Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2 p.m., Wednesday, October 28, 2020 at the Hilton Garden Inn, 2644 East 32nd, Joplin, Missouri, 64804.

CALL TO ORDER

President Roger Doman called the meeting to order at 2:06 p.m.

Present: Roger Doman, Forrest Reed, Christopher Beyer, James Weber, Chuck Copple, Melissa Rodgers, Paul Bloomberg, Patrick Tuttle, Jhan Hurn, Dan McCreary, Jim Frazier, Matt Hiatt.

Absent: James Weber, Jared Bruggeman.

Called In: Jhan Hurn.

Staff & Guests: Craig Hull, Shaun Buck, Martha Pope, Cori Reid, Mike Greninger, Bobby Landis, Debby Woodin, The Joplin Globe, Augustus Brunetti, KOAM-TV, Phil Metz.

Old Business

A) City of Joplin agreement to lease baseball/softball venues — Chairman Roger Doman said last week the proposal was put forth to city council from Parkwood Tournaments LLC. In our last board meeting, the JSA Board had voted to ask city council to table the proposal to allow JSA more time to review and look it over closely. Mr. Doman said JSA failed to get the proposal tabled, however it did not pass with a super majority needed (six votes) so it failed to pass on an emergency ordinance.

Mr. Doman said in the meantime, in talking with several board members, it was suggested JSA explore creating its own lease agreement to submit to the city from JSA that would be more beneficial to the city, the better JSA would do, the better the city would do. Mr. Doman said what you have in front of you, because of the limited time, is a lump of clay to look at and help mold into a proposal to submit to the city.

Mr. Doman read from the proposal that JSA would lease Joe Becker Stadium, Wendell Redden Stadium, Bassman Softball Fields at the Joplin Athletic Complex, Hershewe Soccer Fields at the Joplin Athletic Complex and tennis courts at the Joplin Athletic Complex, for 12 months at a cost of $75,000 annually, once JSA recoups the initial investment of $75,000, JSA would use the next $25,000 to build a reserve balance. Once the $25,000 reserve has been met each year, JSA would send a portion of the revenues over $100,000 back to Joplin Parks and Recreation, provide staff and site coordinator for all events and activities at all venues, provide staff at concessions for all events and activities at all venues. This includes providing the product and retaining profits and would count toward the shared profit for Joplin Parks and Recreation, retain advertising and marketing rights and revenues to all venues, retain 20 percent commission from all sales from vendors at events held at these venues Joplin Parks and Recreation. Mr. Doman said parks and recreation would maintain all venues during its Monday-Friday 8 a.m.-5 p.m. normal business hours including mowing and marking fields prior to events and allow access to equipment necessary to reset fields at Bassman Softball Fields.

Mr. Doman said this a starting point and opened up for questions and discussion.

Patrick Tuttle asked where the $75,000 come from? Mr. Doman said a bank has agreed to loan JSA the $75,000 and is awaiting board approval to go that route.

Paul Bloomberg asked if JSA planned to pay monthly payments or all up front? Mr. Doman said that is for the board to discuss and decide whether it wants to pay it all up front or monthly payments.

Phil Metz said he knew board had approved a $75,000 line of credit through Peoples Bank of Seneca and that line of credit and thankfully that was never used. Mr. Metz said he would recommend JSA not go into debt and use the revenue generated from the events to pay the lease in monthly installments similar to what Parkwood has proposed instead of incur interest if a loan would be secured.

Mr. Doman said trimming the budget by $90,000 will hopefully help save some extra revenue should things get back to normal.

