Spirit of the Proposal

- Bold, innovative idea to make an **impact on the housing need** within the community and to provide public benefit

- Commitment to **affordable housing for existing Montanans**

- Courage to explore a daunting idea

Missoula County Growth Policy

– June 2016, Amended 2019

“Goal #10 - **Provide opportunities for a wide range of housing choices,** especially for those who are homeless or experiencing high costs for housing relative to income”

“Objective 10.1

Facilitate the development of a variety of housing types including housing that is affordable to all segments of the population.”

Missoula County Housing Action Plan: Breaking Ground, Public Review Draft

– Missoula County, September 2021

“Because Missoula County is experiencing a housing shortage, programs or policies that aim to get people into existing affordable units are necessary but insufficient. Strategies must also aim to add units to the market, with particular attention to units that will serve the lower-income residents that are left out as prices rise. **To accommodate a growing population, development must occur more densely than it has in the past, in areas with access to infrastructure, transit, and retail centers, to reduce the environmental and other impacts of growth.”**

Missoula County housing plan explores regulatory relief, incentives for affordability

– Missoula Current, Oct. 22, 2021

“With a housing shortage close to 2,500 units, Missoula County officials don’t believe the market will produce enough homes to meet demand any time soon – a factor that could continue to drive local housing and rental prices, and the region’s low vacancy rate.”

Missoula County renters still facing housing obstacles

– KPAX, Oct. 28, 2021

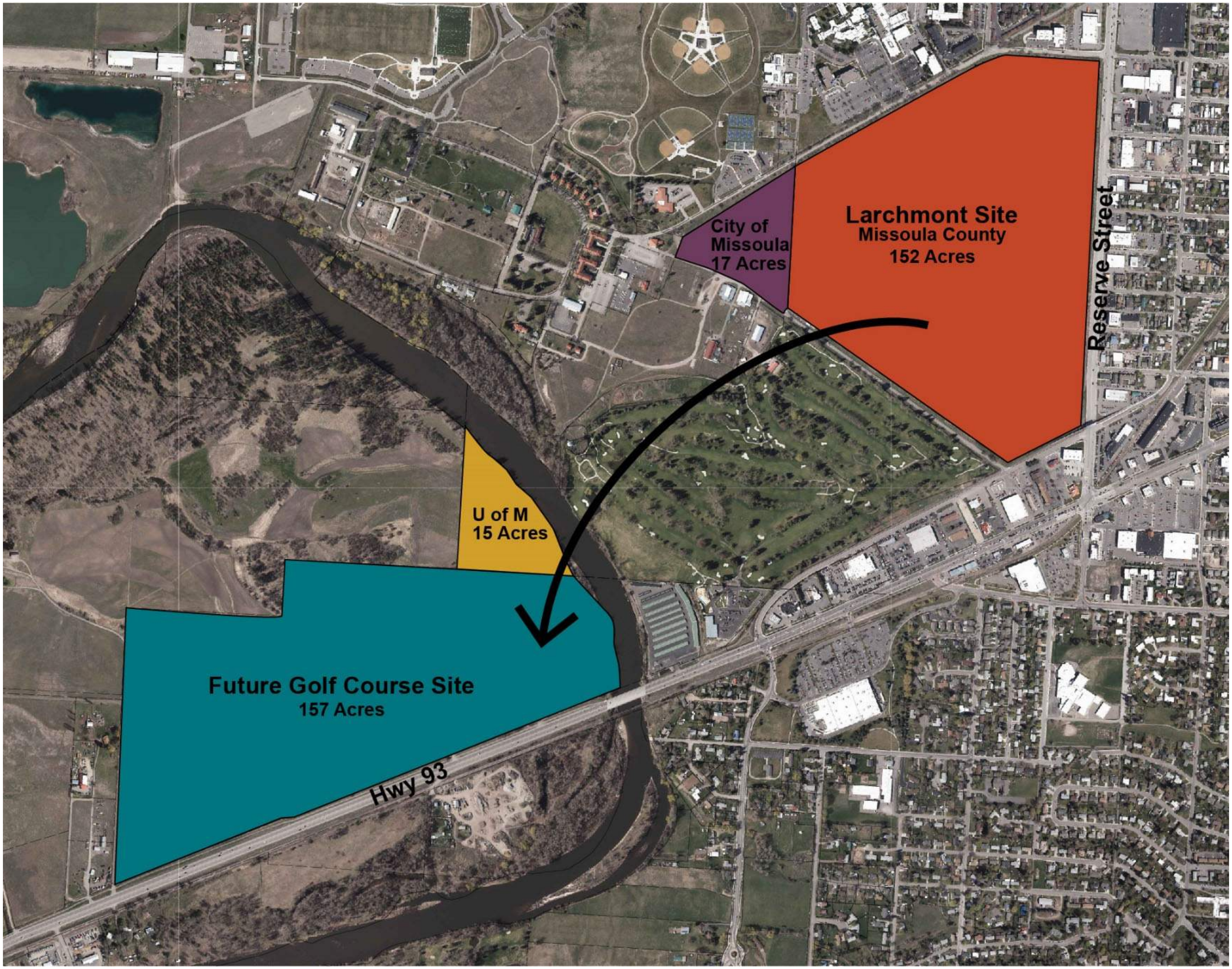
“But even with more than 1,000 new units under construction Missoula County data shows there’s **actually a shortage of more than 2,000 units**. ”

“ ‘It's been a lingering problem for a long time, but definitely like many other places, it's become a much bigger problem in the past couple of years,’ Lyons said.”

BlueLine Development promotes dignity, equity, and quality of life through housing.

BlueLine has successfully developed thousands of permanently affordable/attainable housing units across the western United States. Working with the **City and County of Missoula** on the Villagio and Trinity permanently affordable apartment developments.

WGM Group's role is in development of community infrastructure and housing. We have been in Missoula for over 50-years serving in this role.



The Big, Bold Idea

Project Housing Goals

- Provide housing to **minimize displacement of existing residents** caused by rising housing costs.

- Sell homes to Missoula residents

- Provide a range of housing options and approximately 2,000 housing units, including:
  - 800+ attainable single-family primary owner homes designated for residents of Missoula, utilizing Community Land Trust (CLT) model for permanent affordability
  - 300-400 permanently affordable multi-family homes targeting less than 80% of area median income.
  - 300 apartment homes targeting senior living demographic

What is a Community Land Trust?

A **Community Land Trust** (CLT) creates housing opportunities by either purchasing land that includes existing housing, or by partnering to develop new housing on vacant land

An income-qualified family or individual purchase a home that sits on land owned by the CLT. The purchase price is more affordable than market-rate homes because the value of the land does not factor into the home price; instead, the new homeowner is buying the home and leasing the land.

The new homeowner leases the land from the CLT in a long-term (often 99-year), renewable lease. The ground lease includes a resale formula that indicates a resale price for the home.

When they're ready to move on, the homeowner agrees to sell the home at a restricted price to keep it affordable in perpetuity, but they may be able to realize appreciation from improvements they make while they live in the house in addition to their equity according to how long they have lived in the home.

