

Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:00p.m. at Joplin Sports Authority conference room, 3301 W 1st Street Joplin MO, 64801 September 6, 2023

CALL TO ORDER

Jhan Hurn called the meeting to order at 2:14p.m.

Present: Jhan Hurn, Melissa Rodgers, Patty Vavra, Dave Compton, Patrick Tuttle, Rob Mallory, Matt Hiatt, Paul Bloomberg

Absent: Christopher Beyer, Hunter Perry, JT Weber, Chuck Copple,

Staff & Guests: Jared Bruggeman, Brittanie Earp, Lauren Johnson, Steve Taylor

Review of previous meeting minutes

Melissa Rodgers made a motion to approve the August 9th, 2023, board minutes as presented, seconded by Patty Vavra. Motion carried on an 6-0 vote.

Reports

A) Executive Directors Report

Jared Bruggeman talked about the mobile 1 company vehicle. It has been removed from storage and was sold to a scrap yard. Jared continues to work on the education credits for the Sports Tourism Strategist Degree. Jared and Shaun attended an education seminar hosted by Missouri Travel Alliance and Show Me Sports Missouri to understand the Amateur Sporting Tax Credit. Jared has been asked to present the TEAMS 4-S Summit in El Paso. 4-S Summit is a two-day event that will cover the 4S's of sports events and tourism. Jared will be attending the Destination Midwest meeting in Brookings, SD to discuss the emphasis of the sports world. JSA financials are doing well, the revenues and assets are up. Summer Baseball is complete, JSA has paid all the invoices that have the appropriate and necessary documentation. JSA has received the first two checks from Missouri Department of Economic Development Amateur Sporting Tax Credit Program. The Policies and Procedures Committee has reviewed the JSA Bylaws and has been approved by City Council. Jared talked about the Strategic Planning Process, it will be initiated late Summer or Fall of this fiscal year. The planning of the Joplin Area Sports Hall of Fame is in progress, a date of the event has been set and the class of inductees have been selected. Jared served on the RFP selection committee for the City of Joplin on the Tourism Venue Study. He also served on the Joplin Elks Club State Golf Championship Committee.

B) Treasurers Report for September 2022 (Presented by Steve Taylor)

A motion was made by Dave Compton to accept the August 2023 Treasurers Report, seconded by Paul Bloomberg, motion carried on an 8-0 vote.

C) Employee Compensation Committee Report—

On September 6th, 2023, the board approved the Employee Compensation Committee Minutes.

D) Bylaws & Administration Policies Committee Report—No Report

E) Budget & Audit Committee Report—

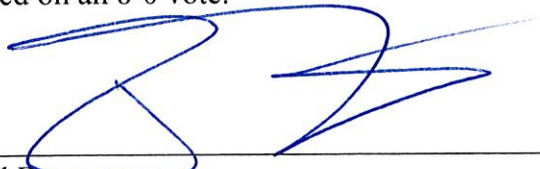
Dave Compton made a motion to approve FY 2024 Budget and Audit, seconded by Patty Vavra. Motion carried on an 8-0 vote.

Event Report—No Report

Old Business—No Report

New Business—No Report

A motion was made by Matt Hiatt to adjourn the meeting at 2:59pm, seconded by Melissa Rodgers. Motion carried on an 8-0 vote.



Jared Bruggeman
Executive Director



Jhan Hurn
Board Chairman

Joplin Sports Authority, Inc.

Profit and Loss

September 2023

	TOTAL
Income	
Non-operating Revenues	
Interest Earned	15.79
Lodging Tax Allocation	46,468.41
Miscellaneous Revenue	9.00
Sponsor Donations	5,708.34
Total Non-operating Revenues	52,201.54
Total Income	\$52,201.54
GROSS PROFIT	\$52,201.54
Expenses	
Event Expenses	
Event Labor and Supplies	1,572.04
Facility Lease/Rental	36,600.54
Food & Beverage	6,716.60
JSA Sponsorships	2,950.79
Travel	53.49
Total Event Expenses	47,893.46
Operations	
Accounting Fees	988.00
Auto Insurance	-357.00
Health Insurance	3,082.69
Local Sales Meeting	496.88
Lodging Accommodation	2,021.44
Office Supplies	597.34
Other Recognition Services	335.00
Postage, Mailing Service	64.01
Printing and Copying	531.62
Repairs & Maintenance	54.42
Supplies	1,343.32
Telephone	
Cell Phone Stipend	250.00
Total Telephone	250.00
Travel	3,448.69
Fuel Reimbursement	1,237.01
Total Travel	4,685.70
Utilities	2,054.59
Website Maintenance	129.60
Total Operations	16,277.61

Joplin Sports Authority, Inc.

