JOPLIN
SPORTS AUTHORITY

Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m. at the LaQuinta Inn and Suites, 3320 South Range Line Road, Joplin, Missouri, 64804, April 11th, 2018.

CALL TO ORDER
President Phil Metz called the meeting to order at 2:36 p.m.
Present: Phil Metz, Roger Doman, Taylor Brown, Wendi Douglas, Melissa Rodgers, Jared Bruggeman, Shawn Klosterman, James Weber, Patrick Tuttle, Gary Nodler, Heather Arnold, Cathy Welsh, Christopher Beyer, Paul Bloomberg.
Absent: Matt Hiatt, Mark Turpen, Jim Frazier.
Staff & Guests: Steve Taylor, Brittnie Harter, James Kinder, Martha Pope, Shaun Buck, Donovan Harns, Taylor Cunningham, Renea Bobb.

Agenda Items
Review of previous meeting minutes
Roger Doman made a motion to approve the March 14, 2018 board minutes as presented, seconded by Melissa Rodgers, motion carried on a 12-0 vote.
Treasurers Report for April 2018 (Presented by Steve Taylor)
A motion was made by Roger Doman to accept the April 2018 Treasurers Report, seconded by Wendi Douglas, motion carried on a 12-0 vote.

Event Discussion
National
I. ACCA National Basketball Championship, February 28-March 3, 2018 — Mr. Hull said that the final number of room nights generated from this event is 220.
II. Premier Baseball 13-under/Junior Championship, June-July — Mr. Hull said Premier Baseball has added a 13-under championship and its first event will be held in Joplin. Mr. Hull said staff met with Mike Greninger prior to today's meeting and it is anticipating the event to have 16-24 teams rather than the 36 initially forecast. Facilities used will include Joe Becker, Wendell Redden, Joplin High School and Warren Turner Field at Missouri Southern. JSA is responsible for facilities and umpires and will keep the gate and program revenues. Opening social will be June 27 at the Joplin Aquatic Center with players, coaches and families; parents will also have the option of playing golf at Schifferdecker Golf Course next door. Games will be played Thursday-Sunday.
The Junior Championship will return July 17-22 with Tuesday, July 17 the reporting day for the teams. Premier has 52 committed teams at this time and expects to have 64 again this year. A total of 12 venues will be necessary, 11 are secured.
III. AABC Regionals/14-under World Series, June-July — Mr. Hull said staff met with Mr. Greninger to discuss the AABC events also, the 18-under Connie Mack World Series Qualifier and 16-under Mickey Mantle Regional Qualifier will take place at the same time, June 14-17 and utilize Joe Becker, Wendell Redden, Joplin High School and Warren Turner Field at MSSU.
The 14-under Sandy Koufax World Series is a new event to Joplin and will take place July 12-15, with July 11 as the reporting date. An opening social will also be held at the Joplin Aquatic Center, a total of 14-16 teams are expected to participate.
State
I. Missouri USBC Youth State Bowling Championship, April-May — Mr. Hull said Missouri USBC expects close to 1,000 entrees over the four-weekend event. JSA will be providing hospitality to the event workers and welcome bags to all participants.

II. NJCAA Region 16 Softball Championships, April 26-29, 2018 — Mr. Hull said after four years of bidding, JSA finally secured rights for the NJCAA Region 16 Division I Softball Championships for three years (2018-2020). The event will be held at the Joplin Athletic Complex Thursday-Sunday with an awards banquet on Thursday night at the Butchers Block. Seven teams will participate.
III. American Midwest Conference Baseball Championship, May 1-6, 2018 — Mr. Hull said this is the first time the AMC Conference Baseball Championship will be held at a neutral site as the member schools have hosted in the past. Each team will get one hour of practice time on Tuesday, an awards banquet will take place Tuesday night and then four games each day Wednesday-Friday, 10 a.m., 1 p.m., 4 p.m., 7 p.m. with two games on Saturday and a possible if necessary game Monday or Tuesday.
IV. MCSAA Spring Festival, May 3-5, 2018 — Mr. Hull said the MCSAA Spring Festival would take place Thursday-Saturday with girls soccer at the Joplin Athletic Complex, track and field at Junge Stadium and baseball at Wendell Redden Stadium and a second field to be determined. Early reports show nine possible teams for baseball, 11 teams for girls soccer and unknown number of teams for track and field.
V. NJCAA Region 16 Baseball Championships, May 10-13, 2018 — Mr. Hull said NJCAA Region 16 Baseball would return for a third-straight year and its sixth time in the past nine years. The event will have four teams and be played at Joe Becker Stadium with two games on Thursday, three on Friday, two on Saturday and Sunday will be a weather day.

