

# AGENDA

## JACC BOARD OF DIRECTORS MEETING



<b>Name:</b>	Joplin Area Chamber of Commerce
<b>Date:</b>	Monday, November 27, 2023
<b>Time:</b>	12:00 PM to 12:15 PM (CST)
<b>Location:</b>	Joplin Chamber, Liberty Room , 320 E 4th Street
<b>Board Members:</b>	Matt Stewart (Chair), Jordan Bolinger, Melodee Colbert-Kean, Kim Cox, Mattie Crossland, Chad Evans, R.Chad Greer, Steve Graddy, Lori Haun, Lance Hoopai, John Hunter, Betsy Kissel, Ben McNelly, Dustin Storm, Dr. Dean Van Galen, Ex-Offico Nick Edwards, Ex-Officio Tom Furrh, Ex-Officio Dr. Ken Heiles, Ex-Officio Dr. Brad Hodson, Ex-Officio Mayor Doug Lawson, Ex-Officio Dr. Kerry Sachetta, Ex-Officio Melissa Smith, Ex-Officio Daniel Swem
<b>Attendees:</b>	Debby Chaligoj, Jesse Grace, Doug Hunt, Executive Assistant Lisa Kelly , Stephanie McGrew, Reggie Powers, Erin Slifka, Travis Stephens
<b>Apologies:</b>	Tonya Sprenkle, Jeremy Drinkwitz, Howie Nunnelly, Katrina Richards, Ex-Officio John Bartosh, 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 September Minutes 12:05 PM (5 min)

Matt Stewart

Approval of September Minutes

Supporting Documents:

1.2.a Minutes : JACC Board of Directors & Ex-Officio Meeting - 25 Sep 2023

#### 1.3 Approval of September and October Financials 12:10 PM (5 min)

Travis Stephens

Approval of September Financial Report

Supporting Documents:

1.3.a 3 Financial Board Packet Sept 2023.pdf

1.3.b 3 October Financials 2023.pdf

### 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.

Supporting Documents:

2.1.a	Community Leadership October.docx
2.1.b	Improve Livability October 23 2023.docx
2.1.c	JACC Serve Business Oct 2023 Mtg Minutes.docx
2.1.d	Talent and Industry Meeting Minutes 10.23.docx

## **2.2 Chamber event/programs audit**

Travis Stephens

## **2.3 Nomination of future board members**

Travis Stephens

## **2.4 Replacement of Director of Member Services**

## **3. Staff Reporting**

### **3.1 Staff Reports-No verbal reports**

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

### **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

# MINUTES (in Review)

## JACC BOARD OF DIRECTORS & EX-OFFICIO MEETING



<b>Name:</b>	Joplin Area Chamber of Commerce
<b>Date:</b>	Monday, September 25, 2023
<b>Time:</b>	12:00 PM to 1:30 PM (CDT)
<b>Location:</b>	Joplin Chamber, Liberty Room , 320 E 4th Street
<b>Board Members:</b>	Matt Stewart (Chair), Jordan Bolinger, Melodee Colbert-Kean, Kim Cox, Mattie Crossland, Chad Evans, Steve Graddy, R.Chad Greer, Lori Haun, Lance Hoopai, John Hunter, Betsy Kissel, Ben McNelly, Howie Nunnally, Dustin Storm, Dr. Dean Van Galen, Ex-Offico Nick Edwards, Ex-Officio Tom Furrh, Ex-Officio Dr. Ken Heiles, Ex-Officio Dr. Brad Hodson, Ex-Officio Mayor Doug Lawson, Ex-Officio Dr. Kerry Sachetta, Ex-Officio Melissa Smith, Ex-Officio Daniel Swem
<b>Attendees:</b>	Debby Chaligoj, Doug Hunt, Jesse Grace, Executive Assistant Lisa Kelly , Reggie Powers, Erin Slifka, Travis Stephens
<b>Apologies:</b>	Jeremy Drinkwitz, Katrina Richards, Ex-Officio John Bartosh, Ex-Officio Jim Dalrymple, Stephanie McGrew, Tonya Sprenkle

### 1. JACC Board of Directors Agenda

#### 1.1 Call To Order: Welcome

#### 1.2 Approval of July Minutes

**JACC Board of Directors Meeting Jul 24, 2023**, the minutes were confirmed as presented.



#### Motion to approve the July Minutes as presented.

Matt Stewart asked for a motion to approve the July Minutes as presented.

**Due Date:** Sep 24, 2023

**Owner:** Matt Stewart



#### July Minutes Approved

Steve Graddy moved to approve the July Minutes as presented and seconded by Betsy Kissel. Motion

**Decision Date:** Sep 25, 2023

**Mover:** Steve Graddy

**Second:** Betsy Kissel

**Outcome:** Approved

#### 1.3 Approval of July Financials



#### Motion To Approve The July Financials

Matt Stewart asked for a motion to approve the July financials as presented.

**Due Date:** Sep 24, 2023  
**Owner:** Matt Stewart



### **Approval of July Financials**

Dr. Dean Van Galen moved to approve the July financials as presented and seconded by Ben McNelly. Motion passed.

**Decision Date:** Sep 25, 2023  
**Mover:** Dr. Dean Van Galen  
**Seconder:** Ben McNelly  
**Outcome:** Approved



### **Motion To Approve The August Financials.**

Matt Stewart asked for a motion to approve the August financials as presented.

**Due Date:** Sep 24, 2023  
**Owner:** Matt Stewart



### **Approval of August financials**

Chad Evans moved to approve the August financials as presented and seconded by John Hunter. Motion passed.

**Decision Date:** Sep 25, 2023  
**Mover:** Chad Evans  
**Seconder:** John Hunter  
**Outcome:** Approved

## **2. New Business**

### **2.1 Strategic Plan Committee Reports**

### **2.2 Travel Opportunity-On hold until after the first of the year.**

## **3. Staff Reporting**

### **3.1 Staff Reports-No verbal reports**

## **4. Board Member Updates**

### **4.1 Ex-Officio Updates - Optional**

### **4.2 Board Member Updates**

## **5. Adjourn to Executive Session**

### **5.1 Adjourn Meeting**

**Next meeting:** JACC Board of Directors Meeting - Nov 27, 2023, 12:00 PM

**Signature:**\_\_\_\_\_

**Date:**\_\_\_\_\_

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

	FY 23-24	FY 22-23	FY 21-22	3 yr Average
<b>Chamber:</b>				
* Cash Position:	\$ 292,493	\$ 285,157	\$ 226,337	\$ 267,996
* Accounts Receivable:	\$ 8,491	\$ 11,153	\$ 9,214	\$ 9,619
* Deferred Income Current Fiscal Year:	\$ 169,997	\$ 179,535	\$ 171,939	\$ 173,824
* Deferred Income Next Fiscal Year:	\$ 30,993	\$ 27,836	\$ 33,014	\$ 30,614
* Membership Dues YTD Income:	\$ 199,962	\$ 199,195	\$ 182,143	\$ 193,767
* Net Income YTD:	\$ 86,807	\$ (4,400)	\$ 73,169	\$ 51,859
* Net Income Before Depreciation YTD:	\$ 76,058	\$ 8,918	\$ 86,525	\$ 57,167
<b>Foundation / Innovation Center:</b>				
* Cash Position Foundation:	\$ 22,895	\$ (35,568)	\$ 12,435	\$ (79)
* Cash Position Innovation Center:	\$ 27,402	\$ 48,340	\$ 95,486	\$ 57,076
* Accounts Receivable:	\$ 17,939	\$ 14,709	\$ 5,342	\$ 12,663
* Accounts Receivable: Crowder	\$ 23,000	\$ 23,000	\$ 23,000	\$ 23,000
* Deferred Income Current Fiscal Year:	\$ 2,299	\$ 24,278	\$ 8,379	\$ 11,652
* Deferred Income Next Fiscal Year:	\$ -	\$ -	\$ -	\$ -
* Net Income YTD:	\$ (501,422)	\$ (319,085)	\$ (236,259)	\$ (352,255)
* Net Income Before Depreciation YTD:	\$ (58,625)	\$ (97,784)	\$ (14,743)	\$ (57,051)
<b>Economic Development:</b>				
<b>(for City's Fiscal Year ending October 31, 2022)</b>				
	Annual Budget	Budget Remaining		
Local Budget:	\$ 200,000	\$ 44,490		
Regional Budget:	\$ 52,000	\$ 245		
Due from City:	\$ 39,808			
Due to Chamber: (ED charges paid by Chamber)	\$ 20,112			
Due to MOKAN: (ED charges paid by MOKAN)	\$ 4,610			

# Cash Flow Comparison

October - September

## Chamber Cash



## Foundation Cash



**ACCOUNTS RECEIVABLE SUMMARY****September 2023**

	Sep-23	Aug-23	Jul-23	Jun-23	May-23	Total
<b>Chamber</b>						
Banquet Attendees	-	-	-	-	70.00	70.00
Business After Hours	200.00	200.00	200.00	200.00	400.00	1,200.00
Eggs & Issues Attendee	-	-	-	-	64.00	64.00
EXPO Booths	-	-	-	-	475.00	475.00
Golf - Marshmallow/Lawn Dart Games	785.00	-	-	-	-	785.00
Good Morning Joplin Attendees	42.00	-	-	42.00	56.00	140.00
JOMO Jubilee	-	1,040.00	2,080.00	-	-	3,120.00
Lunch & Learn	-	99.49	101.84	-	-	201.33
Member to Member Emails	-	-	-	-	300.00	300.00
Board Retreat	-	-	-	-	253.17	253.17
Foundation Reimb to Chamber	1,882.45	-	-	-	-	1,882.45
Total Chamber AR	2,909.45	1,339.49	2,381.84	242.00	1,618.17	8,490.95
<b>Foundation</b>						
Crowder	11,500.00	11,500.00	-	-	-	23,000.00
ATTC Kitchen	2,519.00	1,112.00	630.00	-	-	4,261.00
ATTC Rent	2,000.00	-	-	-	-	2,000.00
ATTC Utilities	8,790.02	-	-	-	-	8,790.02
LJ Class	-	-	-	-	800.00	800.00
IC Rent	667.50	517.50	267.50	267.50	267.50	1,987.50
Total Foundation AR	25,476.52	13,129.50	897.50	267.50	1,067.50	40,838.52



