



# Joplin Area Chamber of Commerce

## BOARD PACK

for

## JACC Board of Directors Meeting

Monday, July 29, 2024

12:00 PM (CDT)

Held at:

Joplin Chamber, Liberty Room

320 E 4th Street

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Agenda

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# AGENDA

## JACC BOARD OF DIRECTORS MEETING



<b>Name:</b>	Joplin Area Chamber of Commerce
<b>Date:</b>	Monday, July 29, 2024
<b>Time:</b>	12:00 PM to 1:30 PM (CDT)
<b>Location:</b>	Joplin Chamber, Liberty Room , 320 E 4th Street <a href="https://us02web.zoom.us/j/86161842393?pwd=Wk5IUjJ6QmJNMXFYXo4aVE4YWxkdz09">https://us02web.zoom.us/j/86161842393?pwd=Wk5IUjJ6QmJNMXFYXo4aVE4YWxkdz09</a>
<b>Board Members:</b>	Ben McNelly, Dr. Dean Van Galen, Ex-Officio Daniel Swem, Ex-Officio Dr. Brad Hodson, Ex-Officio Dr. Ken Heiles, Ex-Officio Jim Dalrymple, John Hunter, Jordan Bolinger, Kim Cox (Chair), Lance Hoopai, Mattie Crossland, Melodee Colbert-Kean, Steve Graddy, Christina Williams, Lindsay Kubicek, Stephanie Brady
<b>Attendees:</b>	Debby Chaligoj, Doug Hunt, Erin Slifka, Stephanie McGrew, Travis Stephens
<b>Apologies:</b>	Ex-Officio Dr. Kerry Sachetta, Matt Stewart, Dustin Storm, Ex-Officio John Bartosh, Ex-Officio Melissa Smith, Ex-Officio Nick Edwards, Lena McQuary, Ex-Officio Luke Gibson, Ex- Officio Keenan Cortez, Katrina Richards

### 1. JACC Board of Directors Agenda

#### 1.1 Call To Order: Welcome

Kim Cox

#### 1.2 Approval of May Meeting Minutes

Kim Cox

Supporting Documents:

1.2.a	Minutes : JACC Board of Directors Meeting - 28 May 2024	5
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#### 1.3 Approval of May & June Financials

12:00 PM (10 min)

Travis Stephens

Approval of May & June Financial Reports

Supporting Documents:

1.3.a	Financial Dashboard.pdf	9
1.3.b	Financial Board Packet June 2024-NOT APPROVED.pdf	10
1.3.c	Financial Board Packet May 2024-NOT APPROVED.pdf	23

## 2. New Business

### 2.1 Joplin Chamber Budget

Travis Stephens

Supporting Documents:

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### 2.2 Board Committee Rosters

Kim Cox

Nominating Committee, PAC, Foundation Committee, YPN Committee, Governance Committee, Budget Committee, and Bylaws Committee

Supporting Documents:

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2.2.a	BOC Committee Vacancies May 2024.pdf	39
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### 2.3 Financial Audit

## 3. Staff Reporting

### 3.1 President's Report

Supporting Documents:

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3.1.a	Marketing and Events Dashboard.pdf	41
3.1.b	July Presidents Report.pdf	44

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## 4. Board Member Updates

### 4.1 Board Member Updates

### 4.2 Action Items Review

## 5. Adjourn to Executive Session

### 5.1 Adjourn Meeting

**Next meeting:** JACC Board of Directors Meeting w/ Ex-Officio - Sep 23, 2024, 12:00 PM

# MINUTES (in Review)

## JACC BOARD OF DIRECTORS MEETING



<b>Name:</b>	Joplin Area Chamber of Commerce
<b>Date:</b>	Tuesday, May 28, 2024
<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>	Kim Cox (Chair), Katrina Richards, John Hunter, Matt Stewart, Ben McNelly, Christina Williams, Mattie Crossland, Stephanie Brady, Jordan Bolinger, Chad Evans, Dustin Storm, Ex-Officio Daniel Swem, Ex-Officio Dr. Brad Hodson, Ex-Officio Dr. Kerry Sachetta, Ex-Officio Melissa Smith
<b>Attendees:</b>	Travis Stephens, Erin Slifka, Executive Assistant Michelle Steverson, Stephanie McGrew, Debby Chaligoj, Doug Hunt, Chandler Grace, Kai Hamilton
<b>Apologies:</b>	Steve Graddy, Lance Hoopai, Lena McQuary, Dr. Dean Van Galen, Ex-Officio Dr. Ken Heiles, Ex-Officio John Bartosh, Ex-Officio Lori Haun, Ex-Officio Nick Edwards, Ex- Officio Keenan Cortez, Melodee Colbert-Kean, Lindsay Kubicek

### 1. JACC Board of Directors Agenda

#### 1.1 Call To Order: Welcome

Meeting called to order at 12:03

#### 1.2 Approval of March Meeting Minutes

**JACC Board of Directors & Ex-Officio Meeting Mar 25, 2024**, the minutes were confirmed as presented.

Approval of Minutes.



#### Approval of Previous Meeting Minutes

Approval of Previous Meeting Minutes.

**Decision Date:** May 28, 2024  
**Mover:** Matt Stewart  
**Seconder:** Ben McNelly  
**Outcome:** Approved

#### 1.3 Approval of March & April Financials

Travis to review the financials for March and April.

Updated members on the sale of ATTC equipment to Crowder.

The Chamber Foundation Audit is this week Wednesday-Friday.

There was some discussion on the Chamber Budget.

Travis talked to the Board of Directors about meeting and discussing a deep dive in chamber finances.

Travis would like for the board to be a bigger part of the financials of the Chamber. Travis is requesting board members to come in the 4th Monday of June. Travis then reviewed an org chart of the chamber and where the money comes from.

Katrina Richards wanted clarification on some of the JIDA and JCIDA.

Travis explained what the difference between the two and what they do. There was also discussion on One Joplin and what part the Chamber plays in One Joplin.

There was also a question on what is MOKAN. Travis explained what MOKAN is and what their role is in the Chamber.

4th Monday at Noon, here at Chamber. Deep Dive with all board members. Send out a Calendar invite.



### **Motion to Approve March & April Financials**

Approval of March & April Financials.

Motion Approved.

<b>Decision Date:</b>	May 28, 2024
<b>Mover:</b>	Ben McNelly
<b>Seconded:</b>	Christina Williams
<b>Outcome:</b>	Approved

## **2. New Business**

### **2.1 Organizational Overview**

Travis reviewed a new organizational chart with the board. He also spoke about the open position due to Debby retiring in November.

### **2.2 Revamp Committees**

Travis spoke about the movement of many board members and how the committee rosters and he is wanting to bring committees back to life.

He reviewed the openings on each committee and how many openings are on each committee. These are sub-committees of the Board. Travis requested if anyone had interest in sitting on these sub-committees please let Travis or Michelle know.

### **2.3 Bylaws Update Needed**

Travis spoke about the outdated bylaws.

Some issues need to be addressed, like when new board members are actual board members and when they can vote.

### **2.4 ATTC Update**

Travis spoke on Crowder and how they have signed a new lease until June of 2025.

For monies to come back to the chamber after 2025 the Board would need to look to see what the future holds for the ATTC building.

This will be something the Foundation committee will need to discuss.

Katrina suggested an Adhock group to help with a presentation on what to do with the ATTC building over the next 2 years.

Doug also spoke about the kitchen and the equipment in the ATTC.

## **2.5 Replacement of Board Members**

Travis spoke on the replacement and how-to's.

Travis requested that the nomination committee be filled quickly so we can start that process and fill the two vacant positions. Those interested please contact Travis.

## **2.6 Financial Literacy of the Chamber**

### **2.7 Roundtable Groups**

Travis spoke on industry-segmented sessions being held here at the chamber. This will include large employers, realtors, small businesses, and any others that may be pertinent to the Chamber.

These meetings will be held quarterly.

June 19th @ 3:00 at Chamber.

Travis requests a board member to be a liaison for the round tables.

## **3. Staff Reporting**

### **3.1 Staff Reports**

Travis to present staff reports.

He reviewed the new members and the growth that has occurred in the past 6 months.

Travis also spoke the events and the positivity surrounding them.

There was a lot of positive feedback on the change with the Golden Apple Awards.

Travis spoke on the partnership with MSSU Small Business Development Pitch Competition we had and the positive feedback from that.

Travis reviewed the metrics for our website and marketing. Send out calendar invites for events like Morning Brews, After-Hours, Good Morning Joplin, and other Chamber events.

Erin spoke about livability and what it means for Joplin and the Chamber. (Visibility)

Travis to speak on his president's report and the YCC membership campaign. It has been rescheduled due to the tornado. (September date) The Chamber goal is to get 150 - 200 members.

Travis also spoke on the Joplin Regional Alliance for Health and Health Sciences and how it could be another piece of the puzzle for the chamber organizational chart. Forward progress is being made. They hope to have someone hired by August.

**\*\*Amended Staff Report on Banquet Attendance\*\***



Attendees will be corrected to:

This year	Prev Year	Difference
<b>434</b>	<b>517</b>	<b>-83</b>

### **3.2 President's Report**

## **4. Board Member Updates**

### **4.1 Board Member Updates**

Crowder baseball in world series for college.

Dr. Sachetta spoke on graduation and having over 500 graduates.

Pennington Station is going to start an afterschool program for students starting in the fall.

Newton county gave an update on things happening in the county.

### **4.2 Action Items Review**

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

### **5.1 Adjourn Meeting**

**Next meeting:** JACC Board of Directors Meeting - Jul 29, 2024, 12:00 PM

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

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



**Chamber**

Key Revenues	FY YTD	FY YTD	Change	Budget	% of
	2024	2023			Budget
Sponsorships					
Events	\$49,011	\$40,554	\$13,912		
Membership	\$94,482	\$100,846	(\$6,364)		
New Members	\$13,469	\$7,918	\$5,551		
Dropped Members	\$11,160	\$4,944	(\$6,216)		
Net Income sans Depr	(\$29,213)	(\$65,843)	\$36,630		

Key Expenses	YTD 2024	YTD 2023	Change	Budget	% of
					Budget
Staff Compensation	\$217,496	\$232,439	\$14,943		
Utility/Maint/Oper	\$33,346	\$31,974	(\$1,372)		

ED Funds expensed	YTD 2024	YTD 2023	Change	Budget	% of
					Budget
				\$200,000	

Past Due Accounts	60-Day	90-Day	120+
	Events		
Membership			
Sponsorships			
NIC/ATTC Tenants			

**ATTC**

Revenues	YTD 2024	YTD 2023	Change	Budget	% of
					Budget
Tenant Income	\$43,746	\$53,275	(\$9,529)		
Grant Income	0	0	0		
Total FTE's					

Expenses	YTD 2024	YTD 2023	Change	Budget	% of
					Budget
Chamber Support	\$18,750	\$18,750	\$0		
Utility/Maint/Oper	\$43,538	\$50,641	\$7,103		

**NIC**

Key Revenues	YTD 2024	YTD 2023	Change	Budget	% of
					Budget
Tenant Income	\$19,324	\$16,223	\$3,101		
Grant Income	0	\$14,040	(\$14,040)		
Total FTE's					

Key Expenses	YTD 2024	YTD 2023	Change	Budget	% of
					Budget
Chamber Support	\$18,750	\$18,750	\$0		
Utility/Maint/Oper	\$19,841	\$12,365	(\$7,476)		

## Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: June 30, 2024

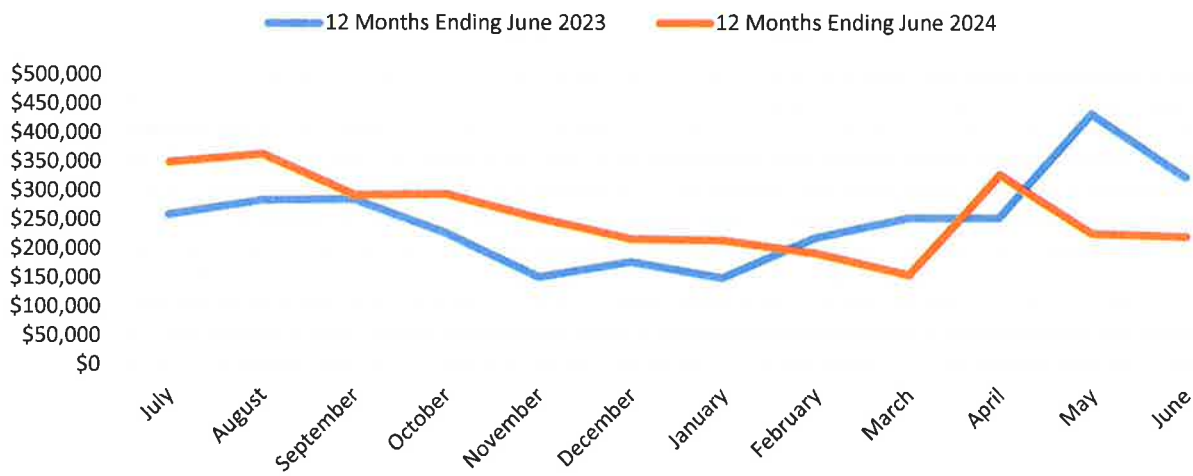
By: Travis Stevens, CEO and Debby Chaligoj, Finance Manager

