 | 21,456.46 |
| 800.350 · Heartland Forward | 0.00 | -2,500.00 | 2,500.00 |
| 800.101 · Education | 8,479.49 | 6,223.92 | 2,255.57 |
| 800.200 · Leadership Joplin | -3,274.69 | -8,716.62 | 5,441.93 |
| 800.400 · Young Professionals Network | -32.40 | -140.55 | 108.15 |
| Total 800 · Committee Divisions | <u>26,628.86</u> | <u>-5,133.25</u> | <u>31,762.11</u> |
| Total Other Income | <u>26,628.86</u> | <u>-5,133.25</u> | <u>31,762.11</u> |
| Net Other Income | <u>26,628.86</u> | <u>-5,133.25</u> | <u>31,762.11</u> |
| Net Income | <u><u>54,996.14</u></u> | <u><u>23,611.86</u></u> | <u><u>31,384.28</u></u> |

Statement of Operations-A I I C

April through June 2023

| | Apr - Jun 23 | Apr - Jun 22 | \$ Change |
|-------------------------------------|---------------------------|---------------------------|-------------------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 425 • Income - Miscellaneous | 14,705.83 | 0.00 | 14,705.83 |
| 426 • Lease Income | 43,010.76 | 52,349.50 | -9,338.74 |
| 427 • Lease Utility Income | 10,264.34 | 8,650.87 | 1,613.47 |
| Total Income | <u>67,980.93</u> | <u>61,000.37</u> | <u>6,980.56</u> |
| Gross Profit | 67,980.93 | 61,000.37 | 6,980.56 |
| Expense | | | |
| 660 • Utilities Expense | 22,453.27 | 24,674.29 | -2,221.02 |
| 611 • Administrative Fee | 18,750.00 | 18,750.00 | 0.00 |
| 730 • Depreciation | 96,167.37 | 96,167.37 | 0.00 |
| 720 • Equipment Maint | 7,413.46 | 585.00 | 6,828.46 |
| 785 • Insurance Expense | 10,610.64 | 9,694.38 | 916.26 |
| 790 • Miscellaneous Expense | 500.00 | 2,000.00 | -1,500.00 |
| 670 • Occupancy Expense | 28,749.21 | 20,414.73 | 8,334.48 |
| 750 • Professional Fees | 320.00 | 0.00 | 320.00 |
| Total Expense | <u>184,963.95</u> | <u>172,285.77</u> | <u>12,678.18</u> |
| Net Ordinary Income | <u>-116,983.02</u> | <u>-111,285.40</u> | <u>-5,697.62</u> |
| Net Income | <u><u>-116,983.02</u></u> | <u><u>-111,285.40</u></u> | <u><u>-5,697.62</u></u> |

Statement of Operations-NIC

April through June 2023

| | <u>Apr - Jun 23</u> | <u>Apr - Jun 22</u> | <u>\$ Change</u> |
|-------------------------------------|-------------------------|--------------------------|-------------------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 411 • Grants | 14,040.00 | 14,040.00 | 0.00 |
| 425 • Income - Miscellaneous | 14,705.83 | 0.00 | 14,705.83 |
| 426 • Lease Income | 16,278.50 | 20,231.42 | -3,952.92 |
| Total Income | <u>45,024.33</u> | <u>34,271.42</u> | <u>10,752.91</u> |
| Gross Profit | <u>45,024.33</u> | <u>34,271.42</u> | <u>10,752.91</u> |
| Expense | | | |
| 660 • Utilities Expense | 4,914.52 | 4,922.30 | -7.78 |
| 611 • Administrative Fee | 18,750.00 | 18,750.00 | 0.00 |
| 730 • Depreciation | 14,580.27 | 14,386.50 | 193.77 |
| 720 • Equipment Maint | 1,261.59 | 1,172.53 | 89.06 |
| 785 • Insurance Expense | 2,992.74 | 2,868.72 | 124.02 |
| 670 • Occupancy Expense | 6,189.38 | 12,991.47 | -6,802.09 |
| Total Expense | <u>48,688.50</u> | <u>55,091.52</u> | <u>-6,403.02</u> |
| Net Ordinary Income | <u>-3,664.17</u> | <u>-20,820.10</u> | <u>17,155.93</u> |
| Net Income | <u><u>-3,664.17</u></u> | <u><u>-20,820.10</u></u> | <u><u>17,155.93</u></u> |



Mission: We support business and economic strength.

