Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2 p.m. at the Hilton Garden Inn and Suites, Joplin, Missouri, 64804, December 9, 2020.

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, Jared Bruggeman, Paul Bloomberg, Patrick Tuttle, Dan McCreary, Jhan Hurn, Melissa Rodgers.
Absent: Matt Hiatt.
Called In: None.
Staff & Guests: Craig Hull, Steve Taylor, Martha Pope, Cori Reid, Mike Greninger, Bobby Landis.

Agenda Items
Review of previous meeting minutes
Dan McCreary made a motion to approve the October 28, 2020 board minutes as presented, seconded by Melissa Rodgers, motion carried on a 10-0 vote.
Jhan Hurn made a motion to approve the November 11, 2020 board minutes as presented, seconded by Dan McCreary, motion carried on a 10-0 vote.

Treasurers Report for November (Presented by Steve Taylor)
A motion was made by Melissa Rodgers to accept the November 2020 Treasurers Report, seconded by Dan McCreary, motion carried on a 10-0 vote.
Forrest Reed asked if JSA had hosted MSHSAA golf state championships before. JSA Director Craig Hull said MSHSAA Class 1 and 2 were held at Twin Hills in 2014 and 2015. Mr. Hull said this year is the first year MSHSAA expanded the number of classes as there had been Class 1 and 2 girls golf in the past, now there are four classes for girls' golf. Mr. Hull said MSHSAA will host a state golf championship at Twin Hills, boys or girls, each year over the next five years.
Paul Bloomberg said, looking at the profit and loss for the MSHSAA Class 3 Girls Golf State Championships, Mr. Bloomberg asked why there was a reason JSA did not show the expense related to the hours put in by the workers working the event. Mr. Taylor said QuickBooks does not have this feature it is accounting software. Mr. Taylor said it was a good question, he had asked the same question from the QuickBooks rep before and he is willing to ask it again since it has been several years since he asked. Mr. Taylor said it is something can't be done by QuickBooks, but he is willing to research to find out and have an answer by the next board meeting. Mr. Reed asked if JSA had expenses. Mr. Taylor said yes, Shaun and Brittnie had work hours during the event.

Event Discussion
National
I. NCCAA Men's and Women's Division I and II National Cross-Country Championships, November 14, 2020 — Mr. Hull said Thursday was the workday at the course, Friday was the practice day with a fun run at the course and Saturday was race day. Mr. Hull said the weather on race day was cool and overcast, the runners appreciated the course being a true cross-country course and the ran received overnight made it soft, the moisture drained off and did not make the course muddy and sloppy. Mr. Hull said 191 runners combined for both men and women for Division I and Division II, there were two races men's race at 10 and women's race at 11. Mr. Hull said the NCCAA preliminary follow up on the event had 18 evaluations and everything was rather positive from the evaluation. Mr. Hull said there will be Zoom meeting in the future to discuss the future of hosting the NCCAA in Joplin. Mr. Hull said the final room tracking report on the event, 191 room nights generated. Mr. Hull said the event was scheduled to be held at College of the Ozarks in Branson, C of O

informed the NCCAA in August it would not honor its last year of the agreement to host, the NCCAA contacted JSA and JSA made it work.

State

I. MCSAA Fall Championships, October 22-24, 2020 — Mr. Hull said he wanted to provide a final room count from the MCSAA Fall Championships which included girl's volleyball, boy's soccer and boys and girl's cross country, 488 room nights were produced, down 136 from 2019.

Old Business

A) Pandemic Impact on Events — Mr. Hull said he hoped this would be the last time this report would be on the agenda, but the final report of lost business in 2020 from the pandemic, 22 ½ events totaling 5,085 room nights.

A) Employee Health Insurance 2021 — Mr. Hull said he left this on the agenda following the lengthy discussion in November and Steve said he would follow up on the employee health insurance increase and the waivers for athletes participating in JSA events. Mr. Hull said a follow up email was sent to the board but wanted a chance to discuss with the board with everyone in the room. Mr. Hull said The InsuranCenter followed up with JSA and the insurance provider made some changes and said JSA did not need to secure waivers from every athlete participating and the boards response by email was no need to put out to bid for other event insurance.

New Business

A) FY2020 Audit — Mr. Hull said Ben Miller, CPA began the audit last week (Tuesday, Dec. 1) and then audit was still ongoing. Mr. Hull said Ben spent three hours in the office on the first day, he has since called and requested more files and more information. Mr. Hull said Ben Miller will be at the January meeting to present the audit. Mr. Taylor said that if all goes well, Ben plans to have a draft to JSA by December 18.

B) Payroll Protection Program Final — Mr. Taylor said there is a letter from Arvest Bank in the board packet JSA was totally forgiven on the payroll protection program and we are free and clear, this is just for information purposes only.