	FY 24-25	FY 23-24	FY 22-23	3 yr Average
<b>Chamber:</b>				
* Cash Position:	\$ 222,385	\$ 433,822	\$ 207,883	\$ 288,030
* Accounts Receivable:	\$ 30,088	\$ 14,887	\$ 23,771	\$ 22,915
* Deferred Income Current Fiscal Year:	\$ 11,295	\$ 222,845	\$ 210,716	\$ 148,285
* Deferred Income Next Fiscal Year:	\$ 4,993	\$ 4,171	\$ 1,597	\$ 3,587
* Membership Dues YTD Income:	\$ 94,483	\$ 66,150	\$ 6,598	\$ 55,743
* Net Income YTD:	\$ (29,387)	\$ 86,018	\$ 12,407	\$ 23,013
* Net Income Before Depreciation YTD:	\$ (24,013)	\$ 89,894	\$ 16,847	\$ 27,576
<b>Foundation / Innovation Center:</b>				
* Cash Position Foundation:	\$ 115,740	\$ 5,686	\$ 55,266	\$ 58,897
* Cash Position Innovation Center:	\$ (28,470)	\$ 47,442	\$ 97,439	\$ 38,803
* Cash Position Money Market Account:	\$ 209,046			
* Accounts Receivable:	\$ 36,108	\$ 52,170	\$ 14,783	\$ 34,353
* Accounts Receivable: Crowder	\$ 3,000	\$ -	\$ -	\$ 1,000
* Deferred Income Current Fiscal Year:	\$ 2,308	\$ 8,387	\$ 1,497	\$ 4,064
* Deferred Income Next Fiscal Year:	\$ -	\$ -	\$ -	\$ -
* Net Income YTD:	\$ 237,185	\$ (3,855)	\$ (45,992)	\$ 62,446
* Net Income Before Depreciation YTD:	\$ 347,983	\$ 33,061	\$ 27,711	\$ 136,252
<b>Economic Development:</b>				
<b>(for City's Fiscal Year ending October 31, 2022)</b>				
	Annual Budget	Budget Remaining		
Local Budget:	\$ 200,000	\$ 60,950		
Regional Budget:	\$ 52,000	\$ 24,908		
Due from City:	\$ 56,869			
Due to Chamber: (ED charges paid by Chamber)	\$ 43,479			
Due to MOKAN: (ED charges paid by MOKAN)	\$ 10,700			

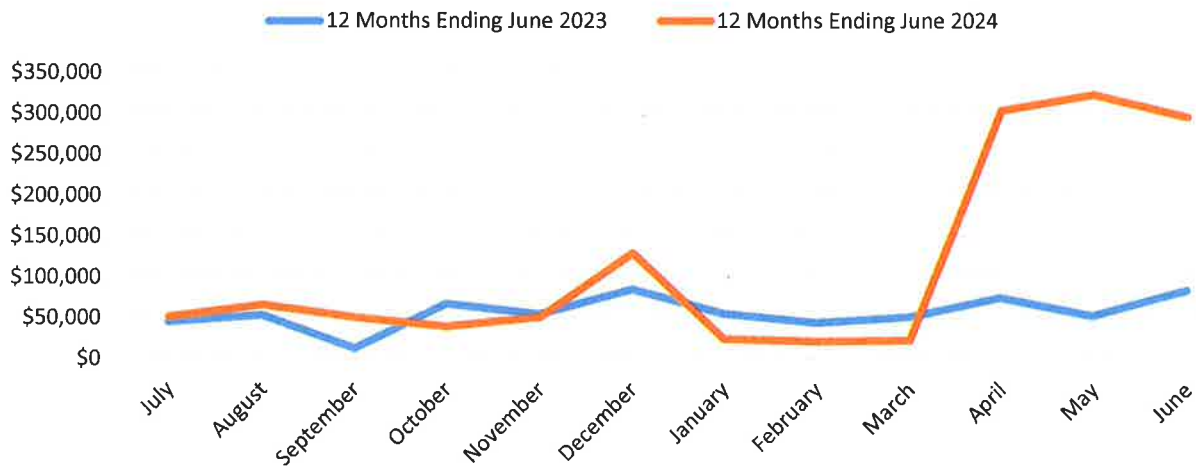
# Cash Flow Comparison

July-June

## Chamber Cash



## Foundation Cash



**ACCOUNTS RECEIVABLE SUMMARY**

June 2024

	Jun-24	May-24	Apr-24	Mar-24	Feb-24	Total
<b>Chamber</b>						
Banquet Sponsor	-	-	2,200.00	-	-	2,200.00
Banquet Attendees	-	-	2,860.00	-	-	2,860.00
Business After Hours	-	-	-	-	2,800.00	2,800.00
EDI Sponsor	3,000.00	-	-	-	-	3,000.00
Golf - Marshmallow/Lawn Dart Games	20.00	-	-	-	-	20.00
Good Morning Joplin Attendees	-	182.00	-	-	42.00	224.00
Good Morning Joplin Sponsor	-	-	-	-	2,500.00	2,500.00
Leads Group Sponsor	1,000.00	-	-	-	-	1,000.00
Lunch & Learn	-	-	-	-	99.49	99.49
Member to Member Emails	-	-	-	-	600.00	600.00
Member Retention	-	-	-	-	750.00	750.00
Morning Brew	1,000.00	-	-	-	2,500.00	3,500.00
Newsletter Sponsor	-	-	-	-	-	-
Room Rental	-	-	-	-	50.00	50.00
Board Retreat	-	-	-	-	253.17	253.17
Foundation Reimb to Chamber	730.96	-	-	-	-	730.96
One Joplin Reimb to Chamber	-	65.25	-	-	-	65.25
MOKAN Reimb to Chamber	-	9,199.93	-	-	-	9,199.93
MOCAP Reimb to Chamber	75.00	75.00	75.00	-	10.45	235.45
Total Chamber AR	5,825.96	9,522.18	5,135.00	-	9,605.11	30,088.25
<b>Foundation</b>						
ATTC Kitchen	-	-	-	-	1,066.25	1,066.25
ATTC Utilities	-	3,896.30	-	-	-	3,896.30
IC Rent	2,486.00	2,486.00	2,486.00	845.00	3,287.00	11,590.00
Tech Summit	-	-	-	-	15,500.00	15,500.00
YPN	-	-	15.00	-	500.00	515.00
Chamber Reimb to Foundation	3,540.00	-	-	-	-	3,540.00
Foundation AR	6,026.00	6,382.30	2,501.00	845.00	20,353.25	36,107.55

**Balance Sheet**

As of June 30, 2024

	<u>Jun 30, 24</u>	<u>Jun 30, 23</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
011 · US Bank - Checking	222,384.60	325,240.14	-102,855.54
<b>Total Checking/Savings</b>	<u>222,384.60</u>	<u>325,240.14</u>	<u>-102,855.54</u>
<b>Accounts Receivable</b>			
012 · Accounts Receivable	34,088.25	10,842.54	23,245.71
<b>Total Accounts Receivable</b>	<u>34,088.25</u>	<u>10,842.54</u>	<u>23,245.71</u>
<b>Other Current Assets</b>			
010 · Petty Cash	250.00	220.00	30.00
014 · Due From (To) Staff	-1.76	111.03	-112.79
020 · Due From (To) Other Funds	36,362.35	39,517.36	-3,155.01
022 · Due From (To) ED			
023 · Due From (To) MOKAN			
<b>Total 020 · Due From (To) Other Funds</b>			
030 · Deposit - Bulk Mail	2,133.63	1,597.01	536.62
031 · Prepaid Expenses	7,717.62	538.67	7,178.95
032 · Prepaid Insurance	8,606.44	8,286.80	319.64
<b>Total Other Current Assets</b>	<u>55,068.28</u>	<u>50,270.87</u>	<u>4,797.41</u>
<b>Total Current Assets</b>	<u>311,541.13</u>	<u>386,353.55</u>	<u>-74,812.42</u>
<b>Fixed Assets</b>			
152.000 · Furniture & Equipment	22,323.83	24,737.90	-2,414.07
154.000 · Interior	0.00	0.00	0.00
156.000 · 320 East 4th - Building	144,176.89	157,336.45	-13,159.56
158.000 · Grounds	3,464.10	4,348.50	-884.40
160.000 · Land	76,562.56	76,562.56	0.00
<b>Total Fixed Assets</b>	<u>246,527.38</u>	<u>262,985.41</u>	<u>-16,458.03</u>
<b>TOTAL ASSETS</b>	<u><u>558,068.51</u></u>	<u><u>649,338.96</u></u>	<u><u>-91,270.45</u></u>

**Balance Sheet**

As of June 30, 2024

	<u>Jun 30, 24</u>	<u>Jun 30, 23</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
200.000 · Accounts Payable	9,185.85	5,288.53	3,897.32
<b>Total Accounts Payable</b>	<u>9,185.85</u>	<u>5,288.53</u>	<u>3,897.32</u>
<b>Credit Cards</b>			
200.100 · US Bank - Credit Card	8,362.96	4,948.84	3,414.12
<b>Total Credit Cards</b>	<u>8,362.96</u>	<u>4,948.84</u>	<u>3,414.12</u>
<b>Other Current Liabilities</b>			
208.000 · Deferred Income - Renewal Dues	160,187.38	182,152.72	-21,965.34
217.000 · Deferred Income-Other			
217.180 · EXPO	3,250.00	9,575.00	-6,325.00
217.320 · Good Morning Joplin	168.00	619.00	-451.00
217.330 · Morning Brew	4,000.00	4,000.00	0.00
217.340 · Business After Hours	4,000.00	3,000.00	1,000.00
217.350 · Golf	1,395.00	7,450.00	-6,055.00
217.360 · JOMO Jubilee	1,000.00	2,000.00	-1,000.00
217.370 · Lunch & Learn	0.00	100.00	-100.00
217.430 · Member Memos	1,375.00	0.00	1,375.00
217.460 · Member 2 Member Emails	0.00	800.00	-800.00
217.470 · Member Spotlight Table	200.00	400.00	-200.00
217.000 · Deferred Income-Other - Other	900.00	1,713.00	-813.00
<b>Total 217.000 · Deferred Income-Other</b>	<u>16,288.00</u>	<u>29,657.00</u>	<u>-13,369.00</u>
<b>Total Other Current Liabilities</b>	<u>176,475.38</u>	<u>211,809.72</u>	<u>-35,334.34</u>
<b>Total Current Liabilities</b>	<u>194,024.19</u>	<u>222,047.09</u>	<u>-28,022.90</u>
<b>Total Liabilities</b>	<u>194,024.19</u>	<u>222,047.09</u>	<u>-28,022.90</u>
<b>Equity</b>			
32000 · Unrestricted Net Assets	393,431.70	338,891.00	54,540.70
<b>Net Income</b>	<u>-29,387.38</u>	<u>88,400.87</u>	<u>-117,788.25</u>
<b>Total Equity</b>	<u>364,044.32</u>	<u>427,291.87</u>	<u>-63,247.55</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>558,068.51</u></u>	<u><u>649,338.96</u></u>	<u><u>-91,270.45</u></u>