If your household earns . . .						
$35,500 <50% OF MFI	$56,700 80% OF MFI	$70,900 100% OF MFI	$85,100 120% OF MFI	$106,400 150% OF MFI	$127,600 180% OF MFI	$141,800 >200% OF MFI
Then you can afford . . .						
<$890 PER MONTH	$1,420 PER MONTH	$1,770 PER MONTH	$2,130 PER MONTH	$2,660 PER MONTH	$3,190 PER MONTH	$3,550< PER MONTH
OR	OR	OR	OR	OR	OR	OR
$107,000-$124,000 HOME SALES PRICE	$198,000-$227,000 HOME SALES PRICE	$248,000-$284,000 HOME SALES PRICE	$298,000-$340,000 HOME SALES PRICE	$372,000-$426,000 HOME SALES PRICE	$447,000-$510,000 HOME SALES PRICE	$496,000-$567,000 HOME SALES PRICE
Secretary $35,520	Plumber $59,280	Database Admin $71,890	Civil Engineer $86,700	Physician Assistant $110,630	Financial Service Sales Agent $110,630	Physician $224,410

Low Income

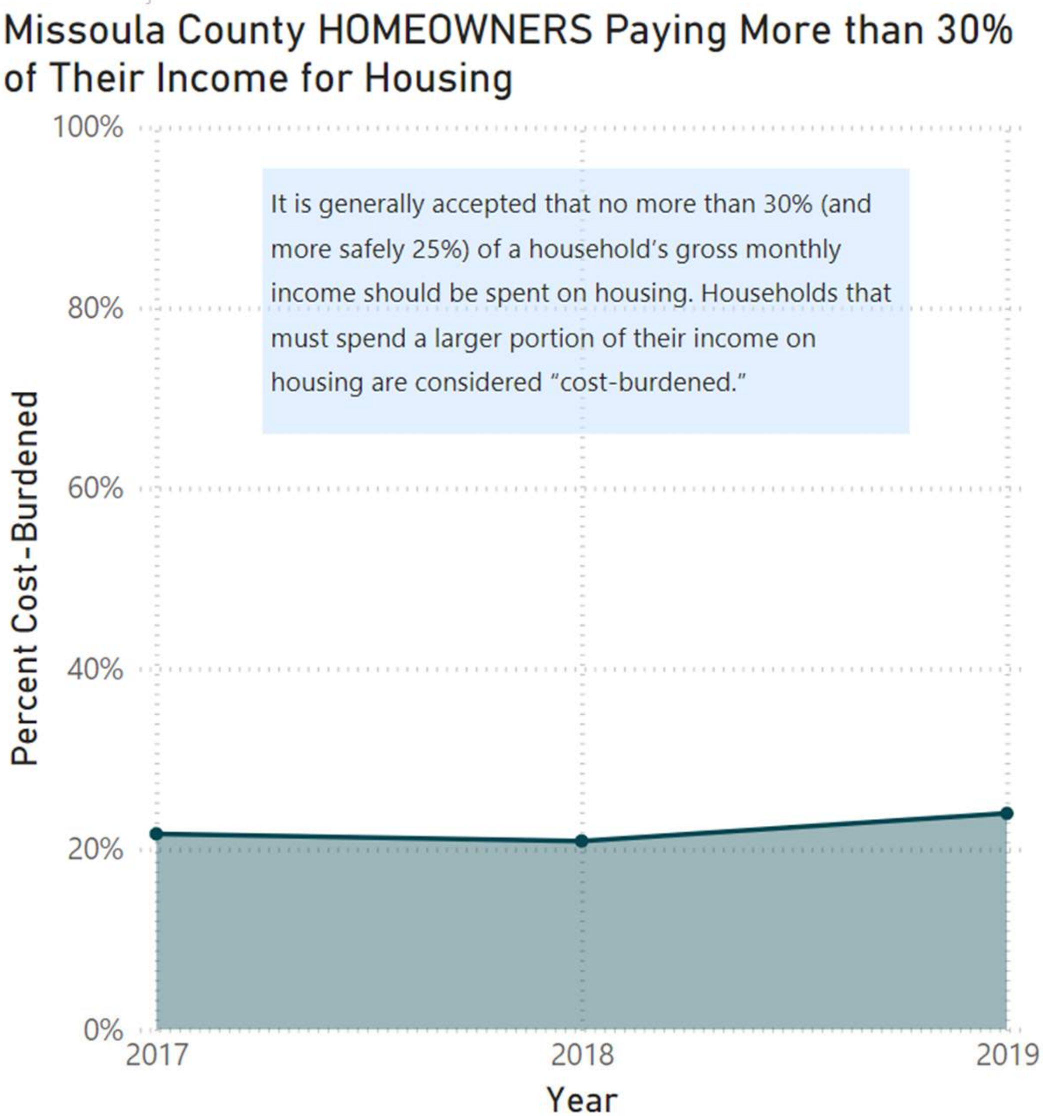
Workforce Reserved and Market

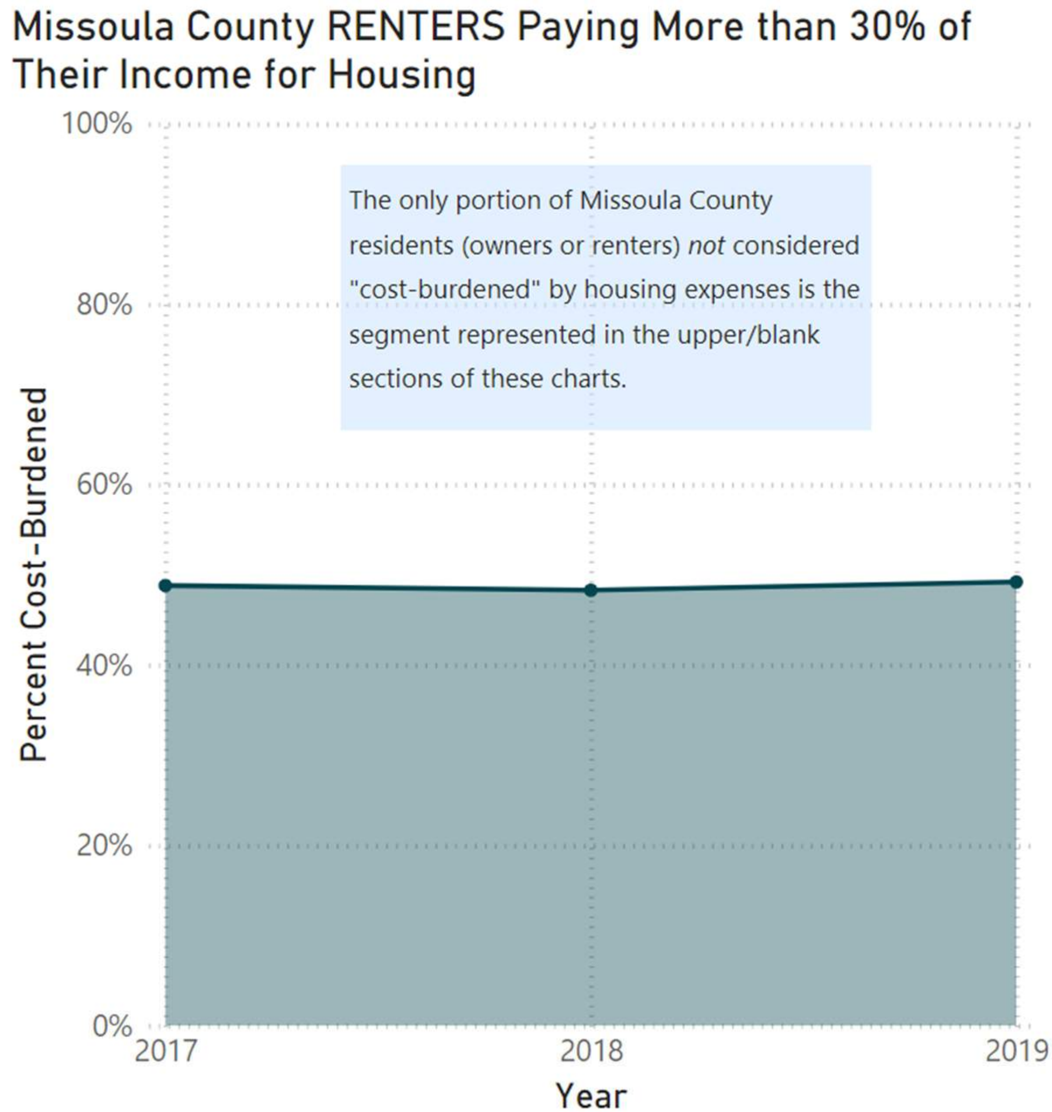
Luxury

Moderate Income

Housing Missoula County Can Afford

Missoula County Housing Action Plan: Breaking Ground, Public Review Draft, September 2021





