



Joplin Area Chamber of Commerce

BOARD PACK

for

JACC Board of Directors Meeting

Monday, January 22, 2024

12:00 PM (CST)

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, January 22, 2024
Time:	12:00 PM to 1:30 PM (CST)
Location:	Joplin Chamber, Liberty Room , 320 E 4th Street https://us02web.zoom.us/j/89681984899?pwd=djJHeVZSUmVwaVNYbUt5dmFNUnk0QT09
Board Members:	Matt Stewart (Chair), Ben McNelly, Chad Evans, Dr. Dean Van Galen, Dustin Storm, Ex-Officio Daniel Swem, Ex-Officio Dr. Brad Hodson, Ex-Officio Dr. Ken Heiles, Ex-Officio Dr. Kerry Sachetta, Ex-Officio John Bartosh, Ex-Officio Mayor Doug Lawson, Ex-Officio Melissa Smith, Ex-Officio Tom Furrh, Ex-Officio Nick Edwards, Howie Nunnely, Jeremy Drinkwitz, John Hunter, Jordan Bolinger, Katrina Richards, Kim Cox, Lance Hoopai, Lori Haun, Mattie Crossland, Melodee Colbert-Kean, R.Chad Greer, Steve Graddy
Attendees:	Debby Chaligoj, Doug Hunt, Erin Slifka, Executive Assistant Lisa Kelly, Stephanie McGrew, Travis Stephens
Apologies:	Betsy Kissel, Ex-Officio Jim Dalrymple

1. JACC Board of Directors Agenda

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

Matt Stewart

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

Matt Stewart

Supporting Documents:

1.2.a Minutes : JACC Board of Directors Meeting - 27 Nov 2023	5
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1.3 Approval of November/December Financials 12:10 PM (5 min)

Travis Stephens

Approval of November Financial Report

Supporting Documents:

1.3.a Financial Board Packet November December.pdf	7
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2. New Business

2.1 Strategic Plan Committee Reports

Mattie Crossland

Chair of each group to give a summary of their meeting.

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

2.2 Nomination of Future Board Members

2.3 City of Joplin's Capital Improvement Sales Tax Extension

2.4 ATTC Update

2.5 Events & Programs Audit

2.6 Business Women's Event

2.7 Chamber Vision

2.8 Membership Campaign Jun 3-6

3. Staff Reporting

3.1 Staff Reports

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

Supporting Documents:

3.1.a	Staff Reports January 2024 with Nov-Dec info.pdf	21
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3.2 President's Report

4. Board Member Updates

4.1 Board Member Updates

5. Adjourn to Executive Session

5.1 Adjourn Meeting

Next meeting: JACC Board of Directors & Ex-Officio Meeting - Mar 25, 2024, 12:00 PM

MINUTES (in Review)

JACC BOARD OF DIRECTORS MEETING



Name:	Joplin Area Chamber of Commerce
Date:	Monday, November 27, 2023
Time:	12:00 PM to 12:15 PM (CST)
Location:	Joplin Chamber, Liberty Room , 320 E 4th Street
Board Members:	Matt Stewart (Chair), Jordan Bolinger, Melodee Colbert-Kean, Kim Cox, Chad Evans, R.Chad Greer, Steve Graddy, Lance Hoopai, John Hunter, Ben McNelly, Dustin Storm, Dr. Dean Van Galen, Ex-Officio Nick Edwards, Ex-Officio Tom Furrh, Ex-Officio Dr. Ken Heiles, Ex-Officio Dr. Brad Hodson, Ex-Officio Dr. Kerry Sachetta, Ex-Officio Daniel Swem
Attendees:	Debby Chaligoj, Doug Hunt, Executive Assistant Lisa Kelly, Stephanie McGrew, Erin Slifka, Travis Stephens
Apologies:	Tonya Sprenkle, Mattie Crossland, Jeremy Drinkwitz, Betsy Kissel, Howie Nunnally, Katrina Richards, Ex-Officio John Bartosh, Ex-Officio Jim Dalrymple, Lori Haun, Ex-Officio Mayor Doug Lawson, Ex-Officio Melissa Smith, Jesse Grace

1. JACC Board of Directors Agenda

1.1 Call To Order: Welcome

1.2 Motion to approve September minutes as presented

JACC Board of Directors & Ex-Officio Meeting Sep 25, 2023, the minutes were confirmed as presented.



Motion to approve the September minutes as presented

Matt Stewart asked for a motion to approve the September minutes as presented.

Due Date: Nov 26, 2023

Owner: Matt Stewart



September Minutes Approved

Kim Cox moved to approve the September minutes as presented and seconded by Chad Evans.

Decision Date: Nov 27, 2023

Mover: Kim Cox

Second: Chad Evans

Outcome: Approved

1.3 Approval of September and October Financials



Motion To Approve The September and October Financials

Matt Stewart asked for a motion to approve the September and October financials as presented.

Due Date: Nov 26, 2023

Owner: Matt Stewart



Approval of September and October Financials.

Chad Greer moved to approve the September and October financials as presented. Motion passed