**Joplin Area Chamber of Commerce**  
**Profit & Loss Prev Year Comparison**  
 April 2022 through March 2023

Approval of May & J... 1.3 b

	<u>Apr - Jun 24</u>	<u>Apr - Jun 23</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
410.000 · Member Dues	94,482.62	100,846.67	-6,364.05
420.000 · Income from Affiliate Compa	70,558.34	78,725.01	-8,166.67
430.000 · Income - Economic Developn	24,750.00	24,750.00	0.00
440.000 · Income-Marketing	12,565.46	0.00	12,565.46
490.000 · Income - Miscellaneous	1,075.65	178,804.26	-177,728.61
<b>Total Income</b>	<u>203,432.07</u>	<u>383,125.94</u>	<u>-179,693.87</u>
<b>Gross Profit</b>	203,432.07	383,125.94	-179,693.87
<b>Expense</b>			
600.000 · Staff Compensation	217,496.69	232,439.48	-14,942.79
600.200 · Staff Development	11,891.49	24,090.53	-12,199.04
600.900 · Other Staff Expenses	223.62	405.41	-181.79
620.000 · Utilities Expense	6,660.39	4,435.12	2,225.27
630.00 · Maintenance Expenses	20,759.50	18,448.15	2,311.35
640.000 · Marketing	1,252.42	7,257.24	-6,004.82
650.000 · Operating Expenses	12,586.51	10,762.00	1,824.51
680.000 · Depreciation	5,374.59	5,814.78	-440.19
690.000 · Other Expenses	-762.09	18,703.98	-19,466.07
<b>Total Expense</b>	<u>275,483.12</u>	<u>322,356.69</u>	<u>-46,873.57</u>
<b>Net Ordinary Income</b>	-72,051.05	60,769.25	-132,820.30
<b>Other Income/Expense</b>			
<b>Other Income</b>			
800.000 · Program Income			
800.100 · Economic Development	-1,087.42	-413.28	-674.14
800.300 · Governance	-2,942.38	-2,276.00	-666.38
800.400 · Member Services	5,509.53	-251.09	5,760.62
800.500 · Chamber Events			
900.215 · Expo	0.00	0.00	0.00
900.510 · Annual Banquet	17,467.09	12,984.62	4,482.47
900.515 · Good Morning Joplin	2,529.54	-77.43	2,606.97
900.520 · Morning Brew	1,606.31	3,817.74	-2,211.43
900.525 · Business After Hours	4,106.31	3,917.77	188.54
900.530 · Golf Tournament	13,999.69	10,646.79	3,352.90
800.500 · Chamber Events - Other	-25.00	0.00	-25.00
<b>Total 800.500 · Chamber Events</b>	<u>39,683.94</u>	<u>31,289.49</u>	<u>8,394.45</u>
800.800 · Chamber Work Groups	1,500.00	-717.50	2,217.50
<b>Total 800.000 · Program Income</b>	<u>42,663.67</u>	<u>27,631.62</u>	<u>15,032.05</u>
<b>Total Other Income</b>	<u>42,663.67</u>	<u>27,631.62</u>	<u>15,032.05</u>
<b>Net Other Income</b>	<u>42,663.67</u>	<u>27,631.62</u>	<u>15,032.05</u>
<b>Net Income</b>	<u><u>-29,387.38</u></u>	<u><u>88,400.87</u></u>	<u><u>-117,788.25</u></u>

**Balance Sheet**  
As of June 30, 2024

	<u>Jun 30, 24</u>	<u>Jun 30, 23</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
Checking/Savings			
US Bank-Checking/Sweep Acct	16,484.87	-8,549.99	25,034.86
<b>Total Checking/Savings</b>	<u>16,484.87</u>	<u>-8,549.99</u>	<u>25,034.86</u>
Other Current Assets			
Due From (To) City	56,868.85	91,052.19	-34,183.34
Due From (To) Other Funds			
Due From (To) Chamber	-43,479.02	-39,487.20	-3,991.82
Due From (To) MOKAN	-10,700.15	-3,069.83	-7,630.32
<b>Total Due From (To) Other Funds</b>	<u>-54,179.17</u>	<u>-42,557.03</u>	<u>-11,622.14</u>
<b>Total Other Current Assets</b>	<u>2,689.68</u>	<u>48,495.16</u>	<u>-45,805.48</u>
<b>Total Current Assets</b>	<u>19,174.55</u>	<u>39,945.17</u>	<u>-20,770.62</u>
<b>Fixed Assets</b>			
Furniture and Equipment			
Acc Depr - Furniture and Equip	-71,480.16	-69,723.54	-1,756.62
Furniture and Equipment - Other	71,480.16	71,480.16	0.00
<b>Total Furniture and Equipment</b>	<u>0.00</u>	<u>1,756.62</u>	<u>-1,756.62</u>
<b>Total Fixed Assets</b>	<u>0.00</u>	<u>1,756.62</u>	<u>-1,756.62</u>
<b>TOTAL ASSETS</b>	<u><u>19,174.55</u></u>	<u><u>41,701.79</u></u>	<u><u>-22,527.24</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
Current Liabilities			
Accounts Payable			
*Accounts Payable	8,948.67	22,402.56	-13,453.89
<b>Total Accounts Payable</b>	<u>8,948.67</u>	<u>22,402.56</u>	<u>-13,453.89</u>
<b>Total Current Liabilities</b>	<u>8,948.67</u>	<u>22,402.56</u>	<u>-13,453.89</u>
<b>Total Liabilities</b>	<u>8,948.67</u>	<u>22,402.56</u>	<u>-13,453.89</u>
<b>Equity</b>			
Retained Earnings	1,358.85	23,856.54	-22,497.69
Net Income	8,867.03	-4,557.31	13,424.34
<b>Total Equity</b>	<u>10,225.88</u>	<u>19,299.23</u>	<u>-9,073.35</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>19,174.55</u></u>	<u><u>41,701.79</u></u>	<u><u>-22,527.24</u></u>



Statement of Operations  
November 2023 through June 2024

	<u>Nov '23 - Jun 24</u>	<u>Nov '22 - Jun 23</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Income-Funds from City	134,915.52	157,544.19	(22,628.67)
<b>Total Income</b>	<u>134,915.52</u>	<u>157,544.19</u>	<u>(22,628.67)</u>
<b>Expense</b>			
Administrative Expenses	14,390.74	16,887.80	(2,497.06)
Business Attraction/Retention	13,048.17	25,456.83	(12,408.66)
Depreciation		3,513.36	(3,513.36)
Marketing & Promotions	12,808.00	20,244.82	(7,436.82)
Memberships	10,000.00	3,750.00	6,250.00
Miscellaneous Expense	181.42	0.00	181.42
Mtgs & Travel/ Prospect Host	12.19	0.00	12.19
Professional Development	8,357.97	11,405.63	(3,047.66)
Professional Fees	1,000.00	0.00	1,000.00
Regional E-Marketing	250.00	0.00	250.00
Salaries	66,000.00	66,000.00	0.00
Workforce Development	0.00	14,843.06	(14,843.06)
<b>Total Expense</b>	<u>126,048.49</u>	<u>162,101.50</u>	<u>(36,053.01)</u>
<b>Net Ordinary Income</b>	<u>8,867.03</u>	<u>(4,557.31)</u>	<u>13,424.34</u>
<b>Net Income</b>	<u><u>8,867.03</u></u>	<u><u>(4,557.31)</u></u>	<u><u>13,424.34</u></u>

## Balance Sheet

As of June 30, 2024

	<u>Jun 30, 24</u>	<u>Jun 30, 23</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
011 · US Bank Checking	87,269.49	75,266.90	12,002.59
013 · US Bank - Money Market	209,045.86	9,192.10	199,853.76
<b>Total Checking/Savings</b>	<u>296,315.35</u>	<u>84,459.00</u>	<u>211,856.35</u>
<b>Accounts Receivable</b>			
012 · Accounts Receivable	39,107.55	10,217.51	28,890.04
<b>Total Accounts Receivable</b>	<u>39,107.55</u>	<u>10,217.51</u>	<u>28,890.04</u>
<b>Other Current Assets</b>			
032 · Prepaid Insurance	3,107.92	6,635.79	-3,527.87
020 · Due From (To) Other Funds	0.00	80.92	-80.92
031 · Prepaid Expenses	1,601.68	0.00	1,601.68
<b>Total Other Current Assets</b>	<u>4,709.60</u>	<u>6,716.71</u>	<u>-2,007.11</u>
<b>Total Current Assets</b>	<u>340,132.50</u>	<u>101,393.22</u>	<u>238,739.28</u>
<b>Fixed Assets</b>			
170 · Advanced Training & Tech Ctr	1,614,162.80	1,664,946.20	-50,783.40
179 · ATTC Building Improvements	1,465,016.94	1,509,073.02	-44,056.08
177 · ATTC Equipment	22,729.56	295,481.16	-272,751.60
175 · ATTC Furniture & Fixtures	1,439.90	18,718.34	-17,278.44
150 · Foundation Furniture & Fixtures	0.00	0.00	0.00
166 · IC Leasehold Improvements	23,679.79	31,762.99	-8,083.20
152 · Innovation Center F & F	5,724.65	7,674.41	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,056,687.04	1,104,975.16	-48,288.12
<b>Total Fixed Assets</b>	<u>4,251,385.17</u>	<u>4,694,575.77</u>	<u>-443,190.60</u>
<b>TOTAL ASSETS</b>	<u><u>4,591,517.67</u></u>	<u><u>4,795,968.99</u></u>	<u><u>-204,451.32</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
200.000 · Accounts Payable	19,733.45	13,043.47	6,689.98
<b>Total Accounts Payable</b>	<u>19,733.45</u>	<u>13,043.47</u>	<u>6,689.98</u>
<b>Credit Cards</b>			
200.100 · US Bank Credit Card	4,295.91	3,591.00	704.91
<b>Total Credit Cards</b>	<u>4,295.91</u>	<u>3,591.00</u>	<u>704.91</u>
<b>Other Current Liabilities</b>			
217.000 · Deferred Income	2,308.00	6,112.00	-3,804.00
208.000 · Deposits Held	8,921.00	7,950.00	971.00
<b>Total Other Current Liabilities</b>	<u>11,229.00</u>	<u>14,062.00</u>	<u>-2,833.00</u>
<b>Total Current Liabilities</b>	<u>35,258.36</u>	<u>30,696.47</u>	<u>4,561.89</u>
<b>Total Liabilities</b>	<u>35,258.36</u>	<u>30,696.47</u>	<u>4,561.89</u>
<b>Equity</b>			
33000 · Temp. Restricted Net Assets	25,880.00	25,880.00	0.00
32000 · Unrestricted Net Assets	4,290,005.03	4,805,531.11	-515,526.08
Net Income	240,374.28	-66,138.59	306,512.87
<b>Total Equity</b>	<u>4,556,259.31</u>	<u>4,765,272.52</u>	<u>-209,013.21</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>4,591,517.67</u></u>	<u><u>4,795,968.99</u></u>	<u><u>-204,451.32</u></u>

## Statement of Operations-Consolidated

April through June 2024

	<u>Apr - Jun 24</u>	<u>Apr - Jun 23</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
401 · Contributions	4,725.00	3,635.00	1,090.00
411 · Grants	5,000.00	19,040.00	-14,040.00
422 · Income - Interest	0.37	0.66	-0.29
425 · Income - Miscellaneous	400,000.00	64,215.54	335,784.46
426 · Lease Income	60,996.73	59,234.26	1,762.47
427 · Lease Utility Income	7,221.74	10,264.34	-3,042.60
<b>Total Income</b>	<u>477,943.84</u>	<u>156,389.80</u>	<u>321,554.04</u>
<b>Gross Profit</b>	477,943.84	156,389.80	321,554.04
<b>Expense</b>			
660 · Utilities Expense	26,750.60	27,367.79	-617.19
760 · Grant Disbursement	0.00	277.26	-277.26
611 · Administrative Fee	37,500.00	37,500.00	0.00
787 · Bank Fees	15.00	45.00	-30.00
730 · Depreciation	110,797.65	110,780.98	16.67
720 · Equipment Maint	3,572.89	5,044.05	-1,471.16
785 · Insurance Expense	12,851.62	17,806.07	-4,954.45
650 · Meetings	95.14	0.00	95.14
790 · Miscellaneous Expense	135.19	1,220.00	-1,084.81
670 · Occupancy Expense	30,797.93	30,595.34	202.59
750 · Professional Fees	2,590.00	850.00	1,740.00
610 · Program Service Fee	13,500.00	13,500.00	0.00
<b>Total Expense</b>	<u>238,606.02</u>	<u>244,986.49</u>	<u>-6,380.47</u>
<b>Net Ordinary Income</b>	<u>239,337.82</u>	<u>-88,596.69</u>	<u>327,934.51</u>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
800 · Committee Divisions			
800.370 · TEconomy	0.00	19,456.46	-19,456.46
800.101 · Education			
951.130 · Technology Summit	-6,747.69	-80.42	-6,667.27
951.160 · Tomorrows Leaders Today	-899.00	-161.00	-738.00
951.110 · Golden Apple	8,981.71	8,871.49	110.22
<b>Total 800.101 · Education</b>	<u>1,335.02</u>	<u>8,630.07</u>	<u>-7,295.05</u>
800.200 · Leadership Joplin	-2,927.67	-5,391.21	2,463.54
800.400 · Young Professionals Network	1,699.11	-237.22	1,936.33
<b>Total 800 · Committee Divisions</b>	<u>106.46</u>	<u>22,458.10</u>	<u>-22,351.64</u>
<b>Total Other Income</b>	<u>106.46</u>	<u>22,458.10</u>	<u>-22,351.64</u>
<b>Net Other Income</b>	106.46	22,458.10	-22,351.64
<b>Net Income</b>	<u><u>239,444.28</u></u>	<u><u>-66,138.59</u></u>	<u><u>305,582.87</u></u>