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Source: U.S. Census Bureau, American Community Survey

Percent Cost-Burdened

Housing crisis leaves out Montana’s middle
– NBC Montana, April 28, 2021

"In the last six months I’ve started to hear people say, ‘**I’ll never be able to buy a house in Missoula, Montana**,’ and I’ve never heard that before,” Marquardt said. “I’ve heard it about Seattle and Jackson Hole and Sun Valley, but it’s like wow, that’s Missoula now, that regular people can’t afford to buy a house in the city limits, it’s just crazy.”

Domestic violence trends in Missoula showcase growing need
– KPAX, Oct. 13, 2021

“When it comes to obtaining housing, we're just not seeing as many transitions into permanent housing after shelter. So really what we're seeing is survivors are going back to abusive situations, **they're sleeping in their cars, and they’re likely going to be homeless**," Mattis said. “We really do need our community to recognize that this is a huge crisis.”

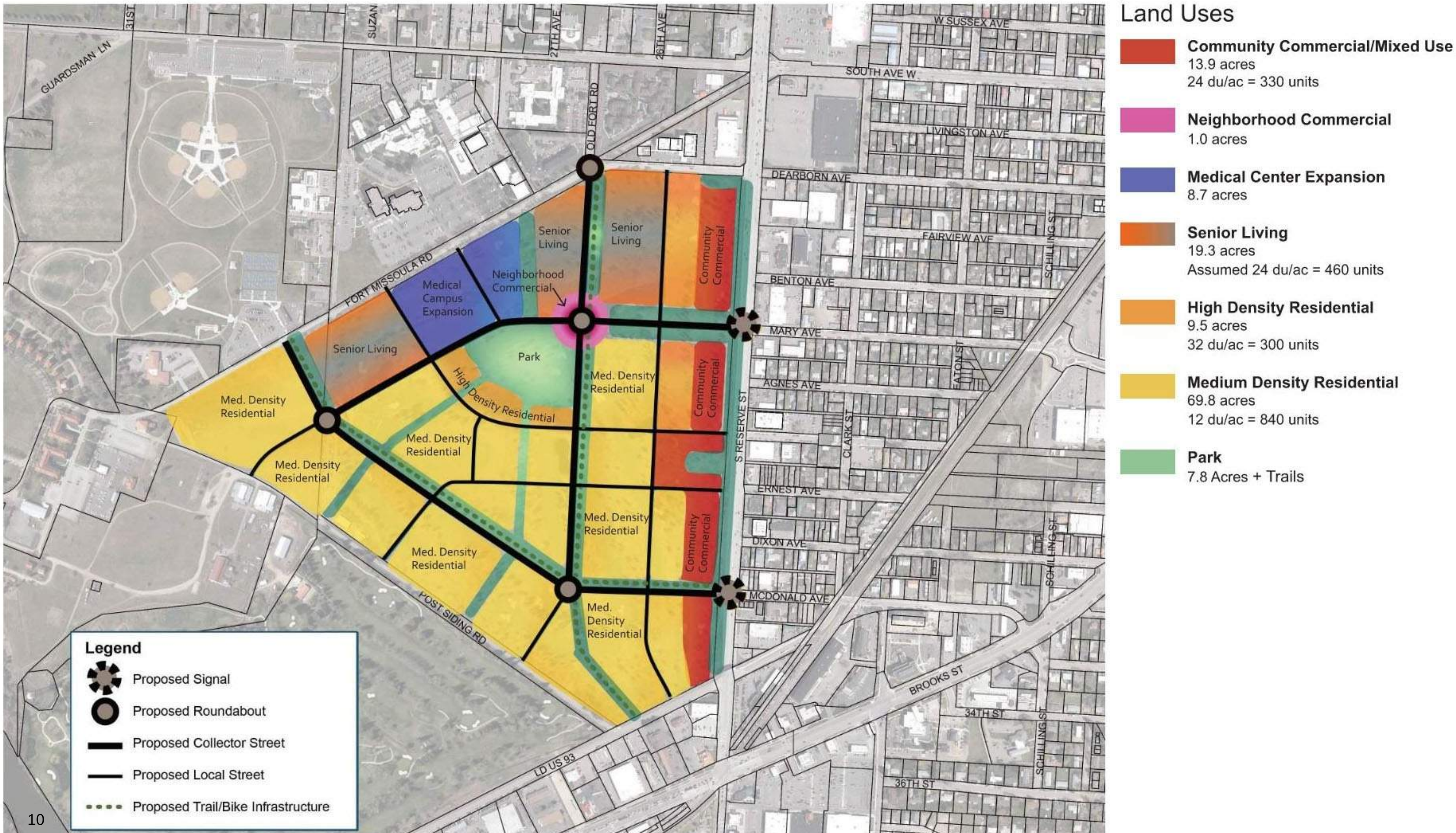
Renters displaced by rate hikes as prices escalate in Missoula
– Missoulian, Nov. 4, 2021

“I got pretty emotional about it,” he said. “I think of myself as someone who helps out in the community whenever I can. **So I went from someone who was able to save enough money every month to donate to some good causes out there to just wondering how I was going to stay in Missoula where my job is**.”

Two Americas: Housing crisis expanding into Montana’s rural areas
– KPAX, Oct. 29, 2021

"So, we know this is a really popular place to move. And there are many folks that may be moving from places with higher incomes and **it's hard for people who've lived here for a long time to compete**,” one speaker at the forum noted.”

What's the Impact of Providing 2,000 Housing Units?



Public Benefit

• "Affordable housing should be viewed as infrastructure with an adequate supply assured through planning and implementation just as communities assure the availability of adequate retail, office, industry, schools or streets."
– *The Urban Lawyer*

• "In rural America…infrastructure spending targeted toward housing—preservation or new—can boost the outlook for Main Street while providing an anchor for our most vulnerable families to achieve stability, and a shot at the middle class."
– *Housing Assistance Council*

