JOPLIN
SPORTS AUTHORITY

Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m. at the Holiday Inn, 3402 Arizona Avenue, Joplin, Missouri, 64804, September 12, 2018.

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

**Agenda Items**
**Review of previous meeting minutes**
Roger Doman made a motion to approve the August 8, 2018 board minutes as presented, seconded by Mark Turpen, motion carried on a 13-0 vote.
**Treasurers Report for August 2018 (Presented by Steve Taylor)**
A motion was made by Roger Doman to accept the August 2018 Treasurers Report, seconded by Forrest Reed, motion carried on a 13-0 vote.

**Event Discussion**
**National**
**Premier Baseball 13-under/Junior Championship, June-July** — JSA Director Craig Hull said the final room report for the 13-under Championship is 464 room nights produced, a number provided to JSA by Premier Baseball, not Concorde Travel. The Junior Championship preliminary number is 2,097 room nights, a number provided by Premier Baseball and not Concorde Travel.
**II. AABC Regionals/14-under World Series, June-July** — Mr. Hull said the final number of rooms generated by the AABC Connie Mack Regional Qualifier and the AABC Mickey Mantle World Series Qualifier produced 71 room nights. The AABC 14-under Sandy Koufax World Series produced 218 room nights, all room reports were provided by Mike Greninger.
**III. ACCA Soccer and Volleyball Championships, November 9-11, 2018** — Mr. Hull said he spoke with Chris Lahm at Ozark Christian College and some schools have dropped ACCA membership while new schools have joined. Mr. Lahm said the fall championships could be similar to last year (seven volleyball, three soccer) participating, but the deadline is October 1. Mr. Lahm said the basketball tournament could be smaller in March.
**IV. NCAA Division II Cross Country Regional, November 17, 2018** — Jared Bruggeman said MSSU staff has been conducting meetings monthly with NCAA staff to review plans and logistics of the event. Those conference calls will increase to once a week the month leading up to the event. Mr. Bruggeman said JSA would handle hospitality for the coaches meeting on Friday, November 16.
**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.
**MCSAA Fall Championships, October 25-27, 2018** — Mr. Hull he spoke with Dave Schiefer, executive director of the MCSAA and his early forecast calls for 26 volleyball teams, 4 or 5 8-v-8 soccer teams and 12 to 14 11-v-11 soccer teams. There will also be six girls cross-country teams and eight boys cross-country teams running Friday morning.

**Local**

**I. Joplin High School Christina Freeman-Paige Neal Softball Tournament, August 31-Sep. 1, 2018** —JHS Athletic Director Matt Hiatt Hull said the event went great and he has already sent contracts for 2019-2020 for renewal. He said in talking to the teams, all would like to return next year. Mr. Hull said 58 room nights were created by the event.

**III. MS Bike Ride, September 8-9, 2018** — Mr. Hull said this event was canceled due to rain.

**IV. MSSU Southern Stampede, September 15, 2018** — Jared Bruggeman said there will be anywhere between 2,500 to 3,000 runners participating, quite possibly the largest the Stampede has hosted. JSA staff and volunteers will provide post race hospitality for all the event workers.

**Old Business**

**A) JSA Staff Update/JSA Employee Handbook** — Board chairman Phil Metz said this item would be discussed in closed session.

**B) JSA Facility Committee** — Mr. Hull said the committee has not met and there is no report at this time.

**C) FY2019 Budget** — Mr. Metz asked the board to review and discuss. After a short discussion, the board agreed to continue to review the budget for approval at the October meeting.

**New Business**

**A) FY2018 Audit Contract** — Steve Taylor presented a contract received by Ben Miller, CPA to conduct the FY2018 Audit. Mr. Taylor said the contract is for $6,400, which is a small increase from the FY17 Audit. Mr. Taylor said this needs board approval. A motion was made by Wendi Douglas to approve from the audit contract for FY18 with Ben Miller, CPA, seconded by the James Weber, motioned carried on a 13-0 vote.

