



AREA CHAMBER OF COMMERCE

Board of Directors Meeting

Monday August 26, 2019

Chamber WIFI: -19visitingjacc17- (dashes are part of the code)

The Mission of the Joplin Area Chamber of Commerce is to improve the economic prosperity and quality of life in the Joplin region; and to be the principal advocate for, and provider of services to, its business community.

Our Vision: We are the value-centered destination community that progressively nurtures its business, education, and overall vitality while enriching the lives of families and all who live, work, and play here.

AGENDA

12:00 Call Order: Welcome, Kelli Perigo

12:05 Consent Calendar – Kelli Perigo
Approve Agenda
Minutes – Minutes for July– Kelli Perigo
Financials – July- Debby, Tonya, and Toby

12:20 Division Reports

12:30 Other Business

- Discussion of the half-cent sales tax dedicated to closing out the city's troubled pension fund for fire and police department workers and whether to formally endorse or oppose the sales tax or activate the JACC Continuing Committee
- Discuss whether to rename the Joplin Area Chamber of Commerce Continuing Committee

12:35 Today's Board Challenge

12:40 Adjourn to Executive Session
a. Any other matters that may properly come to the Executive Board.

Next Meeting: Monday, September 23, 2019 Meeting begins at 12:00 PM

Joplin Area Chamber of Commerce
Board of Directors Meeting
July 22, 2019

Minutes

Attending: Gina Atteberry, Brent Baker, Todd Chenault, Jeremy Drinkwitz, Vickie Dudley, Donovan Edwards, Mike Gray, Chad Greer, Rick Grise, Brad Hodson, Jerrod Hogan, Mark Johnson, Julie Larson, Jennifer Little, Dr. Alan Marble, Dr. Melinda Moss, Dan Pekarek, Katrina Richards, Dustin Storm

Absent: John Bartosh, Jim Dalrymple, Brandon Davis, Jacqueline Hackett, Betsy Kissel, Kelli Perigo, Bill Reiboldt, Melissa Smith

Staff: Debby Chaligoj, Lisa Kelly, Stephanie McGrew, Reggie Powers, Erin Slifka, Loni Smith, Tonya Sprenkle, Toby Teeter, Kevin Welch

I. Jerrod Hogan, Call to order

A. Jeremy Drinkwitz moved to approve the agenda and June minutes and was seconded by Chad Greer. Motion passed.

B. Financials presented by Tonya. Tonya extensively went through the financials line by line so everyone would have an understanding of how to read them. Dr. Alan Marble moved to approve the June financials and was seconded by Jeremy Drinkwitz. Motion passed. Toby added soon the basic board packet information will be on the website.

C. Audits for Chamber and Foundation. Jeremy Drinkwitz moved to approve the Chamber audit and was seconded by Donovan Edwards. Motion passed. The Foundation audit was held for approval in the Executive Session. Please see those minutes for the details.

II. Division Reports, Toby Teeter

Toby handed out a more streamlined membership summary report and went over it; please see it for the details. Reggie added we have added 31 new members since April 1. Loni stated last year she received \$20,000 in tax credits last year and over \$65,000 this year. We are now rolling out the PR for these credits. Erin and Loni will be working on why you should donate and what the monies will be used for. Loni stated she has a solicitation letter ready and will be happy to send it to each of the board members. Toby added this is an opportunity for us to raise \$130,000 to build our Entrepreneurial Ecosystem. Tonya stated the money from this cannot be used on operating costs only on improvements on the system and the building. This creates the match for the MTC funding. This funding has gone down over the years and this should help it go back up.

III. Other Business

Jerrod asked for an update on the American Airlines flights. Toby stated they are reported quarterly. Toby has not received any June numbers.

IV. Today's Board Challenge, "Get Engaged"

- Toby will be sending out the letter for the tax credits, please take a serious look at this.
- Put a golf team together. Dr. Marble took the one open hole-sponsor for MSSU.
- Volunteers are needed for the Golf Tournament.
- If you know someone who needs shared space, send them to us.

V. Adjourn to Executive Session

Respectfully Submitted by:

Lisa Kelly

Executive Assistant

Toby Teeter

President

Joplin Area Chamber of Commerce

Finance Executive Summary

Period Ending: July 31, 2019

By: Tonya Sprenkle, CFO and Debby Chaligoj, Finance Manager

Chamber:

- **Cash Position:** Average.
- **Accounts Receivable:** \$40,788.74
- **Deferred Income 19/20 Fiscal Year:** \$151,027.90
- **Deferred Income 20/21 Fiscal Year:** \$10,930.34
- **Net Income YTD:** \$62,847.11 Includes Membership Dues \$125,836.42 and New Member Dues \$6,764.27

Foundation / Innovation Center:

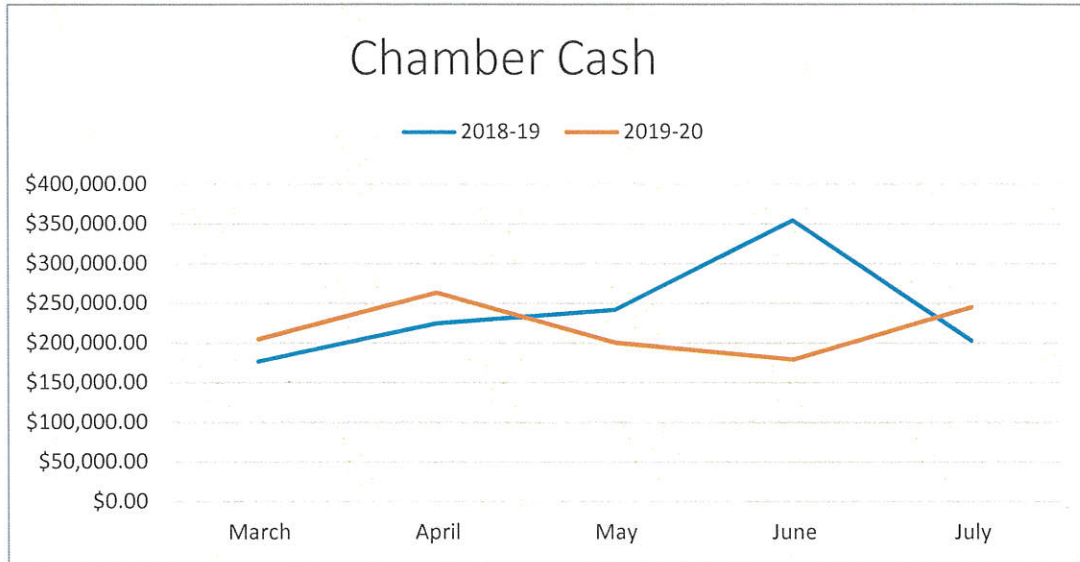
- **Cash Position Foundation:** Average.
- **Cash Position Innovation Center:** Low.
- **Accounts Receivable:** \$12,735.85
- **Notes Receivable-BRF Loans:** MEs Place-current balance of \$6,140.33
- **Deferred Income 20/21 Fiscal Year:** \$14,178.96
- **Line of Credit-US Bank-ATTC:** Balance of \$0.
- **Line of Credit-US Bank-NIC:** Balance of \$0.
- **Net Income YTD:** (\$91,253.86)

