

Joplin Area Chamber of Commerce

BOARD PACK

for

JACC Board of Directors & Ex-Officio Meeting Monday, March 25, 2024 12:00 PM (CDT)

Held at:
Joplin Chamber, Liberty Room
320 E 4th Street

Generated: 2024-03-22 13:34:19

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Agenda

Attached Documents:

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AGENDA





| Name: | Joplin Area Chamber of Commerce |
|----------------|---|
| Date: | Monday, March 25, 2024 |
| Time: | 12:00 PM to 1:30 PM (CDT) |
| Location: | Joplin Chamber, Liberty Room , 320 E 4th Street |
| Board Members: | Betsy Kissel, Matt Stewart (Chair), Ben McNelly, Ex-Officio Jim Dalrymple, Chad Evans, Dr. Dean Van Galen, Dustin Storm, Ex-Officio Daniel Swem, Ex-Officio Dr. Brad Hodson, Ex-Officio Dr. Kerry Sachetta, Ex-Officio John Bartosh, Ex-Officio Mayor Doug Lawson, Ex-Officio Melissa Smith, Ex-Officio Tom Furrh, Ex-Offico Nick Edwards, Howie Nunnelly, Jeremy Drinkwitz, John Hunter, Jordan Bolinger, Katrina Richards, Kim Cox, Lance Hoopai, Lori Haun, Mattie Crossland, Melodee Colbert-Kean, R.Chad Greer, Steve Graddy |
| Attendees: | Debby Chaligoj, Doug Hunt, Erin Slifka, Stephanie McGrew, Travis Stephens |
| Apologies: | Ex-Officio Dr. Ken Heiles |

1. JACC Board of Directors Agenda

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

Matt Stewart

1.2 Approval of January Meeting Minutes

12:05 PM (5 min)

Matt Stewart

Supporting Documents:

1.2.a Jan 22, 2024 Minutes in Review JACC Board of Directors Meeting.pdf

1.3 Approval of January/February Financials

12:10 PM (5 min)

5

Travis Stephens

Approval of February Financial Report

Supporting Documents:

1.3.a Financial Board Packet Feb.pdf 8

2. New Business

2.1 Incoming Board of Director Member Nominees

Travis Stephens

2.2 Budget

Travis Stephens

2.3 PAC-Renewal of City of Joplin's Capital Improvement Sales Tax

Travis Stephens

2.4 ATTC/Crowder Update

Travis Stephens

2.5 Community/Member Feedback Survey (FORVIS)

Travis Stephens

2.6 Monday Meeting dates in May & November

Travis Stephens

3. Staff Reporting

3.1 Staff Reports

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

Supporting Documents:

3.1.a Staff Reports.docx

3.2 President's Report

4. Board Reporting

4.1 Ex-Officio Updates

Supporting Documents:

| 4.1.a | Eagle Express 3rd Quarter 23-24 for COMMUNITY.pdf | 29 |
|-------|---|----|
| 4.1.b | KCU-JACC Presentation 3-24.pptx | 36 |

4.2 Board Member Updates

5. Adjourn to Executive Session

5.1 Adjourn Meeting

Next meeting: JACC Board of Directors Board Meeting - May 1, 2024, 12:00 PM

MINUTES (in Review) JACC BOARD OF DIRECTORS MEETING

Generated on: 2024-03-22 12:05:09



Name: Joplin Area Chamber of Commerce Date: Monday, January 22, 2024 Time: 12:00 PM to 1:30 PM (CST) Location: Joplin Chamber, Liberty Room, 320 E 4th Street Board Members: Matt Stewart (Chair), Ben McNelly, Chad Evans, Dr. Dean Van Galen, Dustin Storm, Ex-Officio Daniel Swem, Ex-Officio Dr. Brad Hodson, Ex-Officio Dr. Ken Heiles, Ex-Officio Dr. Kerry Sachetta, Ex-Officio John Bartosh, Ex-Officio Mayor Doug Lawson, Ex-Officio Melissa Smith, Ex-Officio Tom Furrh, Ex-Offico Nick Edwards, Howie Nunnelly, Jeremy Drinkwitz, John Hunter, Jordan Bolinger, Katrina Richards, Kim Cox, Lance Hoopai, Lori Haun, Mattie Crossland, Melodee Colbert-Kean, R.Chad Greer, Steve Graddy

Attendees: Debby Chaligoj, Doug Hunt, Erin Slifka, Executive Assistant Lisa Kelly, Stephanie McGrew, Travis Stephens

Apologies: Betsy Kissel, Ex-Officio Jim Dalrymple

JACC Board of Directors Agenda

1.1 Call To Order: Welcome

1.2 Approval of November Meeting Minutes

JACC Board of Directors Meeting Nov 27, 2023, the minutes were confirmed as presented.

Motion to approve the November minutes as presented

Kim Cox asked for a motion to approve the November minutes as presented.

Due Date: Jan 21, 2024 Owner: Kim Cox

November minutes approved.

Dr. Van Galen moved to approve the November minutes as presented and seconded by John Hunter. Motion

Due Date: Jan 21, 2024
Owner: Dr. Dean Van Galen

Motion

Dr. Van Galen moved to approve the November minutes as presented & seconded by John Hunter.

Decision Date: Jan 22, 2024

Mover: Dr. Dean Van Galen

Seconder: John Hunter Outcome: Approved

1.3 Approval of November/December Financials



Motion to approve the November financials as presented.

Matt Stewart asked for a motion to approved the November financials as presented.

Due Date: Jan 21, 2024 Owner: Matt Stewart



Approval of November Financials

Mr. Graddy moved to approve the November financials as presented and seconded by Ms. Cox. Motion Passed.

Decision Date: Jan 22, 2024
Mover: Steve Graddy
Seconder: Kim Cox
Outcome: Approved

2. New Business

2.1 Strategic Plan Committee Reports

2.2 Nomination of Future Board Members



Nomination of Future Board Members

Discussion on nominations.

Due Date: Jan 21, 2024 Owner: Matt Stewart



Nomination of Future Board Members

Passed

Decision Date: Jan 22, 2024

Mover: Dr. Dean Van Galen
Seconder: Melodee Colbert-Kean

Outcome: Approved

2.3 City of Joplin's Capital Improvement Sales Tax Extension

2.4 ATTC Update

2.5 Events & Programs Audit

2.6 Business Women's Event

2.7 Chamber Vision

2.8 Membership Campaign Jun 3-6

- 3. Staff Reporting
- 3.1 Staff Reports
- 3.2 President's Report
- 4. Board Member Updates
- 4.1 Board Member Updates
- 5. Adjourn to Executive Session
- 5.1 Adjourn Meeting

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

| Signature: | Date: |
|------------|-------|

Joplin Area Chamber of Commerce Finance Executive Summary

Period Ending: February 29, 2024

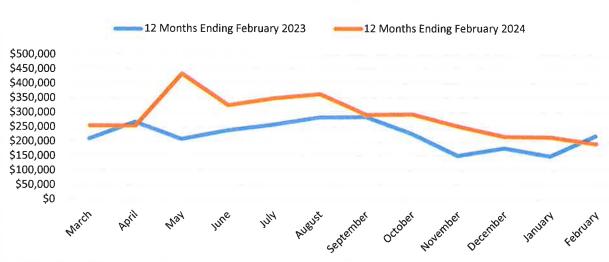
By: Travis Stevens, CEO and Debby Chaligoj, Finance Manager

