Amended minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m., Wednesday, September 9, 2020 at the Hilton Garden Inn, 2644 East 32nd Street, Joplin, Missouri, 64804.

CALL TO ORDER
President Roger Doman called the meeting to order at 2:36 p.m.
Present: Roger Doman, Forrest Reed, Chuck Copple, Melissa Rodgers, Jhan Hurn, Patrick Tuttle, Jared Bruggeman, Matt Hiatt, Jim Frazier, Paul Bloomberg, Christopher Beyer.
Absent: Dan McCreary, James Weber.
Called In: None.
Staff & Guests: Craig Hull, Steve Taylor, Brittnie Harter, Shaun Buck, Martha Pope, Cori Reid.

Vice Chairman Forrest Reed requested item B) Room Tracking Software Update be added under New Business.

Agenda Items
Review of previous meeting minutes
Melissa Rodgers made a motion to approve the August 12, 2020 board minutes as presented, seconded by Jhan Hurn motion carried on a 7-0 vote.
Treasurers Report for August (Presented by Steve Taylor)
A motion was made by Jared Bruggeman to accept the August 2020 Financial Reports, seconded by Patrick Tuttle, motion carried on a 7-0 vote.

Event Discussion
National
I. Premier Baseball Events, June/July 2020 — Mr. Hull said the Premier Baseball 13-under event in June, with six teams participating produced 183 room nights and that is the final number from the event.
The Premier Baseball 17-under, 16-under and 15-under event in July, Mr. Hull said the final number of the room nights produced was 520. Mr. Hull said this number was higher than the number reported to JSA by Concorde Travel, the third-party booking agency vendor of Premier Baseball.
Patrick Tuttle said Martha's method of tracking rooms and room night production on events is better than any third-party vendor and he was not surprised by the report. Mr. Tuttle complimented Martha for her efforts.
State
I. Five Tool Baseball Events, May-July 2020 — Mr. Hull said this was the second year of working with Five Tool Baseball on hosting events in Joplin. This included youth tournaments scheduled for March and April that did not happen, May and June that did take place, plus three larger showcase events including the Five Tool Heart of America event June 12-14, Route 66 Championship June 18-21 and the Battle of the Ozarks July 9-12.
The last week of July, Five Tool presented the AABC 16-under Big Stick Challenge at the same time as the AABC Connie Mack Classic.
Final room tracking reports for all of these events combined are 1,483 room nights.
II. MCSAA Fall Championships, October 22-24, 2020 — Mr. Hull said he plans to visit Kansas City soon to meet with Tim Asher, the executive director of the Missouri Christian School Athletic Association. Mr. Hull said venues have been secured for soccer and cross country; volleyball is the challenge at this time as Missouri Southern, Ozark Christian College and Joplin Schools are not allowing outside usage of its venues. Memorial Hall is unavailable due to structural issues. JSA staff is currently exploring options including the Joplin Boys and Girls Club, church gymnasiums, YMCA and others. Mr. Hull asked the board if they knew of any potential gymnasium options, to please share with staff.

Local

I. MidAmerica Baseball Tournaments, May-July 2020 — Mr. Hull said MidAmerica Baseball held three events in 2020, the first event produced zero room nights, the second 154 and 217 for the third event and final event in July was canceled. A total of 371 room nights were produced by MidAmerica events in 2020.

II. Joplin Christina/Paige Neal Memorial Softball Tournament, Sept. 4-5, 2020 — Mr. Hiatt said eight teams participated this year, Joplin, Neosho, Webb City, Carl Junction, Nevada, Seneca, Carthage and Monett. The four teams from out of the area — Blue Springs, Park Hills South, Columbia Rock Bridge and Kansas City Staley — were not able to travel due to travel restrictions with the pandemic. The event took place at the Joplin Athletic Complex over two days, all the games were played with great weather. Mr. Hiatt thanked JSA for its support and Joplin Parks and Recreation staff for maintaining the fields and handling concessions. Mr. Hiatt said he hopes the tournament will be back to 12 teams in 2021 and perhaps 16 teams in the future.