Chuck Copple asked to explain the under concessions, in reference to cost split anything over $100,000, just to clarify what that meant. Mr. Doman said Christopher Beyer could answer it better and Mr. Beyer said the intent was to split any profits over $100,000 and share it with parks and recreation once $100,000 in revenues was generated. Mr. Copple said he just wanted to clarify to see if there was a special provision before that.
Mike Greninger asked if the JSA Board wanted them to leave and Mr. Doman said no, it is an open meeting and everyone is welcome to be here.
Bobby Landis asked if they could move on to questions and concerns on the Parkwood proposal then they would address them and go.
Mr. Landis said Parkwood is paying $55,000 to the city up front and that part of the proposal has changed at the council meeting. Mr. Landis said the other language added to the proposal is that they would honor all JSA contracts has in place, just reading the concerns JSA has about the proposal, that one should no longer be a concern because all contracts will be honored. By Parkwood that has been added to the proposal by the city attorney Peter Edwards and is no longer a concern for JSA.
Mr. Greninger said under concern number three (from the sheet of concerns made available to the board at the meeting) on signage, JSA will always be welcome to place signage up at events hosted by JSA.
Mr. Greninger said number four concern is just a typo, the city is telling us that pitchers and catchers cannot wear metal cleats while everyone else can.
Mr. Beyer said it is the same as it always was, but in the proposal, it doesn't read that way, it reads no metal cleats on the turf areas of the field including but not limited to the pitchers mound and batters box.
Mr. Greninger said its how its always has been.
Mr. Landis said the only caveat to that is the NJCAA Region 16 Tournament, they wear metal cleats on the mound and catchers box. Mr. Beyer said they all will if you allow one to. Mr. Landis said well that's one that's been there, they've always done it and the one time they didn't was when they went to Missouri Southern and they actual had issues during that tournament because they were not allowed to wear metal cleats that's why we are asking the city to make them the only exclusion.
Shaun Buck asked if it was going to be allowed for NJCAA Region 16, JSA has another customer in the American Midwest Conference Tournament (NAIA) postseason tournament and its teams are just like Region 16 fighting for a right to further their postseason, so would the AMC be lumped into that?
Mr. Landis said they would have to talk to the city about including them and they would have to looked at separately. Mr. Landis said you have to understand we don't want every, it just wears out the turf, but the nice thing is, when you build a turf field like this, that section of the mound can be pulled out and replaced. Mr. Landis said it's a fairly inexpensive process been done on a regular basis at Joplin High Schools field, as well the area around the plate, they are designed to be pulled out and fixed. Mr. Landis said it is something to talk to the city about it, hey listen, if it exceeds a certain amount of wear they say you need to replace it, then obviously we would because it puts the teams that play in that certain tournament at a competitive disadvantage. Mr. Landis said also a molded cleat as a pitcher leads to the ability to get hurt we don't want that.
Mr. Greninger said to address number five, yes we will provide the manpower to redo batters box, make the playing surface the best it can be.
Mr. Landis said if fields need to be switched out or redone, it will be done. Mr. Landis said sometimes in the hurry to get things done, or it could be weather, fields aren't set right, those mistakes would be corrected and or if there's a delay, we will work as quickly and diligently as possible to make things happen.
Mr. Landis said but one the beauties about working with us as opposed to the city, say there is a delay with the tournament and the city doesn't have the manpower or the overtime available, they're having to be off the field by 8 p.m. during the summer, we can work past that 8 p.m. we don't have those restrictions on manpower that the city does. Mr. Landis said that's one of the reasons why we've stepped up to this and Paul will attest, when we would hire temps for the city, the city was only paying $9.50 an hour, I had to subsidize this by 50 cents an hour to get it to $10 an hour just to get people to work just to fill those roles. Mr. Landis said this allows us if we want to pay $12 an hour or $14 an hour to get fields

prepped and done so we can have tournaments. Mr. Landis said that falls on us, it doesn't fall on the city that doesn't fall into a budget constraint that would limit them that doesn't limit us. Mr. Landis said one of the things forgotten in this whole process is that the city is limited by manpower, the city is limited by budget and quite frankly the city doesn't have the ability to pay overtime.
Mr. Landis said he can tell from signing paychecks, two years ago he had temp workers with 100 hours a week to be able to have concession staff, to be able to have fields done and because of that, the amount of money spent on temp services, the city came back and became very rigid with the budgets and that put some constraints on things going forward over this summer. Mr. Landis said if there was a silver lining to COVID, it was the fact there wasn't the demand on parks and recreation staff at some of the venues because we didn't have them, there wasn't people to work and that was a cold hard fact, that's what we face. Mr. Landis said filling jobs with the City of Joplin is single hardest place job to fill, it's the lowest pay, and the highest restricted requirements, you can't have a misdemeanor or a traffic ticket within an eight year period, if you have a felony, you cannot work for the City of Joplin, they are the most stringent employer in our area with the lowest pay.
Mr. Landis said that's what makes them the hardest to fill a job and so that also lead us to putting together Parkwood Tournaments and being able to fulfill the requirements to keep these fields open and keep them being used and not only used from 9 a.m.-8 p.m. on the weekends and being told at 7:45 p.m. that this game was over right now because we had to be out of the facility by 8 p.m. those are the things that we faced putting on tournaments that led us to be here with a proposal just in all fairness for the backstory.
Mr. Greninger said that's why they are here, to answer any questions or concerns that were not mentioned on the list.
Dan McCreary asked on page five of the contract, toward the top under item B, it reads the landlord will mow, which is Paul and his crew, then it reads the landlord shall not be responsible for field prep the weekend of an event, so if JSA brings in a college event, so does the field prep fall to you guys, does it fall under JSA, I think this is where I don't feel like this proposal spells out some of the particulars.
Mr. Greninger said that's basically what we've been talking about in number five there, we're going to have manpower there, at the turf fields its basically grooming and brushing rubber pellets and we will have people there to do that, at the Bassman Complex it requires actual dirt and chalking of the lines and stuff like that and the work between games we're going to handle. Mr. McCreary said that will fall to Parkwood.
Mr. McCreary asked if you guys felt like it was spelled out in the contract.
Mr. Greninger said well contracts are contracts but we've had it spelled out in conversations what's expected of us and bottom line is we want to provide a positive customer experience so we want to make that field look as well as it can to insure that the sports authority customers are happy with the facilities they're using and the operations of the facilities.
Jim Frazier said he had an observation, we separated from the city back a number of years ago and had an independent agreement with the city council that we were to get ourselves involved in the development of economic impact to the city and there is absolutely nothing you said you can do that we can't.
Mr. Frazier said we are independent, we're not limited to what Paul is limited to we can do same things for Paul that you are doing.
Mr. Landis said (the JSA) mission statement, Mr. Frazier, is to be the sports marketing arm of the City of Joplin, not to be a promotions manager, that's just my understanding of when I was on the council and we voted to separate out JSA from the CVB that was your mission, that was your charge.
Mr. Greninger said Jim, what we're trying to do is, Monday through Thursday, Bobby and I are in business here, we're involved with the tournaments that come to town, have been involved in those tournaments for a number of years, those events are still going to take place, but what we're trying to do is build on our business, not only tournaments, but to keep things, we're able to do some leagues there this summer on Tuesday and Wednesday nights. Mr. Greninger said we want to find ways to do things there Monday-Thursday and from February 1 all the way up to November 1 finding things to do at these facilities that might not always be a sports related event, it could be another event that is using the facility and that

