

Mr. Mayor and Members of City Council,

Last night's vote regarding the ONE Big Sky District contract effectively terminated our partnership with Landmark Development. Following two years of cultivating a relationship and building a community vision with this respected developer, we are now left holding a visioning plan without a catalytic investor. As Bob Dunn has shared on multiple occasions, Landmark is not in the business of simply developing "plans." This was a means to the starting line for Landmark's partnership with the intent to invest hundreds of millions of dollars in our community.

This morning Mr. Dunn sadly acknowledged the City's vote to not renew the agreement with Landmark. This, of course, means that the working relationship with Landmark is no longer in effect. Mr. Dunn stated this morning "We (Landmark) are the strongest advocates of the vision we established for ONE Big Sky and wish you nothing short of total success in realizing the vision this type of economic development initiative will have for the City of Billings and the entire State on Montana."

On behalf of the ONE Big Sky District Strategy Partners, we encourage the City to open a dialogue with Mr. Dunn to determine if there is middle ground that can be reached. Landmark has invested \$1.5 million in Billings as a major contributor of the development plan. They deserve the opportunity to negotiate with you for the betterment of Billings. And we owe it to ourselves to send a message to future developers that Billings is open for business.

Recently a colleague shared a story about a small businessperson who had initiated an evaluation of his business to determine its "Molasses Points:" triggers in their pipeline that slowed progress. In Billings we've heard for years that Billings is primed to excel—that we are "on the verge," of moving from good to great. Unfortunately we seem to be stuck—a few molasses points are holding us back. And all the while we've watched the communities in our region excel, grow, and create the attractive cities the next generation seeks to live. The Strategy Partners and dedicated community supporters will continue working to take Billings from good to great. We ask our City Council to share that duty and be a partner in eliminating Billings' molasses points.

Signed,

ONE Big Sky District Strategy Partners