## Statement of Operations

April through June 2024

	<u>Apr - Jun 24</u>	<u>Apr - Jun 23</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
401 · Contributions	3,205.00	3,635.00	-430.00
411 · Grants	5,000.00	5,000.00	0.00
422 · Income - Interest	0.37	0.66	-0.29
425 · Income - Miscellaneous	0.00	34,803.88	-34,803.88
<b>Total Income</b>	<u>8,205.37</u>	<u>43,439.54</u>	<u>-35,234.17</u>
<b>Gross Profit</b>	8,205.37	43,439.54	-35,234.17
<b>Expense</b>			
760 · Grant Disbursement	0.00	277.26	-277.26
787 · Bank Fees	15.00	45.00	-30.00
650 · Meetings	95.14	0.00	95.14
790 · Miscellaneous Expense	135.19	720.00	-584.81
750 · Professional Fees	0.00	530.00	-530.00
610 · Program Service Fee	13,500.00	13,500.00	0.00
<b>Total Expense</b>	<u>13,745.33</u>	<u>15,072.26</u>	<u>-1,326.93</u>
<b>Net Ordinary Income</b>	-5,539.96	28,367.28	-33,907.24
<b>Other Income/Expense</b>			
<b>Other Income</b>			
800 · Committee Divisions			
800.370 · TEconomy	0.00	19,456.46	-19,456.46
800.101 · Education			
951.130 · Technology Summit	-6,747.69	-80.42	-6,667.27
951.160 · Tomorrows Leaders Today	-899.00	-161.00	-738.00
951.110 · Golden Apple	8,981.71	8,871.49	110.22
<b>Total 800.101 · Education</b>	<u>1,335.02</u>	<u>8,630.07</u>	<u>-7,295.05</u>
800.200 · Leadership Joplin	-2,927.67	-5,391.21	2,463.54
800.400 · Young Professionals Network	1,699.11	-237.22	1,936.33
<b>Total 800 · Committee Divisions</b>	<u>106.46</u>	<u>22,458.10</u>	<u>-22,351.64</u>
<b>Total Other Income</b>	<u>106.46</u>	<u>22,458.10</u>	<u>-22,351.64</u>
<b>Net Other Income</b>	106.46	22,458.10	-22,351.64
<b>Net Income</b>	<u><u>-5,433.50</u></u>	<u><u>50,825.38</u></u>	<u><u>-56,258.88</u></u>

## Statement of Operations-ATTC

April through June 2024

	<u>Apr - Jun 24</u>	<u>Apr - Jun 23</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
425 · Income - Miscellaneous	400,000.00	14,705.83	385,294.17
426 · Lease Income	36,525.00	43,010.76	-6,485.76
427 · Lease Utility Income	7,221.74	10,264.34	-3,042.60
<b>Total Income</b>	<u>443,746.74</u>	<u>67,980.93</u>	<u>375,765.81</u>
<b>Gross Profit</b>	<u>443,746.74</u>	<u>67,980.93</u>	<u>375,765.81</u>
<b>Expense</b>			
660 · Utilities Expense	21,832.73	22,453.27	-620.54
611 · Administrative Fee	18,750.00	18,750.00	0.00
730 · Depreciation	96,217.38	96,200.71	16.67
720 · Equipment Maint	1,962.49	3,782.46	-1,819.97
785 · Insurance Expense	10,024.27	13,888.73	-3,864.46
790 · Miscellaneous Expense	0.00	500.00	-500.00
670 · Occupancy Expense	19,392.97	24,405.96	-5,012.99
750 · Professional Fees	2,590.00	320.00	2,270.00
<b>Total Expense</b>	<u>170,769.84</u>	<u>180,301.13</u>	<u>-9,531.29</u>
<b>Net Ordinary Income</b>	<u>272,976.90</u>	<u>-112,320.20</u>	<u>385,297.10</u>
<b>Net Income</b>	<u><u>272,976.90</u></u>	<u><u>-112,320.20</u></u>	<u><u>385,297.10</u></u>

## Statement of Operations-NIC

April through June 2024

	<u>Apr - Jun 24</u>	<u>Apr - Jun 23</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
411 · Grants	0.00	14,040.00	-14,040.00
425 · Income - Miscellaneous	0.00	14,705.83	-14,705.83
426 · Lease Income	19,324.23	16,223.50	3,100.73
<b>Total Income</b>	<u>19,324.23</u>	<u>44,969.33</u>	<u>-25,645.10</u>
<b>Gross Profit</b>	19,324.23	44,969.33	-25,645.10
<b>Expense</b>			
660 · Utilities Expense	4,917.87	4,914.52	3.35
611 · Administrative Fee	18,750.00	18,750.00	0.00
730 · Depreciation	14,580.27	14,580.27	0.00
720 · Equipment Maint	1,610.40	1,261.59	348.81
785 · Insurance Expense	2,827.35	3,917.34	-1,089.99
670 · Occupancy Expense	11,404.96	6,189.38	5,215.58
<b>Total Expense</b>	<u>54,090.85</u>	<u>49,613.10</u>	<u>4,477.75</u>
<b>Net Ordinary Income</b>	<u>-34,766.62</u>	<u>-4,643.77</u>	<u>-30,122.85</u>
<b>Net Income</b>	<u><u>-34,766.62</u></u>	<u><u>-4,643.77</u></u>	<u><u>-30,122.85</u></u>

## Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: May 31, 2024

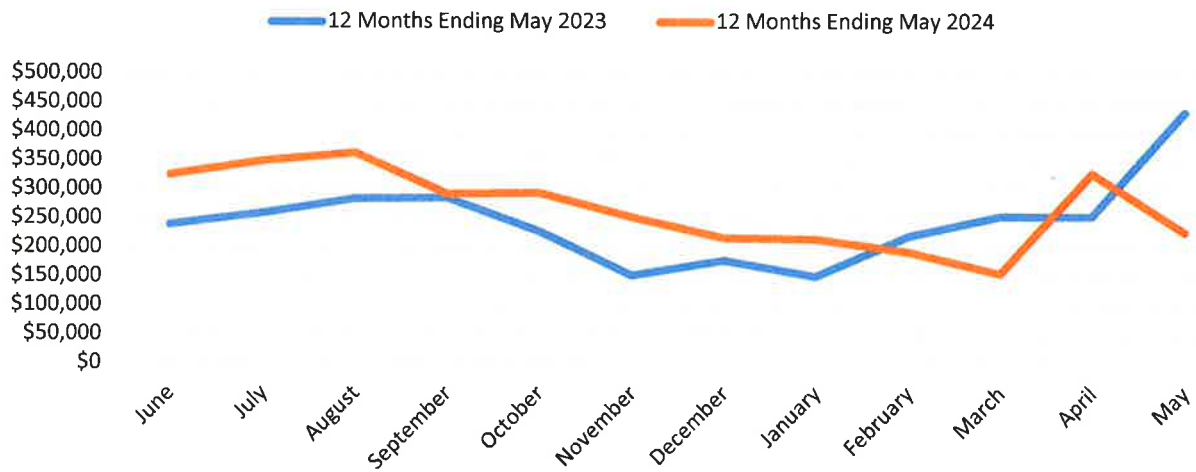
By: Travis Stevens, CEO and Debby Chaligoj, Finance Manager

	FY 24-25	FY 23-24	FY 22-23	3 yr Average
<b>Chamber:</b>				
* Cash Position:	\$ 227,697	\$ 433,822	\$ 207,883	\$ 289,801
* Accounts Receivable:	\$ 33,546	\$ 14,887	\$ 23,771	\$ 24,068
* Deferred Income Current Fiscal Year:	\$ 172,007	\$ 222,845	\$ 210,716	\$ 201,856
* Deferred Income Next Fiscal Year:	\$ 1,627	\$ 4,171	\$ 1,597	\$ 2,465
* Membership Dues YTD Income:	\$ 62,055	\$ 66,150	\$ 6,598	\$ 44,934
* Net Income YTD:	\$ (31,855)	\$ 86,018	\$ 12,407	\$ 22,190
* Net Income Before Depreciation YTD:	\$ (35,438)	\$ 89,894	\$ 16,847	\$ 23,768
<b>Foundation / Innovation Center:</b>				
* Cash Position Foundation:	\$ 137,722	\$ 5,686	\$ 55,266	\$ 66,225
* Cash Position Innovation Center:	\$ (22,834)	\$ 47,442	\$ 97,439	\$ 40,682
* Accounts Receivable:	\$ 34,640	\$ 52,170	\$ 14,783	\$ 33,864
* Accounts Receivable: Crowder	\$ -	\$ -	\$ -	\$ -
* Deferred Income Current Fiscal Year:	\$ 2,591	\$ 8,387	\$ 1,497	\$ 4,158
* Deferred Income Next Fiscal Year:	\$ -	\$ -	\$ -	\$ -
* Net Income YTD:	\$ 305,505	\$ (3,855)	\$ (45,992)	\$ 85,219
* Net Income Before Depreciation YTD:	\$ 379,370	\$ 33,061	\$ 27,711	\$ 146,714
<b>Economic Development:</b>				
<b>(for City's Fiscal Year ending October 31, 2022)</b>				
	Annual Budget	Budget Remaining		
Local Budget:	\$ 200,000	\$ 71,044		
Regional Budget:	\$ 52,000	\$ 24,908		
Due from City:	\$ 42,385			
Due to Chamber: (ED charges paid by Chamber)	\$ 32,386			
Due to MOKAN: (ED charges paid by MOKAN)	\$ 10,700			