Profit and Loss

September 2023

	TOTAL
Payroll Expenses	
401K	543.42
Administration Fees/Payroll	329.25
Full-Time	16,750.64
Part-Time	1,363.23
Payroll Taxes	1,385.69
Total Payroll Expenses	20,372.23
Supplemental Benefits	691.23
Total Expenses	\$85,234.53
NET OPERATING INCOME	\$ -33,032.99
Other Income	
Sponsor Donations - Trade Out	5,000.00
Total Other Income	\$5,000.00
NET OTHER INCOME	\$5,000.00
NET INCOME	\$ -28,032.99

Joplin Sports Authority, Inc.

Profit and Loss

November 2022 - September 2023

	TOTAL
Income	
Non-operating Revenues	
Interest Earned	273.86
Lodging Tax Allocation	377,301.31
Miscellaneous Revenue	29,984.14
Sponsor Donations	13,791.67
Total Non-operating Revenues	421,350.98
Operating Revenues	
Concession Income	356.02
Entry Fees	12,433.03
Merchandising Commissions	4,755.00
Program Sales	343.00
Ticket Income	21,420.56
Total Operating Revenues	39,307.61
Total Income	\$460,658.59
GROSS PROFIT	\$460,658.59
Expenses	
Event Expenses	
Concessions	250.00
Event Labor and Supplies	13,148.73
Facility Lease/Rental	88,386.94
Food & Beverage	24,401.30
Hosting Fee	8,582.38
JSA Sponsorships	14,551.11
Officiating	21,061.31
Travel	53.49
Total Event Expenses	170,435.26
Operations	
Accounting Fees	9,921.70
Auto Insurance	460.00
Contingency	933.66
Convention & Tradeshow	506.98
Dues & Memberships	9,933.57
Equipment	1,186.73
Fees and Permits	286.60
Health Insurance	24,628.29
Insurance - Liability, D and O	5,694.00
Commercial Insurance	8,776.75
Total Insurance - Liability, D and O	14,470.75
Local Sales Meeting	7,323.06
Lodging Accommodation	18,553.86

Joplin Sports Authority, Inc.

Profit and Loss

November 2022 - September 2023

	TOTAL
Office Supplies	3,387.40
Other Recognition Services	4,342.96
Postage, Mailing Service	625.06
Printing and Copying	2,108.25
Rent	5,652.00
Repairs & Maintenance	1,633.99
Supplies	7,401.38
Telephone	
Cell Phone Stipend	3,000.00
Total Telephone	3,000.00
Travel	19,139.27
Fuel Reimbursement	6,828.53
Travel	4,792.49
Total Travel	30,760.29
Utilities	10,661.15
Website Maintenance	3,986.05
Total Operations	161,763.73
Payroll Expenses	
401K	3,440.58
Administration Fees/Payroll	3,576.99
Full-Time	179,058.16
Part-Time	24,518.43
Payroll Taxes	15,573.59
Workman's Comp	1,326.00
Total Payroll Expenses	227,493.75
Supplemental Benefits	7,603.53
Total Expenses	\$567,296.27
NET OPERATING INCOME	\$ -106,637.68
Other Income	
Gain on sale of equipment	5,750.00
Sponsor Donations - Trade Out	13,250.00
Total Other Income	\$19,000.00
NET OTHER INCOME	\$19,000.00
NET INCOME	\$ -87,637.68

Joplin Sports Authority, Inc.