could enhance sales tax for the city and other get opportunities and so forth. Mr. Greninger said so we are looking at the thing for seven days a week for 10 months and we have no issue with your events and bringing your events, we need the sports authority events, the college events, we will go with you if they need to talk to the landlord-tenant that yes we're going to the provide maintenance, concessions and keep the place clean all during your events.
Mr. Greninger said what we're looking at is 10-month operation seven days a week.
Mr. Copple said in answer to your comment, that almost come up to the subcontract, if JSA is trying to book an event it would be how the fields are kept, consequences thereof, would be between these two organizations.
Mr. Copple asked Mr. Bloomberg could you, when Mr. Greninger talked about number four on the list, the metal cleats, would you chip in on that please.
Mr. Bloomberg asked what we require? Mr. Copple said the contract currently states no metal cleats period.
Mr. Bloomberg said that would have to be amended, we do allow metal cleats in the outfield and in the infield positions, we prefer "prefer" not having metal cleats on the pitchers mound and the catchers and batters box area, and its not even the batters box, it's the catchers box area, but the way the turf is designed, you saying is it like Velcro'd in it, basically it is, like a strip that you Velcro down and we've done that several times.
Mr. Beyer asked if there was a cost affiliated with that replacement. Mr. Bloomberg said no because there was so much excess turf leftover following the installation and crumbs that we are still using that supply.
Mr. Beyer said he was just curious to the cost and Mr. Bloomberg said he would have to find that out.
Mr. Greninger said most tournaments, unless its collegiate postseason, we put it in our rules that you have to wear molded cleats for pitchers and catchers, everyone can wear spikes.
Mr. Copple said correct, but the way the contract is written, you can't. Mr. Landis said we would talk to Peter (Edwards) about getting that amended. Mr. Copple said I understand that, but I know the offer was made, but what we voted on Monday and went through first reading on, was not an amended contract, it was the contract as written, so that may be a little bit of an issue.
Mr. Copple asked Mr. Bloomberg if this was something he needed to talk to Nick Edwards about this or do I need to? Mr. Bloomberg asked about amendments? Mr. Copple said about amending the metal cleat rule, Mr. Copple said he didn't know what it is and it should come from you. Mr. Bloomberg said he had no problem doing that.
Mr. Bloomberg said we are looking at two things, if this board wants to either provide a proposal or provide a list of amendments to the lease agreement that has been submitted. Mr. Bloomberg said if this board, if there are things in the lease agreement you are uncomfortable with, then you need to list those now so those can be presented to council because, as you know Mr. Copple, council makes amendments all the time and then vote and then the agreement would have to change with those changes.
Mr. Copple said we suggest the amendments to the contract, we vote on that amendment, and then when all that's done, then we vote on top of the revised contract, that's what has me concerned is the fact that we didn't make any motions to amend the proposal in the first place, I'm not overly worried about getting the payment up front, but the other issue and the cleat issue needs to be addressed.
Mr. Bloomberg said honestly the cleat issue is a minor issue in that agreement, which can be easily changed, it's not a big thing.
Mr. Copple said its not, but it needs to be done up front and it needs to be done in the right order.
Mr. Doman asked if there was any other questions for Mr. Greninger or Mr. Landis.
Mr. Landis said with no more questions, they were excusing themselves and thanked the board for its time.
Mr. Doman said you have heard from them, they are a for-profit, they are in it to make money for themselves which they are in business for themselves, but our mission, is the better we do, the better the city does.
Mr. Doman asked if there were any questions with the initial proposal JSA has presented for discussion.