**Any Other Business**

Joplin CVB Director Patrick Tuttle updated the JSA Board on the National Sporting Clay Association 2020 U.S. Open Bid Proposal. Mr. Tuttle said Ramsey Media has shot videos and photo and is currently working on short video presentation and a printed bid proposal. A meeting will be held on Wednesday, Sept. 19 at Claythorne to review the latest information. Mr. Tuttle said he plans to attend the 2018 NSCA National Championship in San Antonio where the NSCA Board of Directors will vote on the host for the 2020 U.S. Open. The two bidding entities are Claythorne Lodge and Coyote Springs Sporting Clays in Tucson, Arizona. Mr. Tuttle shared with the JSA Board several upcoming events including the Joplin Arts Fest Sept. 15-16, the Four States Open Disc Golf Tournament Sept. 28-30, the Mother Road Marathon Sept. 30 and the Guilty by Association Truck Show Sept. 27-29.

Mr. Hull said JSA had submitted bid proposals to the Missouri High School Athletic Association (MSHSAA) for 2020-2021 through 2024-205 State Baseball Championships and in partnership with Twin Hills Golf and Country Club State Golf Championships.

Presently, JSA staff is working on a bid proposal for NAIA Men's Volleyball National Championships and staff has decided to not bid on the USA Wrestling Junior National Duals for 2019.

**Closed Session**

Roger Doman made a motion to go into closed session, seconded by Jared Bruggeman, motion carried on a 13-0 vote at 3:40 p.m.

Next board meeting will be held at Homewood Suites, Joplin, Missouri 64804 on October 10, 2018 at 2:30 p.m.

**Adjournment**

A motion to adjourn the closed session was made by Roger Doman, seconded by Christopher Beyer, motion carried on a 13-0 vote. A motion to adjourn the JSA Board Meeting was made by Melissa Rodgers, seconded by Roger Doman, motion carried on a 13-0 vote. Meeting adjourned at 4:25 p.m.

Craig Hull
Director

Phil Metz
Board Chairman

# Joplin Sports Authority, Inc.

## PROFIT AND LOSS

September 2018

| | TOTAL |
|---|---|
| Income | |
| Lodging Tax Allocation | 33,085.95 |
| Sponsor Donations | 5,000.00 |
| **Total Income** | **$38,085.95** |
| GROSS PROFIT | **$38,085.95** |
| Expenses | |
| Convention & Tradeshows | 1,226.73 |
| Event Expenses | |
| Event Labor and Supplies | 72.00 |
| Food & Beverage | 321.29 |
| **Total Event Expenses** | **393.29** |
| Operations | |
| Health Insurance | 1,241.81 |
| Local Sales Meeting | 111.32 |
| Office Supplies | 74.74 |
| Postage, Mailing Service | 31.92 |
| Printing and Copying | 77.30 |
| Telephone | |
| Cell Phone Stipend | 90.00 |
| **Total Telephone** | **90.00** |
| Travel and Entertainment | |
| Fuel Reimbursement | 280.00 |
| **Total Travel and Entertainment** | **280.00** |
| Utilities | 959.73 |
| Website Maintenance | 15.99 |
| **Total Operations** | **2,882.81** |
| Payroll Expenses | |
| 401K | 418.47 |
| Administration Fees/Payroll | 791.32 |
| Full-Time | 9,581.52 |
| Part-Time | 1,747.50 |
| Payroll Taxes | 873.55 |
| **Total Payroll Expenses** | **13,412.36** |
| Supplies | 60.44 |
| **Total Expenses** | **$17,975.63** |
| NET OPERATING INCOME | **$20,110.32** |
| NET INCOME | **$20,110.32** |

