JOPLIN
SPORTS AUTHORITY

Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2 p.m., Wednesday, October 14, 2020 at Twin Hills Golf and Country Club, 2012 South Country Club Drive, Joplin, Missouri, 64804.

CALL TO ORDER
President Roger Doman called the meeting to order at 2:01 p.m.
Present: Roger Doman, Forrest Reed, Christopher Beyer, James Weber, Chuck Copple, Melissa Rodgers, Paul Bloomberg, Patrick Tuttle, Jared Bruggeman, Jhan Hurn, Dan McCreary.
Absent: Jim Frazier, Matt Hiatt.
Called In: Patrick Scott.
Staff & Guests: Craig Hull, Steve Taylor, Brittnie Harter, Shaun Buck, Martha Pope, Cori Reid.

JSA Director said he wanted to thank Doug Adams, the golf professional at Twin Hills Golf and Country Club, for hosting the meeting and the partnership between JSA and Twin Hills that has allowed the opportunity to bid on and secure MSHSAA State Golf Championships now through 2025 including the 2020 MSHSAA Class 3 Girls State Golf Championships coming up next week and the NJCAA Men's Division II National Golf Championships which would have been held in May had it not been for the pandemic, but will now be held in May 2022. Mr. Adams said the JSA Board is welcome to have its meetings at Twin Hills whenever it liked.

Patrick Scott, HFI Advisors of Webb City, could not be in attendance due to travel reasons, therefore he called in at 2 p.m. to discuss item A) JSA 401K under new business.
Mr. Scott said since JSA is switching its payroll provider from Employer Advantage to Four States Payroll, which he said he understood was a cost-cutting measure, Mr. Scott handles the 401K plan for 80 various businesses through Employer Advantage. Mr. Scott said JSA staff contacted him to continue to administrate the plan through HFI Advisors since the 401K plan can no longer go through Employer Advantage since JSA is not using their payroll services.
Mr. Scott said he has discussed options with the staff and to set up a 401K plan can be very costly to set up an independent plan, he said you have to have a third party administrator (TPA) and a book keeper to draw up the documents and the process could cost between $3,000 and $5,000 depending on the complexity of the plan.
Mr. Scott said he was aware of the budgetary concerns, so he suggested a simple IRA plan as it is very cheap compared to 401K and the documents and record keeping are very simple and affordable to streamline with the IRS. Assuming the employee puts money in the simple plan, the company can match it 1 for 1, 2 for 2 or 3 for 3, but 3 is the maximum allowed on the simple plan. Mr. Scott said his fee to set up the simple plan was $250, he left information packets with the JSA staff to distribute to the board to review and ask questions. Mr. Scott said the packet included an employer sponsor plan guide, information for the employees, investment options and the simple IRA overall plan. Mr. Scott said the plan can invest in 61 different funds through American Funds, a strong fund company. Mr. Scott said a targeted dated funds are the most popular, how that works is if a person picks a target date of 2060, the investments are aggressive now, and then each year as you get closer to 2060, it reallocates, rebalances to a safer mix by 2060.
Jhan Hurn asked if being a 501c3 not-for-profit would impact JSA's ability to create a simple IRA plan and Mr. Scott said no it would not.
Chuck Copple asked if the three percent match was a recommendation or the most that can be done by the simple IRA. Mr. Scott said JSA is currently doing a 4 percent match which was approved by the board, but under the simple IRA, 3 is the most so there would be a reduction to the employees. Mr. Scott said with doing a simple, you don't have to do the reporting and you don't have to do 3 the first year, you can start off low, but my year three, 3 percent is what you have to do and the simple plan does not allow to do more than 4. To go above 4, you would have to do your own 401K which is cost prohibitive at this time.

Jhan Hurn asked if Mr. Scott was a local business and if he was connected with John Hancock. Mr. Scott said his company is HFI Advisors in Webb City and he uses Cambridge Investment Research, one of the largest broker dealers out there to process investments.
Jhan Hurn asked if the $250 fee was per employee and Mr. Scott said it is $250 one-time fee to JSA, not per employee.
Patrick Tuttle made a motion to for JSA to go through Patrick Scott and HFI Advisors to create a simple IRA retirement plan, seconded by J.T. Weber motion passed on a 10-0 vote.