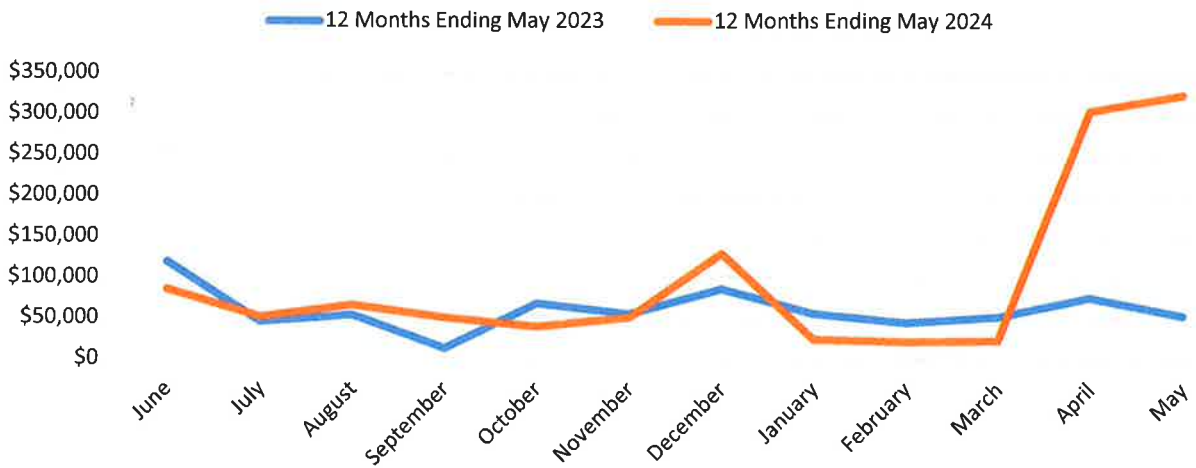
# Cash Flow Comparison

June-May

## Chamber Cash



## Foundation Cash





**ACCOUNTS RECEIVABLE SUMMARY****May 2024**

	May-24	Apr-24	Mar-24	Feb-24	Jan-24	Total
<b>Chamber</b>						
Banquet Sponsor	-	2,200.00	-	-	-	2,200.00
Banquet Attendees	-	3,060.00	-	-	-	3,060.00
Business After Hours	2,500.00	-	-	-	2,800.00	5,300.00
EXPO Sponsor	-	-	-	-	4,000.00	4,000.00
Good Morning Joplin Attendees	300.00	-	-	-	70.00	370.00
Good Morning Joplin Sponsor	-	-	-	-	2,500.00	2,500.00
Lunch & Learn	-	-	-	-	99.49	99.49
Member to Member Emails	-	-	-	400.00	200.00	600.00
Member Retention	-	-	-	750.00	-	750.00
Morning Brew	-	-	-	2,500.00	-	2,500.00
Newsletter Sponsor	5,000.00	-	-	-	-	5,000.00
Online Business Journal	1,350.00	-	-	-	-	1,350.00
Room Rental	-	-	-	-	50.00	50.00
Board Retreat	-	-	-	-	253.17	253.17
Foundation Reimb to Chamber	730.96	-	-	-	232.00	962.96
One Joplin Reimb to Chamber	65.25	-	-	-	-	65.25
MOKAN Reimb to Chamber	3,124.89	-	-	-	-	3,124.89
JCIDA Reimb to Chamber	-	200.00	-	-	-	200.00
MOCAP Reimb to Chamber	-	150.00	-	-	10.45	160.45
<b>Total Chamber AR</b>	<b>13,071.10</b>	<b>5,610.00</b>	<b>-</b>	<b>3,650.00</b>	<b>10,215.11</b>	<b>32,546.21</b>
<b>Foundation</b>						
ATTC Kitchen	-	-	-	-	1,066.25	1,066.25
ATTC Rent	-	-	-	-	-	-
ATTC Utilities	3,896.30	-	-	-	-	3,896.30
IC Rent	2,486.00	1,318.50	2,012.50	918.50	2,368.50	9,104.00
Tech Summit	-	-	-	-	16,500.00	16,500.00
YPN	-	15.00	-	500.00	-	515.00
Chamber Reimb to Foundation	3,540.00	-	-	18.00	-	3,558.00
<b>Foundation AR</b>	<b>9,922.30</b>	<b>1,333.50</b>	<b>2,012.50</b>	<b>1,436.50</b>	<b>19,934.75</b>	<b>34,639.55</b>

## Balance Sheet

As of May 31, 2024

	<u>May 31, 24</u>	<u>May 31, 23</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
Checking/Savings			
011 · US Bank - Checking	226,982.96	433,821.89	-206,838.93
Total Checking/Savings	<u>226,982.96</u>	<u>433,821.89</u>	<u>-206,838.93</u>
Accounts Receivable			
012 · Accounts Receivable	33,546.21	14,886.51	18,659.70
Total Accounts Receivable	<u>33,546.21</u>	<u>14,886.51</u>	<u>18,659.70</u>
Other Current Assets			
010 · Petty Cash	250.00	250.00	0.00
014 · Due From (To) Staff	-1.76	-386.94	385.18
020 · Due From (To) Other Funds			
022 · Due From (To) ED	32,425.81	29,808.40	2,617.41
Total 020 · Due From (To) Other Funds	<u>32,425.81</u>	<u>29,808.40</u>	<u>2,617.41</u>
030 · Deposit - Bulk Mail	2,536.52	2,182.46	354.06
031 · Prepaid Expenses	1,837.62	286.00	1,551.62
032 · Prepaid Insurance	9,682.90	9,430.42	252.48
Total Other Current Assets	<u>46,731.09</u>	<u>41,570.34</u>	<u>5,160.75</u>
Total Current Assets	<u>307,260.26</u>	<u>490,278.74</u>	<u>-183,018.48</u>
<b>Fixed Assets</b>			
152.000 · Furniture & Equipment	22,945.03	25,505.83	-2,560.80
154.000 · Interior	0.00	0.00	0.00
156.000 · 320 East 4th - Building	145,273.52	158,433.08	-13,159.56
158.000 · Grounds	3,537.80	4,422.20	-884.40
160.000 · Land	76,562.56	76,562.56	0.00
Total Fixed Assets	<u>248,318.91</u>	<u>264,923.67</u>	<u>-16,604.76</u>
<b>TOTAL ASSETS</b>	<u><u>555,579.17</u></u>	<u><u>755,202.41</u></u>	<u><u>-199,623.24</u></u>

## Balance Sheet

As of May 31, 2024

	<u>May 31, 24</u>	<u>May 31, 23</u>	<u>\$ Change</u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
200.000 · Accounts Payable	7,017.14	93,950.16	-86,933.02
<b>Total Accounts Payable</b>	<u>7,017.14</u>	<u>93,950.16</u>	<u>-86,933.02</u>
<b>Credit Cards</b>			
200.100 · US Bank - Credit Card	12,665.77	9,327.67	3,338.10
<b>Total Credit Cards</b>	<u>12,665.77</u>	<u>9,327.67</u>	<u>3,338.10</u>
<b>Other Current Liabilities</b>			
200.050 · Accounts Payable Accrual	350.00	0.00	350.00
208.000 · Deferred Income - Renewal Dues	156,220.84	191,940.93	-35,720.09
217.000 · Deferred Income-Other			
217.180 · Deferred Income - EXPO	0.00	3,790.00	-3,790.00
217.320 · Deferred Income - GMJ	168.00	967.00	-799.00
217.330 · Deferred Income - Morning Brew	4,000.00	5,000.00	-1,000.00
217.340 · Deferred Income - BAH	4,000.00	4,000.00	0.00
217.350 · Deferred Income - Golf	6,270.00	15,950.00	-9,680.00
217.360 · Deferred Income - JOMO Jubilee	1,000.00	2,000.00	-1,000.00
217.370 · Deferred Income - Lunch & Learn	0.00	100.00	-100.00
217.430 · Deferred Income - Member Memos	1,375.00	0.00	1,375.00
217.460 · Deferred Income - M2M Emails	400.00	1,200.00	-800.00
217.470 · Deferred Income - Mmbr Table	200.00	200.00	0.00
217.000 · Deferred Income-Other - Other	0.00	1,868.00	-1,868.00
<b>Total 217.000 · Deferred Income-Other</b>	<u>17,413.00</u>	<u>35,075.00</u>	<u>-17,662.00</u>
<b>Total Other Current Liabilities</b>	<u>173,983.84</u>	<u>227,015.93</u>	<u>-53,032.09</u>
<b>Total Current Liabilities</b>	<u>193,666.75</u>	<u>330,293.76</u>	<u>-136,627.01</u>
<b>Total Liabilities</b>	193,666.75	330,293.76	-136,627.01
<b>Equity</b>			
32000 · Unrestricted Net Assets	394,481.70	338,891.00	55,590.70
Net Income	-32,569.28	86,017.65	-118,586.93
<b>Total Equity</b>	<u>361,912.42</u>	<u>424,908.65</u>	<u>-62,996.23</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>555,579.17</u></u>	<u><u>755,202.41</u></u>	<u><u>-199,623.24</u></u>

**Balance Sheet**  
As of May 31, 2024

	<u>May 31, 24</u>	<u>May 31, 23</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
US Bank-Checking/Sweep Acct	19,874.87	-21,231.59	41,106.46
<b>Total Checking/Savings</b>	<u>19,874.87</u>	<u>-21,231.59</u>	<u>41,106.46</u>
<b>Other Current Assets</b>			
Due From (To) City	42,385.45	90,985.16	-48,599.71
Due From (To) Other Funds			
Due From (To) Chamber	-32,385.62	-29,808.40	-2,577.22
Due From (To) MOKAN	-10,700.15	0.00	-10,700.15
<b>Total Due From (To) Other Funds</b>	<u>-43,085.77</u>	<u>-29,808.40</u>	<u>-13,277.37</u>
<b>Total Other Current Assets</b>	<u>-700.32</u>	<u>61,176.76</u>	<u>-61,877.08</u>
<b>Total Current Assets</b>	<u>19,174.55</u>	<u>39,945.17</u>	<u>-20,770.62</u>
<b>Fixed Assets</b>			
Furniture and Equipment	0.00	2,195.79	-2,195.79
<b>Total Fixed Assets</b>	<u>0.00</u>	<u>2,195.79</u>	<u>-2,195.79</u>
<b>TOTAL ASSETS</b>	<u><u>19,174.55</u></u>	<u><u>42,140.96</u></u>	<u><u>-22,966.41</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable			
*Accounts Payable	0.00	20,884.38	-20,884.38
<b>Total Accounts Payable</b>	<u>0.00</u>	<u>20,884.38</u>	<u>-20,884.38</u>
<b>Total Current Liabilities</b>	<u>0.00</u>	<u>20,884.38</u>	<u>-20,884.38</u>
<b>Total Liabilities</b>	<u>0.00</u>	<u>20,884.38</u>	<u>-20,884.38</u>
<b>Equity</b>			
Retained Earnings	1,358.85	23,856.54	-22,497.69
Net Income	17,815.70	-2,599.96	20,415.66
<b>Total Equity</b>	<u>19,174.55</u>	<u>21,256.58</u>	<u>-2,082.03</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>19,174.55</u></u>	<u><u>42,140.96</u></u>	<u><u>-22,966.41</u></u>

**Statement of Operations**  
 November 2023 through May 2024

	<u>Nov '23 - May 24</u>	<u>Nov '22 - May 23</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Income-Funds from City	120,432.12	143,285.61	(22,853.49)
<b>Total Income</b>	<u>120,432.12</u>	<u>143,285.61</u>	<u>(22,853.49)</u>
<b>Expense</b>			
Administrative Expenses	12,547.34	15,384.05	(2,836.71)
Business Attraction/Retention	6,650.00	25,456.83	(18,806.83)
Depreciation	0.00	3,074.19	(3,074.19)
Marketing & Promotions	8,070.00	16,307.32	(8,237.32)
Memberships	10,000.00	3,750.00	6,250.00
Miscellaneous Expense	181.42	0.00	181.42
Mtgs & Travel/ Prospect Host	12.19	0.00	12.19
Professional Development	7,405.47	9,320.12	(1,914.65)
Salaries	57,750.00	57,750.00	0.00
Workforce Development	0.00	14,843.06	(14,843.06)
<b>Total Expense</b>	<u>102,616.42</u>	<u>145,885.57</u>	<u>(43,269.15)</u>
<b>Net Ordinary Income</b>	<u>17,815.70</u>	<u>(2,599.96)</u>	<u>20,415.66</u>
<b>Net Income</b>	<u><u>17,815.70</u></u>	<u><u>(2,599.96)</u></u>	<u><u>20,415.66</u></u>