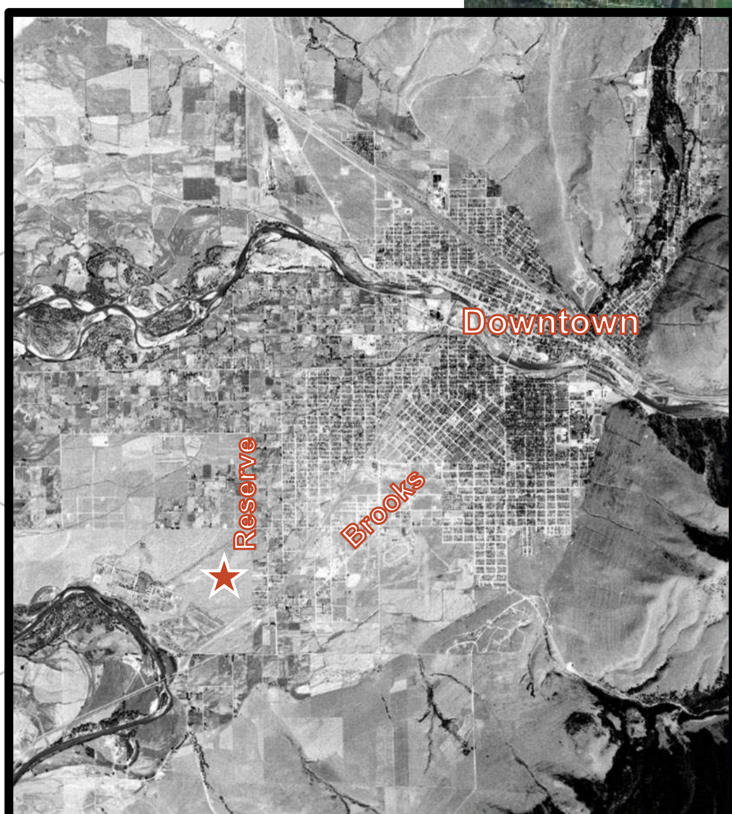
• "Communities across the United States face a severe shortage of affordable homes...**One of the enduring lessons of the COVID-19 pandemic is the fundamental necessity of a home. In addition to providing safety and sanctuary, homes have become the center of much of our economy and education**."
– *Bipartisan Policy Center*

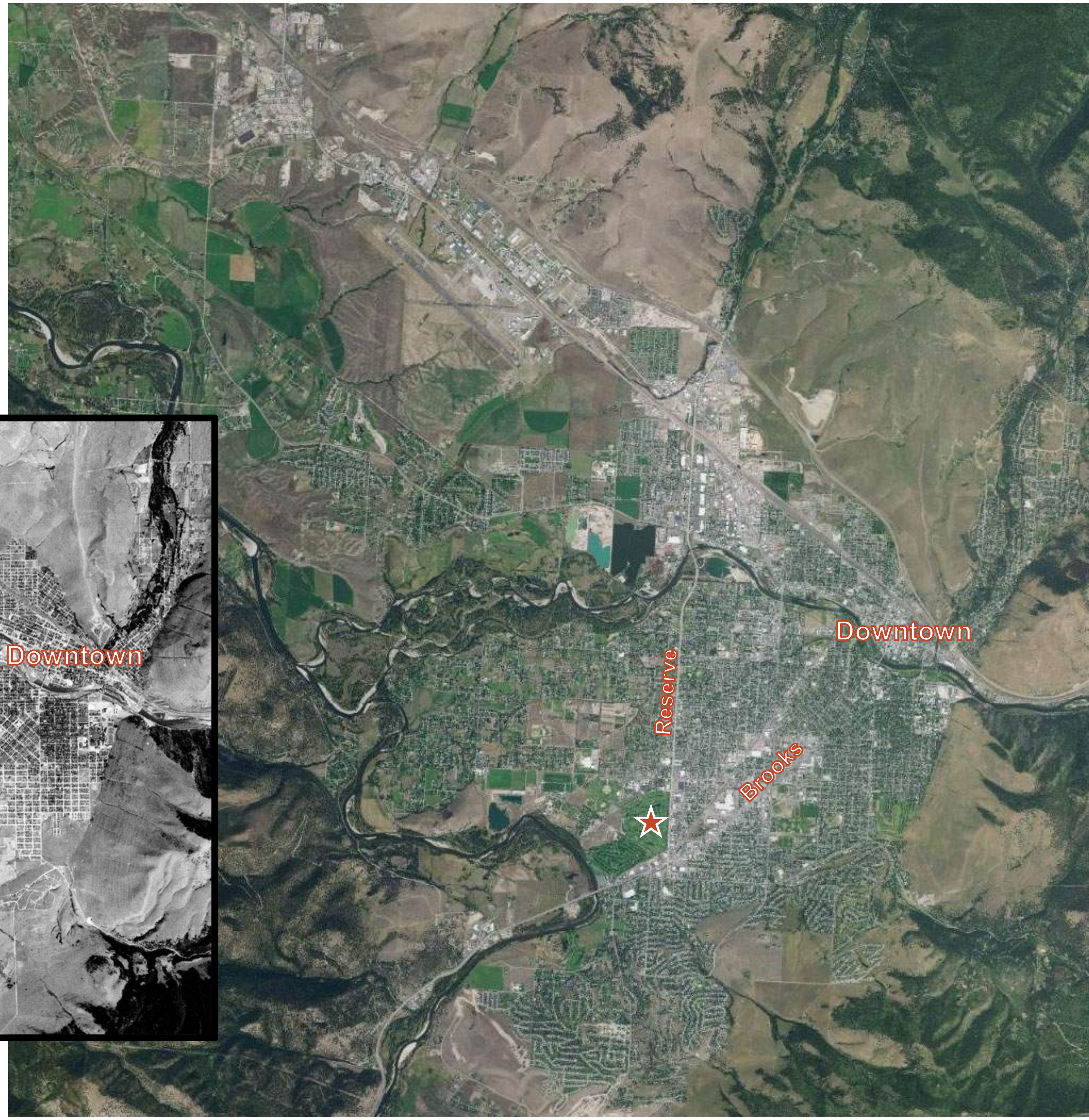
Public Benefit

Dramatically increasing the pace of new home construction and expanding the supply of all types of housing is the only way to substantially reduce the size of the current demand-supply gap and thereby stabilize housing costs in a more affordable range.

Housing is Critical Infrastructure: Social and Economic Benefits of Building More Housing, Rosen Consulting Group, June 2021

