JOPLIN
SPORTS AUTHORITY

Minutes of the open session of the May 13, 2020, Joplin Sports Authority Board of Directors held at 2 p.m. Joplin City Hall, 602 South Main, Joplin, Missouri, 64801.

CALL TO ORDER
President Roger Doman called the meeting to order at 2:02 p.m.
Present in person: Roger Doman, Forrest Reed, Jim Frazier, Phil Metz, Cathy Welch, Matt Hiatt, Jared Bruggeman, Christopher Beyer, Patrick Tuttle, Paul Bloomberg.
Absent: Taylor Brown.
Dialed In: Melissa Rodgers, Wendi Douglas, James Weber.
Staff & Guests in person: Craig Hull, Steve Taylor, Brittnie Harter, Shaun Buck, Mike Greninger.
Staff & Guests dialed in: Cori Reid.

Agenda Items
Review of previous meeting minutes
Phil Metz made a motion to approve the February 12, 2020 board minutes as presented, seconded by Jared Bruggeman, motion carried on an 11-0 roll call vote with Doman, Hiatt, Tuttle, Rodgers, Reed, Beyer, Bruggeman, Bloomberg, Douglas, Metz and Welch voting in favor, 0 no votes and no abstentions.
Phil Metz made a motion to approve the April 9, 2020 online board minutes as presented, seconded by Forrest Reed, motion carried on an 11-0 roll call vote with Doman, Hiatt, Tuttle, Rodgers, Reed, Beyer, Bruggeman, Bloomberg, Douglas, Metz and Welch voting in favor, 0 no votes and no abstentions.
Treasurers Report for February (Presented by Steve Taylor)
A motion was made by Phil Metz to accept the February 2020 Treasurers Report, seconded by Christopher Beyer, motion carried on an 11-0 roll call vote with Doman, Hiatt, Tuttle, Rodgers, Reed, Beyer, Bruggeman, Bloomberg, Douglas, Metz and Welch voting in favor, 0 no votes and no abstentions.
Treasurers Report for March (Presented by Steve Taylor)
A motion was made by Phil Metz to accept the February 2020 Treasurers Report, seconded by Forrest Reed, motion carried on an 11-0 roll call vote with Doman, Hiatt, Tuttle, Rodgers, Reed, Beyer, Bruggeman, Bloomberg, Douglas, Metz and Welch voting in favor, 0 no votes and no abstentions.
Treasurers Report for April (Presented by Steve Taylor)
A motion was made by Phil Metz to accept the February 2020 Treasurers Report, seconded by Patrick Tuttle, motion carried on an 11-0 roll call vote with Doman, Hiatt, Tuttle, Rodgers, Reed, Beyer, Bruggeman, Bloomberg, Douglas, Metz and Welch voting in favor, 0 no votes and no abstentions.

Event Discussion
National
I. ACCA Men's and Women's National Basketball Championship, March 4-7, 2020 — JSA Director Craig Hull said the tournament was completed in its entirety. Ten men's teams, six women's teams with games played at Ozark Christian College and three games Friday at Crowder College and two more on Saturday. Preliminary room tracking recorded 207 room nights generated by the event.
II. NCCAA Men's and Women's Division II National Basketball Championships, March 10-14, 2020 — Mr. Hull said the event was cancelled six games into the tournament due to the pandemic. Teams arrived on Monday, a coaches meeting was held Tuesday morning, team practices throughout the day Tuesday, a Christian Service Project took place on Tuesday afternoon at the Joplin Boys and Girls Club with Samaritans Feet followed by a banquet Tuesday night at the Butchers Block Banquet Center.
All four women's games were played on Wednesday, it was this same Wednesday with the NBA decided to suspend its season and then several other professional sports began to follow as well as the NCAA, NAIA and NJCAA. NCCAA followed suit two games into Thursday's schedule and canceled the rest of the tournament.

Preliminary room tracking recorded 175 room nights generated by the event with room nights lost on Thursday, Friday and Saturday due to cancelation of the event.

III. NJCAA Division II Men's National Golf Championships, May 17-22, 2020 — Mr. Hull said teams would have been arriving this week for the event. Mr. Hull said he has spoken with the NJCAA and the next open year the NJCAA had not awarded was 2022. NJCAA inquired if JSA and Twin Hills Golf and Country Club would be interested in hosting in 2022. NJCAA has announced the 2022 NJCAA Division II Men's National Golf Championships will be held in Joplin.

State

I. MCSAA Winter Championships, February 13-15, 2020 — Mr. Hull said 55 basketball teams and eight cheer and dance teams participated in February. Preliminary room tracking recorded 470 room nights generated by the event.