Economic Development:

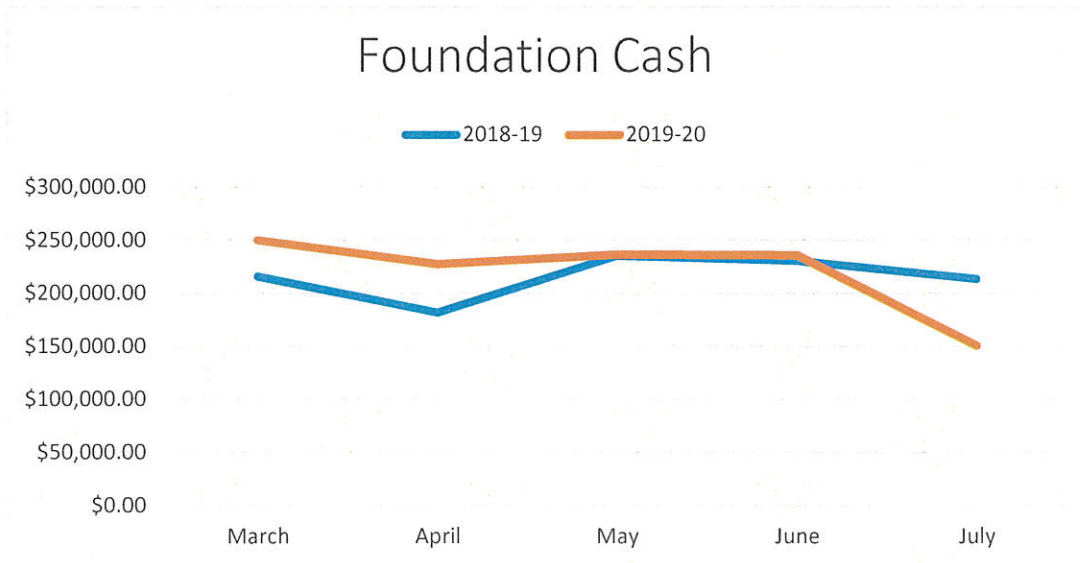
(for City's Fiscal Year ending October 31, 2019)

- **General Expenses Budget:** \$200,000.
- **Regional/MOKAN Budget:** \$50,000.
- **Due from City:** \$34,162.28
- **Due to Chamber:** \$20,145.26
- **Due to MOKAN:** \$3,143.46 for ED charges paid on MOKAN credit card.

Cash Flow Comparison
2018-19 to 2019-20
Year end through July



June Variance-Transferred 2018-19 2nd Qtr Administration Fee



DUE FROM (TO) ACCOUNT DETAILS

Date	Memo	Amount
	ED Due to Chamber	
05/31/2019	ED Charges on Chamber Credit Card	75.98
06/18/2019	LK ED / Job Fair - Future Registration	100.00
06/27/2019	TT ED / Dinner w/ Dale Clark, Chos Brel Co	27.45
06/30/2019	City ED Bill June 2019	9,667.53
07/24/2019	Economic Growth Tour - Bus	494.40
07/31/2019	City ED Bill June 2019	9,779.90
		<u>20,145.26</u>
	Foundation Due to Chamber	
07/24/2019	Credit Card reimbursements from Chamber	-5,508.36
07/24/2019	Charges on Chamber Credit Card	224.89
07/30/2019	Atlas Risk Management Rent deposited to Chamber in error	-842.00
07/31/2019	Foundation Service Fee	4,500.00
07/31/2019	June NIC/ATTC Admin Fee	12,500.00
		<u>10,874.53</u>
	JCC Due to Chamber	
05/31/2019	May 2019 Service Fee	250.00
06/30/2019	June 2019 Service Fee	250.00
07/31/2019	July 2019 Service Fee	250.00
		<u>750.00</u>
	JCIDA Due to Chamber	
06/30/2019	June Admin Fee	100.00
07/31/2019	July Admin Fee	100.00
		<u>200.00</u>
	MOCAP Due to Chamber	
10/31/2018	MO Sec of State Registration	26.45
	Chamber Due to JRP/MOKAN	
07/31/2019	Balance Sheet Balance @ 7/31/19	10807.36
08/16/2019	JRP payment-Deposit 8/16/19	-14358.69
07/31/2019	Chamber balance due to MOKAN	<u>-3551.33</u>
05/31/2019	Reverse overpmt-Charge on Chamber card for MOKAN	-75.98
07/12/2019	Edward Jones Pledge deposited to Chamber	-150.00
07/15/2019	SMB Pledge deposited to Chamber	-10,000.00
07/19/2019	Pinnacle Bank Pledge deposited to Chamber	-2,500.00
07/23/2019	Emery Sapp Pledge deposited to Chamber	-5,000.00
07/26/2019	Chamber CC Chg-NETWORKSOLUTIONS - MOKAN Website	7.98
07/31/2019	Admin Service Fee	14,166.67
	Chamber balance due to MOKAN	<u>-3,551.33</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of July 31, 2019

