



Chicago Navy Pier Restaurant, Retail, Entertainment & Hotel Expansion; Developer Solicitation Process

Chicago, Illinois

HSP assisted Navy Pier, Inc. with its renovation and expansion, including deal development and developer selection for a major new Curio hotel onsite. HSP analyzed the expansion plan, conducted public sector risk analysis, and projected the future results of all revenue streams, which include:

- Tour Boats
- Restaurants, Retail, Kiosks and Carts, Attractions & Pier Park Rides
- Advertising & Sponsorships
- Festival Convention Hall Events, Ballroom Food & Beverage
- Special Events & Entertainment; Nightlife District
- New Boutique Hotel

In addition to the market feasibility and financial projections, HSP projected the new tax impacts of the project on city, county and state. HSP recently conducted the hotel developer selection process. This process included creation of the hotel developer RFQ/P documents and management and promotion of the solicitation process. HSP will also review the RFQ submittals and conduct interviews, management of the shortlisted firms, evaluations and rankings, and negotiations with the top-ranked firms. The resulting project has now been financed and is under construction.

Client: Navy Pier, Inc.

Time Period: 2013 - 2016