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, August 8, 2018.

CALL TO ORDER
President Phil Metz called the meeting to order at 2:30 p.m.
Present: Phil Metz, Christopher Beyer, Roger Doman, Matt Hiatt, James Weber, Patrick Tuttle, Shawn Klosterman, Mark Turpen, Melissa Rodgers, Forrest Reed, Jared Bruggeman, Cathy Welsh, Jim Frazier, Heather Arnold.
Absent: Taylor Brown, Wendi Douglas, Paul Bloomberg.
Staff & Guests: Steve Taylor, Brittnie Harter, Martha Pope, Shaun Buck, James Kinder, Renee Bobb, Ashley Neal.

Agenda Items
Review of previous meeting minutes
Roger Doman made a motion to approve the July 11, 2018 board minutes as presented, seconded by James Weber, motion carried on a 12-0 vote.
Treasurers Report for July 2018 (Presented by Steve Taylor)
A motion was made by Patrick Tuttle to accept the July 2018 Treasurers Report, seconded by Roger Doman, motion carried on a 12-0 vote.

Event Discussion
National
I. Premier Baseball 13-under/Junior Championship, June-July — JSA Director Craig Hull said a preliminary room report still has not been received from Concorde Travel, the third-party booking agency for Premier Baseball.
Mr. Hull said the Junior Championship took place and all games were played as scheduled with some weather issues early in the tournament as Commerce was lost all day on Wednesday and started late on Thursday. Lightning delays were experienced on the first two days, which caused the schedule to back up some, but the weather policy was executed as planned. At this time, no preliminary room report is available, as Concorde Travel has not provided a report on the Junior Championship.
II. AABC Regionals/14-under World Series, June-July — Mr. Hull said the only report on the two AABC Regionals held in June is the preliminary room count of 71 room nights.
The 14-under Connie Mack World Series took place the week before the Premier Baseball Junior Championship and had 14 teams. The only issue was lightning delays on day one of the tournament from afternoon pop up storms.
III. AAU National Qualifying Track and Field Championships, June 22-25, 2018 — Mr. Hull said he has spoke with Missouri Valley AAU Chairman Larry Bryant and he has informed JSA the meet will be held somewhere in Oklahoma in 2019. The AAU National Office has stepped in and forced Missouri Valley to rotate the meet on a three-year rotation to Arkansas, Oklahoma and Kansas-Missouri. In 2018, Arkansas was scheduled to host, but a venue could not be secured so the meet returned to Joplin. In 2019, it is Oklahoma's turn to host. MSSU Athletics has informed JSA to not bid on or schedule any events at Fred G. Hughes Stadium for 2019 or 2020. A preliminary room count from the 2018 event is 344 room nights.
State
I. NJCAA Baseball showcase, September 27-29, 2018 — Mr. Hull said JSA is working with Crowder College to host 18 junior college baseball teams for a fall baseball showcase at Joe Becker Stadium and Wendell Redden Stadium on Thursday-Saturday, September 27-29. No admission will be charged, JSA is providing the stadiums, and Crowder is securing the teams, the officials and the schedule.

Local

I. USSSA Baseball-Softball, multiple weekends — Mr. Hull said the USSSA Class B Fast Pitch World Series had a total of six teams, down from the 20+ in years before, and generated 154 room nights. Mr. Hull said a meeting would take place this fall with USSSA to discuss the 2019 schedule and shortcomings from the 2018 schedule.

II. Joplin High School Christina Freeman-Paige Neal Softball Tournament, August 31-Sep. 1, 2018 — Joplin High School Athletic Director Matt Hiatt said there will be 12 teams participating in the event at the Joplin Athletic Complex. He said the tournament has been moved back a week from previous years taking place on the Friday-Saturday of Labor Day weekend. The 12 teams participating include Kansas City Staley, Park Hill South, Columbia Rock Bridge and Blue Springs with local teams Joplin, Webb City, Carl Junction, Seneca, Neosho, Carthage, Nevada and Lamar.

III. MS Bike Ride, September 8-9, 2018 — Mr. Hull said the Multiple Sclerosis Society is working with JSA again on its MS Bike 150, a fundraising event for the MS Society. The event includes a 75-mile bike ride on Saturday from Republic to the Joplin Athletic Complex. Riders will overnight in Joplin, some in hotels, some cap on site at the complex. Saturday evening there will be food, live music and vendors. Riders will depart Sunday at 6 a.m. following breakfast. Some 500 riders are entered at this time.