	<u>Jul 31, 19</u>	<u>Jul 31, 18</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank - Checking	244,769.34	202,679.18	42,090.16
Total Checking/Savings	<u>244,769.34</u>	<u>202,679.18</u>	<u>42,090.16</u>
Accounts Receivable			
Accounts Receivable	40,788.74	78,712.06	-37,923.32
Total Accounts Receivable	<u>40,788.74</u>	<u>78,712.06</u>	<u>-37,923.32</u>
Other Current Assets			
Due From (To) Staff	-163.32	0.00	-163.32
Petty Cash	250.00	250.00	0.00
Due From (To) Other Funds			
Due From (To) ED	20,145.26	0.00	20,145.26
Due From (To) Foundation	10,874.53	0.00	10,874.53
Due From (To) JCC	750.00	0.00	750.00
Due From (To) JCIDA	200.00	0.00	200.00
Due From (To) MOCAP	26.25	0.00	26.25
Due From (To) MOKAN	10,807.36	0.00	10,807.36
Due From (To) Other Funds - Other	0.00	-4,088.75	4,088.75
Total Due From (To) Other Funds	<u>42,803.40</u>	<u>-4,088.75</u>	<u>46,892.15</u>
Deposit - 2nd Class Mail	0.00	1,386.29	-1,386.29
Deposit - Bulk Mail	3,495.12	1,611.96	1,883.16
Prepaid Expenses	0.00	471.68	-471.68
	<u>5,460.91</u>	<u>5,839.64</u>	<u>-378.73</u>
Total Other Current Assets	<u>51,846.11</u>	<u>5,470.82</u>	<u>46,375.29</u>
Total Current Assets	<u>337,404.19</u>	<u>286,862.06</u>	<u>50,542.13</u>
Fixed Assets			
Furniture & Equipment	13,750.44	10,503.47	3,246.97
Interior	18,844.80	23,948.76	-5,103.96
320 East 4th - Building	208,878.07	222,037.63	-13,159.56
Grounds	235.51	706.75	-471.24
Land	76,562.56	76,562.56	0.00
Website Development	1,100.00	0.00	1,100.00
Total Fixed Assets	<u>319,371.38</u>	<u>333,759.17</u>	<u>-14,387.79</u>
TOTAL ASSETS	<u><u>656,775.57</u></u>	<u><u>620,621.23</u></u>	<u><u>36,154.34</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
Accounts Payable	7,932.00	24,528.90	-16,596.90
Total Accounts Payable	<u>7,932.00</u>	<u>24,528.90</u>	<u>-16,596.90</u>
Credit Cards			
US Bank - Credit Card	6,815.43	0.00	6,815.43
Total Credit Cards	<u>6,815.43</u>	<u>0.00</u>	<u>6,815.43</u>

Joplin Area Chamber of Commerce

Balance Sheet

As of July 31, 2019

	<u>Jul 31, 19</u>	<u>Jul 31, 18</u>	<u>\$ Change</u>
Other Current Liabilities			
Due To United Way	234.00	0.00	234.00
Deferred Income - Renewal Dues			
August - Current Fiscal Year	26,024.77	0.00	26,024.77
September - Current Fiscal Year	23,822.33	0.00	23,822.33
October - Current Fiscal Year	20,437.04	0.00	20,437.04
November - Current Fiscal Year	18,351.78	0.00	18,351.78
December - Current Fiscal Year	17,473.26	0.00	17,473.26
January - Current Fiscal Year	16,233.11	0.00	16,233.11
February - Current Fiscal Year	14,924.26	0.00	14,924.26
March - Current Fiscal Year	13,761.35	0.00	13,761.35
April - Next Fiscal Year	4,985.04	0.00	4,985.04
May - Next Fiscal Year	3,772.98	0.00	3,772.98
June - Next Fiscal Year	1,844.23	0.00	1,844.23
July - Next Fiscal Year	328.09	0.00	328.09
Deferred Income - Renewal Dues - Other	0.00	8,949.58	-8,949.58
Total Deferred Income - Renewal Dues	<u>161,958.24</u>	<u>8,949.58</u>	<u>153,008.66</u>
Deferred Income - New Members			
August - Current Fiscal Year	2,171.87	0.00	2,171.87
September - Current Fiscal Year	2,031.45	0.00	2,031.45
October - Current Fiscal Year	1,830.20	0.00	1,830.20
November - Current Fiscal Year	1,796.48	0.00	1,796.48
December - Current Fiscal Year	1,525.10	0.00	1,525.10
January - Current Fiscal Year	1,136.46	0.00	1,136.46
February - Current Fiscal Year	917.29	0.00	917.29
March - Current Fiscal Year	735.21	0.00	735.21
April - Next Fiscal Year	568.54	0.00	568.54
May - Next Fiscal Year	462.71	0.00	462.71
June - Next Fiscal Year	75.84	0.00	75.84
Deferred Income - New Members - Other	0.00	198.34	-198.34
Total Deferred Income - New Members	<u>13,251.15</u>	<u>198.34</u>	<u>13,052.81</u>
Deferred Income - Face 2 Face	0.00	2,500.00	-2,500.00
Deferred Income - President's	0.00	1,000.00	-1,000.00
Deferred Income - Milestone	0.00	1,000.00	-1,000.00
Deferred Income - Banquet	0.00	1,500.00	-1,500.00
Deferred Income - Morning Brew	0.00	1,400.00	-1,400.00
Deferred Income - Member Emails	0.00	400.00	-400.00
Total Other Current Liabilities	<u>175,443.39</u>	<u>16,947.92</u>	<u>158,495.47</u>
Total Current Liabilities	<u>190,190.82</u>	<u>41,476.82</u>	<u>148,714.00</u>
Total Liabilities	<u>190,190.82</u>	<u>41,476.82</u>	<u>148,714.00</u>
Equity			
Retained Earnings-Prior	0.00	395,171.77	-395,171.77
Unrestricted Net Assets	403,737.64	2,396.90	401,340.74
Net Income	62,847.11	181,575.74	-118,728.63
Total Equity	<u>466,584.75</u>	<u>579,144.41</u>	<u>-112,559.66</u>
TOTAL LIABILITIES & EQUITY	<u>656,775.57</u>	<u>620,621.23</u>	<u>36,154.34</u>

Joplin Area Chamber of Commerce

Statement of Operations

April through July 2019

	<u>Apr - Jul 19</u>	<u>Apr - Jul 18</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
Income - Building Room Rental	441.00	525.00	-84.00
Income - C2C Service Fee	21,109.27	26,964.75	-5,855.48
Income - Economic Development	33,000.00	17,000.00	16,000.00
Income - Foundation Service Fee	18,000.00	20,038.00	-2,038.00
Income - JCIDA	400.00	400.00	0.00
Income - JIDA	3,600.00	3,600.00	0.00
Income - Jop Cap Corp Serv Fee	1,750.00	0.00	1,750.00
Income - JRP	56,666.68	75,000.00	-18,333.32
Income - Member Investments	125,836.42	290,641.46	-164,805.04
Income - Member Listings	75.00	75.00	0.00
Income - New Member Fee	660.00	480.00	180.00
Income - New Member Investment	6,764.27	13,687.06	-6,922.79
Income - NIC/ATTC Admin Fee	50,000.00	44,577.75	5,422.25
Total Income	<u>318,302.64</u>	<u>492,989.02</u>	<u>-174,686.38</u>
Gross Profit	<u>318,302.64</u>	<u>492,989.02</u>	<u>-174,686.38</u>
Expense			
5-Star Partnership Program	0.00	0.00	0.00
Automobile Expense	1,794.79	1,060.96	733.83
Bank and Credit Card Fees	4,747.06	5,120.41	-373.35
Cafeteria Plan Account	2,797.13	1,975.23	821.90
Communications Expenses	4,815.23	1,849.13	2,966.10
Depreciation	8,217.14	9,269.18	-1,052.04
ED Consultant	0.00	58,293.00	-58,293.00
Electric Expense	3,802.32	4,531.56	-729.24
Equipment Maintenance	8,511.15	8,494.89	16.26
Equipment Rental	5,033.08	4,631.67	401.41
Health Insurance	24,509.34	24,583.29	-73.95
Liability & Other Insurance	4,343.86	3,716.82	627.04
Meetings & Travel	916.67	635.49	281.18
Miscellaneous Expense	666.95	271.72	395.23
Occupancy Expense	5,299.44	6,783.55	-1,484.11
Office Supplies	1,072.63	1,784.53	-711.90
Payroll Expenses	3,786.47	2,968.75	817.72
Payroll Taxes	17,768.79	17,583.28	185.51
Pension Fund	12,314.52	21,269.91	-8,955.39
Postage	-61.90	1,045.82	-1,107.72
Professional Fees	24,597.50	22,201.66	2,395.84
Publications	336.70	336.70	0.00
Salaries	241,623.93	243,295.37	-1,671.44
Staff Dues & Development	1,879.08	7,331.04	-5,451.96
Staff Retreats/Meetings	79.82	236.30	-156.48
Water Expense	67.00	112.71	-45.71

