JOPLIN
SPORTS AUTHORITY

Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m. at Joplin City Hall, Fifth Floor Study Room, 602 South Main, Joplin, Missouri on January 13, 2016.

CALL TO ORDER
President Dean Dankelson called the meeting to order at 2:31 p.m.
Present: Dean Dankelson, Phil Stinnett, Jennifer Lallemand, Miranda Lewis, Jim Frazier, Christopher Beyer, Travis Spencer, Shawn Klosterman, Heather Arnold, Wendi Douglas, Gary Nodler, Phil Metz, Jeff Starkweather, Patrick Tuttle, Scott Garrie.
Absent: Jim West, Jared Bruggeman.
Staff & Guests: Steve Taylor, Mike Doty, Gabe Suarez, Oscar Suarez, Mike Greninger and Bridgett Carlton.

Agenda Items
Review of previous meeting minutes
Jennifer Lallemand made a motion to approve the December 9, 2015 board minutes as presented, seconded by Wendy Douglas. Motion carried on a 10-0 vote.
Treasurers Report for December 2015 (Presented by Steve Taylor)
A motion was made by Phil Metz to accept the December 2015 Treasurers Report, seconded by Phil Stinnett, motion carried on a 10-0 vote.
Outstanding Invoices (Presented by Steve Taylor)
A motion was made by Gary Nodler to pay all bills, seconded by Jennifer Lallemand, motion carried by a 10-0 vote.

Dean Dankelson introduced new board member Shawn Klosterman, head swimming coach at Webb City, to the JSA Board of Directors.

Dean Dankelson welcomed guests Gabe and Oscar Suarez of the Joplin Blasters. Gabe said he looked forward to working with JSA on events at Joe Becker Stadium this year.

Event Discussion
National
I. MCDA Spirit Ring Spectacular, February 20-21, 2016 — Mr. Hull said this will be the second year for the event, a two-day event with Midwest Cheer and Dance Association. Leggett and Platt will host, venue has been reserved and event logistics are on going. Last year, 600-plus participants, goal is for the event to grow this year. In his latest update from MCDA, MCDA reported teams were having a hard time finding accommodations in Joplin and teams had decided not to register due to lack of available rooms.
III. ACCA National Basketball Championship, March 2-5, 2016 — Mr. Hull said this event is coming up in early March, the third of four consecutive college postseason basketball tournaments. It is unknown how many teams or which teams are coming, but event logistics are on going. It was noted 22 teams participated in 2015.
IV. NCCAA Women's Division II National Basketball Championship, March 10-12, 2016 — Mr. Hull said this is the third and final year of a three-year agreement to host the event. Eight teams, unknown who at this time and the final of four consecutive college postseason basketball events. Event logistics are on going.
State
I. NJCAA Women's Battle on the Border, December 11-12, 2015 — Mr. Hull said the event was successful with six teams staying over night Friday generating 72 room nights. Positive feedback was received from all eight teams, plans are in the works for next year and adding four teams for a 12-team event with six games each day.

II. MCSAA State Basketball and Cheerleading Championships, February 18-20, 2016 — Mr. Hull said Charlie Aiken has already began to work on securing enough venues to host the tournament. With OCC hosting the Midwest Christian College Conference Tournament, OCC is not available, however, Joplin Schools are out of session on Friday, February 19 allowing games to be played during the day. Cheerleading will be held at Memorial Hall. Event will take place on a very busy weekend with the MCCC Tournament, KJCCC Indoor Track and Field Championships in Pittsburg, NAIA baseball, MCDA Cheerleading and a debate tournament all taken place at the same time.

Charlie has secured Joplin East, Joplin South and Joplin North Middle Schools, Carl Junction 5-6 and 2-3 gymnasiums with the cheerleading event at Memorial Hall. So far, 36 basketball teams are participating with cheerleading teams still registering.

III. NAIA Early Season Baseball, multiple weekends, 2016— Mr. Hull said teams are scheduled each weekend from the first weekend in February (two teams) through the last weekend in February (six teams) and the busiest weekend is the third weekend in February (10 teams). Three ballparks will be utilized, Joe Becker Stadium, Wendell Redden Stadium and Jaycee Ballpark in Pittsburg.