**Joplin Area Chamber of Commerce**

**Balance Sheet**

As of September 30, 2023

	<u>Sep 30, 23</u>	<u>Sep 30, 22</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
Checking/Savings			
011 · US Bank - Checking	292,493.37	285,156.67	7,336.70
Total Checking/Savings	<u>292,493.37</u>	<u>285,156.67</u>	<u>7,336.70</u>
Accounts Receivable			
012 · Accounts Receivable	8,490.95	11,153.03	-2,662.08
Total Accounts Receivable	<u>8,490.95</u>	<u>11,153.03</u>	<u>-2,662.08</u>
Other Current Assets			
010 · Petty Cash	220.00	250.00	-30.00
014 · Due From (To) Staff	0.00	-271.59	271.59
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	50,000.00	2,267.14	47,732.86
022 · Due From (To) ED	20,112.09	11,001.42	9,110.67
023 · Due From (To) MOKAN	10.45	0.00	10.45
024 · Due From (To) JIDA	0.00	66.75	-66.75
025 · Due From (To) JCIDA	0.00	87.15	-87.15
026 · Due From (To) MOCAP	10.45	0.00	10.45
028 · Due From (To) One Joplin	10.45	11.25	-0.80
020 · Due From (To) Other Funds - Other	10.45	250.00	-239.55
Total 020 · Due From (To) Other Funds	<u>70,153.89</u>	<u>13,683.71</u>	<u>56,470.18</u>
030 · Deposit - Bulk Mail	549.59	4,205.08	-3,655.49
031 · Prepaid Expenses	0.00	486.64	-486.64
032 · Prepaid Insurance	4,856.06	8,522.36	-3,666.30
Total Other Current Assets	<u>75,779.54</u>	<u>26,876.20</u>	<u>48,903.34</u>
Total Current Assets	<u>376,763.86</u>	<u>323,185.90</u>	<u>53,577.96</u>
<b>Fixed Assets</b>			
152.000 · Furniture & Equipment	23,314.49	22,111.95	1,202.54
154.000 · Interior	0.00	2,568.77	-2,568.77
156.000 · 320 East 4th - Building	154,046.56	167,206.12	-13,159.56
158.000 · Grounds	4,127.40	5,011.80	-884.40
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>258,051.01</u>	<u>273,461.20</u>	<u>-15,410.19</u>
<b>TOTAL ASSETS</b>	<u><u>634,814.87</u></u>	<u><u>596,647.10</u></u>	<u><u>38,167.77</u></u>

**Joplin Area Chamber of Commerce**

**Balance Sheet**

As of September 30, 2023

	<u>Sep 30, 23</u>	<u>Sep 30, 22</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
200.000 · Accounts Payable	3,620.80	8,119.53	-4,498.73
<b>Total Accounts Payable</b>	<u>3,620.80</u>	<u>8,119.53</u>	<u>-4,498.73</u>
<b>Credit Cards</b>			
200.100 · US Bank - Credit Card	4,536.35	6,348.52	-1,812.17
<b>Total Credit Cards</b>	<u>4,536.35</u>	<u>6,348.52</u>	<u>-1,812.17</u>
<b>Other Current Liabilities</b>			
208.000 · Deferred Income - Renewal Dues	162,358.39	155,571.53	6,786.86
217.000 · Deferred Income-Other			
217.160 · Deferred Income - Econ Growth	1,907.50	2,000.00	-92.50
217.180 · Deferred Income - EXPO	32,310.00	33,735.00	-1,425.00
217.320 · Deferred Income - GMJ	1,296.00	2,090.00	-794.00
217.330 · Deferred Income - Morning Brew	1,000.00	2,400.00	-1,400.00
217.340 · Deferred Income - BAH	0.00	1,000.00	-1,000.00
217.370 · Deferred Income - Lunch & Learn	100.00	0.00	100.00
217.460 · Deferred Income - M2M Emails	800.00	800.00	0.00
217.470 · Deferred Income - Mmbr Table	0.00	200.00	-200.00
270.325 · Deferred Income - Adv Mfg Expo	0.00	7,950.00	-7,950.00
217.000 · Deferred Income-Other - Other	1,188.00	1,625.00	-437.00
<b>Total 217.000 · Deferred Income-Other</b>	<u>38,601.50</u>	<u>51,800.00</u>	<u>-13,198.50</u>
<b>Total Other Current Liabilities</b>	<u>200,959.89</u>	<u>207,371.53</u>	<u>-6,411.64</u>
<b>Total Current Liabilities</b>	<u>209,117.04</u>	<u>221,839.58</u>	<u>-12,722.54</u>
<b>Total Liabilities</b>	<u>209,117.04</u>	<u>221,839.58</u>	<u>-12,722.54</u>
<b>Equity</b>			
32000 · Unrestricted Net Assets	338,891.00	379,208.00	-40,317.00
Net Income	86,806.83	-4,400.48	91,207.31
<b>Total Equity</b>	<u>425,697.83</u>	<u>374,807.52</u>	<u>50,890.31</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>634,814.87</b></u>	<u><b>596,647.10</b></u>	<u><b>38,167.77</b></u>

**Joplin Area Chamber of Commerce**

**Statement of Operations**

April through September 2023

	<b>Apr - Sep 23</b>	<b>Apr - Sep 22</b>	<b>\$ Change</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>
<b>Ordinary Income/Expense</b>						
Income						
410.000 · Member Dues	199,961.82	199,195.35	766.47	222,020.52	-22,058.70	90.07%
420.000 · Income from Affiliate Companies	157,450.02	266,116.06	-108,666.04	157,999.98	-549.96	99.65%
430.000 · Income - Economic Development	49,500.00	49,500.00	0.00	49,500.00	0.00	100.0%
440.000 · Income-Marketing	500.00	5,120.41	-4,620.41	15,000.00	-14,500.00	3.33%
490.000 · Income - Miscellaneous	178,938.64	34,521.60	144,417.04	9,000.00	169,938.64	1,988.21%
<b>Total Income</b>	<b>586,350.48</b>	<b>554,453.42</b>	<b>31,897.06</b>	<b>453,520.50</b>	<b>132,829.98</b>	<b>129.29%</b>
<b>Gross Profit</b>	<b>586,350.48</b>	<b>554,453.42</b>	<b>31,897.06</b>	<b>453,520.50</b>	<b>132,829.98</b>	<b>129.29%</b>
Expense						
600.000 · Staff Compensation	409,584.40	497,342.09	-87,757.69	414,357.00	-4,772.60	98.85%
600.200 · Staff Development	29,389.79	14,826.33	14,563.46	17,500.02	11,889.77	167.94%
600.900 · Other Staff Expenses	1,495.23	1,157.57	337.66	1,125.00	370.23	132.91%
620.000 · Utilities Expense	9,204.58	10,374.36	-1,169.78	6,070.02	3,134.56	151.64%
630.00 · Maintenance Expenses	32,268.18	35,380.38	-3,112.20	31,000.98	1,267.20	104.09%
640.000 · Marketing	8,078.50	9,155.77	-1,077.27	10,500.00	-2,421.50	76.94%
650.000 · Operating Expenses	28,738.19	30,154.85	-1,416.66	26,230.50	2,507.69	109.56%
680.000 · Depreciation	10,749.18	13,318.02	-2,568.84	10,749.00	0.18	100.0%
690.000 · Other Expenses	20,959.76	1,580.40	19,379.36	2,100.00	18,859.76	998.08%
<b>Total Expense</b>	<b>550,467.81</b>	<b>613,289.77</b>	<b>-62,821.96</b>	<b>519,632.52</b>	<b>30,835.29</b>	<b>105.93%</b>
<b>Net Ordinary Income</b>	<b>35,882.67</b>	<b>-58,836.35</b>	<b>94,719.02</b>	<b>-66,112.02</b>	<b>101,994.69</b>	<b>-54.28%</b>
<b>Other Income/Expense</b>						
Other Income						
800.000 · Program Income						
800.100 · Economic Development	5,157.32	544.40	4,612.92	2,500.02	2,657.30	206.29%
800.300 · Governance	-2,318.18	-909.85	-1,408.33	-499.98	-2,818.20	663.66%
800.400 · Member Services	-833.63	2,918.41	-3,752.04	7,111.98	-7,945.61	-11.72%
800.500 · Chamber Events						
900.215 · Expo	0.00	-750.00	750.00	0.00	0.00	0.0%
900.510 · Annual Banquet	12,704.62	19,256.95	-6,552.33	18,782.00	-6,077.38	67.64%
900.515 · Good Morning Joplin	781.20	1,986.43	-1,205.23	3,750.00	-1,968.80	47.5%
900.520 · Morning Brew	6,633.11	4,902.32	1,730.79	6,174.54	458.57	107.43%
900.525 · Business After Hours	7,333.15	8,602.32	-1,269.17	6,174.54	1,158.61	118.76%
900.530 · Golf Tournament	22,184.07	23,275.46	-1,091.39	26,000.00	-3,815.93	85.32%
<b>Total 800.500 · Chamber Events</b>	<b>49,636.15</b>	<b>57,273.48</b>	<b>-7,637.33</b>	<b>60,881.08</b>	<b>-10,244.93</b>	<b>83.17%</b>
800.800 · Chamber Work Groups	-717.50	-5,390.57	4,673.07	0.00	-717.50	100.0%
<b>Total 800.000 · Program Income</b>	<b>50,924.16</b>	<b>54,435.87</b>	<b>-3,511.71</b>	<b>69,993.10</b>	<b>-19,068.94</b>	<b>72.76%</b>
<b>Total Other Income</b>	<b>50,924.16</b>	<b>54,435.87</b>	<b>-3,511.71</b>	<b>69,993.10</b>	<b>-19,068.94</b>	<b>72.76%</b>
<b>Net Other Income</b>	<b>50,924.16</b>	<b>54,435.87</b>	<b>-3,511.71</b>	<b>69,993.10</b>	<b>-19,068.94</b>	<b>72.76%</b>
<b>Net Income</b>	<b>86,806.83</b>	<b>-4,400.48</b>	<b>91,207.31</b>	<b>3,881.08</b>	<b>82,925.75</b>	<b>2,236.67%</b>

# Joplin Area Chamber of Commerce Economic Development Fund

## Balance Sheet

As of September 30, 2023

	<u>Sep 30, 23</u>	<u>Sep 30, 22</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
Checking/Savings			
US Bank-Checking/Sweep Acct	3,045.62	14,437.59	-11,391.97
<b>Total Checking/Savings</b>	<u>3,045.62</u>	<u>14,437.59</u>	<u>-11,391.97</u>
Other Current Assets			
Due From (To) City	39,807.93	17,448.27	22,359.66
Due From (To) Other Funds			
Due From (To) Chamber	-20,112.09	-11,001.42	-9,110.67
Due From (To) MOKAN	-4,610.02	-2,118.19	-2,491.83
Due From (To) Other Funds - Other	0.00	-265.69	265.69
<b>Total Due From (To) Other Funds</b>	<u>-24,722.11</u>	<u>-13,385.30</u>	<u>-11,336.81</u>
<b>Total Other Current Assets</b>	<u>15,085.82</u>	<u>4,062.97</u>	<u>11,022.85</u>
<b>Total Current Assets</b>	<u>18,131.44</u>	<u>18,500.56</u>	<u>-369.12</u>
<b>Fixed Assets</b>			
Furniture and Equipment	439.11	5,709.15	-5,270.04
<b>Total Fixed Assets</b>	<u>439.11</u>	<u>5,709.15</u>	<u>-5,270.04</u>
<b>TOTAL ASSETS</b>	<u><b>18,570.55</b></u>	<u><b>24,209.71</b></u>	<u><b>-5,639.16</b></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable			
*Accounts Payable	12,525.00	1,500.00	11,025.00
<b>Total Accounts Payable</b>	<u>12,525.00</u>	<u>1,500.00</u>	<u>11,025.00</u>
<b>Total Current Liabilities</b>	<u>12,525.00</u>	<u>1,500.00</u>	<u>11,025.00</u>
<b>Total Liabilities</b>	<u>12,525.00</u>	<u>1,500.00</u>	<u>11,025.00</u>
<b>Equity</b>			
Retained Earnings	23,856.54	18,049.27	5,807.27
Net Income	-17,810.99	4,660.44	-22,471.43
<b>Total Equity</b>	<u>6,045.55</u>	<u>22,709.71</u>	<u>-16,664.16</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>18,570.55</b></u>	<u><b>24,209.71</b></u>	<u><b>-5,639.16</b></u>

