



Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m. Holiday Inn, 3402 Arizona Avenue, Joplin, Missouri, 64804, August 12, 2020.

CALL TO ORDER

President Roger Doman called the meeting to order at 2:34 p.m.

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

Absent: None.

Called In:

Staff & Guests: Craig Hull, Steve Taylor, Brittnie Harter, Shaun Buck, Martha Pope, Cori Reid, Nathan Wood, Mike Greninger.

Agenda Items

Review of previous meeting minutes

Melissa Rodgers made a motion to approve the June 10, 2020 board minutes as presented, seconded by Dan McCreary motion carried on an 11-0 vote.

Treasurers Report for June (Presented by Steve Taylor)

A motion was made by Forrest Reed to accept the June 2020 Treasurers Report, seconded by Melissa Rodgers, motion carried on an 11-0 vote.

Treasurers Report for July (Presented by Steve Taylor)

A motion was made by James Weber to accept the July 2020 Treasurers Report, seconded by Christopher Beyer, motion carried on an 11-0 vote.

Event Discussion

National

I. Premier Baseball Events, June/July 2020 — JSA Director Craig Hull said the Premier Baseball 13-under Championship had only six teams participating after it had as many as 18-20 teams at one time. The event used only Joe Becker Stadium and Wendell Redden Stadium and 183 room nights generated.

Six venues were used for the Premier 17-under, 16-under and 15-under Championship. Mr. Hull said Premier Baseball changed the age format this year in an effort to bring more teams to Joplin. The six venues used included Joe Becker, Wendell Redden, Joplin High School, Webb City, Al Ortolani Field at Pittsburg State and Jaycee Ballpark in Pittsburg. A total of 38 teams participated with 123 games played. The preliminary room tracking report shows 460 room nights generated from the event.

State

I. Five Tool Baseball Events, May-July 2020 — Mr. Hull said this was the second year of working with Five Tool Baseball on hosting events in Joplin. This included youth tournaments scheduled for March and April that did not happen, May and June that did take place, plus three larger showcase events including the Five Tool Heart of America event June 12-14, Route 66 Championship June 18-21 and the Battle of the Ozarks July 9-12.

The last week of July, Five Tool presented the AABC 16-under Big Stick Challenge at the same time as the AABC Connie Mack Classic.

Preliminary room tracking reports on these events include 122 room nights from 41 teams in the Route 66 Championship in June, nine room nights from 18 teams in the King of the Ozarks Tournament, 706 room nights combined from the Connie Mack Classic and Big Stick Challenge.

Local

I. MidAmerica Baseball Tournaments, May-July 2020 — Mr. Hull said MidAmerica Baseball was scheduled to host three showcase events with one each in May, June and July.

The MidAmerica event held on May 21-24 (Memorial Day weekend) had 44 teams and no room nights, June 4-7 MidAmerica event had 73 teams and 154 room nights. The MidAmerica event scheduled for July 1-5 was canceled.

II. Midwest Sports Productions Tournaments, June-July 2020 — Mr. Hull said MSP is a new customer for JSA and had USSSA events booked in March, April and May but were canceled due to the pandemic. The first event, a youth fastpitch tournament on June 5-7 had 27 teams entered at one point and had 80 rooms booked for the weekend, but due to the City of Joplin waiting until Monday, June 1 to rescind the 50-mile team restriction, 10 teams dropped out.

MSP held a USSSA baseball tournament on June 19-21 with nine teams, a fastpitch tournament was held on July 24-26 with eight teams and a 60/90 baseball event took place this past weekend at Joe Becker and Wendell Redden with seven teams. Room tracking for these events is incomplete and still being worked on.

III. Joplin Christina Freeman/Paige Neal Memorial Softball Tournament — Joplin Schools Athletic Director Matt Hiatt said this event will take place Friday-Saturday, September 4-5 with three teams not coming this year due to the pandemic — Park Hills South, Columbia Rock Bridge and Kansas City Staley. Blue Springs still plans to participate at this time, but will not stay the night, instead opt to drive back and forth. Teams participating include Joplin, Webb City, Carl Junction, Seneca, Neosho, Carthage, Nevada and Monett.

IV. MS Bike Ride, September 12-13, 2020 — Mr. Hull said the MS Society has canceled the 2020 event due to the pandemic. The MS Society had already informed JSA the event will race from Springfield to Lebanon in 2021.

Old Business

A) Pandemic Impact on Events — Mr. Hull said the latest update on business lost in 2020 due to the pandemic includes 21 ½ events and 2,701 room nights. This does not include events that have taken place and numbers are down. Those numbers will be calculated later once room tracking is complete on summer events.

B) Small Business Administration Loan — Finance Director Steve Taylor said he had contacted Arvest Bank about a potential SBA Loan; however, Mr. Taylor was informed the SBA was out of funds at that time and that it would be October at the earliest before the SBA would have funds. Also, Mr. Taylor said JSA did not qualify for SBA grants at this time because JSA was not a farm operation.

