JOPLIN
SPORTS AUTHORITY

Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m. at Joplin City Hall, 5th Floor Study, 602 South Main, Joplin, Missouri, 64801 on September14, 2016.

**CALL TO ORDER**
President Dean Dankelson called the meeting to order at 2:36 p.m.
**Present:** Dean Dankelson, Phil Metz, Jennifer Lallemand, Jim Frazier, Gary Nodler, Mark Turpen, Tabitha Vaughn, Shawn Klosterman, Patrick Tuttle, Heather Arnold, Taylor Brown, Jared Bruggeman, Paul Bloomberg, Wendi Douglas, Cathy Welsh, Jeff Starkweather.
**Absent:** Travis Spencer.
**Staff & Guests:** Steve Taylor, Brittnie Harter, Mike Doty, Christopher Beyer and Bridget Carlton.

**Agenda Items**
**Review of previous meeting minutes**
Phil Metz made a motion to approve the July 13, 2016 board minutes as presented, seconded by Wendi Douglas. Motion carried on a 14-0 vote.
**Treasurers Report for July, August 2016 (Presented by Steve Taylor)**
A motion was made by Phil Metz to accept the July 2016 Treasurers Report, seconded by Wendi Douglas, motion carried on a 14-0 vote. Gary Nodler made a motion to approve the August Treasurers Report, Heather Arnold seconded, the motion carried on a 14-0 vote.
Patrick Tuttle made a recommendation to include the economic impact of as part of the individual event reports vs. the event showing a loss.
**Outstanding Invoices (Presented by Steve Taylor)**
A motion was made by Phil Metz to pay all bills, seconded by Jeff Starkweather, motion carried by an 14-0 vote.

**Event Discussion**
**National**
**I. Premier Baseball, July 19-24** — Mr. Hull said the 2016 event went well with little to no challenges. A final room report shared by Premier Baseball to the JSA reported 2,392 room nights generated by the event, including 1,435 in Joplin and 957 outside of Joplin. Mr. Hull has spoke with Premier Baseball executive director Don Patty and Premier plans to return in 2017 during the same time frame.
**II. ACCA National Volleyball and Soccer Championships, November 3-5, 2016** — Mr. Hull said this event will be held at the Ozark Christian College (volleyball) and the Joplin Athletic Complex (soccer). Number of teams participating is still to be determined.
**State**
**I. USATF Missouri Valley National Qualifying Track and Field, July 7-10, 2016** — Mr. Hull said the final report on this event indicated 321 room nights were generated from this event, JSA has a received an RFP for the 2017 USATF event.
**II. MCSAA Soccer and Volleyball Championships, October 20-22, 2016** — Mr. Hull said 20 volleyball and 12 soccer teams will be participating. Volleyball will be played at Memorial Hall and Ozark Christian College and soccer will be played at the Joplin Athletic Complex. Mr. Hull is working on the logistics of adding a cross-country race as part of the championships.
**Local**

**I. USSSA Baseball/Softball, April-July** — Mr. Hull said 2016 was the completion of five years of conducting business with USSSA and through 16 weekends of events, the tournaments combined to produce over 1,300 room nights. USSSA officials visited Joplin in August and discussions are underway to complete the 2017 schedule of tournaments.
**II. 3-V-3 Live Soccer Tournament, August 13, 2016** — Mr. Hull said 30 teams participated in this event and no room nights have been reported at this time.
**III. Joplin High School Christina Freeman-Paige Neal Softball Tournament, August 26-27, 2016** — Jeff Starkweather said the event went great, had a few raindrops on Friday, but got through it just fine and appreciated the hard work and support received from JSA staff, Charlie and Brittnie. Mr. Starkweather said 12 teams participated, eight local/regional teams, four from outside of the area. Mr. Hull said the event 75 generated room nights.
**IV. MS Bike Ride, September 9-11, 2016** — Mr. Hull said the event featured over 500 riders and had a few logistical problems. Mr. Hull said preliminary discussions are taking place to return the overnight location to the Joplin Athletic Complex. Mr. Hull asked if Mr. Tuttle would assist next year with spreading the word about the event to bike community and with live music options.
**V. MSSU Southern Stampede Cross Country, September 17, 2016** — Jared Bruggeman said the event had 2,500 runners competing at the high school and college level. There were a total of eight races. JSA staff provided post event lunch to MSSU student athletes and event workers.
**Old Business**

None.

**New Business**
**JSA FY2017 Budget**
Board Chairman Dean Dankelson presented to the board the proposed budget for FY2017. Board members were provided a copy of the proposed budget in their board packet with the opportunity to review for possible questions. Mr. Hull said it has been policy to provide the board with a copy of a proposed budget at the August meeting to review, then use September to either review or approve the budget as long as it is approved by the October meeting.
Follow a short discussion reviewing changes to the budget, Gary Nodler made a motion to approve the budget as presented, Phil Metz seconded the motion and the motion passed on a 14-0 vote.