# Joplin Area Chamber of Commerce Economic Development Fund

## Statement of Operations

November 2022 through September 2023

	Nov '22 - Sep 23	Nov '21 - Sep 22	\$ Change	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
Income-Funds from City	215,228.20	234,177.60	(18,949.40)	252,000.00	-36,771.80	85.41%
<b>Total Income</b>	<u>215,228.20</u>	<u>234,177.60</u>	<u>(18,949.40)</u>	<u>252,000.00</u>	<u>-36,771.80</u>	<u>85.41%</u>
<b>Expense</b>						
Administrative Expenses	21,762.20	24,230.47	(2,468.27)	24,000.00	-2,237.80	90.68%
Business Attraction/Retention	38,669.94	11,415.36	27,254.58	64,000.00	-25,330.06	60.42%
Depreciation	4,830.87	4,830.75	0.12	0.00	0.00	0.0%
Marketing & Promotions	42,455.67	48,346.14	(5,890.47)	30,000.00	12,455.67	141.52%
Memberships	3,750.00	13,104.50	(9,354.50)	13,000.00	-9,250.00	28.85%
Professional Development	15,977.45	11,040.43	4,937.02	7,500.00	8,477.45	213.03%
Salaries	90,750.00	90,750.00		99,000.00	-8,250.00	91.67%
Workforce Development	14,843.06	25,799.51	(10,956.45)	14,500.00	343.06	102.37%
<b>Total Expense</b>	<u>233,039.19</u>	<u>229,517.16</u>	<u>3,522.03</u>	<u>252,000.00</u>	<u>-23,791.68</u>	<u>90.56%</u>
<b>Net Ordinary Income</b>	<u>(17,810.99)</u>	<u>4,660.44</u>	<u>(22,471.43)</u>	<u>0.00</u>	<u>-12,980.12</u>	<u>100.0%</u>
<b>Net Income</b>	<u>(17,810.99)</u>	<u>4,660.44</u>	<u>(22,471.43)</u>	<u>0.00</u>	<u>-12,980.12</u>	<u>100.0%</u>

**Joplin Area Chamber of Commerce Foundation**

**Balance Sheet**

As of September 30, 2023

	<u>Sep 30, 23</u>	<u>Sep 30, 22</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
011 · US Bank Checking	41,149.68	3,445.63	37,704.05
013 · US Bank - Money Market	9,148.24	9,326.02	-177.78
<b>Total Checking/Savings</b>	<u>50,297.92</u>	<u>12,771.65</u>	<u>37,526.27</u>
<b>Accounts Receivable</b>			
012 · Accounts Receivable	40,938.52	37,709.38	3,229.14
<b>Total Accounts Receivable</b>	<u>40,938.52</u>	<u>37,709.38</u>	<u>3,229.14</u>
<b>Other Current Assets</b>			
032 · Prepaid Insurance	17,142.50	4,534.42	12,608.08
020 · Due From (To) Other Funds	0.00	-2,001.45	2,001.45
031 · Prepaid Expenses	0.00	4,844.57	-4,844.57
<b>Total Other Current Assets</b>	<u>17,142.50</u>	<u>7,377.54</u>	<u>9,764.96</u>
<b>Total Current Assets</b>	<u>108,378.94</u>	<u>57,858.57</u>	<u>50,520.37</u>
<b>Fixed Assets</b>			
170 · Advanced Training & Tech Ctr	1,652,250.35	1,703,033.75	-50,783.40
179 · ATTC Building Improvements	1,490,142.35	1,533,998.39	-43,856.04
177 · ATTC Equipment	227,293.26	500,044.86	-272,751.60
175 · ATTC Furniture & Fixtures	14,398.73	31,677.17	-17,278.44
150 · Foundation Furniture & Fixtures	0.00	0.00	0.00
166 · IC Leasehold Improvements	29,742.19	37,825.39	-8,083.20
152 · Innovation Center F & F	7,186.97	9,136.73	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,092,903.13	1,141,191.25	-48,288.12
<b>Total Fixed Assets</b>	<u>4,575,861.47</u>	<u>5,018,852.03</u>	<u>-442,990.56</u>
<b>TOTAL ASSETS</b>	<u><b>4,684,240.41</b></u>	<u><b>5,076,710.60</b></u>	<u><b>-392,470.19</b></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
200.000 · Accounts Payable	15,404.06	26,313.83	-10,909.77
<b>Total Accounts Payable</b>	<u>15,404.06</u>	<u>26,313.83</u>	<u>-10,909.77</u>
<b>Credit Cards</b>			
200.100 · US Bank Credit Card	2,393.68	921.29	1,472.39
<b>Total Credit Cards</b>	<u>2,393.68</u>	<u>921.29</u>	<u>1,472.39</u>
<b>Other Current Liabilities</b>			
204.000 · Due to Chamber	50,000.00	0.00	50,000.00
217.000 · Deferred Income	2,299.00	24,277.50	-21,978.50
208.000 · Deposits Held	10,300.00	11,450.00	-1,150.00
<b>Total Other Current Liabilities</b>	<u>62,599.00</u>	<u>35,727.50</u>	<u>26,871.50</u>
<b>Total Current Liabilities</b>	<u>80,396.74</u>	<u>62,962.62</u>	<u>17,434.12</u>
<b>Total Liabilities</b>	<u>80,396.74</u>	<u>62,962.62</u>	<u>17,434.12</u>
<b>Equity</b>			
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	-227,567.44	-319,085.02	91,517.58
<b>Total Equity</b>	<u>4,603,843.67</u>	<u>5,013,747.98</u>	<u>-409,904.31</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>4,684,240.41</b></u>	<u><b>5,076,710.60</b></u>	<u><b>-392,470.19</b></u>

**Joplin Area Chamber of Commerce Foundation**

**Statement of Operations-Consolidated**

April through September 2023

	<u>Apr - Sep 23</u>	<u>Apr - Sep 22</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
415 · MOBEC Grant Matching Funds	0.00	32,000.00	-32,000.00
401 · Contributions	6,265.00	8,460.00	-2,195.00
411 · Grants	23,040.00	51,309.64	-28,269.64
422 · Income - Interest	1.80	0.42	1.38
425 · Income - Miscellaneous	64,215.54	0.00	64,215.54
426 · Lease Income	132,245.51	137,387.51	-5,142.00
427 · Lease Utility Income	21,972.47	20,489.20	1,483.27
<b>Total Income</b>	<u>247,740.32</u>	<u>249,646.77</u>	<u>-1,906.45</u>
<b>Gross Profit</b>	247,740.32	249,646.77	-1,906.45
<b>Expense</b>			
660 · Utilities Expense	61,866.07	67,091.65	-5,225.58
760 · Grant Disbursement	14,391.61	53,660.77	-39,269.16
725 · Equipment Purchase	0.00	78.20	-78.20
890 · Uncategorized Expense	58.00	0.00	58.00
611 · Administrative Fee	102,000.00	75,000.00	27,000.00
787 · Bank Fees	91.00	115.00	-24.00
730 · Depreciation	221,495.28	221,301.51	193.77
720 · Equipment Maint	11,187.15	6,589.59	4,597.56
785 · Insurance Expense	27,206.76	26,166.48	1,040.28
790 · Miscellaneous Expense	14,903.90	2,344.67	12,559.23
670 · Occupancy Expense	68,335.09	72,585.69	-4,250.60
750 · Professional Fees	5,150.00	10,567.50	-5,417.50
610 · Program Service Fee	0.00	27,000.00	-27,000.00
<b>Total Expense</b>	<u>526,684.86</u>	<u>562,501.06</u>	<u>-35,816.20</u>
<b>Net Ordinary Income</b>	-278,944.54	-312,854.29	33,909.75
<b>Other Income/Expense</b>			
<b>Other Income</b>			
800 · Committee Divisions			
800.370 · TEconomy	44,456.46	0.00	44,456.46
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	-3,212.42	0.00	-3,212.42
951.160 · Tomorrows Leaders Today	4,839.00	-1,276.28	6,115.28
951.110 · Golden Apple	8,871.49	7,439.86	1,431.63
<b>Total 800.101 · Education</b>	<u>10,498.07</u>	<u>6,163.58</u>	<u>4,334.49</u>
800.200 · Leadership Joplin	-5,391.21	-8,716.62	3,325.41
800.400 · Young Professionals Network	1,813.78	-817.69	2,631.47
<b>Total 800 · Committee Divisions</b>	<u>51,377.10</u>	<u>-6,230.73</u>	<u>57,607.83</u>
<b>Total Other Income</b>	<u>51,377.10</u>	<u>-6,230.73</u>	<u>57,607.83</u>
<b>Net Other Income</b>	51,377.10	-6,230.73	57,607.83
<b>Net Income</b>	<u><u>-227,567.44</u></u>	<u><u>-319,085.02</u></u>	<u><u>91,517.58</u></u>

**Joplin Area Chamber of Commerce Foundation**

**Statement of Operations**

April through September 2023

	<u>Apr - Sep 23</u>	<u>Apr - Sep 22</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
415 · MOBEC Grant Matching Funds	0.00	32,000.00	-32,000.00
401 · Contributions	6,265.00	8,460.00	-2,195.00
411 · Grants	9,000.00	37,269.64	-28,269.64
422 · Income - Interest	1.80	0.42	1.38
425 · Income - Miscellaneous	34,803.88	0.00	34,803.88
<b>Total Income</b>	<u>50,070.68</u>	<u>77,730.06</u>	<u>-27,659.38</u>
<b>Gross Profit</b>	<u>50,070.68</u>	<u>77,730.06</u>	<u>-27,659.38</u>
<b>Expense</b>			
760 · Grant Disbursement	14,391.61	53,660.77	-39,269.16
890 · Uncategorized Expense	58.00	0.00	58.00
611 · Administrative Fee	27,000.00	0.00	27,000.00
787 · Bank Fees	91.00	115.00	-24.00
720 · Equipment Maint	0.00	694.80	-694.80
790 · Miscellaneous Expense	14,403.90	74.67	14,329.23
750 · Professional Fees	4,830.00	10,567.50	-5,737.50
610 · Program Service Fee	0.00	27,000.00	-27,000.00
<b>Total Expense</b>	<u>60,774.51</u>	<u>92,112.74</u>	<u>-31,338.23</u>
<b>Net Ordinary Income</b>	<u>-10,703.83</u>	<u>-14,382.68</u>	<u>3,678.85</u>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
800 · Committee Divisions			
800.370 · TEconomy	44,456.46	0.00	44,456.46
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	-3,212.42	0.00	-3,212.42
951.160 · Tomorrows Leaders Today	4,839.00	-1,276.28	6,115.28
951.110 · Golden Apple	8,871.49	7,439.86	1,431.63
<b>Total 800.101 · Education</b>	<u>10,498.07</u>	<u>6,163.58</u>	<u>4,334.49</u>
800.200 · Leadership Joplin	-5,391.21	-8,716.62	3,325.41
800.400 · Young Professionals Network	1,813.78	-817.69	2,631.47
<b>Total 800 · Committee Divisions</b>	<u>51,377.10</u>	<u>-6,230.73</u>	<u>57,607.83</u>
<b>Total Other Income</b>	<u>51,377.10</u>	<u>-6,230.73</u>	<u>57,607.83</u>
<b>Net Other Income</b>	<u>51,377.10</u>	<u>-6,230.73</u>	<u>57,607.83</u>
<b>Net Income</b>	<u><u>40,673.27</u></u>	<u><u>-20,613.41</u></u>	<u><u>61,286.68</u></u>