Mr. Beyer asked both Mr. Bloomberg and Mr. Copple if they had any concerns with the proposal in front of them.
Mr. Bloomberg said he would not be in favor of the soccer fields and the tennis courts, the whole point with Joe Becker, Wendell Redden and Bassman is that we have full-time staff on the weekends that work, we do not have any full-time staff at soccer or tennis, that's strictly Monday through Friday 8 a.m.-5 p.m. their normal work shift, there is no money savings there.
Mr. Copple asked why not?
Mr. Bloomberg said parks and recreation are already maintaining those fields Monday through Friday for all the soccer leagues and for the weekend leagues, we stripe, we fertilize, we mow, we already do that.
Mr. Bloomberg said the main issue we are having with those other facilities is that we are having full-time staff work overtime on the weekends to man those stadiums, that's where the bulk of your savings will be from plus concessions.
Mr. Beyer said then if those two venues were not included, you wouldn't be opposed to it.
Mr. Bloomberg said its no different than what they are proposing.
Mr. Beyer said it was significantly different, when you're getting benefit from profits made.
Mr. Bloomberg said either way, as long as we can walk away from the weekends is our main concern so we can reallocate parks money within the parks department.
Mr. Beyer asked wouldn't you rather see return of any profits into parks and rec to help care for these facilities?
Mr. Bloomberg said absolutely, well sure but that's to be determined if that's the case, we're just proposing that.
Mr. Beyer asked if he thought they would be interested in doing it if they weren't going to make a profit?
Mr. Bloomberg said he wouldn't answer that.
Mr. Metz asked Mr. Bloomberg how much rental income was generated leasing those facilities last year?
Mr. Bloomberg said $60,000.
Mr. Metz said one thing that was brought up earlier by the folks that left, our job is sports marketing, a few years ago, JSA flew in a sports marketing guy from Jacksonville, Fla. (Mr. Metz referenced a visit from Jack Hughes, who flew into Joplin and met with the JSA staff and board at the Joplin Airport). Mr. Metz said during his visit with him, it was his opinion that it is imperative for sports commissions to own and manage the facilities they are using. Mr. Metz said in a case like this, the city has sold a fast pass to someone to get in line with us so someone can make some money. Mr. Metz said if JSA was in charge of these facilities, then JSA could dictate what events we're bringing in, and JSA is looking to bring in different events than they are, JSA is bringing teams from outside the area, they don't care. Mr. Metz said the only time its in their best interest to lease those facilities to us for $75 per game is their events, if they can lease to the Outlaws for $200 a game, that's in their best interest, they have a completely different outlook on the use of these facilities than the city does or than JSA does. Mr. Metz said that's why the JSA is funded by the hotel/motel tax is to bring people into our community, their purpose is not that. Mr. Metz said its only appropriate that JSA manage these facilities, the fact JSA has been around for 25 years without managing its own facilities and is kudos to our past directors and staff.
Mr. McCreary asked Mr. Bloomberg if the savings were based all on staffing and Mr. Bloomberg and concessions too.
Mr. Copple said to his point and his from earlier, he didn't understand how there was a difference comes in if the tennis and soccer is included, you're not going to work the weekends.
JSA Director Craig Hull said it was recommended adding the tennis and soccer venues to the JSA proposal to allow JSA more venues and more opportunities to generate revenues to help generate the $75,000. Mr. Hull said he still wants parks and recreation to run its programming Monday through Thursday, and JSA would like to work with Midwest Select on its league play, but if Midwest Select asks for four weekends a month, JSA would like to have one to host an event of some sort to help generate revenue to offset the $75,000, then the next $25,000 would be used to build a reserve fund for JSA, which just recently discovered JSA could have and then anything over $100,000 would be split with parks and recreation.

Mr. Bloomberg said time back, he forgot who, but it was asked by the board, why doesn't JSA do more with soccer and you flat out said we struggle with it, so now why even throw it in the proposal?
Mr. Hull said we have to give it a shot, it would be a challenge.
Mr. Doman said if the board agrees to this, it's going to take a lot of hard work to pay it off and in the end, the city will benefit.
Mr. Bloomberg said his thing with soccer, if council agrees to the Parkwood proposal, that would give an opportunity to JSA to look at other areas we haven't been looking at and soccer is one, so why it would take having control of the soccer facility to make that happen when you know your going to have to reallocate your resources to soccer anyway. Mr. Bloomberg said if JSA were to take it all, it would save parks and recreation on soccer concession expense, that's all we save.
Mr. Copple said from his time handling concessions for Joplin High School, there is one flaw to this and that's concessions because this proposal has JSA stocking and staffing concessions for parks and recreation events during the week, or maybe you do, just want to make sure that has been thought of became packing and unpacking concessions regularly is a definite negative.
Mr. Hull said that was the directive received to add soccer concession operations to account for it.
Mr. Bloomberg said he wanted clarification that JSA would staff and stock all concessions, provide site coordinators and field maintenance, but where was the cost for this coming from?
Mr. Hull said in FY2019, JSA spent $53,000 with the city renting the various venues, JSA would not be paying itself $53,000 to rent venues it has under its control.
Mr. Bloomberg asked where the $75,000 would come from to pay the city? Mr. Hull said if the board approves, JSA would approach a bank for a $75,000 loan with pay off the loan as revenue is generated from events.
Mr. Frazier said he and Chris Cotton (former parks and recreation director) reached an agreement on first right of refusal which has worked really well for nine years we failed to look into the possibility and probability that as JSA brought more events to town, it was going to turn into a bigger load on parks and recreation staffing. Mr. Frazier said he thinks this is an in-house issue and a city issue, that we outght ot be able to work together and give you what you need without the need for a contract. Mr. Frazier said the city owns, the city should maintain it, we are an extension of the city, and think we should be able to take care of what you need and move on.
Jhan Hurn asked if JSA would need to come up with a loan. Mr. Hull said board approval first, JSA has a $75,000 line of credit with no request of collateral.
Mr. Copple said it was not that big of deal to pay the money up front as the original contract brought forth to the city was monthly payments.
Mr. Metz said it would be more important for the City of Joplin to get its money upfront from Parkwood than it would be from JSA because they are doing business with a shell corporation with no personal guarantees, no deposit, no assets and if they don't keep up their end, then the City of Joplin will be in the same situation as it was in with the Blasters. Mr. Metz said there is a 25-year relationship between the city and JSA, there is goodwill and history.
Mr. Frazier said there should be no concern getting funds from JSA, it could be a monthly allocation, but he is not excited about borrowing $75,000.
Mr. Copple said he is not a voting member, but the board needs to figure out how it wants to split the proceeds after $100,000.
Mr. Doman reminded everyone that the proposal on the table is only a jump of clay to start the discussion, everyone is welcome to discuss changes to it.
Patrick Tuttle asked what the interest rate would be and the payback on the full $75,000 there's a lot more to it than the flat $75,000.
Mr. Hull said he apologized, Steve Taylor was on vacation and he the interest rate 4 percent with a decimal but couldn't remember the exact number.
Mr. Tuttle said at face value, that's $75,000, you have to do 1,000 games over three venues at $75 a game, that's 333 games per field, what are you going to do if you have a bunch of rainouts? Mr. Tuttle said if you are going to recoup that $75,000 purely off rentals.

