JOPLIN
SPORTS AUTHORITY

Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m. at Residence Inn by Marriott, 3128 East Hammons Boulevard, Joplin, Missouri, 64804 on July 13, 2016.

CALL TO ORDER

President Dean Dankelson called the meeting to order at 2:34 p.m.

Present: Dean Dankelson, Phil Metz, Jennifer Lallemand, Jim Frazier, Gary Nodler, Mark Turpen, Tabitha Vaughn, Shawn Klosterman, Patrick Tuttle, Scott Garrie.

Absent: Heather Arnold, Taylor Brown, Wendi Douglas, Travis Spencer, Jeff Starkweather, Jared Bruggeman, Cathy Welsh.

Staff & Guests: Steve Taylor, Brittnie Harter, Mike Doty, Christopher Beyer, Paul Bloomberg, and Bridget Carlton.

Agenda Items

Review of previous meeting minutes

Gary Nodler made a motion to approve the May 11, 2016 board minutes as presented, seconded by Jennifer Lallemand. Motion carried on an 8-0 vote.

Treasurers Report for June 2016 (Presented by Steve Taylor)

A motion was made by Phil Metz to accept the June 2016 Treasurers Report, seconded by Jennifer Lallemand, motion carried on an 8-0 vote.

Outstanding Invoices (Presented by Steve Taylor)

A motion was made by Gary Nodler to pay all bills, seconded by Phil Metz, motion carried by an 8-0 vote.

Event Discussion

National

I. Premier Baseball, July 19-24 — Mr. Hull said the final logistics are being finalized. Brittanie has completed the players and coaches passes, the site boxes are almost complete, the program has been sent to the printers and has rosters from all 48 teams. Instead of using 12 stadiums, the number has been reduced to 10. The teams will have their opening ceremony at Joplin High School baseball field. Mr. Hull addressed concern for the concession stand at Joplin High School due to lack of help. Board members Mark Turpen and Shawn Klosterman volunteered to assist at Joplin High School.

State

I. MCSAA Spring Festival, May 5-7, 2016 — Mr. Hull said the final report of room nights generated from the event is 379 room nights.

II. NAIA Heart of America Baseball Championship, May 4-10, 2016 — Mr. Hull said room tracking from the event indicates 390 room nights thus far with one team still unaccounted for.

IV. USATF Missouri Valley National Qualifying Track and Field, July 7-10, 2016 — Mr. Hull said that the USATF track and field meet was held at Fred G Hughes stadium on July 7-10. USATF officials spoke very positively about the venue and have indicated the event would be interested in returning in the future. A preliminary report indicates 310 room nights generated by the event.

Local

I. USSSA Baseball/Softball, April-July — Mr. Hull said the coaches meeting, opening ceremony and opening night social for the USSSA 18-under Class B World Series took place on Tuesday. Games began this morning and will continue through Wednesday and Thursday in pool play, with bracket play taking place Friday, Saturday and Sunday. The event features 20 teams from Missouri, Kansas, Oklahoma, Arkansas, Colorado and Nebraska.

II. 3-V-3 Live Soccer Tournament, July 9, 2016 — Mr. Hull said the event drew 57 teams last weekend at the Joplin Athletic Complex. The event organizer was pleased with the turnout and enjoys coming to the venue. She is interested in adding a larger, regional type event in the future and could happen as soon as August.

III. Joplin High School Christina Freeman-Paige Neal Softball Tournament, August 26-27, 2016 — Mr. Hull said 12 teams are scheduled to participate, four from out of the area. Jeff Starkweather will be sending out more details in the coming weeks.

Old Business

Bylaws — Chairman Dean Dankelson asked if any discussion was necessary on the proposed changes to the JSA Bylaws. A question was asked separation of duties between the treasurer and secretary. No further discussion took place. A motion was made by Gary Nodler to approve the amendments to the JSA Bylaws as suggested by the JSA Bylaws Committee, Mark Turpen seconded, and the motion carried on an 8-0 vote.

New Business

None.

Any Other Business

Joplin CVB Director Patrick Tuttle said the CVB Board recently held its grant application hearing and of the $120,000 of grant funds awarded, $49,000 was awarded toward athletic/competitive events.

Next board meeting will be held at Joplin City Hall Council Fifth Floor City Council Informal Room, on August 17th, 2016 at 2:30 pm.

Adjournment

A motion to adjourn was made by Dean Dankelson, seconded by Phil Metz, motion carried on an 8-0 vote. Meeting adjourned at 3:36 p.m.