The MCSAA Spring Festival, with state championships for baseball, girls soccer, track and field and golf were canceled due to the pandemic.

Local

III. NAIA College Baseball, Multiple Events — Mr. Hull said of the five weekends of baseball scheduled, the first weekend of February was played completely, the second weekend was canceled, the third weekend was partially played with only seven of the 16 teams able to get games in due to weather and the final weekend of February was able to get in completely with 12 teams participating. A total of 291 room nights were generated by early season college baseball.

IV. L.J. Jenkins World Finals Bull Riding, February 21-22, 2020 — Mr. Hull said the event took place without any issues. A total of 16 room nights were generated by the event.

Old Business

A) Update from City Council — Mr. Doman thanked Forrest Reed for chairing the bylaws committee and all his time and effort. Mr. Reed said he made a presentation to Joplin City Council in February where a preliminary discussion took place and then he worked with Joplin City Attorney Peter Edwards to make final adjustments. The updated bylaws have been approved by Joplin City Council, signed by Board chairman Roger Doman and are now available in a PDF. Mr. Reed asked a copy to be sent to all board members and to make a copy available in the board books.

New Business

A) Event Impact by Pandemic — Mr. Hull said so far JSA has lost 16½ events due to cancelations from the Coronavirus pandemic with 2,527 estimated room nights lost based on numbers from the same events last year and room nights tracked from the 2014 National Sporting Clay Association U.S. Open when it was last held at Claythorne Lodge.

Mr. Hull said the 2020 NSCA U.S. Open was canceled and will be held at Claythorne Lodge in June 2021. The American Midwest Conference (NAIA) Postseason Baseball Championship was canceled for 2020 and was to be the final year of a three-year agreement to be in Joplin. Mr. Hull said the AMC Conference was prepared to announce this year a three-year extension for 2021-2023, however 2021 will count as the final year of the three-year agreement and the new agreement will be for 2022-2024.

The NJCAA Region 16 Baseball Championship and South Central District Championship was canceled, so was the NJCAA Men's Division II Golf National Championship. A total of four college postseason events in May alone were canceled.

Mr. Hull said Joplin City Council approved a reopening plan on April 29 that went into effect on Monday, May 4 and would last until Monday, June 1 when they would review the current pandemic situation and discuss moving into phase II of the plan.

The current phase I of the plan limits outdoor sports venues such as Joe Becker Stadium, Wendell Redden Stadium and the Joplin Athletic Complex to 25 percent of their attendance capacities and no teams from outside 50 miles.

CVB Director Patrick Tuttle shared with the board the latest STR Report (Smith Travel Research) showing the occupancy trends, average daily rate, revenue per available room, supply, demand, unsold rooms and revenues

from the Joplin hotel/motel market. He said March started the downward trend and April was obviously very bad, but so far May was starting to show signs of a rebound through one week.
Christopher Beyer said he did not feel there is any danger in opening the ballparks, being no different than going to Walmart or a restaurant. He said he felt like it was another obstacle created to shut down an industry in Joplin. He said people are still traveling in and out of Joplin, whether they fly in and out of the airport or up and down I-49 or I-44.
Mike Greninger said all of the tournaments for June and July are still on as scheduled including MidAmerica, Five Tool and Premier Baseball events. He said the Premier event in July will now encompass 18-under, 17-under, 16-under and 15-under teams with 32 teams committed at this time. He said he thinks baseball tournaments will still take place and games will still be played, but teams may decide to not travel as far as they have in the past or may not travel at all due to the financial burden. He said the trend this year may be more regional teams from Kansas City, Springfield and Tulsa. He said he is still working on some other opportunities for July and perhaps August.

Any Other Business

Adjournment

A motion to adjourn was made Phil Metz, seconded by Christopher Beyer motion carried an 13-0 roll call vote with Doman, Hiatt, Tuttle, Rodgers, Reed, Beyer, Bruggeman, Bloomberg, Douglas, Metz, Weber, Arnold and Welch voting in favor, 0 no votes and no abstentions.

Meeting adjournment at 2:55 p.m.

Craig Hull
Director

Roger Doman
Board Chairman

Joplin Sports Authority, Inc.

