



Lakefront Hotel Developer Selection & Solicitation

Michigan City, Indiana

HSP worked with the Michigan City Redevelopment Commission (MCRC) to manage the solicitation and selection process for its new hotel in the North End. HSP previously completed the feasibility study for the new hotel development. At the start of the developer selection process, HSP conducted an update to the original study.

HSP then helped the MCRC maximize the number of quality bidders for the new development, thereby minimizing the financial exposure of the MCRC and maximizing the quality of the development. The MCRC had been working for many years to acquire land and prepare sites for major redevelopments throughout the North End.

The Lake Michigan Gateway Implementation Strategy completed in 2014, alongside an initial hotel study, set the stage for redevelopment to occur. The strategy focused on enlivening the visitor and resident experience in and around the area north of Route 12 toward the lake, but also focused on connecting this key node with the three other generally walkable destinations in Michigan City: Downtown, the Lighthouse Place Premium Outlets and the Blue Chip Casino, Hotel and Spa.

While the MCRC was interested in developer creativity for a mix of potential uses on the site, the initial vision for the site included a mixed-use building with an elevated hotel that would likely sit atop a parking structure, allowing for several other compelling features, including a rooftop bar and restaurant. HSP managed the entire hotel developer selection process, including the creation of the RFQ/P documents, the promotion of opportunity, submittal reviews and top-ranked developer negotiations

Client: Michigan City Redevelopment Commission

Time Period: 2017 - 2018