Agenda Items
Review of previous meeting minutes

Jhan Hurn said he had an amendment to the minutes from the September meeting. He said he would like to amend the minutes on a motion he made. Mr. Hurn said his motion should have read to cut $40,000 from officiating costs and for JSA staff to negotiate with Premier Baseball and it is not noted in the minutes.
Dan McCreary asked if Mr. Hurn wanted to amend the minutes, Mr. Hurn said he would like to make a motion to amend the minutes to read the motion was to cut up to $40,000 from officiating services and for JSA staff to negotiate with Premier Baseball. Paul Bloomberg seconded the motion to amend the minutes.
Paul Bloomberg asked if JSA did or did not negotiate with Premier Baseball. JSA Director Craig Hull said he called Don Patty, executive director of Premier Baseball, the Thursday after the board meeting and said the board had voted to cut $40,000 from officiating services. Mr. Patty asked what JSA would do in return. Mr. Hull said he told Mr. Patty JSA still intended to pay for venues, but JSA cannot pay for umpires.
Mr. Hurn said Mr. Hull did not do what the motion directed him to do. Mr. Hurn said it was very clear, he remembers the discussion over it, maybe we could negotiate $20,000, maybe go back and cutting in other places, my point was, nothing was cut and dried, it gave you the option to go back and keep the business and go back doing the negotiation.
Mr. Hull said Mr. Patty told him the Premier Baseball 13-under event would not return in 2021 and Premier Baseball would be present in 2021 with an event on the third week of July with possible 17-under, 16-under or 15-under age groups.
Mr. Hurn said but again you told them that we are flat were cutting that out.
Mr. Doman said the motion to amend the minutes and approve the minutes as amended had been made by Mr. Hurn, seconded by Mr. Bloomberg, and the motion passed 10-0.

Treasurers Report for September (Presented by Steve Taylor)
A motion was made by Melissa Rodgers to accept the September 2020 Financial Reports, seconded by Forrest Reed, motion carried on a 10-0 vote.

Event Discussion
National
I. NCCAA Men's and Women's Division I and II National Cross Country Championship, November 14, 2020 — Mr. Hull said NCCAA held a Zoom meeting on Monday, the event is scheduled for Saturday, November 14, teams arrive on Thursday, November 12, practice day is Friday, November 13 and Seneca R7 School District is donating the use of its course for the venue. Mr. Hull said JSA will be responsible for Gators, portapotties and timing vendor. Mr. Hull said JSA is working with Freeman Sports Medicine to make sure the event has sports medicine coverage, Newton County Ambulance will be on standby, NCCAA has shipped awards to our partner Ozark Christian College. Mr. Hull said to give everyone an idea of the size of the event, in 2019 when it was held at College of the Ozarks in Branson, a total of 259 runners were entered, but JSA expects less than 200 this year due to the pandemic. Mr. Hull said NCCAA contacted JSA in August to ask if Joplin would like to host cross country and volleyball national tournaments, but with OCC canceling its fall sports season due to the pandemic, volleyball was not an option. Mr. Hull said under new business item B) NCCAA Timing Contract, now that the event will only have two races, the cost of the timing vendor is less than $1,000 therefore the board does not need to approve the contract.

State

I. MSHSAA Class 3 Girls State Golf Championships, October 18-20, 2020 — Mr. Hull said district tournaments were held in Missouri Monday to determine state qualifiers in all classes. Mr. Hull said events coordinator Shaun Buck did a great job of promoting the tournament on social media by welcoming the athletes and schools by utilizing the logos from all 30 teams represented coming to Joplin. Mr. Hull said there are 72 players representing 30 schools from all over Missouri, practice round is Sunday, 18 holes will be played Monday, 18 holes on Tuesday and awards ceremony to follow. Mr. Hull said room pick up is expected for Sunday and Monday night. Mr. Hull said Class 1 and Class 2 Girls State Tournaments were held at Twin Hills in 2014 and 2015 and MSHSAA has awarded state golf tournaments for the next five years to Twin Hills between boys and girls.

II. MCSAA Fall Championships, October 22-24, 2020 — Mr. Hull said next week MCSAA will be in Joplin Thursday through Saturday with 22 volleyball teams, 16 soccer teams and less than 40 cross country runners. Mr. Hull said JSA was able to secure a volleyball venue for Thursday and Friday utilizing two courts at the Carthage Downtown YMCA venue, two courts on Friday at Joplin East Middle School and one court on Saturday at Joplin East for the third place and championship volleyball matches. Mr. Hull said all the soccer will be played at the Joplin Athletic Complex with 11-on-11 played on fields 1 and 2 and 8-on-8 on field 3 or 4, whichever field works best for Joplin Parks and Recreation. Mr. Hull said the Seneca R7 School District is allowing JSA to use the cross country on Friday at no cost to run one race of boys and girls combined.

Old Business

A) Pandemic Impact on Events — Mr. Hull said JSA has lost a total of 22 ½ events and 4,949 room nights due to the impact of the pandemic this year. Mr. Hull said this is based on events lost and room night estimates from past years and from events that have taken place and shown a decrease in room nights generated.

Mr. Doman asked how room nights had been generated this year and Mr. Hull said 4,608 trackable room nights had been generated thus far this calendar year, since January 1, not counting November and December of last year which is the fiscal year count.

B) Room Tracking Software — Forrest Reed said he had spent some valuable time with Patrick Tuttle and Donna Miller from the Joplin CVB and spoke several times with JSA housing services director Martha Pope. Mr. Reed said he is looking at what is the most valuable thing for both JSA and CVB and he was able to identify 15 things both staffs are doing presently and narrowed those down to four items to pursue. Mr. Reed said he is not asking for board approval at this time, but continues to work toward the transition to the new software for JSA:

Mr. Reed said both entities do lead tracking, how their system and procedures on how they do it, the software has the potential to do it all in one piece.

