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 October 12, 2016.

CALL TO ORDER
President Dean Dankelson called the meeting to order at 2:33 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: Jim Frazier, Tabitha Vaughn, Patrick Tuttle, Taylor Brown, Shawn Klosterman, Travis Spencer
Staff & Guests: Steve Taylor, Brittnie Harter, Mike Doty, Christopher Beyer and Mike Greninger.

Agenda Items
Review of previous meeting minutes
Heather Arnold made a motion to approve the September 14, 2016 board minutes as presented, seconded by Wendi Douglas. Motion carried on a 14-0 vote.
Treasurers Report for September 2016 (Presented by Steve Taylor)
A motion was made by Gary Nodler to accept the September 2016 Treasurers Report, seconded by Jennifer Lallemand, motion carried on a 14-0 vote.
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. ACCA National Volleyball and Soccer Championships, November 10-12, 2016 — Mr. Hull said the volleyball would take place at Ozark Christian College. Number of teams is still to be determined. Paul Bloomberg asked if the soccer portion would be played at the Joplin Athletic Complex and Mr. Hull said it would.
State
I. MCSAA Soccer, Volleyball and Cross Country Championships, October 20-22, 2016 — Mr. Hull said that the volleyball will take place at Ozark Christian College, Memorial Hall and Joplin South Middle School, the soccer at the Joplin Athletic Complex and the new event for 2016, cross country, will be held at the Joplin Athletic Complex on a course designed and laid out by JSA.
Presently, the event has 21 volleyball teams, 13 soccer teams and 29 runners for the cross-country. Coaches meeting and breakfast will take place Friday morning at Golden Corral. Jared Bruggeman extended an offer to host the cross-country race at the Tom Rutledge Course on the campus at MSSU. Mr. Hull appreciated the offer and said the initial idea was to set the course up on Schifferdecker Golf Course when a total of 48 runners were entered, with less than 30 now running, Mr. Hull it did not make financial sense to close a golf course in the morning for 29 runners. Mr. Bruggeman reminded the board the MSHSAA District Cross County Championships were scheduled for Saturday at MSSU.
Local
I. MS Bike Ride, September 9-11, 2016 — Mr. Hull said the event went well except for some minor lunch obstacles. The event was held at Joplin East and the MS Bike Committee has conducted two site visits at the Joplin Athletic Complex in discussion to host the event back at the complex in 2017. A total of 77 room nights were generated.

II. MSSU Southern Stampede Cross Country, September 17, 2016 — Mr. Bruggeman said the event featured over 2,500 runners over eight races including high school, college and university levels. He said he had totals on the room tracking, but he did not bring those with him.

Old Business

A) Mid-America Baseball Proposal — At the request of Mike Greninger, director of sales at the LaQuinta Inn and Suites who else also represents Mid-America Baseball, the item was tabled until November.

New Business

A) 2016 NAIA Cross Country Championship — Mr. Hull said he had received an email on Sept. 27 from Dustin Wilke from the NAIA National Office. The previous day, the NAIA Board of Presidents had voted to move its 2016 NAIA National Cross Country Championships out of Charlotte, North Carolina and the NAIA was gathering information for a short list of viable candidates for possible relocation.

Mr. Hull said he spoke with Mr. Wilke within 15 minutes of receiving the email Mr. Hull called and confirmed that not only would Joplin be interested, but was confident we could host the event in less than seven weeks preparation time.

Mr. Hull said he contacted Jared Bruggeman who approved of JSA leasing the Tom Rutledge Cross County Course for the event, Mr. Hull contacted Tom Rutledge and offered him the opportunity to serve as meet director. Within 48 hours, Mr. Rutledge had already contacted and secured the required meet officials to make the event happen.