Decision Date: Nov 27, 2023

Mover: R.Chad Greer

Seconder: Dr. Dean Van Galen

Outcome: Approved

2. New Business

2.1 Strategic Plan Committee Reports

2.2 Chamber event/programs audit

2.3 Nomination of future board members

2.4 Replacement of Director of Member Services

3. Staff Reporting

3.1 Staff Reports-No verbal reports

3.2 President's Report

4. Board Member Updates

4.1 Board Member Updates

5. Adjourn to Executive Session

5.1 Adjourn Meeting

Next meeting: JACC Board of Directors Meeting - Jan 22, 2024, 12:00 PM

Signature: _____

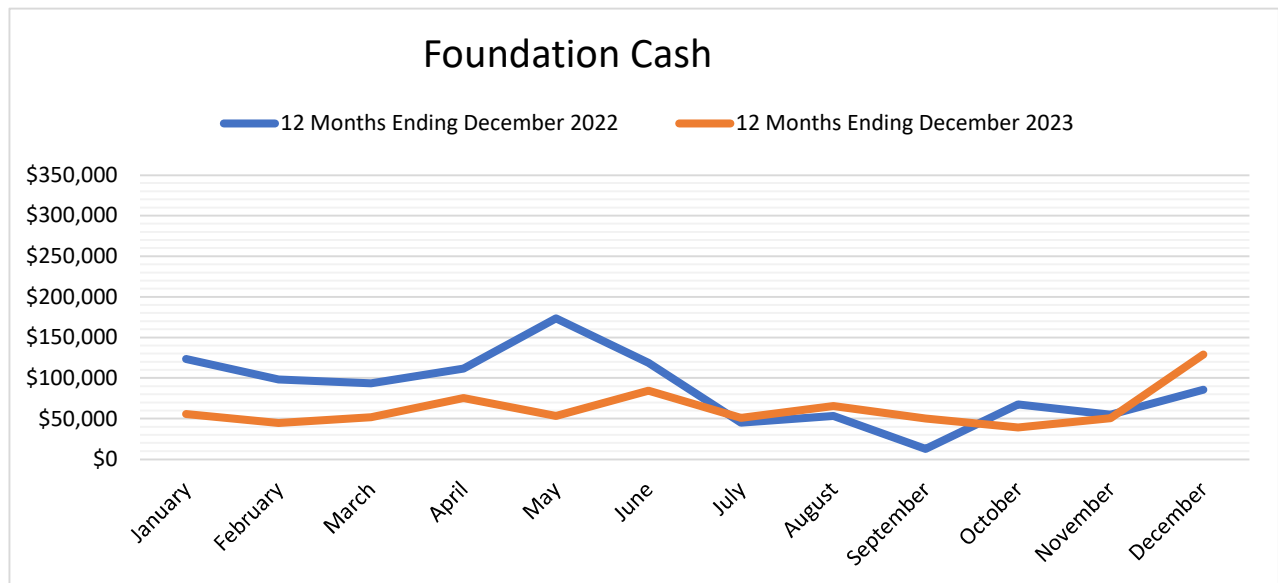
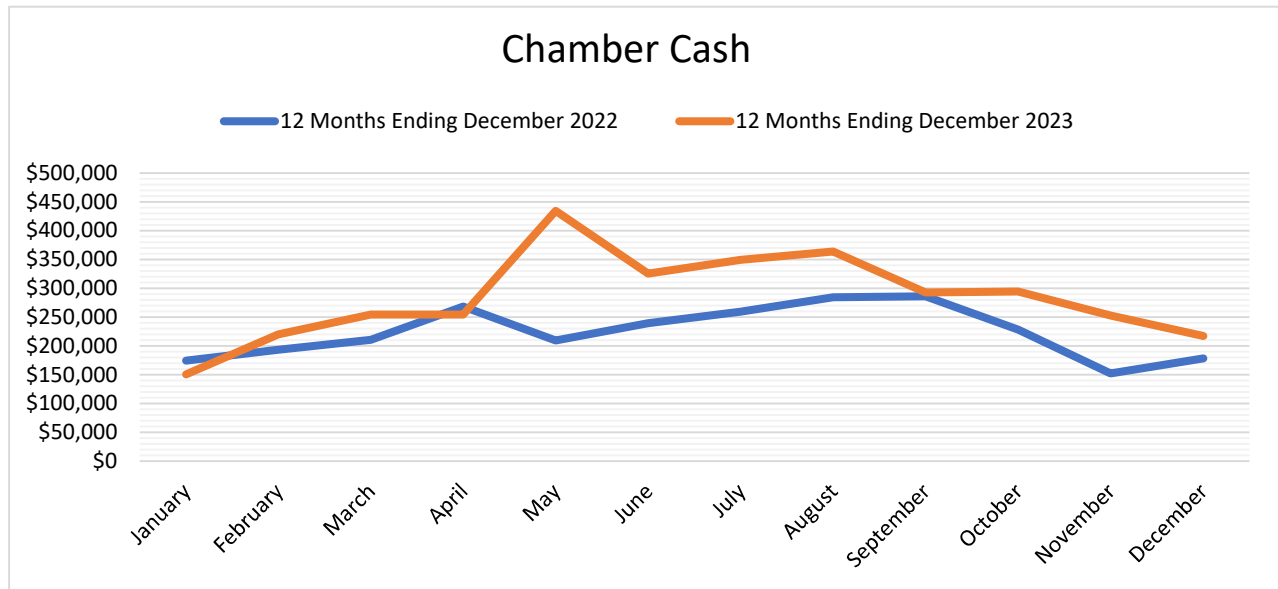
Date: _____

Joplin Area Chamber of Commerce**Finance Executive Summary****Period Ending: December 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:	\$ 217,145	\$ 177,908	\$ 177,493	\$ 190,849
* Accounts Receivable:	\$ 29,639	\$ 3,574	\$ 13,484	\$ 15,566
* Deferred Income Current Fiscal Year:	\$ 130,613	\$ 124,309	\$ 94,008	\$ 116,310
* Deferred Income Next Fiscal Year:	\$ 77,409	\$ 117,071	\$ 71,616	\$ 88,699
* Membership Dues YTD Income:	\$ 310,187	\$ 300,640	\$ 280,593	\$ 297,140
* Net Income YTD:	\$ 35,564	\$ (84,829)	\$ 27,650	\$ (7,205)
* Net Income Before Depreciation YTD:	\$ 51,688	\$ (64,852)	\$ 47,665	\$ 11,500
Foundation / Innovation Center:				
* Cash Position Foundation:	\$ 106,916	\$ 34,345	\$ 43,208	\$ 61,489
* Cash Position Innovation Center:	\$ 22,010	\$ 50,880	\$ 97,072	\$ 56,654
* Accounts Receivable:	\$ 28,094	\$ -	\$ -	\$ 9,365
* Accounts Receivable: Crowder	\$ -	\$ 11,109	\$ 5,502	\$ 5,537
* Deferred Income Current Fiscal Year:	\$ 24,058	\$ 10,281	\$ 27,044	\$ 20,461
* Deferred Income Next Fiscal Year:	\$ 5,000	\$ -	\$ -	\$ 1,667
* Net Income YTD:	\$ (384,762)	\$ (446,753)	\$ (361,534)	\$ (397,683)
* Net Income Before Depreciation YTD:	\$ (52,519)	\$ (114,704)	\$ (29,260)	\$ (65,494)
Economic Development:				
(for City's Fiscal Year ending October 31, 2022)				
	Annual Budget	Budget Remaining		
Local Budget:	\$ 200,000	\$ 165,675		
Regional Budget:	\$ 52,000	\$ 41,813		
Due from City:	\$ 80,626			
Due to Chamber: (ED charges paid by Chamber)	\$ 29,734			
Due to MOKAN: (ED charges paid by MOKAN)	\$ 7,129			

