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 March 9, 2016.

CALL TO ORDER
President Dean Dankelson called the meeting to order at 2:36 p.m.
Present: Dean Dankelson, Phil Stinnett, Gary Nodler, Wendi Douglas, Cathy Welsh, Travis Spencer, Jim West, Shawn Klosterman, Patrick Tuttle, Scott Garrie, Phil Metz.
Absent: Jim Frazier, Jennifer Lallemand, Jared Bruggeman, Miranda Lewis, Jeff Starkweather, Heather Arnold.
Staff & Guests: Steve Taylor, Mike Doty, Christopher Beyer, Mike Greninger and Bridgett Carlton.

Agenda Items
Review of previous meeting minutes
Gary Nodler made a motion to approve the February 10, 2016 board minutes as presented, seconded by Phil Metz. Motion carried on an 11-0 vote.
Treasurers Report for January 2016 (Presented by Steve Taylor)
A motion was made by Jim West to accept the February 2016 Treasurers Report, seconded by Gary Nodler, motion carried on an 11-0 vote.
Outstanding Invoices (Presented by Steve Taylor)
A motion was made by Gary Nodler to pay all bills, seconded by Jim West, motion carried by an 11-0 vote.

Event Discussion
National
I. MCDA Spirit Ring Spectacular, February 20-21, 2016 — Mr. Hull said the event took place with no problems, all went well and MCDA is looking forward to returning in 2017. Mr. Hull said Kim Schaub reported 45 teams participated, JSA was responsible for facility rental and a report on the total number of room nights generated is being worked on at this time.
III. ACCA National Basketball Championship, March 2-5, 2016 — Mr. Hull said the event took place last week at Ozark Christian College and Missouri Southern's Robert Ellis Young Gymnasium. 21 total teams in Joplin, no room report at this time. Banquet was at MSSU on Wednesday, games began Wednesday night, wrapped up on Saturday. The tournament took place without any issues, room tracking reports are being tabulated.
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 tournament. Teams are in town at this time performing community engagement projects and having one-hour workouts at OCC. Banquet will be held tonight, games begin Thursday with games at 2 p.m., 4 p.m., 6 p.m. and 8 p.m. Thursday and Friday, 1 p.m., 3 p.m., 5 p.m. and 7 p.m. on Saturday.
State
I. MCSAA State Basketball and Cheerleading Championships, February 18-20, 2016 — Mr. Hull thanked the members of the board who attended the luncheon Thursday, Feb. 18 recognizing 20 years of MCSAA presence in Joplin. The tournament took place with no problems. Games took place at Joplin North, Joplin South, Joplin East Middle Schools and Carl Junction 5-6/2-3 gymnasiums. Cheerleading was held at Memorial Hall with 36 basketball teams and six cheerleading teams. Room tracking reports are being tabulated.
III. NAIA Early Season Baseball, multiple weekends, 2016— Mr. Hull said the weather allowed for baseball to be played every weekend in February with two teams in the first weekend, two teams the second weekend, eight teams on the third and fourth weekends utilizing Joe Becker Stadium , Wendell Redden Stadium and Jaycee Ballpark. Room tracking reports are being tabulated. Presently, two more teams are scheduled to arrive the last weekend of March (Easter weekend) and play at Joe Becker Stadium. Mike Greninger said it was Warren Turner who started hosting those events in March during spring break and perhaps in the future, an event with his name on it would honor him.

IV. NJCAA Region 16 Division I and II, Men's and Women's Basketball Championships, February 25-27, 2016— Mr. Hull said the tournament took place again at OCC with no major problems aside from one loudmouth fan who caused a problem on Saturday. Teams said they like the venue, look forward to coming back in 2017. Room tracking reports are being tabulated.

IV. Missouri Bowling Association Women's State Tournament, March-April — Mr. Hull said JSA is working with the Joplin Bowling Association to host the 2016 MUSBC Women's State Bowling Championships. The event begins this weekend and continues for five weekends — second and third weekends of March, skip Easter weekend, then the first three weekends of April. Some 200 women's bowlers per weekend are expected to participate. The event was scheduled for four weekends, but due to low gas prices, a fifth weekend was added. JSA will participate in the opening ceremonies on Saturday and assisting with special room rates, welcome bags and room tracking forms.