Old Business

A) Pandemic Impact on Events — Mr. Hull said JSA has lost a total of 22 ½ events and 4,823 room nights due to the impact of the pandemic this year.

B) JSA FY2021 Budget — Finance Director Steve Taylor said thus far, JSA staff was able to cut $45,000 from the previous years budget. Mr. Taylor said cuts included $20,000 in marketing, $10,000 in hospitality, $6,500 on payroll provider, $4,000 in dues and memberships, $2,000 operational supplies and $2,500 travel expenses. Mr. Hull asked the board to help identity additional line items where cuts could be made. Mr. Hull said the board had directed staff to build a budget based on $330,000 for FY2021 after the City of Joplin informed JSA it had forecast $360,000 in hotel tax revenues for FY2021. Board chairman Roger Doman said after speaking with hotel partners, he felt as the $360,000 was forecast too high and suggested staff cut an additional $30,000 from $330,000 to $300,000. Staff presented the budget for FY2021 with $45,000 in cuts.

JSA board members asked questions about the various line items and where cuts could be made. During the discussion on the officiating services line item, a question was asked if JSA continued to pay for officials for any current customers?

Jim Frazier said the only customer who JSA pays for its officials is Premier Baseball, it was a negotiated by JSA in 2005 when Premier Baseball first came to Joplin and Mike Greninger had to do what he could do to bring the business to Joplin. Frazier said over the years, JSA has not offered this to any other customers as Premier has been grandfathered in this policy over time.

Mr. Doman said giving the unique situation faced due to the pandemic, all organizations and events are facing budget cuts. Mr. Doman said in order for JSA to continue to serve its customers in FY2021, things offered to our customers in the past may not moving forward.

Jhan Hurn made a motion to cut up to $40,000 from officiating services and for JSA staff to negotiate with Premier Baseball, motion seconded by Melissa Rodgers, motion carried on an 8-0 vote.

Mr. Doman directed JSA staff to contact Premier Baseball and inform them of this decision and to let Premier Baseball know they are still welcome to host its events in Joplin 2021 and JSA will work with them to continue to host events.

New Business

A) FY2020 Audit Contract — Mr. Taylor presented to the board the FY2020 Audit Contract from Ben Miller, CPA. Mr. Taylor said Mr. Miller did not increase his costs to JSA to perform the next audit. Christopher Beyer made a motion to approve the FY2020 Audit Contract, seconded by Jhan Hurn, motion carried a 7-0 vote.

B) Room Tracking Software — Forrest Reed said during the Joplin City Council work session in August, it was noted by Patrick Tuttle that JSA could have the room tracking software operational in 30 days. Mr. Reed said he has informed the city clerk and JSA staff the transition will not be made in 30 days, but more time will be needed. He is still working on a time to sit down with CVB staff to review the software and answer questions.

Any Other Business

Mr. Doman said with one board member needing to leave to pick up her son from school at 3:30 p.m., he asked the board if anyone would have any issues moving meeting times up 30 minutes to 2 p.m. from 2:30 p.m. The consensus opinion was to go ahead and move the meetings up 30 minutes. JSA Board of Directors meetings will now begin at 2 p.m.

Adjournment

A motion to adjourn was made Jared Bruggeman, seconded by Forrest Reed, motion carried on a 7-0 vote. Meeting adjournment at 3:41 p.m.

Craig Hull
Director

Roger Doman
Board Chairman

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2019 - September 2020

	TOTAL
Income	
Non-operating Revenues	
Interest	193.91
Lodging Tax Allocation	321,932.79
Miscellaneous Revenue	52,775.00
Total Non-operating Revenues	**374,901.70**
Operating Revenues	
Entry Fees	7,150.00
Merchandising Commissions	985.00
Program Sales	151.00
Sponsor Donations	13,250.00
Ticket Income	67,611.63
Total Operating Revenues	**89,147.63**
Total Income	**$464,049.33**
GROSS PROFIT	**$464,049.33**
Expenses	
Event Expenses	
Event Labor and Supplies	24,758.29
Facility Lease/Rental	67,915.49
Food & Beverage	9,608.82
Hosting Fee	4,000.00
JSA Sponsorships	850.00
Officiating	48,429.88
Total Event Expenses	**155,562.48**
Operations	
Accounting Fees	7,930.00
Advertising	250.00
Auto and Gator Insurance	2,562.00
Bank Service Charges	366.33
Convention & Tradeshows	2,507.84
Dues & Memberships	6,483.20
Equipment	18,990.00
Fees and Permits	51.36
Health Insurance	15,634.07
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	629.65
Office Supplies	1,592.43
Other Recognition Services	2,545.94

