Minutes of the open session of the Joplin Sports Authority Board of Directors held at 12:00p.m. at Joplin Sports Authority Conference room, 3301 W 1st Street Joplin MO, 64801 July 8th, 2024

CALL TO ORDER

Jhan Hurn called the meeting to order at 12:08p.m.

Present: Jhan Hurn, Paul Bloomberg, Hunter Perry, Dave Compton, Chuck Copple, Patty Vavra Darius Adams, Mike Clark, Matt Hiatt

Absent: Patrick Tuttle, Christopher Beyer, Rob Mallory

Staff & Guests: Jared Bruggeman, Brittnie Earp, Steve Taylor, Lauren Johnson, Shaun Buck, JT Weber, Jon Schmieder Hudl Up Group, Cole McKeel Hudl Up Group

Review of previous meeting minutes

Dave Compton made a motion to approve the May 15th, 2024, board minutes as presented, seconded by Paul Bloomberg. Motion carried on a 6-0 vote.

Reports

A) Executive Directors Report— Jared Bruggeman spoke on the indoor sports venue. There have been discussions and modifications to the plan with the developer and the city staff. Jared attended Show Me Missouri Sports, he will be attending the TEAMS Conference in September of 2024. There will be a National Sports Exchange Conference in Wichita, KS and 4S Summit in Chattanooga, TN. Jared recently completed another course for the Sports ETA Learning Institute for Sports Tourism Strategist Designation. The JSA staff has expressed interest in some additional education as well. JSA paid off the 20k line of credit with the recent check that was received. The Summer Baseball schedule is set for next year. The financials will have to change regarding support for the summer baseball tournaments. An MOU has not been signed for Premier Baseball but is intended to be in August. Jared continues work with Nick Edwards about creating "JSA Reserve Fund" managed by JSA. It's considered a cash infusion that can get JSA through the slower times of the year. The Missouri Department of Economic Development Amateur Sporting Tax Credit Program died in the session due to a dysfunctional state legislature, this topic will be brought up again next year. JSA will start developing the FY 2025 budget in the next couple of weeks. An estimated tax revenue has not been received yet. Jared has been meeting with the City Manager and others that are involved in the decision making. The Joplin Globe article will be up this weekend for Monster Games. JASHOF committee met last month and will meet again to finalize nominations and the class but awaiting confirmation from nominees before releasing the list. JSA is continuing to grow the schedule with events for FY 2024 and beyond.

B) Treasurers Report for March and April Financials (Presented by Steve Taylor)

A motion was made by Hunter Perry to accept the May 2024 Treasurers Report, seconded by Patty Vavra, motion carried on a 7-0 vote.

A motion was made by Darius Adams to accept the June 2024 Treasurers Report, seconded by Mike Clark, motion carried on a 7-0 vote.

C) Employee Compensation Committee Report—No Report

D) Bylaws & Administration Policies Committee Report—No Report

E) Budget & Audit Committee Report—No Report

Event Report—

A) **NCCAA D2 Volleyball**—8 teams ROI 20.8
B) **Kaminsky**—52 rooms ROI6.8
C) **NAIA Spring Baseball**—244 Rooms ROI 21.5
D) **MCSAA Basketball/Cheer State Championships**
E) **MCDA**—now virtual
F) **NCCAA SW Basketball Regional**—104 rooms ROI 16.5
G) **NJCAA D2 Women's Basketball**—year 1 of 2nd year ROI 8.2
H) **MO USBC Pepsi U18 Bowling**—April 685 rooms ROI 77.7
I) **MCSAA Spring Festival**
J) **NJCAA D2 Men's Golf National Championship**

Old Business—

A) **Honoring old Board Members**—JSA honored JT Weber with an award for serving on the Board of Directors
B) **Introduce new Board Members**—JSA introduced Mike Clark and Darius Adams as new members of the Board of Directors
C) **Hudl Up Group Strategic Plan Process**—Jon Schmieder and Cole McKeel with Hudl Up Group presented the Strategic Plan Process and updates.

New Business—

A) **Bid Updates NCCAA**—JSA was asked to bid on baseball, softball, and men's volleyball for 2025
B) **NCAA D2 XC National Championship**—they want to come back for 2025, at that point waiting on NCAA to award D2 XC bids
C) **NJCAA Basketball**—2025 Host year
D) **Joplin Area Sports Hall of Fame**— October 3rd, 2024

A motion was made by Dave Compton to adjourn the meeting at 1:39 p.m., seconded Mike Clark. Motion carried on a 7-0 vote.

Jared Bruggeman
Executive Director

Jhan Hurn
Board Chairman

9/18/24

Joplin Sports Authority, Inc.

Profit and Loss

July 2024

	TOTAL
Income	
Non-operating Revenues	
Interest Earned	32.73
Lodging Tax Allocation	158,488.52
Miscellaneous Revenue	14.00
Total Non-operating Revenues	**158,535.25**
Total Income	**$158,535.25**
GROSS PROFIT	**$158,535.25**
Expenses	
Event Expenses	
Facility Lease/Rental	25,092.50
Food & Beverage	7,887.54
Hosting Fee	11,150.00
JSA Sponsorships	1,300.00
Officiating	400.00
Total Event Expenses	**45,830.04**
Operations	
Accounting Fees	110.00
Auto Insurance	726.00
Dues & Memberships	1,690.00
Fees and Permits	37.25
Health Insurance	2,448.34
Interest expense	269.17
Local Sales Meeting	3,672.23
Lodging Accommodation	161.54
Office Equipment Lease	530.48
Office Supplies	730.14
Other Recognition Services	1,546.70
Postage, Mailing Service	51.40
Rent	5,652.00
Repairs & Maintenance	8.70
Supplies	1,040.04
Telephone	
Cell Phone Stipend	500.00
Total Telephone	**500.00**
Travel	
Fuel Reimbursement	1,293.60
Travel	2,892.18
Total Travel	**4,185.78**
Utilities	4,409.39

Joplin Sports Authority, Inc.