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

2023-2025

GOALS

Serve Business

We deliver value through resources and relationships that support the success of business. It was suggested an 8% net growth in membership annually.

Improve Livability

We build a valued and diverse community that enhances quality of living through prosperity and a robust economy.

Community Leadership

We develop and connect leaders to represent the interests of our community.

Talent and Industry

We enhance Joplin by attracting and growing talent and businesses.

Strategies, Priorities and Programs

A. Expertise – Develop and deliver educational programs and nurture the valued partnerships accessible to members through the Chamber.

B. Networking – Continue to offer quality, signature events through the Chamber.

C. Advocacy– Support pro-business issues to city, county, regional and state lawmakers, representing the interests of members.

A. Community Service – The Chamber promotes community service and encourages Accountability, Growth, Awareness, Visibility and Engagement of business and the community (AGAVE.)

B. Coalitions and Collaboration – Provide connections and support for the nonprofit community that works to improve livability.

C. Sustainability – Market the strength and sustainability of our community's workforce, education, infrastructure, trails, and other resources.

D. Inform – Provide education to the community about quality of life and the State of the Area, led by the Chamber.

A. Leadership Program and Projects – Maintain the Chamber's tradition of developing leaders through Leadership Joplin, Tomorrow's Leaders Today, and the Young Professionals' Network.

B. Networking Opportunities – Provide for regular opportunities and platforms to connect our leaders.

C. Coordinated Leadership Talks – Plan series of informal, biographical, AMA style talks in 2023.

A. Inventory – Conduct an audit and create a report annually of business workforce needs.

B. Educational Institutions - Connecting educational institutions with business needs through liaisons with the Chamber.

C. Grant Funding – Support workforce development programs and opportunities by seeking grants through the Chamber's foundation.

D. Economic Development - Leverage economic development opportunities to support infrastructure and workforce development.

Chamber Excellence –We will maintain a dynamic Chamber with the resources and talent to serve the members and community.

A. Governance – Maintain an efficient governance model and a pipeline of future leaders to serve on the Board of Directors and committees.

B. Professional Staffing – Be certain the staff has capacity to serve the members and grow the Chamber. Provide for professional development opportunities.

C. Financial Stability – Identify new sources of revenue and strengthen the Chamber's reserves.

D. Accreditation – Sustain the recognition and standards set by the US Chamber to be recognized as an outstanding Chamber. The plan references significant membership growth (8% net annually) and suggests a grant write for workforce opportunities.



Strategic Plan Report 2023-2025

Chamber revenue:

- 10% of ticket sales with the tickets starting at \$3,000.
- There is also the option of adding \$50 to \$200 to the price of each ticket as off the top revenue to the Chamber.
- Net result 10% of ticket plus the add on fee to Chamber.
- There is an option to do another method for the revenue of a free seat on the trip based on 1 to 7 or 1 to 10 ratio, but the revenue potential is greater with the 10% plus add on option proposed.
- Ticket price is based on destination, but it is recommended we select a \$3,000 to \$4,000 priced destination for the trip.
- Suggested first destination would be Ireland or Tuscany.
- With no minimum of guaranteed travelers, goal would be 20 to 38, with 44 passengers being a full bus load.
 - Collette's will fill in with other travelers after the sales cutoff date, so we are not obligated to fill a bus.
- Collette's provides marketing materials that we can share in our current marketing streams. They will also come to the office or other location of our choice and do a couple presentations to potential travelers on our behalf.
- Collette's handles all the financial transactions which minimizes our work.
- Collette's also handles trips for the Freeman Health System, and it will be important to coordinate with them so that we do not create conflict by traveling to the same location too close to the same time frame.
- There is an option of bringing in any member travel agencies to reach a broader audience of prospects (they would share some of the revenue).

Group trips are a great way to...

1. **Provide continuing education** – inspire, educate and stimulate the mind/body by exploring destinations!
2. **Connect community & members**
3. **Increase memberships & grow loyalty**
4. **Easy opportunity non-dues revenue** (and/or FREE travel!)