Local

I. Show-Me State Bull Bash, March 4-5, 2016 — Mr. Hull said the event took place Friday and Saturdya night at Memorial Hall. Friday night was approximately 1/3 full and Saturday was close to a sellout. Great event, no complaints, no problems, Jeff Lee (event promoter) said he liked the venue and looks forward to coming back. JSA discussed having them back in 2016, but Jeff said his schedule is booked, early 2017 would likely be the next opportunity. Scott Garrie said he staff said working with the L.J. Jenkins Tour was the best group ever to work with, would love to have them back and said he spoke with some of the downtown businesses about Friday night and they noted a 10-15 percent increase in business.

II. Crowder Bash, March 12-13, 2016 — Mr., Hull said this will be 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 due to a lack of participation, the event was canceled for 2016.

IV. USSSA Baseball/Softball, April-July — Mr. Hull said April 2-3 will be the first weekend of 13 consecutive weekends of baseball and softball tournaments at the Joplin Athletic Complex in 2016. This is the fifth year working with USSSA on hosting tournaments and will include five postseason tournaments — 13-under AA State Tournament in June, 13-under AAA and 8-under Coach Pitch State Tournament in June, 13-under Global World Series in July and 18-under AA Fastpitch World Series in July. Last year, USSSA produced over 1,300 room nights in Joplin.

Old Business

Joplin CVB-DMAI NEXT Assessment — CVB Director Patrick Tuttle said the results of 105 surveys were discussed during a workshop on Feb. 25. Items noted included lack of meeting space, rebranding the entire destination, public and private partnerships and a tourism master plan. Mr. Tuttle said the CVB Board will have a work session on March 24 at 2 p.m. to discuss further.

JSA Board Reorganization — Dean Dankelson said the JSA Executive Board served as the search committee to seek interested individuals to serve as chair, vice-chair, secretary and treasurer on the JSA Executive Board. Dean said he was willing to serve another year as chair, Phil Stinnett offered to serve another year as vice-chair, Jennifer Lallemand agreed to serve as treasurer for another year and Phil Metz agreed to serve as secretary. Wendi Douglas made a motion to approve the elected officers as presented, Jim West seconded the motion and the motion carried on an 11-0 vote.

New Business

2016 Joplin Area Sports Hall of Fame — Mr. Hull said it was time for the JSA Board of Directors to approve the 2016 Joplin Area Sports Hall of Fame Induction Class as submitted by the Joplin Area Sports Hall of Fame Selection Committee.

Mr. Hull said this year's nominees include former College Heights and Missouri Southern standout basketball player Katie Gariss-Marsh, former Joplin High School and American Legion baseball coach Joe Ketchum, former Missouri Southern and Denver Broncos wide receiver Rod Smith and the 1966, 1973, 1975 and 1976 Joplin BB National Championship Teams.

Jim West made a motion to accept the 2016 Joplin Area Sports Hall of Fame Induction Class as recommended by the Joplin Area Sports Hall of Fame Selection Committee, Phil Metz seconded the motion, the motion carried on an 11-0 vote.

Other Business
Next board meeting will be held at Joplin City Hall City Council Fifth Floor City Council Informal Room on April 13, 2016 at 2:30 pm.

Adjournment
A motion to adjourn was made by Jim West seconded by Wendi Douglas, motion carried on an 11-0 vote. Meeting adjourned at 3:28 p.m.

Craig Hull
Director

Dean Dankleson
Board President

Joplin Sports Authority, Inc.
Profit & Loss
March 2016

		Mar 16
Ordinary Income/Expense		
Income		
Event Income		
Merchandising Commissions	1,390.00	
Total Event Income		1,390.00
Lodging Tax Allocation		40,239.79
Reimb. for Expenses		7,140.00
Sponsor Donations		600.00
Total Income		49,369.79
Expense		
Bank Service Charges		131.23
Convention & Tradeshows		508.76
Event Expenses		
Event Labor and Supplies	3,779.93	
Facility Lease/Rental	18,673.36	
Food & Beverage	2,639.88	
JSA Sponsorships	1,000.00	
Officiating	7,040.00	
Printing	1,709.75	
Total Event Expenses		34,842.92
Operations		
Accounting Fees	750.00	
Dues & Memberships	145.00	
Local Sales Meeting	84.02	
Office Supplies	84.36	
Other Recognition Services	85.00	
Postage, Mailing Service	19.93	
Printing and Copying	151.59	
Storage Rent	75.00	
Telephone		
Cell Phone Stipend	60.00	
Total Telephone		60.00
Travel and Entertainment		
Mileage	1,184.39	
Total Travel and Entertair ment		1,184.39
Utilities	1,061.22	
Total Operations		3,700.51

