

BIGSKYECONOMICDEVELOPMENT.ORG



BIG SKY
ECONOMIC
DEVELOPMENT

One Big Sky Center Presentation



ONE BIG SKY CENTER

CONCEPT DEVELOPMENT PLAN
DECEMBER 2017



“ONE BIG SKY CENTER” KEY PUBLIC-PRIVATE PARTNERSHIP TERMS

PROJECT DESCRIPTION:

Landmark , LLC, a Wisconsin Limited Liability Company (“Developer”) has completed a Concept Development Plan (Phase 1) for certain property controlled by Developer and other broad planning areas located in Billings, The City of Billings, a municipality in the State of Montana, the Downtown Billings Partnership, Inc., a 501C(4) Montana Corporation (“DBP”), Big Sky Economic Development (“BSED”), the Billings Chamber of Commerce (“Chamber”), the Billings Tourism and Business Improvement District (“BTBID”) and invested local private sector companies, collectively “Strategy Partners” and Developer will continue to work cooperatively to establish a definitive Development Plan (Phase 2) for the design, construction, financing and operation of a downtown redevelopment / economic development plan for the Billings Region, anchored by private investment in two catalytic development districts (as further described below), and inclusive of a state-of-the-art civic convention and events center and other public infrastructure improvements. The Development Plan will be grounded in concepts identified in the Concept Development Plan, with the overarching vision of strengthening the economic climate of the Billings Region and further positioning the region and State as a destination.

DEVELOPMENT DISTRICTS:

The redevelopment and economic development concepts / strategy will leverage health care and tourism as catalysts to position the the Billings Region as a competitive community with a positive business climate for the next generation of residents, workers, corporations and public institutions. Public and private development and investment will be concentrated in two distinct subdistricts to maximize positive fiscal and economic impacts and spur complementary, ancillary development:

Lifestyle District – The vision for the Lifestyle Sub-district includes a dynamic civic destination with a newly constructed entertainment and convention center as the focal point of a larger mixed-use, multi-anchor development around cultural and community amenities in the heart of Billings urban core. The Lifestyle Sub-district will entail an exciting, master planned design and distinctive architecture that integrates both public and private uses into a thriving urban environment that brings activation to strengthen Billings as a community that attracts people to live-work-play on a consistent 365 day-a-year basis.

Health & Wellness District – The “health & wellness Sub - district” – envisioned as the medical campus of the future – where the strength and growth of Billings regional health care providers can anchor a health- and wellness-focused mixed-use village connecting facilities at the Billings Clinic and St. Vincent to the core of downtown. This Health & Wellness Sub-district concept is focused on bridging the planning, design and operations of state-of-the-art health care facilities with their surrounding environs, with a focus on integrating these facilities into the fabric of the community and creating a vibrant urban atmosphere that supports workforce recruitment for Billings Clinic and St. Vincent Healthcare in the future. The proximity to Montana State University Billings adds an additional opportunity to draw the student population into the Downtown corridor and further engage students pursuing careers in health-related fields. Additionally, there may be public/private development opportunities related to the needs of MSUB that will be explored with the MSUB Foundation, MSUB leadership, and the adjoining property owners.

DEVELOPER RESPONSIBILITY:

Developer will:

- Undertake efforts to prepare a comprehensive Development Plan for the Districts, based upon the **One** Big Sky Center Concept Development Plan, to address historic challenges faced by the City related to “place” that make urban redevelopment, workforce recruitment and driving visitation difficult, including uncoordinated development, underutilized or underdeveloped civic amenities, an inefficient transportation network, and lack of a strategy that is aligned with a broader economic development strategy, responding to the stated needs and priorities of our growing, vibrant community.
- Prepare conceptual plans and a finance plan for an immediate phase of development – on land owned and / or controlled by the Developer, to be the first anchoring project in **ONE** Big Sky Center to include a mixed-use program consisting of possible program elements to include: commercial office, residential, retail, hotel and other uses
- This **One** Big Sky Center Development Plan will be comprised of the work product listed on Exhibit A, which work product shall be owned by Developer and provided to the Strategy Partners for their use in advancing **ONE** Big Sky Center.