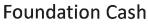
| | I | FY 23-24 | F | Y 22-23 | FY 21-22 | 3 yı | Average |
|---|----|--------------|-----|---------------|---------------|------|-----------|
| Chamber: | | 79 | | | | | |
| * Cash Position: | \$ | 192,505 | \$ | 228,313 | \$ 193,190 | \$ | 204,669 |
| * Accounts Receivable: | \$ | 51,725 | \$ | 14,509 | \$ 11,766 | \$ | 26,000 |
| * Deferred Income Current Fiscal Year: | \$ | 28,062 | \$ | 28,414 | \$ 27,576 | \$ | 28,017 |
| * Deferred Income Next Fiscal Year: | \$ | 109,960 | \$ | 167,750 | \$ 159,150 | \$ | 145,620 |
| * Membership Dues YTD Income: | \$ | 374,115 | \$ | 368,276 | \$ 348,142 | \$ | 363,511 |
| * Net Income YTD: | \$ | 96,887 | \$ | (28,120) | \$ 33,790 | \$ | 34,186 |
| * Net Income Before Depreciation YTD: | \$ | 96,887 | \$ | (3,704) | \$ 58,244 | \$ | 50,476 |
| Foundation / Innovation Center: | | | | | | , | |
| * Cash Position Foundation: | \$ | 13,432 | \$ | (14,687) | \$ 12,262 | \$ | 3,669 |
| * Cash Position Innovation Center: | \$ | 8,092 | \$ | 57,250 | \$ 85,977 | \$ | 50,440 |
| * Accounts Receivable: | \$ | 85,973 | \$ | 21,285 | \$ 17,807 | \$ | 41,688 |
| * Accounts Receivable: Crowder | \$ | 28,000 | \$ | 23,000 | \$ 23,000 | \$ | 24,667 |
| * Deferred Income Current Fiscal Year: | \$ | 7,679 | \$ | 2,625 | \$ 678 | \$ | 3,660 |
| * Deferred Income Next Fiscal Year: | \$ | 14,627 | \$ | 4,509 | \$ - | \$ | 6,379 |
| * Net Income YTD: | \$ | (501,422) | | (449,562) | (409,062) | | (453,349) |
| * Net Income Before Depreciation YTD: | \$ | (58,625) | | (43,681) | (2,950) | | (35,085) |
| Economic Development: | | | | | | | |
| (for City's Fiscal Year ending October 31, 2022 | Α. | nnual Budget | Bud | get Remaining | | | |
| Local Budget: | \$ | 200,000 | | 116,404 | | | |
| Regional Budget: | \$ | 52,000 | \$ | 20,145 | | | |
| Regional Budget. | Φ | 32,000 | Ψ | 20,143 | | | |
| Due from City: | \$ | 173,761 | | | | | |
| Due to Chamber: (ED charges paid by Chamber) | \$ | 51,546 | | | | | |
| Due to MOKAN: (ED charges paid by MOKAN) | \$ | 7,606 | | | | | |

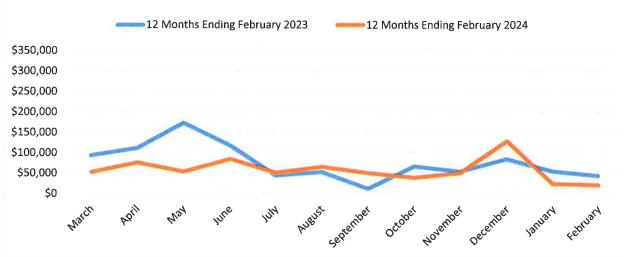
Cash Flow Comparison

March - February

Chamber Cash







ACCOUNTS RECEIVABLE SUMMARY February 2024

| | Feb-24 | Jan-24 | Dec-23 | Nov-23 | Oct-23 | Total |
|-------------------------------|----------------|--------------------|---------------|-------------|-------------------|----------------|
| Chamber | | | | | | |
| Ambassador Program | © ≅ | 5,000.00 | 199 | - | 140 | 5,000.00 |
| Business After Hours | | | 200.00 | 200.00 | 2,400.00 | 2,800.00 |
| EXPO Booths | ¥ | 750.00 | = | 4 | 346 | 750.00 |
| Good Morning Joplin Attendees | 3 ≠ | . =0 | 42.00 | | 70.00 | 112.00 |
| Good Morning Joplin Sponsor | <u> </u> | 2,500.00 | | Ē | - | 2,500.00 |
| Lunch & Learn | 0€ | = 0 |) =)(| - | 99.49 | 99.49 |
| Member to Member Emails | 400.00 | 9 | • | 3 | 200.00 | 600.00 |
| Member Retention | 750.00 | 47 | () | - | :*: | 750.00 |
| Morning Brew | 1,000.00 | 2 0 | :=: | 1,000.00 | 140 | 2,000.00 |
| Room Rental | , - | | 100.00 | ŝ | • | 100.00 |
| Board Retreat | 200 | =: | 353 | iπ | 253.17 | 253.17 |
| ED Reimb to Chamber | :: <u>₩</u> : | | 300 | - | 360 | 0無 |
| Foundation Reimb to Chamber | 18,189.44 | 17,000.00 | • | ē | - | 35,189.44 |
| One Joplin Reimb to Chamber | 5€ | 508.45 | | | - | 508.45 |
| MOKAN Reimb to Chamber | - | 1,041.63 | ¥ | 10.45 | 2 | 1,052.08 |
| JIDA Reimb to Chamber | ⊕ : | * | : : €: | | ; #). | 3. |
| MOCAP Reimb to Chamber | • | 10.45 | - | 5 | - | 10.45 |
| Due from Staff | F#1 | - | | | (| / e |
| Total Chamber AR | 20,339.44 | 26,810.53 | 342.00 | 1,210.45 | 3,022.66 | 51,725.08 |
| Foundation | | | | | | |
| ATTC Kitchen | - | 2 | = | 9 | 1,066.25 | 1,066.25 |
| ATTC Utilities | 3,939.42 | - | 3,504.34 | 3,791.61 | | 11,235.37 |
| LJ Class | - | 900.00 | = | <u> </u> | ** | 900.00 |
| IC Rent | 2,336.00 | 1,051.00 | 150.00 | _ | 1,467.50 | 5,004.50 |
| Tech Summit | -,000.000 | -, | | 24,000.00 | - | 24,000.00 |
| YP Summit | 2,750.00 | = = | - | = .,000.00 | (#); | 2,750.00 |
| MOKAN Reimb to Foundation | =, | _ | ; * | _ | | _, |
| Chamber Reimb to Foundation | - | :: : <u>:::</u> | 344S | = | | |
| Foundation AR | 9,025.42 | 1,951.00 | 3,654.34 | 27,791.61 | 2,533.75 | 44,956.12 |
| i outidution fit | 7,023.72 | 1,751.00 | 3,027.27 | 21,171.01 | 2,555.15 | 11,730,12 |

Joplin Area Chamber of Commerce Balance Sheet

As of February 29, 2024

| | Feb 29, 24 | Feb 28, 23 | \$ Change |
|---------------------------------------|------------|------------|------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| 011 · US Bank - Checking | 192,504.88 | 228,313.10 | -35,808.22 |
| Total Checking/Savings | 192,504.88 | 228,313.10 | -35,808.22 |
| Accounts Receivable | | | |
| 012 · Accounts Receivable | 51,725.08 | 14,509.00 | 37,216.08 |
| Total Accounts Receivable | 51,725.08 | 14,509.00 | 37,216.08 |
| Other Current Assets | | | |
| 010 · Petty Cash | 250.00 | 250.00 | 0.00 |
| 014: Due From (To) Staff | -13.69 | -310.17 | 296.48 |
| 020 · Due From (To) Other Funds | | | |
| 021 \cdot Due From (To) Foundation | 50,000.00 | -335.00 | 50,335.00 |
| 022 · Due From (To) ED | 30,867.07 | 20,029.40 | 10,837.67 |
| Total 020 · Due From (To) Other Funds | 80,867.07 | 19,694.40 | 61,172.67 |
| 030 · Deposit - Bulk Mail | 3,794.35 | 3,867.11 | -72.76 |
| 032 · Prepaid Insurance | 5,032.88 | 5,802.18 | -769.30 |
| Total Other Current Assets | 89,930.61 | 29,303.52 | 60,627.09 |
| Total Current Assets | 334,160.57 | 272,125.62 | 62,034.95 |
| Fixed Assets | | | |
| 152.000 · Furniture & Equipment | 22,218.39 | 27,809.62 | -5,591.23 |
| 154.000 · Interior | 0.00 | 428.07 | -428.07 |
| 156.000 · 320 East 4th - Building | 148,563.41 | 161,722.97 | -13,159.56 |
| 158.000 · Grounds | 3,758.90 | 4,643.30 | -884.40 |
| 160.000 · Land | 76,562.56 | 76,562.56 | 0.00 |
| Total Fixed Assets | 251,103.26 | 271,166.52 | -20,063.26 |
| TOTAL ASSETS | 585,263.83 | 543,292.14 | 41,971.69 |

