



SOUTHGATE CROSSING

Site brief prepared by the Missoula Economic Partnership

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Development Opportunity:

Southgate Crossing is a 13-acre site including vacant land and platted undeveloped rights of way in the Midtown area of Missoula, Montana. The site, which was secured by the City of Missoula in December 2024, consists of a group of properties south and west of Bob Ward's. It is bound generally by the Bitterroot Trail/rail line, Dixon Avenue, and Paxon and Shilling Streets. The property is subdivided into multiple parcels with platted streets and alleys.

With their purchase of the property, the City would like to influence redevelopment in a manner that meets community goals defined in the Midtown Master Plan. Southgate Crossing is intended to be a vibrant redevelopment project that integrates residential and recreational spaces to enhance the overall vitality of Midtown Missoula.

The City of Missoula is seeking qualified development teams to support the creation and execution of a shared vision for redevelopment at Southgate Crossing. Those interested in being considered to lead future development of the site will work with Missoula Economic Partnership (MEP) to work through the development selection process.



Midtown Master Plan and Southgate Themes:

Adopted in 2023, the Missoula Midtown Master Plan was a strategic initiative aimed at creating vibrant, inclusive, and sustainable Midtown area. The process successfully engaged residents and stakeholders, promoted equitable development, fostered a sense of belonging, and established clear guidelines to attract private investments. The Master Plan highlights several themes to reflect the vision of Midtown and the Southgate Triangle neighborhood that are relevant to this development site.

- Equity: Leverage existing community assets and promote opportunities for affordable housing and local business growth.
- Active Infrastructure: Work within existing and planned mobility network to provide safer bike/pedestrian infrastructure and opportunities for more efficient connections.
- Vibrant Placemaking: Enhance existing parks and natural systems in the core area, identify new opportunities for open spaces in adjacent character areas, and rebrand core area to enhance a sense of place



Redevelopment and Public Benefit:

The broad vision for redevelopment of the site includes housing, a public park, employment opportunities, commercial and retail uses, a potential transit station, and a new north/south connection between South Avenue and Brooks Street.

Development teams must incorporate the following public benefit infrastructure components into a shared vision with the requested components to be considered as feasible.

Required Elements:

Development teams must incorporate the following components.

- Public Park: A public park and public gathering spaces to enhance community engagement and recreation.
- Housing: For sale and/or rental housing to add much needed housing stock to the community.

Other Desirable Elements:

Development teams are encouraged to consider ways to deliver the following community benefits, not listed in order of priority.

- Street Grid Expansion: A new north/south connection to improve transportation network connections.
- Pedestrian and Bicycle Infrastructure: Complete streets with sidewalks, bike lanes, and crosswalks to make the area more pedestrian and cyclist friendly.
- Bus Rapid Transit (BRT): Consideration of future goals for a BRT system along the Brooks Street corridor to enhance public transportation. This could include incorporating a BRT station into the redevelopment design.
- Affordable Housing: Create opportunities or partner with local service providers to build permanent affordable housing options through sale or rental options.
- Employment Opportunities: Partner with a local employer or create opportunities to support a build-to-suit mixed use development.

Public Process:

The City expects the selected development team to either lead a public process to engage the community and gather feedback on the future development of the property or allow the City to lead this process. These efforts can be in partnership with the City and similar to other processes the City has conducted in the past.



Site Considerations:

The subject property is around 13 acres which includes the recent City purchase (9.06 acres) and platted undeveloped rights of way owned by the City. The entire property is relatively level with an irrigation canal traversing the site with various-width easements. The canal can be bridged, but not likely realigned.

Public utilities are to the perimeters of the portions of the overall tract. Phase 1 and Phase 2 Environmental Site Assessments show subsurface compressible wood fill on the site, likely associated with historical sawmill operations. The fill in one area may present a geotechnical challenge for construction in that location; however, it was not found to present any environmental impacts.



Financing and Site Incentives:

The City prefers to work collaboratively with a development team with a proven track record of successful public-private partnerships involving multiple sources of public and private funding and financing.

Below are some potential financing tools that may be used on the project depending on financial need, availability, and community benefit.

- [Urban Renewal Tax Increment Financing](#)
- [City of Missoula's Affordable Housing Trust Fund](#)
- [Missoula Housing Impact Fund- coming in 2025](#)
- Land Value Write Down/Ground Lease
- Expedited Permitting and Review
- [Montana Commercial Property Assessed Capital Enhancements C-PACE](#)
- [Montana Board of Investment Loan Funds and Housing Programs](#)
- [Brownfields Assessment Program](#)

Site Plans and Additional Resources:

There have been a series of plans highlighting the development potential of this area. Listed below are plans and resources available to support a team's vision for the site.

Since March of 2024, the MRA staff have coordinated due diligence activities for the property including a title search; ALTA/NPS land title survey; Phase 1 and Phase 2 Environmental Site Assessment (ESA); preliminary coordination with the Missoula Irrigation Ditch Company; and two property appraisals – one for the vacant property “as is” and one based on the property developing as recommended in previous concept development plans. See table on P 7 for available information and sources.

Southgate Crossing

Name	Description	Source
Midtown Master Plan	Completed in 2023, the Midtown Master Plan is the most recent planning document that highlights the property. A vision for the Southgate property is highlighted in the plan.	<u>Midtown Master Plan</u>
Southgate Draft Development Plan	A plan developed by Southgate Mall Associates in partnership with MRA to explore specific development potential at the Southgate Crossing site.	MEP upon request
Urban Land Institute Plan	An MRA plan funded in 2003 to identify development opportunities in URD 3 and highlights the Southgate property and development potential.	<u>Missoula Redevelopment Website</u>
Other resources	Legal descriptions, title search; ALTA/NPS land title survey; Phase 1 and Phase 2 Environmental Site Assessment (ESA); preliminary coordination with the Missoula Irrigation Ditch Company, and property appraisals.	MEP upon request

Development Team Selection Process:

MEP is supporting the City in the selection of a redevelopment partner for this property. Through these efforts, MEP will conduct outreach to development teams and the public to inform developers of the opportunity, provide detailed site information, share community redevelopment goals, and make available resources from the City, Missoula Redevelopment Agency (MRA), and other sources.

MEP will conduct due diligence on qualified developers and investors and present the City with teams that have a development vision for the site that align with the City's development goals and objectives. Teams will be selected by the City through additional conversations and interviews.

The City seeks to find a development team which demonstrates the vision, financial resources, and experience to redevelop the property in a manner that is complementary to the vision and objectives of both the City and a development team. Following the selection of a team, the City will engage in negotiations to enter into development documents related to the project.

Proposed Timeline:

Through 1/31/25	Missoula Economic Partnership (MEP) leads an open solicitation process for development teams
1/31/25	MEP's open solicitation process closes
2/1/25 - 2/28/25	MEP conducts due diligence on interested teams
2/28/25	MEP provides a short list of eligible development teams to the City
3/1/25 - 3/31/25	MEP facilitates interviews between development groups and the City with the goal of selecting a group and entering into development documents related to the project

Responses:

To learn more or be considered for this opportunity please reach out to:

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