The Development Plan will be delivered to the Strategy Partners on or before March 1, 2019; however, Developer may, at its discretion, extend the Planning Period for up to two additional 3-month periods. The estimated budget for the work plan described above, which will be the responsibility of the Developer, is \$1.1 million to \$1.3 million. [See attached Exhibit B.]

STRATEGY PARTNERS' RESPONSIBILITY:

Strategy Partners will:

- Fund planning for the programming, market research, design and cost (City/DBP, BSED, Private Investors)
- By August 1, 2018, work with the Developer to complete primary market research in support of the program planned for **ONE** Big Sky Center (DBP, BSED, Chamber)
- By August 1, 2018, work with the Developer to prepare a capital improvement plan and budget for civic infrastructure costs and investment phased over 5 years to support the District development. (City/DBP)
- By August 1, 2018, work with the Developer to prepare a plan and timeline for achieving project entitlement as outlined in the Development Plan.(City/DBP)
- Cooperate with Developer on acquisition of sites that may be desired or necessary to implement the Development Plan. (City/DBP, BSED)
- Negotiate exclusively with the Developer for the development, construction and operation of the civic convention and events center and the planning and development of an adjacent hotel for the entire term of the Planning Period, including any extensions. (City/DBP, Chamber, BTBID)
- By August 1, 2018, work with the Developer to contract for and fund a current convention center market and feasibility study for the City to inform the Development Plan. (Chamber)
- By August 1, 2018, work with the Developer to prepare a fiscal & economic impact analysis for **ONE** Big Sky Center. (BSED)
- Coordinate and facilitate support from the Governor's Office of Economic Development, the Montana Department of Commerce and other State incentives/programs (BSED)

Developer will work in partnership with City Planning staff to incorporate the elements of required Civic Infrastructure into the "Civic Infrastructure Plan," included in Developer's responsibilities above. The estimated budget for out-of-pocket planning expenses that the Strategy Partners will fund is \$675,000.

TIMING / PLANNING PERIOD:

Phase 1 – Complete

Phase 2 – August 1, 2018

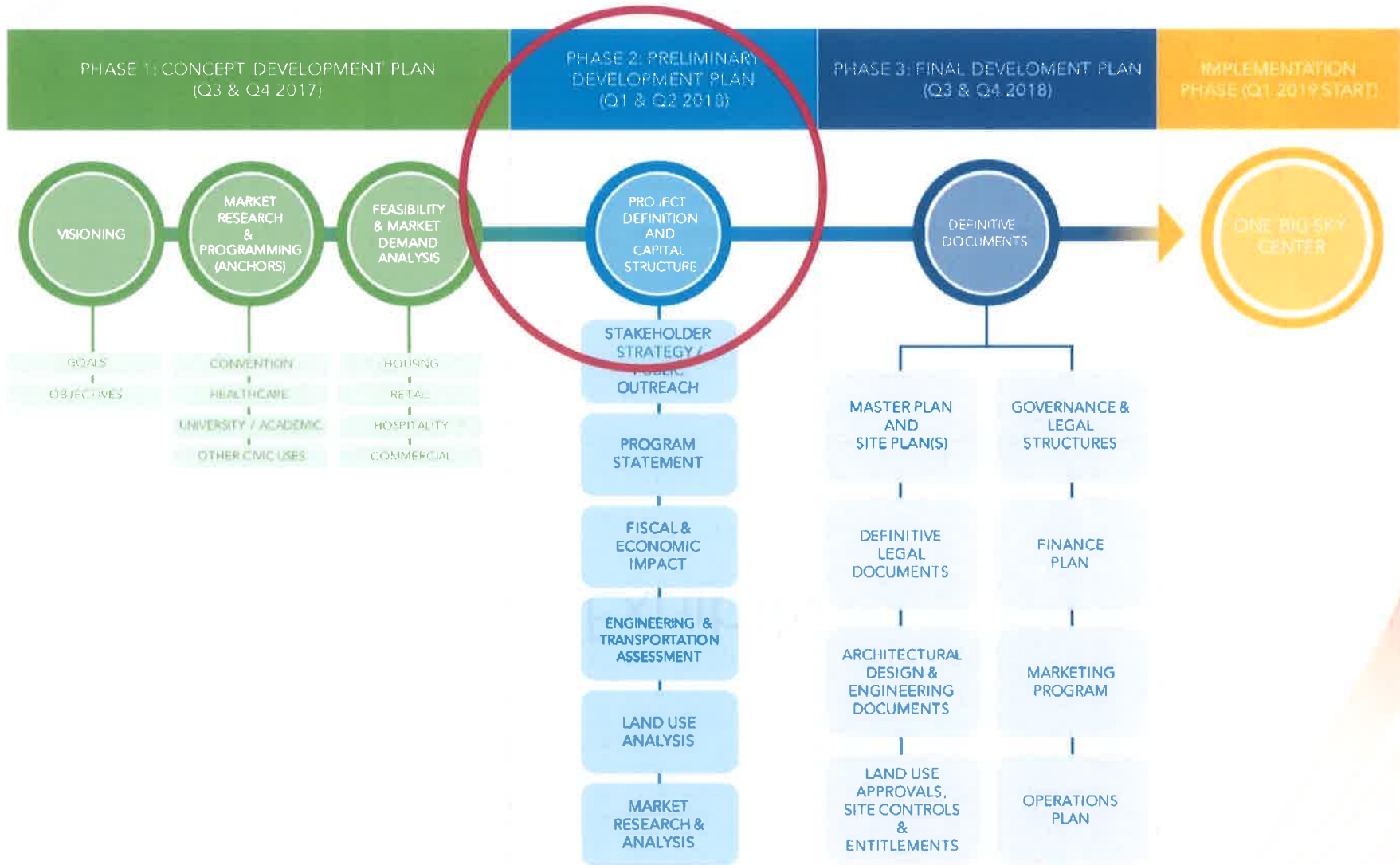
Phase 3 – March 1, 2019.

[See also Work Plan attached as Exhibit B.]

DEFINITIVE AGREEMENT:

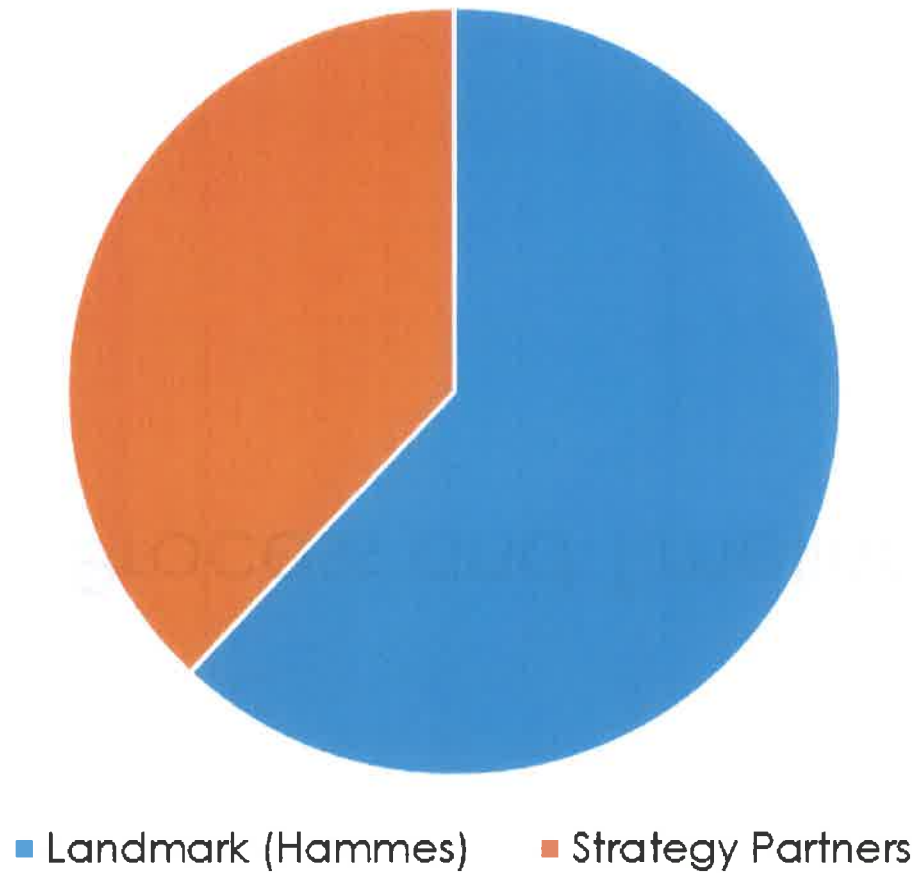
To effectuate the intent of the Parties in respect of the business terms outlined above, the City of Billings, Downtown Billings Partnership, Big Sky Economic Development, Billings Chamber, Billings Tourism and Business Improvement District and Developer will enter into a definitive P3 Cooperation Agreement no later than February 15, 2018.