Balance Sheet

As of September 30, 2023

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking-People's Bank of Seneca	102.75
Credit Card Account-Arvest Bank	12,885.14
Petty Cash	150.00
SMB Checking	10,575.30
Total Bank Accounts	\$23,713.19
Accounts Receivable	
Accounts Receivable	6,458.34
Total Accounts Receivable	\$6,458.34
Other Current Assets	
AR - City of Joplin	0.00
AR - Employees	0.00
AR - Ticket Sales	0.00
Contributions Receivable	46,661.80
Inventory	0.00
Prepaid Expenses	600.02
Prepaid Insurance	1,449.25
Prepaid Rent	0.00
Tax Refunds Receivable	0.00
Undeposited Funds	0.00
Total Other Current Assets	\$48,711.07
Total Current Assets	\$78,882.60
Fixed Assets	
Accumulated Depreciation	-97,552.00
Buildings	47,604.00
Furniture and Equipment	85,490.73
Vehicles	55,657.00
Total Fixed Assets	\$91,199.73
Other Assets	
Security Deposits Asset	0.00
Total Other Assets	\$0.00
TOTAL ASSETS	\$170,082.33

Joplin Sports Authority, Inc.

Balance Sheet

As of September 30, 2023

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	2,334.52
Total Accounts Payable	\$2,334.52
Other Current Liabilities	
Accrued Expenses	0.00
Accrued Sick Leave	0.00
Accrued Vacation	0.00
GENERAL CLEARING ACCOUNT	0.00
Payroll Liabilities	0.00
401K Match	0.00
Met Life Dental	0.00
Total Payroll Liabilities	0.00
SBA Payroll Protection Plan	0.00
Total Other Current Liabilities	\$0.00
Total Current Liabilities	\$2,334.52
Long-Term Liabilities	
Canon Financial Services-Lease	0.00
Total Long-Term Liabilities	\$0.00
Total Liabilities	\$2,334.52
Equity	
Net investment in capital assets	91,200.00
Opening Balance Equity	0.00
Unrestricted Net Assets	164,185.49
Net Income	-87,637.68
Total Equity	\$167,747.81
TOTAL LIABILITIES AND EQUITY	\$170,082.33

Joplin Sports Authority, Inc.

Profit and Loss

October 2023

	TOTAL
Income	
Non-operating Revenues	
Interest Earned	15.79
Lodging Tax Allocation	74,550.19
Miscellaneous Revenue	31.00
Sponsor Donations	2,333.33
Total Non-operating Revenues	76,930.31
Operating Revenues	
Merchandising Commissions	1,340.00
Program Sales	234.00
Ticket Income	12,869.30
Total Operating Revenues	14,443.30
Total Income	\$91,373.61
GROSS PROFIT	\$91,373.61
Expenses	
Event Expenses	
Event Labor and Supplies	815.31
Facility Lease/Rental	9,960.00
Food & Beverage	1,071.25
JSA Sponsorships	300.00
Officiating	15,440.00
Total Event Expenses	27,586.56
Operations	
Accounting Fees	190.00
Contingency	9,333.33
Dues & Memberships	399.00
Health Insurance	2,424.06
Local Sales Meeting	911.59
Office Supplies	419.60
Other Recognition Services	-210.23
Postage, Mailing Service	131.11
Printing and Copying	156.53
Promotional Materials	-210.21
Repairs & Maintenance	26.97
Supplies	682.71
Telephone	
Cell Phone Stipend	250.00
Total Telephone	250.00

Joplin Sports Authority, Inc.

Profit and Loss

October 2023

	TOTAL
Travel	247.00
Fuel Reimbursement	785.85
Travel	2,601.56
Total Travel	3,634.41
Utilities	113.90
Website Maintenance	64.80
Total Operations	18,317.57
Payroll Expenses	
401K	9.52
Administration Fees/Payroll	329.25
Full-Time	13,635.76
Part-Time	1,534.73
Payroll Taxes	1,160.55
Total Payroll Expenses	16,669.81
Supplemental Benefits	645.73
Total Expenses	\$63,219.67
NET OPERATING INCOME	\$28,153.94
Other Income	
Sponsor Donations - Trade Out	5,000.00
Total Other Income	\$5,000.00
NET OTHER INCOME	\$5,000.00
NET INCOME	\$33,153.94

Joplin Sports Authority, Inc.

