JOPLIN
SPORTS AUTHORITY

Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m. at the Drury Inn, 3601 South Range Line Road, Joplin, Missouri, 64804, February 14, 2018.

CALL TO ORDER
President Phil Metz called the meeting to order at 2:32 p.m.
Present: Phil Metz, Christopher Beyer, Taylor Brown, Matt Hiatt, Roger Doman, Gary Nodler, Cathy Welsh, Melissa Rodgers, Heather Arnold, Jim Frazier, Paul Bloomberg, James Weber.
Absent: Wendi Douglas, Patrick Tuttle, Jared Bruggeman, Mark Turpen, Shawn Klosterman.
Staff & Guests: Steve Taylor, Brittnie Harter, James Kinder, Matt Osborn.

Agenda Items
Review of previous meeting minutes
Roger Doman made a motion to approve the January 10, 2018 board minutes as presented, seconded by Gary Nodler, motion carried on a 10-0 vote.
Treasurers Report for January 2018 (Presented by Steve Taylor)
A motion was made by Roger Doman to accept the January 2018 Treasurers Report, seconded by James Weber, motion carried on a 10-0 vote.

Board chair Phil Metz welcomed guest Matt Osborn who was present on behalf of the Four States Tribe Youth Football program.
Mr. Osborn said he was present to discuss with the JSA Board the decision made in November to not assist with its weekend tackle football tournament.
To review — Mr. Osborn contacted Craig Hull, JSA Director, in November seeking assistance with youth tackle football tournament (I-44 Showdown) to be held in December. Mr. Hull said he made inquiries to secure venues at the Joplin Athletic Complex (facility was winterized and unavailable) and Joplin Schools (would not be willing to lease to JSA for this event).
JSA Board, by email, supported a decision to remain idle on this event for December 2017.
Mr. Osborn came before the board to discuss the event and other planned events hoping for JSA support. The tournament hosted by the Four State Tribe usually includes four teams per age group, grades are 3rd, 4th, 5th and 6th grade and teams will play two games on Saturday, and depending on how the fare, will play a third game on Sunday and should they win it, a fourth game.
Mr. Osborn said the event has trainers on site and a neurosurgeon on the sidelines; he said the teams carry 30-player rosters and try to limit players to one side of the ball. He said most of the football players come from the Southwest Missouri Youth Football League where they play an eight-game season and it is more a developmental league while the Four State Tribe is working toward a more competitive option played across the country. Mr. Osborn said he has just returned from Canton, Ohio and the Pro Football Hall of Fame to work on creating a series events including a camp, a 7-vs.-7 passing tournament in addition to the December tackle tournament. He said the tackle tournament needed six fields and could create an estimated 960 room nights and the 7-vs-7 tournament would have over 70 teams, need three fields and could exceed 1,200 room nights.
In the discussion that ensued, Jim Frazier said he opposes the idea of youth athletes playing more than one game a day of tackle football. Roger Doman said he opposed the concept of that many games played in a season and Matt Hiatt said MSHSAA limits the number of junior high school games played in a season to six, why should athletes between third grade and sixth grade play as many games as that of a NFL season?
Mr. Hiatt said he had initially said Joplin Schools would not allow the event to use its facilities, but he was directed to make them available at the for-profit rate, but would deny JSA the opportunity to rent the fields for the event.

Christopher Beyer said from a hotel side of business, this would be great for the time of the year to generate room nights, but as the father for two boys who have played football, it was too much.
Mr. Metz said the board would discuss it further later in the meeting.

Event Discussion
National
I. MCDA Jam for the Jackets, February 2-4, 2018 — JSA Director Craig Hull said this is the fourth year hosting the event. First two years was held at Missouri Southern, last year in Carl Junction and due to limited availability of venues, it was held at Galena High School. JSA was responsible for covering the cost of the usage and custodial of the building, MCDA paid the Galena senior class $3,000 for providing labor to set up the floor on Friday and pack it up on Sunday and the concessions cleared $7,000 in sales. MCDA was so pleased with the venue and location, they want to return on the second weekend of February 2019 and Galena has already set its schedule to host the event. The preliminary room night report is 200.
II. NCCAA Regional Basketball, February 21-24, 2018 — Mr. Hull said Ozark Christian College hosts the NCCAA Regional Tournament once every eight years. Chris Lahm has asked for help from JSA on Wednesday night to secure a second location (Robert Ellis Young Gymnasium at MSSU) to host four women's games on Wednesday night. JSA has secured the venue and will provide workers. The event has eight men's teams and eight women's teams and is single elimination.
III. ACCA National Basketball Championship, February 28-March 3, 2018 — Mr. Hull said the banquet will be lunch Wednesday at Butchers Block. Games will be held at Ozark Christian College and Crowder College with the number of teams and games still to be determined.