Exhibits

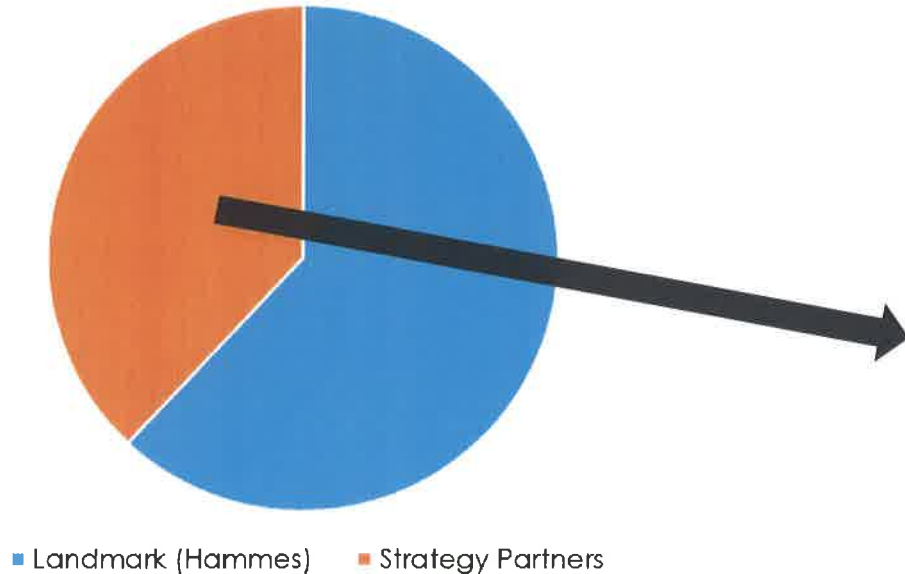


Process and Timeline

One Big Sky Center Phase II Investment



One Big Sky Center Phase II Investment



The \$675,000 will take a number of partners such as:

- Big Sky Economic Development
- The City of Billings
- Downtown TIFD
- The Billings Chamber
- The Billings Tourism Business Improvement District
- Private Sector Contributors

Securing \$675,000 for the Project



Process and Timeline

- Management of Strategy Partner Funds
- Scope of Work Management
- Deliverables

Process and Timeline

Now through February 16th – Solidify Funding Sources

February 16th – Council Packet for Work Session on the 20th will detail what contributions are being asked for from the City and the TIFD

February 20th – Council Discussion on funding strategy, Hammes Group will be present to answer additional questions

February 23rd – The Downtown Billings Partnership will vote on TIF allocation to the project

February 26th – Council will vote on the Downtown Billings Partnership's recommendation

Late February to Early March – Development of Strategy Partner MOU and Collaborative Agreement

Late February to Early March – Community leader event

April 9th – Council Vote on Cooperative Agreement

