



Convention Hotel Developer Selection Process

Indianapolis, Indiana

Mr. Hunden has worked on numerous projects in Indianapolis over the last 20 years while at the Indianapolis Bond Bank, Horwath Landauer Associates and now at HSP. He was engaged to work on the development of the Indiana Convention Center expansion, which was housed on the site of the former RCA Dome. Earlier in his career while at the Indianapolis Bond Bank, Mr. Hunden completed a \$30 million grant request for the expansion of the convention center and completed other financing analysis activities for the project.

Mr. Hunden also put together the City's hotel strategy for both the city's bids for the NCAA Final Four and the Republican National Convention. The goal was to develop a critical mass of quality hotel product both downtown and in the balance of the city to better host such events, as well as the 2001 expansion of the convention center.

During this time, Mr. Hunden managed the pre-development process for a convention center hotel, the 615-room Marriott attached to the convention center. An RFP process was conducted, a financing package was developed and ultimately the Marriott/White Lodging project was chosen, developed and opened in 2001. By 2011, their success led to the development of the new 1,600+ room Marriott complex, including the 1,001-room JW Marriott.

Client: City of Indianapolis

Time Period: 1996 – 1999, 2006, 2009 - 2013