

DEPARTMENT OF FINANCE *A*

DATE REC'D: JUN 30 2023

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HRS 103D-304

PROFESSIONAL SERVICES - FN.5 PUBLIC FINANCE, FN.10
ACCOUNTING (ANALYSIS/SPECIAL FINANCING DISTRICTS)

**hunden
partners**

County of Hawai'i
Attn: Ms. Deanna Sako
Director of Finance

June 30, 2023

County of Hawai'i
Ms. Deanna Sako, Director of Finance
25 Aupuni Street, Suite 2103
Hilo, Hawai'i 96720
crystallene.pacheco@hawaiiicounty.gov

RE: HRS 103D-302 Notice to Providers of Professional Services - FN.5, FN.10

Hunden Partners (Hunden) is pleased to provide the County of Hawai'i Finance Department (Client) with a statement of qualifications to provide professional services as they relate to FN.5 Public Finance and FN.10 Accounting. Please note that Hunden does not perform bond/debt-related financial advisory services. However, We do provide financial advisory services related to proposed and built real estate, tourism and destination developments and their resulting tax and other positive inflows.

Hunden Partners, led by CEO Rob Hunden, is a premier real estate development advisory and consulting firm with its primary office in Chicago. Our firm offers the full range of market and financial feasibility services, as well as economic and fiscal impact analyses for transformative development projects, with expertise in destination development and asset planning. Hunden has been advising on all manner of unique and complex real estate development studies for the past 28 years and has focused on the key elements that make up transformative tourism destinations. Hunden has worked on more than 1,000 projects or studies over the course of his career, with more than \$20 billion in projects built and successful, or currently underway.

Hunden has a reliable process for providing **public sector risk assessments, financial advisory services, and tax incentive analysis**. Since 2010, Hunden has been the sole on-call advisor for the Commonwealth of Kentucky to conduct tourism related economic, fiscal and employment impact analyses for applicants of the Kentucky Tourism Development Act tax rebate program. Prior to that, Mr. Hunden completed all KTDA studies from 2000 through 2006 on behalf of a prior firm. Mr. Hunden and team have conducted more than 80 analyses for Kentucky. The majority of these studies include elements of Kentucky bourbon tourism (distilleries and their respective visitor campuses/experiences), boutique hotels, unique mixed-use districts, and related destination assets.

Advising on **special financing districts** for transformative developments has been part of CEO Rob Hunden's career since he began working in the Mayor's office for the Indianapolis Local Public Improvement Bond Bank.

Additionally, Hunden is also the on-call consultant for Kentucky to conduct independent economic, fiscal and employment impact analyses for projects applying for the **Kentucky TIF incentive program**, which includes recapture of state and local sales, income and property taxes. We believe that you will not find a more qualified and passionate firm to act as your vital strategic partner. We believe that you will not find a more qualified and passionate firm to act as your vital strategic partner.

The following statement of qualifications outlines our firm history, personnel background, and qualifications with references. You will deal directly with Rob Hunden, owner and President of Hunden Partners, and as the primary contact and signer of any contracts. Should you have any questions, please contact me directly on my mobile phone at 312-933-3637 or at my email at rob@hunden.com. We appreciate opportunity to work with you.

Sincerely

A handwritten signature in black ink, appearing to read 'R. Hunden', written over a vertical line.

Robin Scott Hunden
President & CEO



hunden partners

Destination Real Estate Development Advisory Practice

OFFICE LOCATION: CHICAGO, IL

Hunden Partners is a full-service real estate development advisory practice, providing public and private sector clients with confidence and results so they can understand the truth about project viability and impact. Hunden specializes in the intersection of tourism development, economic development, and destination real estate development. Hunden has a passion for data-driven analytics and recommendations that lead to sound and actionable strategies for development success. We cannot and will not take a cookie-cutter approach.

