JOPLIN
SPORTS AUTHORITY

Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m. at the Holiday Inn, 3402 Arizona Avenue, Joplin, Missouri, 64804, March 14th, 2018.

CALL TO ORDER
President Phil Metz called the meeting to order at 2:37 p.m.
Present: Phil Metz, Roger Doman, Taylor Brown, Paul Bloomberg, Wendi Douglas, Gary Nodler, Patrick Tuttle, James Weber, Cathy Welsh, Christopher Beyer, Heather Arnold.
Absent: Jim Frazier, Melissa Rodgers, Matt Hiatt, Jared Bruggeman, Mark Turpen, Shawn Klosterman.
Staff & Guests: Steve Taylor, Brittnie Harter, Martha Pope, Shaun Buck, James Kinder.

Agenda Items
Review of previous meeting minutes
Roger Doman made a motion to approve the February 14, 2018 board minutes as presented, seconded by Gary Nodler, motion carried on a 9-0 vote.
Treasurers Report for February 2018 (Presented by Steve Taylor)
A motion was made by Roger Doman to accept the February 2018 Treasurers Report, seconded by James Weber, motion carried on a 9-0 vote.

Event Discussion
National
I. MCDA Jam for the Jackets, February 2-4, 2018 — JSA Director Craig Hull said while it was an incomplete report, it would appear 207 room nights were generated for the competition in February. A discussion was held concerning the room nights produced and the future of the event.
II. NCCAA Regional Basketball, February 21-24, 2018 — Mr. Hull said he Ozark Christian College gets to host this event once every eight years. Missouri Southern assisted by hosting three games on Wednesday night, a total of 15 teams participated in the single elimination event with a total of 131 room nights generated.
III. ACCA National Basketball Championship, February 28-March 3, 2018 — Mr. Hull said the banquet was held noon Wednesday at The Butchers Block. All games were held at Ozark Christian College. The Crowder College location was not needed due to lack of teams. The event had 22 games over four days. Mr. Hull said ACCA board had a meeting Friday morning to discuss what its need to do to increase its membership and participation in the tournament. A total of 16 teams participating, 13 stayed in hotels producing 192 room nights.
State
I. MCSAA Basketball and Cheerleading State Championships, February 15-17, 2018 — Mr. Hull said there was a total of 48 basketball teams and 10 cheer squads. There was a total of 763 room nights produced from the event. Room nights increased due to an increase in membership of MCSAA.
II. NAIA Early Season Baseball, multiple weekends, February — Mr. Hull said 16 teams played the third weekend of February (16-18) using Joe Becker Stadium, Wendell Redden Stadium, Joplin High School and Joe Pollock Stadium in Miami, Okla. We lost two games at Miami due to weather. A total of 388 room nights were generated. The event the last weekend of February did not make due to the weather.
III. Missouri USBC Youth State Bowling Championship, April-May — Mr. Hull said this event will be a total of four weekends. There will be 200-300 youth bowlers each weekend. Staff is currently working on logistics for this event.
IV. NJCAA Region 16 Softball Championships, April 26-29, 2018 — Mr. Hull said this is the first of a three-year agreement to host the tournament. A total of seven Division I teams will participate Friday-

Sunday with the championship game on Sunday. Banquet will be held Thursday evening at The Butchers Block.

V. American Midwest Conference Baseball Championship, May 1-6, 2018 — Mr. Hull said this is the first of a three-year agreement to host the event at Joe Becker Stadium. Awards banquet on Tuesday, May 1 at The Butchers Block, four games each day Wednesday-Friday, two games Saturday and potential games Sunday or Monday. Double elimination tournament with eight teams participating.

VI. NJCAA Region 16 Baseball Championships, May 10-13, 2018 — Mr. Hull said Joplin has hosted this tournament in 2010, 2012, 2014, 2016, 2017 and again in 2018. Trying to get NJCAA Region 16 to agree to a long-term agreement. Four-team double elimination tournament will be played Thursday-Sunday at Joe Becker Stadium.

Local

I. Show-Me Bull Bash, February 23-24, 2018 — Mr. Hull said there were 1,200 spectators on Friday night and Saturday night was sold out. Great event and no room reports available at this time.

II. MSSU Teri Mathis-Zenner Memorial Tournament — Mr. Hull said JSA partnered with Missouri Southern to host the tournament at the Joplin Athletic Complex. Eight teams participated and 16 games games played over the two days and generated 103 room nights.

III. Crowder Bash, March 9-11, 2018 — Mr. Hull said 15 teams participated in this event at the Joplin Athletic Complex and 33 games played over three days. There were 198 room nights generated from this event.

IV. USSSA Baseball-Softball, multiple weekends — Mr. Hull said this is the start of the seventh year of doing business with USSSA. Weekend points tournaments start next weekend and continue through June and then four postseason tournaments will be played in June and July.

Old Business

A) Joplin CVB Independent Tourism Study — Patrick Tuttle said the final report will be presented to Joplin City Council Monday, March 19. He said he would email the report to JSA to share with the board. Mr. Hull asked if there were any changes in the report pertinent to JSA from the preliminary report and Mr. Tuttle said no.

New Business

A) JSA Radios — Steve Taylor said JSA requested quotes to replace its current event radios. All three quotes were presented to the board. A questioned was asked why JSA needed radios in a day and age of cell phone technology and it was explained for events such as track and field and cheerleading, radios are quicker and more practical when paging for track events or cheer events. A motion was made by Gary Nodler to accept staff recommendation on purchasing radios, seconded by Wendi Douglas and the motioned carried on a 9-0 vote.

Any Other Business

Mr. Hull said normally, the JSA Board approves the 2018 Joplin Area Sports Hall of Fame Induction Class at the March meeting, but it is not ready yet as several individuals have yet to commit to being present this year. Mr. Hull said the room night impact of the NAIA and NCAA Indoor Track and Field Championships in Pittsburg is having a positive impact on Joplin.