## Balance Sheet

As of May 31, 2024

	<u>May 31, 24</u>	<u>May 31, 23</u>	<u>\$ Change</u>
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
011 · US Bank Checking	114,887.40	43,920.68	70,966.72
013 · US Bank - Money Market	209,045.86	9,206.73	199,839.13
Total Checking/Savings	<u>323,933.26</u>	<u>53,127.41</u>	<u>270,805.85</u>
Accounts Receivable			
012 · Accounts Receivable	34,639.55	50,169.86	-15,530.31
Total Accounts Receivable	<u>34,639.55</u>	<u>50,169.86</u>	<u>-15,530.31</u>
Other Current Assets			
032 · Prepaid Insurance	4,789.29	13,271.58	-8,482.29
020 · Due From (To) Other Funds	0.00	34.34	-34.34
031 · Prepaid Expenses	1,601.68	0.00	1,601.68
Total Other Current Assets	<u>6,390.97</u>	<u>13,305.92</u>	<u>-6,914.95</u>
Total Current Assets	<u>364,963.78</u>	<u>116,603.19</u>	<u>248,360.59</u>
Fixed Assets			
170 · Advanced Training & Tech Ctr	1,618,394.75	1,669,178.15	-50,783.40
179 · ATTC Building Improvements	1,468,688.28	1,512,744.36	-44,056.08
177 · ATTC Equipment	45,458.86	318,210.46	-272,751.60
175 · ATTC Furniture & Fixtures	2,879.77	20,158.21	-17,278.44
150 · Foundation Furniture & Fixtures	0.00	0.00	0.00
166 · IC Leasehold Improvements	24,353.39	32,436.59	-8,083.20
152 · Innovation Center F & F	5,887.13	7,836.89	-1,949.76
168 · Land	61,944.49	61,944.49	0.00
162 · Newman Innovation Center	1,060,711.05	1,108,999.17	-48,288.12
Total Fixed Assets	<u>4,288,317.72</u>	<u>4,731,508.32</u>	<u>-443,190.60</u>
<b>TOTAL ASSETS</b>	<u><b>4,653,281.50</b></u>	<u><b>4,848,111.51</b></u>	<u><b>-194,830.01</b></u>
<b>LIABILITIES &amp; EQUITY</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
200.000 · Accounts Payable	16,187.29	23,427.10	-7,239.81
Total Accounts Payable	<u>16,187.29</u>	<u>23,427.10</u>	<u>-7,239.81</u>
Credit Cards			
200.100 · US Bank Credit Card	4,192.35	4,663.06	-470.71
Total Credit Cards	<u>4,192.35</u>	<u>4,663.06</u>	<u>-470.71</u>
Other Current Liabilities			
217.000 · Deferred Income	2,591.00	8,386.50	-5,795.50
208.000 · Deposits Held	8,921.00	7,950.00	971.00
Total Other Current Liabilities	<u>11,512.00</u>	<u>16,336.50</u>	<u>-4,824.50</u>
Total Current Liabilities	<u>31,891.64</u>	<u>44,426.66</u>	<u>-12,535.02</u>
Total Liabilities	31,891.64	44,426.66	-12,535.02
Equity			
33000 · Temp. Restricted Net Assets	25,880.00	25,880.00	0.00
32000 · Unrestricted Net Assets	4,290,005.03	4,805,531.11	-515,526.08
Net Income	305,504.83	-27,726.26	333,231.09
Total Equity	<u>4,621,389.86</u>	<u>4,803,684.85</u>	<u>-182,294.99</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>4,653,281.50</b></u>	<u><b>4,848,111.51</b></u>	<u><b>-194,830.01</b></u>

## Statement of Operations-Consolidated

April through May 2024

	<u>Apr - May 24</u>	<u>Apr - May 23</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
401 · Contributions	3,255.00	2,745.00	510.00
411 · Grants	5,000.00	19,040.00	-14,040.00
422 · Income - Interest	0.37	0.29	0.08
425 · Income - Miscellaneous	400,000.00	39,215.54	360,784.46
426 · Lease Income	47,932.23	47,249.13	683.10
427 · Lease Utility Income	7,221.74	6,747.71	474.03
<b>Total Income</b>	<u>463,409.34</u>	<u>114,997.67</u>	<u>348,411.67</u>
Gross Profit	463,409.34	114,997.67	348,411.67
Expense			
660 · Utilities Expense	17,838.54	18,196.29	-357.75
760 · Grant Disbursement	0.00	184.84	-184.84
611 · Administrative Fee	34,000.00	25,000.00	9,000.00
787 · Bank Fees	15.00	30.00	-15.00
730 · Depreciation	73,865.10	73,848.43	16.67
720 · Equipment Maint	3,347.89	5,044.05	-1,696.16
785 · Insurance Expense	11,170.25	11,170.28	-0.03
650 · Meetings	95.14	0.00	95.14
790 · Miscellaneous Expense	105.19	720.00	-614.81
670 · Occupancy Expense	18,525.39	24,140.62	-5,615.23
750 · Professional Fees	100.00	630.00	-530.00
610 · Program Service Fee	0.00	9,000.00	-9,000.00
<b>Total Expense</b>	<u>159,062.50</u>	<u>167,964.51</u>	<u>-8,902.01</u>
Net Ordinary Income	304,346.84	-52,966.84	357,313.68
Other Income/Expense			
Other Income			
800 · Committee Divisions			
800.370 · TEconomy	0.00	19,456.46	-19,456.46
800.101 · Education			
951.130 · Technology Summit	-6,747.69	0.00	-6,747.69
951.160 · Tomorrows Leaders Today	-899.00	-161.00	-738.00
951.110 · Golden Apple	9,136.20	8,871.49	264.71
<b>Total 800.101 · Education</b>	<u>1,489.51</u>	<u>8,710.49</u>	<u>-7,220.98</u>
800.200 · Leadership Joplin	-1,151.20	-2,893.97	1,742.77
800.400 · Young Professionals Network	819.68	-32.40	852.08
<b>Total 800 · Committee Divisions</b>	<u>1,157.99</u>	<u>25,240.58</u>	<u>-24,082.59</u>
<b>Total Other Income</b>	<u>1,157.99</u>	<u>25,240.58</u>	<u>-24,082.59</u>
Net Other Income	1,157.99	25,240.58	-24,082.59
Net Income	<u><u>305,504.83</u></u>	<u><u>-27,726.26</u></u>	<u><u>333,231.09</u></u>

## Statement of Operations

April through May 2024

	<u>Apr - May 24</u>	<u>Apr - May 23</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
401 · Contributions	2,935.00	2,745.00	190.00
411 · Grants	5,000.00	5,000.00	0.00
422 · Income - Interest	0.37	0.29	0.08
425 · Income - Miscellaneous	0.00	9,803.88	-9,803.88
<b>Total Income</b>	<u>7,935.37</u>	<u>17,549.17</u>	<u>-9,613.80</u>
<b>Gross Profit</b>	7,935.37	17,549.17	-9,613.80
<b>Expense</b>			
760 · Grant Disbursement	0.00	184.84	-184.84
611 · Administrative Fee	9,000.00	0.00	9,000.00
787 · Bank Fees	15.00	30.00	-15.00
650 · Meetings	95.14	0.00	95.14
790 · Miscellaneous Expense	105.19	720.00	-614.81
750 · Professional Fees	0.00	530.00	-530.00
610 · Program Service Fee	0.00	9,000.00	-9,000.00
<b>Total Expense</b>	<u>9,215.33</u>	<u>10,464.84</u>	<u>-1,249.51</u>
<b>Net Ordinary Income</b>	-1,279.96	7,084.33	-8,364.29
<b>Other Income/Expense</b>			
<b>Other Income</b>			
800 · Committee Divisions			
800.370 · TEconomy	0.00	19,456.46	-19,456.46
800.101 · Education			
951.130 · Technology Summit	-6,747.69	0.00	-6,747.69
951.160 · Tomorrows Leaders Today	-899.00	-161.00	-738.00
951.110 · Golden Apple	9,136.20	8,871.49	264.71
<b>Total 800.101 · Education</b>	<u>1,489.51</u>	<u>8,710.49</u>	<u>-7,220.98</u>
800.200 · Leadership Joplin	-1,151.20	-2,893.97	1,742.77
800.400 · Young Professionals Network	819.68	-32.40	852.08
<b>Total 800 · Committee Divisions</b>	<u>1,157.99</u>	<u>25,240.58</u>	<u>-24,082.59</u>
<b>Total Other Income</b>	<u>1,157.99</u>	<u>25,240.58</u>	<u>-24,082.59</u>
<b>Net Other Income</b>	<u>1,157.99</u>	<u>25,240.58</u>	<u>-24,082.59</u>
<b>Net Income</b>	<u><u>-121.97</u></u>	<u><u>32,324.91</u></u>	<u><u>-32,446.88</u></u>



## Statement of Operations-ATTC

April through May 2024

	<u>Apr - May 24</u>	<u>Apr - May 23</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
425 · Income - Miscellaneous	400,000.00	14,705.83	385,294.17
426 · Lease Income	31,950.00	36,375.13	-4,425.13
427 · Lease Utility Income	7,221.74	6,747.71	474.03
<b>Total Income</b>	<u>439,171.74</u>	<u>57,828.67</u>	<u>381,343.07</u>
Gross Profit	439,171.74	57,828.67	381,343.07
Expense			
660 · Utilities Expense	14,765.63	15,121.16	-355.53
611 · Administrative Fee	12,500.00	12,500.00	0.00
730 · Depreciation	64,144.92	64,128.25	16.67
720 · Equipment Maint	1,862.49	3,782.46	-1,919.97
785 · Insurance Expense	8,712.80	8,712.81	-0.01
670 · Occupancy Expense	11,540.78	19,817.36	-8,276.58
750 · Professional Fees	100.00	100.00	0.00
<b>Total Expense</b>	<u>113,626.62</u>	<u>124,162.04</u>	<u>-10,535.42</u>
Net Ordinary Income	<u>325,545.12</u>	<u>-66,333.37</u>	<u>391,878.49</u>
Net Income	<u><b>325,545.12</b></u>	<u><b>-66,333.37</b></u>	<u><b>391,878.49</b></u>

## Statement of Operations-NIC

April through May 2024

	<u>Apr - May 24</u>	<u>Apr - May 23</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
411 · Grants	0.00	14,040.00	-14,040.00
425 · Income - Miscellaneous	0.00	14,705.83	-14,705.83
426 · Lease Income	15,982.23	10,874.00	5,108.23
<b>Total Income</b>	<u>15,982.23</u>	<u>39,619.83</u>	<u>-23,637.60</u>
<b>Gross Profit</b>	<u>15,982.23</u>	<u>39,619.83</u>	<u>-23,637.60</u>
<b>Expense</b>			
660 · Utilities Expense	3,072.91	3,075.13	-2.22
611 · Administrative Fee	12,500.00	12,500.00	0.00
730 · Depreciation	9,720.18	9,720.18	0.00
720 · Equipment Maint	1,485.40	1,261.59	223.81
785 · Insurance Expense	2,457.45	2,457.47	-0.02
670 · Occupancy Expense	6,984.61	4,323.26	2,661.35
<b>Total Expense</b>	<u>36,220.55</u>	<u>33,337.63</u>	<u>2,882.92</u>
<b>Net Ordinary Income</b>	<u>-20,238.32</u>	<u>6,282.20</u>	<u>-26,520.52</u>
<b>Net Income</b>	<u><u>-20,238.32</u></u>	<u><u>6,282.20</u></u>	<u><u>-26,520.52</u></u>

**FY April 2024 - March 2025**

<b>Income</b>	<b>Budget</b>
410.000 · Member Dues	
<b>Total 410.000 · Member Dues</b>	<b>\$424,450</b>
YCC Campaign	<b>\$45,000</b>
<b>Affiliate Companies</b>	
420.100 · Income - Foundation Service Fee	\$54,000
Leadership Joplin	
Golden Apple	
TLT	
YPN	
420.200 · Income - NIC Admin Fee	\$75,000
420.200 · Income - ATTC Admin Fee	\$75,000
<b>Total 420.300 · Income - One Joplin</b>	<b>\$9,600</b>
420.400 · Income - JIDA	\$14,400
420.500 · Income - JCIDA	\$2,400
420.600 · Income - MOKAN	\$85,400
420.700 · Income - MOCAP	\$1,800
<b>Total 420.000 · Income from Affiliate Companies</b>	<b>\$317,600</b>
430.000 · Income - Economic Development	<b>\$99,000</b>
440.000 · Income-Marketing	
440.100 · Commissions	\$20,000
440.400 · Rebrand	
440.500 · Community Profile	
<b>Total 440.000 · Income-Marketing</b>	<b>\$20,000</b>
490.000 · Income - Miscellaneous	
490.100 · Income - Building Room Rental	\$600
490.500 · Income - Interest	0
900.630 · City Maps	\$50
490.000 · Income - Miscellaneous - Other	\$4,400
<b>Total 490.000 · Income - Miscellaneous</b>	<b>\$5,050</b>
<b>Total Income</b>	<b>\$911,100</b>
<b>Expenses</b>	
<b>Staff Compensation</b>	
600.100 · Salaries	\$610,497
600.110 · Sales Commission	\$40,000
600.120 · Bonus Allowance	\$15,000
600.130 · Payroll Taxes	\$43,540
600.140 · Health Insurance	\$80,458
600.150 · Pension Fund	\$50,866
600.160 · Employee Insurance/Benefits	\$1,200