Mr. Reed said task management, each group has a way of checking tasks prior to the event happening and each group has a system, how its managed, when its managed, each has a system, but it needs to be better documented and accountability to make sure it happens.

Mr. Reed said the websites for CVB and JSA, both have websites, both need some improvement and that's just not my opinion, that's both groups feedback, how we do that I'm not sure. Mr. Reed said that one of the things that big item for this point, with the pandemic going on now, we have to have a way to actively promote everything that Joplin has regardless whether it's a baseball tournament or a dental hygienist convention. Mr. Reed said no matter what the event is or whomever is sponsoring it, we both need to central way to promote what Joplin has. Mr. Reed said if grandparents are coming to watch their grandson play whatever sport, they're obviously not playing for 24 hours, they may want to go to the mall or someplace that is more interesting than sitting in a hotel.

Mr. Reed said QuickBooks, the accounting system for each group, both systems work and work well, but there are areas for improvement. Mr. Reed said what we are wanting to do is use the same system for accounting, then load it up in an Excel spreadsheet in the system to do some analysis of what has been done. Mr. Reed said from his experience in web based software, the easier it is, the less you get out of it, but if you want a lot of

detail from software, it's going to be a lot of work. Mr. Reed said what we are trying to do here since both entities QuickBooks is to find a way to consolidate costs and expenses, plus track income, dump those in a spreadsheet to do some analysis who did what, when and how last year.
Mr. Reed said those are the four points he has been able to identify. Mr. Reed said he spent some time on the phone with a representative from IDSS and conducted a conference call with Mr. Hull and it was discussed other sports agencies who utilize the software and IDSS has agreed to set up a demonstration for JSA.
Patrick Tuttle said he and Mr. Reed had a lot to talk about but the four points were a good target to start. Mr. Tuttle said the IDSS software has a lot of bells and whistles that the CVB does not use, but JSA would use.
Mr. Reed asked if there were any questions, Mr. Doman said thank you for heading up this project.

C) JSA FY2021 Budget — Mr. Hull said in the packet presented to the board, submitted for board approval, the budget is based on $300,000 in lodging tax allocations. Mr. Hull said the right hand column on the proposed budget outlines revenues including hotel tax projection, ticket revenues, merchandise revenues and sponsor revenues and then the list of itemized expenses.
Finance Director Steve Taylor said this was tough to budget to work on having to cut $90,000 and got it within $5,000. Mr. Taylor said he called in JSA auditor Ben Miller, and asked him for advice. Mr. Taylor said he asked about $75,000 in facility rental, should JSA cut another $5,000 and Mr. Miller said it's a forecast, it's not set in stone, we did ask if that was a place to cut and he agreed.
Mr. Hurn asked about the $1,500 increase in the 401K line item and the addition of workman's comp for $1000.
Mr. Taylor said that will probably go down since the JSA contribution, which will not begin until January 1, will be 3 percent per employee and not 4 percent as in the past. Mr. Taylor said since JSA is leaving Employer Advantage, JSA had to provide its own workman's comp insurance and JSA received a quote from The InsuranCenter for $1,000 which will go into effect on Nov. 1. Mr. Taylor said that should cover everything Employer Advantage did with the exception of if we need a human resources person, which Employer Advantage did offer.
Mr. Hurn asked about the $8,000 increase on full-time salaries and Mr. Taylor said the JSA Board approved raises for two full-time employees in December 2019, this reflects the actual number for full-time salaries. Mr. Taylor said the first two line items are real numbers for FY2021, where as overtime is an unknown.
Dan McCreary asked if moving forward approving the submitted budget was the right thing to do if a discussion was forthcoming in the meeting that could crease substantial changes to the budget.
Mr. Taylor said this why he sought the advice of the Ben Miller on the budget, no one knew a month ago what was coming before JSA, no one knew a year ago what was coming with the pandemic. Mr. Taylor said everyone in the room has been affected one way or another and he has been doing this for 11 years now, and Mr. Miller has been the best auditor JSA has worked with, Mr. Miller advised Mr. Taylor to not lose sleep over the budget, it's a forecast, JSA has to forecast with the best information it has available at this time and that's the best you can do. Mr. Taylor said there are a lot of unknowns as we move into 2021 and the same conversation is being held customers, partners and others.
Mr. McCreary asked what the timeline for approval of the budget. Mr. Taylor said JSA must have an approved budget on the desk of the City of Joplin Finance Director by November 1, in two weeks.
Jared Bruggeman asked if it were possible to amend the budget at a later time.
Chuck Copple said in his short time on Joplin City Council, budget amendments come before council often. Mr. Copple said it is difficult to predict where the next challenge will come from and as a city, we adjust, make changes and move on.
Mr. Copple said the board should push forward, adopt this budget as presented, the board has made recommendations to the staff and he recommended analyzing changes and make adjustments as the fiscal year goes. Mr. Copple said what we have to do is have a game plan, then if something happens, we adjust, and he did not think anyone would feel harshly if an amended budget ends up on finance directors' desk at a later date.
Mr. Tuttle said he concurred with Mr. Copple, that it is a forecast and it's not set in stone, customers could leave, new customers could show up and if the necessary, the staff can come before the board to amend the budget accordingly.
Mr. Hurn said while it is a forecast, it is also a plan of action and if a significant problem to this budget, staff does need to come back to the board.