The first weekend in February will feature two teams, NCAA Division II teams Maryville University vs. Lincoln University.

IV. NJCAA Region 16 Division I and II, Men's and Women's Basketball Championships, February 25-27, 2016— Mr. Hull said this is second of four college postseason basketball events. Second year of a three year agreement, will be played at OCC. Only changes this year are Division I semifinals will take place on Thursday and Division II on Friday, all championship games on Saturday.

Local

I. Kaminsky Classic, January 7-9, 2016 — Jeff Starkweather said the event went well, received lot of good comments, very good competitive tournament with three games on the opening day decided by 10-points combined. St. Louis Christian won the tournament and would like to come back next year.

II. Show-Me State Bull Bash, March 4-5, 2016 — Mr. Hull said this is a new event for JSA and a first for JSA. Will take place at Memorial Hall, the plan includes to cover the floor is six-ply plastic sheeting, two layers of plywood, another layer of plastic sheeting and eight inches of dirt. Event promoter is Jeff Lee with the Tuff Bull Tour who is contracting out the dirt work. He is working with L.J. Jenkins, a 10-time PBR World Qualifier. Tickets are now on sale online, first come, first serve. Currently, the only logistical challenge is working on the permits for the indoor pyrotechnics.

Scott Garrie said work in underway to repair the crushed sewer line and bring all restrooms back online.

Old Business

JSA Bylaws Committee — Dean Dankelson said he and Phil Metz, committee chair, have met and begun discussions, but no action to report on at this time. Mr. Dankelson confirmed the new contract with the City of Joplin has been signed and is in place.

FY2015 Audit — The FY2015 audit was completed and the draft letter submitted to the JSA Board of Directors for approval. Steve Taylor addressed the two items in the audit — account reconciliation and a matter with our Quickbooks vendor — and said both items have been discussed and addressed. Phil Metz made a motion to accept the audit draft letter, Heather Arnold seconded and the motion carried on a 10-0 vote.

City of Joplin contract with JSA — Mr. Dankelson said the new contract with the City of Joplin has been signed and is in place.

New Business

Joplin CVB-DMAI NEXT Assessment — Patrick Tuttle said the Joplin CVB was co-sponsoring a visitor assessment survey that will emailed to a wide variety of stakeholders, partners and customers. Mr. Tuttle asked the JSA Board to participate in the survey, complete it with an honest assessment and feel free to share it with others who would like to share opinions on the tourism industry in Joplin and the area. Mr. Tuttle said the survey would be e-mailed to Mr. Hull who will then share it with the board. Mr. Tuttle also requested JSA share it with JSA customers such as AAU, MCSAA and others.

Other Business
Next board meeting will be held at Joplin City Hall City Council Fifth Floor City Council Informal Room on February 10, 2016 at 2:30 pm.

Adjournment
A motion to adjourn was made by Gary Nodler seconded by Jennifer Lallemand, motion carried on a 10-0 vote. Meeting adjourned at 3:04 p.m.

Craig Hull
Director

Dean Dankleson
Board President

Joplin Sports Authority, Inc.
Profit & Loss
January 2016

		Jan 16
Ordinary Income/Expense		
Income		
Lodging Tax Allocation		56,794.51
Total Income		56,794.51
Expense		
Convention & Tradeshows		4,000.00
Event Expenses		
Facility Lease/Rental	1,750.00	
Food & Beverage	237.82	
Printing	185.00	
Total Event Expenses		2,172.82
Misc Expense		87.39
Operations		
Accounting Fees	5,250.00	
Health Insurance	3,368.43	
Insurance - Liability, D and O		
Liability, D and O	8,497.00	
Total Insurance - Liability, D and O	8,497.00	
Local Sales Meeting	83.67	
Office Supplies	44.63	
Other Recognition Services	203.16	
Postage, Mailing Service	72.83	
Printing and Copying	103.29	
Repairs & Maintenance	70.00	
Storage Rent	75.00	
Travel and Entertainment		
Mileage	19.56	
Total Travel and Entertainment	19.56	
Utilities	1,166.05	
Operations - Other	448.37	
Total Operations		19,401.99
Payroll Expenses		
401K	303.04	
Administration Fees/Payroll	485.79	
Full-Time	5,492.32	
Part-Time	1,517.75	
Payroll Taxes	387.71	
Payroll Expenses - Other	148.56	
Total Payroll Expenses		8,335.17