Local

IV. USSSA Baseball-Softball, multiple weekends — Mr. Hull said the weekend points tournament did not make April 7, 2018 due to snow. This coming weekend eight teams are scheduled, with several teams from out of town. Weekend point tournaments continue through April, May and into June when three state tournaments will take place.

Old Business

A) Joplin CVB Independent Tourism Study — Patrick Tuttle said he had three points of discussion today, one, please remove this item from the agenda for future meetings as he has nothing new to report.
Two, Mr. Tuttle suggested the JSA Board form a committee, which should include Jared Bruggeman and Matt Hiatt, to work with staff to gather a use and user list for a potential new indoor sports facility. This committee should discuss, what sports would it host? What big-ticket events would JSA go after? What variations can be built into a facility? What private/public partnerships can help fund it?
Mr. Tuttle said the CVB Advisory Board is going through same process reading a conference center and the next step, per the tourism study recommendations, should be able to answer all the why we need this questions before moving forward.
Three, Mr. Tuttle said the City of Joplin, through its legislative lobbyist, is drafting language for enabling legislation, which is necessary to take the local lodging tax above 5 percent. Mr. Tuttle said should a decision be made to increase the current 4 to 6 percent to support a tourism brick and mortar project of any kind, the legislation will be necessary prior to seeking public approval through a vote. Mr. Tuttle said the current enabling legislation in use only allows for an increase to 5 percent.
Mr. Tuttle said the Missouri Division of Tourism legislative liaison advised that when increasing the enabling legislation, to ask for more than meets the immediate need in anticipation of future opportunities. Mr. Tuttle said this ask would be for 10 percent. Mr. Tuttle said any local project would still hinge on future ballot language and will require action by Joplin City Council before any public vote or increase could happen.
Mr. Tuttle said time is of essence to seek enabling legislation now before the end of the current legislative session for the statute to take effect by August 2018. Mr. Tuttle said should a plan come together for a project in 2019, it can go to a vote of the people anytime in 2019. Mr. Tuttle said if the effort is held until the 2019 legislative session, it would not take effect until August 2019 and a public vote could not be held until 2020.
Mr. Tuttle said to attract a developer, supporting a grassroots effort would clear the way for any tourism brick and mortar project, changing the enabling legislation is the first step. Mr. Tuttle said this is in line with the recommendation made by the tourism study as presented to Joplin City Council to improve visitor experiences, increase visitors and capture more visitor spending.

Mr. Tuttle said timing is of utmost importance as the current legislative session is the last for several veteran local legislatures. Mr. Tuttle said future efforts could be more difficult with freshman representatives and a senator.
Mr. Tuttle said an important part of the process is support of the Southwest Missouri Lodging Association and the City of Joplin will be seeking its support in this process. Mr. Tuttle asked the JSA Board of Directors to support the process also.
In the discussion that ensued, Paul Bloomberg asked to be a part of the committee and Shawn Klosterman, who said his obvious interest is swimming, also volunteered to serve on the committee. Mr. Hull asked Mr. Tuttle to reiterate the names from his recommendation — Jared Bruggeman, Matt Hiatt, with Paul Bloomberg and Shawn Klosterman volunteering.
Mr. Hull said he would try to email the committee and get a time set that would be best for everyone.

New Business
A) Joplin Area Sports Hall of Fame — Mr. Hull said the Joplin Area Sports Hall of Fame Committee is behind on its timeline this year due to a number of individuals who could not commit to being in Joplin for the induction ceremony. At this time, only one individual and two teams have committed to being present for the induction ceremony. Mr. Hull said the JSA Board of Directors, has, by tradition, always approved the induction class. Those selected for induction in 2018 include former Joplin High School quarterback Mike Loyd who went on to play football at Missouri Southern and professional football, and the 1959 Joplin High School State Basketball runner-up team and the 1959 Joplin High School State Baseball championship team.
James Weber made a motion to accept the induction class as presented, Heather Arnold seconded and the motion carried on a 12-0 vote.

Any Other Business

Mr. Hull read a letter from the NJCAA officially awarding the 2020 NJCAA Men's Division II National Golf Championships to Twin Hills Golf and Country Club and Joplin. Mr. Hull said he needed board approval to pay a $1,000 bid fee for the event. Gary Nodler made a motion to approve payment to the NJCAA for the event, Roger Doman seconded and the motion passed on a 12-0 vote. Mr. Hull said a press conference would be scheduled in the near future to make the announcement official.

Next board meeting will be held at Drury Inn, Joplin, Missouri 64804 on February 14, 2018 at 2:30 pm.

Adjournment

A motion to adjourn was made by Gary Nodler, seconded by Roger Doman, motion carried on a 12-0 vote. Meeting adjourned at 3:29 p.m.