Mr. Hull asked who said it was purely off rentals?
Mr. Tuttle said how else are you going to pay it back?
Mr. Copple said you will have the contract for signage and advertising. Mr. Beyer said entry fees, gate fees, concessions.
Mr. Beyer said concessions can be boosted by restricting outside food and drink, most venues do that already. Mr. Beyer said Parkwood would not be interested in this offer if they were not going to make a significant amount of money and they are relatively sure of that. Mr. Beyer said that is going to benefit them, the only reason they have to take an outside event that will generate hotel rooms is if the outside event generates them additional revenue. Mr. Beyer said they have no reason to do anything that will benefit the city, there is no guarantee they will do anything to benefit the city other than this lease agreement, and he does not fault them for that, they are in it to make money, this potential not only allows JSA the opportunity to build business also allows parks and rec to retain some of the benefit that Parkwood would need, and frankly if there is an open weekend that JSA doesn't have an event scheduled and there is a local tournament to be had, they can run a local tournament to help offset this $75,000. Mr. Beyer said a local event can legitimately create $10,000-$15,000 of profit on one weekend. Mr. Beyer said it would take five tournaments to offset the $75,000 for JSA.
Mr. Hull said he apologized to Mr. Beyer, but the job of JSA is to host events that generate room nights, however JSA struggles with soccer events that generate room nights because the teams and events JSA would like to target they choose to play at other venues including those in Tulsa, Springfield and Kasnas City. Mr. Hull said if JSA could run five local events and generate the revenue necessary to offset the $75,000, then this is why soccer was added to the venues.
Mr. Bloomberg asked why are soccer teams and events going other places and not Joplin?
Mr. Hull said the venues.
Mr. Copple said his daughter played competitive travel soccer for years and they went to St. Louis,, Kansas City, Little Rock, Springfield and Memphis where there have full 11-v-11 fields were 12-14 fields at one venue. Mr. Copple said Memphis had 100 girls teams over three venues and 100 teams of boys on a different weekend because they had the fields.
Mr. Copple said Joplin struggles for competitive events for our youth to play let alone college prep play and trying to bring people from out of town when there are so many other complexes with 12 or more fields at one place. Mr. Copple said when Dover was operational, there were six to eight fields there to bring in tournaments, now there are three nice fields at the complex for 11-v-11, maybe four, but that really limits the size of tournament you can have when the teams have the opportunity to go play better competition at bigger events in Springfield, Kansas City and Tulsa from my own experiences.
Mr. Bloomberg said what he sees differently, form the standpoint of, we do a great job of bringing baseball to this area, because we use Joe Becker, Wendell Redden, Missouri Southern, Joplin High, Webb City, Carl Junction, Pittsburg, Pittsburg State, all those stadiums, all those places also have soccer and turf soccer facilities, so is soccer different than baseball, can they not play at all of those places or can they not do like baseball does?
Mr. Frazier said during his tenure as director, JSA couldn't find a weekend for JSA to get in, meaning most every weekend, Tulsa, Kansas City or Springfield or a competing market within driving distance to Joplin had an established tournament. Mr. Frazier said weekends are booked now, otherwise what he is suggesting to do, JSA has tried to do it.
Mr. Hull said trying to go head to head with the soccer venues in Kansas City, Tulsa or Springfield will result in a loss.
Mr. Bloomberg said but those same places host baseball tournaments every weekend too? Mr. Bloomberg said JSA could do a better job going after soccer tournaments and utilize the venues available in and around Joplin because its huge in the summer time. Mr. Bloomberg said its not just 11-v-11, its 8-v-8, its 7-v-7 and its 3-v-3.
Mr. Copple said he had not thought of using the school soccer venues all at one time for a big event, but you also run into those soccer fields are also used for football and even in the summer time, you have 7-