However, on Oct. 4, Wilke had emailed JSA informing JSA it had narrowed its choices down to two, and Joplin was not one. Tom Rutledge had made calls to find out way Joplin was not selected. He was told through his sources it was because the event did not have a NAIA host institution despite JSA efforts to involve the Heart of America Athletic Conference and the Kansas Collegiate Athletic Conference to serve as partner entities, not to mention Evangel University in Springfield, College of the Ozarks in Branson, Southwestern College in Winfield of Mid-America Nazarene in Olathe.

Mr. Bruggeman said he placed a call to the athletic director at Avila University in Kansas City who spoke with his coaching staff and they indicated the reason Joplin was not considered as a finalist was because many of the teams had not had an opportunity to run the course.

Any Other Business

Following the discussion on the NAIA Cross Country Championships, Mr. Bruggeman shared with the board that MSSU had a submitted bid proposals for 21 NCAA championship and regional events.

Mr. Hull said the NCAA bid portal opened on June 6, JSA and MSSU Athletics had a meeting on June 7 to discuss events to bid upon. Mr. Hull said events are for the 2018-2019 academic year through 2021-2022 academic year, the intent to bid was due June 27, bids were due Aug. 12.

Mr. Bruggeman said selection committees will meet in September and October, recommendations would be made in November and announcements would be made in December.

Mr. Bruggeman said MSSU submitted proposals to host cross country national championships and regional championships for 2018, 2019, 2020 and 2021, men's golf regionals for 2018, 2019, 2020 and 2021, NCAA Division II College Baseball World Series for 2018, 2019, 2020 and 2021 to be held at Joe Becker Stadium, NCAA Division II Women's Basketball Elite Eight 2018, 2019, 2020 and 2021 and the NCAA Division II National Track and Field Outdoor Championships for 2020.

Mr. Bruggeman said in his conversation with the Avila University athletic director, he said MSSU would now be interested in bidding on the NAIA National Cross Country Championships, as it will allow them to increase the participation in the annual Southern Stampede.

Mr. Hull said in 2011 following JSA's participation in the TEAMS Conference, the NAIA had specifically asked Joplin to bid on its cross-country championships as it was interested in hosting the event close to its national headquarters in Kansas City. Mr. Hull said, at that time, MSSU was interested in the event.

Mr. Bruggeman reminded the board the MSHSAA District Cross Country Championships would be taking place at the Tom Rutledge Course on Saturday.

Next board meeting will be held at LaQuinta Inn and Suites, 3320 South Range Line Road, Joplin, Missouri 64804 on November 9th, 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 3:15 p.m.

Craig Hull
Director

Dean Dankleson
Board Chairman

Joplin Sports Authority, Inc.
Profit & Loss
October 2016

	Oct 16	
Ordinary Income/Expense		
Income		
Event Income		
Entry Fees	4,345.00	
Merchandising Commissions	925.00	
Program Sales	117.00	
Ticket Income	2,811.58	
Total Event Income		8,198.58
Lodging Tax Allocation		33,249.91
Sponsor Donations		1,000.00
Total Income		42,448.49
Expense		
Equipment		17,414.50
Event Expenses		
Event Labor and Supplies	1,863.66	
Facility Lease/Rental	1,380.00	
Food & Beverage	928.51	
JSA Sponsorships	300.00	
Officiating	5,410.00	
Total Event Expenses		9,882.17
Operations		
Business Registration Fees	20.00	
Health Insurance	1,122.78	
Local Sales Meeting	435.90	
Office Supplies	45.94	
Other Recognition Services	30.00	
Printing and Copying	149.19	
Repairs & Maintenance	75.00	
Storage Rent	75.00	
Telephone		
Cell Phone Stipend	60.00	
Total Telephone		60.00
Travel and Entertainment		
Fuel Reimbursement	340.24	
Mileage	180.74	
Travel	284.52	
Total Travel and Entertainment		805.50
Utilities		1,259.46
Total Operations		4,078.77