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2019 - September 2020

	TOTAL
Postage, Mailing Service	237.87
Printing and Copying	1,746.18
Promotional Materials	699.80
Rent	5,652.00
Repairs & Maintenance	326.53
Supplies	1,019.91
Telephone	
Cell Phone Stipend	810.00
Total Telephone	**810.00**
Travel	
Fuel Reimbursement	1,689.69
Mileage	494.57
Travel	1,787.12
Total Travel	**3,971.38**
Utilities	10,409.20
Website Maintenance	308.73
Total Operations	**94,304.42**
Payroll Expenses	
401K	8,879.99
Administration Fees/Payroll	16,844.43
Full-Time	128,923.86
Overtime Wages	7,954.25
Part-Time	33,561.61
Payroll Taxes	12,894.40
Total Payroll Expenses	**209,058.54**
Total Expenses	**$458,925.44**
NET OPERATING INCOME	**$5,123.89**
NET INCOME	**$5,123.89**

Joplin Sports Authority, Inc.

BALANCE SHEET

As of September 30, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking-People's Bank of Seneca	64,594.45
Credit Card Account	11,466.94
Petty Cash	150.00
SMB Checking	6,915.00
Total Bank Accounts	**$83,126.39**
Accounts Receivable	
Accounts Receivable	5,947.61
Total Accounts Receivable	**$5,947.61**
Other Current Assets	
Contributions Receivable	66,030.85
Prepaid Insurance	1,449.25
Total Other Current Assets	**$67,480.10**
Total Current Assets	**$156,554.10**
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**
TOTAL ASSETS	**$221,539.82**
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	4,160.38
Total Accounts Payable	**$4,160.38**
Other Current Liabilities	
Accrued Expenses	6,991.69
Accrued Sick Leave	813.68
Accrued Vacation	2,086.08
GENERAL CLEARING ACCOUNT	-3,696.47
Payroll Liabilities	4,204.24
401K Match	7.57
Total Payroll Liabilities	**4,211.81**
Total Other Current Liabilities	**$10,406.79**
Total Current Liabilities	**$14,567.17**
Total Liabilities	**$14,567.17**
Equity	
Net investment in capital assets	59,892.00
Unrestricted Net Assets	141,789.55
Net Income	5,291.10
Total Equity	**$206,972.65**
TOTAL LIABILITIES AND EQUITY	**$221,539.82**

Joplin Sports Authority, Inc.

PROFIT AND LOSS

September 2020

	TOTAL
Income	
Non-operating Revenues	
Interest	12.08
Lodging Tax Allocation	34,064.65
Total Non-operating Revenues	**34,076.73**
Operating Revenues	
Sponsor Donations	5,000.00
Total Operating Revenues	**5,000.00**
Total Income	**$39,076.73**
GROSS PROFIT	**$39,076.73**
Expenses	
Event Expenses	
Facility Lease/Rental	29,350.00
JSA Sponsorships	100.00
Total Event Expenses	**29,450.00**
Operations	
Accounting Fees	50.00
Health Insurance	0.00
Printing and Copying	97.74
Rent	471.00
Repairs & Maintenance	46.63
Supplies	
Telephone	
Cell Phone Stipend	90.00
Total Telephone	**90.00**
Utilities	834.23
Total Operations	**1,589.60**
Payroll Expenses	
401K	980.78
Administration Fees/Payroll	1,285.97
Full-Time	10,629.60
Part-Time	2,895.75
Payroll Taxes	1,040.64
Total Payroll Expenses	**16,832.74**
Total Expenses	**$47,872.34**
NET OPERATING INCOME	**$ -8,795.61**
NET INCOME	**$ -8,795.61**