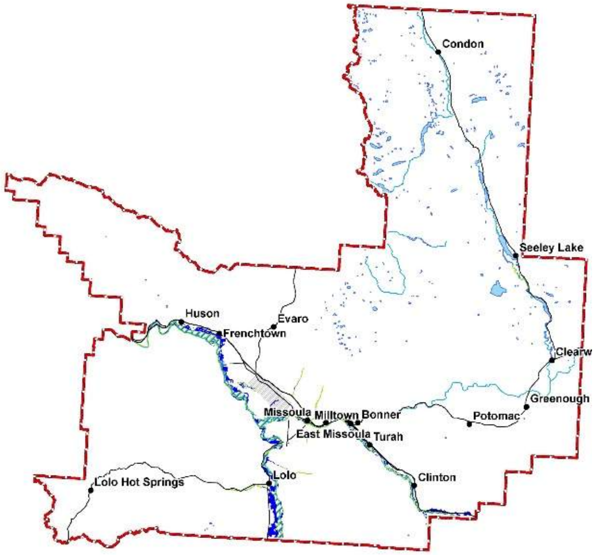
Missoula 1954



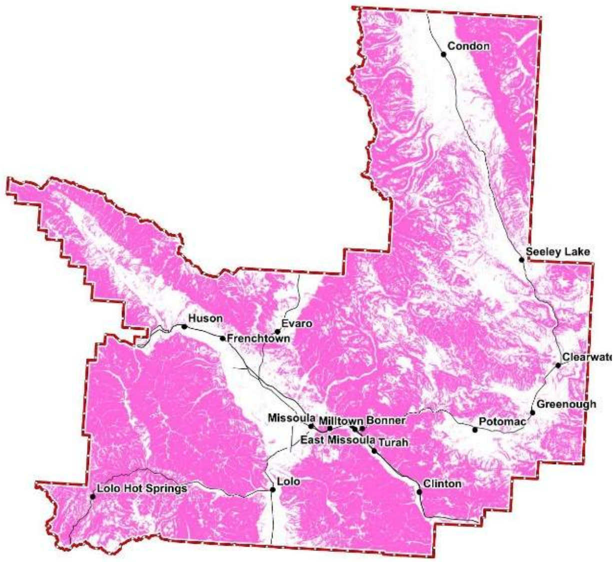


Missoula 2019

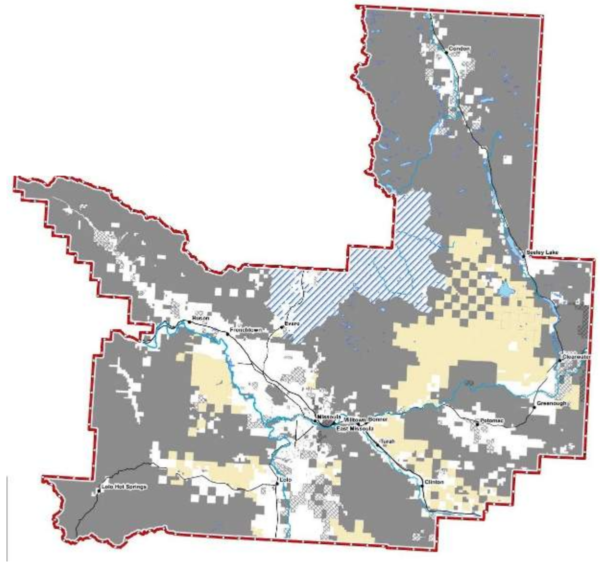
Floodplain



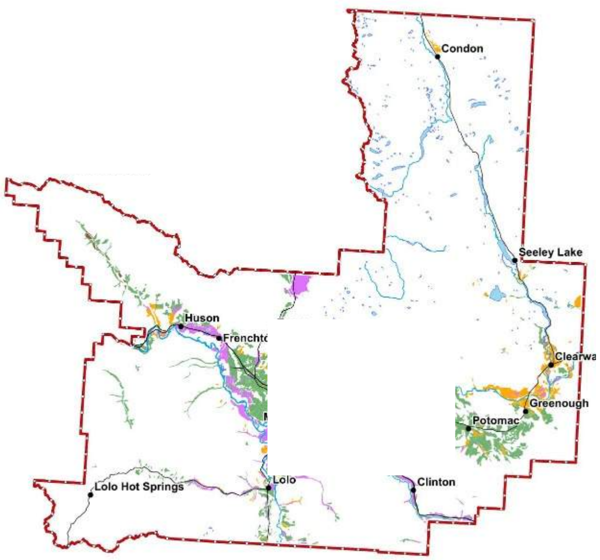
Slopes >25%



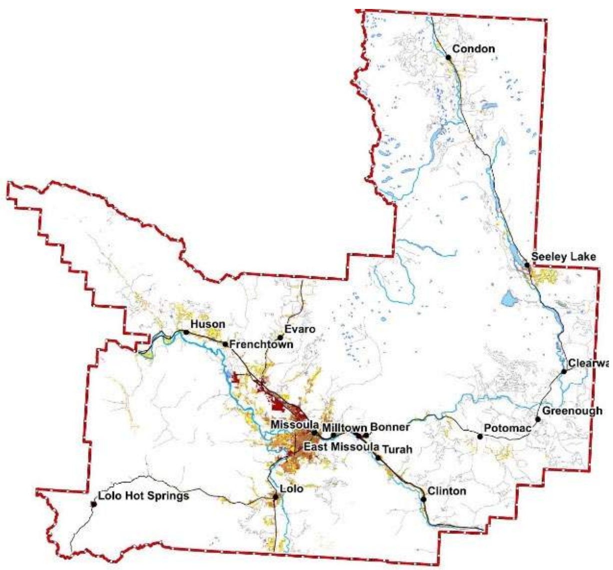
Public Lands



Agricultural Soils

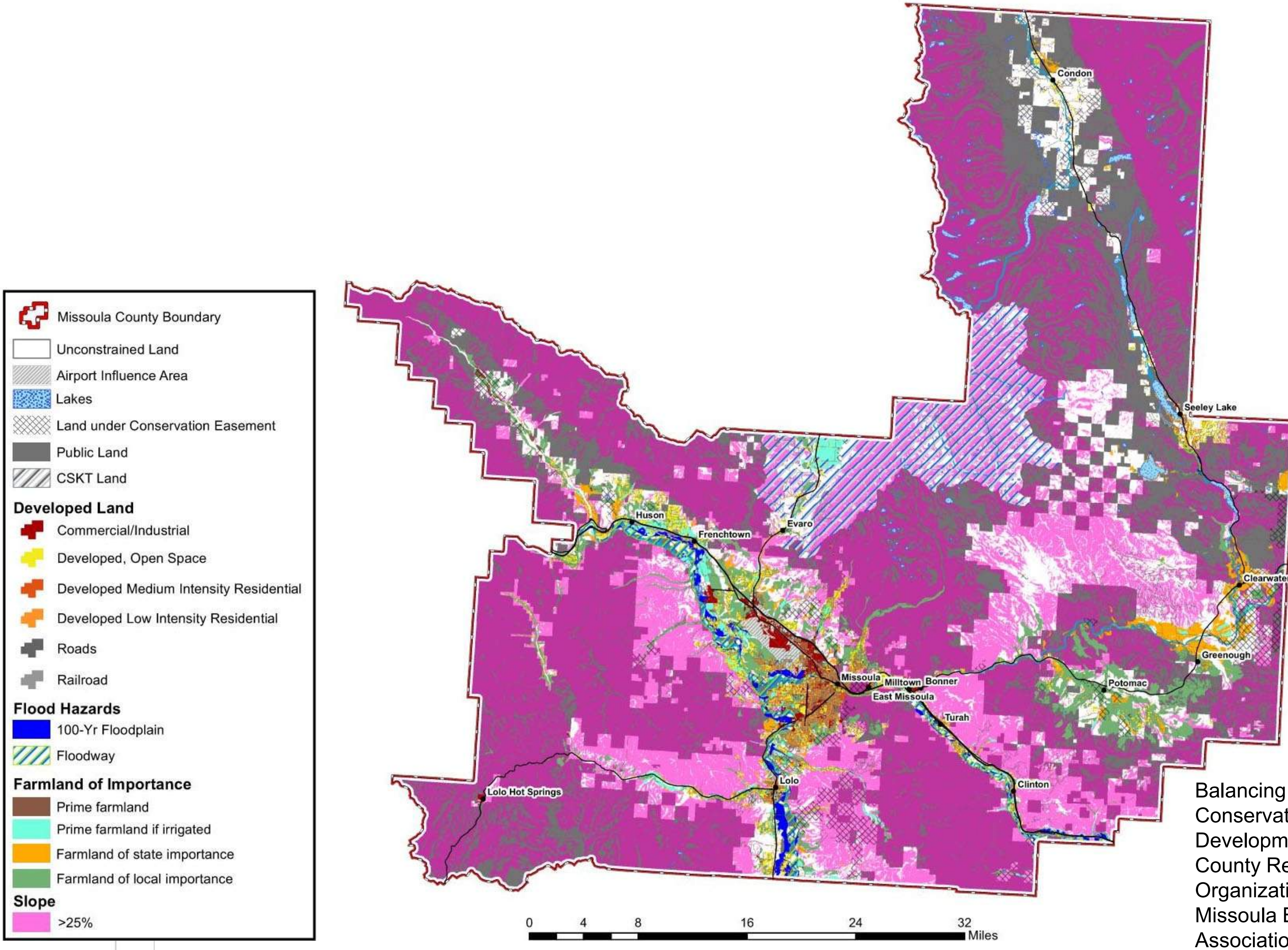


Developed Land



Balancing Agricultural Land Conservation and Residential Development in Missoula County Report, Missoula Organization of Realtors and Missoula Building Industry Association, February 2018