**Joplin Area Chamber of Commerce Foundation**

**Statement of Operations-ATTC**

April through September 2023

	<u>Apr - Sep 23</u>	<u>Apr - Sep 22</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
425 • Income - Miscellaneous	14,705.83	0.00	14,705.83
426 • Lease Income	97,266.01	99,706.50	-2,440.49
427 • Lease Utility Income	21,972.47	20,489.20	1,483.27
<b>Total Income</b>	<u>133,944.31</u>	<u>120,195.70</u>	<u>13,748.61</u>
<b>Gross Profit</b>	<u>133,944.31</u>	<u>120,195.70</u>	<u>13,748.61</u>
<b>Expense</b>			
660 • Utilities Expense	49,721.39	52,792.28	-3,070.89
725 • Equipment Purchase	0.00	78.20	-78.20
611 • Administrative Fee	37,500.00	37,500.00	0.00
730 • Depreciation	192,334.74	192,334.74	0.00
720 • Equipment Maint	8,333.50	3,487.28	4,846.22
785 • Insurance Expense	21,221.28	20,305.02	916.26
790 • Miscellaneous Expense	500.00	2,270.00	-1,770.00
670 • Occupancy Expense	48,381.24	50,816.71	-2,435.47
750 • Professional Fees	320.00	0.00	320.00
<b>Total Expense</b>	<u>358,312.15</u>	<u>359,584.23</u>	<u>-1,272.08</u>
<b>Net Ordinary Income</b>	<u>-224,367.84</u>	<u>-239,388.53</u>	<u>15,020.69</u>
<b>Net Income</b>	<u><u>-224,367.84</u></u>	<u><u>-239,388.53</u></u>	<u><u>15,020.69</u></u>

**Joplin Area Chamber of Commerce Foundation**

**Statement of Operations-NIC**

April through September 2023

	<u>Apr - Sep 23</u>	<u>Apr - Sep 22</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>411 • Grants</b>	14,040.00	14,040.00	0.00
<b>425 • Income - Miscellaneous</b>	14,705.83	0.00	14,705.83
<b>426 • Lease Income</b>	34,979.50	37,681.01	-2,701.51
<b>Total Income</b>	<u>63,725.33</u>	<u>51,721.01</u>	<u>12,004.32</u>
<b>Gross Profit</b>	63,725.33	51,721.01	12,004.32
<b>Expense</b>			
<b>660 • Utilities Expense</b>	12,144.68	14,299.37	-2,154.69
<b>611 • Administrative Fee</b>	37,500.00	37,500.00	0.00
<b>730 • Depreciation</b>	29,160.54	28,966.77	193.77
<b>720 • Equipment Maint</b>	2,853.65	2,407.51	446.14
<b>785 • Insurance Expense</b>	5,985.48	5,861.46	124.02
<b>670 • Occupancy Expense</b>	19,953.85	21,768.98	-1,815.13
<b>Total Expense</b>	<u>107,598.20</u>	<u>110,804.09</u>	<u>-3,205.89</u>
<b>Net Ordinary Income</b>	<u>-43,872.87</u>	<u>-59,083.08</u>	<u>15,210.21</u>
<b>Net Income</b>	<u><u>-43,872.87</u></u>	<u><u>-59,083.08</u></u>	<u><u>15,210.21</u></u>

**Joplin Area Chamber of Commerce**

**Finance Executive Summary**

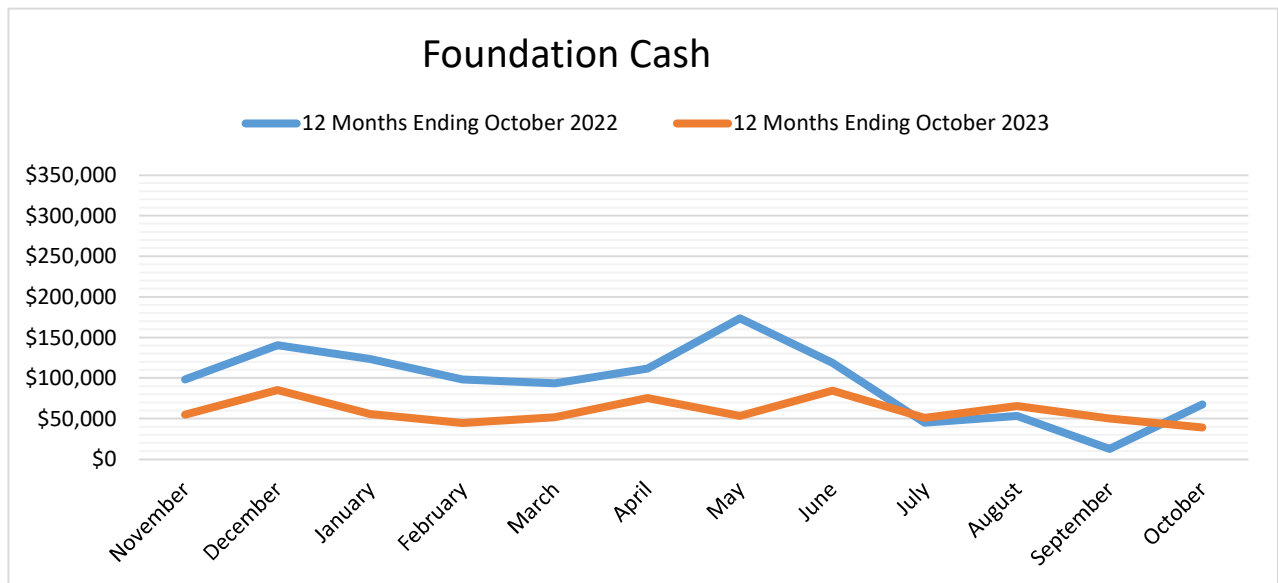
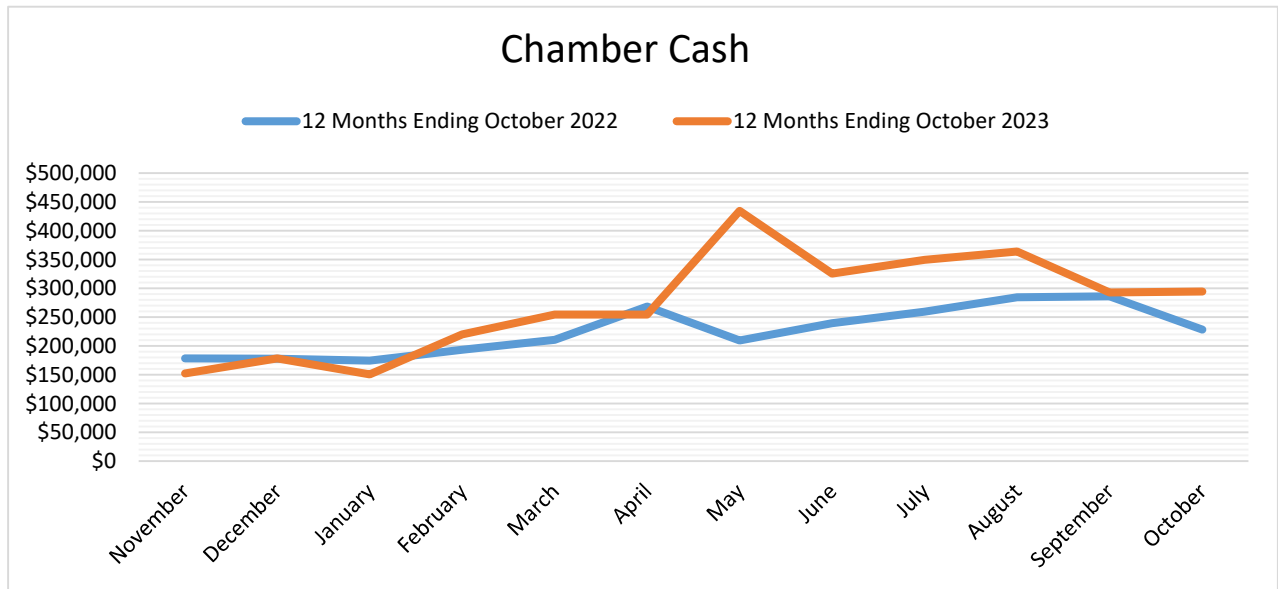
**Period Ending: October 31, 2023**

**By: Travis Stevens, CEO and Debby Chaligoj, Finance Manager**

	FY 23-24	FY 22-23	FY 21-22	3 yr Average
<b>Chamber:</b>				
* Cash Position:	\$ 294,433	\$ 228,113	\$ 249,219	\$ 257,255
* Accounts Receivable:	\$ 2,530	\$ 32,620	\$ 11,520	\$ 15,557
* Deferred Income Current Fiscal Year:	\$ 178,464	\$ 168,687	\$ 153,197	\$ 166,783
* Deferred Income Next Fiscal Year:	\$ 30,993	\$ 46,157	\$ 47,643	\$ 41,598
* Membership Dues YTD Income:	\$ 251,111	\$ 232,929	\$ 215,421	\$ 233,154
* Net Income YTD:	\$ 85,858	\$ (23,881)	\$ 87,671	\$ 49,883
* Net Income Before Depreciation YTD:	\$ 98,399	\$ (8,343)	\$ 103,246	\$ 64,434
<b>Foundation / Innovation Center:</b>				
* Cash Position Foundation:	\$ 14,400	\$ 3,869	\$ (5,255)	\$ 4,338
* Cash Position Innovation Center:	\$ 24,798	\$ 63,706	\$ 115,106	\$ 67,870
* Accounts Receivable:	\$ 5,353	\$ 14,704	\$ 5,711	\$ 8,589
* Accounts Receivable: Crowder	\$ 34,500	\$ 34,500	\$ 34,500	\$ 34,500
* Deferred Income Current Fiscal Year:	\$ 1,798	\$ 29,571	\$ 4,249	\$ 11,873
* Deferred Income Next Fiscal Year:	\$ -	\$ -	\$ -	\$ -
* Net Income YTD:	\$ (501,422)	\$ (376,956)	\$ (256,956)	\$ (378,445)
* Net Income Before Depreciation YTD:	\$ (58,625)	\$ (118,739)	\$ 1,479	\$ (58,628)
<b>Economic Development:</b>				
<b>(for City's Fiscal Year ending October 31, 2022)</b>				
	Annual Budget	Budget Remaining		
Local Budget:	\$ 200,000	\$ -		
Regional Budget:	\$ 52,000	\$ -		
Due from City:	\$ 52,335			
Due to Chamber: (ED charges paid by Chamber)	\$ 30,063			
Due to MOKAN: (ED charges paid by MOKAN)	\$ 5,288			