Cash Flow Comparison

January - December



ACCOUNTS RECEIVABLE SUMMARY**December 2023**

	Dec-23	Nov-23	Oct-23	Sep-23	Aug-23	Total
Chamber						
Business After Hours	200.00	200.00	1,200.00	200.00	1,000.00	2,800.00
Good Morning Joplin Attendees	-	-	-	28.00	42.00	70.00
Lunch & Learn	-	-	-	-	99.49	99.49
Member to Member Emails	-	-	-	-	200.00	200.00
Morning Brew	1,000.00	1,000.00	-	-	-	2,000.00
Room Rental	100.00	-	-	-	-	100.00
Board Retreat	-	-	-	-	253.17	253.17
Foundation Reimb to Chamber	17,000.00	-	-	-	-	17,000.00
MOKAN Reimb to Chamber	11,726.69	-	-	-	-	11,726.69
Total Chamber AR	30,026.69	1,200.00	1,200.00	228.00	1,594.66	34,249.35
Foundation						
Crowder	-	-	-	-	-	-
ATTC Kitchen	50.00	50.00	1,116.25	-	-	1,216.25
ATTC Utilities	-	-	-	-	-	-
LJ Class	-	-	-	-	800.00	800.00
IC Rent	300.00	-	440.00	267.50	1,070.00	2,077.50
Tech Summit	-	24,000.00	-	-	-	24,000.00
Total Foundation AR	350.00	24,050.00	1,556.25	267.50	1,870.00	28,093.75

Balance Sheet

As of December 31, 2023

	<u>Dec 31, 23</u>	<u>Dec 31, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank - Checking	217,144.60	177,908.48	39,236.12
Total Checking/Savings	<u>217,144.60</u>	<u>177,908.48</u>	<u>39,236.12</u>
Accounts Receivable			
012 · Accounts Receivable	29,639.33	3,573.85	26,065.48
Total Accounts Receivable	<u>29,639.33</u>	<u>3,573.85</u>	<u>26,065.48</u>
Other Current Assets			
010 · Petty Cash	220.00	250.00	-30.00
014 · Due From (To) Staff	-178.26	-304.27	126.01
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	50,071.88	74,665.00	-24,593.12
022 · Due From (To) ED	28,139.40	10,646.64	17,492.76
023 · Due From (To) MOKAN	10.45	0.00	10.45
026 · Due From (To) MOCAP	10.45	0.00	10.45
028 · Due From (To) One Joplin	10.45	0.00	10.45
Total 020 · Due From (To) Other Funds	<u>78,242.63</u>	<u>85,311.64</u>	<u>-7,069.01</u>
030 · Deposit - Bulk Mail	3,794.35	4,205.08	-410.73
031 · Prepaid Expenses	540.24	1,230.89	-690.65
032 · Prepaid Insurance	7,060.20	8,008.02	-947.82
Total Other Current Assets	<u>89,679.16</u>	<u>98,701.36</u>	<u>-9,022.20</u>
Total Current Assets	<u>336,463.09</u>	<u>280,183.69</u>	<u>56,279.40</u>
Fixed Assets			
152.000 · Furniture & Equipment	21,450.89	20,248.35	1,202.54
154.000 · Interior	0.00	1,284.35	-1,284.35
156.000 · 320 East 4th - Building	150,756.67	163,916.23	-13,159.56
158.000 · Grounds	3,906.30	4,790.70	-884.40
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>252,676.42</u>	<u>266,802.19</u>	<u>-14,125.77</u>
TOTAL ASSETS	<u><u>589,139.51</u></u>	<u><u>546,985.88</u></u>	<u><u>42,153.63</u></u>

Balance Sheet

As of December 31, 2023

	Dec 31, 23	Dec 31, 22	\$ Change
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	2,535.95	4,588.27	-2,052.32
Total Accounts Payable	<u>2,535.95</u>	<u>4,588.27</u>	<u>-2,052.32</u>
Credit Cards			
200.100 · US Bank - Credit Card	4,126.49	6,638.47	-2,511.98
Total Credit Cards	<u>4,126.49</u>	<u>6,638.47</u>	<u>-2,511.98</u>
Other Current Liabilities			
208.000 · Deferred Income - Renewal Dues	147,085.59	159,074.40	-11,988.81
217.000 · Deferred Income-Other			
217.150 · Deferred Income - Eggs & Issues	0.00	500.00	-500.00
217.180 · Deferred Income - EXPO	52,077.50	57,170.00	-5,092.50
217.290 · Deferred Income - Lead's Group	0.00	1,000.00	-1,000.00
217.310 · Deferred Income - Banquet	1,750.00	2,250.00	-500.00
217.320 · Deferred Income - GMJ	96.00	2,144.00	-2,048.00
217.330 · Deferred Income - Morning Brew	2,000.00	4,000.00	-2,000.00
217.340 · Deferred Income - BAH	1,000.00	2,000.00	-1,000.00
217.350 · Deferred Income - Golf	600.00	5,500.00	-4,900.00
217.360 · Deferred Income - JOMO Jubilee	0.00	2,000.00	-2,000.00
217.370 · Deferred Income - Lunch & Learn	0.00	100.00	-100.00
217.430 · Deferred Income - Member Memos	2,750.00	0.00	2,750.00
217.470 · Deferred Income - Mmbr Table	0.00	600.00	-600.00
217.000 · Deferred Income-Other - Other	663.00	5,041.66	-4,378.66
Total 217.000 · Deferred Income-Other	<u>60,936.50</u>	<u>82,305.66</u>	<u>-21,369.16</u>
Total Other Current Liabilities	<u>208,022.09</u>	<u>241,380.06</u>	<u>-33,357.97</u>
Total Current Liabilities	<u>214,684.53</u>	<u>252,606.80</u>	<u>-37,922.27</u>
Total Liabilities	<u>214,684.53</u>	<u>252,606.80</u>	<u>-37,922.27</u>
Equity			
32000 · Unrestricted Net Assets	338,891.00	379,208.00	-40,317.00
Net Income	35,563.98	-84,828.92	120,392.90
Total Equity	<u>374,454.98</u>	<u>294,379.08</u>	<u>80,075.90</u>
TOTAL LIABILITIES & EQUITY	<u>589,139.51</u>	<u>546,985.88</u>	<u>42,153.63</u>