**ConnectSports Marketplace**
Mr. Hull provided a brief follow up report on the ConnectSports Marketplace held August 24-28 in Grapevine, Texas. Mr. Hull said he attended the USA Olympic Sportslink on Wednesday and Thursday, Thursday night the event transitions into ConnectSports with sessions and appointments on Friday and Saturday. Mr. Hull received 32 appointments, 30 of those were met. This event was a partnership with 13 DMO's across Missouri as part of Show-Me Missouri Sports.

**Bid Proposals**
Mr. Hull said JSA staff compiled formal bids for several new pieces of equipment necessary for JSA to conduct business. Among the bid proposals:
A) New phone system — Mr. Hull said the current phones were purchased prior to the arrival of every current staff member and were not sure how old the system was. One phone recently quit operating and staff recommended bids for new phone system. Three proposals were submitted, a motion was made by Phil Metz authorizing JSA staff to negotiate with a local vendor at no more than $4,000 expense, Heather Arnold seconded and the motion carried by a 14-0 vote.
B) Office refrigeration and freezer unit — Mr. Hull said due to the large volume of food and drinks utilized at JSA events, staff recommended purchasing a new refrigerator/freezer unit with more space to handle the need. Three

proposal were submitted, a motion was made by Gary Nodler to award the purchase to Joe Harding capped at $5,354, Jennifer Lallemand seconded, the motion carried on a 14-0 vote.
C) Sport Utility Vehicle — Mr. Hull said JSA staff recommended seeking a sport utility vehicle (i.e., Gator, Mule, golf cart, etc.) type vehicle to be used at the Joplin Athletic Complex and other host venues for event support. JSA staff is not allowed to use City of Joplin Parks and Recreation vehicles per city policy. The vehicle would be used to transport equipment and supplies as necessary for events. Three proposals were submitted, a motion was made by Gary Nodler to award the purchase to Legacy Farm and Home in Joplin for the purchase of a John Deere Gator, seconded by Mark Turpen, the motion carried on a 14-0 vote.
Phil Metz said he appreciated JSA staff for seeking proper competitive bid proposals and submitting the information to the board in a timely manner for consideration.

**Mid-America Baseball**
Dean Dankelson said Mid-America Baseball, an organization who has hosted tournaments in Joplin for the past several years, is seeking the support from JSA for 2017. A formal proposal was not submitted outlining the request, but an email from Mike Greninger, director of sales at the LaQuinta Inn and Suites, and a representative of Mid-America baseball asking to consider a $75 per team contribution to the tournament organization to help offset the costs of tournament expenses.
It was recommended by the board to table the discussion until the October meeting and requested that Randy Merriman from Mid-America Baseball be present at the October meeting to discuss.

**Any Other Business**

Next board meeting will be held at Joplin City Hall Council Fifth Floor City Council Informal Room, on October 12th, 2016 at 2:30 pm.

**Adjournment**
A motion to adjourn was made by Phil Metz, seconded by Gary Nodler, motion carried on a 14-0 vote. Meeting adjourned at 3:54 p.m.

Craig Hull
Director

Dean Dankleson
Board Chairman

# Joplin Sports Authority, Inc.
## Profit & Loss
### September 2016

| | | Sep 16 |
|---|---|---|
| Ordinary Income/Expense | | |
| Income | | |
| Lodging Tax Allocation | | 37,746.03 |
| Sponsor Donations | | 5,875.00 |
| Total Income | | 43,621.03 |
| Expense | | |
| Convention & Tradeshows | | 1,017.86 |
| Event Expenses | | |
| Event Labor and Supplies | 453.00 | |
| Facility Lease/Rental | 10,150.24 | |
| Food & Beverage | 591.79 | |
| Total Event Expenses | | 11,195.03 |
| Operations | | |
| Dues & Memberships | 374.00 | |
| Health Insurance | 1,502.50 | |
| Local Sales Meeting | 342.92 | |
| Office Supplies | 226.62 | |
| Other Recognition Services | 1,963.82 | |
| Postage, Mailing Service | 65.36 | |
| Printing and Copying | 221.72 | |
| Promotional Materials | 747.00 | |
| Repairs & Maintenance | 75.00 | |
| Storage Rent | 75.00 | |
| Telephone | | |
| Cell Phone Stipend | 60.00 | |
| Total Telephone | | 60.00 |
| Travel and Entertainment | | |
| Fuel Reimbursement | 138.97 | |
| Mileage | 81.00 | |
| Total Travel and Entertainment | | 219.97 |
| Utilities | 1,052.46 | |
| Website Maintenance | 15.99 | |
| Total Operations | | 6,942.36 |
| Payroll Expenses | | |
| 401K | 402.94 | |
| Administration Fees/Payroll | 810.21 | |
| Full-Time | 9,269.30 | |
| Part-Time | 2,362.75 | |
| Payroll Taxes | 894.43 | |
| Total Payroll Expenses | | 13,739.63 |