Joplin Area Chamber of Commerce

Statement of Operations

April through July 2019

	<u>Apr - Jul 19</u>	<u>Apr - Jul 18</u>	<u>\$ Change</u>
Total Expense	<u>378,918.70</u>	<u>449,382.97</u>	<u>-70,464.27</u>
Net Ordinary Income	<u>-60,616.06</u>	<u>43,606.05</u>	<u>-104,222.11</u>
Other Income/Expense			
Other Income			
Committee Divisions			
Affinity Programs	0.00	271.94	-271.94
Business Development	64,860.00	57,774.34	7,085.66
Chamber Work Groups	-63.12	0.00	-63.12
Communications	-4,227.92	7,885.70	-12,113.62
Economic Development	3,611.51	4,815.66	-1,204.15
Governance	-243.83	-1,507.02	1,263.19
Member Services	8,281.90	5,906.14	2,375.76
Spec Events	<u>51,481.02</u>	<u>63,192.87</u>	<u>-11,711.85</u>
Total Committee Divisions	<u>123,699.56</u>	<u>138,339.63</u>	<u>-14,640.07</u>
Employee Fund	-372.60	-301.15	-71.45
Staff Accounts	136.21	-68.79	205.00
Total Other Income	<u>123,463.17</u>	<u>137,969.69</u>	<u>-14,506.52</u>
Net Other Income	<u>123,463.17</u>	<u>137,969.69</u>	<u>-14,506.52</u>
Net Income	<u>62,847.11</u>	<u>181,575.74</u>	<u>-118,728.63</u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of July 31, 2019

	<u>Jul 31, 19</u>	<u>Jul 31, 18</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank - Money Market	9,887.91	0.00	9,887.91
Commerce - Airport Backstop	173,409.32	0.00	173,409.32
US Bank - General Fund	61,773.94	181,173.06	-119,399.12
US Bank - Innovation Center	6,315.37	55,800.67	-49,485.30
US Bank - Innovation Campus	0.00	728,481.73	-728,481.73
Restricted - Bus Recovery Fund	23,127.86	26,005.46	-2,877.60
Total Checking/Savings	<u>274,514.40</u>	<u>991,460.92</u>	<u>-716,946.52</u>
Accounts Receivable			
Accounts Receivable	12,735.85	59,025.00	-46,289.15
Total Accounts Receivable	<u>12,735.85</u>	<u>59,025.00</u>	<u>-46,289.15</u>
Other Current Assets			
Due (To) From Other Funds			
Due (to) From Joplin Chamber	-10,874.53	0.00	-10,874.53
Total Due (To) From Other Funds	<u>-10,874.53</u>	<u>0.00</u>	<u>-10,874.53</u>
Prepaid Expenses	26,197.48	31,474.35	-5,276.87
Total Other Current Assets	<u>15,322.95</u>	<u>31,474.35</u>	<u>-16,151.40</u>
Total Current Assets	<u>302,573.20</u>	<u>1,081,960.27</u>	<u>-779,387.07</u>
Fixed Assets			
Advanced Training & Tech Ctr	1,863,847.85	1,915,227.97	-51,380.12
ATTC Building Improvements	1,667,459.72	1,496,595.03	170,864.69
ATTC Equipment	1,363,989.21	1,697,426.93	-333,437.72
ATTC Furniture & Fixtures	86,392.23	99,568.76	-13,176.53
ATTC Leasehold Improvements	0.00	500.00	-500.00
Construction in Progress - ATTC	1,120.00	132,713.06	-131,593.06
Foundation Furniture & Fixtures	5,210.22	4,763.59	446.63
IC Leasehold Improvements	10,918.04	1,749.95	9,168.09
Innovation Center F & F	3,817.37	7,007.85	-3,190.48
Land	61,944.49	61,944.49	0.00
Newman Innovation Center	1,294,103.63	1,342,391.67	-48,288.04
Total Fixed Assets	<u>6,358,802.76</u>	<u>6,759,889.30</u>	<u>-401,086.54</u>
Other Assets			
Notes Receivable - BRF Loans	6,140.33	7,906.19	-1,765.86
Total Other Assets	<u>6,140.33</u>	<u>7,906.19</u>	<u>-1,765.86</u>
TOTAL ASSETS	<u><u>6,667,516.29</u></u>	<u><u>7,849,755.76</u></u>	<u><u>-1,182,239.47</u></u>

Joplin Area Chamber of Commerce Foundation

Balance Sheet

As of July 31, 2019

	<u>Jul 31, 19</u>	<u>Jul 31, 18</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
Accounts Payable	18,974.15	136,410.22	-117,436.07
Total Accounts Payable	<u>18,974.15</u>	<u>136,410.22</u>	<u>-117,436.07</u>
Other Current Liabilities			
Deferred Income	14,178.96	15,333.29	-1,154.33
Deposits Held	6,510.27	5,420.50	1,089.77
Airport Pledges	172,500.00	0.00	172,500.00
Res. for Innovation Campus	0.00	727,401.73	-727,401.73
Total Other Current Liabilities	<u>193,189.23</u>	<u>748,155.52</u>	<u>-554,966.29</u>
Total Current Liabilities	<u>212,163.38</u>	<u>884,565.74</u>	<u>-672,402.36</u>
Long Term Liabilities			
Notes Pay -US Bank ATTC Loan	0.00	3,643.41	-3,643.41
Notes Payable-US Bank NIC	0.00	118,357.81	-118,357.81
Total Long Term Liabilities	<u>0.00</u>	<u>122,001.22</u>	<u>-122,001.22</u>
Total Liabilities	<u>212,163.38</u>	<u>1,006,566.96</u>	<u>-794,403.58</u>
Equity			
Temp. Restricted Net Assets	25,880.00	0.00	25,880.00
Prior Years Retained Earnings	0.00	4,708,718.47	-4,708,718.47
Unrestricted Net Assets	6,520,726.77	2,153,374.00	4,367,352.77
Net Income	-91,253.86	-18,903.67	-72,350.19
Total Equity	<u>6,455,352.91</u>	<u>6,843,188.80</u>	<u>-387,835.89</u>
TOTAL LIABILITIES & EQUITY	<u><u>6,667,516.29</u></u>	<u><u>7,849,755.76</u></u>	<u><u>-1,182,239.47</u></u>