Joplin Area Chamber of Commerce Balance Sheet

As of February 29, 2024

| | Feb 29, 24 | Feb 28, 23 | \$ Change |
|---|------------|------------|------------|
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | × |
| 200.000 · Accounts Payable | 6,133.16 | 13,303.02 | -7,169.86 |
| Total Accounts Payable | 6,133.16 | 13,303.02 | -7,169.86 |
| Credit Cards | | | |
| 200.100 · US Bank - Credit Card | 5,331.21 | 11,150.75 | -5,819.54 |
| Total Credit Cards | 5,331.21 | 11,150.75 | -5,819.54 |
| Other Current Liabilities | | | |
| 208.000 · Deferred Income - Renewal Dues | 122,288.54 | 137,535.35 | -15,246.81 |
| 217.000 · Deferred Income-Other | | | |
| 217.150 · Deferred Income - Eggs & Issues | 0.00 | 500.00 | -500.00 |
| 217.190 · Deferred Income - Bus of the Yr | 3,000.00 | 3,000.00 | 0.00 |
| 217.310 · Deferred Income - Banquet | 2,750.00 | 3,650.00 | -900.00 |
| 217.320 · Deferred Income - GMJ | 120.00 | 2,290.00 | -2,170.00 |
| 217.330 · Deferred Income - Morning Brew | 3,000.00 | 4,000.00 | -1,000.00 |
| 217.340 · Deferred Income - BAH | 3,000.00 | 4,000.00 | -1,000.00 |
| 217.350 · Deferred Income - Golf | 600.00 | 6,200.00 | -5,600.00 |
| 217.360 · Deferred Income - JOMO Jubilee | 0.00 | 2,000.00 | -2,000.00 |
| 217.370 · Deferred Income - Lunch & Learn | 0.00 | 200.00 | -200.00 |
| 217.430 · Deferred Income - Member Memo | 2,750.00 | 0.00 | 2,750.00 |
| 217.460 · Deferred Income - M2M Emails | 0.00 | 1,600.00 | -1,600.00 |
| 217.470 · Deferred Income - Mmbr Table | 200.00 | 600.00 | -400.00 |
| 217.000 · Deferred Income-Other - Other | 313.00 | 175.00 | 138.00 |
| Total 217.000 · Deferred Income-Other | 15,733.00 | 28,215.00 | -12,482.00 |
| Total Other Current Liabilities | 138,021.54 | 165,750.35 | -27,728.81 |
| Total Current Liabilities | 149,485.91 | 190,204.12 | -40,718.21 |
| Total Liabilities | 149,485.91 | 190,204.12 | -40,718.21 |
| Equity | | | |
| 32000 · Unrestricted Net Assets | 338,891.00 | 379,208.00 | -40,317.00 |
| Net Income | 96,886.92 | -26,119.98 | 123,006.90 |
| Total Equity | 435,777.92 | 353,088.02 | 82,689.90 |
| TOTAL LIABILITIES & EQUITY | 585,263.83 | 543,292.14 | 41,971.69 |

Joplin Area Chamber of Commerce Statement of Operations

| | Apr '23 - Feb 24 | Apr '22 - Feb 23 | \$ Change | Budget | Budget Variance | % of Budget |
|---|---------------------|---------------------|-------------|-------------|--------------------|----------------|
| Ordinary Income/Expense | | 8 | | | | |
| Income | | | | | | |
| 410.000 · Member Dues | 374,115.04 | 368,276.16 | 5,838.88 | 407,037.62 | -32,922.58 | 91.91% |
| 420.000 · Income from Affiliate Compani | 288,658.37 | 391,691.62 | -103,033.25 | 289,666.63 | -1,008.26 | 99.65% |
| 430.000 · Income - Economic Developme | 90,750.00 | 90,750.00 | 0.00 | 90,750.00 | 0.00 | 100.0% |
| 440.000 · Income-Marketing | 11,309.48 | 5,522.05 | 5,787.43 | 27,500.00 | -16,190.52 | 41.13% |
| 490.000 · Income - Miscellaneous | 181,261.50 | 55,404.20 | 125,857.30 | 16,500.00 | 164,761.50 | 1,098.56% |
| Total Income | 946,094.39 | 911,644.03 | 34,450.36 | 831,454.25 | 114,640.14 | 113.79% |
| Gross Profit | 946,094.39 | 911,644.03 | 34,450.36 | 831,454.25 | 114,640.14 | 113.79% |
| Expense | | | | | | |
| 600.000 · Staff Compensation | 747,018.33 | 864,223.19 | -117,204.86 | 764,966.77 | -17,948.44 | 97.65% |
| 600.200 · Staff Development | 50,466.51 | 27,416.03 | 23,050.48 | 32,083.37 | 18,383.14 | 157.3% |
| 600.900 · Other Staff Expenses | 2,036.69 | 2,299.90 | -263.21 | 2,062.50 | -25.81 | 98.75% |
| 620.000 · Utilities Expense | 17,949.49 | 19,484.69 | -1,535.20 | 11,128.37 | 6,821.12 | 161.3% |
| 630.00 · Maintenance Expenses | 65,573.31 | 59,540.17 | 6,033.14 | 56,835.13 | 8,738.18 | 115.38% |
| 640.000 · Marketing | 15,399.80 | 20,308.29 | -4,908.49 | 19,250.00 | -3,850.20 | 80.0% |
| 650.000 · Operating Expenses | 44,863.74 | 42,167.02 | 2,696.72 | 48,089.25 | -3,225.51 | 93.29% |
| 680.000 · Depreciation | 19,706.83 | 24,416.37 | -4,709.54 | 19,706.50 | 0.33 | 100.0% |
| 690.000 · Other Expenses | 19,880.51 | 1,942.74 | 17,937.77 | 3,850.00 | 16,030.51 | 516.38% |
| Total Expense | 982,895.21 | 1,061,798.40 | -78,903.19 | 957,971.89 | 24,923.32 | 102.6% |
| Net Ordinary Income | -36,800.82 | -150,154.37 | 113,353.55 | -126,517.64 | 89,716.82 | 29.09% |
| Other Income/Expense | | | | | | |
| Other Income | | | | | | |
| 800.000 · Program Income | | | | | | |
| 800.100 · Economic Development | 9,900.33 | 4,772.16 | 5,128.17 | 4,583.37 | 5,316.96 | 216.01% |
| 800.300 · Governance | -1,404.85 | -8,530.73 | 7,125.88 | -916.63 | -488.22 | 158.26% |
| 800.400 · Member Services | 6,857.73 | 14,159.26 | -7,301.53 | 13,038.63 | -6,180.90 | 52.6% |
| 800.500 · Chamber Events | | | | | | <i>'</i> ''' |
| 900.215 · Expo | 61,242.55 | 48,171.05 | 13,071.50 | 50,000.00 | 11,242.55 | 122.49% |
| 900.510 · Annual Banquet | 12,704.62 | 21,256.95 | -8,552.33 | 18,782.00 | -6,077.38 | 67.64% |
| 900.515 · Good Morning Joplin | 4,127.14 | 4,870.16 | -743.02 | 5,625.00 | -1,497.86 | 73.37% |
| 900.520 · Morning Brew | 10,257.39 | 12,483.79 | -2,226.40 | 10,290.90 | -33.51 | 99.67% |
| 900.525 · Business After Hours | 8,557.44 | 10,933.78 | -2,376.34 | 10,290.90 | -1,733.46 | 83.16% |
| 900.530 · Golf Tournament | 22,162.89 | 23,258.54 | -1,095.65 | 26,000.00 | 3,837.11 | 85.24% |
| Total 800.500 · Chamber Events | 119,052.03 | 120,974.27 | -1,922.24 | 120,988.80 | -1,936.77 | 98.4% |
| 800.800 · Chamber Work Groups | -717.50 | -7,340.57 | 6,623.07 | 0.00 | -717.50 | 100.0% |
| Total 800.000 · Program Income | 133,687.74 | 124,034.39 | 9,653.35 | 137,694.17 | -4,006.43 | 97.09% |
| Total Other Income | 133,687.74 | 124,034.39 | 9,653.35 | 137,694.17 | -4,006.43 | 97.09% |
| Net Other Income | 133,687.74 | 124,034.39 | 9,653.35 | 137,694.17 | -4,006.43 | 97.09% |
| Net Income | 96,886.92 | -26,119.98 | 123,006.90 | 11,176.53 | 85,710.39 | 866.83% |
| | | | | | | |

Joplin Area Chamber of Commerce Economic Development Approval of January... 1.3 a Balance Sheet