Joplin Sports Authority, Inc.
Profit & Loss
March 2016

	Mar 16	
Payroll Expenses		
401K	339.64	
Administration Fees/Payroll	647.45	
Full-Time	5,492.32	
Part-Time	3,790.75	
Payroll Taxes	714.74	
Total Payroll Expenses		10,984.90
Supplies		467.05
Total Expense		50,635.37
Net Ordinary Income		-1,265.58
Net Income		**-1,265.58**

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

	Nov '15 - Mar 16
Ordinary Income/Expense	
Income	
Event Income	
Entry Fees	7,890.00
Merchandising Commissions	1,390.00
Program Sales	554.00
Ticket Income	6,280.32
Total Event Income	16,114.32
Lodging Tax Allocation	149,357.10
Reimb. for Expenses	8,183.14
Sponsor Donations	7,150.00
Total Income	180,804.56
Expense	
Bank Service Charges	134.77
Convention & Tradeshows	4,858.71
Event Expenses	
Event Labor and Supplies	8,227.43
Facility Lease/Rental	46,123.36
Food & Beverage	3,954.20
JSA Sponsorships	5,050.00
Officiating	14,204.00
Printing	1,969.75
Travel	87.39
Total Event Expenses	79,616.13
Operations	
Accounting Fees	6,125.00
Dues & Memberships	2,355.00
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	250.94
Office Supplies	223.34
Other Recognition Services	638.04
Postage, Mailing Service	92.76
Printing and Copying	853.85
Repairs & Maintenance	70.00
Storage Rent	375.00

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

	Nov '15 - Mar 16	
Telephone		
Cell Phone Stipend	210.00	
Office Phones	448.37	
Total Telephone		658.37
Travel and Entertainment		
Mileage	1,203.95	
Travel	1,775.00	
Total Travel and Entertainment		2,978.95
Utilities		4,134.69
Total Operations		32,344.18
Payroll Expenses		
401K	1,697.79	
Administration Fees/Payroll	2,885.67	
Full-Time	32,404.68	
Part-Time	13,999.50	
Payroll Taxes	3,191.29	
Total Payroll Expenses		54,178.93
Supplies		896.53
Total Expense		172,029.25
Net Ordinary Income		8,775.31
Net Income		**8,775.31**

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

	Mar 31, 16
ASSETS	
Current Assets	
Checking/Savings	
Checking - US Bank	47,631.60
Credit Card Account	5,535.56
SMB Checking	37,189.89
Total Checking/Savings	90,357.05
Accounts Receivable	
Accounts Receivable	5,545.00
Total Accounts Receivable	5,545.00
Other Current Assets	
Petty Cash	150.00
Prepaid Insurance	1,205.67
Total Other Current Assets	1,355.67
Total Current Assets	97,257.72
Fixed Assets	
Accumulated Depreciation	-11,522.18
Furniture and Equipment	22,265.21
Total Fixed Assets	10,743.03
TOTAL ASSETS	**108,000.75**
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-475.00
Total Accounts Payable	-475.00
Other Current Liabilities	
Accrued Sick Leave	5,054.55
Accrued Vacation	6,656.71
GENERAL CLEARING ACCOUNT	-3,468.14
Payroll Liabilities	
401K Match	7.57
Payroll Liabilities - Other	2,662.36
Total Payroll Liabilities	2,669.93
Total Other Current Liabilities	10,913.05
Total Current Liabilities	10,438.05
Total Liabilities	10,438.05

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

	Mar 31, 16
Equity	
Opening Balance Equity	981.00
Unrestricted Net Assets	87,806.39
Net Income	8,775.31
Total Equity	97,562.70
TOTAL LIABILITIES & EQUITY	**108,000.75**