C) Approval of Signatures for JSA Bank Accounts — Mr. Hull said the board needed to approve a new board member to sign checks on all three JSA bank accounts. Mr. Hull said today we needed to remove a name and then add a name. Mr. Hull said James Weber has stepped up and offered to be the fourth approved signature on the checking accounts. Mr. Hull said the current approved signatures are Roger Doman, Forrest Reed, Matt Hiatt and Jim Frazier. Patrick Tuttle made a motion to remove Jim Frazier as an authorized signature on the checking accounts at Peoples Bank of Seneca, Arvest Bank and Southwest Missouri Bank and add James Weber as the fourth authorized signature at Peoples Bank of Seneca, Arvest Bank and Southwest Missouri Bank, Jhan Hurn seconded and the motion passed on a 10-0 vote.

D) Conflict of Interest Forms— Mr. Taylor said there is a conflict-of-interest form in the board packet and it is required to be signed by each board member, each year as part of the audit. Mr. Taylor asked the board to please sign the form and leave it in their board books.

Any Other Business

Mr. Doman said he was informed by Jim Frazier that he has decided to step away. Mr. Doman said Mr. Frazier has been doing this a long time, been here since the beginning, he is going to fade away into the distance, he has had a long run at it, we appreciate everything he has done, all the time and effort. Mr. Doman said Mr. Frazier has retired from the JSA Board.

Patrick Tuttle said he would like for JSA to secure a gift or a gift card to a restaurant to present to Mr. Frazier as a thank you for his years of service. Mr. Taylor asked how JSA should pay for it. Paul Bloomberg said he was sure people would make a donation. Mr. Hull said staff had already planned to pool funds to take care of it and if any board member would like to chip in, it would be appreciated. Mr. Taylor said if any board member wanted to pitch in, catch him after the meeting.

Mr. Bloomberg asked where JSA was on tournaments with Parkwood. Mr. Hull said city council approved the agreement on November 2, November 5 Mr. Greninger emailed me asking for our events for 2021, I replied same day with what we had at that point, he wanted to meet the week after the November board meeting, JSA staff meet with Mike and Bobby on November 19. Mr. Hull said during that meeting, JSA requested a list of open dates therefore allowing JSA to go to its customers and inform them of what was available and that's where the situation sits at this time. Mr. Greninger said he has confirmed the dates sent by JSA for college baseball February and May. Mr. Hull said JSA does not have schedules yet, but those dates were requested by JSA's customers. Mr. Hull said three dates in February were sent, two for May and both JSA and Parkwood were working through the gauntlet of events in late May, June and July of AABC, Five Tool, Premier and MidAmerica. Mr. Greninger asked if JSA had a contract on the college tournament in May? Mr. Hull said the AMC Conference Tournament? Mr. Greninger said yes. Mr. Hull said that the AMC Conference agreed to host its baseball championship in 2018, 2019 and 2020, 2020 did not happen due to the pandemic and they planned to come to Joplin in 2021 and count it as the third year of the deal and had verbally agreed to a three-year extension for 2022, 2023 and 2024. Mr. Hull said Mr. Greninger can now release that date as they are now not coming to Joplin.
Mr. Bloomberg asked why. Mr. Hull said he had received an email from the AMC commissioner and Mr. Hull reminded the board JSA customers were informed of their options including continuing to business as planned, do busines directly with Parkwood or explore other options, the AMC Conference decided to explore other options.
Mr. Bloomberg said if the AMC Conference is going to explore other options, he would suggest Parkwood contact them. Mr. Landis said they could do that.
Mr. Bloomberg said he was not at the November meeting, but in reading the minutes, he read where JSA had lost a customer, who was it.
Mr. Hull said John Hill, baseball coach at Fort Scott Community College, who did two showcase events. Mr. Landis asked when those were held. Mr. Hull said one in late May, one in June. Mr. Bloomberg asked what his reasoning was. Mr. Hull said he chose not to come back to Joplin. Mr. Hull said he had an email from Mr. Hill and he offered to allow Mr. Bloomberg to read it. Mr. Bloomberg said you can just tell me.
Mr. Hull read from Mr. Hill's email:
"I wanted to explain further the reasons behind my decisions to stop doing business in the city of Joplin.
Once my relationship and contact with Craig Hull was no longer valid, I decided to move away. That is the genesis of my decision and most important reason.
Craig and I have worked together dating back to the summer of 2010 and beyond and he has always been "customer first" in his approach and he earned my loyalty from the beginning.
My summer tournaments began small with just 5-6 teams back then, but he remained the same when we had almost 50 teams from 11 states in 2018 always making me feel like an important customer.
Once informed of the new arrangement in Joplin and who was involved, I chose to remove myself from doing business with them.
I do not wish to have my name associated with entities that do not pay their bills or are frequently delinquent in paying for facilities, umpires, etc. That is a business and personal integrity violation I do not want anything to do with.
Thank you for your time."

Mr. Doman asked if there was any other business.

Adjournment

If there is no other business, James Weber said he made a motion to adjourn, Christopher Beyer seconded. Dan McCreary said he would like to make a motion to go into closed session. James Weber rescinded his motion. Melissa Rodgers seconded the motion to go into closed session.