Mr. Copple said since JSA has not operated with a reserve budget in the past, as we start moving forward and once we get past COVID and can establish a reserve, it is even more important to be mindful of the budget.
A motion was made by James Weber to approve the budget as presented, seconded by Melissa Rodgers, motion carried on a 10-0 vote.

New Business

A) JSA 401K Discussion — See above.

B) NCCAA Timing Contract — Mr. Hull said JSA was entering into an agreement with The Runaround Racing and Timing Live Services to be the timing vendor for the NCCAA National Cross Country Championships. Mr. Hull said when he made the agenda the previous week, it was understood there would be four races for the event, on Monday it was finalized it would be a two-race event and the cost of timing vendor fell below $1,000 not requiring board approval.

C) JSA Event Workers Compensation — Mr. Hull said a year ago, JSA staff informed the board with the increase of minimum wage to $9.25 an hour, JSA sought permission to increase its event workers compensation to $9.50 an hour. Mr. Hull said with minimum wage scheduled to increase again to $10.30 an hour, JSA staff once again recommends bumping up its event workers compensation to $10.50 an hour.

Mr. Hull said event workers are the high school and college age help JSA often employs by the event to assist as gate operations, press box staff and site coordinators and would go into effect January 1.

Jared Bruggeman asked if the increase had been accounted for the budget approved earlier in the meeting. Mr. Taylor said yes.

Jared Bruggeman made a motion to increase event workers compensation from $9.50 an hour to $10.50 an hour, James Weber seconded, motion carried on a 10-0 vote.

D) City of Joplin agreement to lease baseball/softball venues — Mr. Hull said Mr. Doman, Mr. Copple and City Manager Nick Edwards had a meeting at 9 a.m. on Friday, September 25 where Mr. Edwards informed JSA the City had been approached by two different parties with interests on leasing venues owned by the City of Joplin.

Mr. Hull said the first party was interested in leasing Joe Becker Stadium June through August to host a new summer college baseball league. Mr. Hull said during the meeting he had on Monday, Oct. 12 with the city manager, city finance director, city attorney and parks and recreation representative, the city had indicated there had been no movement on that proposal.

Mr. Hull said the second party included Mike Greninger, Don Patty and Bobby Landis with a proposal to lease Joe Becker Stadium, Wendell Redden Stadium, all of the softball/baseball fields at the Joplin Athletic Complex and Gabby Street Park, located off behind the old KODE studios off of 13th Street. Mr. Hull said since he had been the JSA director, JSA had not used Gabby Street Park for any events except to refer teams there for practice. Mr. Hull said the lease agreement submitted to JSA on Monday, Oct. 12, calls for the lease to be from Feb. 1, 2021 through the end of November 2021 and for three years. Mr. Hull said as soon as he received the lease agreement on Monday, he was directed by Paul Bloomberg to share it with the board for discussion today, answer questions, address concerns and open it up for discussion.

Mr. Doman said his concern was JSA was given a week to prepare before it goes to council for approval on an emergency ordinance on October 19. Mr. Doman said he thought it was a kind of a stab to the JSA, considering JSA had a good relationship with the city, always tried to do the right thing, JSA was given a charge long before he started on the board and lived up to that charge and often gone above and beyond that charge. Mr. Doman said for the city to consider a third-party lease to come in and lease facilities that JSA already leases is going to make it very difficult for operations because our bread and butter are baseball and softball, we do do other events like cross country, golf here at Twin Hills, but it just seems it will make it very difficult to continue with the baseball and softball when JSA does not have first right of refusal, potential rent going higher and unable to secure preferred dates for our existing and potential new customers.

Mr. Doman said he had his concerns and has tried to voice those concerns and those concerns have fallen on deaf ears. Mr. Doman said he understands the city wanting to do some things and Paul has some things parks and recreation need to do, but does not know where it leaves JSA. Mr. Doman said he understands the lease agreement is for $55,000 for 10 months, and looking at fiscal year 2019, JSA spent $53,000 so its close to the same amount, that included Memorial Hall which is no longer available to JSA. Mr. Doman said now with

limited access to baseball and softball fields, but JSA has done a great job with limited facilities bringing in business and generating a good return on investment. Mr. Doman said JSA has tried to bring in other events including soccer, but has had some challenges

Mr. Doman said he was up at arms with the whole thing, he wasn't sure why JSA wasn't informed earlier knowing the first discussion about this proposal was presented in May and why JSA was not allowed more time to prepare, more time to discuss especially since it hurts the five people who work for JSA who work hard to help out, volunteer and do different things to maintain relationships. Mr. Doman said he's not a lawyer, so if anyone has any questions, please bring them up.