# Cash Flow Comparison

November - October



**ACCOUNTS RECEIVABLE SUMMARY****October 2023**

		Sep-23	Aug-23	Jul-23	Jun-23	Total
<b>Chamber</b>						
Banquet Attendees	-	-	-	-	70.00	70.00
Business After Hours	1,000.00	200.00	200.00	200.00	600.00	2,200.00
Eggs & Issues Attendee	-	-	-	-	48.00	48.00
EXPO Booths	-	-	-	-	475.00	475.00
Golf - Marshmallow/Lawn Dart Games	-	-	-	-	-	-
Good Morning Joplin Attendees	-	28.00	-	-	56.00	84.00
JOMO Jubilee	-	-	-	-	-	-
Lunch & Learn	-	-	99.49	-	-	99.49
Member to Member Emails	-	-	-	-	300.00	300.00
Board Retreat	-	-	-	-	253.17	253.17
Foundation Reimb to Chamber	-	-	-	-	-	-
Total Chamber AR	1,000.00	228.00	299.49	200.00	1,802.17	2,529.66
<b>Foundation</b>						
Crowder	11,500.00	11,500.00	11,500.00	-	-	34,500.00
ATTC Kitchen	1,116.25	1,349.00	-	-	-	2,465.25
ATTC Rent	-	-	-	-	-	-
ATTC Utilities	-	-	-	-	-	-
LJ Class	-	-	-	-	800.00	800.00
IC Rent	250.00	517.50	517.50	267.50	535.00	2,087.50
Total Foundation AR	12,866.25	13,366.50	12,017.50	267.50	1,335.00	26,986.50

**Joplin Area Chamber of Commerce**

**Balance Sheet**

As of October 31, 2023

	<u>Oct 31, 23</u>	<u>Oct 31, 22</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
Checking/Savings			
011 · US Bank - Checking	294,432.82	228,113.38	66,319.44
Total Checking/Savings	294,432.82	228,113.38	66,319.44
Accounts Receivable			
012 · Accounts Receivable	2,529.66	32,619.85	-30,090.19
Total Accounts Receivable	2,529.66	32,619.85	-30,090.19
Other Current Assets			
010 · Petty Cash	220.00	250.00	-30.00
014 · Due From (To) Staff	-17.08	-275.19	258.11
020 · Due From (To) Other Funds			
021 · Due From (To) Foundation	50,071.88	75,000.00	-24,928.12
022 · Due From (To) ED	30,062.69	22,321.64	7,741.05
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
020 · Due From (To) Other Funds - Other	0.00	250.00	-250.00
Total 020 · Due From (To) Other Funds	80,165.92	97,571.64	-17,405.72
030 · Deposit - Bulk Mail	4,549.59	4,205.08	344.51
031 · Prepaid Expenses	0.00	114.97	-114.97
032 · Prepaid Insurance	7,041.56	10,213.82	-3,172.26
Total Other Current Assets	91,959.99	112,080.32	-20,120.33
Total Current Assets	388,922.47	372,813.55	16,108.92
<b>Fixed Assets</b>			
152.000 · Furniture & Equipment	22,693.29	21,490.75	1,202.54
154.000 · Interior	0.00	2,140.63	-2,140.63
156.000 · 320 East 4th - Building	152,949.93	166,109.49	-13,159.56
158.000 · Grounds	4,053.70	4,938.10	-884.40
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	256,259.48	271,241.53	-14,982.05
<b>TOTAL ASSETS</b>	<u><u>645,181.95</u></u>	<u><u>644,055.08</u></u>	<u><u>1,126.87</u></u>

**Joplin Area Chamber of Commerce**

**Balance Sheet**

As of October 31, 2023

	<u>Oct 31, 23</u>	<u>Oct 31, 22</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
200.000 · Accounts Payable	9,692.46	58,916.01	-49,223.55
<b>Total Accounts Payable</b>	<u>9,692.46</u>	<u>58,916.01</u>	<u>-49,223.55</u>
<b>Credit Cards</b>			
200.100 · US Bank - Credit Card	1,282.69	14,967.36	-13,684.67
<b>Total Credit Cards</b>	<u>1,282.69</u>	<u>14,967.36</u>	<u>-13,684.67</u>
<b>Other Current Liabilities</b>			
208.000 · Deferred Income - Renewal Dues	162,325.89	164,685.66	-2,359.77
217.000 · Deferred Income-Other			
217.180 · Deferred Income - EXPO	40,122.50	44,195.00	-4,072.50
217.280 · Deferred Income - Mmbr Apprec	1,000.00	0.00	1,000.00
217.310 · Deferred Income - Banquet	800.00	0.00	800.00
217.320 · Deferred Income - GMJ	1,296.00	2,114.00	-818.00
217.330 · Deferred Income - Morning Brew	1,000.00	1,000.00	0.00
217.340 · Deferred Income - BAH	1,000.00	1,000.00	0.00
217.350 · Deferred Income - Golf	400.00	0.00	400.00
217.370 · Deferred Income - Lunch & Learn	100.00	0.00	100.00
217.460 · Deferred Income - M2M Emails	400.00	400.00	0.00
217.000 · Deferred Income-Other - Other	1,013.00	1,450.00	-437.00
<b>Total 217.000 · Deferred Income-Other</b>	<u>47,131.50</u>	<u>50,159.00</u>	<u>-3,027.50</u>
<b>Total Other Current Liabilities</b>	<u>209,457.39</u>	<u>214,844.66</u>	<u>-5,387.27</u>
<b>Total Current Liabilities</b>	<u>220,432.54</u>	<u>288,728.03</u>	<u>-68,295.49</u>
<b>Total Liabilities</b>	<u>220,432.54</u>	<u>288,728.03</u>	<u>-68,295.49</u>
<b>Equity</b>			
32000 · Unrestricted Net Assets	338,891.00	379,208.00	-40,317.00
Net Income	85,858.41	-23,880.95	109,739.36
<b>Total Equity</b>	<u>424,749.41</u>	<u>355,327.05</u>	<u>69,422.36</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>645,181.95</u></u>	<u><u>644,055.08</u></u>	<u><u>1,126.87</u></u>

**Joplin Area Chamber of Commerce**

**Statement of Operations**

April through October 2023

	<u>Apr - Oct 23</u>	<u>Apr - Oct 22</u>	<u>\$ Change</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
410.000 · Member Dues	251,110.82	232,929.15	18,181.67	259,023.94	-7,913.12	96.95%
420.000 · Income from Affiliate Companies	183,691.69	288,407.82	-104,716.13	184,333.31	-641.62	99.65%
430.000 · Income - Economic Development	57,750.00	57,750.00	0.00	57,750.00	0.00	100.0%
440.000 · Income-Marketing	6,320.48	5,484.35	836.13	17,500.00	-11,179.52	36.12%
490.000 · Income - Miscellaneous	179,168.64	34,634.20	144,534.44	10,500.00	168,668.64	1,706.37%
<b>Total Income</b>	<u>678,041.63</u>	<u>619,205.52</u>	<u>58,836.11</u>	<u>529,107.25</u>	<u>148,934.38</u>	<u>128.15%</u>
<b>Gross Profit</b>	678,041.63	619,205.52	58,836.11	529,107.25	148,934.38	128.15%
<b>Expense</b>						
600.000 · Staff Compensation	473,433.12	571,887.69	-98,454.57	478,104.23	-4,671.11	99.02%
600.200 · Staff Development	41,309.46	16,888.32	24,421.14	20,416.69	20,892.77	202.33%
600.900 · Other Staff Expenses	1,495.23	1,578.39	-83.16	1,312.50	182.73	113.92%
620.000 · Utilities Expense	10,568.57	12,104.53	-1,535.96	7,081.69	3,486.88	149.24%
630.00 · Maintenance Expenses	43,038.10	39,769.02	3,269.08	36,167.81	6,870.29	119.0%
640.000 · Marketing	14,017.67	10,670.38	3,347.29	12,250.00	1,767.67	114.43%
650.000 · Operating Expenses	31,438.66	34,089.09	-2,650.43	30,602.25	836.41	102.73%
680.000 · Depreciation	12,540.71	15,537.69	-2,996.98	12,540.50	0.21	100.0%
690.000 · Other Expenses	20,086.42	1,770.52	18,315.90	2,450.00	17,636.42	819.85%
<b>Total Expense</b>	<u>647,927.94</u>	<u>704,295.63</u>	<u>-56,367.69</u>	<u>600,925.67</u>	<u>47,002.27</u>	<u>107.82%</u>
<b>Net Ordinary Income</b>	30,113.69	-85,090.11	115,203.80	-71,818.42	101,932.11	-41.93%
<b>Other Income/Expense</b>						
<b>Other Income</b>						
800.000 · Program Income						
800.100 · Economic Development	7,112.32	4,772.16	2,340.16	2,916.69	4,195.63	243.85%
800.300 · Governance	-1,318.18	-1,056.76	-261.42	-583.31	-734.87	225.98%
800.400 · Member Services	-38.58	3,816.77	-3,855.35	8,297.31	-8,335.89	-0.47%
800.500 · Chamber Events						
900.215 · Expo	475.00	-1,325.00	1,800.00	0.00	475.00	100.0%
900.510 · Annual Banquet	12,704.62	19,256.95	-6,552.33	18,782.00	-6,077.38	67.64%
900.515 · Good Morning Joplin	769.20	1,972.43	-1,203.23	3,750.00	-2,980.80	20.51%
900.520 · Morning Brew	7,447.45	7,302.32	145.13	7,203.63	243.82	103.39%
900.525 · Business After Hours	7,147.50	9,602.32	-2,454.82	7,203.63	-56.13	99.22%
900.530 · Golf Tournament	22,162.89	23,258.54	-1,095.65	26,000.00	-3,837.11	85.24%
<b>Total 800.500 · Chamber Events</b>	<u>50,706.66</u>	<u>60,067.56</u>	<u>-9,360.90</u>	<u>62,939.26</u>	<u>-12,232.60</u>	<u>80.56%</u>
800.800 · Chamber Work Groups	-717.50	-6,390.57	5,673.07	0.00	-717.50	100.0%
<b>Total 800.000 · Program Income</b>	<u>55,744.72</u>	<u>61,209.16</u>	<u>-5,464.44</u>	<u>73,569.95</u>	<u>-17,825.23</u>	<u>75.77%</u>
<b>Total Other Income</b>	<u>55,744.72</u>	<u>61,209.16</u>	<u>-5,464.44</u>	<u>73,569.95</u>	<u>-17,825.23</u>	<u>75.77%</u>
<b>Net Other Income</b>	<u>55,744.72</u>	<u>61,209.16</u>	<u>-5,464.44</u>	<u>73,569.95</u>	<u>-17,825.23</u>	<u>75.77%</u>
<b>Net Income</b>	<u><b>85,858.41</b></u>	<u><b>-23,880.95</b></u>	<u><b>109,739.36</b></u>	<u><b>1,751.53</b></u>	<u><b>84,106.88</b></u>	<u><b>4,901.91%</b></u>