Missoula County Growth Constraints



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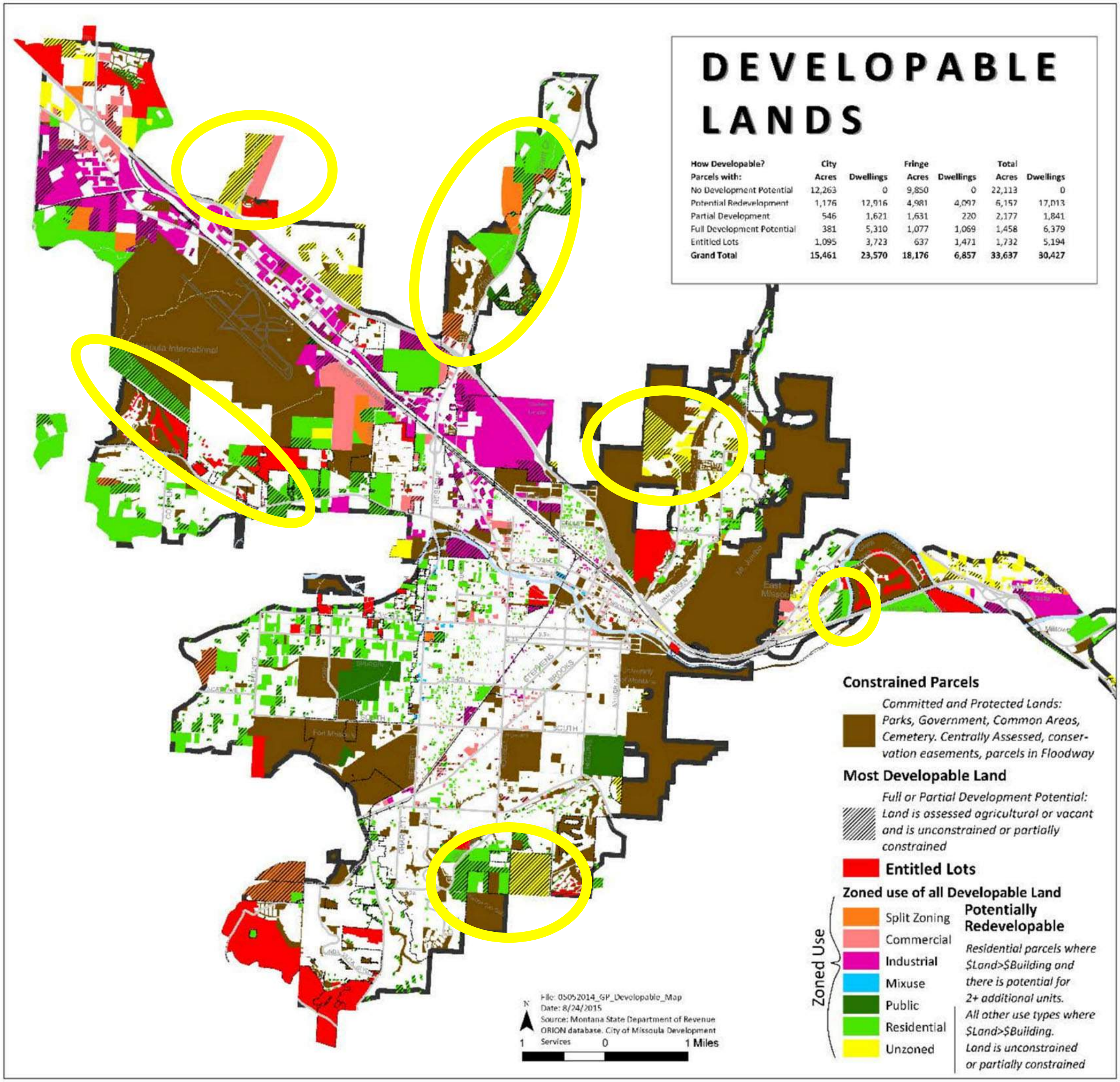
Missoula County Growth Constraints

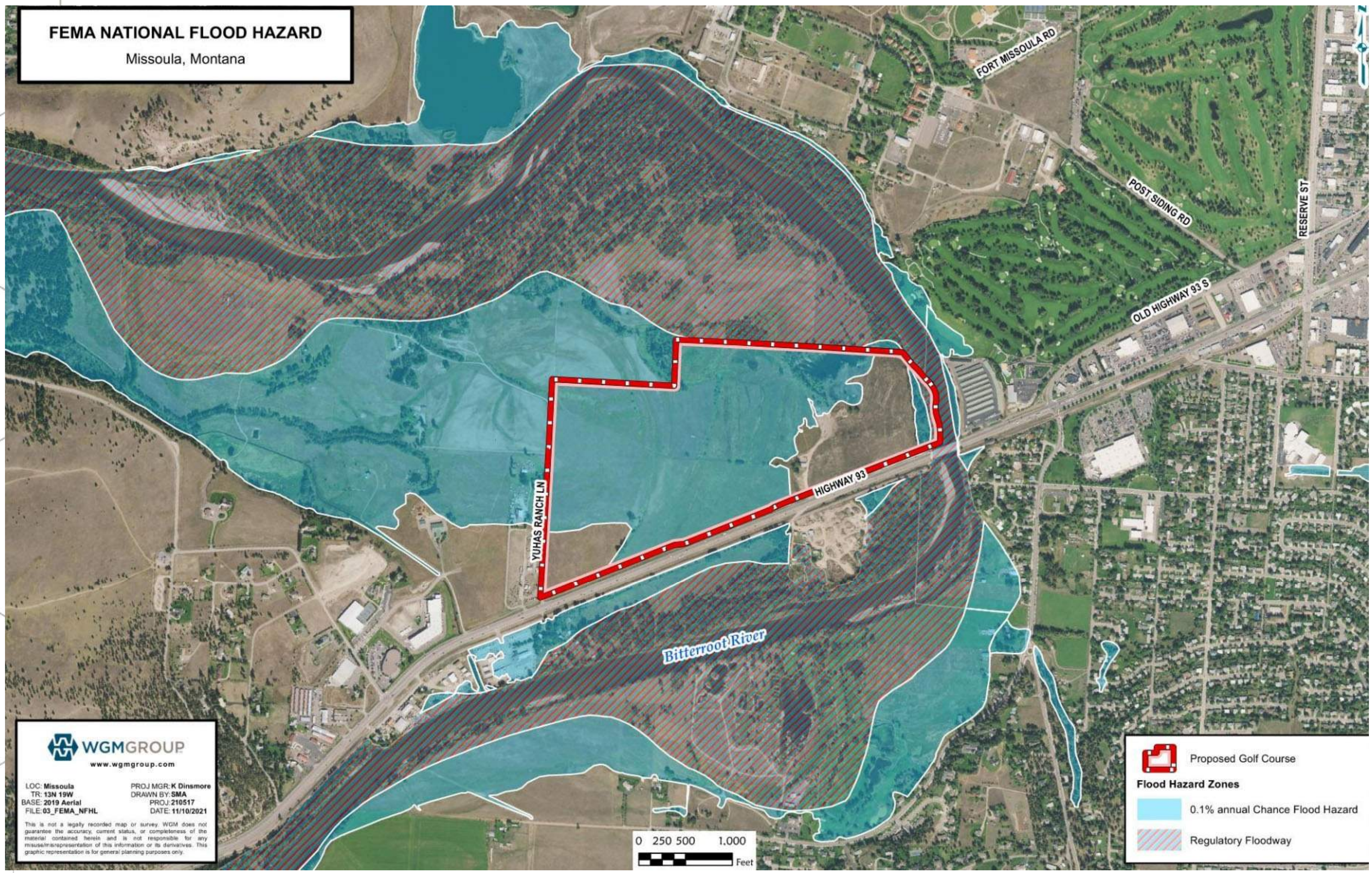


How Developable? Parcels with:	City Acres	City Dwellings	Fringe Acres	Fringe Dwellings	Total Acres	Total Dwellings
No Development Potential	12,263	0	9,850	0	22,113	0
Potential Redevelopment	1,176	12,916	4,981	4,097	6,157	17,013
Partial Development	546	1,621	1,631	220	2,177	1,841
Full Development Potential	381	5,310	1,077	1,069	1,458	6,379
Entitled Lots	1,095	3,723	637	1,471	1,732	5,194
Grand Total	**15,461**	**23,570**	**18,176**	**6,857**	**33,637**	**30,427**