# Joplin Sports Authority, Inc.

## PROFIT AND LOSS

November 2017 - September 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 | 385,165.30 |
| Sponsor Donations | 18,549.00 |
| **Total Income** | **$499,966.31** |
| GROSS PROFIT | **$499,966.31** |
| Expenses | |
| Auto and Gator Insurance | 702.00 |
| Bank Service Charges | 124.37 |
| Convention & Tradeshows | 6,033.89 |
| Equipment | 5,455.26 |
| Event Expenses | |
| Concessions | 564.26 |
| Event Labor and Supplies | 38,451.08 |
| Facility Lease/Rental | 125,668.92 |
| Food & Beverage | 25,332.45 |
| Hosting Fee | 3,304.32 |
| JSA Sponsorships | 9,450.00 |
| Officiating | 57,654.00 |
| Travel | 98.50 |
| **Total Event Expenses** | **260,523.53** |
| Fees and Permits | 500.00 |
| Operations | |
| Accounting Fees | 6,350.00 |
| Dues & Memberships | 6,728.33 |
| Health Insurance | 15,916.44 |
| 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 | 1,320.17 |
| Office Supplies | 3,361.84 |
| Other Recognition Services | 4,275.34 |
| Postage, Mailing Service | 640.41 |
| Printing and Copying | 8,835.38 |
| Promotional Materials | 11,238.81 |
| Rent | 4,239.00 |

| | TOTAL |
|---|---|
| Repairs & Maintenance | 3,250.78 |
| Telephone | |
| Cell Phone Stipend | 630.00 |
| **Total Telephone** | **630.00** |
| Travel and Entertainment | |
| Fuel Reimbursement | 3,775.05 |
| Mileage | 1,659.51 |
| Travel | 1,410.15 |
| **Total Travel and Entertainment** | **6,844.71** |
| Utilities | 11,789.78 |
| Website Maintenance | 551.31 |
| **Total Operations** | **95,392.30** |
| Payroll Expenses | |
| 401K | 6,210.49 |
| Administration Fees/Payroll | 10,339.90 |
| Full-Time | 94,848.89 |
| Overtime Wages | 8,548.50 |
| Part-Time | 41,796.38 |
| Payroll Taxes | 11,108.71 |
| **Total Payroll Expenses** | **172,852.87** |
| Publications and Scripts | 207.41 |
| Supplies | 5,757.43 |
| **Total Expenses** | **$547,549.06** |
| NET OPERATING INCOME | **$ -47,582.75** |
| NET INCOME | **$ -47,582.75** |

# Joplin Sports Authority, Inc.

## BALANCE SHEET

As of October 10, 2018

| | TOTAL |
|---|---|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| Checking - US Bank | 30,685.64 |
| Credit Card Account | 11,760.56 |
| SMB Checking | 18,252.12 |
| **Total Bank Accounts** | **$60,698.32** |
| Accounts Receivable | |
| Accounts Receivable | 3,000.00 |
| **Total Accounts Receivable** | **$3,000.00** |
| 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** | **$98,188.62** |
| Fixed Assets | |
| Accumulated Depreciation | -34,905.00 |
| Furniture and Equipment | 107,149.46 |
| **Total Fixed Assets** | **$72,244.46** |
| **TOTAL ASSETS** | **$170,433.08** |
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| Accounts Payable | 1,929.08 |
| **Total Accounts Payable** | **$1,929.08** |
| Other Current Liabilities | |
| Accrued Sick Leave | 813.68 |
| Accrued Vacation | 2,086.08 |
| GENERAL CLEARING ACCOUNT | -750.00 |
| Payroll Liabilities | 4,204.24 |
| 401K Match | 7.57 |
| **Total Payroll Liabilities** | **4,211.81** |
| **Total Other Current Liabilities** | **$6,361.57** |
| **Total Current Liabilities** | **$8,290.65** |
| **Total Liabilities** | **$8,290.65** |
| Equity | |
| Unrestricted Net Assets | 219,369.70 |
| Net Income | -57,227.27 |
| **Total Equity** | **$162,142.43** |

| | TOTAL |
|---|---|
| **TOTAL LIABILITIES AND EQUITY** | **$170,433.08** |