IV. MSSU Southern Stampede, September 15, 2018 — James Kinder said MSSU forecasts a total of 3,000 runners to participate in the Stampede this year with the addition a new race. JSA will provide post event hospitality again this year.

Old Business

A) JSA Staff Update/JSA Employee Handbook — No report at this time

B) JSA Facility Committee — No report at this time, Patrick Tuttle recommended the committee have a recommendation prepared by December.

New Business

A) FY2019 Budget — Mr. Hull said Mr. Tuttle had informed JSA the City of Joplin has budgeted $420,000 to fund JSA in FY2019. Finance Director Steve Taylor and Hull were working together to prepare a proposed budget for the September meeting and would like a recommendation from the board on a budget figure the board would like JSA to base from in FY2019, $380,000 just like JSA did for FY2018, or would the board like to bump the figure up? The board asked staff to prepare a rough draft for the September meeting based on $390,000 and if the board did not like the proposed budget, the board could lower the amount and approve a budget based on $380,000.

B) SMB Bank Account — Mr. Taylor said Southwest Missouri Bank notified JSA by letter it was going to begin charging $3 monthly for customers who do not switch to paperless (online) accounts. Mr. Taylor said he spoke with JSA auditor Ben Miller who said the board must approve such a change and it must be recorded in the minutes and approved at the next board meeting before the change can be made. Christopher Beyer made a motion to approve JSA going to a paperless billing account with Southwest Missouri Bank, seconded by Forrest Reed, motion carried on a 12-0 vote.

Any Other Business

Patrick Tuttle said the Joplin CVB, working with Claythorne Lodge, Pittsburg CVB, Columbus Chamber of Commerce and support from the JSA have meet to begin the process to submit a proposal to host the 2020 National Sporting Clay Association U.S. Open at Claythorne Lodge. Mr. Tuttle said Sam and Frieda Lancaster would be attending a regional competition in Chicago where they will begin to identify the key-voting members of the NSCA Board of Directors. In late October, Mr. Tuttle will attend the National Sporting Clay Championships in San Antonio when the board will vote for the host site in 2020. Sam and Frieda Lancaster said they are aware of one other bidding entity, Tucson, Arizona, who last hosted the U.S. Open in June 2018.

Next board meeting will be held at Holiday Inn, Joplin, Missouri 64804 on September 12, 2018 at 2:30 pm.

Adjournment

A motion to adjourn was made by Roger Doman, seconded by James Weber, motion carried on a 12-0 vote. Meeting adjourned at 3:31 p.m.

Craig Hull
Director

Phil Metz
Board Chairman

Joplin Sports Authority, Inc.

PROFIT AND LOSS

August 2018

	TOTAL
Income	
Lodging Tax Allocation	45,585.66
Sponsor Donations	250.00
Total Income	**$45,835.66**
GROSS PROFIT	**$45,835.66**
Expenses	
Bank Service Charges	76.06
Convention & Tradeshows	2,000.00
Event Expenses	
Event Labor and Supplies	1,891.04
Facility Lease/Rental	26,083.18
Food & Beverage	2,757.15
JSA Sponsorships	100.00
Total Event Expenses	**30,831.37**
Operations	
Dues & Memberships	1,523.33
Health Insurance	2,460.76
Office Supplies	249.16
Postage, Mailing Service	11.95
Printing and Copying	4,490.20
Promotional Materials	2,073.76
Rent	471.00
Repairs & Maintenance	771.18
Telephone	
Cell Phone Stipend	90.00
Total Telephone	**90.00**
Travel and Entertainment	
Fuel Reimbursement	381.02
Travel	200.00
Total Travel and Entertainment	**581.02**
Utilities	830.44
Total Operations	**13,562.80**
Payroll Expenses	
401K	589.36
Administration Fees/Payroll	1,181.44
Full-Time	11,226.90
Overtime Wages	916.50
Part-Time	4,815.00
Payroll Taxes	1,304.19
Total Payroll Expenses	**20,093.39**
Supplies	182.90
Total Expenses	**$66,676.52**