Statement of Operations

April through December 2023

	Apr - Dec 23	Apr - Dec 22	\$ Change	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense						
Income						
410.000 • Member Dues	310,186.65	300,640.28	9,546.37	333,030.78	-22,844.13	93.14%
420.000 • Income from Affiliate Companies	236,175.03	339,208.32	-103,033.29	236,999.97	-824.94	99.65%
430.000 • Income - Economic Development	74,250.00	74,250.00	0.00	74,250.00	0.00	100.0%
440.000 • Income-Marketing	11,309.48	5,484.35	5,825.13	22,500.00	-11,190.52	50.26%
490.000 • Income - Miscellaneous	179,399.07	34,934.20	144,464.87	13,500.00	165,899.07	1,328.88%
Total Income	811,320.23	754,517.15	56,803.08	680,280.75	131,039.48	119.26%
Gross Profit	811,320.23	754,517.15	56,803.08	680,280.75	131,039.48	119.26%
Expense						
600.000 • Staff Compensation	629,035.49	734,101.48	-105,065.99	637,472.31	-8,436.82	98.68%
600.200 • Staff Development	42,748.67	22,056.99	20,691.68	26,250.03	16,498.64	162.85%
600.900 • Other Staff Expenses	1,570.19	2,220.32	-650.13	1,687.50	-117.31	93.05%
620.000 • Utilities Expense	13,757.71	15,295.79	-1,538.08	9,105.03	4,652.68	151.1%
630.00 • Maintenance Expenses	53,869.78	49,799.31	4,070.47	46,501.47	7,368.31	115.85%
640.000 • Marketing	14,066.42	17,574.74	-3,508.32	15,750.00	-1,683.58	89.31%
650.000 • Operating Expenses	38,008.33	35,691.41	2,316.92	39,345.75	-1,337.42	96.6%
680.000 • Depreciation	16,123.77	19,977.03	-3,853.26	16,123.50	0.27	100.0%
690.000 • Other Expenses	29,397.73	1,807.53	27,590.20	3,150.00	26,247.73	933.26%
Total Expense	838,578.09	898,524.60	-59,946.51	795,385.59	43,192.50	105.43%
Net Ordinary Income	-27,257.86	-144,007.45	116,749.59	-115,104.84	87,846.98	23.68%
Other Income/Expense						
Other Income						
800.000 • Program Income						
800.100 • Economic Development	9,932.32	4,772.16	5,160.16	3,750.03	6,182.29	264.86%
800.300 • Governance	-1,366.18	-3,454.07	2,087.89	-749.97	-616.21	182.17%
800.400 • Member Services	803.72	1,402.40	-598.68	10,667.97	-9,864.25	7.53%
800.500 • Chamber Events						
900.215 • Expo	0.00	-1,325.00	1,325.00	0.00	0.00	0.0%
900.510 • Annual Banquet	12,634.62	19,256.95	-6,622.33	18,782.00	-6,147.38	67.27%
900.515 • Good Morning Joplin	1,557.14	5,264.13	-3,706.99	5,625.00	-4,067.86	27.68%
900.520 • Morning Brew	9,257.39	8,072.00	1,185.39	8,232.72	1,024.67	112.45%
900.525 • Business After Hours	8,557.44	10,371.99	-1,814.55	8,232.72	324.72	103.94%
900.530 • Golf Tournament	22,162.89	23,258.54	-1,095.65	26,000.00	-3,837.11	85.24%
Total 800.500 • Chamber Events	54,169.48	64,898.61	-10,729.13	66,872.44	-12,702.96	81.0%
800.800 • Chamber Work Groups	-717.50	-8,440.57	7,723.07	0.00	-717.50	100.0%
Total 800.000 • Program Income	62,821.84	59,178.53	3,643.31	80,540.47	-17,718.63	78.0%
Total Other Income	62,821.84	59,178.53	3,643.31	80,540.47	-17,718.63	78.0%
Net Other Income	62,821.84	59,178.53	3,643.31	80,540.47	-17,718.63	78.0%
Net Income	35,563.98	-84,828.92	120,392.90	-34,564.37	70,128.35	-102.89%

Balance Sheet

As of December 31, 2023

	<u>Dec 31, 23</u>	<u>Dec 31, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	-21,021.46	19,170.71	-40,192.17
Total Checking/Savings	<u>-21,021.46</u>	<u>19,170.71</u>	<u>-40,192.17</u>
Other Current Assets			
Due From (To) City	80,626.31	13,938.78	66,687.53
Due From (To) Other Funds			
Due From (To) Chamber	-29,734.20	-10,646.64	-19,087.56
Due From (To) MOKAN	-7,129.19	-66.44	-7,062.75
Total Due From (To) Other Funds	<u>-36,863.39</u>	<u>-10,713.08</u>	<u>-26,150.31</u>
Total Other Current Assets	<u>43,762.92</u>	<u>3,225.70</u>	<u>40,537.22</u>
Total Current Assets	<u>22,741.46</u>	<u>22,396.41</u>	<u>345.05</u>
Fixed Assets			
Furniture and Equipment			
Acc Depr - Furniture and Equip	-71,480.16	-67,088.52	-4,391.64
Furniture and Equipment - Other	71,480.16	71,480.16	0.00
Total Furniture and Equipment	<u>0.00</u>	<u>4,391.64</u>	<u>-4,391.64</u>
Total Fixed Assets	<u>0.00</u>	<u>4,391.64</u>	<u>-4,391.64</u>
TOTAL ASSETS	<u>22,741.46</u>	<u>26,788.05</u>	<u>-4,046.59</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	4,610.02	3,589.12	1,020.90
Total Accounts Payable	<u>4,610.02</u>	<u>3,589.12</u>	<u>1,020.90</u>
Total Current Liabilities	<u>4,610.02</u>	<u>3,589.12</u>	<u>1,020.90</u>
Total Liabilities	<u>4,610.02</u>	<u>3,589.12</u>	<u>1,020.90</u>
Equity			
Retained Earnings	1,548.83	23,856.54	-22,307.71
Net Income	16,582.61	-657.61	17,240.22
Total Equity	<u>18,131.44</u>	<u>23,198.93</u>	<u>-5,067.49</u>
TOTAL LIABILITIES & EQUITY	<u>22,741.46</u>	<u>26,788.05</u>	<u>-4,046.59</u>

