



Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m. at the Hilton Garden Inn, 2644 E 32nd Street, Joplin, Missouri, 64804, May 22, 2019.

CALL TO ORDER

President Roger Doman called the meeting to order at 2:33 p.m.

Present: Roger Doman, James Weber, Christopher Beyer, Mark Turpen, Shaun Klosterman, Matt Hiatt, Patrick Tuttle, Heather Arnold, Cathy Welsh, Taylor Brown, Phil Metz, Jim Frazier, Melissa Rodgers.

Absent: Forrest Reed, Jared Bruggeman, Paul Bloomberg, Wendi Douglas.

Staff & Guests: Craig Hull, Steve Taylor, Brittnie Harter, Shaun Buck, Martha Pope, Renea Bobb, Krista Wakefield, Tabitha Vaughn, Regina Hammond.

Agenda Items

Review of previous meeting minutes

Phil Metz made a motion to approve the April 13, 2019 board minutes as presented, seconded by James Weber, motion carried on an 11-0 vote.

Treasurers Report for April 2019 (Presented by Steve Taylor)

A motion was made by James Weber to accept the April 2019 Treasurers Report, seconded by Phil Metz, motion carried on an 11-0 vote.

Event Discussion

National

I. Premier Baseball Junior, 13-under Championships, June-July — JSA Director Craig Hull said Mike Greninger with Premier Baseball had no updates on numbers for either event, present number of teams entered are 37 teams for the Junior Championship and 22 teams for the 13-under Championship.

II. AABC Sandy Koufax World Series, 16-under/18-under Regionals, June-July — Mr. Hull said Mike Greninger with AABC had no updates on numbers for either event, present number of teams entered are 26 teams for the regional and 18 teams for the 14-under Sandy Koufax World Series.

Regional

I. AMC Baseball Championships, April 30-May 6, 2019 — Mr. Hull said a total of 366 room nights were produced, up from 344 the previous year. Weather impacted the event schedule as three games were played on Wednesday, five on Thursday, two on Friday, three on Saturday and the championship game was played on Sunday.

II. NJCAA Region 16 Baseball Championships, May 9-12, 2019 — Mr. Hull said the event was held for a fourth consecutive year in Joplin with four teams at Joe Becker Stadium. The weather on Saturday forced two games to Missouri Southern. A total of 90 room nights produced from this event. An extra 121 room nights were generated the following weekend by hosting the NJCAA South Central District Championship with Crowder College, Conners State from Oklahoma and Delgado Community College from New Orleans.

State

I. MCSAA Spring Championships, May 2-4, 2019 — Mr. Hull said the event took place at the same time as the AMC Baseball Championships with baseball being played at Wendell Redden Stadium and Galena High School baseball field, soccer at the Joplin Athletic Complex and track and field was held at Carl Junction due to the renovations underway at Junge Stadium. A total of 450 room nights were produced, down 15 room nights from last year.

II. Missouri USBC Open, Multiple Weekends, March-April — Mr. Hull said the event took place over five weekends in March and April and produced 458 room nights. The Joplin Bowling Association is working with the Missouri USBC to present bids for future tournaments including the 2022 Missouri USBC Women's and the Pepsi Missouri Youth Championships.

Local

I. Weekend Youth Baseball/Softball Tournaments, March-June — Mr. Hull said so far, none of the Five Tool Baseball or USA Softball Tournaments have made this year.

II. MidAmerica Baseball Tournaments, May-July — Mr. Hull said the first of four tournaments is scheduled for May 24-27 with 36 teams. The next events will be held June 6-9, June 20-23 and July 4-7. Games will be played at Joe Becker Stadium, Wendell Redden Stadium, Missouri Southern's Warren Turner Stadium and Joplin High School.

Old Business

A) JSA Facility Committee — Mr. Hull said the committee made its recommendations in April and has no report at this time.

B) Economic Impact Reports — Mr. Hull said board vice chairman Forrest Reed could not be here today and he wanted to discuss the updated reports.

C) 2019 NASC Sports Symposium — Mr. Hull said he attended the 2019 National Association of Sports Commissions Sports Symposium in Knoxville. JSA had 16 scheduled appointments with organizations including the LPGA Symetra Tour, Firecracker Baseball, United States Collegiate Athletic Association, American Football Events, USA Boxing, National Intramural Recreational Association, 2D Sports, NAIA, Cap Classic Series, NJCAA, International Senior Softball Association, AAU, 129 Sports, American Junior Golf Association, PrimeTime Sports and Babe Ruth League. A conversation was held about partnering with Downstream Casino concerning a possible LPGA Symetra Tour event since it would require between \$175,000-\$250,000 to make it happen.