A roll call vote was held to go into a closed session Roger Doman voted yes, James Weber voted yes, Christopher Beyer voted yes, Forrest Reed voted yes, Jared Bruggeman voted yes, Paul Bloomberg voted yes, Patrick Tuttle voted yes, Dan McCreary voted yes, Jhan Hurn voted yes and Melissa Rogers voted yes. The motion to go into closed session passed on a 10-0 roll call vote and the closed session began at 2:26 p.m. and the meeting adjourned following the end of the closed session.

Craig Hull
Director

Roger Doman
Board Chairman

Joplin Sports Authority, Inc.

PROFIT AND LOSS

December 2020

	TOTAL
Income	
Non-operating Revenues	
Interest	10.42
Lodging Tax Allocation	40,578.70
Miscellaneous Revenue	11.00
Total Non-operating Revenues	**40,600.12**
Operating Revenues	
Ticket Income	2,400.00
Total Operating Revenues	**2,400.00**
Total Income	**$43,000.12**
GROSS PROFIT	**$43,000.12**
Expenses	
Event Expenses	
Event Labor and Supplies	1,087.46
Food & Beverage	52.91
Total Event Expenses	**1,140.37**
Operations	
Accounting Fees	50.00
Dues & Memberships	225.00
Health Insurance	1,627.10
Insurance - Liability, D and O	
Commercial Insurance	2,417.00
Liability, D and O	3,765.00
Total Insurance - Liability, D and O	**6,182.00**
Office Supplies	45.76
Postage, Mailing Service	4.70
Printing and Copying	93.83
Rent	471.00
Supplies	15.00
Telephone	
Cell Phone Stipend	90.00
Total Telephone	**90.00**
Travel	
Fuel Reimbursement	20.00
Total Travel	**20.00**
Utilities	796.35
Website Maintenance	2.99
Total Operations	**9,623.73**
Payroll Expenses	
Administration Fees/Payroll	283.75
Full-Time	13,287.00
Part-Time	2,305.88
Payroll Taxes	1,644.30
Total Payroll Expenses	**17,520.93**
Total Expenses	**$28,285.03**
NET OPERATING INCOME	**$14,715.09**
NET INCOME	**$14,715.09**

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November - December, 2020

	TOTAL
Income	
Non-operating Revenues	
Interest	19.59
Lodging Tax Allocation	57,513.75
Miscellaneous Revenue	18.00
Total Non-operating Revenues	**57,551.34**
Operating Revenues	
Merchandising Commissions	57.45
Ticket Income	2,695.00
Total Operating Revenues	**2,752.45**
Total Income	**$60,303.79**
GROSS PROFIT	**$60,303.79**
Expenses	
Event Expenses	
Event Labor and Supplies	3,284.02
Facility Lease/Rental	502.50
Food & Beverage	220.58
Officiating	400.00
Total Event Expenses	**4,407.10**
Operations	
Accounting Fees	100.00
Dues & Memberships	225.00
Fees and Permits	63.50
Health Insurance	3,062.92
Insurance - Liability, D and O	
Commercial Insurance	2,417.00
Liability, D and O	3,765.00
Total Insurance - Liability, D and O	**6,182.00**
Office Supplies	45.76
Postage, Mailing Service	4.70
Printing and Copying	203.30
Rent	471.00
Repairs & Maintenance	50.65
Supplies	15.00
Telephone	
Cell Phone Stipend	180.00
Total Telephone	**180.00**
Travel	
Fuel Reimbursement	20.00
Total Travel	**20.00**

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November - December, 2020

	TOTAL
Utilities	1,592.73
Website Maintenance	1,095.86
Total Operations	**13,312.42**
Payroll Expenses	
401K	164.18
Administration Fees/Payroll	2,671.43
Full-Time	23,916.60
Part-Time	5,209.88
Payroll Taxes	2,994.06
Total Payroll Expenses	**34,956.15**
Total Expenses	**$52,675.67**
NET OPERATING INCOME	**$7,628.12**
NET INCOME	**$7,628.12**

Joplin Sports Authority, Inc.

BALANCE SHEET

As of December 31, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking-People's Bank of Seneca	44,642.63
Credit Card Account	12,700.04
Petty Cash	150.00
SMB Checking	11,840.00
Total Bank Accounts	**$69,332.67**
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	**$137,760.38**
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	**$202,746.10**
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	-538.93
Payroll Liabilities	4,204.24
401K Match	7.57
Total Payroll Liabilities	**4,211.81**
Total Other Current Liabilities	**$13,564.33**
Total Current Liabilities	**$17,724.71**
Total Liabilities	**$17,724.71**
Equity	
Net investment in capital assets	59,892.00
Unrestricted Net Assets	117,501.27
Net Income	7,628.12
Total Equity	**$185,021.39**
TOTAL LIABILITIES AND EQUITY	**$202,746.10**