



Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m. Holiday Inn, Joplin, Missouri, 64804, June 10, 2020.

CALL TO ORDER

President Roger Doman called the meeting to order at 2:36 p.m.

Present: Roger Doman, Forrest Reed, James Weber, Matt Hiatt, Christopher Beyer, Paul Bloomberg, Dan McCreary, Jhan Hurn.

Absent: Patrick Tuttle, Jared Bruggeman, Jim Frazier, Melissa Rodgers.

Called In: None.

Staff & Guests: Craig Hull, Steve Taylor, Brittnie Harter, Shaun Buck, Martha Pope, Cori Reid, Phil Metz, Heather Arnold, Cathy Welsh, Wendi Douglas.

Board chairman Roger Doman welcomed new board members Jhan Hurn and Dan McCreary to the JSA Board of Directors.

Agenda Items

Review of previous meeting minutes

Dan McCreary made a motion to approve the May 13, 2020 board minutes as presented, seconded by Matt Hiatt motion carried on an 8-0 vote.

Treasurers Report for May (Presented by Steve Taylor)

A motion was made by James Weber to accept the May 2020 Financial Report, seconded by Forrest Reed, motion carried on an 8-0 vote.

Event Discussion

National

I. Premier Baseball Events, June/July 2020 — JSA Director Craig Hull said Premier Baseball is scheduled to host its 17-under, 16-under and 15-under National Championships July 15-19. Expectations are for a 48-team event. In order to meet budget, JSA will cut staffing on the event including offering iPad scoring for all games, cuts to hospitality and cutting the opening ceremony. Premier Baseball's 13-under National Championship initially had 24-30 teams committed, but it appears it will more likely be a 12-16 team event. Some Texas organizations are not willing to travel this year due to the pandemic.

JSA will remain responsible for facilities, staffing and umpire costs.

State

I. Five Tool Baseball Events, May-July 2020 — Mr. Hull said Five Tool Baseball is hosting three 60/90 events and two youth tournaments this summer in Joplin. JSA is responsible for the usage fees of the fields at the Joplin Athletic Complex and for venue costs and umpires for the three 60/90 events.

Local

I. MidAmerica Baseball Tournaments, May-July 2020 — Mr. Hull said two events have been completed, one during Memorial Day weekend and one the first week of June and with a 16-under MidAmerica World Series scheduled for July 1-5.

II. Midwest Sports Productions Tournaments, June-July 2020 — Mr. Hull said this is a new customer for JSA and had events scheduled in March, April and May. The first event in June, a girls fast pitch tournament June 5-7, had 24 teams with 80 rooms booked, but 10 teams dropped out due to the City of Joplin's phased reopening plan and not knowing if teams outside of 50 miles would be allowed in prior to the decision made to rescind it on June 1. There is one baseball event in June and another fast pitch event in July with the possibility of adding more events in August or September.

Old Business

A) Pandemic Impact on Events — Mr. Hull said a total of 19 ½ events have been lost due to the pandemic and an estimated total of 2,617 room nights lost.

New Business

A) Small Business Administration Loan — Mr. Hull said due to low hotel/motel tax checks from the city, JSA could face a cash flow challenge while trying to host events for the rest of June and all of July.

Mr. Hull, working with Finance Director Steve Taylor, presented three options for the board's approval.

Option 1, Mr. Hull said he has spoken with Deron Burr with People's Bank of Seneca and Mr. Burr said People's Bank of Seneca would allow JSA a line of credit for \$75,000. Mr. Burr said all that was necessary was board approval.

Option 2, Mr. Taylor said he was exploring a Small Business Administration Loan (SBA) to see if JSA qualified.

Option 3, do nothing and not host the events.

Mr. Hull said JSA presently has enough financially to cover set costs for the remainder of the fiscal year.

However, by forecasting expenditures and revenues for five large baseball tournaments scheduled for June and July, JSA was set to see a \$75,000 shortfall.

Jhan Hurn asked if it were possible to explore both the SBA Loan and the line of credit. Mr. Hurn said his not-for-profit was able to qualify for both.

Forrest Reed made a motion directing JSA staff to approach both Southwest Missouri Bank and People's Bank of Seneca for a \$75,000 line of credit and for staff to explore filing for an SBA loan. Motion was seconded by James Weber and the motion carried on a 7-0 vote with one abstention.

Any Other Business

Forrest Reed discussed the bylaws and attendance reviewing recent developments with the bylaws for the new board members. He said the committee still has more work to be done but has successfully changed attendance requirements and communication means for the board members to attend meetings.