Areas of expertise:

Mixed-Use Districts
Entertainment & Destination Districts
Retail, Restaurant, Office, Residential
Youth Sports Complexes
Arenas & Stadiums
Fairgrounds & Expo Centers
Hotels (Boutique, Resort, HQ)
Convention & Conference Centers
Arts & Cultural Facilities
Unique Attractions

Services:

Market Demand
Financial Feasibility
Economic, Fiscal & Employment Impact Analysis
Placemaking Feasibility
Project Implementation Services
Community & Stakeholder Engagement
Public Incentive Analysis
Policy/Legislation Consulting
Solicitation & Selection services for Management, Operations, & Development

Since our incorporation in 2006, Hunden Partners has provided all of the above services for hundreds of client projects worldwide for public, non-profit and private sectors. **Over the last five years, Hunden has averaged between 10-15 full-time employees.**

Hunden has been advising on all manner of unique and complex arts district studies for the past 25 years. We focus on transformative projects that synergize with their surrounding neighborhoods and assets.

Our Team

professional biographies



Rob Hunden

CEO / President

Project Director

Career Background

- Hunden Partners
- Johnson Consulting
- Grubb & Ellis
- Landauer
- Indianapolis Bond Bank
- Huckaby & Associates, Washington, D.C.

Quick Facts

- 28 Years Industry Experience
- Incorporated Hunden Partners in 2006
- Indiana University Kelley School of Business, BS Finance '94

Over the past 28 years, Mr. Hunden has provided economic development, finance and planning expertise and conducted roughly 1,000 feasibility and economic impact studies, including for some of the most notable projects in the U.S. He has had a hand in the development of more than \$20 billion in completed/underway, transformative projects, including mixed-use spaces for residential, retail, dining, grocery, entertainment, leisure, and other markets.

Recognized Industry Leader. Mr. Hunden has helped communities throughout the United States and North America analyze the strength of their destination through tourism and development master planning efforts. Hunden has studied some of the most successful and compelling destinations in the country, such as Chicago, Indianapolis, Phoenix, Puerto Rico, Richmond, Dallas, and Durham, among others.

Economic Impact Expertise. Due to Mr. Hunden's strong background and experience in economic development and finance, he has become an industry leader in determining the impact of proposed and developed projects.

A majority of the studies that Hunden conducts include detailed models and projections of tax-related impacts, TIF analyses, and identification of other financing zones or funding sources for mixed-use and related facilities.

Developer Solicitation Services. Mr. Hunden and his firm lead the industry in the number of project management, deal negotiations, and developer solicitation and selection processes.

Teaching Experience and Organizations. Rob has written articles on downtown developments and taught college-level Destination Development Courses. For nearly 20 years Rob has conducted panel discussions and taught professional development courses for IEDC. He is a sought-after speaker nationally and internationally for topics ranging from placemaking, economic and tourism development, and mixed-use districts.

Dedication to Diversity, Equity, and Inclusion.

Out Team. We are committed to building an expert team with a variety of backgrounds, skills, and views. As an LGBTQ+-owned firm with staff representing all manner of diverse realities, seen and unseen, we seek a variety of perspectives in our team. We strive to continually expand with even more diverse humans.

Our Strategic Partners. We actively seek to engage expert partners who appreciate and actualize diversity, equity, and inclusion in our daily work on behalf of clients.

Our Work. Our commitment to inclusion across race, gender, age, religion, identity and experience is simply part of our daily work on behalf of our clients. We engage the public and stakeholders on behalf of our clients in the most diverse communities in the U.S., making sure that the outreach is inclusive of all communities and stakeholders. Hunden is committed to telling the truth so that communities invest in projects that generate an improved quality of life for all residents.