A few of the biggest advantages traveling with Collette:

- **No Upfront Money needed to hold space EVER!**
- **No minimum headcount required to travel**
 - travel with as low as 1 person!
- **Airport Transfers**
 - Single location pickup for all passengers traveling together to/from airport.
- **Fully refundable traveler deposit after sign-up, prior to Deposit Due Date!**

- **Award winning Travel insurance!**
 - *Full CASH refund of trip cost to cancel for reason up to 24 hours prior to travel*
- **Incentive Programs Available based on annual traveler counts and total revenue**
 - These programs provide opportunities for discounted travel, credits to apply to future trips, travel with the President's Club group to places around the world complimentary and network with other travel professionals.
- **Institute Protection!**
 - Added at no charge to our \$50 Million Liability Insurance Protection Plan to protect the Institute should anything happen to one of your travelers.
- **Large portfolio of tours**
 - 160+ tours spanning all 7 continents!
- **Touring Styles**
 - Classic Style – 38-44 passengers
 - Explorations – 16-24 passengers
 - River Cruising
 - Faith Based

Chamber Operations Benchmarking Survey

| | <u>JOPLIN</u> | <u>TIER AVG</u> |
|-------------------------------------|---------------|-----------------|
| Members | 856 | 890 |
| Average Revenue | \$1,096,852 | \$1,200,000 |
| Total Chamber Staff | 11 | 8 |
| Economic Development Staff | 2 | 2 |
| | <hr/> 13 | <hr/> 10 |
| Revenue & Expenses | | |
| Average Revenue | \$1,096,852 | \$1,200,000 |
| Revenue per employee | \$99,713 | \$165,597 |
| Average Expenses | \$1,150,017 | \$1,092,787 |
| Expenses per employee | \$87,288 | \$78,704 |
| % Revenue from Member Dues | 37% | 60% |
| Non-Dues % | 63% | 40% |
| Membership | | |
| Members | 856 | 890 |
| Base Dues Investment | \$395 | \$360 |
| Dollar Value of Members | \$403,674 | \$477,689 |
| New Members per year | 147 | 136 |
| Dollar Value of New Members | \$55,200 | \$60,556 |
| Canceled Members per year | 94 | 103 |
| Dollar Value of Dropped Members | \$33,930 | \$46,068 |
| Retention Rate - Members | ? | 87% |
| Retention Rate - Dollars Retained | ? | 89% |
| Retention Rate - First-Year Members | 60% | 60% |
| Market Penetration | unknown | 18% |

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

The 3rd year MOBEC operations 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 are vetting qualified programmers for this work on a short-term contract. We will be eligible to file for a 4th year of this grant in 2024.

ATTC

We continue discussions with Crowder College about the potential of Crowder acquiring the ATTC after grant commitments are all met by the Chamber Foundation, and we have started discussions on how to make this a smooth transition for both parties. We are seeking legal advice on the restrictive grant regulations and the impact on the transaction. The 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-due's revenue opportunity. We have a choice of many destinations. Max travelers are considered 38 people. Most trip options are \$3,000 and up depending on location and length of trip. We are also aware that Freeman has a travel program and we do not want to move forward if there will be overlap/competition or if the board feels this is not a direction it wants the Chamber to go.

Retirement

As I wind down my time at the Chamber some of my duties are being shifted to other team members. Travis and I continue to work 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. As of July 1, I've reduced to two days a week and beginning the first part of August I will transition to working remotely.

Office Transitions

I am coordinating changes in staff offices so staff can work more effectively as well as making room for the new Membership Development Manager who will be hired soon.

**Membership Summary Report
June 1, 2023 – June 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 | 6 | 1,940.00 | 0 | 0.00 | 6 | 1,940.00 | 861 |
| Jun | 8 | 2,717.00 | 8 | 2,797.50 | 0 | (80.50) | 861 |
| Jul | | | | | 0 | - | |
| Aug | | | | | 0 | - | |
| Sep | | | | | 0 | - | |
| Oct | | | | | | - | |
| Nov | | | | | 0 | - | |
| Dec | | | | | 0 | - | |
| Jan | | | | | 0 | - | |
| Feb | | | | | 0 | - | |
| Mar | | | | | 0 | - | |
| | 22 | \$7,918 | 17 | \$4,944 | 5 | \$2,974 | |