Mr. McCreary asked Mr. Doman in his opening comments, his concern was about the rent increasing. Mr. Doman said if he understood it correctly how it was written, the rent charges will remain the same for the first year but could negotiated in the second year and they are in this to make money so the potential exists for the rent to increase.

Mr. McCreary asked to look at the lease agreement and if anything could be done with it, one of the main things he is hearing is the amount charged to JSA, then obviously keep control of the calendar, protect the days we have business scheduled. Mr. Doman said honoring preexisting contracts, the opportunity to add new business, extending contracts. Mr. Doman said for example, JSA had a contract scheduled to end in 2020, it did not get a chance to end due to the pandemic, so it was extended one year to 2021 with the understanding the agreement could be extended for 2022-2024, how does this lease impact the decision making and sales efforts moving forward.

Mr. Hull said today he spoke to one JSA customer in his efforts to be diligent to communicate with each customer the developments moving forward. Mr. Hull said the customer asked since one of the three members of the third-party lease is a director of sales at a hotel, how are we to be sure they won't require all the teams to stay at that hotel? Mr. Hull said the customer asked in future years, could dates at venues be withheld without room night guarantees made to this hotel? Mr. Hull said on Monday, in a conversation with another customer following the meeting with the city manager, city attorney, city finance director and parks and recreation representative, the customer said he was aware of the proposal coming before city council on October 19 and was told the third-party lease had the votes lined up to approve the lease, and asked you just found out this afternoon?

Mr. Copple asked Mr. Bloomberg how often does the city change its rental fees for fields and Mr. Bloomberg said it is done once every two years, parks and recreation look at rental rates at similar venues in the region to set fees, and is scheduled to be done next year. Mr. Copple then asked how much of an increase has this been on average and Mr. Bloomberg said $25 to $50 increments.

Mr. Copple said where he was going with this was potentially asking for a cap put in place on field charges for the preexisting customers such local high schools, JSA and the Outlaws, by asking for something to be added into the lease with a cap limit as to what could be increased for the preexisting customers this way if the agreement does pass, it might make it an easier pill to swallow.

Christopher Beyer said he agreed with Mr. Copple if indeed the proposal were to come to pass, JSA would need to try to make the best of it. Mr. Beyer said something else to consider, JSA has the first bite to schedule venues, Mr. Bloomberg said yes JSA has had first right of refusal, which was a verbal agreement and nothing in stone.

Mr. Beyer asked what keeps this entity from shutting JSA out? Mr. Beyer said it reads in the agreement it wants continued cooperation with JSA, but if JSA has a new event or customer, what's keeping them from saying we don't have an opening? Mr. Beyer said JSA's intent is to generate sales tax for the city, for the most part hotel rooms generate the most bang for the buck. Mr. Beyer said this Parkwood group may not have any concerns for hotel rooms and yes, one of the primaries is a director of sales for a hotel, and he could place as many teams as possible there, if their revenue is not from hotels and don't have that concern, they may just run it directly on local tournaments which would destroy the local tax base as a city because local people are not going to spend $200 a day in the city, they may spend $50 a day, so that is something that city council needs to recognize is that if this Parkwood entity does not have any desire to generate hotel rooms there's nothing holding their feet to the fire they may run everything local and generate all those tournaments locally and use the concessions as their revenue and the outfield advertising for revenue. Mr. Beyer said there is no guarantee of tax base with these people, that's just my opinion.