As of February 29, 2024

| | Feb 29, 24 | Feb 28, 23 | \$ Change |
|-----------------------------------|--------------|------------|------------|
| ASSETS | | | 0 |
| Current Assets | | | |
| Checking/Savings | | | |
| US Bank-Checking/Sweep Acct | -13,152.88 | 14,461.00 | -27,613.88 |
| Total Checking/Savings | -13,152.88 | 14,461.00 | -27,613.88 |
| Other Current Assets | | | |
| Due From (To) City | 70,938.61 | 24,695.63 | 46,242.98 |
| Due From (To) Other Funds | | | |
| Due From (To) Chamber | -30,867.07 | -20,029.40 | -10,837.67 |
| Due From (To) MOKAN | -7,982.48 | -66.44 | -7,916.04 |
| Total Due From (To) Other Fund | s -38,849.55 | -20,095.84 | -18,753.71 |
| Total Other Current Assets | 32,089.06 | 4,599.79 | 27,489.27 |
| Total Current Assets | 18,936.18 | 19,060.79 | -124.61 |
| Fixed Assets | | | |
| Furniture and Equipment | 0.00 | 3,513.30 | -3,513.30 |
| Total Fixed Assets | 0.00 | 3,513.30 | -3,513.30 |
| TOTAL ASSETS | 18,936.18 | 22,574.09 | -3,637.91 |
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| *Accounts Payable | 555.43 | 10,135.41 | -9,579.98 |
| Total Accounts Payable | 555.43 | 10,135.41 | -9,579.98 |
| Total Current Liabilities | 555.43 | 10,135.41 | -9,579.98 |
| Total Liabilities | 555.43 | 10,135.41 | -9,579.98 |
| Equity | | | |
| Retained Earnings | 1,358.85 | 23,856.54 | -22,497.69 |
| Net Income | 17,021.90 | -11,417.86 | 28,439.76 |
| Total Equity | 18,380.75 | 12,438.68 | 5,942.07 |
| TOTAL LIABILITIES & EQUITY | 18,936.18 | 22,574.09 | -3,637.91 |

November 2023 through February 2024

| | Nov '23 - Feb 24 | Nov '22 - Feb 23 | \$ Change |
|--------------------------------------|------------------|------------------|------------|
| Ordinary Income/Expense | | 11 | |
| Income | | | |
| Income-Funds from City | 79,050.21 | 52,300.45 | 26,749.76 |
| Total Income | 79,050.21 | 52,300.45 | 26,749.76 |
| Expense | | | |
| Administrative Expenses | 6,805.00 | 8,018.66 | (1,213.66) |
| Business Attraction/Retention | 6,000.00 | 456.83 | 5,543.17 |
| Communications/Mobile/Interne | 60.00 | | 60.00 |
| Depreciation | 1 | 1,756.68 | (1,756.68) |
| Marketing & Promotions | 4,165.00 | 5,053.32 | (888.32) |
| Memberships | 10,000.00 | 3,500.00 | 6,500.00 |
| Professional Development | 1,103.24 | 3,768.07 | (2,664.83) |
| Salaries | 33,000.00 | 33,000.00 | |
| Uncategorized Expense | 895.07 | | 895.07 |
| Workforce Development | | 8,164.75 | (8,164.75) |
| Total Expense | 62,028.31 | 63,718.31 | (1,690.00) |
| Net Ordinary Income | 17,021.90 | (11,417.86) | 28,439.76 |
| et Income | 17,021.90 | (11,417.86) | 28,439.76 |

Joplin Area Chamber of Commerce Foundation Balance Sheet

As of February 29, 2024

| | Feb 29, 24 | Feb 28, 23 | \$ Change |
|---|--------------|--------------|-------------|
| ASSETS | | 1 | |
| Current Assets | | | +1 |
| Checking/Savings | | | |
| 011 · US Bank Checking | 12,448.72 | 33,311.70 | -20,862.98 |
| 013 · US Bank - Money Market | 9,075.11 | 9,251.37 | -176.26 |
| Total Checking/Savings | 21,523.83 | 42,563.07 | -21,039.24 |
| Accounts Receivable | | | |
| 012 · Accounts Receivable | | | |
| 012-200 · General | 85,972.82 | 21,284.55 | 64,688.27 |
| 012.100 · Crowder | 28,000.00 | 23,000.00 | 5,000.00 |
| Total 012 · Accounts Receivable | 113,972.82 | 44,284.55 | 69,688.27 |
| Total Accounts Receivable | 113,972.82 | 44,284.55 | 69,688.27 |
| Other Current Assets | | | |
| 032 · Prepaid Insurance | 15,372.94 | 9,068.92 | 6,304.02 |
| 020 · Due From (To) Other Funds | | | |
| 019.100 · Due From (To) Joplin Chamber | 0.00 | 198.94 | -198.94 |
| 020 · Due From (To) Other Funds - Other | 236.90 | 0.00 | 236.90 |
| Total 020 · Due From (To) Other Funds | 236.90 | 198.94 | 37.96 |
| 031 · Prepaid Expenses | 743.50 | 821.80 | -78.30 |
| Total Other Current Assets | 16,353.34 | 10,089.66 | 6,263.68 |
| Total Current Assets | 151,849.99 | 96,937.28 | 54,912.71 |
| Fixed Assets | | | |
| 170 · Advanced Training & Tech Ctr | 1,631,090.60 | 1,681,874.00 | -50,783.40 |
| 179 · ATTC Building Improvements | 1,471,869.00 | 1,515,725.04 | -43,856.04 |
| 177 · ATTC Equipment | 113,646.76 | 386,398.36 | -272,751.60 |
| 175 · ATTC Furniture & Fixtures | 7,199.38 | 24,477.82 | -17,278.44 |
| 150 · Foundation Furniture & Fixtures | 0.00 | 0.00 | 0.00 |
| 166 · IC Leasehold Improvements | 26,374.19 | 34,457.39 | -8,083.20 |
| 152 · Innovation Center F & F | 6,374.57 | 8,324.33 | -1,949.76 |
| 168 · Land | 61,944.49 | 61,944.49 | 0.00 |
| 162 · Newman Innovation Center | 1,072,783.08 | 1,121,071.20 | -48,288.12 |
| Total Fixed Assets | 4,391,282.07 | 4,834,272.63 | -442,990.56 |
| TOTAL ASSETS | 4,543,132.06 | 4,931,209.91 | -388,077.85 |

Joplin Area Chamber of Commerce Foundation Balance Sheet

As of February 29, 2024

| | Feb 29, 24 | Feb 28, 23 | \$ Change |
|---|--------------|--------------|-------------|
| LIABILITIES & EQUITY | | 1, | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| 200.000 · Accounts Payable | 54,007.25 | 30,489.04 | 23,518.21 |
| Total Accounts Payable | 54,007.25 | 30,489.04 | 23,518.21 |
| Credit Cards | | | |
| 200.100 · US Bank Credit Card | 0.00 | 1,747.64 | -1,747.64 |
| Total Credit Cards | 0.00 | 1,747.64 | -1,747.64 |
| Other Current Liabilities | | | |
| 204.000 · Due to Chamber | 50,071.88 | 0.00 | 50,071.88 |
| 217.000 · Deferred Income | | | |
| 224.418 · Deferred Inc - YPN Ann Banqt | 3,895.00 | 0.00 | 3,895.00 |
| 224.000 · Deferred Income - YPN | 920.00 | 0.00 | 920.00 |
| 221.000 · Deferred Income - Workforce | 40.00 | 0.00 | 40.00 |
| 222.240 · Deferred Income - LJ Class | 9,900.00 | 0.00 | 9,900.00 |
| 221.110 · Deferred Income - Golden Appl | 5,000.00 | 0.00 | 5,000.00 |
| 226.000 · Deferred Income-Lease | 2,551.00 | 7,133.50 | -4,582.50 |
| Total 217.000 · Deferred Income | 22,306.00 | 7,133.50 | 15,172.50 |
| 208.000 · Deposits Held | 9,898.00 | 8,569.00 | 1,329.00 |
| Total Other Current Liabilities | 82,275.88 | 15,702.50 | 66,573.38 |
| Total Current Liabilities | 136,283.13 | 47,939.18 | 88,343.95 |
| Total Liabilities | 136,283.13 | 47,939.18 | 88,343.95 |
| Equity | | | |
| 33000 · Temp. Restricted Net Assets | 25,880.00 | 25,880.00 | 0.00 |
| 32000 · Unrestricted Net Assets | 4,805,531.11 | 5,306,953.00 | -501,421.89 |
| Net Income | -424,562.18 | -449,562.27 | 25,000.09 |
| Total Equity | 4,406,848.93 | 4,883,270.73 | -476,421.80 |
| TOTAL LIABILITIES & EQUITY | 4,543,132.06 | 4,931,209.91 | -388,077.85 |