Statement of Operations
November through December 2023

	<u>Nov - Dec 23</u>	<u>Nov - Dec 22</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
Income-Funds from City	44,512.20	27,604.82	16,907.38
Total Income	<u>44,512.20</u>	<u>27,604.82</u>	<u>16,907.38</u>
Expense			
Administrative Expenses	3,283.60	4,063.26	(779.66)
Business Attraction/Retention	6,000.00	456.83	5,543.17
Depreciation	0.00	878.34	(878.34)
Marketing & Promotions	1,915.00	60.32	1,854.68
Professional Development	230.99	2,238.93	(2,007.94)
Salaries	16,500.00	16,500.00	0.00
Workforce Development	0.00	4,064.75	(4,064.75)
Total Expense	<u>27,929.59</u>	<u>28,262.43</u>	<u>(332.84)</u>
Net Ordinary Income	<u>16,582.61</u>	<u>(657.61)</u>	<u>17,240.22</u>
Net Income	<u><u>16,582.61</u></u>	<u><u>(657.61)</u></u>	<u><u>17,240.22</u></u>

Balance Sheet

As of December 31, 2023

	<u>Dec 31, 23</u>	<u>Dec 31, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
011 · US Bank Checking			
011.300 · Bus Recovery Fund	11,032.20	11,062.36	-30.16
011.200 · Innovation Center	22,010.04	50,879.87	-28,869.83
011.100 · General Fund	86,778.93	14,001.64	72,777.29
Total 011 · US Bank Checking	<u>119,821.17</u>	<u>75,943.87</u>	<u>43,877.30</u>
013 · US Bank - Money Market	<u>9,104.37</u>	<u>9,281.23</u>	<u>-176.86</u>
Total Checking/Savings	<u>128,925.54</u>	<u>85,225.10</u>	<u>43,700.44</u>
Accounts Receivable			
012 · Accounts Receivable			
012-200 · General	<u>28,093.75</u>	<u>11,108.82</u>	<u>16,984.93</u>
Total 012 · Accounts Receivable	<u>28,093.75</u>	<u>11,108.82</u>	<u>16,984.93</u>
Total Accounts Receivable	<u>28,093.75</u>	<u>11,108.82</u>	<u>16,984.93</u>
Other Current Assets			
032 · Prepaid Insurance	6,635.79	4,534.44	2,101.35
020 · Due From (To) Other Funds	0.00	-75,335.00	75,335.00
031 · Prepaid Expenses	<u>851.30</u>	<u>375.72</u>	<u>475.58</u>
Total Other Current Assets	<u>7,487.09</u>	<u>-70,424.84</u>	<u>77,911.93</u>
Total Current Assets	<u>164,506.38</u>	<u>25,909.08</u>	<u>138,597.30</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,639,554.50	1,690,337.90	-50,783.40
179 · ATTC Building Improvements	1,479,178.34	1,523,034.38	-43,856.04
177 · ATTC Equipment	159,105.36	431,856.96	-272,751.60
175 · ATTC Furniture & Fixtures	10,079.12	27,357.56	-17,278.44
150 · Foundation Furniture & Fixtures	0.00	0.00	0.00
166 · IC Leasehold Improvements	27,721.39	35,804.59	-8,083.20
152 · Innovation Center F & F	6,699.53	8,649.29	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	<u>1,080,831.10</u>	<u>1,129,119.22</u>	<u>-48,288.12</u>
Total Fixed Assets	<u>4,465,113.83</u>	<u>4,908,104.39</u>	<u>-442,990.56</u>
TOTAL ASSETS	<u><u>4,629,620.21</u></u>	<u><u>4,934,013.47</u></u>	<u><u>-304,393.26</u></u>

Balance Sheet

As of December 31, 2023

	Dec 31, 23	Dec 31, 22	\$ Change
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	92,679.23	25,478.45	67,200.78
Total Accounts Payable	92,679.23	25,478.45	67,200.78
Credit Cards			
200.100 · US Bank Credit Card	1,061.83	3,281.39	-2,219.56
Total Credit Cards	1,061.83	3,281.39	-2,219.56
Other Current Liabilities			
204.000 · Due to Chamber	50,071.88	0.00	50,071.88
217.000 · Deferred Income			
224.418 · Deferred Inc - YPN Ann Banqt	950.00	0.00	950.00
221.000 · Deferred Income - Workforce	40.00	0.00	40.00
222.240 · Deferred Income - LJ Class	19,800.00	4,800.00	15,000.00
221.110 · Deferred Income - Golden Apple	5,000.00	0.00	5,000.00
226.000 · Deferred Income-Lease	3,268.00	5,481.00	-2,213.00
Total 217.000 · Deferred Income	29,058.00	10,281.00	18,777.00
208.000 · Deposits Held	10,100.00	8,893.00	1,207.00
Total Other Current Liabilities	89,229.88	19,174.00	70,055.88
Total Current Liabilities	182,970.94	47,933.84	135,037.10
Total Liabilities	182,970.94	47,933.84	135,037.10
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	-384,761.84	-446,753.37	61,991.53
Total Equity	4,446,649.27	4,886,079.63	-439,430.36
TOTAL LIABILITIES & EQUITY	4,629,620.21	4,934,013.47	-304,393.26