New Business

A) JSA FY2021 Budget — Mr. Hull said the City of Joplin provided JSA its hotel/motel tax projection for FY2021. The City of Joplin forecasts to provide 30 percent of the hotel/motel tax to total \$360,000 for FY2021, a \$60,000 reduction from the \$420,000 projection for FY2020

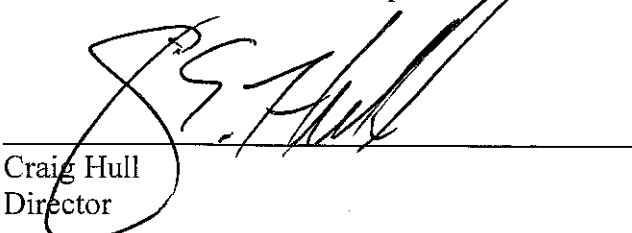
Mr. Hull said the JSA Board traditionally directs staff to build a budget based on \$25,000-\$30,000 less than the City of Joplin's projection. After a brief discussion, the JSA Board directed staff to build the FY2021 budget based on \$330,000. The FY2020 budget was built based on \$390,000.

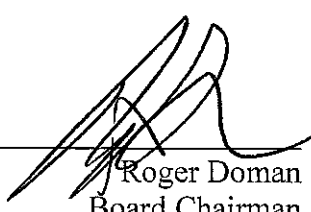
Any Other Business

Adjournment

A motion to adjourn was made Christopher Beyer, seconded by Jared Bruggeman, motion carried an 11-0 vote.

Meeting adjournment at 3:53 p.m.


Craig Hull
Director


Roger Doman
Board Chairman

Joplin Sports Authority, Inc.

BALANCE SHEET

As of August 31, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking-People's Bank of Seneca	78,739.76
Credit Card Account	11,466.94
Petty Cash	150.00
SMB Checking	7,015.00
Total Bank Accounts	\$97,371.70
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	\$165,799.41
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	\$230,785.13
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	-3,246.77
Payroll Liabilities	4,204.24
401K Match	7.57
Total Payroll Liabilities	4,211.81
Total Other Current Liabilities	\$10,856.49
Total Current Liabilities	\$15,016.87
Total Liabilities	\$15,016.87
Equity	
Net investment in capital assets	59,892.00
Unrestricted Net Assets	141,789.55
Net Income	14,086.71
Total Equity	\$215,768.26
TOTAL LIABILITIES AND EQUITY	\$230,785.13

Joplin Sports Authority, Inc.

PROFIT AND LOSS

August 2020

	TOTAL
Income	
Non-operating Revenues	
Interest	17.25
Lodging Tax Allocation	46,855.23
Total Non-operating Revenues	46,872.48
Total Income	\$46,872.48
GROSS PROFIT	\$46,872.48
Expenses	
Event Expenses	
Facility Lease/Rental	1,160.00
Hosting Fee	4,000.00
Total Event Expenses	5,160.00
Operations	
Accounting Fees	50.00
Health Insurance	1,108.84
Printing and Copying	118.78
Rent	471.00
Supplies	168.00
Utilities	1,107.40
Total Operations	3,024.02
Payroll Expenses	
401K	524.23
Administration Fees/Payroll	982.75
Full-Time	7,972.20
Part-Time	2,516.26
Payroll Taxes	801.82
Total Payroll Expenses	12,797.26
Total Expenses	\$20,981.28
NET OPERATING INCOME	\$25,891.20
NET INCOME	\$25,891.20

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2019 - August 2020

	TOTAL
Income	
Non-operating Revenues	
Interest	181.83
Lodging Tax Allocation	287,868.14
Miscellaneous Revenue	52,775.00
Total Non-operating Revenues	340,824.97
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	\$424,972.60
GROSS PROFIT	\$424,972.60
Expenses	
Event Expenses	
Event Labor and Supplies	28,558.29
Facility Lease/Rental	34,765.49
Food & Beverage	9,608.82
Hosting Fee	4,000.00
JSA Sponsorships	750.00
Officiating	48,429.88
Total Event Expenses	126,112.48
Operations	
Accounting Fees	7,880.00
Advertising	250.00
Auto and Gator Insurance	2,562.00
Bank Service Charges	366.33
Convention & Tradeshow	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	594.91
Office Supplies	1,462.95
Other Recognition Services	2,545.94

Joplin Sports Authority, Inc.

PROFIT AND LOSS

November 2019 - August 2020

	TOTAL
Postage, Mailing Service	237.87
Printing and Copying	1,648.44
Promotional Materials	699.80
Rent	5,181.00
Repairs & Maintenance	279.90
Supplies	1,019.91
Telephone	
Cell Phone Stipend	720.00
Total Telephone	720.00
Travel	596.40
Fuel Reimbursement	1,689.69
Mileage	494.57
Travel	1,190.72
Total Travel	3,971.38
Utilities	9,574.97
Website Maintenance	305.74
Total Operations	92,547.61
Payroll Expenses	
401K	7,899.21
Administration Fees/Payroll	15,558.46
Full-Time	118,294.26
Overtime Wages	7,954.25
Part-Time	30,665.86
Payroll Taxes	11,853.76
Total Payroll Expenses	192,225.80
Total Expenses	\$410,885.89
NET OPERATING INCOME	\$14,086.71
NET INCOME	\$14,086.71