Joplin Area Chamber of Commerce Foundation Statement of Operations-Consolidated

| | Apr '23 - Feb 24 | Apr '22 - Feb 23 | \$ Change |
|---------------------------------------|------------------|------------------|-------------|
| Ordinary Income/Expense | | | * |
| Income | | | |
| 415 · MOBEC Grant Matching Funds | 0.00 | 32,000.00 | -32,000.00 |
| 401 · Contributions | 11,202.50 | 27,078.30 | -15,875.80 |
| 411 · Grants | 54,331.61 | 162,162.00 | -107,830.39 |
| 422 · Income - Interest | 3.67 | 0.77 | 2.90 |
| 425 · Income - Miscellaneous | 64,215.54 | 56,809.66 | 7,405.88 |
| 426 · Lease Income | 262,854.96 | 256,992.55 | 5,862.41 |
| 427 · Lease Utility Income | 48,509.96 | 41,675.03 | 6,834.93 |
| Total Income | 441,118.24 | 576,718.31 | -135,600.07 |
| Gross Profit | 441,118.24 | 576,718.31 | -135,600.07 |
| Expense | | | |
| 660 · Utilities Expense | 115,437.74 | 124,667.04 | -9,229.30 |
| 760 · Grant Disbursement | 14,729.41 | 153,348.05 | -138,618.64 |
| 725 · Equipment Purchase | 178.20 | 2,349.75 | -2,171.55 |
| 611 · Administrative Fee | 151,000.00 | 137,500.00 | 13,500.00 |
| 787 · Bank Fees | 166.00 | 287.00 | -121.00 |
| 730 · Depreciation | 406,074.68 | 405,880.91 | 193.77 |
| 720 · Equipment Maint | 10,828.42 | 15,592.66 | -4,764.24 |
| 785 · Insurance Expense | 68,791.12 | 48,838.78 | 19,952.34 |
| 645 · Marketing | 0.00 | 575.00 | -575.00 |
| 790 · Miscellaneous Expense | 15,008.40 | 3,334.65 | 11,673.75 |
| 670 · Occupancy Expense | | | |
| 670.60 · Miscellaneous | 2,859.15 | 2,165.50 | 693.65 |
| 670.50 · Keys/Locks | 726.00 | 1,081.16 | -355.16 |
| 670.40 · Equip Monitoring/Inspection | 11,013.16 | 5,472.27 | 5,540.89 |
| 670.30 · Grounds Maintenance | 5,202.50 | 5,064.41 | 138.09 |
| 670.20 · Janitorial Services/Supplies | 47,737.61 | 50,961.05 | -3,223.44 |
| 670.10 · Building Maintenance | 55,627.66 | 60,281.58 | -4,653.92 |
| 670 · Occupancy Expense - Other | 56.00 | 0.00 | 56.00 |
| Total 670 · Occupancy Expense | 123,222.08 | 125,025.97 | -1,803.89 |
| 750 · Professional Fees | 10,584.00 | 14,357.50 | -3,773.50 |
| 610 · Program Service Fee | 36,000.00 | 49,500.00 | -13,500.00 |
| 635 · Property Tax | 0.00 | 18,650.37 | -18,650.37 |
| Total Expense | 952,020.05 | 1,099,907.68 | -147,887.63 |
| Net Ordinary Income | -510,901.81 | -523,189.37 | 12,287.56 |
| | | | |

Joplin Area Chamber of Commerce Foundation Statement of Operations-Consolidated

| | Apr '23 - Feb 24 | Apr '22 - Feb 23 | \$ Change |
|--|------------------|------------------|------------|
| Other Income/Expense | | | |
| Other Income | | | |
| 800 · Committee Divisions | | | |
| 800.370 · TEConomy | -11,703.54 | 0.00 | -11,703.54 |
| 800.350 · Heartland Forward | 0.00 | -2,500.00 | 2,500.00 |
| 800.900 · Business Recovery Fund | 0.00 | -390.16 | 390.16 |
| 800.101 · Education | | | |
| 951.130 · Technology Summit | 59,440.63 | 60,100.00 | -659.37 |
| 951.160 · Tomorrows Leaders Today | 3,875.73 | -2,867.98 | 6,743.71 |
| 951.110 · Golden Apple | 8,871.49 | 7,439.86 | 1,431.63 |
| Total 800.101 · Education | 72,187.85 | 64,671.88 | 7,515.97 |
| 800.200 · Leadership Joplin | 20,871.81 | 12,784.09 | 8,087.72 |
| 800.400 · Young Professionals Network | 4,983.51 | -938.71 | 5,922.22 |
| Total 800 · Committee Divisions | 86,339.63 | 73,627.10 | 12,712.53 |
| Total Other Income | 86,339.63 | 73,627.10 | 12,712.53 |
| Net Other Income | 86,339.63 | 73,627.10 | 12,712.53 |
| let Income | -424,562.18 | -449,562.27 | 25,000.09 |

Joplin Area Chamber of Commerce Foundation Statement of Operations

| | Apr '23 - Feb 24 | Apr '22 - Feb 23 | \$ Change |
|---------------------------------------|------------------|------------------|-------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 415 · MOBEC Grant Matching Funds | 0.00 | 32,000.00 | -32,000.00 |
| 401 · Contributions | 10,962.50 | 26,608.30 | -15,645.80 |
| 411 · Grants | 9,000.00 | 106,002.00 | -97,002.00 |
| 422 · Income - Interest | 3.67 | 0.77 | 2.90 |
| 425 · Income - Miscellaneous | 34,803.88 | 38,011.00 | -3,207.12 |
| Total Income | 54,770.05 | 202,622.07 | -147,852.02 |
| Gross Profit | 54,770.05 | 202,622.07 | -147,852.02 |
| Expense | | | |
| 760 · Grant Disbursement | 14,729.41 | 153,348.05 | -138,618.64 |
| 725 · Equipment Purchase | 0.00 | 2,193.35 | -2,193.35 |
| 611 · Administrative Fee | 13,500.00 | 0.00 | 13,500.00 |
| 787 · Bank Fees | 166.00 | 287.00 | -121.00 |
| 720 · Equipment Maint | 130.73 | 694.80 | -564.07 |
| 790 · Miscellaneous Expense | 14,508.40 | 1,064.65 | 13,443.75 |
| 670 · Occupancy Expense | 1,700.00 | 0.00 | 1,700.00 |
| 750 · Professional Fees | 5,530.00 | 14,357.50 | -8,827.50 |
| 610 · Program Service Fee | 36,000.00 | 49,500.00 | -13,500.00 |
| 635 · Property Tax | 0.00 | 18,650.37 | -18,650.37 |
| Total Expense | 86,264.54 | 240,095.72 | -153,831.18 |
| Net Ordinary Income | -31,494.49 | -37,473.65 | 5,979.16 |
| Other Income/Expense | | | |
| Other Income | | | |
| 800 · Committee Divisions | | | |
| 800.370 · TEConomy | -11,703.54 | 0.00 | -11,703.54 |
| 800.350 · Heartland Forward | 0.00 | -2,500.00 | 2,500.00 |
| 800.900 · Business Recovery Fund | 0.00 | -390.16 | 390.16 |
| 800.101 · Education | | | |
| 951.130 · Technology Summit | 59,440.63 | 60,100.00 | -659.37 |
| 951.160 · Tomorrows Leaders Toda | 3,875.73 | -2,967.98 | 6,843.71 |
| 951.110 · Golden Apple | 8,871.49 | 7,439.86 | 1,431.63 |
| Total 800.101 · Education | 72,187.85 | 64,571.88 | 7,615.97 |
| 800.200 · Leadership Joplin | 20,871.81 | 12,732.51 | 8,139.30 |
| 800.400 · Young Professionals Network | · | -938.71 | 5,922.22 |
| Total 800 · Committee Divisions | 86,339.63 | 73,475.52 | 12,864.11 |
| Total Other Income | 86,339.63 | 73,475.52 | 12,864.11 |
| Net Other Income | 86,339.63 | 73,475.52 | 12,864.11 |
| Income | 54,845.14 | 36,001.87 | 18,843.27 |
| | | | |