James Weber made a motion to cancel the July JSA Board of Directors meeting due to conflicts with JSA events and due to possible absences by most of the board members, Motion was seconded by Christopher Beyer and the motion carried on an 8-0 vote.

Adjournment

A motion to adjourn was made James Weber, seconded by Matt Hiatt motion carried an 8-0 vote.

Meeting adjournment at 3:49 p.m.



Craig Hull
Director



Roger Doman
Board Chairman

Joplin Sports Authority, Inc.

PROFIT AND LOSS

June 2020

	TOTAL
Income	
Interest	21.25
Non-operating Revenues	
Lodging Tax Allocation	21,705.33
Total Non-operating Revenues	21,705.33
Operating Revenues	
Ticket Income	2,755.00
Total Operating Revenues	2,755.00
Total Income	\$24,481.58
GROSS PROFIT	\$24,481.58
Expenses	
Event Expenses	
Event Labor and Supplies	2,365.50
Facility Lease/Rental	8,625.00
Officiating	2,340.00
Total Event Expenses	13,330.50
Operations	
Accounting Fees	375.00
Bank Service Charges	90.00
Dues & Memberships	743.20
Health Insurance	1,915.52
Printing and Copying	111.21
Rent	471.00
Telephone	
Cell Phone Stipend	90.00
Total Telephone	90.00
Utilities	1,065.10
Website Maintenance	97.84
Total Operations	4,958.87
Payroll Expenses	
401K	684.86
Administration Fees/Payroll	1,291.45
Full-Time	10,629.60
Part-Time	2,977.44
Payroll Taxes	1,047.09
Total Payroll Expenses	16,630.44
Total Expenses	\$34,919.81
NET OPERATING INCOME	\$ -10,438.23
NET INCOME	\$ -10,438.23

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2019 - June 2020

	TOTAL
Income	
Interest	141.92
Miscellaneous Revenue	52,750.00
Non-operating Revenues	
Lodging Tax Allocation	241,012.91
Total Non-operating Revenues	241,012.91
Operating Revenues	
Entry Fees	7,150.00
Merchandising Commissions	985.00
Program Sales	151.00
Sponsor Donations	7,750.00
Ticket Income	9,928.76
Total Operating Revenues	25,964.76
Total Income	\$319,869.59
GROSS PROFIT	\$319,869.59
Expenses	
Event Expenses	
Event Labor and Supplies	9,998.48
Facility Lease/Rental	19,639.99
Food & Beverage	6,865.28
JSA Sponsorships	750.00
Officiating	10,925.88
Total Event Expenses	48,179.63
Operations	
Accounting Fees	7,780.00
Advertising	250.00
Auto and Gator Insurance	2,562.00
Bank Service Charges	346.33
Convention & Tradeshow	2,507.84
Dues & Memberships	6,483.20
Equipment	18,990.00
Fees and Permits	51.36
Health Insurance	13,055.65
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	523.09
Office Supplies	1,415.97
Other Recognition Services	2,340.94
Postage, Mailing Service	237.87

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2019 - June 2020

	TOTAL
Printing and Copying	1,419.36
Promotional Materials	699.80
Rent	4,239.00
Repairs & Maintenance	229.25
Supplies	806.91
Telephone	
Cell Phone Stipend	540.00
Total Telephone	540.00
Travel	
Fuel Reimbursement	1,558.44
Mileage	185.21
Travel	1,190.72
Total Travel	2,934.37
Utilities	7,633.32
Website Maintenance	302.75
Total Operations	84,929.01
Payroll Expenses	
401K	6,121.14
Administration Fees/Payroll	12,213.42
Full-Time	94,377.66
Overtime Wages	3,659.00
Part-Time	23,492.47
Payroll Taxes	9,134.50
Total Payroll Expenses	148,998.19
Total Expenses	\$282,106.83
NET OPERATING INCOME	\$37,762.76
NET INCOME	\$37,762.76

Joplin Sports Authority, Inc.

BALANCE SHEET

As of June 30, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking - US Bank	7,571.84
Checking-People's Bank of Seneca	95,558.32
Credit Card Account	9,700.07
Petty Cash	150.00
SMB Checking	7,959.40
Total Bank Accounts	\$120,939.63
Accounts Receivable	
Accounts Receivable	447.61
Total Accounts Receivable	\$447.61
Other Current Assets	
Contributions Receivable	66,030.85
Prepaid Insurance	1,449.25
Total Other Current Assets	\$67,480.10
Total Current Assets	\$188,867.34
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	\$253,853.06
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	-3,854.89
Payroll Liabilities	4,204.24
401K Match	7.57
Total Payroll Liabilities	4,211.81
Total Other Current Liabilities	\$10,248.37
Total Current Liabilities	\$14,408.75
Total Liabilities	\$14,408.75
Equity	
Net investment in capital assets	59,892.00
Unrestricted Net Assets	141,789.55
Net Income	37,762.76
Total Equity	\$239,444.31
TOTAL LIABILITIES AND EQUITY	\$253,853.06

Joplin Sports Authority, Inc.

