JOPLIN
SPORTS AUTHORITY

Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m. at the Drury Inn and Suites, 3601 South Range Line Road, Joplin, Missouri, 64804, July 11, 2018.

**CALL TO ORDER**
President Phil Metz called the meeting to order at 2:34 p.m.
**Present:** Phil Metz, Roger Doman, Christopher Beyer, Jared Bruggeman, Matt Hiatt, Paul Bloomberg, Melissa Rodgers, James Weber, Cathy Welsh, Forrest Reed, Jim Frazier.
**Absent:** Patrick Tuttle, Taylor Brown, Mark Turpen, Wendi Douglas, Heather Arnold.
**Staff & Guests:** Craig Hull, Steve Taylor, Brittnie Harter, Martha Pope, Shaun Buck, James Kinder, Renee Bobb, Mike Greninger, Ashley Neal, Derek Wohlfarth, Ray Moore.

Chairman Phil Metz introduced Derek Wohlfarth, the general manager of the Joplin Miners, the new independent professional baseball team that will start in 2019 at Joe Becker Stadium as part of the Southwest League of Professional Baseball.
Derek said he had just moved to Joplin in June, opening for the 2019 season will be April 25, the level of play would be equivalent to AA baseball, with 112 games, 56 at home and 56 on the road, looking for host families to host players.
He said independent professional baseball is a league of second chances, with many of the players in the league former minor league players from affiliated baseball.

**Agenda Items**
**Review of previous meeting minutes**
Christopher Beyer made a motion to approve the June 13, 2018 board minutes as presented, seconded by James Weber, motion carried on an 11-0 vote.
**Treasurers Report for June 2018 (Presented by Steve Taylor)**
A motion was made by Roger Doman to accept the June 2018 Treasurers Report, seconded by James Weber, motion carried on an 11-0 vote.

**Event Discussion**
**National**
**I. Premier Baseball 13-under/Junior Championship, June-July** — JSA Director Craig Hull said the new 13-under championship took place June 27-July 1 with the teams reporting on Wednesday July 27 and enjoying a team social event at the Joplin Aquatic Center. A total of 14 teams participated. Premier Baseball staff said they expect the event to grow. No preliminary room report is available at this time.
Mr. Hull said the Junior Championship scheduled to start next week is currently at 56 teams. All 12 venues are secured, workers for the event have been finalized and JSA staff is awaiting the final rosters to complete the program. Mike Greninger said the tournament had 64 teams, dropped to 60, then 58 and was down to 55 as that morning, but was back to 56 teams. Team check in will take place at Joplin High School at 5 p.m. on Tuesday, followed by a community engagement event at 7 p.m. with Missouri Special Olympics at the Joplin High School Baseball Stadium.
**II. AABC Regionals/14-under World Series, June-July** — Mr. Hull said the preliminary report on the room nights generated by the 16-under Mickey Mantle World Series Qualifier and 18-under Connie Mack Regional Qualifier is 71, with a total of 13 teams participating.
Mr. Hull said teams report today for the Sandy Koufax 14-under World Series 14 teams in the event. Teams participating include Nortenos from Guadalupe, Mexico, Lakeside Baseball from Bellevue, Wash., Knights Baseball from Nashville, Tenn., Las Cruces Mustangs from New Mexico, Building Champions Grey and Navy from Overland Park, Kan. and local teams Nixa Eagles, Adrenaline Baseball from Monett, Midwest Nationals

from Springfield, Southwest Aces from Webb City, Joplin Miners Campbell and Joplin Miners Jasper. The host venues are the four turf fields in Joplin — Joe Becker Stadium, Wendell Redden Stadium, Warren Turner Field at MSSU and Joplin High School Baseball Field. A social will be held tonight at 6:45 p.m.-8:45 p.m. at the Joplin Aquatic Center for all the teams.

**III. AAU National Qualifying Track and Field Championships, June 22-25, 2018** — Mr. Hull said AAU confirmed over 1,800 participated in the meet. The only issues Mr. Hull said he was aware of were lightning delays on Sunday and some complaints about athletes not treating event workers very professionally. A preliminary report indicates 344 room nights were generated by the event.

**State**

**I. NJCAA Baseball Showcase, September 27-29, 2018** — Mr. Hull said this a new event as part of a partnership with Crowder College baseball. Eighteen teams will play games Thursday-Saturday at Joe Becker Stadium and Wendell Redden Stadium. These games are strictly fall baseball showcase style games allowing teams to get fall games in. The schedule is set and venues have been reserved.