Joplin Area Chamber of Commerce Foundation
Statement of Operations - Board Copy
 April through July 2019

	ATTC			Foundation			NIC		
	Apr - Jul 19	Apr - Jul 18	\$ Change	Apr - Jul 19	Apr - Jul 18	\$ Change	Apr - Jul 19	Apr - Jul 18	\$ Change
Ordinary Income/Expense									
Income									
Contributions	0.00	0.00	0.00	5,325.00	5,993.88	-668.88	10,063.18	0.00	10,063.18
Grants	0.00	51,587.65	-51,587.65	0.00	0.00	0.00	28,079.75	34,035.25	-5,955.50
Income - Interest	0.00	0.00	0.00	924.83	158.62	766.21	649.44	0.00	649.44
Lease Income									
Lease Income-ATTC	63,066.45	25,348.79	37,717.66	0.00	0.00	0.00	0.00	0.00	0.00
Lease Income-NIC	0.00	0.00	0.00	0.00	0.00	0.00	26,968.65	22,088.67	4,879.98
Total Lease Income	63,066.45	25,348.79	37,717.66	0.00	0.00	0.00	26,968.65	22,088.67	4,879.98
Lease Utility Income	4,848.06	4,104.72	743.34	0.00	0.00	0.00	0.00	0.00	0.00
YPN - Membership Dues	0.00	0.00	0.00	3,079.16	5,710.84	-2,631.68	0.00	0.00	0.00
YPN Enrollment Fee	0.00	0.00	0.00	140.00	170.00	-30.00	0.00	0.00	0.00
Total Income	67,914.51	81,041.16	-13,126.65	9,468.99	12,033.34	-2,564.35	65,761.02	56,123.92	9,637.10
Gross Profit	67,914.51	81,041.16	-13,126.65	9,468.99	12,033.34	-2,564.35	65,761.02	56,123.92	9,637.10
Expense									
Administrative Fee	25,000.00	22,288.88	2,711.12	0.00	0.00	0.00	25,000.00	22,288.87	2,711.13
Bank Fees	0.00	184.37	-184.37	59.05	0.00	59.05	11.90	-0.50	12.40
BRF Loan Bad Debt	0.00	0.00	0.00	0.00	-50.00	50.00	0.00	0.00	0.00
Communications	5,694.44	7,442.21	-1,747.77	288.00	0.00	288.00	2,772.23	2,175.72	596.51
Depreciation	128,178.40	51,465.04	76,713.36	667.00	667.00	0.00	17,326.24	17,159.48	166.76
Electric Expense	11,654.64	12,528.07	-873.43	0.00	0.00	0.00	4,477.58	5,132.02	-654.44
Equipment Maint	142.50	839.00	-696.50	0.00	0.00	0.00	139.42	0.00	139.42
Gas Expense	785.07	1,054.50	-269.43	0.00	0.00	0.00	229.21	312.52	-83.31
Insurance Expense	2,060.81	5,969.87	-3,909.06	0.00	0.00	0.00	9,419.46	1,935.14	7,484.32
Interest Expense	0.00	1,884.07	-1,884.07	15.00	2,577.16	-2,562.16	0.00	1,789.73	-1,789.73
Meetings	0.00	33.18	-33.18	39.47	0.00	39.47	27.00	37.22	-10.22
Miscellaneous Expense	0.00	0.00	0.00	0.00	75.00	-75.00	0.00	0.00	0.00
Occupancy Expense	7,202.57	12,505.44	-5,302.87	223.64	0.00	223.64	4,737.98	8,901.11	-4,163.13
Office Supplies	0.00	0.00	0.00	429.97	0.00	429.97	0.00	0.00	0.00
Professional Fees	72.00	316.50	-244.50	1,443.72	0.00	1,443.72	0.00	0.00	0.00
Program Service Fee	0.00	0.00	0.00	18,000.00	20,038.00	-2,038.00	0.00	0.00	0.00
Seminars	0.00	0.00	0.00	314.78	0.00	314.78	0.00	0.00	0.00
Water Expense	774.08	977.89	-203.81	0.00	0.00	0.00	412.50	574.81	-162.31
Total Expense	181,564.51	117,489.02	64,075.49	21,480.63	23,307.16	-1,826.53	64,553.52	60,306.12	4,247.40
Net Ordinary Income	-113,650.00	-36,447.86	-77,202.14	-12,011.64	-11,273.82	-737.82	1,207.50	-4,182.20	5,389.70

Joplin Area Chamber of Commerce Foundation

Statement of Operations - Board Copy

April through July 2019

	ATTC			Foundation			NIC		
	Apr - Jul 19	Apr - Jul 18	\$ Change	Apr - Jul 19	Apr - Jul 18	\$ Change	Apr - Jul 19	Apr - Jul 18	\$ Change
Other Income/Expense									
Other Income									
Committee Divisions									
Cultural Affairs	0.00	0.00	0.00	0.00	-51.89	51.89	0.00	0.00	0.00
Business Recovery Fund	0.00	0.00	0.00	96.00	-186.86	282.86	0.00	0.00	0.00
Education									
Entrepreneurial Education	-134.12	0.00	-134.12	-32.42	0.00	-32.42	-540.00	0.00	-540.00
Tomorrows Leaders Today	0.00	0.00	0.00	455.38	2,003.08	-1,547.70	0.00	0.00	0.00
Other Education Programs Inc	0.00	0.00	0.00	-89.99	0.00	-89.99	0.00	0.00	0.00
Golden Apple	0.00	0.00	0.00	8,722.61	8,802.23	-79.62	0.00	0.00	0.00
Total Education	-134.12	0.00	-134.12	9,055.58	10,805.31	-1,749.73	-540.00	0.00	-540.00
Leadership Joplin	0.00	0.00	0.00	17,896.35	16,549.88	1,346.47	0.00	0.00	0.00
Young Professionals Network	0.00	0.00	0.00	6,826.47	5,883.77	942.70	0.00	0.00	0.00
Total Committee Divisions	-134.12	0.00	-134.12	33,874.40	33,000.21	874.19	-540.00	0.00	-540.00
Total Other Income	-134.12	0.00	-134.12	33,874.40	33,000.21	874.19	-540.00	0.00	-540.00
Net Other Income	-134.12	0.00	-134.12	33,874.40	33,000.21	874.19	-540.00	0.00	-540.00
Net Income	-113,784.12	-36,447.86	-77,336.26	21,862.76	21,726.39	136.37	667.50	-4,182.20	4,849.70