# Joplin Sports Authority, Inc.
## Profit & Loss
### September 2016

| | Sep 16 |
|---|---|
| Supplies | 2,459.59 |
| Total Expense | 35,354.47 |
| Net Ordinary Income | 8,266.56 |
| **Net Income** | **8,266.56** |

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

| | Nov '15 - Sep 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** | | 374,799.68 |
| **Reimb. for Expenses** | | 1,717.61 |
| **Sponsor Donations** | | 34,160.00 |
| **Total Income** | | 473,015.89 |
| **Expense** | | |
| **Auto Insurance** | | 500.00 |
| **Bank Service Charges** | | 186.12 |
| **Convention & Tradeshows** | | 6,808.50 |
| **Event Expenses** | | |
| **Concessions** | 697.79 | |
| **Event Labor and Supplies** | 21,119.55 | |
| **Facility Lease/Rental** | 105,032.69 | |
| **Food & Beverage** | 17,291.91 | |
| **JSA Sponsorships** | 5,150.00 | |
| **Officiating** | 39,560.00 | |
| **Printing** | 6,408.96 | |
| **Travel** | 87.39 | |
| **Total Event Expenses** | | 195,348.29 |
| **Operations** | | |
| **Accounting Fees** | 6,125.00 | |
| **Dues & Memberships** | 4,334.00 | |
| **Health Insurance** | 11,607.79 | |
| **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** | 1,557.64 | |
| **Office Supplies** | 1,600.98 | |
| **Other Recognition Services** | 6,448.39 | |
| **Postage, Mailing Service** | 421.05 | |
| **Printing and Copying** | 2,764.41 | |
| **Promotional Materials** | 2,084.78 | |
| **Repairs & Maintenance** | 1,251.87 | |

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

| | Nov '15 - Sep 16 |
|---|---|
| Storage Rent | 900.00 |
| Telephone | |
| Cell Phone Stipend | 690.00 |
| Total Telephone | 690.00 |
| Travel and Entertainment | |
| Fuel Reimbursement | 231.47 |
| Mileage | 2,963.24 |
| Travel | 3,307.96 |
| Total Travel and Entertainment | 6,502.67 |
| Utilities | 9,945.58 |
| Website Maintenance | 6,363.87 |
| Total Operations | 71,695.03 |
| Payroll Expenses | |
| 401K | 3,933.68 |
| Administration Fees/Payroll | 7,668.31 |
| Full-Time | 82,459.00 |
| Part-Time | 32,161.25 |
| Payroll Taxes | 8,436.53 |
| Total Payroll Expenses | 134,658.77 |
| Publications and Scripts | 385.98 |
| Supplies | 9,926.96 |
| Total Expense | 419,509.65 |
| Net Ordinary Income | 53,506.24 |
| Net Income | **53,506.24** |

# Joplin Sports Authority, Inc.
## Balance Sheet
### As of September 30, 2016

| | | Sep 30, 16 |
|---|---|---|
| **ASSETS** | | |
| **Current Assets** | | |
| **Checking/Savings** | | |
| **Checking - US Bank** | | 87,978.74 |
| **Credit Card Account** | | 12,699.19 |
| **SMB Checking** | | 49,696.79 |
| **Total Checking/Savings** | | 150,374.72 |
| **Accounts Receivable** | | |
| **Accounts Receivable** | | -5,623.60 |
| **Total Accounts Receivable** | | -5,623.60 |
| **Other Current Assets** | | |
| **Petty Cash** | | 150.00 |
| **Prepaid Insurance** | | 1,205.67 |
| **Total Other Current Assets** | | 1,355.67 |
| **Total Current Assets** | | 146,106.79 |
| **Fixed Assets** | | |
| **Accumulated Depreciation** | | -11,522.18 |
| **Furniture and Equipment** | | 22,265.21 |
| **Total Fixed Assets** | | 10,743.03 |
| **TOTAL ASSETS** | | **156,849.82** |
| **LIABILITIES & EQUITY** | | |
| **Liabilities** | | |
| **Current Liabilities** | | |
| **Other Current Liabilities** | | |
| **Accrued Sick Leave** | | 5,054.55 |
| **Accrued Vacation** | | 6,656.71 |
| **GENERAL CLEARING ACCOUNT** | | 175.00 |
| **Payroll Liabilities** | | |
| **401K Match** | 7.57 | |
| **Payroll Liabilities - Other** | 2,662.36 | |
| **Total Payroll Liabilities** | | 2,669.93 |
| **Total Other Current Liabilities** | | 14,556.19 |
| **Total Current Liabilities** | | 14,556.19 |
| **Total Liabilities** | | 14,556.19 |

# Joplin Sports Authority, Inc.
## Balance Sheet
### As of September 30, 2016

| | Sep 30, 16 |
|---|---|
| **Equity** | |
| Opening Balance Equity | 981.00 |
| Unrestricted Net Assets | 87,806.39 |
| Net Income | 53,506.24 |
| **Total Equity** | 142,293.63 |
| **TOTAL LIABILITIES & EQUITY** | **156,849.82** |