BALANCE SHEET

As of May 31, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking - US Bank	7,661.84
Checking-People's Bank of Seneca	107,406.55
Credit Card Account	9,700.07
Petty Cash	150.00
SMB Checking	7,859.40
Total Bank Accounts	**$132,777.86**
Accounts Receivable	
Accounts Receivable	547.61
Total Accounts Receivable	**$547.61**
Other Current Assets	
AR - City of Joplin	0.00
AR - Employees	0.00
Contributions Receivable	66,030.85
Inventory	0.00
Prepaid Insurance	1,449.25
Prepaid Rent	0.00
Tax Refunds Receivable	0.00
Undeposited Funds	0.00
Total Other Current Assets	**$67,480.10**
Total Current Assets	**$200,805.57**
Fixed Assets	
Accumulated Depreciation	-57,807.00
Buildings	33,077.00
Furniture and Equipment	73,058.72
Vehicles	16,657.00
Total Fixed Assets	**$64,985.72**
Other Assets	
Security Deposits Asset	0.00
Total Other Assets	**$0.00**
TOTAL ASSETS	**$265,791.29**

Joplin Sports Authority, Inc.

PROFIT AND LOSS

May 2020

	TOTAL
Income	
Interest	24.66
Non-operating Revenues	
Lodging Tax Allocation	11,376.37
Total Non-operating Revenues	**11,376.37**
Operating Revenues	
Sponsor Donations	100.00
Total Operating Revenues	**100.00**
Total Income	**$11,501.03**
GROSS PROFIT	**$11,501.03**
Expenses	
Event Expenses	
Event Labor and Supplies	1,871.90
Facility Lease/Rental	-35.00
Officiating	-35.00
Total Event Expenses	**1,801.90**
Operations	
Accounting Fees	50.00
Bank Service Charges	20.00
Health Insurance	3,385.10
Office Supplies	76.43
Postage, Mailing Service	15.80
Printing and Copying	171.45
Rent	942.00
Repairs & Maintenance	45.79
Supplies	11.33
Utilities	2,231.39
Website Maintenance	162.98
Total Operations	**7,112.27**
Payroll Expenses	
401K	847.47
Administration Fees/Payroll	1,691.88
Full-Time	13,287.00
Part-Time	3,572.25
Payroll Taxes	1,295.88
Total Payroll Expenses	**20,694.48**
Total Expenses	**$29,608.65**
NET OPERATING INCOME	**$ -18,107.62**
NET INCOME	**$ -18,107.62**

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2019 - May 2020

	TOTAL
Income	
Interest	120.67
Miscellaneous Revenue	52,750.00
Non-operating Revenues	
Lodging Tax Allocation	219,307.58
Total Non-operating Revenues	**219,307.58**
Operating Revenues	
Entry Fees	7,150.00
Merchandising Commissions	985.00
Program Sales	151.00
Sponsor Donations	7,750.00
Ticket Income	7,173.76
Total Operating Revenues	**23,209.76**
Total Income	**$295,388.01**
GROSS PROFIT	**$295,388.01**
Expenses	
Event Expenses	
Event Labor and Supplies	7,632.98
Facility Lease/Rental	11,014.99
Food & Beverage	6,865.28
JSA Sponsorships	750.00
Officiating	8,585.88
Total Event Expenses	**34,849.13**
Operations	
Accounting Fees	7,405.00
Advertising	250.00
Auto and Gator Insurance	2,562.00
Bank Service Charges	256.33
Convention & Tradeshows	2,507.84
Dues & Memberships	5,740.00
Equipment	18,990.00
Fees and Permits	51.36
Health Insurance	11,140.13
Insurance - Liability, D and O	
Commercial Insurance	7,163.00
Liability, D and O	2,417.00
Total Insurance - Liability, D and O	**9,580.00**
Local Sales Meeting	523.09
Office Supplies	1,415.97
Other Recognition Services	2,340.94
Postage, Mailing Service	237.87

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2019 - May 2020

	TOTAL
Printing and Copying	1,308.15
Promotional Materials	699.80
Rent	3,768.00
Repairs & Maintenance	229.25
Supplies	806.91
Telephone	
Cell Phone Stipend	450.00
Total Telephone	**450.00**
Travel	
Fuel Reimbursement	1,558.44
Mileage	185.21
Travel	1,190.72
Total Travel	**2,934.37**
Utilities	6,568.22
Website Maintenance	204.91
Total Operations	**79,970.14**
Payroll Expenses	
401K	5,436.28
Administration Fees/Payroll	10,921.97
Full-Time	83,748.06
Overtime Wages	3,659.00
Part-Time	20,515.03
Payroll Taxes	8,087.41
Total Payroll Expenses	**132,367.75**
Total Expenses	**$247,187.02**
NET OPERATING INCOME	**$48,200.99**
NET INCOME	**$48,200.99**