Craig Hull
Director

Dean Dankleson
Board Chairman

Joplin Sports Authority, Inc.
Profit & Loss
July 2016

	Jul 16	
Ordinary Income/Expense		
Income		
Event Income		
Program Sales	2,385.00	
Ticket Income	31,070.21	
Total Event Income		33,455.21
Total Income		33,455.21
Expense		
Event Expenses		
Event Labor and Supplies	184.00	
Facility Lease/Rental	1,681.75	
Food & Beverage	470.86	
Officiating	11,000.00	
Total Event Expenses		13,336.61
Operations		
Local Sales Meeting	313.16	
Office Supplies	173.69	
Other Recognition Services	470.31	
Postage, Mailing Service	59.97	
Printing and Copying	235.02	
Promotional Materials	1,337.78	
Storage Rent	75.00	
Telephone		
Cell Phone Stipend	60.00	
Total Telephone		60.00
Travel and Entertainment		
Mileage	99.92	
Travel	205.04	
Total Travel and Entertainment		304.96
Utilities	1,043.37	
Total Operations		4,073.26
Payroll Expenses		
401K	419.84	
Administration Fees/Payroll	859.33	
Full-Time	9,269.30	
Part-Time	3,071.25	
Payroll Taxes	948.63	
Total Payroll Expenses		14,568.35

Joplin Sports Authority, Inc.
Profit & Loss
July 2016

	Jul 16
Supplies	727.62
Total Expense	32,705.84
Net Ordinary Income	749.37
Net Income	**749.37**

Joplin Sports Authority, Inc.
Profit & Loss
November 2015 through July 2016

	Nov '15 - Jul 16	
Ordinary Income/Expense		
Income		
Event Income		
Concession Income	1,216.00	
Entry Fees	11,818.37	
Merchandising Commissions	2,225.00	
Program Sales	3,320.00	
Ticket Income	43,759.23	
Total Event Income		62,338.60
Lodging Tax Allocation		256,153.09
Reimb. for Expenses		1,677.61
Sponsor Donations		27,035.00
Total Income		347,204.30
Expense		
Bank Service Charges		162.00
Convention & Tradeshows		5,790.64
Event Expenses		
Concessions	697.79	
Event Labor and Supplies	12,162.55	
Facility Lease/Rental	68,476.70	
Food & Beverage	12,545.74	
JSA Sponsorships	5,050.00	
Officiating	39,560.00	
Printing	2,677.99	
Travel	87.39	
Total Event Expenses		141,258.16
Operations		
Accounting Fees	6,125.00	
Dues & Memberships	3,960.00	
Health Insurance	8,982.48	
Insurance - Liability, D and O		
Commercial Insurance	600.00	
Liability, D and O	8,497.00	
Total Insurance - Liability, D and O	9,097.00	
Local Sales Meeting	1,052.10	
Office Supplies	1,359.22	
Other Recognition Services	4,389.84	
Postage, Mailing Service	355.69	
Printing and Copying	2,303.49	
Promotional Materials	1,337.78	
Repairs & Maintenance	1,087.97	
Storage Rent	675.00	

Joplin Sports Authority, Inc.
Profit & Loss
November 2015 through July 2016

	Nov '15 - Jul 16	
Telephone		
Cell Phone Stipend	570.00	
Total Telephone		570.00
Travel and Entertainment		
Mileage	2,524.17	
Travel	1,980.04	
Total Travel and Entertainment		4,504.21
Utilities		8,534.22
Website Maintenance		347.88
Total Operations		54,681.88
Payroll Expenses		
401K		3,194.84
Administration Fees/Payroll		6,173.66
Full-Time		65,774.26
Part-Time		27,396.75
Payroll Taxes		6,786.49
Total Payroll Expenses		109,326.00
Publications and Scripts		385.98
Supplies		4,428.19
Total Expense		316,032.85
Net Ordinary Income		31,171.45
Net Income		**31,171.45**

Joplin Sports Authority, Inc.
Balance Sheet
As of July 31, 2016

		Jul 31, 16
ASSETS		
Current Assets		
Checking/Savings		
Checking - US Bank		66,036.76
Credit Card Account		12,699.19
SMB Checking		38,618.98
Total Checking/Savings		117,354.93
Accounts Receivable		
Accounts Receivable		4,886.40
Total Accounts Receivable		4,886.40
Other Current Assets		
Petty Cash		150.00
Prepaid Insurance		1,205.67
Total Other Current Assets		1,355.67
Total Current Assets		123,597.00
Fixed Assets		
Accumulated Depreciation		-11,522.18
Furniture and Equipment		22,265.21
Total Fixed Assets		10,743.03
TOTAL ASSETS		**134,340.03**
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
Accrued Sick Leave		5,054.55
Accrued Vacation		6,656.71
Payroll Liabilities		
401K Match	7.57	
Payroll Liabilities - Other	2,662.36	
Total Payroll Liabilities		2,669.93
Total Other Current Liabilities		14,381.19
Total Current Liabilities		14,381.19
Total Liabilities		14,381.19

Joplin Sports Authority, Inc.
Balance Sheet
As of July 31, 2016

	Jul 31, 16
Equity	
Opening Balance Equity	981.00
Unrestricted Net Assets	87,806.39
Net Income	31,171.45
Total Equity	119,958.84
TOTAL LIABILITIES & EQUITY	**134,340.03**