State
I. MCSAA Basketball and Cheerleading State Championships, February 15-17, 2018 — Mr. Hull said 48 basketball teams and 11 cheer squads are participating starting tomorrow. Venues being used include the Carl Junction 5-6 and 2-3 gymnasiums, Carl Junction Junior High and High Schools, Joplin North, South and East Middle Schools and Galena High School. The cheer competition will be Friday morning at Memorial Hall.
II. NAIA Early Season Baseball, multiple weekends, February — Mr. Hull said 16 teams are scheduled to play this weekend at Joe Becker Stadium, Wendell Redden Stadium, Joplin High School and Joe Pollock Stadium in Miami, Okla. JSA tried to secure Jaycee Ballpark in Pittsburg or Carl Junction High School baseball field, but Jaycee Ballpark is undergoing turf renovation project and Carl Junction baseball field is unavailable. A total of 33 games will be played Friday-Sunday. The following weekend, seven teams are schedule to play 15 games between Joe Becker and Wendell Redden Stadium.
Local
I. Show-Me Bull Bash, February 23-24, 2018 — Mr. Hull said tickets are on sale now at www.eventbrite.com and at Cavendar's Western Wear. Set up will begin on Wednesday, be complete on Friday, doors open at 6 p.m., 7:30 p.m. show each night, Friday and Saturday night and the clean up will be done by Sunday afternoon.
II. MSSU Teri Mathis-Zenner Memorial Tournament — Mr. Hull said JSA partners with MSSU to host the tournament at the Joplin Athletic Complex the first weekend of March (2-4). The event will have eight teams and 16 games over two days. JSA covers the usage cost at the Joplin Athletic Complex.
III. Crowder Bash, March 9-11, 2018 — Mr. Hull said this junior college softball tournament will feature more teams this year as Crowder allowed teams to play games on Friday-Saturday, Saturday-Sunday or all three days. Schedule has been changed a few times since the initial list of teams was set, a total of 15 teams are entered.
IV. USSSA Baseball-Softball, multiple weekends — Mr. Hull said Mid-America Baseball will have a youth tournament the third weekend of March, and then USSSA will begin its weekend points tournaments March 24-25 and continue into June.

Old Business

A) Joplin CVB Independent Tourism Study — Mr. Metz asked the board to review the preliminary report provided by Patrick Tuttle via email. There were no questions or discussion.

New Business

A) JSA Radios — JSA Board agreed to table this item until the March meeting.

B) Four State Tribe Football — Roger Doman made a motion for JSA to not work with the Four State Tribe on the I-44 Showdown in 2018, the motion was seconded by James Weber and passed on a 9-0 vote with one abstain. Gary Nodler made a motion for to approve JSA staff to enter into an agreement with the Four States Tribe to work together on the 7-vs-7 passing tournament, Roger Doman seconded and the motion passed 10-0.

Any Other Business

Next board meeting will be held at Holiday Inn, 3402 Arizona Avenue, Joplin, Missouri 64804 on March 14, 2018 at 2:30 pm.

Adjournment

A motion to adjourn was made by Gary Nodler, seconded by Roger Doman, motion carried on a 10-0 vote. Meeting adjourned at 3:50 p.m.

Craig Hull
Director

Phil Metz
Board Chairman

Joplin Sports Authority, Inc.
Profit & Loss
February 2018

		Feb 18
Ordinary Income/Expense		
Income		
Event Income		
Entry Fees	12,059.97	
Program Sales	255.00	
Ticket Income	5,943.00	
Total Event Income		18,257.97
Lodging Tax Allocation		23,725.99
Sponsor Donations		7,950.00
Total Income		49,933.96
Gross Profit		49,933.96
Expense		
Convention & Tradeshows		1,200.00
Event Expenses		
Event Labor and Supplies	3,210.25	
Facility Lease/Rental	8,544.58	
Food & Beverage	2,333.55	
Officiating	9,512.00	
Total Event Expenses		23,600.38
Operations		
Local Sales Meeting	49.77	
Office Supplies	103.73	
Printing and Copying	92.43	
Promotional Materials	1,457.81	
Rent	471.00	
Repairs & Maintenance	150.00	
Telephone		
Cell Phone Stipend	60.00	
Total Telephone		60.00
Travel and Entertainment		
Fuel Reimbursement	265.00	
Mileage*	166.92	
Total Travel and Entertainment		431.92
Utilities		948.17
Total Operations		3,764.83

