



Project Data

Key Scope Items:

- Convention Center and Hotel Feasibility Study
- Site Analysis
- Budget and Financing Strategy

Development Budget: \$150,000,000+/- (Convention Center & Hotel)

HSP Professionals Involved in Project: Rob Hunden, Rob Smitherman

Time of Service: 2008 – 2010

Convention Center & Hotel Feasibility, Strategy

Jeffersonville, Indiana

The City of Jeffersonville was interested in determining the viability of a convention center and adjacent convention hotel facility. Hunden Strategic Partners, teamed with Pinkowski & Company led a study of the feasibility of the hotel/conference or convention center concept.

After HSP's analysis, the Consulting Team made recommendations as to the physical program for the convention center and hotel. These recommendations covered such things as the size, quality and type of function room as well as other services, such as food and beverage requirements. The study also included an assessment of possible sites for such a development and initial estimates of the development's cost. Finally, demand and financial projections were made for the project.

HSP then completed a second phase of the assignment to provide more in-depth site analysis, conceptual drawings, cost estimates, economic impact analysis, financing analysis and finance plan and an evaluation of the ownership and management options for the facilities. Included on the phase two team were Earl Swenson & Associates, Pinkowski & Company, Piper Jaffray and Hunt Construction. HSP led both phases of work.