Joplin Area Chamber of Commerce Foundation Statement of Operations-ATTC

| | Apr '23 - Feb 24 | Apr '22 - Feb 23 | \$ Change |
|------------------------------|------------------|------------------|------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 425 · Income - Miscellaneous | 14,705.83 | 12,143.04 | 2,562.79 |
| 426 · Lease Income | 182,289.51 | 193,170.90 | -10,881.39 |
| 427 · Lease Utility Income | 48,509.96 | 41,675.03 | 6,834.93 |
| Total Income | 245,505.30 | 246,988.97 | -1,483.67 |
| Gross Profit | 245,505.30 | 246,988.97 | -1,483.67 |
| Expense | | | |
| 660 · Utilities Expense | 89,464.75 | 97,770.18 | -8,305.43 |
| 725 · Equipment Purchase | 178.20 | 156.40 | 21.80 |
| 611 · Administrative Fee | 68,750.00 | 68,750.00 | 0.00 |
| 730 · Depreciation | 352,613.69 | 352,613.69 | 0.00 |
| 720 · Equipment Maint | 5,764.39 | 8,890.88 | -3,126.49 |
| 785 · Insurance Expense | 53,657.07 | 37,989.42 | 15,667.65 |
| 790 · Miscellaneous Expense | 500.00 | 2,270.00 | -1,770.00 |
| 670 · Occupancy Expense | 86,413.23 | 88,951.57 | -2,538.34 |
| 750 · Professional Fees | 5,054.00 | 0.00 | 5,054.00 |
| Total Expense | 662,395.33 | 657,392.14 | 5,003.19 |
| Net Ordinary Income | -416,890.03 | -410,403.17 | -6,486.86 |
| Net Income | -416,890.03 | -410,403.17 | -6,486.86 |

Joplin Area Chamber of Commerce Foundation Statement of Operations-NIC

| | Apr '23 - Feb 24 | Apr '22 - Feb 23 | \$ Change |
|------------------------------|------------------|------------------|------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 411 · Grants | 14,040.00 | 56,160.00 | -42,120.00 |
| 425 · Income - Miscellaneous | 14,705.83 | 6,655.62 | 8,050.21 |
| 426 · Lease Income | 74,948.77 | 63,821.65 | 11,127.12 |
| Total Income | 103,694.60 | 126,637.27 | -22,942.67 |
| Gross Profit | 103,694.60 | 126,637.27 | -22,942.67 |
| Expense | | | |
| 660 · Utilities Expense | 25,972.99 | 26,896.86 | -923.87 |
| 611 · Administrative Fee | 68,750.00 | 68,750.00 | 0.00 |
| 730 · Depreciation | 53,460.99 | 53,267.22 | 193.77 |
| 720 · Equipment Maint | 4,933.30 | 6,006.98 | -1,073.68 |
| 785 · Insurance Expense | 15,134.05 | 10,849.36 | 4,284.69 |
| 645 · Marketing | 0.00 | 575.00 | -575.00 |
| 670 · Occupancy Expense | 35,108.85 | 36,074.40 | -965.55 |
| Total Expense | 203,360.18 | 202,419.82 | 940.36 |
| Net Ordinary Income | -99,665.58 | -75,782.55 | -23,883.03 |
| Net Income | -99,665.58 | -75,782.55 | -23,883.03 |

Staff Reports March 2024

Membership Summary Report

| | | | | | | | TOTAL |
|------|--------|----------|--------|------------|-------|------------|-------|
| | | | | | | | COUNT |
| | New | New | Drop | Drop | | | |
| | Member | Member | Member | Member | Net | | |
| 2023 | Count | \$ | Count | \$ | Count | Net \$ | 853 |
| | | | | | | | |
| Apr | 8 | 3,261.00 | 9 | 2,146.50 | -1 | 1,114.50 | 852 |
| | | | | | | | |
| May | 6 | 1,940.00 | 0 | 0.00 | 6 | 1,940.00 | 858 |
| | | | | | | | |
| Jun | 8 | 2,717.00 | 8 | 2,797.50 | 0 | (80.50) | 858 |
| | | | | | | | |
| Jul | 10 | 4,176.00 | 17 | \$6,697.50 | -7 | (2,521.50) | 851 |
| | | | | | | | |
| Aug | 7 | 3,067.00 | 9 | 3,315.00 | -2 | (248.00) | 849 |
| | | | | | | | |
| Sep | 15 | 6,587.50 | 16 | 7,575.00 | -1 | (987.50) | 848 |
| Oct | 10 | 4,195.00 | 6 | 2,045.00 | 4 | 2, 150.00 | 852 |
| Nov | 13 | 5,305.00 | 7 | 3,730.00 | 6 | 1,575.00 | 858 |
| Dec | 6 | 2,592.50 | 5 | 2,485.00 | 1 | 107.50 | 859 |
| Jan | 18 | 8,000.00 | 7 | 2,887.50 | 11 | 5,112.50 | 870 |
| Feb | 20 | 8,125.00 | 9 | 3,155.00 | 12 | 5,420.00 | 881 |
| Mar | | | | | 0 | _ | |
| | 121 | 49,966 | 93 | 36,834 | 28 | 13,132 | |

New Members February 2024

- CB Ledgers
- PayCompass
- Scorse for Commissioner
- Flatline Contracting LLC
- Real Water Systems LLC
- BellChip
- The Brush and Blade LLC
- Kinetic Design and Development
- Arby's

- Frequency Marketing
- Andy Neher Photography
- Elite Mental Health
- Crazy Llama Coffee
- RMB Services LLC
- AZ Professionals LLC
- Dependable Lawn Care & Landscaping
- The Human Bean
- Shere's Construction & Handyman
- Heartland Concert Band
- Bug-A-Way Pest Control, LLC

Dropped Members February 2024

- Agzaga LLC
- Beyond
- Countryside in the City
- Dragon's Brook Renaissance Faire
- Heartland Roof Systems LLC
- Radiant Glo
- USA Mortgage Neosho / Joplin Branch
- Westside Collision Tire & Auto LLC
- The Wild Flower

Stephanie McGrew Director of Member Engagement

Networking Events Previous Networking Events

Business After Hours, March 12 at Community Support Services had 145 attending

Programs

- Leadership Joplin will visit Jefferson City March 27 and 28
- Tomorrow's Leaders Today has concluded and graduation will be April 8

Upcoming Networking Events

- Received 88 Golden Apple nominations. Nominee and award assembly is May 13
- Received 38, with 23 valid unique Business of the Year nominations
- The Annual Banquet is April 25, added three new awards
- Morning Brew is April 5, First American Title
- Business After Hours is April 16, College View Manor

Doug Hunt, Director of Entrepreneurship Incubator Activity & Programming

Joseph Newman Innovation Center (NIC):

- Current tenants = 19
 - Estimated # active jobs = 28
- Businesses launched in 2023 and 2024 (aka new tenants to the NIC this year) = 8
- Graduated companies 10/1/22 to date: 2
 - # of Jobs created (from graduated companies 10/1/22 to date) = 20
- Current open private spaces only = 0
- Business consulting with AOE Bookkeeping
- Missouri Technology Corporation Physical Grant Application deadline is 4/16/24.

Advanced Training & Technology Center (ATTC):

- Regular business consulting with Happy Trees Table Company regarding their growth and expansion needs.
- To ensure added security to the ATTC campus, new No Trespassing Signs are being added to
 the south parking lot. This will allow the Joplin Police Department to arrest violators who encroach
 onto the parking lot without making a 911 call.

Programming:

- 1 Million Cups Joplin (1MC) Union Station Deli at 9:00 a.m. each Wednesday.
- March e-Commerce Meetup was held at O-Gah-Pa Coffee. With three in attendance, we are suspending the monthly meetup. Future events to promote e-Commerce education for our members is in discussion.
- Equity, Diversity & Inclusion Work Group: Doug, Chamber Liaison
 The group will meet on March 27 to discuss the remaining 2024 events calendar and begin planning for June Third Thursday, "You Belong Here."

Pitch Palooza

 A joint project between the MSSU School of Business, SBDC and the Joplin Area Chamber of Commerce. This is a pitch competition with four categories where winners will be awarded valuable prizes. This will be held on the MSSU campus on March 28. Details are posted online at www.mssutraining.com.