D) 2019 Joplin Area Sports Hall of Fame Weekend — Mr. Hull said both the banquet and golf tournament were completed despite threat of weather. Four individuals were inducted, Andrew Lewis, Danny Powers, Melissa (Hoffmeister) Sanders and the late Fred Tullis Sr. The golf tournament had only 11 teams enter, eight of which showed up.

Mr. Hull said after speaking with the staff, staff is recommending changes to the Joplin Area Sports Hall of Fame Weekend including moving the banquet out of May to a time of the year where less events are taking place and the golf tournament to a weekend away from the Joplin Memorial Run and when it works within the events calendar.

A motion was made by Christopher Beyer to take staff recommendation on changes on the Hall of Fame Weekend, seconded by James Weber and the motion carried on an 11-0 vote.

New Business

A) None.

Any Other Business

CVB Director Patrick Tuttle said JSA was a topic of conversation at the last CVB Board meeting. Christopher Beyer said he attended the meeting but was not there on behalf of the JSA Board nor did he speak on behalf of the board. Mr. Beyer said the board had several questions about JSA and what it did. Mr. Beyer encouraged JSA to be present at the next board meeting. Mr. Tuttle said he would welcome JSA to come to the next CVB Board Meeting to discuss future financial needs on big ticket events, large events or events in the future JSA may need CVB assistance. Mr. Tuttle said if the CVB can plan ahead for those events in 2020 or beyond, the CVB Board can recommend financial help be included in the next year's budget. Mr. Tuttle invited Board Chair Roger Doman and Mr. Hull to the next meeting.

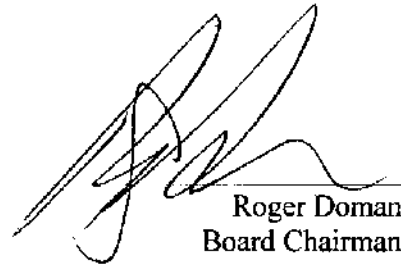
Next board meeting will be held at Holiday Inn, Joplin, Missouri 64804 on June 12, 2019 at 2:30 p.m.

Adjournment

A motion to adjourn was made by James Weber, seconded by Phil Metz, motion carried on an 11-0 vote.
Meeting adjourned at 3:18 p.m.



Craig Hull
Director



Roger Doman
Board Chairman

Joplin Sports Authority, Inc.

BALANCE SHEET

As of May 31, 2019

| | TOTAL |
|--|---------------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| Checking - US Bank | 78,198.72 |
| Credit Card Account | 6,810.94 |
| Petty Cash | 150.00 |
| SMB Checking | 15,666.06 |
| Total Bank Accounts | \$100,825.72 |
| Accounts Receivable | |
| Accounts Receivable | 7,405.00 |
| Total Accounts Receivable | \$7,405.00 |
| Other Current Assets | |
| Contributions Receivable | 36,211.07 |
| Prepaid Insurance | 1,449.25 |
| Total Other Current Assets | \$37,660.32 |
| Total Current Assets | \$145,891.04 |
| Fixed Assets | |
| Accumulated Depreciation | -46,387.00 |
| Furniture and Equipment | 112,604.72 |
| Total Fixed Assets | \$66,217.72 |
| TOTAL ASSETS | \$212,108.76 |
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Other Current Liabilities | |
| Accrued Sick Leave | 813.68 |
| Accrued Vacation | 2,086.08 |
| GENERAL CLEARING ACCOUNT | 26.27 |
| Payroll Liabilities | 4,204.24 |
| 401K Match | 7.57 |
| Total Payroll Liabilities | 4,211.81 |
| Total Other Current Liabilities | \$7,137.84 |
| Total Current Liabilities | \$7,137.84 |
| Total Liabilities | \$7,137.84 |
| Equity | |
| Net investment in capital assets | 66,217.00 |
| Unrestricted Net Assets | 131,499.43 |
| Net Income | 7,254.49 |
| Total Equity | \$204,970.92 |
| TOTAL LIABILITIES AND EQUITY | \$212,108.76 |