**Local**

**I. USSSA Baseball-Softball, multiple weekends** — Mr. Hull said 24 teams were entered into the USSSA 13-under AA State Tournament June 14-17 and 24 13-under teams and another four 8-under Coach Pitch teams for the USSSA 13-under AAA and 8-under Coach Pitch State Tournament June 19-22. A preliminary room count from the 13-under AA state tournament is 159 room nights, from the 13-under AAA is 89 room nights. Parks and Recreation Director Paul Bloomberg said USSSA tournaments failed to make on several weekends this season costing JSA $200 per weekend in reservation costs. He recommended JSA reevaluate its partnership with USSSA since USSSA is hosting tournaments in Monett, Carthage, Nevada, Springfield, Branson and now Miami, Okla., costing the Joplin tournaments teams.

**II. Joplin High School Christina Freeman-Paige Neal Softball Tournament, August 31-Sep. 1, 2018** — Joplin High School Athletic Director Matt Hiatt said the tournament will have 12 teams, eight local plus Columbia Rock Bridge, Park Hill South, Blue Springs and Kansas City Staley. The tournament will be held at the Joplin Athletic Complex and is taking place a week later on the calendar, August 31-Sept. 1, the Friday-Saturday before Labor Day.

**III. MS Bike Ride, September 8-9, 2018** — Mr. Hull said JSA would once again work with the MS Society to host the event. Cyclists ride 75 miles from Springfield to Joplin, overnight location is at the Joplin Athletic Complex where participants will enjoy food and drinks, first aid, showers, music, massage service and prizes. Some riders choose to stay in hotels, others camp at the athletic complex, and others stay at the Joplin Little Theatre.

**IV. MSSU Southern Stampede, September 15, 2018** — MSSU Athletic Director Jared Bruggeman said numbers are up for this event due to MSSU hosting the NCAA Division II Regional Cross Country Championships in November. There will be a total of eight races; JSA has volunteered to provide post event hospitality for event workers.

**Old Business**

**A) JSA Staff Update/JSA Employee Handbook** — Ashley Neal with Employer Advantage was present to discuss possible options for a paid time off/vacation/sick leave policy. Melissa Rodgers made a recommendation to form a committee to review the current policy, make changes and come back with a new policy for board approval. Volunteers for the committee include Jared Bruggeman, J.T. Weber and Matt Hiatt with Ashley Neal assisting from Employer Advantage. Melissa Rodgers made a motion to approve the committee, Roger Doman seconded and the motion carried on an 11-0 vote.

**B) JSA Facility Committee** — The committee was unable to meet since the last meeting, no report at this time.

**New Business**

No new business.

**Any Other Business**

Mr. Bruggeman said MSSU Athletics would host a press conference on Thursday, July 19, at 10 a.m. to announce a project forthcoming at MSSU.

Next board meeting will be held at Homewood Suites, Joplin, Missouri 64804 on August 8, 2018 at 2:30 pm.

**Adjournment**

A motion to adjourn was made by Roger Doman, seconded by James Weber, motion carried on an 11-0 vote. Meeting adjourned at 3:41 p.m.

Craig Hull
Director

Phil Metz
Board Chairman

# Joplin Sports Authority, Inc.
## Profit & Loss
### July 2018

| | | Jul 18 |
|---|---|---|
| Ordinary Income/Expense | | |
| Income | | |
| Event Income | | |
| Program Sales | 1,295.00 | |
| Ticket Income | 44,504.92 | |
| Total Event Income | | 45,799.92 |
| Lodging Tax Allocation | | 75,396.87 |
| Sponsor Donations | | 2,049.00 |
| Total Income | | 123,245.79 |
| Gross Profit | | 123,245.79 |
| Expense | | |
| Event Expenses | | |
| Event Labor and Supplies | 18,365.99 | |
| Facility Lease/Rental | 31,391.16 | |
| Food & Beverage | 1,023.07 | |
| Hosting Fee | 1,500.00 | |
| JSA Sponsorships | 400.00 | |
| Event Expenses - Other | 992.00 | |
| Total Event Expenses | | 53,672.22 |
| Operations | | |
| Local Sales Meeting | 192.97 | |
| Office Supplies | 785.71 | |
| Other Recognition Services | 54.04 | |
| Printing and Copying | 938.16 | |
| Rent | 471.00 | |
| Repairs & Maintenance | 47.12 | |
| Telephone | | |
| Cell Phone Stipend | 90.00 | |
| Total Telephone | | 90.00 |
| Travel and Entertainment | | |
| Fuel Reimbursement | 471.03 | |
| Mileage | 831.63 | |
| Total Travel and Entertainment | | 1,302.66 |
| Utilities | | 971.39 |
| Total Operations | | 4,853.05 |