Melissa Rodgers asked Mr. Bloomberg how this proposal came about. Mr. Bloomberg said just like anybody else that would approach the city with a proposal, they approached him, he forwarded the proposal to the city manger, the city manager forwarded it to the city attorney and it goes from there, just like the Blasters, just like the Southwest League.
Mr. Doman said going back to what was said about having a cap on events, say there is a weekend open, what's to say JSA is denied getting an event because another customer paid more for the same facility, at the same time which makes more money for Parkwood Tournament.
Mr. Bruggeman said there are some valid points to be made, but in a scenario like this, in theory they could have half local, half away, fill their hotel vs. where JSA is trying to bring more teams from distance to fill more hotel rooms.
Mr. Bruggeman said it's valid to say we put something in there in the negotiation process, if such as negotiation process exists, to hold something stable and we do have some concerns about preexisting contracts we have to have something listed in there when we already have contracts out and as a group we have some liability with preexisting contracts.
Mr. Bruggeman said if JSA were denied access for an event, what would preclude Parkwood from approaching the same entity and asking for something different to get the event, we would be competing entities even though we are in the same town, because they have the venue.
Mr. Beyer said the difference would be Parkwood could give the fields away for free and utilize other revenue avenues, whereas JSA that is how we cater to our customers is offering to pay for the use of the venue. Mr. Beyer said for lack of better way to put it, Parkwood could claim they don't want to change anything, the city can claim it doesn't want to change anything, but there are some things that could go awry in the relationship that if they chose to, Parkwood could swoop in, take the business and make more money on the back end.
Mr. Doman said there has already been one customer who said if the lease agreement goes through, why do they need the JSA, we can go straight to them.
Mr. Bruggeman said he read the lease agreement and has read it again, he wasn't sure who was covering electric and water, if it was the city or if it was them because it wasn't explicitly stated in there, but it shows who would shut off the lights, shut off water, he assumed it was the city.
Mr. Bruggeman asked what JSA pays for all rentals, $53,000 does that include all rentals including the office space.
Mr. Hull said the $53,225 amount mentioned earlier included all rentals for Joe Becker Stadium, Wendell Redden Stadium, softball/baseball fields at the Joplin Athletic Complex, swim pools, Memorial Hall and soccer fields in fiscal year 2019. Mr. Bruggeman asked what was the office rental and Mr. Hull said it was $471 a month, Mr. Taylor said $6,000 a year.
Mr. Hull asked if JSA had known this option was on the table, what was stopping JSA from offering $55,000 a year to lease the same facilities. Mr. Hull said no RFP was put out, no opportunity to counter bid.
Mr. Bruggeman said it's a good deal, $55,000 for 10 months for all those venues, and it's goes through the process which is a legal process, but you would think if this offer is a great offer, open it up and see what you get.
Mr. Hull said it would take board approval, but in discussing a JSA proposal with staff, the initial concerns were how would staff mow, weed eat, maintain, drag, pound, rake and all labor necessary to maintain the fields and then once the lease agreement was made available, we realized it was covered in the agreement.
Mr. Bloomberg said the big thing for parks and recreation is that they are walking away from the weekends, we are there Monday through Friday 8 a.m. to 5 p.m. regardless, it's the weekends where we rack up overtime. Mr. Bloomberg said they are the ones site supervising, we are the ones prepping the fields, and $75 per game and $200 per game doesn't come close to covering parks and recreation costs. Mr. Bloomberg said just so everyone is aware we are able to reallocate staff to other areas of the city where parks and recreation can use that help.
Mr. Bloomberg asked, in the summertime, the JSA customers, outside of Fort Scott Community College, are these three guys not the guys who bring JSA Five Tool, MidAmerica, Heart of America and Premier May through September?
Mr. Hull said yes and no, in May, JSA has three college baseball tournaments back-to-back-to-back, those three customers have concerns. Mr. Bloomberg said he agreed with Mr. Bruggeman that those contracts need to be brought up and ongoing contracts need to be honored.

Mr. Bloomberg said JSA also uses Missouri Southern, local high school, Joplin Parks and Recreation facilities are not the only facilities used by JSA, but there is no guarantee what this group will do but it would be cutting their own legs off to not work with JSA, why would they not take that revenue.
Mr. Buck asked Mr. Bloomberg if Parkwood would be doing the same service to the fields that JSA provided during the summer on the weekends when parks and recreation was short staffed
Mr. Bloomberg said parks and recreation would be out on the weekends and said he did not know what JSA did on that part this summer.
Mr. Beyer said another concern, there is no guarantee or punishment for them if say for example they are upset with JSA or with an event and they chose to blow it off, it could cost JSA an event because they want to run an event in the future, even with the wording of honoring future contracts, if they chose to not take care of the fields during an event, it could cost JSA a contract.
Mr. Hull said the exact incident occurred in 2016 when the city subleased Joe Becker Stadium to the Joplin Blasters and lost a customer when the field was not properly maintained on the final day of the tournament. Mr. Hull said he shared this concern about the history with the city manager, Mr. Copple and Mr. Doman during the meeting on Sept. 25 and it was dismissed as efforts need to be made to move forward.
Mr. McCreary said listening to the conversation and from the information he was able to get in talking with a few folks from the city, the board can either fight it, embrace it or kind of embrace it and amend it. Mr. McCreary said tomorrow when the agenda is posted if it comes with staff recommendation and if so, it could pass on an emergency basis. Mr. McCreary said the things Mr. Bruggeman brought up, there are four or five things we need to try to amend in the agreement, if we have existing agreements, that needs to be addressed, the higher rent question, has to be addressed somewhere in the agreement, based on JSA rentals, it can't be some random amount that they can jack up. Mr. McCreary said the control of the calendar, that has been brought up and he assumed Parkwood would have total control over the calendar and Mr. Bloomberg said yes they would with the exception of Monday-Thursday at the softball fields. Mr. McCreary said we can't allow them to have exclusivity on staying in particular hotels, that's a concern, our mission is heads in beds, their mission is to make money.
Mr. McCreary said to bring up these concerns, if it's going to pass, let's address what we needs to be addressed, hope they are wildly successful in bringing people into the City of Joplin. Mr. McCreary said JSA needs to get these four or five things changed because it's trending toward probably.
Mr. Copple said there are members of council that if city manager and staff recommend, it's moved forward.
Mr. Copple said he personally has an issue with it being done on an emergency basis for something brought up in May, not brought before JSA sooner, there's no reason why it shouldn't go through with a first, second and third reading and allow opportunity for public comment.
Mr. McCreary said maybe it could be tabled to allow time to clean up some things that JSA wants cleaned up.
Mr. Copple said some things could get amended before it gets voted on, things get changed all the time and that is why he took notes on possible changes to the agreement on items that need addressed.
Mr. Beyer said he had a question for staff, is a proposal from JSA could be submitted, would staff be able to handle the calendar, is it something staff would be interested in.
Mr. Hull said yes, staff would like the opportunity, but the direction would come from the board.
Mr. Beyer said yes, but does staff have the ability to take it and run with it.
Mr. Hull said yes, it could be a lot of fun.
Mr. Hurn said can JSA afford it?
Mr. Beyer said yes, a $90,000 cut to the budget, but it would allow them (staff) the opportunity to use the venues to their full extent, where they may or may not have been able to before, do the same as the other entity and generate revenue from advertising opportunities at the venues, allowed to generate income from concessions, if done right, the question is, can this entity handle the management of that, concessions at three venues, staffing of those, taking care of the fields.
Mr. Beyer said he would feel more comfortable with JSA having the control since JSA's sole purpose is to generate income for the city, not for JSA, for the city. Mr. Beyer said the other entity is a group of men looking to line their pockets no matter what, not necessarily what is best for the city. Mr. Beyer said if the staff is confident they could do it, if city council would consider tabling and allow a JSA proposal.