Craig Hull
Director

Phil Metz
Board Chairman

Joplin Sports Authority, Inc.
Profit & Loss
April 2018

		Apr 18
Ordinary Income/Expense		
Income		
Event Income		
Program Sales	78.00	
Ticket Income	3,980.55	
Total Event Income		4,058.55
Lodging Tax Allocation		37,210.13
Sponsor Donations		1,600.00
Total Income		42,868.68
Gross Profit		42,868.68
Expense		
Equipment		2,158.80
Event Expenses		
Event Labor and Supplies	1,149.19	
Facility Lease/Rental	6,520.00	
Food & Beverage	971.26	
Hosting Fee	1,000.00	
Total Event Expenses		9,640.45
Operations		
Health Insurance	909.66	
Office Supplies	72.06	
Other Recognition Services	30.00	
Printing and Copying	181.42	
Promotional Materials	4,693.15	
Rent	471.00	
Repairs & Maintenance	134.66	
Telephone		
Cell Phone Stipend	60.00	
Total Telephone		60.00
Travel and Entertainment		
Fuel Reimbursement	365.12	
Mileage	142.30	
Travel	390.49	
Total Travel and Entertainment		897.91
Utilities	2,109.49	
Total Operations		9,559.35

Joplin Sports Authority, Inc.
Profit & Loss
April 2018

	Apr 18
Payroll Expenses	
401K	427.49
Administration Fees/Payroll	800.02
Full-Time	5,941.55
Overtime Wages	78.00
Part-Time	3,841.25
Payroll Taxes	763.43
Total Payroll Expenses	11,851.74
Supplies	711.41
Total Expense	33,921.75
Net Ordinary Income	8,946.93
Net Income	**8,946.93**

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

	Nov '17 - Apr 18
Ordinary Income/Expense	
Income	
Event Income	
Entry Fees	12,044.94
Merchandising Commissions	1,305.00
Program Sales	333.00
Ticket Income	9,923.55
Total Event Income	23,606.49
Lodging Tax Allocation	197,867.13
Sponsor Donations	10,150.00
Total Income	231,623.62
Gross Profit	231,623.62
Expense	
Auto and Gator Insurance	702.00
Bank Service Charges	46.51
Convention & Tradeshows	6,105.00
Equipment	4,707.26
Event Expenses	
Event Labor and Supplies	7,988.05
Facility Lease/Rental	55,699.58
Food & Beverage	6,814.37
Hosting Fee	1,804.32
JSA Sponsorships	7,500.00
Officiating	15,202.00
Total Event Expenses	95,008.32
Operations	
Accounting Fees	6,350.00
Dues & Memberships	705.00
Health Insurance	10,386.81
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	1,689.52
Other Recognition Services	3,272.46
Postage, Mailing Service	596.54
Printing and Copying	1,788.82
Promotional Materials	7,315.05
Rent	2,826.00
Repairs & Maintenance	889.65

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

	Nov '17 - Apr 18
Telephone	
Cell Phone Stipend	300.00
Total Telephone	300.00
Travel and Entertainment	
Fuel Reimbursement	1,691.49
Mileage	538.38
Travel	1,210.15
Total Travel and Entertainment	3,440.02
Utilities	7,112.57
Total Operations	56,899.88
Payroll Expenses	
401K	3,607.11
Administration Fees/Payroll	5,282.97
Full-Time	52,450.53
Overtime Wages	1,687.50
Part-Time	19,253.38
Payroll Taxes	5,646.39
Total Payroll Expenses	87,927.88
Supplies	2,500.00
Total Expense	253,896.85
Net Ordinary Income	-22,273.23
Net Income	**-22,273.23**

Joplin Sports Authority, Inc.
Balance Sheet
As of April 30, 2018

	Apr 30, 18
ASSETS	
Current Assets	
Checking/Savings	
Checking - US Bank	71,026.01
Credit Card Account	4,174.35
SMB Checking	19,323.88
Total Checking/Savings	94,524.24
Accounts Receivable	
Accounts Receivable	1,600.00
Total Accounts Receivable	1,600.00
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	130,614.54
Fixed Assets	
Accumulated Depreciation	-34,905.00
Furniture and Equipment	107,149.46
Total Fixed Assets	72,244.46
TOTAL ASSETS	**202,859.00**
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	-1,350.00
Payroll Liabilities	
401K Match	7.57
Payroll Liabilities - Other	4,204.24
Total Payroll Liabilities	4,211.81
Total Other Current Liabilities	5,761.57
Total Current Liabilities	5,762.53
Total Liabilities	5,762.53

Joplin Sports Authority, Inc.
Balance Sheet
As of April 30, 2018

	Apr 30, 18
Equity	
Unrestricted Net Assets	219,369.70
Net Income	-22,273.23
Total Equity	197,096.47
TOTAL LIABILITIES & EQUITY	202,869.00