Roger Doman made a motion to go into closed session, seconded by Christopher Beyer, motion carried on a 9-0 vote at 3:25 p.m.

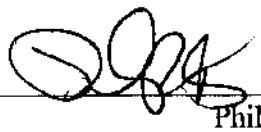
Next board meeting will be held at the LaQuinta Inn and Suites, 3320 South Range Line Road, Joplin, Missouri 64804 on April 11, 2018 at 2:30 pm.

Adjournment

A motion to adjourn was made by James Weber, seconded by Roger Doman, motion carried on a 9-0 vote. Meeting adjourned at 3:48 p.m.



Craig Hull
Director



Phil Metz
Board Chairman

Joplin Sports Authority, Inc.
Profit & Loss
March 2018

		Mar 18
Ordinary Income/Expense		
Income		
Event Income		
Merchandising Commissions	1,305.00	
Total Event Income		1,305.00
Lodging Tax Allocation		40,643.42
Total Income		41,948.42
Gross Profit		41,948.42
Expense		
Bank Service Charges		46.35
Convention & Tradeshows		405.00
Event Expenses		
Event Labor and Supplies	3,128.61	
Facility Lease/Rental	1,075.00	
Food & Beverage	2,683.97	
JSA Sponsorships	6,750.00	
Officiating	5,950.00	
Printing	4.00	
Total Event Expenses		19,591.58
Operations		
Dues & Memberships	180.00	
Health Insurance	3,921.03	
Local Sales Meeting	124.86	
Office Supplies	37.49	
Postage, Mailing Service	46.46	
Printing and Copying	789.62	
Promotional Materials	282.89	
Rent	471.00	
Repairs & Maintenance	97.12	
Telephone		
Cell Phone Stipend	60.00	
Total Telephone		60.00
Travel and Entertainment		
Fuel Reimbursement	248.01	
Mileage	229.16	
Total Travel and Entertainment		477.17
Utilities		938.82
Total Operations		7,426.46

Joplin Sports Authority, Inc.
Profit & Loss
March 2018

	Mar 18
Payroll Expenses	
401K	534.78
Administration Fees/Payroll	882.05
Full-Time	7,201.52
Overtime Wages	1,082.25
Part-Time	4,384.13
Payroll Taxes	973.68
Total Payroll Expenses	15,058.41
Supplies	499.96
Total Expense	43,027.76
Net Ordinary Income	-1,079.34
Net Income	**-1,079.34**

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

		Nov '17 - Mar 18
Ordinary Income/Expense		
Income		
Event Income		
Entry Fees	12,044.94	
Merchandising Commissions	1,305.00	
Program Sales	255.00	
Ticket Income	5,943.00	
Total Event Income		19,547.94
Lodging Tax Allocation		160,657.00
Sponsor Donations		8,550.00
Total Income		188,754.94
Gross Profit		188,754.94
Expense		
Auto and Gator Insurance		702.00
Bank Service Charges		46.51
Convention & Tradeshows		6,105.00
Equipment		2,548.46
Event Expenses		
Event Labor and Supplies	6,838.86	
Facility Lease/Rental	49,179.58	
Food & Beverage	5,843.11	
Hosting Fee	804.32	
JSA Sponsorships	7,500.00	
Officiating	15,202.00	
Printing	4.00	
Total Event Expenses		85,371.87
Operations		
Accounting Fees	6,350.00	
Dues & Memberships	705.00	
Health Insurance	9,477.15	
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	807.44	
Office Supplies	1,617.46	
Other Recognition Services	3,242.46	
Postage, Mailing Service	596.54	
Printing and Copying	1,603.40	
Promotional Materials	2,621.90	
Rent	2,355.00	
Repairs & Maintenance	754.99	

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

	Nov '17 - Mar 18
Telephone	
Cell Phone Stipend	240.00
Total Telephone	240.00
Travel and Entertainment	
Fuel Reimbursement	1,326.37
Mileage	396.08
Travel	819.66
Total Travel and Entertainment	2,542.11
Utilities	5,003.08
Total Operations	47,336.53
Payroll Expenses	
401K	2,968.26
Administration Fees/Payroll	4,482.95
Full-Time	46,508.98
Overtime Wages	1,609.50
Part-Time	15,412.13
Payroll Taxes	4,882.96
Total Payroll Expenses	75,864.78
Supplies	1,788.59
Total Expense	219,763.74
Net Ordinary Income	-31,008.80
Net Income	**-31,008.80**

Joplin Sports Authority, Inc.
Balance Sheet
As of March 31, 2018

	Mar 31, 18	
ASSETS		
Current Assets		
Checking/Savings		
Checking - US Bank		59,120.85
Credit Card Account		3,968.96
SMB Checking		24,462.50
Total Checking/Savings		87,552.31
Accounts Receivable		
Accounts Receivable		425.00
Total Accounts Receivable		425.00
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		122,467.61
Fixed Assets		
Accumulated Depreciation		-34,905.00
Furniture and Equipment		107,149.46
Total Fixed Assets		72,244.46
TOTAL ASSETS		**194,712.07**
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	-203.79	
Payroll Liabilities - Other	4,204.24	
Total Payroll Liabilities		4,000.45
Total Other Current Liabilities		6,350.21
Total Current Liabilities		6,351.17
Total Liabilities		6,351.17

Joplin Sports Authority, Inc.
Balance Sheet
As of March 31, 2018

	Mar 31, 18
Equity	
Unrestricted Net Assets	219,369.70
Net Income	-31,008.80
Total Equity	188,360.90
TOTAL LIABILITIES & EQUITY	**194,712.07**