



SOUTHWEST MISSOURI COUNCIL OF GOVERNMENTS
Executive Committee Meeting Minutes
Tuesday, February 22, 2024
11:00 a.m.
Zoom

ATTENDEES: Cindy Stephens, Allen Kunkel, Wayne Blades Steve Childers, and Bill Monday

Staff: Jason Ray, Jane Hood, Krissy Dickens, and Courtney Pinkham

Open Meeting – Cindy Stephens – 1st Revolving Loan Fund application for review and vote by Executive Committee. Supporting documents emailed out prior to zoom meeting.

1. **RLF Kobe Club Burgers Application Approval** – Krissy Dickens

Krissy stated Kobe Club Burgers is a restaurant in Seymour, MO. I know there was concern about it being built in a rural area, but it made sense to the business. William Neal is the owner. They have a farm where they raise their beef and a processing plant to process the beef. They are then able to sell the beef to their restaurant at a low price which increases the profit margin. The owners plan to expand in the near future and have agreements with locations in Branson, MO to put Kobe's pre-cooked ready-to-heat meat in their stores. They plan to build a restaurant in either Springfield, MO, or Branson, MO as they grow.

Several committee members asked questions regarding this loan. Krissy followed up with the following answers.

The projections provided compared to their quarterly financials show their projections are on track. The borrower is asking for \$200,000 for working capital, some equipment, and inventory. They would like to create 13 more positions in addition to the 25 the restaurant created. Seymour Bank is the partner bank providing 55% of the funds for the project. The 3rd deed of trust on property located at 37 Enterprise Dr. in Seymour Missouri. (Seymour is 1st and 2nd) and 2nd security interest (UCC) on all business assets. Net worth: \$8,068,748 - \$2,489,997 of that is personal property – unverified. \$5,524,000 is real estate, I believe it includes their farm and other businesses.

Borrower's response to Case.net filings:

-The Marshfield Mills lawsuit was regarding feed that caused several animals to get sick and die. It was settled.

-Mueller Electric was paid by escrow and signed off by them. We had to fire them over very poor work and double billing. But they were fully paid by escrow.

-Zimmer Radio ran commercials without authorization. The salesman is no longer there but we agreed to do a one-month commercial round and he set it up for as an annual commercial without

our knowledge. The commercial ran a special for our plant in February that ran through May. This is in the works to be resolved.

Motion made by Allen Kunkel and seconded by Wayne Blades to approve the RLF Kobe Club Burgers Application. Motion carried.

9. Updates – Jason Ray

Jason stated that we do have a few pre-applications that look viable, but they are not ready to present to the executive committee.

Allen thanked Cindy for suggesting that the executive committee meet today. He believed it was best, especially for this first RFL Application.

10. Adjourn