PROFIT AND LOSS

July 2020

	TOTAL
Income	
Miscellaneous Revenue	25.00
Operating Revenues	
Sponsor Donations	500.00
Ticket Income	57,682.87
Total Operating Revenues	58,182.87
Total Income	\$58,207.87
GROSS PROFIT	\$58,207.87
Expenses	
Event Expenses	
Event Labor and Supplies	18,480.93
Facility Lease/Rental	11,760.00
Food & Beverage	279.31
Officiating	37,180.00
Total Event Expenses	67,700.24
Operations	
Health Insurance	1,469.58
Local Sales Meeting	71.82
Office Supplies	46.98
Other Recognition Services	205.00
Printing and Copying	110.30
Rent	471.00
Telephone	
Cell Phone Stipend	90.00
Total Telephone	90.00
Travel	
Mileage	309.36
Total Travel	309.36
Utilities	834.25
Total Operations	3,608.29
Payroll Expenses	
401K	1,075.22
Administration Fees/Payroll	2,028.18
Full-Time	13,287.00
Overtime Wages	4,295.25
Part-Time	3,832.13
Payroll Taxes	1,644.33
Total Payroll Expenses	26,162.11
Total Expenses	\$97,470.64
NET OPERATING INCOME	\$ -39,262.77
NET INCOME	\$ -39,262.77

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2019 - July 2020

	TOTAL
Income	
Interest	141.92
Miscellaneous Revenue	52,775.00
Non-operating Revenues	
Lodging Tax Allocation	241,012.91
Total Non-operating Revenues	241,012.91
Operating Revenues	
Entry Fees	7,150.00
Merchandising Commissions	985.00
Program Sales	151.00
Sponsor Donations	8,250.00
Ticket Income	67,611.63
Total Operating Revenues	84,147.63
Total Income	\$378,077.46
GROSS PROFIT	\$378,077.46
Expenses	
Event Expenses	
Event Labor and Supplies	28,479.41
Facility Lease/Rental	31,399.99
Food & Beverage	7,144.59
JSA Sponsorships	750.00
Officiating	48,105.88
Total Event Expenses	115,879.87
Operations	
Accounting Fees	7,780.00
Advertising	250.00
Auto and Gator Insurance	2,562.00
Bank Service Charges	346.33
Convention & Tradeshow	2,507.84
Dues & Memberships	6,483.20
Equipment	18,990.00
Fees and Permits	51.36
Health Insurance	14,525.23
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	594.91
Office Supplies	1,462.95
Other Recognition Services	2,545.94
Postage, Mailing Service	237.87

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2019 - July 2020

	TOTAL
Printing and Copying	1,529.66
Promotional Materials	699.80
Rent	4,710.00
Repairs & Maintenance	229.25
Supplies	806.91
Telephone	
Cell Phone Stipend	630.00
Total Telephone	630.00
Travel	
Fuel Reimbursement	1,558.44
Mileage	494.57
Travel	1,190.72
Total Travel	3,243.73
Utilities	8,467.57
Website Maintenance	302.75
Total Operations	88,537.30
Payroll Expenses	
401K	7,196.36
Administration Fees/Payroll	14,241.60
Full-Time	107,664.66
Overtime Wages	7,954.25
Part-Time	27,324.60
Payroll Taxes	10,778.83
Total Payroll Expenses	175,160.30
Total Expenses	\$379,577.47
NET OPERATING INCOME	\$ -1,500.01
NET INCOME	\$ -1,500.01

Joplin Sports Authority, Inc.

BALANCE SHEET

As of July 31, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking - US Bank	7,571.84
Checking-People's Bank of Seneca	55,262.74
Credit Card Account	11,466.94
Petty Cash	150.00
SMB Checking	7,779.40
Total Bank Accounts	\$82,230.92
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	\$150,658.63
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	\$215,644.35
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	-2,800.83
Payroll Liabilities	4,204.24
401K Match	7.57
Total Payroll Liabilities	4,211.81
Total Other Current Liabilities	\$11,302.43
Total Current Liabilities	\$15,462.81
Total Liabilities	\$15,462.81
Equity	
Net investment in capital assets	59,892.00
Unrestricted Net Assets	141,789.55
Net Income	-1,500.01
Total Equity	\$200,181.54
TOTAL LIABILITIES AND EQUITY	\$215,644.35