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 City Council Informal Room, 602 South Main, Joplin, Missouri on February 10, 2016.

CALL TO ORDER
President Dean Dankelson called the meeting to order at 2:33 p.m.
Present: Dean Dankelson, Phil Stinnett, Jennifer Lallemand, Miranda Lewis, Scott Garrie, Jared Bruggeman, Shawn Klosterman, Cathy Welsh, Heather Arnold, Christopher Beyer, Gary Nodler.
Absent: Jim Frazier, Travis Spencer, Jim West, Wendi Douglas, Phil Metz, Patrick Tuttle, Jeff Starkweather.
Staff & Guests: Steve Taylor, Lauren McRae, Mike Doty and Bridgett Carlton.

Agenda Items
Review of previous meeting minutes
Heather Arnold made a motion to approve the January 13, 2016 board minutes as presented, seconded by Jennifer Lallemand. Motion carried on an 8-0 vote.
Treasurers Report for January 2016 (Presented by Steve Taylor)
A motion was made by Phil Stinnett to accept the January 2016 Treasurers Report, seconded by Christopher Beyer, motion carried on an 8-0 vote.
Outstanding Invoices (Presented by Steve Taylor)
A question was asked about $4,000 for marketing, Mr. Hull said JSA in the past has bought into the TEAMS tradeshow or last year, the ConnectSports show with the Show-Me Missouri Sports group. This year, Show-Me Missouri Sports is making at group effort at two shows, NASC and ConnectSports.
A motion was made by Jennifer Lallemand to pay all bills, seconded by Gary Nodler, motion carried by an 8-0 vote.

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, Saturday and Sunday, 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 over 40 teams and 450 athletes had registered to participate. Last year, the event generated 177 room nights.
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. Event logistics are on going and Martha is beginning to receive room request forms from the teams. 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. MCSAA State Basketball and Cheerleading Championships, February 18-20, 2016 — Mr. Hull said Charlie Aiken secured venues for the tournament including Joplin North, Joplin South, Joplin East Middle Schools and Carl Junction 5-6/2-3 gymnasiums. 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. 36 basketball teams are participating with six cheerleading teams. Mr. Hull said a coach's luncheon would take place at 1 p.m. Thursday at the Missouri Southern North End Zone Facility.
III. NAIA Early Season Baseball, multiple weekends, 2016— Mr. Hull said Maryville University and Lincoln University got its four-game set in at Joe Becker Stadium last weekend generating 70 room nights

with Morningside, Iowa and Ashford scheduled to play at Jaycee Ballpark. Eight teams are scheduled for Joe Becker Stadium and Jaycee Ballpark in Pittsburg for the third weekend of February and seven teams for the last weekend in February.

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. Four games each day.

Local

I. Show-Me State Bull Bash, March 4-5, 2016 — Mr. Hull said the event 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 and over $8,000 worth of presales had been recorded.
Scott Garrie said work is completed on the crushed sewer line and all restrooms are back online.

II. Crowder Bash, March 12-13, 2016 — Mr., Hull said this is the fourth year JSA has partnered with Crowder College softball to host this junior college softball showcase event with nine teams participating this year, seven in hotels. JSA covers usage fees at the Joplin Athletic Complex, teams pay for umpires and Crowder works the gate.

III. BeeperBall Classic, March 19, 2016 — Mr. Hull said no meeting has taken place yet to discuss logistics of the event, although everything JSA needed to do on its end has been completed. As soon as details are available, it will be shared.

Old Business

Joplin CVB-DMAI NEXT Assessment — Dean Dankelson reminded board members to complete the survey if they had not done so yet.

New Business

JSA Form 990 Approval — Steve Taylor said Form 990 is the form for filing taxes as prepared by Mense, Churchwell and Mense and required board approval to proceed. Gary Nodler made a motion to approve the Form 990, Phil Stinnett seconded and the motion carried on an 8-0 vote.

JSA Board Reorganization — Dean Dankelson said it is time to elect a new chair, vice-chair, treasurer and secretary for the next year. He said the executive board would serve as the nominating committee and come back in March with a slate of candidates for board approval.

AAU Missouri Valley National Qualifying Track and Field Championships — Mr. Hull said he was informed by AAU Missouri Valley Track and Field committee chair Bobby Carter the event will be held in Lawrence, Kan., in 2016. Carter said the event, according to AAU bylaws, is to rotate each year. In the past, no other state has shown interest in hosting and Joplin has been the choice by default. This year, Arkansas was interested in bidding, but failed to submit a proposal in time. Lawrence submitted a bid and will host it this year. Mr. Carter wanted to make it clear to JSA and the board, this was nothing Joplin or JSA did wrong in not getting the event in 2016.

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 Jared Bruggeman, motion carried on an 8-0 vote. Meeting adjourned at 3:17 p.m.