Statement of Operations-Consolidated

April through December 2023

	<u>Apr - Dec 23</u>	<u>Apr - Dec 22</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
415 • MOBEC Grant Matching Funds	0.00	32,000.00	-32,000.00
401 • Contributions	10,002.50	25,827.80	-15,825.30
411 • Grants	54,331.61	98,860.59	-44,528.98
422 • Income - Interest	2.93	0.63	2.30
425 • Income - Miscellaneous	64,215.54	0.00	64,215.54
426 • Lease Income	208,499.44	212,437.53	-3,938.09
427 • Lease Utility Income	26,782.76	32,911.80	-6,129.04
Total Income	<u>363,834.78</u>	<u>402,038.35</u>	<u>-38,203.57</u>
Gross Profit	<u>363,834.78</u>	<u>402,038.35</u>	<u>-38,203.57</u>
Expense			
660 • Utilities Expense	87,830.45	101,363.17	-13,532.72
760 • Grant Disbursement	14,729.41	131,517.40	-116,787.99
725 • Equipment Purchase	78.20	156.40	-78.20
890 • Uncategorized Expense	169.87	0.00	169.87
611 • Administrative Fee	117,000.00	112,500.00	4,500.00
787 • Bank Fees	136.00	241.00	-105.00
730 • Depreciation	332,242.92	332,049.15	193.77
720 • Equipment Maint	15,512.42	13,336.72	2,175.70
785 • Insurance Expense	57,620.87	39,769.86	17,851.01
645 • Marketing	0.00	575.00	-575.00
790 • Miscellaneous Expense	14,986.23	3,334.65	11,651.58
670 • Occupancy Expense	94,969.29	104,358.52	-9,389.23
750 • Professional Fees	9,884.00	13,027.50	-3,143.50
610 • Program Service Fee	36,000.00	40,500.00	-4,500.00
635 • Property Tax	0.00	18,650.37	-18,650.37
Total Expense	<u>781,159.66</u>	<u>911,379.74</u>	<u>-130,220.08</u>
Net Ordinary Income	<u>-417,324.88</u>	<u>-509,341.39</u>	<u>92,016.51</u>
Other Income/Expense			
Other Income			
800 • Committee Divisions			
800.370 • TEconomy	-11,703.54	0.00	-11,703.54
800.350 • Heartland Forward	0.00	-2,500.00	2,500.00
800.900 • Business Recovery Fund	0.00	-360.00	360.00
800.101 • Education			
951.130 • Technology Summit	35,459.90	60,100.00	-24,640.10
951.160 • Tomorrows Leaders Today	4,536.57	-2,220.80	6,757.37
951.110 • Golden Apple	8,871.49	7,439.86	1,431.63
Total 800.101 • Education	<u>48,867.96</u>	<u>65,319.06</u>	<u>-16,451.10</u>
800.200 • Leadership Joplin	-5,589.21	1,019.69	-6,608.90
800.400 • Young Professionals Network	987.83	-890.73	1,878.56
Total 800 • Committee Divisions	<u>32,563.04</u>	<u>62,588.02</u>	<u>-30,024.98</u>
Total Other Income	<u>32,563.04</u>	<u>62,588.02</u>	<u>-30,024.98</u>
Net Other Income	<u>32,563.04</u>	<u>62,588.02</u>	<u>-30,024.98</u>
Net Income	<u><u>-384,761.84</u></u>	<u><u>-446,753.37</u></u>	<u><u>61,991.53</u></u>

Statement of Operations

April through December 2023

	<u>Apr - Dec 23</u>	<u>Apr - Dec 22</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
415 · MOBEC Grant Matching Funds	0.00	32,000.00	-32,000.00
401 · Contributions	9,762.50	25,587.80	-15,825.30
411 · Grants	9,000.00	56,740.59	-47,740.59
422 · Income - Interest	2.93	0.63	2.30
425 · Income - Miscellaneous	34,803.88	0.00	34,803.88
Total Income	<u>53,569.31</u>	<u>114,329.02</u>	<u>-60,759.71</u>
Gross Profit	53,569.31	114,329.02	-60,759.71
Expense			
760 · Grant Disbursement	14,729.41	131,517.40	-116,787.99
890 · Uncategorized Expense	169.87	0.00	169.87
611 · Administrative Fee	4,500.00	0.00	4,500.00
787 · Bank Fees	136.00	241.00	-105.00
720 · Equipment Maint	0.00	694.80	-694.80
790 · Miscellaneous Expense	14,486.23	1,064.65	13,421.58
670 · Occupancy Expense	850.00	0.00	850.00
750 · Professional Fees	4,830.00	13,027.50	-8,197.50
610 · Program Service Fee	36,000.00	40,500.00	-4,500.00
635 · Property Tax	0.00	18,650.37	-18,650.37
Total Expense	<u>75,701.51</u>	<u>205,695.72</u>	<u>-129,994.21</u>
Net Ordinary Income	-22,132.20	-91,366.70	69,234.50
Other Income/Expense			
Other Income			
800 · Committee Divisions			
800.370 · TEconomy	-11,703.54	0.00	-11,703.54
800.350 · Heartland Forward	0.00	-2,500.00	2,500.00
800.900 · Business Recovery Fund	0.00	-360.00	360.00
800.101 · Education			
951.130 · Technology Summit	35,459.90	60,100.00	-24,640.10
951.160 · Tomorrows Leaders Today	4,536.57	-2,220.80	6,757.37
951.110 · Golden Apple	8,871.49	7,439.86	1,431.63
Total 800.101 · Education	<u>48,867.96</u>	<u>65,319.06</u>	<u>-16,451.10</u>
800.200 · Leadership Joplin	-5,589.21	1,019.69	-6,608.90
800.400 · Young Professionals Network	987.83	-890.73	1,878.56
Total 800 · Committee Divisions	<u>32,563.04</u>	<u>62,588.02</u>	<u>-30,024.98</u>
Total Other Income	<u>32,563.04</u>	<u>62,588.02</u>	<u>-30,024.98</u>
Net Other Income	<u>32,563.04</u>	<u>62,588.02</u>	<u>-30,024.98</u>
Net Income	<u><u>10,430.84</u></u>	<u><u>-28,778.68</u></u>	<u><u>39,209.52</u></u>