Erin Slifka Director of Marketing & Communications

All of the platforms the team utilizes for promoting the Chamber and communicating to the membership have continued with increased engagement and growth in our followers. Direct emails did have a slight decrease in distribution but have seen improvement in the open and click rates. The Chamber continues to see a steady increase in our digital media presence. In April of 2024 our websites will have been on the new google analytics platform for one year and will begin sharing year-over-year data.

| Social Media | Followers | | |
|-------------------|-----------|-----------|--|
| Cocidi Ivicula | FY2022-23 | FY2023-24 | |
| Facebook | 8,769 | 9,618 | |
| Instagram | 1,749 | 1,854 | |
| LinkedIn | 3,341 | 3,778 | |
| Choose Joplin App | 1,252 | 1,808 | |
| Months | 12 | 10 | |

| Click Rate | 13% | 14% |
|-------------|-----|-----|
| Bounce Rate | 13% | 14% |
| Months | 12 | 10 |
| | | |
| | | |

| Joplincc.com | 36,215 |
|-------------------------|--------|
| Choose Jopin | 5,504 |
| Joplin Business Outlook | 17,481 |
| | |
| | |

President's Report Travis Stephens

Capacity Building

- Welcomed 2 new employees
 - Kai Hamilton hired as Workforce Development Coordinator Feb 19
 - Michelle Steverson hired as Admin Assistant Feb 19
 - Michelle is currently part-time
- Conducted Core Values Session Feb 16
 - o The finalized four Core Values shared by the Chamber team are as follows:
 - Growth Mindset
 - Honesty & Integrity
 - Ultimate Team Players
 - Making a Difference
- Revamping Leads Groups
 - o will begin tracking data (leads shared, leads closed, attendance)
 - o creating 4th Leads Group to begin in April
- Implementing a New Member Orientation
 - first orientation took place March 21
 - o Zimmer Radio has agreed to be the sponsor of this event for the year
- Attended ACCE Peer Cities Conference in Ocala FL March 4-6
 - Topics included:

FLMA policies PAC's

Media coverage
 CRM's
 Programs and Events
 Community proposals
 Total Resource Campaigns
 New employee onboarding

Workforce Development Navigating state, regional and local politics

Other communities represented:

Ocala FL
 Wilmington NC
 McKinney TX
 Scranton PA
 Marietta GA
 Fort Wayne IN
 Conway AR
 Gainesville FL
 Asheville NC
 Plano TX
 Duluth GA
 Spartanburg SC
 Huntsville AL
 Fox Cities WI

Macon GA

Collaboration/Partnerships

- Collaborating with Innovate SOMO
 - the goal of Innovate SOMO is a collaborative effort to support tech startups, small businesses and digital workforce talent in southern Missouri
 - we hosted an event at 530 Somewhere on Feb 6 to bring together tech related business owners in Joplin
- I am serving on the Leadership Committee of the "Regional Commission on Homeless"
 - o Requires me to attend 1 meeting each month

- goal of the committee is to oversee the 3 other workgroups are staying on task as well as to open doors and make connections in the community for those committee members
- Amy Kauffman and I attended the University of Arkansas Economic Forecast Luncheon in Rogers Jan 26
 - o plan is to introduce a similar event in Joplin in early 2025
 - most likely under the MOKAN umbrella
- Met with Carthage Chamber CEO Julie Reams Feb 1
- Collaborating with Citizens Committee on CIST renewal
 - o attending weekly mtgs, letter to Globe, tracking revenues and expenses
- Attended Downtown Joplin Alliance Jan and Feb board meetings
- Continue to meet with Joplin City Manager each month for 1-on-1's
- Presented eco devo quarterly update to City Council Feb 5
- Attended Hawthorn Foundation quarterly meeting Feb 23 in Jefferson City
- Kai Hamilton and I met with Franklin Tech leadership Mar 13
- Attended MO DED meeting in Joplin for Regional Resource Collaboration
 - o reps from various regional entities invited to meet one another
 - o SBA, SBDC, Univ of MO Extension Office, various are Chambers
- Toured EaglePicher in Joplin with Congressman Eric Burlison Mar 15

Community Engagements

- Attended Ribbon Cuttings for The Big Biscuit and Community Support Services
- Attended DJA event "Downtown Now Evening of Excellence" Jan 31
- Attended Morning Brew at Mercy Family Clinic Feb 2
- Gave opening remarks at YPN Summit Feb 9
- Attended Eggs & Issues in Carthage Feb 9
- Chamber team did Community Service Projects on Mar 1
 - o original date was MLK Jr Day but we cancelled due to inclement weather
 - team cleaned the Minnie Hackney Community Center and painted interior walls at the Creative Learning Alliance
- Attended Business After Hours at Community Support Services Mar 12

Economic Development

- Continue to work Project Buffalo
 - o 100 jobs at \$50K salaries per considering site at Crossroads Industrial Park
- Proiect Missouri
 - o 30 acres purchased at Wildwood Ranch in Joplin
 - Bitcoin mining operation
- Project Atlas
 - 90 job expansion project in Carthage
- Toured potential land acquisition site on ORV's along with JIDA representatives
- JRAHH (TEConomy) final plan was presented to Joplin City Council Mar 11
- Met with Jasper County Assessor Lisa Perry to discuss taxing JIDA property
- Invited to present as part of panel on local eco devo at MAKO Conference in Branson April 30







SHARE THE GOOD NEWS!

3 WAYS YOU CAN HELP SPREAD THE NEWS ABOUT OUR SCHOOLS AND STUDENTS



Send a news tip to Communications@JoplinSchools.org



Share a Joplin Schools headline on social media.



Scan this QR code to upload a pic of a project, award or celebration.



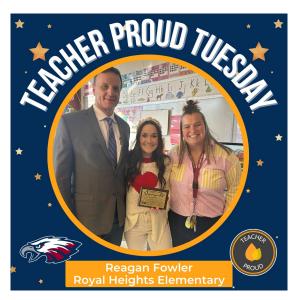
So many of our students are accomplishing amazing things this school year, including JHS seniors Aidan Koch and Daniel Fajardo!

Aidan and Daniel were recently named National Merit Finalists, after having earned National Merit Semifinalist positions last fall. Semifinalists are in the top 1% of high school scorers on the PSAT test nationwide. To be eligible as finalists, students completed further application, essay and testing opportunities.

"We are very proud of Daniel and Aidan," said JHS Principal Dr. Randy Oliver. "These young men have shown incredible determination and focus toward their academic goals, which will only serve them well in their future pursuits. This isn't the result of one semester or one year's worth of attention - this recognition is truly a consequence of several years spent prioritizing one's learning. We send our best wishes as they move forward into the next phase of that journey."

About 7,000 finalists each year will receive a combined total of more than \$28 million in National Merit Scholarships toward their college education. Scholarships will be awarded between March and June.

As Finalists, Aidan and Daniel have just become highly sought-after enrollees by some of the nation's top colleges and universities. We can't wait to see what they choose to pursue after graduation. Congratulations, Aidan and Daniel!



Teacher Proud Tuesday!

February's Teacher Proud Tuesday winner was Reagan Fowler at Royal Heights Elementary!

Reagan was nominated by a parent who said: "Seeing the relationships that Ms. Fowler has with kids is amazing! She has definitely made a big impact on our kid because he is always looking forward to school. She's an amazing person who is passionate about what she does and is definitely deserving of this recognition."

We agree, and we're so thankful you chose Joplin Schools, Reagan! Teacher Proud Tuesday winners will be randomly chosen

and recognized on the second Tuesday each month through a partnerships with GOCSD. Please celebrate the AMAZING teachers in Joplin Schools - nominate a teacher for Teacher Proud Tuesday!

Kerry's Corner A Message from the Superintendent

In closing out third quarter, I want to take a moment to express my gratitude for the dedication and hard work of our staff and students. I am continually inspired by the strength of our Joplin family.

One small but encouraging success that has held fast throughout the school year has been slightly better student attendance compared to last year. The commitment of our families and students to doing their best to show up each day, ready to learn, has not gone unnoticed. While we still have a long way to go to reach our goal of 90% of our students being present 90% of the time, our current gains are a testament to the value placed on education and the importance of being present in the classroom. Let's carry this momentum forward into the final quarter, ensuring that every student has the opportunity to finish the year strong.

As we prepare for end-of-year exams from elementary to high school, I am proud to see our students and staff maintaining focus on their goals. These exams serve as the culmination of an entire year's worth of hard work and effort, and I have every confidence that our students will rise to the occasion. Let's continue to support and encourage one another as we strive for excellence in education. We'll see that excellence on display at this year's Academic All-Stars ceremonies, where we'll congratulate more than 1,500 4th-8th grade students who achieved Advanced, Proficient or Growth scores on last year's MAP tests. More than 300 9th graders will be recognized at JHS. Those are impressive increases over last year's numbers, and we're excited to celebrate these students.