Joplin Area Chamber of Commerce Economic Development Fund

Balance Sheet

As of July 31, 2019

	<u>Jul 31, 19</u>	<u>Jul 31, 18</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
US Bank-Checking/Sweep Acct	7,526.79	5,789.86	1,736.93
Total Checking/Savings	<u>7,526.79</u>	<u>5,789.86</u>	<u>1,736.93</u>
Other Current Assets			
Due From (To) City	34,162.28	12,860.62	21,301.66
Due From (To) Other Funds			
Due From (To) Chamber	-20,145.26	0.00	-20,145.26
Due From (To) MOKAN	-3,143.46	0.00	-3,143.46
Due From (To) Other Funds - Other	0.00	176.76	-176.76
Total Due From (To) Other Funds	<u>-23,288.72</u>	<u>176.76</u>	<u>-23,465.48</u>
Prepaid Expenses	-9.00	0.00	-9.00
Total Other Current Assets	<u>10,864.56</u>	<u>13,037.38</u>	<u>-2,172.82</u>
Total Current Assets	<u>18,391.35</u>	<u>18,827.24</u>	<u>-435.89</u>
Fixed Assets			
Acc Depr - Furniture and Equip	-51,278.50	-45,130.16	-6,148.34
Furniture and Equipment	71,480.16	45,130.16	26,350.00
Total Fixed Assets	<u>20,201.66</u>	<u>0.00</u>	<u>20,201.66</u>
TOTAL ASSETS	<u>38,593.01</u>	<u>18,827.24</u>	<u>19,765.77</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
*Accounts Payable	670.66	6,501.61	-5,830.95
Total Accounts Payable	<u>670.66</u>	<u>6,501.61</u>	<u>-5,830.95</u>
Total Current Liabilities	<u>670.66</u>	<u>6,501.61</u>	<u>-5,830.95</u>
Total Liabilities	<u>670.66</u>	<u>6,501.61</u>	<u>-5,830.95</u>
Equity			
Retained Earnings	44,978.15	19,737.56	25,240.59
Net Income	-7,055.80	-7,411.93	356.13
Total Equity	<u>37,922.35</u>	<u>12,325.63</u>	<u>25,596.72</u>
TOTAL LIABILITIES & EQUITY	<u>38,593.01</u>	<u>18,827.24</u>	<u>19,765.77</u>

Joplin Area Chamber of Commerce Economic Development Fund

Statement of Operations

April through July 2019

	<u>Apr - Jul 19</u>	<u>Apr - Jul 18</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
Income-Funds from City	60,033.41	58,591.33	1,442.08
Total Income	<u>60,033.41</u>	<u>58,591.33</u>	<u>1,442.08</u>
Expense			
Communications/Mobile/Internet	2,332.87	2,034.71	298.16
Data Systems & Equip Support	14,691.76	7,318.60	7,373.16
Depreciation	1,756.68	0.00	1,756.68
Marketing & Advertising	1,200.00	2,900.00	-1,700.00
Miscellaneous Expense	9.00	0.00	9.00
Mtgs & Travel/ Prospect Host	2,271.21	424.61	1,846.60
Office Supplies/Publications	300.00	369.98	-69.98
Professional Dues & Development	1,710.00	10,000.00	-8,290.00
Regional E-Marketing	275.00	0.00	275.00
Regional Trade Shows	75.68	4,351.01	-4,275.33
Salaries	33,000.00	37,000.00	-4,000.00
Total Expense	<u>57,622.20</u>	<u>64,398.91</u>	<u>-6,776.71</u>
Net Ordinary Income	<u>2,411.21</u>	<u>-5,807.58</u>	<u>8,218.79</u>
Net Income	<u><u>2,411.21</u></u>	<u><u>-5,807.58</u></u>	<u><u>8,218.79</u></u>

Joplin Area Chambers of Commerce Division Reports

Economic Development-Toby and Kevin

- Project “Local” – A company is seeking a location for a 400,000 sq. ft. “food solutions and R&D facility” that would employ 400 people with an estimated \$80 million capital investment. We submitted multiple 20+-acre sites in the Crossroads Industrial Park and on the Northside of Wildwood.
- Project “Hearthstone” – a major retail company is seeking to establish a 300,000 sq. ft. distribution center in our region. They anticipate 125 jobs at a \$51,895 average annual wage and a \$40 million capital investment. The land is finally under contract and Toby is speaking at an upcoming city council meeting about the city funding a 250ft road extension to the property. A public announcement is forthcoming, possibly next month.
- Joplin Union Depot Redevelopment – an opportunity zone RE development group is inching closer to making this a reality. Toby has been meeting with KC Southern to secure 14 acres that surround the DNR-owned former depot building. Waiting for pro forma from development group and Toby has a phone conference with KCS later today about their land purchase terms and enviro summary.
- Project “Bluegrass” – A manufacturer is seeking rail-served 160-300 acres for development. The plant would have an estimated 350 full-time employees. We submitted a Joplin site for this project last month.
- The Boomtown Mall / Menards 32nd Street Retail Development – The Joplin TIF Commission voted FOR this TIF and has recommended TIF designation to the City Council. City Council action is scheduled for September 3 and September 16.
- Joplin Plaza Riverwalk – a Dallas-based developer who is working with Toby on redeveloping his property around a revamped Joplin Creek now owns the Sears Plaza development. Public works is adding a concrete barrel underneath 7th street, for foot and bike traffic flow as part of the work currently being done to that storm water culvert.
- MSSU Downtown Campus – There is a proposal for a Center for Advanced Computing and Data Analytics to be located downtown. Toby is working with MSSU administration to raise private funds for this new program from out-of-state tech companies. Meetings with Square/Twitter CEO, as well as visits with Facebook, Google, and LinkedIn executives, are in the works.
- Fitness Block – A group of local fitness businesses is working on a plan to create a fitness-themed development on the most blighted block of downtown Joplin. We are working to build on that potential momentum and evaluate bordering properties for further redevelopment.
- Jasper County Joplin Courthouse – New renderings are due in August. Turning dirt this winter. \$35 million in estimated construction costs.

