



### **Project Data**

#### **Key Scope Items:**

- Developer Selection RFP Process
- Review of Financial Structures Proposed
- RFP Assessment and Interview Process

**HSP Professionals Involved in Project:** Rob Hunden

**Time of Service:** 2004

## **Convention Center Hotel Developer Review**

*Palm Beach County, Florida*

Palm Beach County, Florida is a rapidly growing community in southern Florida that realized the need for a convention center hotel to support the County's convention center and remain competitive with surrounding facilities.

Mr. Hunden worked on the review and analysis of four private developers' convention hotel projects proposed adjacent to the Palm Beach County Convention Center. The submittals were in response to the County's RFP for convention hotel developers.

Analysis of the financial packages was a priority for the County due to different financial structures. This required determining terms of each proposal to provide a comparison of net subsidies the County would grant under each. Mr. Hunden conducted the analysis of the proposals and testified in public about the findings.

Although a development group was selected and contracted, the collapse of the condominium market in Florida removed the primary financial support for the proposed mixed-use project, therefore eliminating financing. The County continues to pursue a successful development.