# Joplin Area Chamber of Commerce Economic Development Fund

## Balance Sheet

As of October 31, 2023

	<u>Oct 31, 23</u>	<u>Oct 31, 22</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
US Bank-Checking/Sweep Acct	-11,215.69	10,424.79	-21,640.48
<b>Total Checking/Savings</b>	<u>-11,215.69</u>	<u>10,424.79</u>	<u>-21,640.48</u>
<b>Accounts Receivable</b>			
Accounts Receivable	0.00	26.99	-26.99
<b>Total Accounts Receivable</b>	<u>0.00</u>	<u>26.99</u>	<u>-26.99</u>
<b>Other Current Assets</b>			
Due From (To) City	52,335.43	34,573.63	17,761.80
Due From (To) Other Funds			
Due From (To) Chamber	-30,062.69	-22,321.64	-7,741.05
Due From (To) MOKAN	-5,287.99	-3,556.52	-1,731.47
<b>Total Due From (To) Other Funds</b>	<u>-35,350.68</u>	<u>-25,878.16</u>	<u>-9,472.52</u>
<b>Total Other Current Assets</b>	<u>16,984.75</u>	<u>8,695.47</u>	<u>8,289.28</u>
<b>Total Current Assets</b>	<u>5,769.06</u>	<u>19,147.25</u>	<u>-13,378.19</u>
<b>Fixed Assets</b>			
Furniture and Equipment	0.00	5,269.98	-5,269.98
<b>Total Fixed Assets</b>	<u>0.00</u>	<u>5,269.98</u>	<u>-5,269.98</u>
<b>TOTAL ASSETS</b>	<u><u>5,769.06</u></u>	<u><u>24,417.23</u></u>	<u><u>-18,648.17</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
*Accounts Payable	0.00	560.69	-560.69
<b>Total Accounts Payable</b>	<u>0.00</u>	<u>560.69</u>	<u>-560.69</u>
<b>Total Current Liabilities</b>	<u>0.00</u>	<u>560.69</u>	<u>-560.69</u>
<b>Total Liabilities</b>	<u>0.00</u>	<u>560.69</u>	<u>-560.69</u>
<b>Equity</b>			
Retained Earnings	23,856.54	18,049.27	5,807.27
Net Income	-18,087.48	5,807.27	-23,894.75
<b>Total Equity</b>	<u>5,769.06</u>	<u>23,856.54</u>	<u>-18,087.48</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>5,769.06</u></u>	<u><u>24,417.23</u></u>	<u><u>-18,648.17</u></u>

# Joplin Area Chamber of Commerce Economic Development Fund

## Statement of Operations

November 2022 through October 2023

	Nov '22 - Oct 23	Nov '21 - Oct 22	\$ Change	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
Income-Funds from City	251,628.80	251,347.26	281.54	252,000.00	-371.20	99.85%
<b>Total Income</b>	251,628.80	251,347.26	281.54	252,000.00	-371.20	99.85%
<b>Expense</b>						
Administrative Expenses	23,502.80	26,262.28	(2,759.48)	24,000.00	-497.20	97.93%
Business Attraction/Retention	38,669.94	11,584.90	27,085.04	64,000.00	-25,330.06	60.42%
Depreciation	5,269.98	5,269.92	0.06			
Marketing & Promotions	64,013.30	49,402.89	14,610.41	30,000.00	34,013.30	213.38%
Memberships	3,750.00	12,454.50	(8,704.50)	13,000.00	-9,250.00	28.85%
Professional Development	20,127.20	12,992.91	7,134.29	7,500.00	12,627.20	268.36%
Salaries	99,000.00	99,000.00	0.00	99,000.00	0.00	100.0%
Workforce Development	15,383.06	28,572.59	(13,189.53)	14,500.00	883.06	106.09%
<b>Total Expense</b>	269,716.28	245,539.99	24,176.29	252,000.00	12,446.30	104.94%
<b>Net Ordinary Income</b>	(18,087.48)	5,807.27	(23,894.75)	0.00	-12,817.50	100.0%
<b>Net Income</b>	<b>(18,087.48)</b>	<b>5,807.27</b>	<b>(23,894.75)</b>	<b>0.00</b>	<b>-12,817.50</b>	<b>100.0%</b>

**Joplin Area Chamber of Commerce Foundation**

**Balance Sheet**

As of October 31, 2023

	<u>Oct 31, 23</u>	<u>Oct 31, 22</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
Checking/Savings			
011 · US Bank Checking	30,050.00	58,263.56	-28,213.56
013 · US Bank - Money Market	9,148.24	9,311.09	-162.85
Total Checking/Savings	39,198.24	67,574.65	-28,376.41
Accounts Receivable			
012 · Accounts Receivable	39,852.75	49,203.87	-9,351.12
Total Accounts Receivable	39,852.75	49,203.87	-9,351.12
Other Current Assets			
032 · Prepaid Insurance	12,608.04	13,603.36	-995.32
020 · Due From (To) Other Funds	0.00	-75,000.00	75,000.00
031 · Prepaid Expenses	0.00	954.80	-954.80
Total Other Current Assets	12,608.04	-60,441.84	73,049.88
Total Current Assets	91,659.03	56,336.68	35,322.35
<b>Fixed Assets</b>			
170 · Advanced Training & Tech Ctr	1,648,018.40	1,698,801.80	-50,783.40
179 · ATTC Building Improvements	1,486,487.68	1,530,343.72	-43,856.04
177 · ATTC Equipment	204,563.96	477,315.56	-272,751.60
175 · ATTC Furniture & Fixtures	12,958.86	30,237.30	-17,278.44
150 · Foundation Furniture & Fixtures	0.00	0.00	0.00
166 · IC Leasehold Improvements	29,068.59	37,151.79	-8,083.20
152 · Innovation Center F & F	7,024.49	8,974.25	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,088,879.12	1,137,167.24	-48,288.12
Total Fixed Assets	4,538,945.59	4,981,936.15	-442,990.56
<b>TOTAL ASSETS</b>	<u><b>4,630,604.62</b></u>	<u><b>5,038,272.83</b></u>	<u><b>-407,668.21</b></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable			
200.000 · Accounts Payable	7,786.75	44,108.51	-36,321.76
Total Accounts Payable	7,786.75	44,108.51	-36,321.76
Credit Cards			
200.100 · US Bank Credit Card	36.00	668.74	-632.74
Total Credit Cards	36.00	668.74	-632.74
Other Current Liabilities			
204.000 · Due to Chamber	50,071.88	0.00	50,071.88
217.000 · Deferred Income	1,798.00	29,571.00	-27,773.00
208.000 · Deposits Held	10,100.00	8,048.00	2,052.00
Total Other Current Liabilities	61,969.88	37,619.00	24,350.88
Total Current Liabilities	69,792.63	82,396.25	-12,603.62
Total Liabilities	69,792.63	82,396.25	-12,603.62
<b>Equity</b>			
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	-270,599.12	-376,956.42	106,357.30
Total Equity	4,560,811.99	4,955,876.58	-395,064.59
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>4,630,604.62</b></u>	<u><b>5,038,272.83</b></u>	<u><b>-407,668.21</b></u>

**Joplin Area Chamber of Commerce Foundation**

**Statement of Operations-Consolidated**

April through October 2023

	<u>Apr - Oct 23</u>	<u>Apr - Oct 22</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
415 · MOBEC Grant Matching Funds	0.00	32,000.00	-32,000.00
401 · Contributions	8,147.50	10,733.60	-2,586.10
411 · Grants	23,040.00	83,389.64	-60,349.64
422 · Income - Interest	1.80	0.49	1.31
425 · Income - Miscellaneous	64,215.54	0.00	64,215.54
426 · Lease Income	157,891.76	162,897.65	-5,005.89
427 · Lease Utility Income	16,861.02	25,276.00	-8,414.98
<b>Total Income</b>	<u>270,157.62</u>	<u>314,297.38</u>	<u>-44,139.76</u>
<b>Gross Profit</b>	270,157.62	314,297.38	-44,139.76
<b>Expense</b>			
660 · Utilities Expense	66,440.85	78,283.38	-11,842.53
760 · Grant Disbursement	14,533.40	91,221.69	-76,688.29
725 · Equipment Purchase	78.20	156.40	-78.20
890 · Uncategorized Expense	58.00	0.00	58.00
611 · Administrative Fee	119,000.00	92,000.00	27,000.00
787 · Bank Fees	91.00	166.00	-75.00
730 · Depreciation	258,411.16	258,217.39	193.77
720 · Equipment Maint	13,147.52	9,118.37	4,029.15
785 · Insurance Expense	31,741.22	30,700.94	1,040.28
790 · Miscellaneous Expense	14,986.23	3,334.65	11,651.58
670 · Occupancy Expense	77,869.08	82,098.65	-4,229.57
750 · Professional Fees	5,150.00	12,507.50	-7,357.50
610 · Program Service Fee	0.00	27,000.00	-27,000.00
<b>Total Expense</b>	<u>601,506.66</u>	<u>684,804.97</u>	<u>-83,298.31</u>
<b>Net Ordinary Income</b>	-331,349.04	-370,507.59	39,158.55
<b>Other Income/Expense</b>			
<b>Other Income</b>			
800 · Committee Divisions			
800.370 · TEconomy	44,456.46	0.00	44,456.46
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	-3,239.17	0.00	-3,239.17
951.160 · Tomorrows Leaders Today	4,536.57	-1,470.50	6,007.07
951.110 · Golden Apple	8,871.49	7,439.86	1,431.63
<b>Total 800.101 · Education</b>	<u>10,168.89</u>	<u>5,969.36</u>	<u>4,199.53</u>
800.200 · Leadership Joplin	4,310.79	-8,716.62	13,027.41
800.400 · Young Professionals Network	1,813.78	-841.57	2,655.35
<b>Total 800 · Committee Divisions</b>	<u>60,749.92</u>	<u>-6,448.83</u>	<u>67,198.75</u>
<b>Total Other Income</b>	<u>60,749.92</u>	<u>-6,448.83</u>	<u>67,198.75</u>
<b>Net Other Income</b>	<u>60,749.92</u>	<u>-6,448.83</u>	<u>67,198.75</u>
<b>Net Income</b>	<u><u>-270,599.12</u></u>	<u><u>-376,956.42</u></u>	<u><u>106,357.30</u></u>

**Joplin Area Chamber of Commerce Foundation**

**Statement of Operations**

April through October 2023

	<u>Apr - Oct 23</u>	<u>Apr - Oct 22</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
415 · MOBEC Grant Matching Funds	0.00	32,000.00	-32,000.00
401 · Contributions	7,907.50	10,733.60	-2,826.10
411 · Grants	9,000.00	41,269.64	-32,269.64
422 · Income - Interest	1.80	0.49	1.31
425 · Income - Miscellaneous	34,803.88	0.00	34,803.88
<b>Total Income</b>	<u>51,713.18</u>	<u>84,003.73</u>	<u>-32,290.55</u>
<b>Gross Profit</b>	51,713.18	84,003.73	-32,290.55
<b>Expense</b>			
760 · Grant Disbursement	14,533.40	91,221.69	-76,688.29
890 · Uncategorized Expense	58.00	0.00	58.00
611 · Administrative Fee	31,500.00	4,500.00	27,000.00
787 · Bank Fees	91.00	166.00	-75.00
720 · Equipment Maint	0.00	694.80	-694.80
790 · Miscellaneous Expense	14,486.23	1,064.65	13,421.58
750 · Professional Fees	4,830.00	12,507.50	-7,677.50
610 · Program Service Fee	0.00	27,000.00	-27,000.00
<b>Total Expense</b>	<u>65,498.63</u>	<u>137,154.64</u>	<u>-71,656.01</u>
<b>Net Ordinary Income</b>	-13,785.45	-53,150.91	39,365.46
<b>Other Income/Expense</b>			
<b>Other Income</b>			
800 · Committee Divisions			
800.370 · TEconomy	44,456.46	0.00	44,456.46
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	10,168.89	5,969.36	4,199.53
800.200 · Leadership Joplin	4,310.79	-8,716.62	13,027.41
800.400 · Young Professionals Network	1,813.78	-841.57	2,655.35
<b>Total 800 · Committee Divisions</b>	<u>60,749.92</u>	<u>-6,448.83</u>	<u>67,198.75</u>
<b>Total Other Income</b>	<u>60,749.92</u>	<u>-6,448.83</u>	<u>67,198.75</u>
<b>Net Other Income</b>	60,749.92	-6,448.83	67,198.75
<b>Net Income</b>	<u><u>46,964.47</u></u>	<u><u>-59,599.74</u></u>	<u><u>106,564.21</u></u>