New Members June 2023

American Business Systems
The Emerald Event Centers
Service 4U Construction & Roofing
Galen Solutions Group
Missouri Army National Guard
Spencer Jones Foundation
Tom Franz
Miller Fence

Dropped Members June 2023

TJ Franz and Associates - Closed
Elliott, Melissa - Closed (requested)
Pearl Brothers - Closed
Quench Infusion - Closed
AgapeH2O – Dropped (no response)
Aldi – Dropped (Corp decision)
Malloy, Hope – Dropped (requested)
Body & Soul Transformation – Dropped (no response)

Doug Hunt, Director of Entrepreneurship Incubator Activity & Programming

Joseph Newman Innovation Center (NIC):

- Current tenants = 14
 - Estimated # active jobs = 24
- Businesses launched in 2023 (aka new tenants to the NIC this year) = 6
- Graduated companies 10/1/22 to date: 2
 - # of Jobs created (from graduated companies 10/1/22 to date) = 17
- Current open private spaces only = 3

Advanced Training & Technology Center (ATTC):

- Regular business consulting with Easy Cuisine and Happy Trees Table Company.
- Crowder College is planning to expand into available office space vacated by CASA.

Programming:

- **1 Million Cups Joplin (1MC)** continues with an average of 20 people attending each Wednesday.
- **July e-Commerce Meetup** was held in Neosho at Magnolia & Sunshine boutique with 8 in attendance. The Group is discussing changing to a quarterly workshop with the philosophy of fewer opportunities to attend may lead to better attendance. The purpose of this event is to educate small businesses on the advantages of having an online store.

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

- June third Thursday event, "You Belong Here" was a great success. Missouri American Water Company sponsored the Chamber EDI group's activity in the amount of \$1,500. Corporate invitation letters from Travis Stephens to join the EDI work group have gone out. Chair, Co-Chair, and Doug Hunt will be scheduling site visits with invitees in the coming weeks. The trio will also be selling sponsorships as defined in the 2023-2024 EDI Operational Plan.

Professional Development: Doug, Chamber Liaison

- Meeting was held on 7/12/23. In attendance were Tom Furrh, Chair, Chad Greer, JACC Board Member, and Doug Hunt. The Group discussed ending EdTalks and holding a new summit in February at the Cornell Complex to relaunch the mentor program and recruit new members into YPN. Tom discussed the idea of having a bus tour of Joplin (Biz Crawl) for YPN members to learn about Joplin. Chad asked about the costs for renting buses for a possible tour.

Joplin Area Remote Workers Group:

- The group has not planned a social event for July as of this report. JACC will provide Free Day passes at the Joseph Newman Innovation Center on Friday, July 28.

Joplin Regional Innovation & Technology Summit, 2023:

- Thursday & Friday November 2 & 3. Planning is progressing nicely with one confirmation for the morning keynote and three other speakers confirmed to date. Jason Rincker, Ben McNelly, Travis Stephens, and Doug Hunt are continuing to finalize plans.

Stephanie McGrew
Special Events Manager

Networking Events
Previous Networking Events

- Good Morning Joplin was on June 28 at College View Manor with 93 attending
- Morning Brew was on July 7 at Freeman Health System with 51 attending
- Business After Hours was July 18 at Abernathy Construction, co-hosted by Athena Marketing with 68 attending

Upcoming Networking Events

- Morning Brew is August 4 at Missouri American Water
- Business After Hours is August 15 at Frisco Station Lofts
- Hot Links Golf Tournament is September 29 - **teams sold out**
- Business EXPO is January 24. Registration is open to all Chamber members

Economic Development Events
Lisa Kelly, Executive Assistant

Upcoming Events

- July 13, 3rd Annual JOMO Jubilee, Medical Students (4 bus tour) approximately 186 in attendance
- August 2, Inaugural JOMO Jubilee, Dental Students (2 bus tour)

Erin Slifka
Director of Marketing & Communication

Choose Joplin App

| MONTH | TOTAL APP DOWNLOADS | ACTIVE USERS |
|-------|---------------------|--------------|
| JUNE | 1,372 | 810 |

| Top Member Pages | Open Listing | Phone Click | Map Click | Website Click |
|---------------------------|--------------|-------------|-----------|---------------|
| TSAT Accounting Solutions | 4 | 1 | 2 | 2 |
| Terrace Green Apartments | 4 | 0 | 0 | 5 |
| Yorktown Properties | 4 | 0 | 0 | 4 |
| Top Home Screen Pages | Click | | | |
| All Restaurants | 22 | | | |
| Events | 18 | | | |
| Housing | 10 | | | |

