

Urban Grocer



Conference Center Hotel & Mixed Use/ Residential/ Urban Grocery Analysis; Developer Selection Process

Columbus, Indiana

HSP worked with design professionals from American Structurepoint to study the market and financial feasibility of a potential conference center hotel in downtown Columbus, Indiana. HSP's analysis included a comprehensive understanding of the hotel and meetings market, current and future hotel growth trends, a competitive Columbus hotel analysis, recommendations, demand and financial projections, and an economic, employment, and fiscal impact analysis.

Initially, the City envisioned that the analysis would examine a site in and around a parcel of City-owned land located just outside of downtown Columbus on 2nd Street and Lafayette. The City also asked HSP to determine whether or not the potential hotel could somehow be linked to the current Crump Theatre, which is located in the same area. As HSP worked through the analysis, two additional sites presented themselves as possible options. These sites were the Bartholomew County Probation site and the Post Office Site. American Structurepoint provided detailed conceptual drawings for each of the sites. At the conclusion of the Phase I analysis, the City of Columbus decided to move forward with a developer selection process for the project.

HSP is currently executing and managing Phase II of the project – soliciting and selecting a developer to move the hotel project from concept to reality. HSP released a developer RFQ document in March 2019 and conducted interviews with selected respondents in June 2019. This process was followed by the RFP release and in-person interviews. HSP is now providing advisory services as the city negotiates a deal with the top-ranked developer.

Client: City of Columbus

Time Period: 2018 - 2020