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2018 - May 2019

| | TOTAL |
|---|---------------------|
| Income | |
| Event Income | |
| Concession Income | 1,185.75 |
| Entry Fees | 13,699.60 |
| Merchandising Commissions | 2,275.00 |
| Program Sales | 224.00 |
| Ticket Income | 19,991.31 |
| Total Event Income | 37,375.66 |
| Lodging Tax Allocation | 228,048.32 |
| Services | 0.00 |
| Sponsor Donations | 11,750.00 |
| Total Income | \$277,173.98 |
| GROSS PROFIT | \$277,173.98 |
| Expenses | |
| Auto and Gator Insurance | 766.00 |
| Bank Service Charges | 83.95 |
| Convention & Tradeshow | 1,501.70 |
| Event Expenses | |
| Concessions | 493.20 |
| Event Labor and Supplies | 11,387.56 |
| Facility Lease/Rental | 35,002.65 |
| Food & Beverage | 13,964.12 |
| JSA Sponsorships | 6,250.00 |
| Officiating | 18,485.00 |
| Travel | 800.00 |
| Total Event Expenses | 98,382.53 |
| Fees and Permits | 1.68 |
| Misc Expense | 75.00 |
| Operations | |
| Accounting Fees | 5,940.00 |
| Business Registration Fees | 56.00 |
| Dues & Memberships | 5,740.00 |
| Health Insurance | 10,509.30 |
| Insurance - Liability, D and O | 1,771.00 |
| Commercial Insurance | 7,319.00 |
| Total Insurance - Liability, D and O | 9,090.00 |
| Local Sales Meeting | 886.67 |
| Office Supplies | 1,159.77 |
| Other Recognition Services | 2,341.37 |
| Postage, Mailing Service | 286.75 |
| Printing and Copying | 2,139.35 |
| Promotional Materials | 2,531.71 |
| Rent | 3,251.92 |

| | TOTAL |
|---------------------------------------|---------------------|
| Repairs & Maintenance | 1,594.00 |
| Telephone | |
| Cell Phone Stipend | 630.00 |
| Total Telephone | 630.00 |
| Travel and Entertainment | |
| Fuel Reimbursement | 1,871.52 |
| Mileage | 945.31 |
| Total Travel and Entertainment | 2,816.83 |
| Utilities | 6,888.87 |
| Website Maintenance | 75.97 |
| Total Operations | 66,938.51 |
| Payroll Expenses | |
| 401K | 4,209.78 |
| Administration Fees/Payroll | 7,242.15 |
| Full-Time | 78,039.32 |
| Overtime Wages | 4,644.00 |
| Part-Time | 21,074.19 |
| Payroll Taxes | 7,973.53 |
| Total Payroll Expenses | 123,182.97 |
| Supplies | 987.15 |
| Total Expenses | \$269,919.49 |
| NET OPERATING INCOME | \$7,254.49 |
| NET INCOME | \$7,254.49 |

Joplin Sports Authority, Inc.

PROFIT AND LOSS

May 2019

| | TOTAL |
|---------------------------------------|--------------------|
| Income | |
| Event Income | |
| Concession Income | 1,010.75 |
| Entry Fees | 3,425.00 |
| Merchandising Commissions | 900.00 |
| Program Sales | 77.00 |
| Ticket Income | 9,939.00 |
| Total Event Income | 15,351.75 |
| Lodging Tax Allocation | 33,794.21 |
| Services | 0.00 |
| Sponsor Donations | 100.00 |
| Total Income | \$49,245.96 |
| GROSS PROFIT | \$49,245.96 |
| Expenses | |
| Event Expenses | |
| Concessions | 405.82 |
| Event Labor and Supplies | 3,687.00 |
| Facility Lease/Rental | 1,700.00 |
| Food & Beverage | 6,865.81 |
| JSA Sponsorships | 750.00 |
| Officiating | 4,440.00 |
| Total Event Expenses | 17,848.63 |
| Operations | |
| Accounting Fees | 30.00 |
| Other Recognition Services | 490.23 |
| Printing and Copying | 742.13 |
| Promotional Materials | 210.21 |
| Rent | 471.00 |
| Telephone | |
| Cell Phone Stipend | 90.00 |
| Total Telephone | 90.00 |
| Travel and Entertainment | |
| Mileage | 209.96 |
| Total Travel and Entertainment | 209.96 |
| Utilities | 1,122.01 |
| Total Operations | 3,365.54 |
| Payroll Expenses | |
| 401K | 903.67 |
| Administration Fees/Payroll | 1,271.31 |
| Full-Time | 12,087.00 |
| Overtime Wages | 2,443.50 |
| Part-Time | 3,713.64 |
| Payroll Taxes | 1,401.80 |

| | TOTAL |
|-------------------------------|--------------------|
| Total Payroll Expenses | 21,820.92 |
| Supplies | 300.00 |
| Total Expenses | \$43,335.09 |
| NET OPERATING INCOME | \$5,910.87 |
| NET INCOME | \$5,910.87 |