City of Missoula Development Services, 2015
Montana State Department of Revenue ORION database

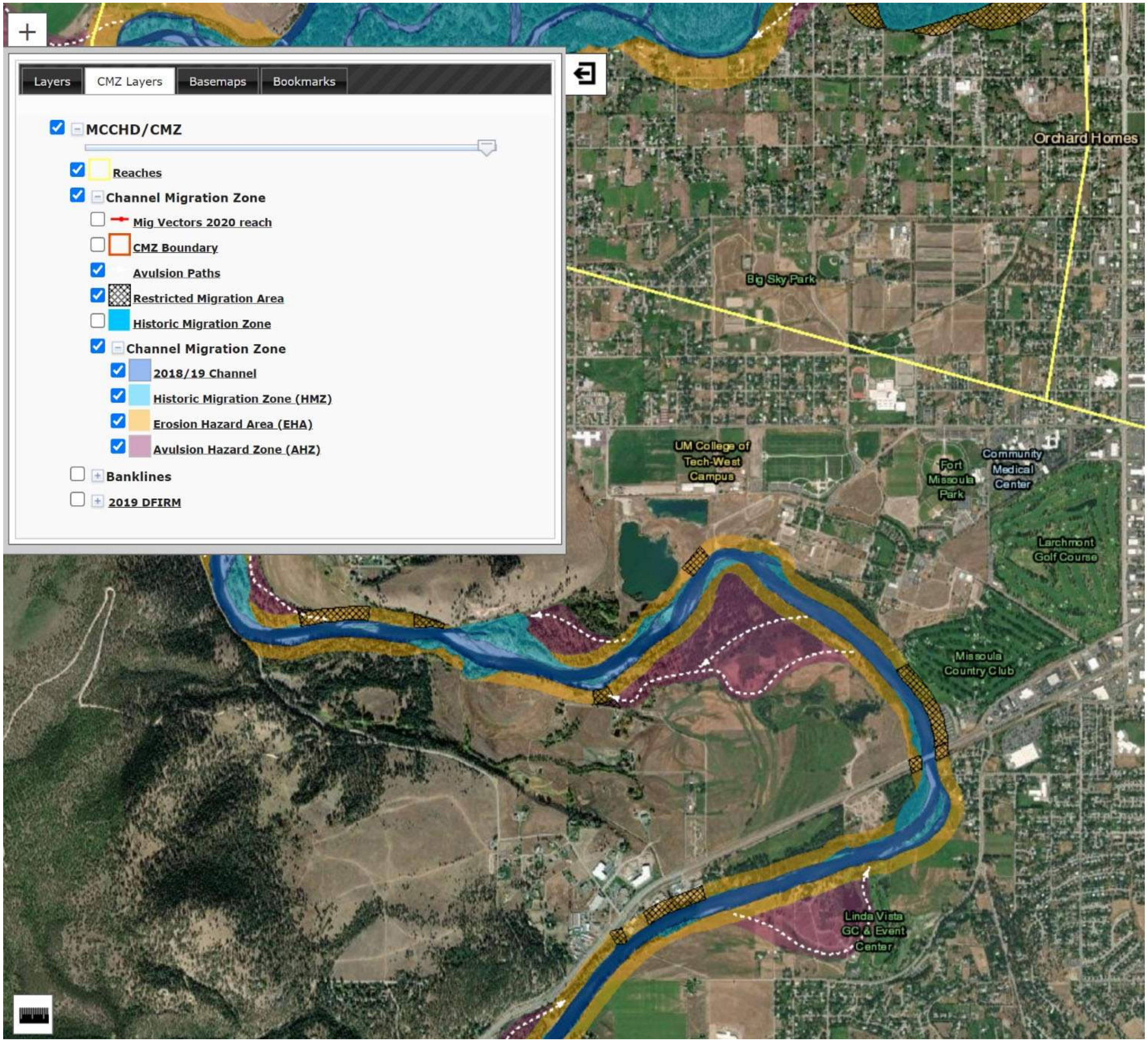
Conceptual Golf Course Layout

Floodplain



FEMA Nation Flood Hazard Map
https://gis.missoulacounty.us/CAPS/Floodplain/

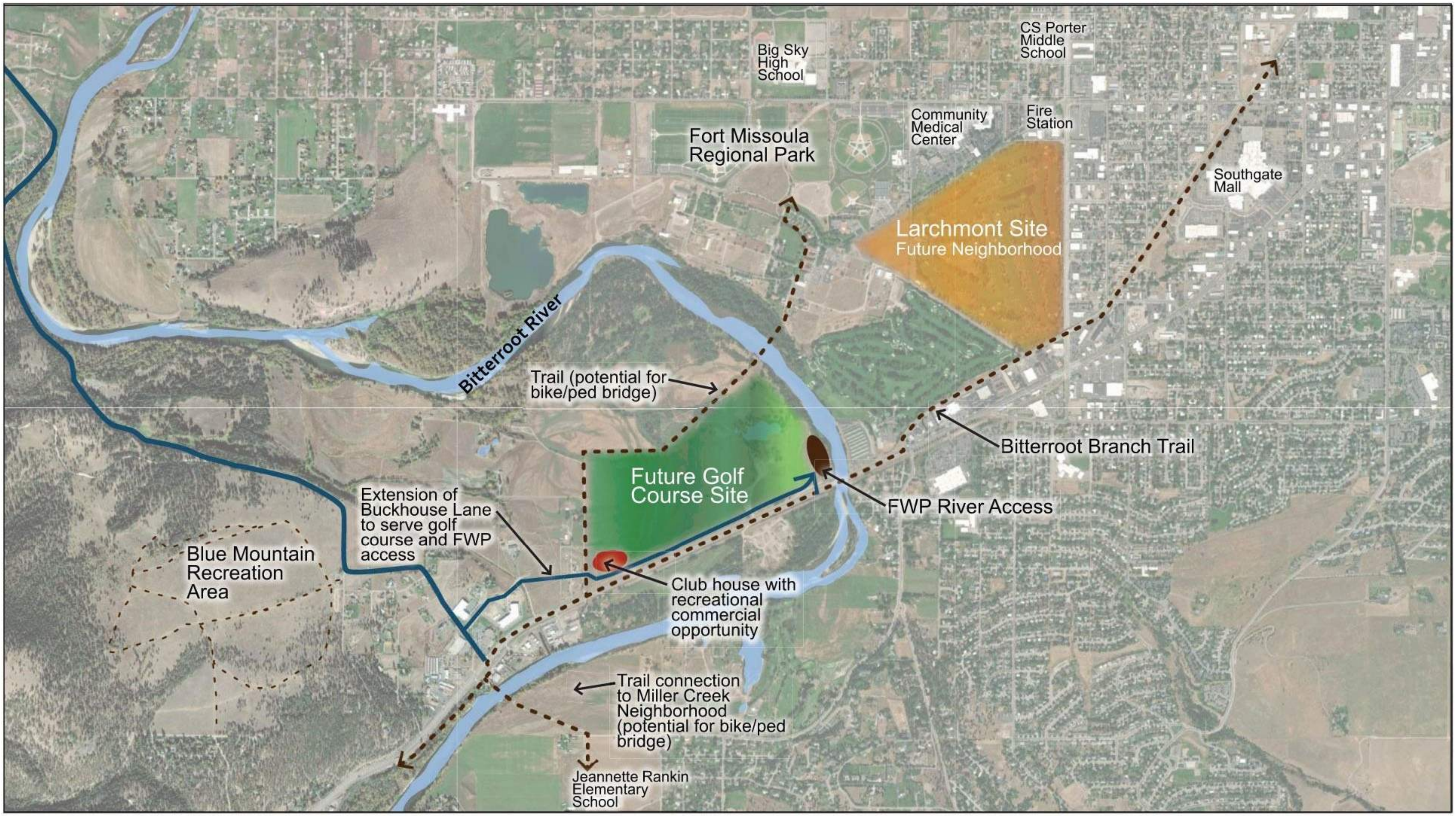
Channel Migration Zone



Missoula County Channel Migration Zone Interactive Map
https://gis.missoulacounty.us/mcchd/cmz/

1997 Flood Photos

Missoula County Property Information System
https://gis.missoulacounty.us/propertyinformation/



Recreation Corridor

Public Benefits

- **Provides a replacement option today** within close proximity to the existing course for a public municipal golf course. Housing at the Larchmont site with connection to transportation, public utilities and public services **offers the highest public benefit**.

- Opportunity for a new course, clubhouse, and maintenance facility with enhanced features to promote higher level of participation can be created. examples: indoor driving and practice facilities, larger/new clubhouse

- Design professionals can be engaged to develop a new 18-hole course with assurance that it will have **minimal, if any, impact from seasonal high-water conditions**.

- A financial fund can be established which creates an endowed/permanent operational resource to ensure permanent affordability of play and access for existing and new golfers in the community