on-7 passing leagues, tournaments and football camps and it makes it even harder to schedule all those venues.
Mr. Copple asked Mr. Bloomberg if JSA took the tennis and soccer out of the proposal, brought the price down some, if JSA books a soccer tournament and there is no contract in here, doesn't it put the onus on parks and recreation have to have someone there to take care of the fields, concessions, open the gate and stuff?
Mr. Bloomberg said parks and rec doesn't do that for soccer, it's already set and ready to go and we walk away, we still run concessions on weekends, the difference is with ballfields, there's maintenance to be done, with soccer, you open the gate and its done.
Mr. Hiatt asked Mr. Bloomberg if concessions were money loser. Mr. Bloomberg said concessions are a break even when you factor in staff, product and we allow people to bring food and drinks in.
Mr. Hiatt said he has a relationship with both Mr. Greninger and Mr. Landis and from what he understood, what's driving this is a manpower shortage.
Mr. Bloomberg said yes this will allow parks and recreation to reallocate staff to areas parks and recreation are struggling to maintain.
Mr. Frazier said JSA can do that to and Mr. Bloomberg no one said JSA couldn't.
Melissa Rodgers asked why wasn't this voiced to JSA before?
Mr. Bloomberg said he has voiced it before, just not to JSA.
Mrs. Rodgers said why not voice it to JSA?
Mr. Bloomberg said because it is a parks and recreation issue and JSA is a client of parks and recreation and so we're doing the fields and we have, JSA staff have come out and helped in the past.
Mr. Hull said he thought anytime parks and rec was shorthanded, especially this summer, and needed help, JSA staff did everything from putting up the softball fence, to sweeping crumbs at the field to shutting down venues.
Mr. Bloomberg said for the most case, yes.
Mr. Copple said the nail was hit on the head already, it was not that Paul was actively out seeking someone to bring a contract to the city, Parkwood saw an opportunity after running a couple of tournaments the money that could be make on it, they could step in here and decided to approach the city.
Mr. Bloomberg said it was as simple as that, we didn't go out, it just came to us.
Mrs. Rodgers said Mr. Bloomberg seemed opposed to a JSA proposal. Mr. Bloomberg said he didn't understand asking for the soccer and tennis since there are hardly any savings for the city in those areas, if it's the same proposal for baseball, and the incentive for over $100,000.
Mr. Beyer asked if there is no savings, but potential revenue to be gained, Mr. Bloomberg said you're correct, wouldn't be opposed to that, but JSA would have to work with the schedule and clients we have and good luck getting a weekend outside of the summer.
Mr. Doman asked of the board, how can we improve, where can we improve, do we hire more staff, generate more revenue, how can we help the city?
Mr. Tuttle said he would oppose hiring of more staff if this venture requires hiring more staff. Mr. Tuttle said he is opposed of taking more lodging tax dollars to be used for labor and costs because it is already too high as it is. Mr. Tuttle said the state statue says the money is to be used for sports and tourism promotion and way too much money already coming out of this budget used for labor and council knows this.
Mr. Tuttle said of the proposal, would feel better seeing a business model where all of this is going to happen, this staff doesn't live by a business model, we need a ledger sheet, which brings Forrest into this, that shows how this is going to happen. Mr. Tuttle said Mr. Landis is a businessman, he gets it and probably already has a ledger sheet and shows where he is going to make a profit and that's OK. Mr. Tuttle said this organization is not designed to function that way and for it to function to this process can take on this venture there needs to be a ledger that shows where everything is going to come from. Mr. Tuttle said nothing against Steve and his math, but this is a business venture, if this organization is going

to do that, it's going to step up and show where all that money is going to come from because using more lodging tax dollars for labor, totally opposed to that.
Mr. Beyer said he did not disagree with Mr. Tuttle, a business plan should be outlined, but unfortunately we are in such a position because of the way the whole thing has come around, we have to have board approval to do that business model, otherwise we are wasting valuable time so we have to have a rough proposal to at least present to the city so they will at least consider it.
Mr. Beyer said he didn't disagree with Mr. Tuttle, this is a business venture, not an adventure and staff has spoke to a bank or two and they are confident with the ability for this to work, staff is confident they can make this happen, the intent is not to expand staff without accounting for it in the business plan. Mr. Beyer said Parkwood is not doing this to make $10,000 a year.
Mr. Bloomberg asked Mr. Copple how will this work since council has one proposal on second reading for Monday night?
Mr. Copple said JSA will come before council, JSA Board has looked into this, this is what JSA has prepared at this point and would be willing to work with the city manager, the city attorney and city staff to hammer out the details and fine print on everything and layout that official contract. Mr. Copple said for Monday night it just needs to be a rough end like this with certain issues cleaned up and JSA needs to ne signed up Thursday by noon. Mr. Copple said the rough draft can be handed to the clerk to distributed to council prior to the meeting and whomever signs up will have five minutes to make the presentation and recommend two people sign up so it can be covered during that time.
Mr. Bloomberg asked every proposal that has come before the city has come to staff first, before it goes to council, is JSA jumping city staff and going straight to city council?
Mr. Copple said no, JSA was asked by city council if there were any issues with what was going on, JSA was asked to come back to the next meeting to address those issues and what the boards response was, that's what Roger was charged with at the last city council meeting. Mr. Copple said when Roger comes back up there Monday, he's going to be answering the question that was put to him two weeks ago and if the board says this is what the board wants to do, here is a rough draft of a JSA proposal and if council decides to go with Parkwood, then here's our list of concerns.
Mr. Hurn asked if JSA Board was asking council to look both proposals to make a decision, asking council to drop the Parkwood Proposal and take the JSA proposal or asking council to put this out for a formal request for proposal?
Mr. Copple said since this is on a second reading on the Parkwood proposal, JSA could ask for a no vote would kill it for that evening, but it would not be dead and buried as they would be allowed to go back, sweeten the deal, and come back with another proposal, or JSA could come forth with its proposal. Mr. Copple said as for Monday night, its either yes or no.
Mr. Metz asked if the proposal could be tabled and allowed time for JSA to meet with city staff to come up with a comparable proposal to compare apples to apples. Mr. Copple said it can be tabled, but even at that, that can't vote for a JSA proposal, just yes or no on the Parkwood proposal.
Mr. Doman asked Mr. Bloomberg, $60,000 was the revenue from rentals in FY2019, so Mr. Doman then directed the question to the board should the proposed lease decrease $75,000 to $60,000 in order to not incur more debt.
Mr. Frazier said that would be $5,000 a month from JSA.
Mr. Beyer said it's a 12-month lease instead of 10.
Mr. Frazier said he doesn't think JSA should buy this venture, it should be a partnership with the city and protection of the cities property.
Mr. Copple said he wanted to make it clear, because it had been brought up several times, if the revenue generated over $100,000 will go back to parks and recreation, that's not where the money is going to go, it will go to the general fund. Mr. Copple said it would be awesome if it would, but it would go to the general fund and then have to reallocated to parks and recreation. Mr. Copple said he wishes it could go to parks and recreation to invest in our parks department, so everyone knows where the money is going to go.

