Jefferson Local Development Corporation

Board of Directors Meeting

Aug 18th, 2025

Volunteer Hall, Boulder, MT

Attendance –

Board Members: In Person: , Nick Hensleigh, Bruce Binkowski, Cory Kirsch, Mandy Haller, Michael Seipp, Kory Klappan.

Zoom – Lindsey Graham, Erin Binder, LaDana Hinz, Cameron Hahn

Staff: In Person – Sam Yearry & Leah Lewis

Proxy: none

Called to order: Sam called the meeting to order at 1:00 pm and Quorum established.

Minutes Review: Minutes from June 2025 were approved.

Correspondence/Presentations: None

Financials: Nick Hensleigh discussed the finalized audit package and clarified point on the child care grant. Sam is searching for a potential new auditor and plans to meet with the CFO of Shodair and Montana Non-Profit association to get some ideas on companies that specialize in non-profit audits. The Financials were approved.

New Business/Administrative Items

Annual Meeting: The annual meeting will be held at Whitehall Community Center. It will be a Liau theme and members are encouraged to wear their best Hawaiian shirt!

Business of the Year: Sam asked the board members if they wanted to pick one business form the 3 geographic districts of the County. Or just select one business. It was tentatively decided to pick just one business this year.

Marketing Strategy: Sam reviewed Golden Shovel's strategy for assisting a group in refining their marketing approach. The process begins with surveying both the community and its members (yielding a strong 46% response rate in people contacted for JLDC). Next, they gather relevant data on county and state-level factors that could influence local businesses. Finally, they analyze the survey results and use those insights to develop the website and determine which features or assets to highlight. There will be a soft launch at the annual dinner.

Old Business

Project Updates:

Leases: The new standard rental leases have been sent out and deposits have been collected. The County Weed Department will have their deposit waived and the higher rental rate for USDA is being collected after a long contract negotiation and process.

Events and Collaboration: JLDC had a booth at the Frontier Days and the turn out was fantastic. Keith and Sam meet with the new owner of the Cardwell RV Park and learned about improvements made at that business.

Strategic Plan: If members could please email Sam with photos of various things around the County for Golden Shovel to use on the website.

Membership: Sam and Leah will be delivering membership appreciation basics tomorrow after the CTAC meeting.

Subcommittee Activities: Micheal presented an Opportunity Assessment Form to help JLDC evaluate projects and risks. Was suggest that it would be an interesting exercise to look at the Childcare grant and see what score it would have received on the assessment.

HubZone Status: Sam reported that the HubZone Status is currently with the Governor and awaiting his signature to be final.

Sunlight Business Park: The Communication Building is the internet point of contact for the business park and other business in the Whitehall area. JLDC is proposing $300/month for a new rental rate.

Jefferson County Update/Events: Cory reported that they are finalizing the budget. Bruce reported that Country jam was HUGE in spite of the challenging weather on Friday. The Jefferson County Fair will be August 21-23rd.

Public Comment: none

Adjournment: Keith adjourned the meeting at 2:26 pm.