Statement of Operations-ATTC

April through December 2023

	Apr - Dec 23	Apr - Dec 22	\$ Change
Ordinary Income/Expense			
Income			
425 · Income - Miscellaneous	14,705.83	0.00	14,705.83
426 · Lease Income	149,273.26	158,389.88	-9,116.62
427 · Lease Utility Income	26,782.76	32,911.80	-6,129.04
Total Income	190,761.85	191,301.68	-539.83
Gross Profit	190,761.85	191,301.68	-539.83
Expense			
660 · Utilities Expense	67,810.24	79,536.17	-11,725.93
725 · Equipment Purchase	78.20	156.40	-78.20
611 · Administrative Fee	56,250.00	56,250.00	0.00
730 · Depreciation	288,502.11	288,502.11	0.00
720 · Equipment Maint	11,468.77	8,026.53	3,442.24
785 · Insurance Expense	44,944.27	30,915.66	14,028.61
790 · Miscellaneous Expense	500.00	2,270.00	-1,770.00
670 · Occupancy Expense	66,624.32	73,260.15	-6,635.83
750 · Professional Fees	5,054.00	0.00	5,054.00
Total Expense	541,231.91	538,917.02	2,314.89
Net Ordinary Income	-350,470.06	-347,615.34	-2,854.72
Net Income	-350,470.06	-347,615.34	-2,854.72

Statement of Operations-NIC

April through December 2023

	<u>Apr - Dec 23</u>	<u>Apr - Dec 22</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
411 · Grants	14,040.00	42,120.00	-28,080.00
425 · Income - Miscellaneous	14,705.83	0.00	14,705.83
426 · Lease Income	53,869.50	54,047.65	-178.15
Total Income	<u>82,615.33</u>	<u>96,167.65</u>	<u>-13,552.32</u>
Gross Profit	<u>82,615.33</u>	<u>96,167.65</u>	<u>-13,552.32</u>
Expense			
660 · Utilities Expense	20,020.21	21,827.00	-1,806.79
611 · Administrative Fee	56,250.00	56,250.00	0.00
730 · Depreciation	43,740.81	43,547.04	193.77
720 · Equipment Maint	4,043.65	4,615.39	-571.74
785 · Insurance Expense	12,676.60	8,854.20	3,822.40
645 · Marketing	0.00	575.00	-575.00
670 · Occupancy Expense	27,494.97	31,098.37	-3,603.40
Total Expense	<u>164,226.24</u>	<u>166,767.00</u>	<u>-2,540.76</u>
Net Ordinary Income	<u>-81,610.91</u>	<u>-70,599.35</u>	<u>-11,011.56</u>
Net Income	<u><u>-81,610.91</u></u>	<u><u>-70,599.35</u></u>	<u><u>-11,011.56</u></u>

Staff Reports November / December

Membership Summary Report November – December 2023

							TOTAL COUNT
2023	New Member Count	New Member \$	Drop Member Count	Drop Member \$	Net Count	Net \$	853
Apr	8	3,261.00	9	2,146.50	-1	1,114.50	852
May	6	1,940.00	0	0.00	6	1,940.00	858
Jun	8	2,717.00	8	2,797.50	0	(80.50)	858
Jul	10	4,176.00	17	\$6,697.50	-7	(2,521.50)	851
Aug	7	3,067.00	9	3,315.00	-2	(248.00)	849
Sep	15	6,587.50	16	7,575.00	-1	(987.50)	848
Oct	10	4, 195.00	6	2, 045.00	4	2, 150.00	852
Nov	13	5,305.00	7	3,730.00	6	1,575.00	858
Dec	6	2,592.50	5	2,485.00	1	107.50	859
Jan					0	-	
Feb					0	-	
Mar					0	-	
64 25,944 65 24,577 -1 1,367							

New Members November 2023

- More than Conquer Counseling & Coaching
- Pearl Enterprises, LLC
- Four T Investments DBA Commercial Glass and Metal
- Uncommon Orthodontics
- TRAIN Gym
- Joplin Striping
- Margie's Health Naturally
- The Recovery Outreach Community Center

- Elite Title Company
- C. Cox Auto Sales
- The Missourian Liquidator LLC
- TK Beyond Marketing
- Millwood Co. Roofing & Construction

New Members December 2023

- R.A.I.S.E. Community
- Eyemart Express
- We Are Warriors Apparel
- Neosho Glass
- Kidz Clubhouse Daycare & Learning Center LLC
- US Cellular

Dropped Members November 2023

- Elements Art Gallery and Studio
- Hometown Lenders, Inc.
- Les Jacobs Ford Sales
- NextGen Diagnostic Services
- Red Collar Pet Foods
- Craig Investments dba Roaring River Resort & RV Park
- Walga MTE

Dropped Members December 2023

- Ad Systems
- Avail Enclosure Systems
- Bolivar Insulation
- Morgan Coaching & Consulting, LLC
- State Farm Insurance – Andrew Parker Agency

Doug Hunt, Director of Entrepreneurship Incubator Activity & Programming

Joseph Newman Innovation Center (NIC):

- Current tenants = 15
 - Estimated # active jobs = 26
- Businesses launched in 2023 (aka new tenants to the NIC this year) = 7
- Graduated companies 10/1/22 to date: 2
 - # of Jobs created (from graduated companies 10/1/22 to date) = 20
- Current open private spaces only = 1
- Business consulting with KSS Cleaning, and Stellar Financial, LLC.

Advanced Training & Technology Center (ATTC):

- Regular business consulting with Happy Trees Table Company regarding their growth and expansion needs.

Programming:

- **1 Million Cups Joplin (1MC)** Union Station Deli at 7th & Illinois each Wednesday at 9:00am unless otherwise posted.
- **January e-Commerce Meetup** Was held 1/11/24, 10:30 a.m. at the MSSU School of Business and hosted by the SBDC. e-Commerce Meetup occurs monthly.

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

- The group will meet on 1/25/24 due to EXPO being on the regular meeting date.