Mr. Bloomberg said there is a Friends of the Park fund that people donate monies to and it is strictly earmarked for whatever it was intended to be for and doesn't go to the general fund.
Mr. Beyer said the intent it be specifically geared to parks and rec and if the city can't do that, then the Friends of the Park fund may be an option as the designated fund. Mr. Bloomberg said the Friends of the Park is the city, but it's a fund that can't be touched by anything else.
Mr. Copple said that can be hammered out down the road, but wanted to make it clear.
Mr. Bloomberg said he it can't be tax monies received by JSA either, it would have to be revenues from events hosted by JSA. Mr. Beyer said that would be part of the bookkeeping that comes from the business plan. Mr. Metz said that is not the big accounting nightmare for JSA as Steve does a great job prociding profit and loss on all the events.
Mr. McCreary said the Parkwood Proposal passed on first reading 5-4, it is only my opinion, there is a small, limited or no appetite for a counterproposal, Mr. Frazier has it right, either try to get it killed or live with it or try to amend it. Mr. McCreary said he has heard Parkwood is in to make money, and there has been a lot of details thrown around but no specifics. Mr. McCreary asked a question of Mr. Bloomberg, JSA and Parkwood both have a tournament to host, both with 20 teams, JSA has one with all our of town teams, Parkwood with 20 local teams and they keep their entry fees to make their money and so on, who is the decision maker?
Mr. Bloomberg said it wouldn't be the cities call, it would be Parkwood's decision.
Mr. Beyer said Parkwood will make a decision based on what is best for Parkwood, JSA would make a decision based on what is best for the city.
Mr. McCreary said some of those potential scenarios that could come up would get this from a 5-4 vote in favor to a 5-4 vote against and amendments, we need to find them now and point them out.
Mr. Bloomberg asked Mr. Hull about the tournaments plans to work with including MidAmerica, Five Tool, AABC and Premier, how many of them have local teams vs. out of town teams.
Mr. Hull said there is no specifics exactly who Parkwood plans to work with, Five Tool and AABC have been thrown out there, Premier obviously. Mr. Hull said for example, in 2020 Premier had 38 teams, 10 more than 2019, of the 28 teams in 2019, 22 were in hotels, six were local. Mr. Hull said even with fewer teams last year, there were more room nights generated in 2019 than 2020 with 38 teams although the pandemic had some impact.
Mr. Bloomberg asked if the plan was for JSA to start running its own tournaments, like the five that were mentioned earlier.
Mr. Beyer said those would be local tournaments to make up the revenue necessary to cover the lease payment.
Mr. Bloomberg asked out of pure curiosity, if JSA would go after the same organizations Mike and Bobby are working with.
Mr. Hull said he has had a conversation with one customer who said if Parkwood gets control of the venues, why do they need JSA?
Mr. Bloomberg said JSA is working with the same tournament organizations as Parkwood.
Mr. Hull said some of them yes, but there is one customer who said if the option presented itself, they would take every weekend if they could.
Mr. Bloomberg said it sounds to him as if JSA and Parkwood would be going after the same tournaments and the same teams.
Mr. Hull said there is a customer waiting for the decision to be made on the Parkwood proposal, time is working against both parties, JSA has had one customer who said they wanted no part of the proposed lease agreement, and JSA gave them options informing the customer they could work through JSA or work with Parkwood.
Mr. Bloomberg said we got the proposal in May, it took five months to get it to city council.
Mr. Metz asked why was that?
Mr. Bloomberg said meetings. Mr. Metz said why he didn't come before JSA until the end of September to inform JSA.
Mr. Copple said that was not Mr. Bloomberg's call, that was the city managers decision.

