



Indiana Pacers Lease Deal Analysis & Fiscal Impact

Indianapolis, Indiana

Mr. Hunden worked for the Indianapolis-Marion County Capital Improvement Board from 2009 – 2010 to study the value of the team to Indianapolis/Marion County during a renegotiation of the lease in Bankers Life Fieldhouse (formerly Conseco Fieldhouse).

After a successful first ten years in the facility, the Indiana Pacers and the City renegotiated the team's lease. HSP provided the City with a report showing the economic, fiscal and employment impact of the Indiana Pacers on the community, including their assumption of all facility expenses, which totals millions of dollars annually. HSP considered other major league arena deals and compared and contrasted those with how the Pacers were faring as managers of their facility.

It also highlighted the importance of the arena and the Pacers as anchor tenants in the success of downtown. The loss of the team would seriously weaken the financial support structure for many of downtown's key assets. This report helped the justifiable fiscal support for the Team, helped the City and Capital Improvement Board determine the new agreement with the team and explain to the citizens of the community the true value of the team to the city, especially downtown.

Client: Indianapolis-Marion
County Capital Improvement Board

Time Period: 2009-2010