Profit and Loss

July 2024

	TOTAL
Website Maintenance	3,170.68
Total Operations	**30,939.84**
Payroll Expenses	
401K	365.75
Administration Fees/Payroll	342.15
Full-Time	17,062.50
Part-Time	3,088.05
Payroll Taxes	1,541.53
Total Payroll Expenses	**22,399.98**
Strategic Plan	18,666.66
Supplemental Benefits	2,168.46
Total Expenses	**$120,004.98**
NET OPERATING INCOME	**$38,530.27**
Other Income	
Sponsor Donations - Trade Out	8,152.00
Total Other Income	**$8,152.00**
NET OTHER INCOME	**$8,152.00**
NET INCOME	**$46,682.27**

Joplin Sports Authority, Inc.

Profit and Loss

November 2023 - July 2024

	TOTAL
Income	
Non-operating Revenues	
Interest Earned	130.03
Lodging Tax Allocation	401,656.21
Miscellaneous Revenue	4,361.00
Sponsor Donations	19,208.31
Total Non-operating Revenues	**425,355.55**
Operating Revenues	
Concession Income	517.48
Entry Fees	12,910.00
Merchandising Commissions	1,931.00
Program Sales	954.00
Ticket Income	59,798.31
Total Operating Revenues	**76,110.79**
Sale of Fixed Assets	25,000.00
Total Income	**$526,466.34**
GROSS PROFIT	**$526,466.34**
Expenses	
Event Expenses	
Concessions	287.50
Event Labor and Supplies	28,117.16
Facility Lease/Rental	43,968.63
Food & Beverage	41,734.48
Hosting Fee	22,150.00
JSA Sponsorships	4,200.00
Officiating	39,375.00
Total Event Expenses	**179,832.77**
Office Insurance	719.00
Operations	
Accounting Fees	8,898.13
Advertising	1,000.00
Auto Insurance	1,254.43
Dues & Memberships	4,649.50
Fees and Permits	1,182.68
Health Insurance	19,562.44
Insurance - Liability, D and O	
Commercial Insurance	
Event Insurance	7,835.75
Total Commercial Insurance	**7,835.75**
Liability, D and O	2,882.00
Total Insurance - Liability, D and O	**10,717.75**

Joplin Sports Authority, Inc.

Profit and Loss

November 2023 - July 2024

	TOTAL
Interest expense	599.72
Local Sales Meeting	6,737.63
Lodging Accommodation	19,827.39
Office Equipment Lease	530.48
Office Supplies	1,661.54
Other Recognition Services	6,033.75
Postage, Mailing Service	316.69
Printing and Copying	5,377.32
Rent	5,652.00
Repairs & Maintenance	121.91
Supplies	6,775.55
Telephone	
Cell Phone Stipend	2,750.00
Total Telephone	**2,750.00**
Travel	4,734.70
Fuel Reimbursement	4,553.70
Travel	13,948.37
Total Travel	**23,236.77**
Utilities	11,179.44
Website Maintenance	3,595.04
Total Operations	**141,660.16**
Payroll Expenses	
401K	3,804.72
Administration Fees/Payroll	3,006.84
Full-Time	151,184.22
Part-Time	26,343.55
Payroll Taxes	13,580.87
Workman's Comp	1,352.00
Total Payroll Expenses	**199,272.20**
Strategic Plan	18,666.66
Supplemental Benefits	10,838.91
Total Expenses	**$550,989.70**
NET OPERATING INCOME	**$ -24,523.36**
Other Income	
Sponsor Donations - Trade Out	8,564.50
Total Other Income	**$8,564.50**
NET OTHER INCOME	**$8,564.50**
NET INCOME	**$ -15,958.86**

Joplin Sports Authority, Inc.

Balance Sheet

As of July 31, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking-People's Bank of Seneca	20,044.47
Credit Card Account-Arvest Bank	31,436.02
Petty Cash	150.00
SMB Checking	4,999.72
Total Bank Accounts	**$56,630.21**
Accounts Receivable	
Accounts Receivable	1,250.00
Total Accounts Receivable	**$1,250.00**
Other Current Assets	
Contributions Receivable	27,852.64
Prepaid Expenses	600.02
Prepaid Insurance	1,449.25
Total Other Current Assets	**$29,901.91**
Total Current Assets	**$87,782.12**
Fixed Assets	
Accumulated Depreciation	-93,820.00
Buildings	47,604.00
Furniture and Equipment	75,985.73
Vehicles	47,508.00
Total Fixed Assets	**$77,277.73**
TOTAL ASSETS	**$165,059.85**
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Liabilities	8,983.00
Total Other Current Liabilities	**$8,983.00**
Total Current Liabilities	**$8,983.00**
Total Liabilities	**$8,983.00**
Equity	
Net investment in capital assets	91,200.00
Unrestricted Net Assets	80,835.71
Net Income	-15,958.86
Total Equity	**$156,076.85**
TOTAL LIABILITIES AND EQUITY	**$165,059.85**