Mr. Copple asked Mr. Hull how the business agreement worked for Five Tool, Premier and so forth.
Mr. Hull said Premier Baseball is the only customer JSA pays for its facilities, that includes all facilities, not just the city owned venues, and for umpire costs. Mr. Frazier said JSA has also paid for opening ceremonies, an agreement that was negotiated by Mike Greninger.
Mr. Hull said JSA has put in some value added incentives such as paying for manpower to operate electronic scoring system for Premier.
Mr. Copple asked if that was the only customer JSA is paying facilities for.
Mr. Hull said no, facility costs is the standard offer to all JSA customers.
Mr. Copple asked if JSA is not getting rental fees from these customers, how is it going to generate revenue from the tournaments.
Mr. Hull said by working with each customer on profit sharing to make sure costs are covered and negotiating gate fees, entry fees and any revenue potentials.
Mr. Buck said the AMC Conference Baseball tournament, JSA would no longer incur the cost of the usage of the stadium, yet would still generate revenue from the gate, concessions and program sales.
Mr. Copple said JSA would be lucky to break even.
Mr. Frazier said were not in it to make money, it's the economic impact for the community. Mr. Copple said yes, in the current business model, but in 2021, when you have to generate $75,000 to pay the lease, you're going to have to show some profit somewhere.
Mr. Beyer said its not really a $75,000 debt, instead of paying $53,000 to Parkwood for usage fees, that would be saved and really, all that needs to be made up is $25,000.
Mr. Beyer made a motion that profits be split even, the portion of the profits 50 percent would go back to the city to get the ball rolling here and take that off the table
Mr. Doman asked for any questions, or a second.
Forrest Reed said that's 50 percent after the $100,000, would that include the concessions.
Mr. Buck said concession costs were part of the revenues JSA was counting toward its $100,000.
With no second to his motion, Mr. Beyer asked if there was any interest in moving forward in making a proposal to the city, otherwise we're just spinning our wheels. Mr. Beyer said it makes sense to him to help benefit the city further, but if we think its too much for the take on, then lets not sit here and hash it out, we're busy people.
Mr. Hurn said he wasn't sure where we were at, Mr. Hull recapped and caught him back up on Mr. Beyer's motion.
Mr. Hurn said he had no questions at this point.
Mr. Frazier asked Mr. Metz to comment, Mr. Metz he couldn't believe the meeting had been going for an hour and 30 minutes and no motions had been made and said it was embarrassing.
Mr. Hiatt said there is a motion on the table to split the profits 50/50 after $100,000, Mr. Hiatt said he would second it.
The motion was passed with five in favor, one opposed and one abstained (Paul Bloomberg).
Mr. Beyer made a motion for JSA to submit a preliminary proposal to the city as discussed and suggested by Mr. Copple, that as noted therein this document that this preliminary proposal to the city with 50 percent included in there.
Mr. Copple asked if the proposal should include the soccer and tennis facilities. Mr. Beyer said that can be debated upon once staff discusses. Mr. Beyer said this is a preliminary proposal saying to the city we are wanting the opportunity to make a more definite proposal and this is a general outline, and if the city is not interested in that, then we work with Parkwood the best we can.
Mr. Frazier asked if the $75,000 should be changed to $60,000. Mr. Copple said that should wait until you decide to leave the soccer and tennis venues as a part of this.
After Mr. Beyer repeated the motion for Mr. Hurn, Forrest Reed seconded the motion.
Mr. Hurn asked if it was open for discussion and asked if JSA was offering this proposal as a preliminary proposal or saying that we would like the opportunity to submit an alternate proposal.
Mr. Beyer said this is a preliminary proposal to be final negotiations for a final contract. Mr. Beyer said the city would have to table or decline to approve the Parkwood agreement, if they chose to do that, if

they vote yes, then obviously this would be nullified on our side and we work with Parkwood to the best of our ability.
Mr. Hurn asked does this exclude us from presenting our concerns to Parkwood?
Mr. Beyer said no, we do that in conjunction with this preliminary proposal.
Mr. Hurn asked that was not part of your motion.
Mr. Beyer said no, not at this time. Mr. Beyer said the council has asked JSA to bring its concerns to the table next week.
The motion passed four votes in favor, two against and one abstain (Paul Bloomberg).
Mr. Doman said the second item to discuss was if there were any other concerns other those listed on the document to the board.
Mr. Beyer said he had a concern which has been raised, obviously Parkwood is going to make a financial decision for any event conflict what is going to benefit them is our assumption, whereas what about the consideration of the city and the hotel community, which this entity is funded by, what guarantees would Parkwood have to make the decision based on what's best for the city and the general sales tax not just what's best for their pocket book.
Mr. Doman asked if the Parkwood proposal goes through, JSA needs to be prepared to perhaps change directions and look at other events going forward and how is this going to effect the JSA.
Mr. Doman asked if we are prepared to do other events and pursue other avenues of business.
Mr. Hiatt asked the official agreement would be written later if the city gives us the time to do that and Mr. Beyer said yes this is not a formal agreement. Mr. Hiatt said his biggest hang up is he would rather see this over 12 months instead of JSA take a loan to do this. Mr. Hiatt said it's a worthwhile to present the city with another option, but taking out a loan to do that does not make him comfortable. Mr. Hiatt said he would like to see a business plan as mentioned before what's the plan to generate that money would help as we navigate this and hopefully we will get an opportunity to do that.
Mr. McCreary said the reason for his no vote earlier, just go in and say we would like the opportunity to offer a separate proposal, the more specifics you have the less likely you are to get approval. Mr. McCreary said it is fair to say that after 25 years of partnership, we should at least get an opportunity to give you a bid, that's all we're asking, but not necessarily think that's best way to go.
Mr. Hurn added his concern was he wanted to see a full proposal and shows how JSA with its business plan can carryout its proposal.

Any Other Business

Adjournment

A motion to adjourn was made by Christopher Beyer, seconded by Dan McCreary, motion carried on a 7-0 vote. Meeting adjournment at 3:53 p.m.

Craig Hull
Director

Roger Doman
Board Chairman