



Convention Center and HQ Hotel - Developer Selection

Erie, Pennsylvania

Mr. Hunden co-managed the hotel and convention center development strategy for the Erie Civic Center Authority. The Authority had failed in its attempts to generate a hotel development deal to compliment the then-to-be-built Erie Bayfront Convention Center and mixed-use district. The scope of work included a site analysis between three competing sites, the development of a hotel concept that would suit the center, financial analysis, the solicitation of developers and management of the selection process, evaluation and ranking of the submittals, as well as the negotiation of a development agreement.

Mr. Hunden also helped determine the ultimate financing strategy for the project, which included the issuance of tax-exempt revenue bonds supported by project revenues. Also involved in the scope were bi-weekly meetings with the development team, including the Authority, design issues and an impact analysis for both hotel and convention center, as well as the management of a traffic study. The process began in late 2003 and the bonds were issued in mid-2005. His work ultimately steered the project from a questionable site and development concept to one that made sense for both facilities and the overall tourism package for Erie. The projects opened in 2007 and 2008 and have exceeded all expectations. A second convention hotel is now being considered.

Client: Erie Civic Center Authority

Time Period: 2003 - 2005