Professional Development: Doug, Chamber Liaison

- YPN summit is scheduled for February 2024 to be held at the Cornell Complex to relaunch the mentor program, recruit new members into YPN, and kick off the new year.
- I have been asked to participate as one of the presenters at the YPN Summit.

Joplin Area Remote Workers Group:

- The NIC will continue to offer one free day pass for remote workers per month with the date being the last Friday of each month.

Stephanie McGrew
Director of Member Engagement

Networking Events**Previous Networking Events**

- JACC Holiday Open House was December 1 with 100 in attendance
- December Good Morning Joplin had 120 in attendance

Upcoming Networking Events

- Business EXPO is sold out with 100 booths
- Business EXPO After Hours is January 23 from 4:00 to 7:00 pm at the Downstream Pavilion
- Business EXPO is January 24 from 9:00 am to 12:00 for the business community and 12:00 to 4:00 pm for the public at the Downstream Pavilion

Programs

- Leadership Joplin begins January 18 with the welcome mixer. There are 32 in the class.
- Tomorrow's Leaders Today meets again on February 6 with the Leadership Development and Community Service Session

Erin Slifka
Director of Marketing & Communications

DECEMBER

Choose Joplin App

MONTH	TOTAL APP DOWNLOADS
DECEMBER	1,774

Top Member Pages	Open Listing	Phone Click	Map Click	Website Click
Neosho Glass	9	1	0	2
Joplin Elder Law	2	1	0	2
Countryside Self Storage	2	0	2	2

Top Home Screen Pages	Click
All Restaurants	29
Events	17
Home Cooking	12

Website: Joplincc.com

Active Users In December
3,165

Top Three Pages	Views
Event	1,346
Home Page	939
Member Directory	778

Website: Joplinbusinessoutlook.com

Active Users in December
1,930

Top Three Articles	Views
Joplin Area Chamber of Commerce Welcomes Leadership Joplin Class of 2024	526
Downtown Joplin Alliance December 2023 What's Up Downtown	155
Ozark Christian College Presents It's a Wonderful Life	75

We had a total of 55 posts in December with an average of 11 posts each week. In 2023 we received 73 more submissions verse 2022. March 2023 saw the most article submissions.

Weekly Update (Monday Memo)

Open Rate	December	YTD (December)
This Year	48%	48%
Last Year	25%	36%

Click Rate	December	YTD (December)
This Year	19%	12%
Last Year	11%	12%

Distribution	December
This Year	2339
Last Year	2468

NOVEMBER

Choose Joplin App

MONTH	TOTAL APP DOWNLOADS
NOVEMBER	1,749

Top Member Pages	Open Listing	Phone Click	Map Click	Website Click
Fat Bottomed Girls – Rollin	6	0	5	0
Keller Williams ELEVATE	2	2	1	2
Twin Hill Golf	3	1	1	2

Top Home Screen Pages	Click
All Restaurants	21
Home Services	9
Home Cooking	6

Website: Joplincc.com

Active Users In November
3,367

Top Three Pages	Views
Home Page	8,037
Event	1,684
Member Directory	849

Website: Joplinbusinessoutlook.com

Active Users in November
1,441

Top Three Articles	Views
Joplin Area Chamber of Commerce and Missouri Southern State University Announce Tomorrows Leaders Today Class of 2024	226
Downtown Joplin Alliance Announces 2023 Holiday Events	112
Canadian Pacific Kansas City Railroads Holiday Train To Stop In Joplin On November 28	42

We had a total of 59 posts in November with an average of 12 posts each week.

Weekly Update (Monday Memo)

Open Rate	November	YTD (November)
This Year	53%	48%
Last Year	40%	36%

Distribution	November
This Year	2329
Last Year	2342

President's Report

Travis Stephens

Capacity Building

- Welcomed 2 new employees
 - Amy Kauffman hired as Director of MOKAN - Jan 2
 - Lauren Ferguson hired as Director of Member Success - Jan 8
- Lisa Kelly's last day at the Chamber was Dec 8
 - Looking to replace this position in a part-time capacity
- Attended ACCE Peer Cities Conference in Kansas City - Nov 30
- Performed annual performance reviews of staff
- Chamber Foundation Board meeting to discuss next steps with ATTC - Jan 3
- Wrap up meeting with Tonya Sprenkle on Jan 4
 - Tonya had been doing work on a contract basis as she transitioned into retirement
 - She is no longer serving the Chamber under any capacity
- Received demo from Placer.AI - smart device tracking database
 - Powerful tool with many potential applications but with a price tag of \$40,000/yr
 - Exploring collaborative sharing with other nearby communities
- Lead team through exercise of identifying the organization's Core Values
 - Ultimate Team Players
 - Impactful
 - Honest, Open and of the Highest Integrity
 - Growth Mindset
 - Trusted Resource
 - Creative & Innovative
 - We will meet one more time in a few weeks to finalize and fine tune

Collaboration/Partnerships

- Attended DJA Board Retreat
- Attended JRAHH steering committee meeting to discuss TEconomy strategic plan
- Met with City staff leadership team for eco devo update (monthly meeting Dec 18) and City Manager for monthly touch base Jan 11
- Lunch meeting with Cornell Complex Board Chair Clifford Wert on Dec 19
- Met with Pittsburg Chamber CEO Blake Benson Dec 21 to discuss regional collaboration
- Met with Miami EDO CEO Shannon Duhon Jan 5 to discuss regional collaboration

Community Engagements

- Attended Historic Preservation Society town hall on neon signs
- Attended Sharity/Homeless Leadership Group meeting Jan 5
- Attended City Council meetings Dec 4, Dec 18 and Jan 16

Economic Development

- Assisted with Boots-on-the-Ground consultant visit in Neosho "Project Foghorn"
 - Asian poultry producer looking to purchase vacated industrial facility in Neosho
- Introduction meeting to Project Buffalo Dec 20
 - Have conducted 3 follow up meetings with local and state eco devo partner
- Closed 2nd round of contract work by Todd Ellis
 - Todd performed approximately 30 BRE visits during Nov/Dec
 - For round 1 he performed approximately 25 BRE visits in Sep/Oct
- Toured EaglePicher Seneca facility Jan 5