# Joplin Sports Authority, Inc.
## Profit & Loss
### July 2018

| | Jul 18 |
|---|---|
| Payroll Expenses | |
| 401K | 503.90 |
| Administration Fees/Payroll | 1,147.37 |
| Full-Time | 8,221.53 |
| Overtime Wages | 3,555.75 |
| Part-Time | 4,283.50 |
| Payroll Taxes | 1,212.80 |
| Total Payroll Expenses | 18,924.85 |
| Supplies | 503.57 |
| Total Expense | 77,953.69 |
| Net Ordinary Income | 45,292.10 |
| Net Income | **45,292.10** |

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

| | Nov '17 - Jul 18 |
|---|---|
| Ordinary Income/Expense | |
| Income | |
| Event Income | |
| Concession Income | 1,277.25 |
| Entry Fees | 15,942.19 |
| Merchandising Commissions | 2,230.00 |
| Program Sales | 2,175.00 |
| Ticket Income | 74,627.57 |
| Total Event Income | 96,252.01 |
| Lodging Tax Allocation | 306,493.69 |
| Sponsor Donations | 13,299.00 |
| Total Income | 416,044.70 |
| Gross Profit | 416,044.70 |
| Expense | |
| Auto and Gator Insurance | 702.00 |
| Bank Service Charges | 46.51 |
| Convention & Tradeshows | 7,307.16 |
| Equipment | 5,455.26 |
| Event Expenses | |
| Concessions | 564.26 |
| Event Labor and Supplies | 35,496.04 |
| Facility Lease/Rental | 99,585.74 |
| Food & Beverage | 22,254.01 |
| Hosting Fee | 3,304.32 |
| JSA Sponsorships | 9,350.00 |
| Officiating | 51,584.00 |
| Event Expenses - Other | 992.00 |
| Total Event Expenses | 223,130.37 |
| Fees and Permits | 500.00 |
| Operations | |
| Accounting Fees | 6,350.00 |
| Dues & Memberships | 705.00 |
| Health Insurance | 12,213.87 |
| 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 | 1,208.85 |
| Office Supplies | 3,037.94 |
| Other Recognition Services | 4,275.34 |
| Postage, Mailing Service | 596.54 |
| Printing and Copying | 4,267.88 |
| Promotional Materials | 9,165.05 |

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

| | Nov '17 - Jul 18 |
|---|---|
| Rent | 3,768.00 |
| Repairs & Maintenance | 2,479.60 |
| Telephone | |
| Cell Phone Stipend | 450.00 |
| Total Telephone | 450.00 |
| Travel and Entertainment | |
| Fuel Reimbursement | 3,114.03 |
| Mileage | 1,758.01 |
| Travel | 1,210.15 |
| Total Travel and Entertainment | 6,082.19 |
| Utilities | 9,999.61 |
| Website Maintenance | 535.32 |
| Total Operations | 74,555.19 |
| Payroll Expenses | |
| 401K | 5,202.66 |
| Administration Fees/Payroll | 8,367.14 |
| Full-Time | 74,040.47 |
| Overtime Wages | 7,632.00 |
| Part-Time | 35,233.88 |
| Payroll Taxes | 8,930.97 |
| Total Payroll Expenses | 139,407.12 |
| Publications and Scripts | 207.41 |
| Supplies | 5,514.09 |
| Total Expense | 456,825.11 |
| Net Ordinary Income | -40,780.41 |
| Net Income | **-40,780.41** |

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

| | Jul 31, 18 |
|---|---|
| **ASSETS** | |
| **Current Assets** | |
| **Checking/Savings** | |
| **Checking - US Bank** | 49,474.66 |
| **Credit Card Account** | 11,543.02 |
| **SMB Checking** | 15,349.38 |
| **Total Checking/Savings** | 76,367.06 |
| **Accounts Receivable** | |
| **Accounts Receivable** | 2,250.00 |
| **Total Accounts Receivable** | 2,250.00 |
| **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** | 113,107.36 |
| **Fixed Assets** | |
| **Accumulated Depreciation** | -34,905.00 |
| **Furniture and Equipment** | 107,149.46 |
| **Total Fixed Assets** | 72,244.46 |
| **TOTAL ASSETS** | **185,351.82** |
| **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** | -350.00 |
| **Payroll Liabilities** | |
| **401K Match** | 7.57 |
| **Payroll Liabilities - Other** | 4,204.24 |
| **Total Payroll Liabilities** | 4,211.81 |
| **Total Other Current Liabilities** | 6,761.57 |
| **Total Current Liabilities** | 6,762.53 |
| **Total Liabilities** | 6,762.53 |

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

| | Jul 31, 18 |
|---|---|
| **Equity** | |
| **Unrestricted Net Assets** | 219,369.70 |
| **Net income** | -40,780.41 |
| **Total Equity** | 178,589.29 |
| **TOTAL LIABILITIES & EQUITY** | **185,351.82** |