Joplin Sports Authority, Inc.
Profit & Loss
January 2016

	Jan 16
Supplies	45.00
Total Expense	34,042.37
Net Ordinary Income	22,752.14
Net Income	**22,752.14**

Joplin Sports Authority, Inc.
Profit & Loss
November 2015 through January 2016

		Nov '15 - Jan 16
Ordinary Income/Expense		
Income		
Event Income		
Program Sales	31.00	
Ticket Income	1,045.00	
Total Event Income		1,076.00
Lodging Tax Allocation		84,486.58
Sponsor Donations		5,200.00
Total Income		90,762.58
Expense		
Convention & Tradeshows		4,000.00
Event Expenses		
Event Labor and Supplies	1,220.00	
Facility Lease/Rental	27,450.00	
Food & Beverage	1,242.68	
JSA Sponsorships	250.00	
Printing	185.00	
Total Event Expenses		30,347.68
Misc Expense		87.39
Operations		
Accounting Fees	5,375.00	
Dues & Memberships	2,210.00	
Health Insurance	4,491.24	
Insurance - Liability, D and O		
Commercial Insurance	600.00	
Liability, D and O	8,497.00	
Total Insurance - Liability, D and O	9,097.00	
Local Sales Meeting	124.63	
Office Supplies	127.00	
Other Recognition Services	203.16	
Postage, Mailing Service	72.83	
Printing and Copying	539.06	
Repairs & Maintenance	70.00	
Storage Rent	225.00	
Telephone		
Cell Phone Stipend	90.00	
Total Telephone	90.00	

Joplin Sports Authority, Inc.
Profit & Loss
November 2015 through January 2016

	Nov '15 - Jan 16
Travel and Entertainment	
Mileage	19.56
Travel	1,775.00
Total Travel and Entertainment	1,794.56
Utilities	2,227.73
Operations - Other	448.37
Total Operations	27,095.58
Payroll Expenses	
401K	1,027.12
Administration Fees/Payroll	1,602.29
Full-Time	21,420.04
Part-Time	6,945.00
Payroll Taxes	1,653.56
Payroll Expenses - Other	148.56
Total Payroll Expenses	32,796.57
Supplies	131.41
Total Expense	94,458.63
Net Ordinary Income	-3,696.05
Net Income	**-3,696.05**

Joplin Sports Authority, Inc.
Balance Sheet
As of January 31, 2016

	Jan 31, 16	
ASSETS		
Current Assets		
Checking/Savings		
Checking - US Bank		42,441.47
Credit Card Account		5,732.47
SMB Checking		37,091.89
Total Checking/Savings		85,265.83
Accounts Receivable		
Accounts Receivable		1,550.00
Total Accounts Receivable		1,550.00
Other Current Assets		
Petty Cash		150.00
Prepaid Insurance		1,205.67
Total Other Current Assets		1,355.67
Total Current Assets		88,171.50
Fixed Assets		
Accumulated Depreciation		-11,522.18
Furniture and Equipment		22,265.21
Total Fixed Assets		10,743.03
TOTAL ASSETS		**98,914.53**
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable		24.00
Total Accounts Payable		24.00
Other Current Liabilities		
Accrued Sick Leave		5,054.55
Accrued Vacation		6,656.71
Payroll Liabilities		
401K Match	7.57	
Payroll Liabilities - Other	2,662.36	
Total Payroll Liabilities		2,669.93
Total Other Current Liabilities		14,381.19
Total Current Liabilities		14,405.19
Total Liabilities		14,405.19

Joplin Sports Authority, Inc.
Balance Sheet
As of January 31, 2016

	Jan 31, 16
Equity	
Opening Balance Equity	981.00
Unrestricted Net Assets	87,224.39
Net Income	-3,696.05
Total Equity	84,509.34
TOTAL LIABILITIES & EQUITY	**98,914.53**