	TOTAL
NET OPERATING INCOME	**$ -20,840.86**
NET INCOME	**$ -20,840.86**

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2017 - August 2018

	TOTAL
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	352,079.35
Sponsor Donations	13,549.00
Total Income	**$461,880.36**
GROSS PROFIT	**$461,880.36**
Expenses	
Auto and Gator Insurance	702.00
Bank Service Charges	124.37
Convention & Tradeshows	4,807.16
Equipment	5,455.26
Event Expenses	
Concessions	564.26
Event Labor and Supplies	38,379.08
Facility Lease/Rental	125,668.92
Food & Beverage	25,011.16
Hosting Fee	3,304.32
JSA Sponsorships	9,450.00
Officiating	51,934.00
Total Event Expenses	**254,311.74**
Fees and Permits	500.00
Operations	
Accounting Fees	6,350.00
Dues & Memberships	6,728.33
Health Insurance	14,674.63
Insurance - Liability, D and O	1,188.00
Commercial Insurance	6,461.00
Liability, D and O	1,771.00
Total Insurance - Liability, D and O	**9,420.00**
Local Sales Meeting	1,208.85
Office Supplies	3,287.10
Other Recognition Services	4,275.34
Postage, Mailing Service	608.49
Printing and Copying	8,758.08
Promotional Materials	11,238.81
Rent	4,239.00
Repairs & Maintenance	3,250.78

	TOTAL
Telephone	
Cell Phone Stipend	540.00
Total Telephone	**540.00**
Travel and Entertainment	
Fuel Reimbursement	3,495.05
Mileage	1,758.01
Travel	1,410.15
Total Travel and Entertainment	**6,663.21**
Utilities	10,830.05
Website Maintenance	535.32
Total Operations	**92,607.99**
Payroll Expenses	
401K	5,792.02
Administration Fees/Payroll	9,548.58
Full-Time	85,267.37
Overtime Wages	8,548.50
Part-Time	40,048.88
Payroll Taxes	10,235.16
Total Payroll Expenses	**159,440.51**
Publications and Scripts	207.41
Supplies	5,696.99
Total Expenses	**$523,853.43**
NET OPERATING INCOME	**$ -61,973.07**
NET INCOME	**$ -61,973.07**

Joplin Sports Authority, Inc.

BALANCE SHEET

As of August 31, 2018

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking - US Bank	32,139.59
Credit Card Account	11,760.56
SMB Checking	13,623.29
Total Bank Accounts	**$57,523.44**
Accounts Receivable	
Accounts Receivable	250.00
Total Accounts Receivable	**$250.00**
Other Current Assets	
AR - City of Joplin	0.00
AR - Employees	0.00
Contributions Receivable	32,891.05
Inventory	0.00
Petty Cash	150.00
Prepaid Insurance	1,449.25
Prepaid Rent	0.00
Tax Refunds Receivable	0.00
Undeposited Funds	0.00
Total Other Current Assets	**$34,490.30**
Total Current Assets	**$92,263.74**
Fixed Assets	
Accumulated Depreciation	-34,905.00
Furniture and Equipment	107,149.46
Total Fixed Assets	**$72,244.46**
Other Assets	
Security Deposits Asset	0.00
Total Other Assets	**$0.00**
TOTAL ASSETS	**$164,508.20**
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	0.00
Total Accounts Payable	**$0.00**
Other Current Liabilities	
Accrued Expenses	0.00
Accrued Sick Leave	813.68
Accrued Vacation	2,086.08
GENERAL CLEARING ACCOUNT	0.00
Payroll Liabilities	4,204.24

	TOTAL
401K Match	7.57
Met Life Dental	0.00
Total Payroll Liabilities	**4,211.81**
Total Other Current Liabilities	**$7,111.57**
Total Current Liabilities	**$7,111.57**
Long-Term Liabilities	
Canon Financial Services-Lease	0.00
Total Long-Term Liabilities	**$0.00**
Total Liabilities	**$7,111.57**
Equity	
Opening Balance Equity	0.00
Unrestricted Net Assets	219,369.70
Net Income	-61,973.07
Total Equity	**$157,396.63**
TOTAL LIABILITIES AND EQUITY	**$164,508.20**