Joplin Sports Authority, Inc.
Profit & Loss
February 2018

	Feb 18	
Payroll Expenses		
401K	571.97	
Administration Fees/Payroll	792.72	
Full-Time	8,341.52	
Overtime Wages	97.50	
Part-Time	2,940.00	
Payroll Taxes	875.09	
Total Payroll Expenses		13,618.80
Supplies		64.85
Total Expense		42,248.86
Net Ordinary Income		7,685.10
Net Income		**7,685.10**

Joplin Sports Authority, Inc.
Profit & Loss
November 2017 through February 2018

	Nov '17 - Feb 18
Ordinary Income/Expense	
Income	
Event Income	
Entry Fees	12,059.97
Program Sales	255.00
Ticket Income	5,943.00
Total Event Income	18,257.97
Lodging Tax Allocation	120,013.58
Sponsor Donations	8,550.00
Total Income	146,821.55
Gross Profit	146,821.55
Expense	
Auto and Gator Insurance	702.00
Bank Service Charges	0.16
Convention & Tradeshows	5,700.00
Equipment	2,548.46
Event Expenses	
Event Labor and Supplies	3,710.25
Facility Lease/Rental	48,104.58
Food & Beverage	3,159.14
Hosting Fee	804.32
JSA Sponsorships	750.00
Officiating	9,252.00
Total Event Expenses	65,780.29
Operations	
Accounting Fees	6,350.00
Dues & Memberships	525.00
Health Insurance	5,556.12
Insurance - Liability, D and O	
Commercial Insurance	6,461.00
Liability, D and O	1,771.00
Insurance - Liability, D and O - ...	1,188.00
Total Insurance - Liability, D and O	9,420.00
Local Sales Meeting	682.58
Office Supplies	1,579.97
Other Recognition Services	3,242.46
Postage, Mailing Service	550.08
Printing and Copying	813.78
Promotional Materials	2,339.01
Rent	1,884.00
Repairs & Maintenance	657.87

Joplin Sports Authority, Inc.
Profit & Loss
November 2017 through February 2018

	Nov '17 - Feb 18
Telephone	
Cell Phone Stipend	180.00
Total Telephone	180.00
Travel and Entertainment	
Fuel Reimbursement	1,078.36
Mileage	166.92
Travel	819.66
Total Travel and Entertainment	2,064.94
Utilities	4,064.26
Total Operations	39,910.07
Payroll Expenses	
401K	2,433.48
Administration Fees/Payroll	3,600.90
Full-Time	39,307.46
Overtime Wages	527.25
Part-Time	11,028.00
Payroll Taxes	3,909.28
Total Payroll Expenses	60,806.37
Supplies	1,288.63
Total Expense	176,735.98
Net Ordinary Income	-29,914.43
Net Income	**-29,914.43**

Joplin Sports Authority, Inc.
Balance Sheet
As of February 28, 2018

	Feb 28, 18
ASSETS	
Current Assets	
Checking/Savings	
Checking - US Bank	50,265.60
Credit Card Account	3,195.37
SMB Checking	29,340.39
Total Checking/Savings	82,801.36
Accounts Receivable	
Accounts Receivable	6,359.97
Total Accounts Receivable	6,359.97
Other Current Assets	
Contributions Receivable	32,891.05
Petty Cash	150.00
Prepaid Insurance	1,449.25
Total Other Current Assets	34,490.30
Total Current Assets	123,651.63
Fixed Assets	
Accumulated Depreciation	-34,905.00
Furniture and Equipment	107,149.46
Total Fixed Assets	72,244.46
TOTAL ASSETS	**195,896.09**
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	0.96
Total Accounts Payable	0.96
Other Current Liabilities	
Accrued Sick Leave	813.68
Accrued Vacation	2,086.08
GENERAL CLEARING ACCOUNT	-550.00
Payroll Liabilities	
401K Match	-114.14
Payroll Liabilities - Other	4,204.24
Total Payroll Liabilities	4,090.10
Total Other Current Liabilities	6,439.86
Total Current Liabilities	6,440.82
Total Liabilities	6,440.82

Joplin Sports Authority, Inc.
Balance Sheet
As of February 28, 2018

	Feb 28, 18
Equity	
Unrestricted Net Assets	219,369.70
Net Income	-29,914.43
Total Equity	189,455.27
TOTAL LIABILITIES & EQUITY	**195,896.09**