Looking ahead, it's crucial that we not only think about the immediate future of Joplin Schools but also consider the bigger picture. Public education plays a vital role in shaping the future of our community and society as a whole. In the face of proposed changes in the Missouri legislature, it's more important than ever that we stand together to advocate for the best interests of our students and schools. Let's remain steadfast in our commitment to providing quality education for all. If you feel strongly about being an advocate for public education, I would love to hear from you and invite you into conversations about how our district can work to promote strong public education into the coming decades. Click the button below to send me an email.

Here's to a successful conclusion of the school year and a bright future ahead for our students. After all, giving them the tools to access that future is our ultimate goal. This year on May 19, we'll host the Joplin High School Commencement Ceremony. On that day, we'll celebrate the 2,210 school days our graduates have experienced over the past 13 years. Their journey has included

their own daily persistence, effort, attitudes, failures, and successes, as well as daily love. hope. and dedication poured into them by our teachers and staff at Joplin Schools. These stucex-Officio Updates 4.1 a be ready for what awaits them after graduation thanks to those combined efforts, and I will be proud to watch them walk across that stage. Let's GO EAGLES!

Sincerely, Kerry Sachetta

Contact Dr. Sachetta

24-25 Enrollment

Kindergarten enrollment is underway. Parents can get started with kindergarten enrollment here: Online Enrollment Instructions.
Kindergarten Screenings will be held at each elementary building from March 25-April 5. We look forward to welcoming these new little ones and their families into their home schools!

All other enrollments will also start online and can be done at any time up to the start of school next fall. Families of existing students will need to complete their **Annual Information Update in PowerSchool** before the first day of school.



If new families need to enroll over the summer (or if existing families need help with their annual student information update), a part-time summer enrollment secretary for all grades will be on staff at JHS to provide great customer service during the months of June and July.

Hearts Around the World

The second grade classes at Irving
Elementary hosted a successful
Valentine's Day geography project,
accepting "Hearts Around the World" from
friends and strangers far and near.

Teacher Sara Meyer said the classes received Valentines cards from all 50 states, and from every continent except South America and Antarctica! New friends sent cards from as far away as



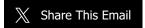
New Zealand, Australia, USVI, China, Japan, Sweden, Thailand, Uzbekistan, France, Kenya, Germany, Vietnam, the UK, Mexico, and more.

"Not only did the students learn the location of each destination," said Mrs. Meyer, "they learned about each of these places and made so many new friends and connections across the world! We received money from other countries with their currency (bills and coins) to see what it looks like, homemade taffy, beads from Mardi Gras, seashells from Florida, beautiful cards and

Thank you, Irving Second Grade Team (and students) for planning such a memorable, engaging lesson this winter!











Parents:

Now is a great time to register for ParentSquare! If your school, class, or club is still using Class Dojo, Remind, or a similar communication tool, those are set to be discontinued in Joplin Schools on July 1, 2024.

The free ParentSquare app is not a requirement of registration, but it does boost your opportunities for easy school communications It's easy to get started and we think you will love it!

Click here for ParentSquare FAQ's.



Local realtors and company recruiters now have a new way to highlight Joplin Schools for their clients and potential candidates.

This district recruitment flyer is available on our website. Flyers for each individual school building are in the works, so check back periodically to see how we are showcasing the wonderful things happening across Joplin Schools!

Click here to see and share these exciting new tools.

Academic All-Stars 2024

It's almost Academic-All-Stars season in Joplin Schools, and we are thrilled to have another chance to celebrate these Awesome Eagles.

Academic All-Stars are students in 4th-9th grades who achieved Advanced, Proficient or Growth Scores on last year's MAP tests. We'll be recognizing 4th-8th grade students in special ceremonies this April, including a dessert reception sponsored by some fantastic local businesses and individuals. Ninth graders will have a separate recognition during school at JHS.



Qualifying students will receive their invitations the week before Spring Break, and there are a LOT of qualifying students this year! We'll share more details as the events get closer. We can't wait to celebrate these students!

Take a look around Joplin Schools!



East Middle School students are racking up positive referrals for demonstrating qualities like Duty, Honor, Kindness, and Scholarship. Good work, Eagles!



JHS Peer Buddies took a field trip to Ocean Adventures Indoor Playground for a fun day of companionship and connectedness.



Many elementary buildings celebrated Dr. Seuss Week with games, read-ins, lessons, and parent events. These Stapleton kiddos look like they had a great time!



Roi S. Wood JAG students get to visit with residents of Foxberry Farm on a regular basis, brightening their neighbors' days and learning the value (and fun!) of personal volunteerism.



Kindergartners at Soaring
Heights adopted personal
reading buddies this winter!
We love this creative
encouragement for our
young readers and hope it's
inspired them to become
great readers.



This little Parents as
Teachers cutie was gaining
fine motor development
and hand-eye coordination
with a Fill-the-Jug game at
a recent at-home visit. Our
littlest Eagles are always
learning.



Thursday, March 7: End of Third Quarter

Friday, March 8: No School, Staff Professional Development Day

Wednesday, March 13-Thursday, March 14: Parent Teacher Conferences

Friday, March 15-Friday, March 22: No School, Spring Break

Monday, March 18-Tuesday, March 19: Admin Building closed for Spring Break

Friday, March 29: No School, Good Friday

Tuesday, April 2: Election Day

Wednesday, April 10: East Middle School Academic All-Stars

Thursday, April 11: East Elementaries Academic All-Stars

Wednesday, April 17: North Middle School Academic All-Stars

Thursday, April 18: North Elementaries Academic All-Stars

Tuesday, April 23: South Elementaries Academic All-Stars

Wednesday, April 24: South Middle School Academic

All-Stars Ex-Officio Updates 4.1 a

Friday, April 26: No School, Staff Professional

Development Day

Sunday, May 19: JHS Graduation Ceremony

Friday, May 24: Half-day, last day of school

Wednesday, May 29: First Day of Summer School



Community Engagement Curriculum & Assessment Human Resources

Finance

Student Services

Joplin Schools | 825 S. Pearl Ave., Joplin, MO 64801

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College of Dental Medicine

Student Update

- Class of 2027 successfully navigating second semester
 - KCU Stand Pts helped students learn to conduct a head and neck examination
 - Dental students will conduct screenings for Joplin Head Start children
- Class of 2028 is nearly complete, with 78/80 filled
 - Orientation starts August 7th
 - White Coat Ceremony will be held August 17th



College of Dental Medicine

Oral Health Center

- Faculty and Staff continue to provide urgent care for patients.
 - OHC accepts Medicaid and dental insurance
 - Clinic Hours-Walk in's accepted:
 - Mon-Wed 9:00a.m.-4:00p.m.
 - Tues-Thurs 9:00a.m.-12:00p.m.
 - Call for appointment 417-208-0805
- Faculty conducting screenings to build a patient base for students
 - Student begin caring for patients in the OHC in June 2024
 - Call for screening appointment 417-208-0805
- Construction began March 11th to complete the installation of equipment & 46 dental operatories on Level 1 of the OHC



College of Dental Medicine

Research & Grants Update

- KCU Research Symposium –April 2-5, 2024
 - April 3rd Keynote Address to be given by: Dr. Brad Amendt
 - Abstract submission "Evaluation of the Oral Health Screening Component of Score 1 for Health" from D1 student doctor to be presented.
- Virtual Simulators Installed-Purchased with funds from CDS Grant
 - VR simulator, Sim-to-Dent, provides a learning and training environment for a range of dental procedures, similar to a flight trainer for airline pilots.
 - This simulator helps build students' skills, insight and confidence before moving into the clinic.



College of Osteopathic Medicine

- Residency Match
- Concluded 3/15/24 placement informs the student where they
- will be continuing their education after graduation
- Placed 99 % of the Joplin class
- 10 students will begin their first year of residency at Freeman
- and Ozark

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College of Osteopathic Medicine

- Interview season
- Completed interviews for the Class of 2028 awaiting final
- matriculation numbers
- Completed interviews and selections for the early entry program
- with MSSU, called MKEAP



College of Osteopathic Medicine

- Actively working with the rural areas of the 4 States to develop
- clinical rotations for 4th year students. This, hopefully, will
- increase the students interest in rural medicine and can also
- act as a recruitment tool for the rural communities.