**Joplin Area Chamber of Commerce Foundation**

**Statement of Operations-ATTC**

April through October 2023

	<u>Apr - Oct 23</u>	<u>Apr - Oct 22</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>425 • Income - Miscellaneous</b>	14,705.83	0.00	14,705.83
<b>426 • Lease Income</b>	113,740.26	119,312.00	-5,571.74
<b>427 • Lease Utility Income</b>	16,861.02	25,276.00	-8,414.98
<b>Total Income</b>	<u>145,307.11</u>	<u>144,588.00</u>	<u>719.11</u>
<b>Gross Profit</b>	<u>145,307.11</u>	<u>144,588.00</u>	<u>719.11</u>
<b>Expense</b>			
<b>660 • Utilities Expense</b>	52,088.31	61,088.13	-8,999.82
<b>725 • Equipment Purchase</b>	78.20	156.40	-78.20
<b>611 • Administrative Fee</b>	43,750.00	43,750.00	0.00
<b>730 • Depreciation</b>	224,390.53	224,390.53	0.00
<b>720 • Equipment Maint</b>	9,693.87	4,796.53	4,897.34
<b>785 • Insurance Expense</b>	24,758.16	23,841.90	916.26
<b>790 • Miscellaneous Expense</b>	500.00	2,270.00	-1,770.00
<b>670 • Occupancy Expense</b>	55,707.52	58,633.72	-2,926.20
<b>750 • Professional Fees</b>	320.00	0.00	320.00
<b>Total Expense</b>	<u>411,286.59</u>	<u>418,927.21</u>	<u>-7,640.62</u>
<b>Net Ordinary Income</b>	<u>-265,979.48</u>	<u>-274,339.21</u>	<u>8,359.73</u>
<b>Net Income</b>	<u><u>-265,979.48</u></u>	<u><u>-274,339.21</u></u>	<u><u>8,359.73</u></u>

**Joplin Area Chamber of Commerce Foundation**

**Statement of Operations-NIC**

April through October 2023

	<u>Apr - Oct 23</u>	<u>Apr - Oct 22</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
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	43,781.50	43,585.65	195.85
<b>Total Income</b>	<u>72,527.33</u>	<u>85,705.65</u>	<u>-13,178.32</u>
<b>Gross Profit</b>	<u>72,527.33</u>	<u>85,705.65</u>	<u>-13,178.32</u>
<b>Expense</b>			
660 • Utilities Expense	14,352.54	17,195.25	-2,842.71
611 • Administrative Fee	43,750.00	43,750.00	0.00
730 • Depreciation	34,020.63	33,826.86	193.77
720 • Equipment Maint	3,453.65	3,627.04	-173.39
785 • Insurance Expense	6,983.06	6,859.04	124.02
670 • Occupancy Expense	22,161.56	23,464.93	-1,303.37
<b>Total Expense</b>	<u>124,721.44</u>	<u>128,723.12</u>	<u>-4,001.68</u>
<b>Net Ordinary Income</b>	<u>-52,194.11</u>	<u>-43,017.47</u>	<u>-9,176.64</u>
<b>Net Income</b>	<u><u>-52,194.11</u></u>	<u><u>-43,017.47</u></u>	<u><u>-9,176.64</u></u>

Board Strategic Committee  
Community Leadership  
October 25, 2023

Attending: Matt Stewart, Lance Hoopai, John Hunter  
Staff: Stephanie McGrew

Chair: John Hunter  
Co-Chair: Lance Hoopai  
Notetaker: Stephanie McGrew

Discussion:

- Leadership Joplin is strongly focusing on leadership and community service.
- Make professionally produced video of the service project to keep on the website.
- The Chamber is a proxy for business.
- Gather data by surveying the Leadership Joplin class after graduation.
- Overall goal is to present opportunities to develop leaders. Survey members and ask:
  - What is the need for leadership programs
  - Ways to address those needs
  - Would you be interested in a Chamber leadership program
  - How do you identify leaders and rank the values of leaders including service and communication. Select your responses
- What area are we missing. We have leadership for high school seniors, TLT and then business professionals, Leadership Joplin. We are missing the college segment and a level above Leadership Joplin. Possibly challenge MSSU and Crowder to offer leadership programs.
- Business mentors.



**From:** Katrina Richards <katrina.richards@leggett.com>

**Sent:** Monday, October 23, 2023 1:15 PM

**To:** Erin Slifka <erin@joplincc.com>; Melodee Colbert <melocolbert@yahoo.com>; Travis Stephens <travis@joplincc.com>; Lori Haun <lori@downtownjoplin.com>

**Cc:** Lisa Kelly <lisa@joplincc.com>; mmcrossland@crossland.com

**Subject:** Livability Committee

All, here are our notes from today. Thanks for the great discussion!

- I. Goal of today's meeting is to establish a mission and KPI's.
- II. Mission -
  1. **Community Service - The Chamber promotes community service and encourages Accountability, Growth, Awareness, Visibility and Engagement of business and the community (AGAVE.)**
    - a. KPI 1 - get data on what types of service activities/giving our businesses are looking for. Obtain this data from at least 7% of survey respondents.
    - b. KPI 2 - Once we have the data, seek to match up businesses with Gives Back or other service projects to have 2 new businesses participate in a Gives Back activity over the next quarter.
    - c. **Notes:** The Chamber already has KPIs and service hour goals within the work group. Is there anything we can do to help them meet their KPI's? See Board Members signing up and volunteering. Can we help spread the word for Giving Tuesday - push for board members to show up? Push to general membership for attending that? Could we find out more about what types of activities our member businesses are looking for.
  2. **Coalitions & Collaboration - Provide connections and support for the nonprofit community that works to improve livability.**
    - a. KPI 1 - Make sure we have links to valid local calendars on the Chamber website and Choose Joplin website.
    - b. KPI 2 - Compare our list of nonprofit chamber members with a list of known nonprofits that are not chamber members, and make a plan on getting them. Goal of 3 new not for profits as chamber members over the next quarter.
    - c. **Notes from discussion with Nicole Brown:** We have primarily relied on Facebook and shared other organization's events as a centralized platform. There have been challenges with reach though due to changes to the algorithms. The Healthy Joplin website has an event calendar that individuals can submit events to pretty easily. We are in the process of revamping the One Joplin Website and merging with the Healthy Joplin Site. I will definitely add the calendar to our priority list as we move forward with the merge. We could use your team's help with ideas to drive traffic to the site and encourage usage. Erin and I have also brainstormed making a Facebook group for One Joplin/Healthy Joplin as that allows individuals to post their events and updates on their own.

- d. **Notes from Meeting:** The Choose Joplin App pulls in data from several different community calendars. If we can link it out to where Choose Joplin and Downtown Joplin go to the same calendar, we need to identify who those admins are (i.e., Erin, Lori, and Emily).
- 3. **Sustainability – Market the strength and sustainability of our community’s workforce, education, infrastructure, trails, and other resources.**
  - a. KPI - Develop a template for a New Resident packet and instructions on where employers can obtain the inserts/brochures. Take the Choose Joplin "newcomers" page and put that on paper in a packet. This is in the app, but it's in a different spot. Goal is to have it ready to share out by the end of January 2024.
  - b. KPI - Take a picture of 5 spots that need improvement. Ask how these spots might be improved.
  - c. Notes from Meeting: Erin worked with Freeman and talked about new employees and the potential for pairing them with ambassadors who can show them around the community. Downtown Joplin is looking at giving them a new resident packet. Maybe there's a template for new residents welcome, and choose Joplin has a flyer that should go in there - here's what's recommended for what goes into your packet. Here are brochures from what's going on in the community. Realtors could use it, too.

### 3. Questions for Survey

- 1. Do we think business members are being asked to be part of community service events? Would business members like more information about nonprofit service opportunities? Do businesses require or encourage their employees to volunteer for community service activities? Do they provide PTO or other benefits or incentives to allow employees to volunteer without losing pay.
- 2. Which of our businesses have a giving policy with specific requirements or targets or types of projects they are looking for? If so, we'd like to know what types of groups or activities they are looking for, and then we can provide that feedback to Gives Back workgroup, and they can use that information to select activities that match with corporate giving and service goals.
- 3. Ask membership/general public how they find out about events and goings on in and around Joplin.
- 4. Would you be interested in sponsoring a not for profit's Chamber membership fee?
- 5. Can we ask not for profits what their needs are (other than people and money obviously). Do they have needs for training - how to do a press release? Lunch and learns?
- 6. Sustainability: What would improve the quality of your life in Joplin?
  - I. More sidewalks
  - II. More trails
  - III. Improve the traffic
  - IV. Housing

- V. More economic opportunities
- VI. More parks/green spaces
- VII. Other: \_\_\_\_\_

**KATRINA RICHARDS**

Associate General Counsel | Chief Litigation Counsel



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## Chamber "Serve Business" Committee Meeting

Location: JACC Downstream Room

Date/Time: Monday, October 23rd, 2023 at 12:00 pm

In attendance: Chad Evans, Jordan Bolinger, Doug Hunt, Reggie Powers, Kim Cox

Discussion of goal: To grow membership (8%) and increase participation by membership through resources and relationships.

Discussed current "member touch" of Chamber reaching out annually to each member in person. This is usually done around annual dues billing time. A new process has also been put in place to have the staff split up the entire membership and each of them call their list of members on the same day. This is a second "member touch".

We do understand that you only get out of your Chamber membership what you put into it by participating in events, utilizing available products or reaching out to the staff for specific needs.

3 "Pillars" of the committee: 1. Expertise, 2. Networking, 3. Advocacy

### 1. Expertise-

As defined in the document, expertise means to develop and deliver educational programs.

-Do we know which programs are best utilized?

-Do we know what gaps there are in what we offer vs. what members want?

-Have we tried different times of day, formats, in-person, virtual?

-different locations?

-live vs. "self study"

### 2. Networking-

-do we know who/what members want to meet?

-are we engaging them early in the process (on-boarding program)?

-Do we know which events are most used?

-Do we know what they would like to see?

-could we evaluate industry specific events?

-Evaluate which to keep and which may be ready to be dropped?

-locations, times, venues, etc

### 3. Advocacy-

- We need to enhance our ability to consult on the front end of decisions being made so that we can have a more proactive role, instead of always having to be reactive to things already done.

-how do we effectively become the link between JPL and Jeff City? Is that necessary?

-Could we do some kind of newsletter during session? (these are available from outside sources, including state chamber)

-host events with elected officials?

-candidate forums?

-Need is mostly local

-council decisions

-city planning decisions

How do we become a valued business partner with the city so that our thoughts/opinions are solicited in advance of decisions?

This becomes a powerful example of value for our members.

## **Joplin Area Chamber of Commerce Talent and Industry Committee**

### **October 23, 2023**

Attendees: Betsy Kissel, Dr. Dean Van Galen, Dustin Storm.

Absent: Ben McNelly, Jeremy Drinkwitz, Travis Stephens.

Dr. Van Galen, Betsy, and Dustin began the meeting reviewing notes from Mattie Crossland and answering the questions concerning the mission statement, goals, and KPIs.

The mission statement of the Talent and Industry Committee is, “We enhance Joplin by attracting and growing talent and businesses.”