Profit and Loss

November 2022 - October 2023

	TOTAL
Office Supplies	3,807.00
Other Recognition Services	4,132.73
Postage, Mailing Service	756.17
Printing and Copying	2,264.78
Promotional Materials	-210.21
Rent	5,652.00
Repairs & Maintenance	1,660.96
Supplies	8,084.09
Telephone	
Cell Phone Stipend	3,250.00
Total Telephone	3,250.00
Travel	19,386.27
Fuel Reimbursement	7,614.38
Travel	7,394.05
Total Travel	34,394.70
Utilities	10,775.05
Website Maintenance	4,050.85
Total Operations	180,081.30
Payroll Expenses	
401K	3,450.10
Administration Fees/Payroll	3,906.24
Full-Time	192,693.92
Part-Time	26,053.16
Payroll Taxes	16,734.14
Workman's Comp	1,326.00
Total Payroll Expenses	244,163.56
Supplemental Benefits	8,249.26
Total Expenses	\$630,515.94
NET OPERATING INCOME	\$ -78,483.74
Other Income	
Gain on sale of equipment	5,750.00
Sponsor Donations - Trade Out	18,250.00
Total Other Income	\$24,000.00
NET OTHER INCOME	\$24,000.00
NET INCOME	\$ -54,483.74

Joplin Sports Authority, Inc.

Profit and Loss

November 2022 - October 2023

	TOTAL
Office Supplies	3,807.00
Other Recognition Services	4,132.73
Postage, Mailing Service	756.17
Printing and Copying	2,264.78
Promotional Materials	-210.21
Rent	5,652.00
Repairs & Maintenance	1,660.96
Supplies	8,084.09
Telephone	
Cell Phone Stipend	3,250.00
Total Telephone	3,250.00
Travel	19,386.27
Fuel Reimbursement	7,614.38
Travel	7,394.05
Total Travel	34,394.70
Utilities	10,775.05
Website Maintenance	4,050.85
Total Operations	180,081.30
Payroll Expenses	
401K	3,450.10
Administration Fees/Payroll	3,906.24
Full-Time	192,693.92
Part-Time	26,053.16
Payroll Taxes	16,734.14
Workman's Comp	1,326.00
Total Payroll Expenses	244,163.56
Supplemental Benefits	8,249.26
Total Expenses	\$630,515.94
NET OPERATING INCOME	\$ -78,483.74
Other Income	
Gain on sale of equipment	5,750.00
Sponsor Donations - Trade Out	18,250.00
Total Other Income	\$24,000.00
NET OTHER INCOME	\$24,000.00
NET INCOME	\$ -54,483.74

Joplin Sports Authority, Inc.

Balance Sheet

As of October 31, 2023

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking-People's Bank of Seneca	26,827.10
Credit Card Account-Arvest Bank	14,265.44
Petty Cash	150.00
SMB Checking	13,272.41
Total Bank Accounts	\$54,514.95
Accounts Receivable	
Accounts Receivable	6,875.00
Total Accounts Receivable	\$6,875.00
Other Current Assets	
AR - City of Joplin	0.00
AR - Employees	0.00
AR - Ticket Sales	0.00
Contributions Receivable	46,661.80
Inventory	0.00
Prepaid Expenses	600.02
Prepaid Insurance	1,449.25
Prepaid Rent	0.00
Tax Refunds Receivable	0.00
Undeposited Funds	0.00
Total Other Current Assets	\$48,711.07
Total Current Assets	\$110,101.02
Fixed Assets	
Accumulated Depreciation	-97,552.00
Buildings	47,604.00
Furniture and Equipment	85,490.73
Vehicles	55,657.00
Total Fixed Assets	\$91,199.73
Other Assets	
Security Deposits Asset	0.00
Total Other Assets	\$0.00
TOTAL ASSETS	\$201,300.75

Joplin Sports Authority, Inc.

Balance Sheet

As of October 31, 2023

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	399.00
Total Accounts Payable	\$399.00
Other Current Liabilities	
Accrued Expenses	0.00
Accrued Sick Leave	0.00
Accrued Vacation	0.00
GENERAL CLEARING ACCOUNT	0.00
Payroll Liabilities	0.00
401K Match	0.00
Met Life Dental	0.00
Total Payroll Liabilities	0.00
SBA Payroll Protection Plan	0.00
Total Other Current Liabilities	\$0.00
Total Current Liabilities	\$399.00
Long-Term Liabilities	
Canon Financial Services-Lease	0.00
Total Long-Term Liabilities	\$0.00
Total Liabilities	\$399.00
Equity	
Net investment in capital assets	91,200.00
Opening Balance Equity	0.00
Unrestricted Net Assets	164,185.49
Net Income	-54,483.74
Total Equity	\$200,901.75
TOTAL LIABILITIES AND EQUITY	\$201,300.75