Mr. Copple said don't forget the revenue potential to host local tournaments to offset the cost of the lease agreement.
Mr. Bruggeman said can speak to some of the points, MSSU runs concessions and it is possible to generate revenue from concessions, then to be able to generate revenue from marketing, our sales can generate a lot of revenue and some it is because of who we are and some of it is some businesses want their name out there, there's revenue to be had to generate $55,000. Mr. Bruggeman said it seems it would be appropriate that JSA, who is a not-for-profit, which function is to work for the city, should have an opportunity to lay out a proposal which might be more money for the city, but there are some guarantees that would work for the hotels.
Mr. Copple said he had to leave to get back to work, but asked that if further conversation leads to more suggestions, please email those from whatever comes from the rest of the meeting and would address it Monday night.
Mr. Beyer made a motion to direct staff to quickly develop a rebuttal and counter proposal to the city, to offer to the city Monday night. Forrest Reed seconded the motion.
Mr. Hurn asked how the board would support or approve a counter proposal before the JSA Board has a chance to review, how do we know what's included in the proposal.
Mr. Beyer said that's the issue we're sort of stuck with what the city has shoved on the table and given us a week to respond, we can't sit on our hands, we have to rebut and counter proposal.
Mr. Hurn said you're asking me as a board member to approve a proposal carte blanche, I want to see the proposal.
Mr. Bruggeman said an appropriate rebuttal from the board would be to ask the city to give us a moment, here are a list of concerns we have, allow us to time possibly develop our own proposal, table this, a chance for appropriate response to the lease agreement, and if it passes, its on the city.
Mr. Beyer said he agreed with Mr. Bruggeman and rescinded his motion.
Mr. McCreary said in discussing a possible motion, that we ask council to table it, a brief pause, so they know our group has voted as a group to table it to look into for a brief moment.
Mr. McCreary made a motion to ask city council to table the lease agreement Monday night, Mr. Reed seconded the motion.
Mr. Doman asked how soon do they have to have this thing done since it is being done on an emergency basis.
Mr. McCreary said they would not have to have it Monday, what council needs to know is that the board has read over the proposal, as a board asking to table this until your next council meeting.
Mr. Beyer said should the board note the reasons, the major reasons, why we are asking to table the agreement.
Mr. McCreary said they should since they will be there to discuss those concerns and discuss possible solutions.
Mr. Tuttle said as city staff he would have to abstain, but he did enjoy the discussion. Mr. Bloomberg said he would do the same.
Motion to request city council to table the lease agreement passed on an 8-0-2 vote.

Any Other Business

Mr. Doman reminded board members to take any documents from their board books they would like to keep as it is time to clean out board books for the end of fiscal year.

Mr. Bruggeman said the parking lot south of the football stadium will be used by the Missouri National Guard on October 16 to conduct free COVID testing on the community from 10 a.m.-6 p.m. so pass that along.
Mr. Bruggeman said the NCAA announced at noon today official notification the 2022, 2023, 2024 and 2025 NCAA Division II Regional Cross Country would be held at Missouri Southern. Mr. Bruggeman said MSSU was already aware it had the regional for 2021 so five straight years of regionals at Southern and in 2023, the NCAA Division II National Cross Country Championships will be held at MSSU.