600.180 · Payroll Expenses	\$5,998
<b>Total 600.000 · Staff Compensation</b>	<b>\$847,559</b>
<b>Staff Development</b>	
600.210 · Memberships	
600.220 · Conferences	
600.230 · Food	
600.240 · Travel	
600.250 · Lodging	
600.260 · Training	
600.270 · Meetings	
<b>Total 600.200 · Staff Development</b>	<b>\$32,000</b>
<b>Other Staff Expenses</b>	
600.185 · Birthday/Anniversary/Family	\$1,200
600.190 · Staff Appreciation	\$1,200
600.195 · Apparel	\$1,200
600.900 · Other Staff Expenses - Other	\$300
<b>Total 600.900 · Other Staff Expenses</b>	<b>\$3,900</b>
<b>Utilities Expense</b>	
620.100 · Electric Expense	\$9,700
620.200 · Trash Expense	\$2,000
620.300 · Water/Sewer Expense	\$1,000
620.400 · Communications Expenses	
620.410 · Telephone	\$3,380
620.420 · Cell Phone	\$4,400
620.430 · Internet	\$2,100
620.400 · Communications Expenses - Other	\$1,900
<b>Total 620.400 · Communications Expenses</b>	<b>\$11,780</b>
<b>Total 620.000 · Utilities Expense</b>	<b>\$24,480</b>
<b>Maintenance Expenses</b>	
630.100 · Building Maintenance	\$4,000
630.200 · Equipment Rental	\$12,200
630.300 · Equipment Purchase	\$2,700
630.400 · Equipment Maintenance	\$34,000
630.500 · Janitorial Supplies/Services	\$8,000
630.600 · Grounds Maintenance	\$4,300
630.700 · Equipment Monitoring/Inspection	\$1,000
<b>Total 630.00 · Maintenance Expenses</b>	<b>\$66,200</b>
<b>Marketing Expense</b>	
640.100 · Mrkting, Promos & E-Media Exp	\$20,000
640.200 · Rebrand Expense	
640.300 · Community Profile Exp	
640.400 · Website Exp	\$1,000
640.000 · Marketing - Other	
<b>Total 640.000 · Marketing Expense</b>	<b>\$21,000</b>

Operating Expenses	
650.100 · Liability & Other Insurance	\$11,000
650.150 · Postage	\$3,000
650.200 · Office Supplies	\$5,500
<b>SOFTWARE</b>	
650.250 · Kitchen Supplies	\$1,750
650.450 · Publications	\$500
650.500 · Professional Fees	\$7,500
650.550 · Interest Expense	\$100
650.600 · Bank and Credit Card Fees	\$18,500
650.900 · Other Operating Expenses	\$900
Total 650.000 · Operating Expenses	<u>\$48,750</u>
680.000 · Depreciation	\$21,849
690.000 · Other Expenses	
690.800 · Uncategorized Expense	\$150
690.900 · Miscellaneous Expense	\$1,500
Total 690.000 · Other Expenses	<u>1,650.00</u>
<b>Reserve allocation beginning in 2025</b>	<u>0</u>
<b>Total Expense</b>	<u><b>\$1,067,388</b></u>

**Other Income/Expense**

**Program Income**

Economic Development	
Total 900.130 · Economic Growth Tour	\$0
Total 900.150 · JOMO Jubilee	\$9,000
Total 900.120 · Eggs & Issues	\$1,100
Total 900.310 · Board of Directors	0
Total 800.300 · Governance	<b>(\$3,000)</b>
Member Services 800.400 ·	
Total 800.410 · Member Development & Retention	<b>(\$12,500)</b>
Total 900.415 · Ambassador's	\$5,000
Total 900.420 · Member Spotlight Table	\$2,000
Total 900.430 · New Mbr Orientation	\$2,000
Total 900.440 · Lunch & Learn	\$2,500
Total 900.445 · Membership Appreciation	<b>(\$600)</b>
Total 900.455 · Lead's Group	\$2,500
900.620 · Member to Member Email	\$3,200
900.655 · Newsletter/Online Journal	\$6,350
900 450 · Members Memos Videos	\$1,375
800.400 · Member Services - Other	\$0
Total 800.400 · Member Services	<u><b>\$11,825</b></u>
Chamber Events	
Total 900.215 · Expo	\$55,000
Total 900.510 · Annual Banquet	\$18,000

Total 900.515 · Good Morning Joplin	\$6,000
Total 900.520 · Morning Brew	\$10,000
Total 900.525 · Business After Hours	\$11,000
Total 900.530 · Golf Tournament	\$25,500
800.500 · Chamber Events - Other	\$7,500
<b>Total 800.500 · Chamber Events</b>	<b>\$133,000</b>
Total 800.700 · Affinity Programs	0
800.800 · Chamber Work Groups	
Total 900.810 · Equality, Diversity & Inclusion	\$1,000
Total 900.815 · Chamber Gives Back	\$1,000
Total 900.835 · Professional Development	0
Total 900.840 · Women in Networking	\$7,500
<b>Total 800.800 · Chamber Work Groups</b>	<b>\$9,500</b>
 <b>Total 800.000 · Program Income</b>	 <b>\$160,925</b>
 <b>Total Income</b>	 <b>\$911,100</b>
<b>Program Income</b>	<b>\$160,925</b>
<b>Total Expense</b>	<b>\$1,067,388</b>
 <b>Net Income</b>	 <b>\$4,637</b>

### Committee Rosters

Finance/Audit Committee (no fewer than 3)  
Steven Graddy Committee Chairman (Treasurer of the Board)  
Mattie Crossland  
Kim Cox (Chairman of the Board)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Jeremy Drinkwitz  
Chad Evans  
Betsy Kissel

### Compensation/Personnel Committee

(no fewer than 6)  
Matt Stewart - Committee Chairman (Past Chairman of the Board)  
Kim Cox (Chairman of the Board)  
Katrina Richards (Chairman Elect of the Board)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Katrina Richards  
Jeremy Drinkwitz  
Chad Evans

### Nominating/Governance Committee

(no fewer than 3)  
Kim Cox (Chairman of the Board)

Dustin Storm  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Chad Greer  
Howie Nunnelly  
Matt Stewart (Chairman of the Board)

### Foundation

Board Members as Directed by By-laws  
Katrina Richards – Chairman (Chamber Chair elect)  
Steven Graddy – Treasurer (Chamber Treasurer)  
Travis Stephens – Chamber President  
\_\_\_\_\_  
Tonya Sprenkle – Chamber Vice President  
and Foundation Secretary

### Additional directors appointed by Chamber Board

Melodee Colbert-Kean – 3-year term (ends 2026)  
Dean Van Galen – 3-year term (ends 2024)  
Dustin Storm – 3-year term (term end 2025)  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Howie Nunnelly – 3-year term (ends 2026)  
Lori Haun – 3-year term (ends in 2024)  
Chad Greer – 3-year term (term ends 2025)

**SECTION 3. VACANCIES.**

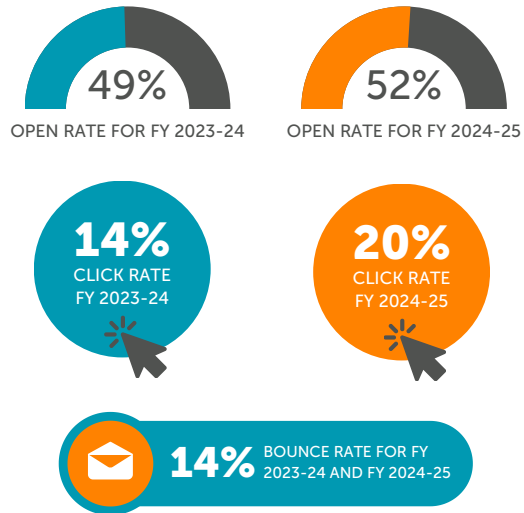
Vacancies created by Directors being removed or resigning shall be filled on recommendation by the Nominating Committee and a majority vote of the Board of Directors.



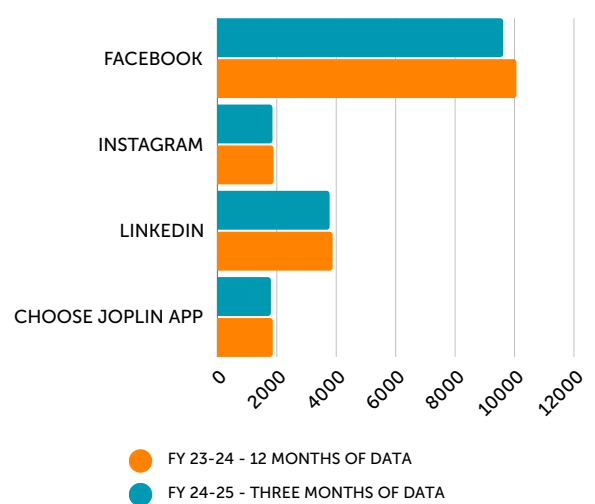
# MARKETING & EVENTS

FOR Q2 2024

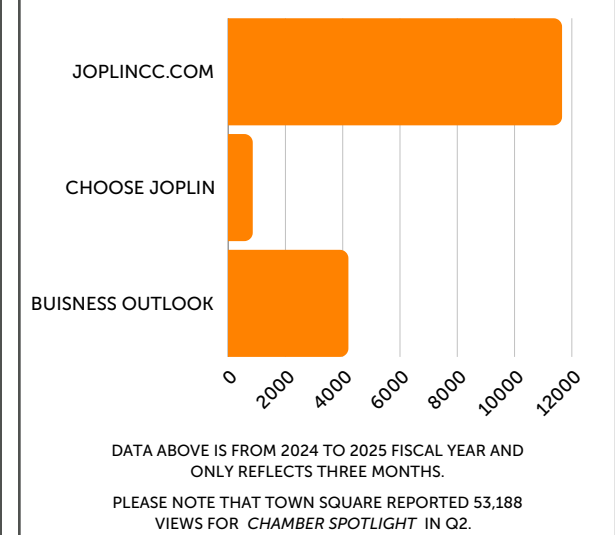
## WEEKLY UPDATE



## SOCIAL MEDIA FOLLOWERS



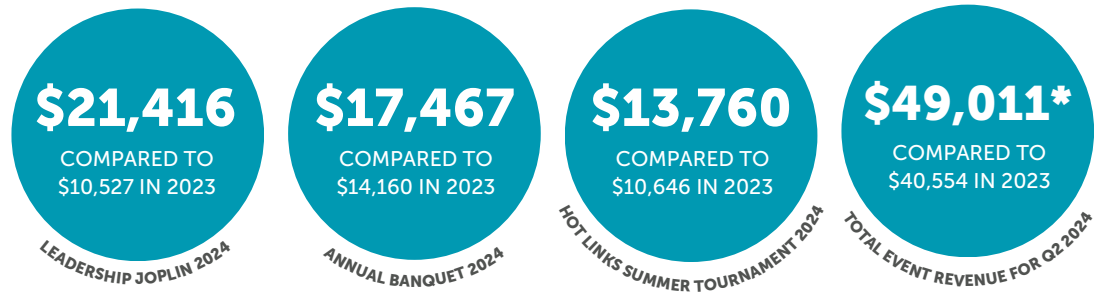
## WEBSITE USERS



## EVENT ATTENDANCE & REVENUE (Q2)

	APRIL	MAY	JUNE
MORNING BREW	65	51	52
BUSINESS AFTER HOURS	67	68	78
LEADS GROUPS	/	/	/
GOOD MORNING JOPLIN	/	120	/
RIBBON CUTTINGS**	4	10	4

\*\*THIS DENOTES THE NUMBER OF RIBBON CUTTINGS HELD IN EACH MONTH, NOT THE OVERALL ATTENDANCE AT RIBBON CUTTINGS.