Craig Hull
Director

Dean Dankleson
Board President

Joplin Sports Authority, Inc.
Profit & Loss
February 2016

	Feb 16	
Ordinary Income/Expense		
Income		
Event Income		
Entry Fees	7,890.00	
Program Sales	521.00	
Ticket Income	5,171.00	
Total Event Income		13,582.00
Lodging Tax Allocation		24,630.73
Reimb. for Expenses		1,043.14
Sponsor Donations		1,350.00
Total Income		40,605.87
Expense		
Bank Service Charges		3.54
Convention & Tradeshows		349.95
Event Expenses		
Event Labor and Supplies	3,227.50	
Food & Beverage	71.64	
JSA Sponsorships	3,800.00	
Officiating	7,164.00	
Printing	75.00	
Total Event Expenses		14,338.14
Operations		
Local Sales Meeting	42.29	
Office Supplies	11.98	
Other Recognition Services	349.88	
Printing and Copying	163.20	
Storage Rent	75.00	
Telephone		
Cell Phone Stipend	60.00	
Total Telephone	60.00	
Utilities	845.74	
Total Operations		1,548.09
Payroll Expenses		
401K	331.03	
Administration Fees/Payroll	635.93	
Full-Time	5,492.32	
Part-Time	3,263.75	
Payroll Taxes	522.36	
Payroll Expenses - Other	152.07	
Total Payroll Expenses		10,397.46

Joplin Sports Authority, Inc.
Profit & Loss
February 2016

	Feb 16
Supplies	298.07
Total Expense	26,935.25
Net Ordinary Income	13,670.62
Net Income	**13,670.62**

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

	Nov '15 - Feb 16
Ordinary Income/Expense	
Income	
Event Income	
Entry Fees	7,890.00
Program Sales	552.00
Ticket Income	6,216.00
Total Event Income	14,658.00
Lodging Tax Allocation	109,117.31
Reimb. for Expenses	1,043.14
Sponsor Donations	6,550.00
Total Income	131,368.45
Expense	
Bank Service Charges	3.54
Convention & Tradeshows	4,349.95
Event Expenses	
Event Labor and Supplies	4,447.50
Facility Lease/Rental	27,450.00
Food & Beverage	1,314.32
JSA Sponsorships	4,050.00
Officiating	7,164.00
Printing	260.00
Travel	87.39
Total Event Expenses	44,773.21
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	166.92
Office Supplies	138.98
Other Recognition Services	553.04
Postage, Mailing Service	72.83
Printing and Copying	702.26
Repairs & Maintenance	70.00
Storage Rent	300.00
Telephone	
Cell Phone Stipend	150.00
Office Phones	448.37
Total Telephone	598.37

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

	Nov '15 - Feb 16
Travel and Entertainment	
Mileage	19.56
Travel	1,775.00
Total Travel and Entertainment	1,794.56
Utilities	3,073.47
Total Operations	28,643.67
Payroll Expenses	
401K	1,358.15
Administration Fees/Payroll	2,238.22
Full-Time	26,912.36
Part-Time	10,208.75
Payroll Taxes	2,324.48
Payroll Expenses - Other	152.07
Total Payroll Expenses	43,194.03
Supplies	429.48
Total Expense	121,393.88
Net Ordinary Income	9,974.57
Net Income	**9,974.57**

Joplin Sports Authority, Inc.
Balance Sheet
As of February 29, 2016

	Feb 29, 16	
ASSETS		
Current Assets		
Checking/Savings		
Checking - US Bank		55,749.09
Credit Card Account		5,732.47
SMB Checking		33,291.89
Total Checking/Savings		94,773.45
Accounts Receivable		
Accounts Receivable		5,595.00
Total Accounts Receivable		5,595.00
Other Current Assets		
Petty Cash		150.00
Prepaid Insurance		1,205.67
Total Other Current Assets		1,355.67
Total Current Assets		101,724.12
Fixed Assets		
Accumulated Depreciation		-11,522.18
Furniture and Equipment		22,265.21
Total Fixed Assets		10,743.03
TOTAL ASSETS		**112,467.15**
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable		156.00
Total Accounts Payable		156.00
Other Current Liabilities		
Accrued Sick Leave		5,054.55
Accrued Vacation		6,656.71
GENERAL CLEARING ACCOUNT		-250.00
Payroll Liabilities		
401K Match	7.57	
Payroll Liabilities - Other	2,662.36	
Total Payroll Liabilities		2,669.93
Total Other Current Liabilities		14,131.19
Total Current Liabilities		14,287.19
Total Liabilities		14,287.19

Joplin Sports Authority, Inc.
Balance Sheet
As of February 29, 2016

	Feb 29, 16
Equity	
Opening Balance Equity	981.00
Unrestricted Net Assets	87,224.39
Net Income	9,974.57
Total Equity	98,179.96
TOTAL LIABILITIES & EQUITY	**112,467.15**