- A new boat/recreation area can be established adjacent to Buckhouse Bridge which would create community and public access to the Bitterroot River, allowing connectivity from Lolo to Missoula, and Missoula downstream to the Clark Fork

- New enhanced trail networks for year-round exercise and skiing can be created to improve community access for recreation.

State of Missoula Workforce Study

–ABMJ Consulting, July 2021

“By far, **housing costs/availability was the most discussed problem in Missoula’s current labor market**.”

“**Many Missoula employers report hiring people who cannot find housing. Others say existing employees are losing their current housing and struggling to find alternatives (and many are choosing to move elsewhere).”**

Report: Plummeting rental vacancy rates, skyrocketing rent in Missoula

– Missoulian, Nov. 1, 2021

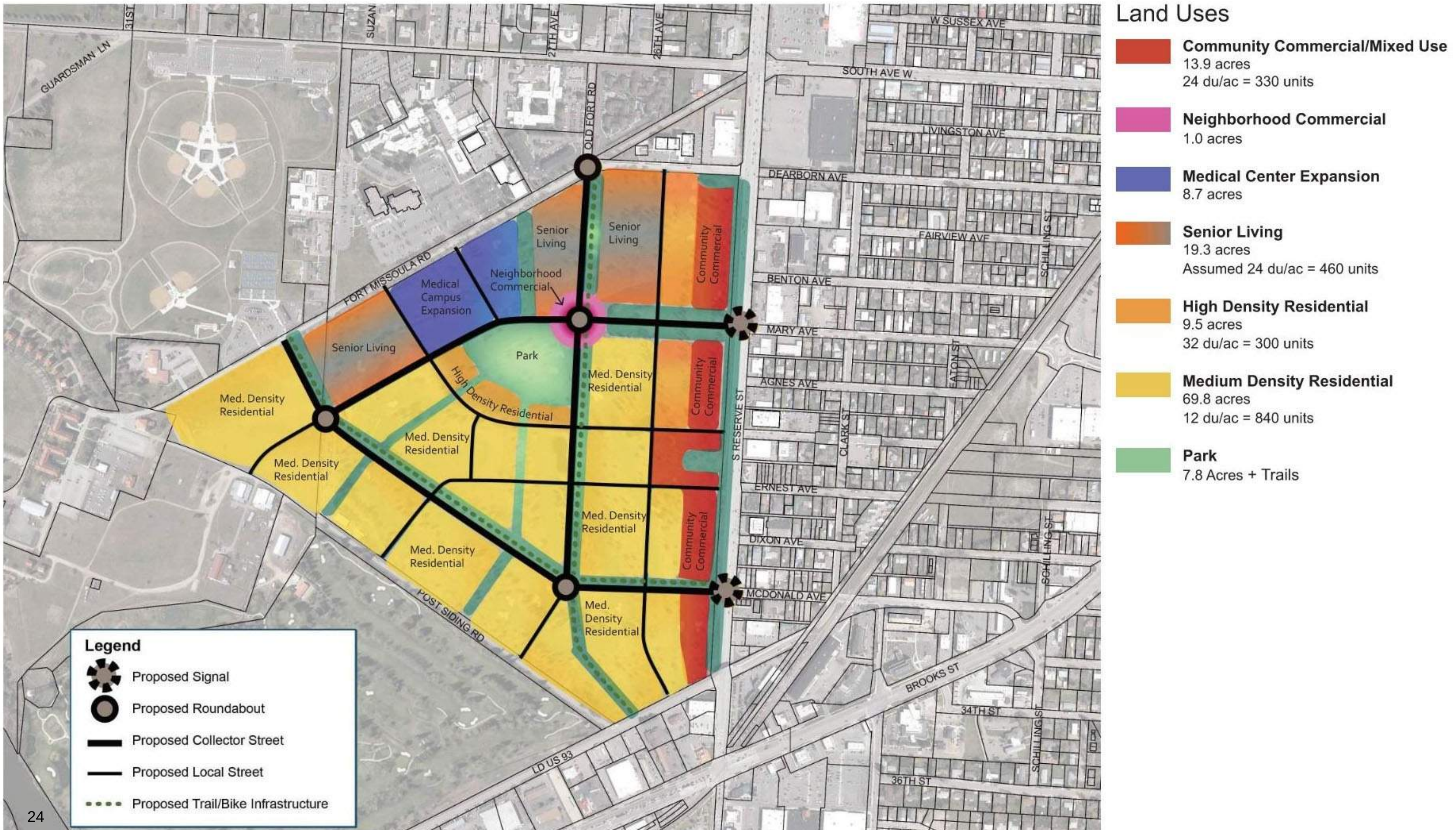
“**Missoula County Public Schools** has also seen a significant increase in homeless or **"at-risk" students** in the district. It reported nearly 400 students in that category for the 2020-21 school year. That number was under 200 during the 2017-18 school year.”

Missoula housing prices rose nearly 23% in 2021; Flathead prices also spike

– Missoulian, Aug. 24, 2021

“The median sales price of homes sold in the Missoula area in the first six months of 2021 was $430,000, according to a new report from the Missoula Organization of Realtors. That's a 22.9% increase over the median sales price for all of 2020, which was $350,000.”

Creating a Transformational Impact



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