



Project Data

Key Scope Items:

- Market and Financial Feasibility Study
- Site, Economic Impact and TIF Analyses
- Financing Analysis and Funding Plan

HSP Professionals Involved in Project: Rob Hunden

Time of Service: 2002 – 2003

Convention Center Study & Development Strategy

St. Charles, Missouri

Mr. Hunden worked with the City of St. Charles and the Convention and Visitors Bureau during the years leading up to the development of the St. Charles Convention Center and Hotel. The work included a full market and financial feasibility study for the project, as well as an economic impact analysis. The following additional elements were also completed during the process:

- Hotel analysis and recommendations
- Site analysis
- TIF projection
- Financing and funding analysis
- Presentations to City Council
- Negotiation assistance for Developer Agreement with John Q. Hammons

The work was completed and the project opened in April of 2005. The facility, with a 16,200-square foot ballroom and 27,600-square foot exhibit hall has performed beyond its expectations and the results are a testament to the excellent management, strong destination components and conservative nature of the original studies.