Choose Joplin Digital Campaign Summary
Google

| Campaign | Impressions | % change from May 2023 | Clicks | % change from May 2023 |
|---------------------------|---------------|------------------------|-----------|------------------------|
| Job Seekers | 66,374 | ↓ 52% | 91 | ↓ 34% |
| Retargeted Display | 8,022 | | 20 | |

This dig comes from some refining of our target audience and removing garbage traffic.

Facebook

| Campaign | Impressions | % change from May 2023 | Clicks | % change from May 2023 |
|------------------------|-------------|------------------------|--------|------------------------|
| College Away from Home | 22,990 | ↑ 5% | 299 | ↓ 5% |
| Military | 25,505 | | 228 | |

This campaign is stable but will be replaced once the new site build is complete.

- New post on Life in Joplin. Read it here, <https://www.choosejoplin.com/post/joplin-mythbusters>.

Website: Joplincc.com

| Active Users In June |
|----------------------|
| 3,413 |

| Top Three Pages | Views |
|------------------|-------|
| Upcoming Events | 1,382 |
| Home Page | 1,305 |
| Member Directory | 705 |

Website: Joplinbusinessoutlook.com

| Active Users in May |
|---------------------|
| 1,641 |

| Top Three Articles | Views |
|--|-------|
| Hot Links 2023 June Edition | 169 |
| The 2023 Great Race Comes To Joplin on June 23 | 128 |
| Welcome New Members | 103 |

We had a total of 66 posts in June with an average of 13 posts each week.

Weekly Update (Monday Memo)

| Open Rate | June | YTD (June) |
|-----------|------|------------|
| This Year | 56% | 45% |
| Last Year | 35% | 34% |

| Distribution | June |
|--------------|------|
| This Year | 2353 |
| Last Year | 2321 |

President's Report for July Travis Stephens

Capacity Building

- Spent 1/2 day with Springfield Chamber CEO Matt Morrow learning best practices 6/21
- Led YPN Exec Committee in the "Find Your Why" exercise during their annual retreat
- Participated in ACCE Peer Cities quarterly Chamber CEO call
- Attended staff lunch for my 1-year anniversary/birthday
- Holman Bros sales training session with Jake Heisten for MOKAN
- Met with the Tech Summit planning committee
- Participated in MO State Chamber webinar that reviewed the recent Legislative session
 - Overview of bills supported or opposed by State Chamber as "Business Friendly or non" along with State Chamber's pro-business report card

Collaboration/Partnerships

- Attended City Council meeting on 6/20
- Helped conduct inventory audit of buildings and ownership for Downtown Joplin Alliance
- Attended monthly Downtown Joplin Alliance meeting
- 1-on-1 meeting with Joplin Schools Superintendent Dr. Kerry Sachetta
- Bi-weekly touch base with Joplin City Manager Nick Edwards
- Met with Crowder College President Dr. Pierson to discuss the sale of ATTC to Crowder
- Met with 2 reps from Olsson Engineering to discuss the city's future renewal of infrastructure tax measure
- Met with Suzanne Hall, Director of MOSO CAPS at MSSU to learn more about the CAPS program
- Toured Watered Gardens 4 locations with James Whitford and Travis Hurley
- Sat in on software proposal to the city for managing proposal
- Connected rep from Socket Telecom with area experts regarding broadband expansion in Joplin
 - Socket is submitting RFP to the city and the rep initiated contact
 - I connected him to a handful of IT industry reps in the local market
 - Freeman, Joplin Schools, Stronghold, NC2, Adv Tech Company
- Met with Liberty reps (Jordan, Greg, and Brian) to discuss sharing energy-efficient incentives for business and industry