The first order of operation and focus for the Talent and Industry committee is the inventory section with the goal of collecting data and discovering what data exists currently. The committee concluded that surveys and audits would be beneficial for data collecting and are aware that Travis has four surveys already started that the group will review, edit, and add pertinent questions to get a better idea of current and future business workforce needs. Dustin stated that the answers to the surveys can lead to a better understanding of the market and underscore questions to add to follow up surveys. Dr. Van Galen added that the data gathering from surveys can help the group formulate the agenda and central topics for the industry specific mini summits.

Currently, the KPI is engagement in surveys, audits, and conversations surrounding answers to the surveys while in the audit phase although the group shares that the KPIs will change over time. Those KPIs, although not fully determined yet, will include issues that were solved, resources that were utilized, and programs that the group was able to connect to grant funding.

#### **Next Meeting:**

November 27, 2023-Board Meeting at JACC

**Joplin Area Chamber of Commerce Talent and Industry Committee**  
**October 23, 2023**

**Rough Draft of Possible Survey Questions**

1. Name, email, phone number
2. Industry
3. Number of employees in Joplin area
4. How many people does your organization need right now? How long have you been recruiting for these positions?
5. Identify the biggest pain point with recruitment at your organization.
  1. Retention
  2. Finding eligible candidates
  3. Talent/skill
  4. Attracting talent to the market
  5. Pay
  6. Candidates taking positions with competition
  7. Other \_\_\_\_\_
6. How has this pain point affected your business?
7. Is your lack of talent impacting your ability to expand your business?
8. What do you foresee being a pain point in the future?
9. Do you utilize apprenticeships/internships?
10. Do you believe you are losing candidates to competition?
11. Do you believe you are losing candidates to other markets?
12. Which local resources if any have you utilized to aid in talent attraction?

**Staff Reports**  
**October information packet**

**Membership Summary Report**  
**October 1, 2023 – October 30, 2023**

							<b>TOTAL COUNT</b>
<b>2023</b>	New Member Count	New Member \$	Drop Member Count	Drop Member \$	Net Count	Net \$	<b>853</b>
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					0	-	
Dec					0	-	
Jan					0	-	
Feb					0	-	
Mar					0	-	
64 25,944 65 24,577 -1 1,367							

**New Members October 2023**

More Than Conquer Counseling & Coaching  
Shine Modern Dentistry  
West Termite, Pest, Lawn Care Management, Inc  
Missouri Farm Bureau - Johnny Murray  
UPLINK LLC  
530 Somewhere  
Home Run Bat Co.  
McDaniel Family Enterprises, LLC  
The Real Healing Institute  
Sunshine Beverage LLC DBA: Alps Liquor & Smokes

**Dropped Members October 2023**

All American Motorsports & Powersports LLC  
Girl Scouts of the Missouri Heartland  
Heartland Canines for Veterans  
Joplin Outlaws Collegiate Baseball Club  
Briana Russo  
Zinc Coffee

**Doug Hunt, Director of Entrepreneurship  
Incubator Activity & Programming**

**Joseph Newman Innovation Center (NIC):**

- Current tenants = 14
  - Estimated # active jobs = 26
- Businesses launched in 2023 (aka new tenants to the NIC this year) = 7
- Graduated companies 4/1/23 to date: 2
  - # of Jobs created (from graduated companies 4/1/23 to date) = 19
- Current open private spaces only = 1
- Business consulting with MTM Millwright Services, KSS Cleaning, and Stellar Financial
- Will continue to offer 1 free day pass for remote workers on the last Friday of each month

**Advanced Training & Technology Center (ATTC):**

- Crowder College has expanded into the north common area space creating a new Student Union
- Regular business consulting with Happy Trees Table Company regarding their growth and expansion needs
- All kitchen tenants have been given notice to vacate by December 1<sup>st</sup> in preparation for the transfer of ownership to Crowder

**Programming:**

- **1 Million Cups Joplin** (1MC) has moved to Union Station Deli at 7th & Illinois. Format now includes a breakfast option at 8:00 a.m. each Wednesday unless otherwise posted.
- November **e-Commerce Meetup** No Meetup in November due to the Joplin Regional Innovation & Technology Summit. December's location is TBD

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

- The November meeting will be held at KCU Joplin showcasing the EDI efforts on campus and in the community and discussing collaboration with the Chamber Work Group

**Professional Development: Doug, Chamber Liaison**

- YPN is finalizing details for their summit in February to be held at the Cornell Complex to relaunch the mentor program and recruit new members into YPN

**Joplin Regional Innovation & Technology Summit.**

- The event was held Friday November 2-3, 2023.
- Thursday night's event was held at the Joplin High School Performing Arts Center featuring Shane McCombs, COO of the Innocent Lives Foundation. There were approximately 40 attendees. The presentation was on keeping kids safe on the internet. Ozark Center had a counselor on-site.
- Friday's event was held again at James River Church Joplin with 277 people attending. A post-event survey was sent out to gather feedback from participants. The event earned a Net Promoter Score of 7.6 (out of 10). We will be evaluating this event to determine if this is an event we need to continue.



**Stephanie McGrew**  
**Special Events Manager**

**Networking Events**

**Previous Networking Events**

- Morning Brew was on November 10 at Osborn Paper with 67 attending
- Business After Hours was November 14 at Jefferson's with 66 attending

**Upcoming Networking Events**

- JACC Holiday Open House is December 1, 11:30 am to 1:00 pm at the Chamber
- Good Morning Joplin is December 8, at the Cornell Complex hosted by Arvest Bank
- 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 applicants will receive personal visits on December 8 from the committee notifying them of their acceptance to the program
  - the class is limited to 30 participants
- Tomorrow's Leaders Today, a class of 44 area high school seniors had a successful opening retreat and their second session, government and law will be on December 5

**Erin Slifka**  
**Director of Marketing & Communication**

**Choose Joplin App**

MONTH	TOTAL APP DOWNLOADS
OCTOBER	<b>1,727</b>

Top Member Pages	Open Listing	Phone Click	Map Click	Website Click
Next Generation GayLen Plumbing	3	5	0	0
ASAP Appliance Repair	0	0	1	3
Southwest Missouri Bank – Multiple Locations	1	2	1	1
Top Home Screen Pages	Click			
All Restaurants	18			
Events	17			
Trails	9			

**Website: Joplincc.com**

Active Users In October
3,291

Top Three Pages	Views
Home Page	3,466
Event	1,742

Member Directory	514
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**Website: Joplinbusinessoutlook.com**

Active Users in October
1,690

Top Three Articles	Views
Joplin Area Chamber of Commerce and Missouri Southern State University Announce Tomorrows Leaders Today Class of 2024	405
Joplin Little Theatres Spotlight for October 2023	76
Empire Market TO Host Pours Smores Night on October 21	69

**We had a total of 58 posts in October with an average of 12 posts each week.  
Weekly Update (Monday Memo)**

Open Rate	October	YTD (October)
This Year	51%	47%
Last Year	40%	36%

Distribution	October
This Year	2319
Last Year	2368

## **President's Report Travis Stephens**

### **Capacity Building**

- Attended CCEM - Chamber of Commerce Executives of Missouri Annual Conference
  - Session Topics included:
    - Using ChatGPT effectively for Chambers
    - Strategies for video
    - Data-Driven marketing strategy
    - Re-Entry and Recover Friendly Workforce Solutions
    - Storytelling & Data
    - Infrastructure Growth
- Met with Codefi team from Springfield
  - discussed Joplin joining the Innovate SOMO collaboration to foster more entrepreneurship opportunities in Joplin centered around technology
- We have posted the Director of Member Success position (Reggie) and will begin conducting interviews soon after Thanksgiving
- Met with Dr. Pierson to continue discussions regarding the sale of the ATTC to Crowder
- Attended presentation from former OK City Mayor Mick Cornett, author of the book "The Next Great American Cities"
- Attended Non-Profit Management Workshop put on by FORVIS
  - Melissa Williams and Lisa Kelly also attended

### **Collaboration/Partnerships**

- Gave a presentation to Missourians for Transportation Investment ([www.mfti.org](http://www.mfti.org)) in Springfield regarding the need for the expansion of I-44 to six lanes across the state
  - provided data around area occupations, growth, and other cases of need
- Met with reps from M&A Rail company for a periodic update
  - M&A operates several short line rail lines in Joplin and the area
- Met with MSSU and Tulsa Chamber to discuss Tulsa's Internship program
- Met with City Council member Phil Stinnett (11/16)

### **Community Engagements**

- Attended Joplin City Council meeting (10/30)
  - participated in a closed-session meeting with council to discuss potential land acquisition for future industrial expansion
- Attended ribbon cuttings for Joplin Floor Designs (11/1) and Branco Enterprises (11/15)
- Attended/Emceed Innovation and Technology Summit
- Attended pre-tech summit event - Helping Our Children Thrive on the Internet
- Attended JACC Morning Brew at Osborn Paper Company (11/10)
- Attended BAH at Jefferson's Restaurant (11/14)
- Attended MSSU Board of Governors' Retreat via Zoom to discuss TEconomy strategic plan
- Hosted 12@12 President's Lunch with members (11/15)

### **Economic Development**

- JIDA continues to have discussions along with the Joplin City Council about the best path forward for industrial land expansion opportunities

- JIDA Chair Doug Doll and I met with City Council during closed session on Oct 30<sup>th</sup> to discuss specific properties that could be potentially acquired
- Attended MEDC's Certified Eco Dev Certification pre-exam courses
  - 4 course topics:
    - Implementing economic development
    - Assessing your community for business development
    - Preparing and promoting your product
    - Partners and technical assistance programs
- Attended MEDC - MO Econ Development Council Fall Conference
- Met with City staff leadership to discuss ongoing eco devo projects
  - regularly scheduled monthly meeting (10/23)
- Attended Q4 Hawthorn Foundation Board meeting in St. Louis (11/9)
- I am currently in the process of interviewing candidates for the MOKAN Director position
- We are currently subcontracting with Todd Ellis for a second round of BRE visits
  - this is filling the gap due to the void in our eco devo staff
  - he is now focusing on large employers NOT located within Crossroads Ind Park

## Business Attraction

4 RFI's received since last month's report

- 0 submitted for Joplin or Region
- **WGS** – Steel plant – 1500 jobs - 650 acres with rail and within 40 miles of a port
- **Clean** – Battery manufacturer – 25 jobs - existing building
- **Green Wave** – Biomanufacturing facility – 85 jobs – available dextrose supply
- **Watt** – Data Center – 10 jobs - 50MW elec available
- Received one inquiry directly from a site consultant looking for an existing building in the area to place a fiberglass manufacturing operation.
  - we could not identify a building in Joplin that could suit their needs
  - they may consider land and a build option if a building is not located
  - shared the opportunity with Pittsburgh, Miami, Neosho, Carthage and Lamar
    - no one had a ready to go building

## Existing Business Expansions

- Aesir Technologies presented plans to expand at the Joplin City Council meeting (10/30)
  - previously referred to as "Project Triple A"
  - 350 jobs expected over 6 years
  - \$54 million capital investment
  - I spoke in support of the project at the Council meeting
  - due to a state created program, Aesir is able to receive 100% property tax abatements for 10 years – however the abatements only apply to land and building investments and do not apply to equipment or machinery

4 more expansion projects currently in various stages (non-public)

- "Sauce in a Box" 130+ new jobs
- "Sugar Cane" 40-50 jobs
- "Hydra" 80-100 jobs *new*
- "Boom" 100+ jobs *new*