JOPLIN
SPORTS AUTHORITY

Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m. at the Homewood Suites, 2642 E 32nd Street, Joplin, Missouri, 64804, October 10, 2018.

CALL TO ORDER

President Phil Metz called the meeting to order at 2:35 p.m.

Present: Phil Metz, Christopher Beyer, Roger Doman, Taylor Brown, Wendi Douglas, Matt Hiatt, Forrest Reed, Paul Bloomberg, Mark Turpen, James Weber.

Absent: Cathy Welsh, Jim Frazier, Shawn Klosterman, Melissa Rodgers, Patrick Tuttle, Jared Bruggeman.

Staff & Guests: Steve Taylor, Brittnie Harter, Shaun Buck, James Kinder, Renea Bobb, Ashley Neal.

Phil Metz said with Ashley Neal from Employer Advantage present at the beginning of the meeting, he asked the board if they would like to go into closed session now or make her wait until later. Christopher Beyer made a motion to go into closed session, motion was seconded by Matt Hiatt, closed session began at 2:36 p.m. The board came out of closed session at 3:14 p.m.

Agenda Items

Review of previous meeting minutes

Roger Doman made a motion to approve the September 12, 2018 board minutes as presented, seconded by Wendi Douglas, motion carried on an 8-0 vote.

Treasurers Report for September 2018 (Presented by Steve Taylor)

A motion was made by Wendi Douglas to accept the September 2018 Treasurers Report, seconded by Christopher Beyer, motion carried on an 8-0 vote.

Event Discussion

National

I. Premier Baseball 13-under/Junior Championship, June-July — JSA Director Craig Hull presented two memorandums of understanding to the JSA Board from Premier Baseball and its Junior Championship for 2019 and its 13-under Championship for 2019 and two from North America Sports Foundation for the AABC 16-under World Series Qualifier and 18-under Regional Qualifier and AABC 14-under Sandy Koufax World Series. Christopher Beyer said if he understood correctly, 2019 has the potential to be a down year on the sports side of business and he said here is customer wanting to sign an agreement, he encouraged the board to approve the agreements. Wendi Douglas made a motion to approve JSA signing the agreements with the language in all four agreements the same paying $110 per game for umpires, motion was seconded by Christopher Beyer, motion carried on an 8-0 vote.

II. ACCA Soccer and Volleyball Championships, November 9-11, 2018 — Mr. Hull said some of the members of ACCA have dropped and some new schools have joined in. He said he spoke with Chris Lahm at Ozark Christian College and he expects six volleyball teams and perhaps three soccer teams participating in the fall championships.

III. NCAA Division II Cross Country Regional, November 17, 2018 — Mr. Hull said JSA would provide hospitality at the coaches meeting on Friday, November 16 at 4:30 p.m.

State

I. NJCAA Baseball showcase, September 27-29, 2018 — Mr. Hull said 17 teams participated and over 70 NCAA Division I, Division II and NAIA coaches were present scouting talent on hand. Mr. Hull said he had received positive feedback from the participating teams and the only problem was a sunflower seed issue at Wendell Redden Stadium.

II. MCSAA Fall Championships, October 25-27, 2018 — Mr. Hull said a total of 27 volleyball teams, 4 8-v-8 soccer teams, 14 11-v-11 soccer teams and 55 runners were entered into the cross-country race.

Soccer and cross-country will take place at the Joplin Athletic Complex; volleyball is scheduled to play at Missouri Southern's Robert Ellis Young Gymnasium and Memorial Hall Thursday and Friday, Joplin North and South Middle Schools on Saturday.

Local

No local events to discuss.

Old Business

A) JSA Staff Update/JSA Employee Handbook — Phil Metz said the changes to the vacation/sick leave policy have been made.

B) JSA Facility Committee — No report at this time

C) FY2019 Budget — Wendi Douglas made a motion to approve the FY2019 budget as presented to the JSA Board based on $390,000, Roger Doman seconded and the motion carried on an 8-0 vote.

New Business

No new business.

Any Other Business

Next board meeting will be held at LaQuinta Inn and Suites, 3320 South Range Line Road, Joplin, Missouri 64804 on November 14, 2018 at 2:30 p.m.

Adjournment

A motion to adjourn was made by Roger Doman, seconded by Wendi Douglas, motion carried on an 8-0 vote. Meeting adjourned at 3:45 p.m.

Craig Hull
Director

Phil Metz
Board Chairman

Joplin Sports Authority, Inc.