Joplin Sports Authority, Inc.
Profit & Loss
October 2016

	Oct 16
Payroll Expenses	
401K	329.08
Administration Fees/Payroll	645.74
Full-Time	7,415.44
Part-Time	1,911.00
Payroll Taxes	722.76
Total Payroll Expenses	11,024.02
Publications and Scripts	332.99
Supplies	2,301.97
Total Expense	45,034.42
Net Ordinary Income	-2,585.93
Net Income	**-2,585.93**

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

	Nov '15 - Oct 16	
Ordinary Income/Expense		
Income		
Event Income		
Concession Income	1,216.00	
Entry Fees	16,163.37	
Merchandising Commissions	3,150.00	
Program Sales	3,437.00	
Ticket Income	46,570.81	
Total Event Income		70,537.18
Lodging Tax Allocation		408,049.59
Reimb. for Expenses		1,892.61
Sponsor Donations		35,160.00
Total Income		515,639.38
Expense		
Auto Insurance		500.00
Bank Service Charges		186.12
Convention & Tradeshows		6,808.50
Equipment		17,414.50
Event Expenses		
Concessions	697.79	
Event Labor and Supplies	22,983.21	
Facility Lease/Rental	106,412.69	
Food & Beverage	18,220.42	
JSA Sponsorships	5,450.00	
Officiating	44,970.00	
Printing	6,408.96	
Travel	87.39	
Total Event Expenses		205,230.46
Operations		
Accounting Fees	6,125.00	
Business Registration Fees	20.00	
Dues & Memberships	4,334.00	
Health Insurance	12,730.57	
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	

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

	Nov '15 - Oct 16	
Local Sales Meeting		1,993.54
Office Supplies		1,646.92
Other Recognition Services		6,478.39
Postage, Mailing Service		421.05
Printing and Copying		2,913.60
Promotional Materials		2,084.78
Repairs & Maintenance		1,326.87
Storage Rent		975.00
Telephone		
Cell Phone Stipend	750.00	
Total Telephone		750.00
Travel and Entertainment		
Fuel Reimbursement	571.71	
Mileage	3,143.98	
Travel	3,592.48	
Total Travel and Entertainment		7,308.17
Utilities		11,205.04
Website Maintenance		6,363.87
Total Operations		75,773.80
Payroll Expenses		
401K		4,262.76
Administration Fees/Payroll		8,314.05
Full-Time		89,874.44
Part-Time		34,072.25
Payroll Taxes		9,159.29
Total Payroll Expenses		145,682.79
Publications and Scripts		718.97
Supplies		12,272.74
Total Expense		464,587.88
Net Ordinary Income		51,051.50
Net Income		**51,051.50**

Joplin Sports Authority, Inc.
Balance Sheet
As of October 31, 2016

	Oct 31, 16
ASSETS	
Current Assets	
Checking/Savings	
Checking - US Bank	102,494.18
Credit Card Account	12,819.77
SMB Checking	25,681.03
Total Checking/Savings	140,994.98
Accounts Receivable	
Accounts Receivable	1,126.40
Total Accounts Receivable	1,126.40
Other Current Assets	
Petty Cash	150.00
Prepaid Insurance	1,205.67
Total Other Current Assets	1,355.67
Total Current Assets	143,477.05
Fixed Assets	
Accumulated Depreciation	-11,522.18
Furniture and Equipment	22,265.21
Total Fixed Assets	10,743.03
TOTAL ASSETS	**154,220.08**
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Accrued Sick Leave	5,054.55
Accrued Vacation	6,656.71
Payroll Liabilities	
401K Match	7.57
Payroll Liabilities - Other	2,662.36
Total Payroll Liabilities	2,669.93
Total Other Current Liabilities	14,381.19
Total Current Liabilities	14,381.19
Total Liabilities	14,381.19

Joplin Sports Authority, Inc.
Balance Sheet
As of October 31, 2016

	Oct 31, 16
Equity	
Opening Balance Equity	981.00
Unrestricted Net Assets	87,806.39
Net Income	51,051.50
Total Equity	139,838.89
TOTAL LIABILITIES & EQUITY	**154,220.08**