



Southport West Incentive Review & Impact Analysis

La Vista, Nebraska

Hunden Strategic Partners worked with the City of La Vista on the development of a large mixed-use Cordish development, set to include a new outlet mall and a restaurant and entertainment district. The site originally had a Cabela's and a hotel-convention center complex.

HSP was first retained to assist in the development of legislation that provided tax incentives for catalytic development in the community. The Nebraska Legislature passed LB 1018, that allows cities to rebate new local sales taxes from qualifying projects. In addition, the Gross Business Occupation Tax (GBOT) allows communities to fund infrastructure improvements around qualifying projects with a project-specific sales tax.

The City engaged Hunden Strategic Partners to review and evaluate the proposal. HSP studied the feasibility and economic impact of the proposed project and worked through financing strategies, estimate the costs and benefits/impacts to the City and worked through deal development to protect the City's interests. HSP then worked with the City to complete the deal negotiations and financing.

Client: City of La Vista

Time Period: 2009 - 2012