- West Central & Columbia Elementary Schools – Toby toured both elementary schools to evaluate them for economic development minded adaptive reuse potential. West Central is a prime site for several types of projects.
- Conservation Easement – There is an IRS provision that makes a world-class 10-mile MTB trail park financially viable in Joplin. Preliminary talks are underway with landowners. ARC has mapped the trail.
- Active Cultural Enterprise Recruitment Pipeline: Chaos Brewing Co., Main Street Axe Co., Alamo Draft house, Skylight Theatre, Bike Rack Brew Co, The Jolly Fox Brewery

JIDA / Crossroads Industrial Park

- The JIDA board just voted to update covenants to remove the per square foot of building to parking space requirements and switch to per highest-shift employee count for minimum parking space requirements.
- We are in the process of updating the master plan map and digitizing into an interactive online map for prospect and commercial realtors.
- We are launching a Crossroads website, for the first time
- We will activate the remarketing ad campaigns for out of market site visitors
- Recent site visits:
 - Ajinomoto Foods – Chris Wilder and Raul Herrera
 - Heartland Pet Food – Mike Schluz
 - Hampshire Pet Food – Julie Larson
 - Jasper Foods – Ken Haubein and Ed Beam

Financials-Tonya and Debby

- Membership numbers (see membership reports for count and dollars)
- The new method of allocation of deferred dues is now implemented. We have restated April – July P&L figures in the financials so you can see the impact.
- Cash on hand (graphs in packet)
- Recent events evaluation – golf last week; we will have a preliminary report at the meeting for the tourney.
- Budget vs actual and variances – in process of uploading the budgets figures so this will be incorporated in the August financials.
- Effective with June's financial, we expanded the Due To/From the Chamber to be very transparent on where we are with all affiliated organizations.
- A/R & A/P any over 90 days
 - A/R will be distributed at meeting
 - A/P we pay twice a month; nothing over 30 days

LED/HVAC

- LED contracts with Ozark LED & Electrical have been signed and rebates have been approved by Liberty for the Chamber building and the NIC. Due to the high costs, we have not proceeded with LED for the ATTC. We anticipate installation to begin the first week of September.
- HVAC contract with Lyerla Heating and Air has been signed and rebate has been approved by Liberty for the Chamber building. Steve Smith (JCDM) will be doing the work to expand the access to equipment in the north part of the Chamber. The contractors will wait for the extreme heat to break before beginning the installation.

Networking Events

- September 6, Morning Brew, The Arc of the Ozarks
- September 17, Business After Hours, US Bank at the Emerson Event Center
- September 26, Good Morning Joplin, MSSU North End Zone
- We participated in MSSU Community Day on August 21
- Hot Links was August 22 and 23 with 19 teams on Thursday, 32 teams on Friday
- January 21, 22, Business Expo
- Theme: Business EXPO 2020...See the Future
- 137 booths available, 106 sold, 31 open
- Tomorrows Leaders Today applications will be distributed mid-September

Entrepreneurial Ecosystem Development-Toby and Loni

- Newman Innovation Center – Significant physical upgrades, slight remodeling, and LED retrofitting underway. Modern desk systems are being purchased for new co-working spaces. All non-qualifying tenants (been there 5 years or longer) are being “graduated” by January 2020.
- ATTC - Workforce Investment Board vacated ATTC on 7/15, Crowder is looking into taking over their space
- Awarded \$65K in small business incubator tax credits awarded to NIC, drafting a letter to send to potential donors. We will spend donations on renovation and capital procurement for the incubators
- Enforcing graduate policy before EOY 2019, negative impact on rent revenue and positive impact on MTC funding
- Joplin eComm meetups at 20+ attendees
- Recent Ed Talks: Amazon Seller Central 101, Facebook Marketing 101, Omni-channel Sales 101
- Newman Innovation Center underway
 - Floor complete
 - Need to select winning bidder for exterior masonry seal to prevent continued leaking
- 1MC community organizer recruitment
 - Waiting on next steps from Kaufman Foundation after final 1MC site visit on 8/7

Educational Series-Toby and Loni

- EDTALK – Facebook Marketing 101 – August 27
- EDTALK – Omni-channel Sales 101 – September 16

Incubator Activity-Loni

- Jasper County CASA is looking to expand their existing space
- Met with eFactory from Springfield to discuss management strategies for co-working and learn best practice
- Meeting soon with SBDC to review results of survey from existing tenants for additional small business education curriculum

Membership Summary Report

July 16 – August 19, 2019

Membership

Totals

Year to date

Membership Previous (April 1, 2019)	779
Joined (New)	61
Dropped	33
Total membership	807 (net 28)

New Members July 16 – August 19, 2019

Soul Garden
Little Bird Marketing
Relay for Business
Skylark Advertising
Clear Entertainment and Marketing Group
Urban Art Gallery
American Advertising Federation - Heartland
Limelight Marketing
Beyond
5 Star Impressions
Social Grove
YouNique Enterprise, LLC
Food Mart
CSC Health - Michael Brockett
Main Street Axe Company, LLC (2 locations)
Ghetto Tacos

Drop Members July 16 – August 19, 2019

Boy Scouts of America, Ozark Trails Council – No Funds
FFO Home – No Funds
Frisco Station Apartments – Not Interested
Glenn Shepard Seminars, Inc. – We did not do program
Hugo's Industrial Supply, Inc. – Not Fruitful
Joplin Humane Society, Inc. – No Funds
Kiwanis Club of Joplin – No Funds