PROFIT AND LOSS

October 2018

	TOTAL
Income	
Event Income	6,000.00
Entry Fees	1,140.00
Merchandising Commissions	111.00
Program Sales	4,590.14
Ticket Income	**11,841.14**
Total Event Income	42,445.89
Lodging Tax Allocation	3,500.00
Sponsor Donations	**$57,787.03**
Total Income	**$57,787.03**
GROSS PROFIT	
Expenses	
Event Expenses	348.00
Event Labor and Supplies	7,655.00
Facility Lease/Rental	627.14
Food & Beverage	8,735.00
Officiating	**17,365.14**
Total Event Expenses	
Operations	30.00
Accounting Fees	33.56
Office Supplies	81.64
Printing and Copying	3,297.00
Rent	
Telephone	90.00
Cell Phone Stipend	**90.00**
Total Telephone	
Travel and Entertainment	58.00
Fuel Reimbursement	133.53
Mileage	**191.53**
Total Travel and Entertainment	1,347.34
Utilities	**5,071.07**
Total Operations	
Payroll Expenses	416.59
401K	768.01
Administration Fees/Payroll	8,981.52
Full-Time	2,010.00
Part-Time	847.65
Payroll Taxes	**13,023.77**
Total Payroll Expenses	692.90
Supplies	**$36,152.88**
Total Expenses	**$21,634.15**
NET OPERATING INCOME	

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2017 - October 2018

	TOTAL
Income	
Event Income	
Concession Income	1,277.25
Entry Fees	21,942.19
Merchandising Commissions	3,370.00
Program Sales	2,286.00
Ticket Income	79,217.71
Total Event Income	**108,093.15**
Lodging Tax Allocation	427,611.19
Sponsor Donations	22,049.00
Total Income	**$557,753.34**
GROSS PROFIT	**$557,753.34**
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	38,799.08
Facility Lease/Rental	133,323.92
Food & Beverage	25,959.59
Hosting Fee	3,304.32
JSA Sponsorships	9,450.00
Officiating	66,044.00
Total Event Expenses	**277,445.17**
Fees and Permits	500.00
Operations	
Accounting Fees	6,660.00
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	3,395.40
Other Recognition Services	4,275.34
Postage, Mailing Service	640.41
Printing and Copying	8,835.36
Promotional Materials	11,238.81
Rent	7,536.00
Repairs & Maintenance	3,250.78

	TOTAL
Telephone	
Cell Phone Stipend	720.00
Total Telephone	**720.00**
Travel and Entertainment	
Fuel Reimbursement	3,633.05
Mileage	1,891.54
Travel	1,410.15
Total Travel and Entertainment	**7,134.74**
Utilities	13,137.12
Website Maintenance	551.31
Total Operations	**100,760.23**
Payroll Expenses	
401K	6,627.08
Administration Fees/Payroll	11,107.90
Full-Time	103,830.41
Overtime Wages	8,548.50
Part-Time	43,806.38
Payroll Taxes	11,956.36
Total Payroll Expenses	**185,876.63**
Publications and Scripts	207.41
Supplies	6,460.33
Total Expenses	**$583,555.29**
NET OPERATING INCOME	**$ -25,801.95**
NET INCOME	**$ -25,801.95**

Joplin Sports Authority, Inc.

BALANCE SHEET

As of October 31, 2018

ASSETS	TOTAL
Current Assets	
Bank Accounts	
Checking - US Bank	
Credit Card Account	64,679.18
SMB Checking	11,817.70
Total Bank Accounts	19,892.12
Other Current Assets	**$96,389.00**
Contributions Receivable	
Petty Cash	32,891.05
Prepaid Insurance	150.00
Total Other Current Assets	1,449.25
Total Current Assets	**$34,490.30**
Fixed Assets	**$130,879.30**
Accumulated Depreciation	
Furniture and Equipment	-34,905.00
Total Fixed Assets	107,149.46
TOTAL ASSETS	**$72,244.46**
LIABILITIES AND EQUITY	**$203,123.76**
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	
Total Accounts Payable	2,871.08
Other Current Liabilities	**$2,871.08**
Accrued Sick Leave	
Accrued Vacation	813.68
Payroll Liabilities	2,086.08
401K Match	4,204.24
Total Payroll Liabilities	7.57
Total Other Current Liabilities	**4,211.81**
Total Current Liabilities	**$7,111.57**
Total Liabilities	**$9,982.65**
Equity	**$9,982.65**
Unrestricted Net Assets	
Net Income	219,369.70
Total Equity	-26,228.59
TOTAL LIABILITIES AND EQUITY	**$193,141.11**
	$203,123.76