



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

Chicago, Illinois

Hunden assisted Navy Pier, Inc. with its renovation and expansion, including deal development and developer selection for the new Sable hotel. Hunden 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

Hunden also projected the new tax impacts of the project on city, county and state.

Hunden then conducted the hotel developer selection process. This process included creation of the developer RFQ/P documents and management and promotion of the opportunity. Hunden reviewed the submittals and conducted interviews, management of the shortlisted firms, evaluations and rankings, and negotiations with the top firm. The resulting project was financed, built, and opened as Hotel Sable at Navy Pier in 2020.

Client: Navy Pier, Inc.

Time Period: 2013 - 2016