Drop Members July 16 – August 19, 2019-Continued

Steve McIntosh, Jasper County Collector – Jasper County

Motel 6 #4768 – Chose not to rejoin

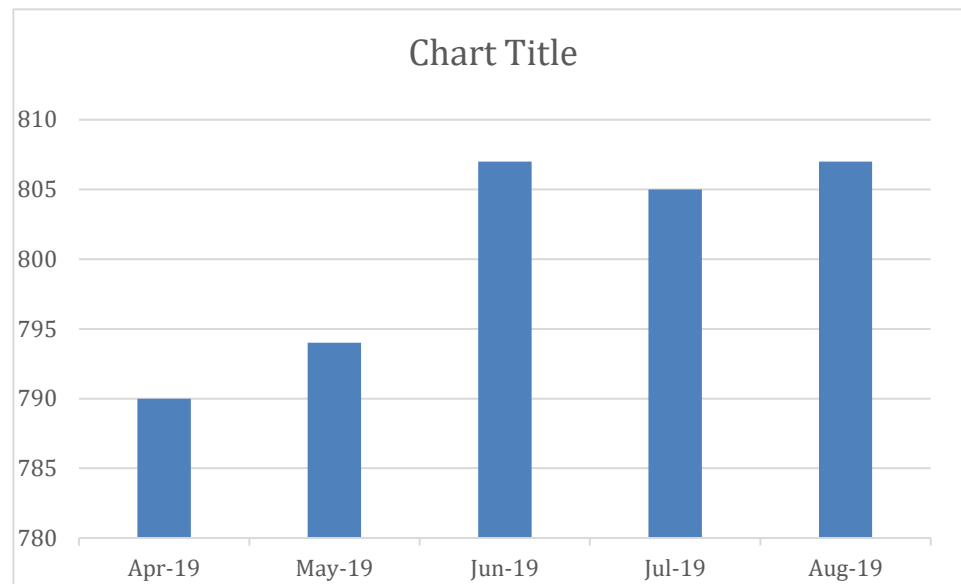
Preston Roets – Moved to Sign Designs

Top Seal Packaging -

WorkFresh Meals -

Yakel Painting Company – Not Fruitful

Zahn Apartments – Not Interested



Timeline Trend of Dues Paying Members



Available Sponsorships: Economic Growth Tour Presenting Sponsor \$2200

Livability Workgroups, new enrollees and actions month-to-date:

- **Chamber Gives Back: Dana Pim, Erin**
 - 17 work group members
 - 130.75 hours served ytd / 250 hour goal
 - Chamber Gives Back to Third Thursday – September Event.

<https://www.signupgenius.com/go/4090D44ABAA2EA3F94-chamber>

- Chair is tasked with organizing and deploying the business community into monthly high-impact volunteer service initiatives.
- **Community Health & Wellness: Jennifer Little, Hayley Simon, Erin**
 - **24** work group members
 - Chairs are tasked with educating, organizing, and deploying the business community into collaborative initiatives with the purpose of permanently improving health and wellness within our business community and the Joplin community at-large.
 - First work group meeting took place on August 8 @ Panera Bread.
 - Re-occurring meetings will be the second Thursday of the month, 8 AM, located at Joplin Avenue Coffee Company.
- **Trails and Connectivity: Kayla McCollum, Ray Moore, Toby**
 - **18** work group members
 - Chairs are tasked with championing public and private investments in trails and connectivity initiatives, organizing, and deploying the business community to support the Joplin Trails Coalition and increase usage of these amenities.
 - Recent Initiatives – Slow Roll Joplin launching this fall, Mohaska Ribbon Cutting, Pedal it Forward bike recycle program for employment, Zora trailhead upgrade
 - First Slow Roll will take place on September 4. Wheels down at Newman Innovation Center, Social BTB, and Blackthorn. This is open to all ages and skill levels.
 - All Kids On Bike press conference with Strider Education Foundation Ryan McFarland, inventor of Strider Bikes. August 29th @ 2 PM in the Liberty Room.
- **Cultural Enterprise Recruitment: Shawn Daniel, Joe Malin, Toby, Reggie**
 - **5** work group members
 - Chairs are tasked with the recruitment or instigation of new businesses that specifically add unique leisure or culinary amenity to our area that did not exist prior. Efforts include both business attraction and building community support for local entrepreneurs seeking to establish such cultural enterprises in Joplin.
 - Agenda: DJA EV group, Alamo Draft house, downtown microbrewery, Bike Rack Brew Co, Core Brew Co, et al
- **Diversity & Inclusion: Sergio Rizo, Heidi Smorstad, Loni**
 - **18** work group members
 - Co-Chairs are tasked with developing solutions on how to further create a more diverse and inclusive climate in our business community and our community at-large. To achieve a significant transformation, this collaborative, sustainable effort will include community conversations and events, launching and monitoring initiatives and programs, benchmarking and assessments, celebrating and championing diversity, and continually educating our community on the value of diversity and inclusion.
 - Recent initiatives – Hispanic community workforce dev project, Islamic Center visits, race summit, Pride in Park and Pridedefest participation, and Emancipation Days booth.
 - Hosted a booth at Emancipation Days 8/2 – 8/4
 - Pridedefest, Chamber will have booth presence, 8/31/19

- **Professional Development: Dale Clark, Alex Gandy, Loni**
 - 13 work group members
 - Chairs are tasked with recruiting and training both executive and entrepreneurial mentors, placing those seeking such mentorships, and identifying and scheduling Ed Talks and 1 Million Cup speakers.
 - Group decided to focus on the mentor program and asked that 1MC be assigned to a different group
 - Mentor and Mentee applications complete. Currently sending out electronic copies until apps go live online.

Building and Marketing the Joplin Brand-Toby and Erin

- First two marketing videos will be complete by September 1.
- Launching ChooseJoplin.com this fall with coordinated ad campaign co-funded with our largest employers. Targets are both new business and talent attraction to Joplin.
- Launching an online Joplin business journal by the end of this year
- Content is completed and on the new website. Next steps are editing and ensuring the website navigation makes sense for the users
- Wrapping up on capturing the footage for the ChooseJoplin video. The video targets 20 & 30 age demographic and will provide a broad visual of Joplin.

Additional News and Notes

- Econ Dev Tour Date – Oct. 18th
- PNC Bank – 200 remote workers in Joplin is their goal at \$15.50 starting salary
- Vision 2022 meeting
- Health and Wellness – Tobacco 21, HealthyJoplin portal
- David Humphreys meeting
- KCU Student Housing development – meeting with developers and KCU admin
- Meetings with local banks regarding Opportunity Zones
- Census 2020 prep, organizing, and a grant app
- Leggett's partial relocation in the City of Joplin
- Remote Workforce National Campaign – RemoteTulsa vs Joplin offering

**Joplin Area Chamber of Commerce Foundation
Board of Directors
Minutes**

Meeting Date: July 22, 2019 **Time:** following regular Chamber Board meeting
Meeting Location: Joplin Area Chamber of Commerce
Meeting Chair: Jeremy Drinkwitz, Treasurer in absence of Kelli Perigo, Chairman
Foundation Board Members in Attendance: Jeremy Drinkwitz, Donovan Edwards, Chad Greer, Mark Johnson, Rick Grise and Jerrod Hogan (Chamber Chairman).
Staff in Attendance: Toby Teeter and Foundation President, Tonya Sprenkle, Foundation Vice President.
Foundation Board Members Absent: Kelli Perigo, and Jacqueline Hackett.
Note: Seat of Louise Secker needs to be filled)

Agenda: Need to address the Foundation Audit
Minutes: None presented; single purpose meeting.

New Business:

Review and Approval of Foundation Audit: The Finance and Audit Committee reviewed the Audit and recommend approval. Note the audit held a clean opinion. Following further discussions at the Chamber's regular board meeting Donovan moved and Chad seconded to approve the Foundation Audit for the 2018/2019 fiscal year as presented. Motion carried.

Respectfully submitted,



Vice President