Community Engagements

- Attended Business After Hours hosted by SNC Squared
- Attended ribbon cutting for Glenn Group Commercial Real Estate
- Attended Downtown Now! Quarterly Networking event
- Delivered keynote speech at Leadership Joplin class graduation
- Attended KCU Dental School Opening Ceremonies and Ribbon Cutting
- Attended Good Morning Joplin at College View Manor
- Attended C2C board meeting as ex-officio
- Attended and co-hosted "Smart City Symposium" event
- Attended Morning Brew at Freeman Hospital
- Served as JOMO Jubilee tour guide for KCU freshman med students
- Attended MSSU 20 Year Anniversary celebration of "University" status

Economic Development

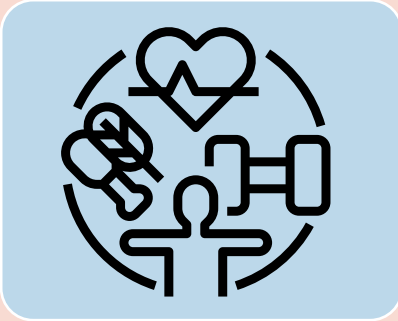
- Met with Rob O'Brian to learn the origin story of MOKAN in prep for the next financial campaign that will begin in 2024
- Hosted check-in meeting between TEconomy and Reg Health Alliance steering committee
 - Reviewed initial findings of TEconomy regarding the strategic plan
 - Part 1 of 2 meetings - will convene again on July 26
 - "5 Key Findings" slide from the presentation included at end of this report
- Toured Missouri Walnut facility in Neosho
- Attended JIDA meeting to discuss variance request of Crossroads Industrial Park covenants
- Signed closing paperwork on 25-acre site at Crossroads Industrial Park
 - Buyer is expected to sign and execute purchase week of July 17
- Participated in a webinar overview of a HUB Zone
 - "Historically Underserved Business Zone"
 - Working with an existing company in Joplin that is 3 blocks from the boundary and wants to be included in order to have more opportunities for federal government contracts
- Met with a potential housing developer regarding a potential subdivision in Joplin
- Presented to the city council along with JIDA Chair Doug Doll regarding industrial land expansion opportunities
- Met with city reps to discuss incentive opportunities for 2 expanding business
- Met with rep from Agracel
 - Company based in Illinois that owns more than 300 industrial buildings in a 10-state area including 1 in Joplin

Business Attraction

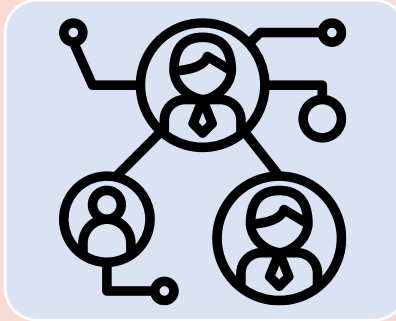
5 RFI's received

- 2 submitted for Joplin
 - Project Ozark
 - Agri-focused chemical manufacturer
 - 25 to 30 jobs
 - 25 to 50 acres
 - \$50 cap investment
 - Rail required
 - Wildwood submitted
 - Project Golden
 - Tire recycling facility
 - 25 jobs
 - 10 to 20 acres
 - \$35 million cap investment
 - Rail required
 - Wildwood submitted
- 3 non-responses
 - Project West: Metal Refining / Rail / 600 acres / 570 jobs
 - Project Elevate: Aviation Fuel Production / 2200 acres
 - Project Liberty: Biomedical Research / 250 acres / 186 jobs/proximity to Vet and Vet Tech school(s)

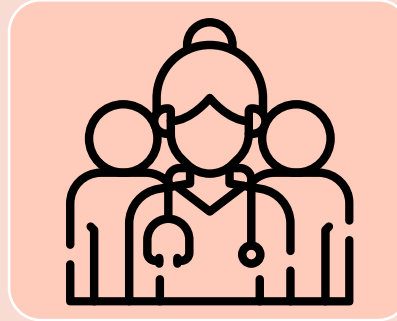
What We're Learning: Five Key Findings



The “health and wellness” of people living in the Region is a key concern among care providers and critical to any long-term strategy.



The region’s colleges and universities must accelerate degree production to meet the area’s workforce needs and build a future-oriented health workforce.



While healthcare is driving regional economic growth, long term strategies are needed to address changes in health delivery.



Disruptive technologies have the potential to drastically change the region’s education and healthcare landscape.



New businesses and industries are made possible through a growing medical presence – and a growing medical presence can help support other advanced industries.