Shaun Buck said visitation was being held this evening and funeral services were scheduled for tomorrow for Johnny Roberson. Mr. Buck said Mr. Roberson was long time sports official who worked with JSA at numerous events and worked MSSU events for numerous years in the football press box and the basketball score table.

Adjournment

A motion to adjourn was made Jared Bruggeman, seconded by Dan McCreary, motion carried on a 10-0 vote. Meeting adjournment at 3:56 p.m.

Craig Hull
Director

Roger Doman
Board Chairman

Joplin Sports Authority, Inc.

PROFIT AND LOSS

October 2020

	TOTAL
Income	
Non-operating Revenues	
Interest	11.88
Total Non-operating Revenues	**11.88**
Operating Revenues	
Entry Fees	5,090.00
Merchandising Commissions	2,518.95
Total Operating Revenues	**7,608.95**
Total Income	**$7,620.83**
GROSS PROFIT	**$7,620.83**
Expenses	
Event Expenses	
Event Labor and Supplies	1,302.00
Facility Lease/Rental	3,140.00
Food & Beverage	1,955.67
Officiating	7,940.00
Total Event Expenses	**14,337.67**
Operations	
Local Sales Meeting	45.58
Office Supplies	9.63
Other Recognition Services	75.00
Printing and Copying	156.42
Rent	471.00
Repairs & Maintenance	50.65
Supplies	60.00
Travel	
Mileage	19.38
Total Travel	**19.38**
Utilities	925.62
Website Maintenance	33.96
Total Operations	**1,847.24**
Payroll Expenses	
401K	851.81
Administration Fees/Payroll	1,697.91
Full-Time	13,287.00
Part-Time	3,658.89
Payroll Taxes	1,302.48
Total Payroll Expenses	**20,798.09**
Total Expenses	**$36,983.00**
NET OPERATING INCOME	**$ -29,362.17**
NET INCOME	**$ -29,362.17**

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2019 - October 2020

	TOTAL
Income	
Non-operating Revenues	
Interest	205.79
Lodging Tax Allocation	321,932.79
Miscellaneous Revenue	52,775.00
Total Non-operating Revenues	**374,913.58**
Operating Revenues	
Entry Fees	12,240.00
Merchandising Commissions	3,503.95
Program Sales	151.00
Sponsor Donations	13,250.00
Ticket Income	67,611.63
Total Operating Revenues	**96,756.58**
Total Income	**$471,670.16**
GROSS PROFIT	**$471,670.16**
Expenses	
Event Expenses	
Event Labor and Supplies	26,060.29
Facility Lease/Rental	71,055.49
Food & Beverage	11,564.49
Hosting Fee	4,000.00
JSA Sponsorships	850.00
Officiating	56,369.88
Total Event Expenses	**169,900.15**
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	675.23
Office Supplies	1,602.06
Other Recognition Services	2,620.94

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2019 - October 2020

	TOTAL
Postage, Mailing Service	237.87
Printing and Copying	1,902.60
Promotional Materials	699.80
Rent	6,123.00
Repairs & Maintenance	377.18
Supplies	1,079.91
Telephone	
Cell Phone Stipend	810.00
Total Telephone	**810.00**
Travel	
Fuel Reimbursement	1,689.69
Mileage	513.95
Travel	1,787.12
Total Travel	**3,990.76**
Utilities	11,334.82
Website Maintenance	342.69
Total Operations	**96,151.66**
Payroll Expenses	
401K	9,731.80
Administration Fees/Payroll	18,542.34
Full-Time	142,210.86
Overtime Wages	7,954.25
Part-Time	37,220.50
Payroll Taxes	14,196.88
Total Payroll Expenses	**229,856.63**
Total Expenses	**$495,908.44**
NET OPERATING INCOME	**$ -24,238.28**
NET INCOME	**$ -24,238.28**

Joplin Sports Authority, Inc.

BALANCE SHEET

As of October 31, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking-People's Bank of Seneca	35,533.33
Credit Card Account	12,740.89
Petty Cash	150.00
SMB Checking	11,840.00
Total Bank Accounts	**$60,264.22**
Accounts Receivable	
Accounts Receivable	947.61
Total Accounts Receivable	**$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	**$128,691.93**
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	**$193,677.65**
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	-2,029.26
Payroll Liabilities	4,204.24
401K Match	7.57
Total Payroll Liabilities	**4,211.81**
Total Other Current Liabilities	**$12,074.00**
Total Current Liabilities	**$16,234.38**
Total Liabilities	**$16,234.38**
Equity	
Net investment in capital assets	59,892.00
Unrestricted Net Assets	141,789.55
Net Income	-24,238.28
Total Equity	**$177,443.27**
TOTAL LIABILITIES AND EQUITY	**$193,677.65**