



Project Data

Key Scope Items:

- Financing Strategy
- Operational and Management Recommendations

Development Budget:

HSP Professionals Involved in Project: Rob Hunden

Time of Service: 2007

Cyprus Conference Centre Analysis

Limassol, Cyprus

The Republic of Cyprus is a popular tourist destination in the eastern Mediterranean Sea. The island has a rich history in the region and attracts visitors from all over the world to marvel at its ancient history. To remain competitive in the European business market, the need for a new conference centre has arisen.

Hunden Strategic Partners worked with GBR on behalf of the Cyprus National Tourism Organisation to study the proposed location and feasibility of the Limassol Conference Centre in Cyprus. The report concentrated on a financing model for the project as well as an emphasis on future operational and management structures.

Several methods of financing were studied including public and private partnerships and inclusion of a hotel to offset possible losses. The report also considered numerous facility fees as revenue streams as well as public financing.

HSP compared various models of public versus private ownership and management of the proposed facility. Industry trends were studied and best practices compared to provide the Client with a concise perspective on the industry.