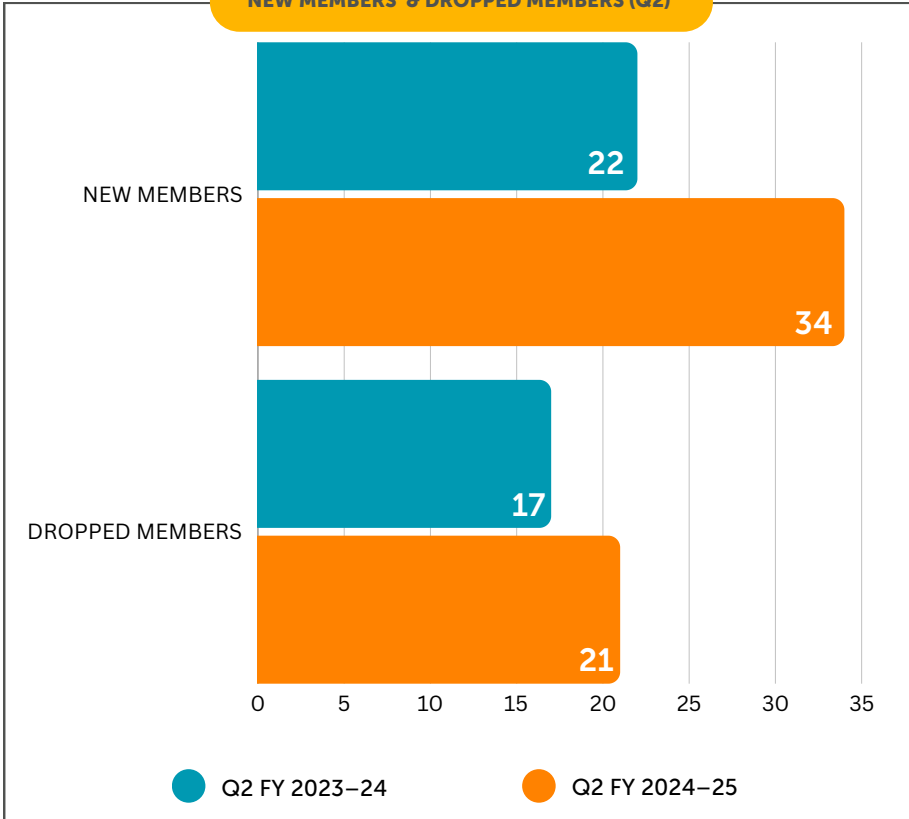


\*MORNING BREW, BUSINESS AFTER HOURS, GOLDEN APPLE, EGGS & ISSUES, MAY GOOD MORNING JOPLIN SPONSORSHIP REVENUE IS INCLUDED IN THE TOTAL EVENT REVENUE BUBBLE

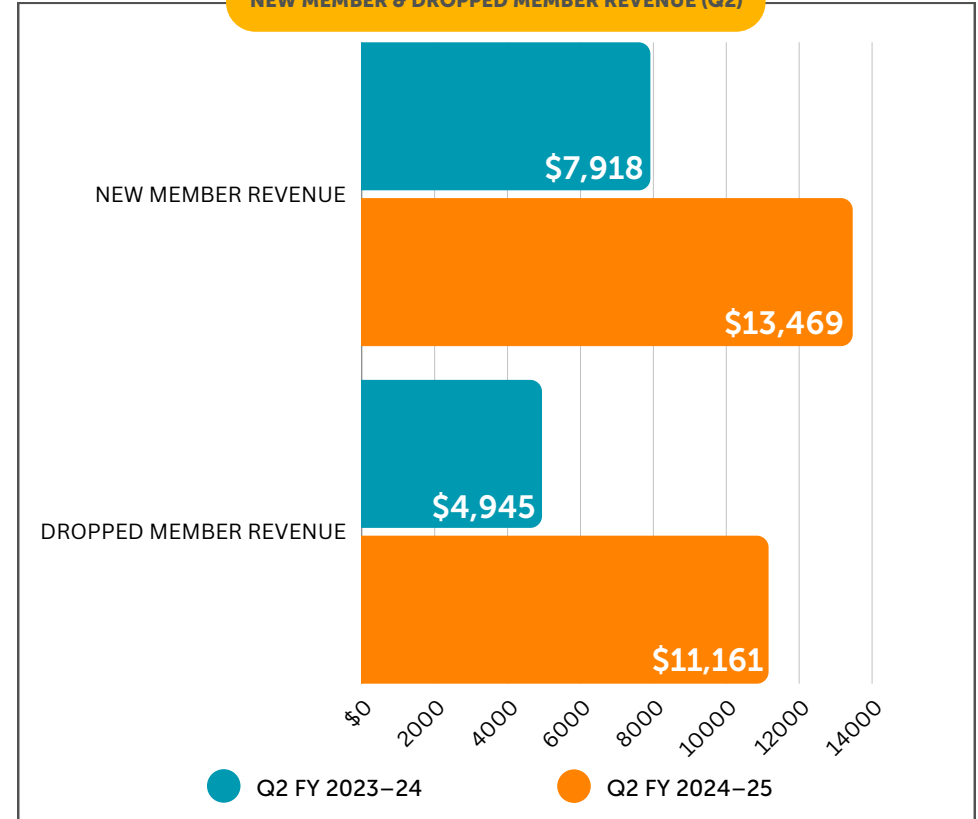
# MEMBERSHIP

FOR Q2 2024

NEW MEMBERS & DROPPED MEMBERS (Q2)



NEW MEMBER & DROPPED MEMBER REVENUE (Q2)

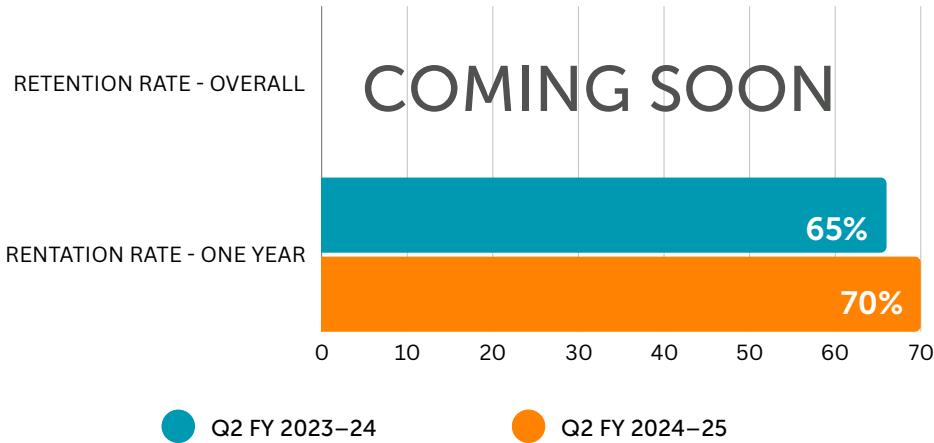


## FUTURE BRE INFORMATION

# MEMBERSHIP & SPONSORSHIPS

FOR Q2 2024

## MEMBER RETENTION



## FUTURE SPONSORSHIP INFORMATION

## FUTURE SPONSORSHIPS AND RETENTION GOALS

## **PRESIDENT'S REPORT TRAVIS STEPHENS**

### **CAPACITY BUILDING**

- Participated in ACCE's Peer Cities quarterly virtual meeting (6/12)
- Lead New Member Orientation (6/19)
  - 20 new members in attendance
- The Chamber team participated in a team building session with the Joplin Improv Group (6/20)
  - We also finalized our organization's Core Values:
    - Having a Growth Mindset
    - Operating with Honesty & Integrity
    - Being Ultimate Team Players
    - Making an Impact
- Hosted Chamber Finances Deep Dive Workshop
  - Board Members in attendance:
    - Christina Williams
    - Steven Graddy
    - Dr. Dean Van Galen
    - Lindsay Kubicek
- Leads Groups
  - Our restructuring of the Leads Groups is yielding positive results
    - We are now tracking leads shared amongst the participants
    - And they are becoming successful tools in recruiting new members
      - In June we had 20 "visitors" with 5 of them becoming Chamber members (so far)

### **COLLABORATION/PARTNERSHIP BUILDING**

- Participated on Zoom call with city staff and Prospect Village (proposed sports complex) developer Chris Vogeser (6/6)
  - Received overview of site plan and vision and information on TIF and CID boundaries
- Presented to city council and made ask on behalf of the Joplin Regional Alliance for Healthcare and Health Science for an annual contribution of \$50,000 for 5 years to help fund the organization
- (1-on-1 Meetings with the following individuals:
  - KCU Joplin Vice President Dr. Ric Schooler (5/30)
  - Lunch with Mayor Keenan Cortez & City Mgr Nick Edwards (5/30)
  - City Council Members Charles Copple and Josh Detar (6/6)
  - Downtown Joplin Alliance Director Lori Haun (6/6)
  - City Manager Nick Edwards (6/13)
  - KCU Asst Provost Diversity & Inclusion Dr. Jo Enscoe (6/21)
  - Member Drew Kimble – owner of 12 Eighty-One Photography (6/26)
  - Coffee meet-up with Rob O'Brian (7/12)
  - Member Curt Carr – owner of Joplin Greenhouse Coffee (7/15)

## COMMUNITY ENGAGEMENTS

- Attended the following events:
  - Economic Update presentation by Commerce Bank (5/21)
  - Faith at Work Luncheon (6/4)
    - approximately 90 people in attendance
  - Dover Bike Park Public Meeting at Joplin History & Mineral Museum (6/6)
  - Regional Commission on Homelessness monthly check-in (6/7)
  - Downtown Joplin Alliance's *All Committee Meeting* (6/11)
  - Mike Kehoe Meet & Greet at Granny Shaffer's (7/9)
  - Fred Osborn Retirement Event at Guaranty Bank (7/12)
- Attended the following Chamber events:
  - Ribbon Cutting for Mid Missouri bank (5/24)
  - Good Morning Joplin at College View Manor (5/30)
  - Participated in KOAM TV Interview regarding proposed sports complex (6/4)
  - Guest appearance on KZRG Newstalk morning radio show (6/6)
  - Morning Brew at Mercy Orthopedic Walk-in Clinic (6/7)
  - Leadership Joplin Graduation (6/13)
  - Hot Links Summer Golf event (6/14)
  - YPN Social / Game Night (6/20)
  - Leads Group Quarterly Mixer (6/28)
  - Morning Brew at Freeman Health's Business Center (7/12)
- Gave presentation on Community and Economic Development to MSSU Science to Jobs Industry participants (6/13)
  - MSSU Summer camp for high school students

## ECONOMIC DEVELOPMENT

- Presented Eco Devo quarterly update to Joplin City Council (5/20)
- Attended the MO State Chamber's "State of Manufacturing" event in Springfield (5/29)
  - Amy Kauffman and Kai Hamilton also attended
- Hosted first industry Round Table: "Large Employer / Manufacturing" (6/19)
  - 6 companies attended (EaglePicher, Jasper Products, Cardinal Scale, Ajinomoto, Owens Corning and Allgeier Martin)
  - Due to interest but unavailability, a second session was held in July with four additional employers participating: Refresco, Able Manufacturing, Boyd Metals and Wholesale Electric
  - The intent is to host this same group every 90 days in order to keep open lines of communication and engagement with our largest employers in a collective environment
- Doug Hunt and I gave presentation to the Missouri Technology Council asking for a grant to support the NIC and entrepreneurship efforts (6/27)
  - The ask is for \$39,000 and we should know status of award by end of August

- **JIDA**
  - The JIDA and the City has combined financial resources to make an offer on additional land for future industrial park development – a counteroffer was made by the seller and the JIDA meets this week to discuss next steps
  - The 55-acre site in Crossroads is under contract for an industrial project (project Buffalo) and has a scheduled closing date in September
- **JRAHH (Joplin Regional Alliance for Health Care and Health Sciences)**
  - A board of directors has been created that will consist of the Presidents of each of the following entities: MSSU, Crowder, KCU, Mercy, Freeman and the Joplin Area Chamber of Commerce
  - Financial resources have been pledged by the majority of the lead stakeholders (MSSU, Freeman, Farber Foundation, KCU) with asks having been made to the City, Mercy and Crowder College)
  - The Chamber cannot contribute financially so I have volunteered in-kind participation that would include office space, most likely at the NIC, and for the JRAH organization to utilize the Chamber in a similar manner as One Joplin, where they run their employee's payroll and benefits through the Chamber.
- **MOKAN (Project Buffalo)**
  - Initial phase would include the addition of approximately 80 to 90 employees with and approximate average wage in excess of \$50,000/yr
  - High potential for future growth and relocation of additional products to Joplin
  - The company has made an ask of MOKAN to finance the future facility at Crossroads and lease the property back to the company – MOKAN is currently deliberating this ask

## **ENTREPRENEURSHIP & START UPS**

### **ATTC and NIC Incubators**

- **Expanded**
  - Power Engineers added an additional position (9 FTE's)
  - KSS Cleaning added one full-time job (4 FTE's and 14 PTE's)
  - Safe and Sound Schools added one full-time job (4 FTE's)
- **New Tenants**
  - Jake Russell Insurance is a new startup occupying a dedicated co-working desk (1 FTE)
  - EmpathAI (a software development company) is a new hot desk member (1 FTE)
  - Consumer Credit Counseling of the Ozarks is a new ATTC tenant (1 FTE)
  - Economic Security Corporation is a new tenant in two spaces of the ATTC (4 FTE)
- **Graduates**
  - No recent graduates

### **INNOVATE SOMO**

- The JACC is a partner in the Southern Missouri Innovation Network. This collaboration allows us to leverage resources and expand options for new startups and entrepreneurs. Joplin will participate in a "Startup Bootcamp" that will take place this fall across the region.