hunden key personnel



Matthew Avila
Project Manager



Ryan Sheridan
Project Manager



Lexi Cuff
Project Manager



Shawn Gustafson
Project Manager



Eric Hunden
Research Director



Lucas Neuteufel
Analytics Manager



Laura Sportiello
VP Business Development



Cory Hawkins
Process Manager



Alexandra Chopson
Business Development Specialist



Hailey Justes
Business Development Specialist



Will Frost
Economic Development Specialist



Morgan Wortham
Economic Development Specialist



Steve Haemmerle
Project Executive



Charlie Brown
Analyst



Emily Connor
Analyst



Cassidy Sutton
Analyst

Our Team

professional biographies



Shawn Gustafson

Project Manager | Chicago, Illinois

Mr. Gustafson has completed a unique variety of market demand and financial feasibility studies throughout his career for both private and public entities. He also specializes in P3 advisory, business planning and deal negotiations. His areas of expertise include stadiums and arenas; multipurpose sports and event centers; hospitality projects of all classifications, from full-service headquarter-quality, boutique and conference, to upscale, and resort; multipurpose destination district components such as meeting and convention centers, residential, retail, office, entertainment and attraction, and restaurant; and unique placemaking assets. While at Hunden, he has worked on more than 70 market, financial, and economic impact analyses.

Quick Facts

- Anderson University, BA Accounting, Music Business '06
- Certified Public Accountant '07

Prior to his work at Hunden, Shawn worked in financial advisory at Core Capital Group and Yeager Properties, securing financing for companies across a variety of industries. His foundational understanding of real estate trends, financing structures, and operating budgets has supported his collaboration with Rob Hunden in leading procurement efforts for developer solicitation and selection processes.



Matthew Avila

Project Manager | Chicago, Illinois

Mr. Avila's areas of expertise span a wide range, from tourism destination planning, sports complexes and entertainment facilities to mixed-use districts, attractions, and meeting and convention centers. Matt also leads research efforts and creates custom mapping for community recreation centers and tournament sports complexes, districts, entertainment venues, hotels and convention centers. These involve a deep understanding of the competitive supply and potential demand for local, regional and national usages.

Matt has worked on more than 100 market, financial, and economic impact analyses, including incremental tax revenue analysis, for both the public and private sector.

Quick Facts

- Indiana University Kelley School of Business
- BS Finance and Real Estate Concentration

Mr. Avila also creates economic impact projections for nearly all studies, projecting the number of new jobs, taxes, and benefits of each project to the community. He understands the critical balance between market supply and demand gaps, industry trends, and future performance projections that all contribute to answering key questions related to type and amount of support amenities needed for place-shaping projects.

Our Team

professional biographies



Lexi Cuff

Project Manager | Chicago, Illinois

Ms. Cuff serves as a Project Manager at Hunden and has completed nearly 80 projects and market, financial, and economic impact analyses. Her areas of expertise include destination and area-wide tourism asset assessments and master plans; multipurpose sports and event centers; amphitheaters and outdoor concert venues; multipurpose destination district components such as meeting and convention centers, residential, retail, office, entertainment and attraction, and restaurant; and unique placemaking assets.

Her recent tourism and destination development plan experience includes a county-wide tourism master plan for Hamilton County, Indiana, a tourism master plan in Oceanside, California, a destination development and product assessment plan in Durham, North Carolina and Rockford, Illinois, and a placemaking/tourism strategic plan in SeaTac, Washington.

She leads the Hunden analyst team through all aspects of research, findings and implications, report creation, and deliverable presentations.

Quick Facts

- Indiana University Kelley School of Business
- BS Finance and International Business, with a focus in Real Estate



Ryan Sheridan

Project Manager | Chicago, Illinois

While at Hunden, Mr. Sheridan has worked on over 60 market, financial feasibility, and impact analyses. His areas of expertise include professional sports stadiums and districts, youth tournament and community sports facilities, and unique tourism attractions. In the last year, he has led more than 10 clients through tailored tournament sports and/or professional sports venues and district studies.

Ryan has a passion for leading Hunden's studies for the Kentucky Tourism Development Act (KTDA), which have recently included multiple distilleries, boutique and non-traditional lodging facilities, and other attractions that aim to drive economic impact through new tourism to the Commonwealth.

Mr. Sheridan's work involves a deep understanding of the competitive supply and potential demand for local, regional, and national usages. Ryan collaborates closely with CEO Rob Hunden to execute quality assurance processes that lead to the highest quality final product.

Quick Facts

- Indiana University Kelley School of Business
- BS Finance and Real Estate Concentration

Recent Projects & References



Entertainment District Feasibility & Impact Study with STAR Bond Financing Analysis

Overland Park, Kansas (2019 - 2022)

Hunden Partners was retained by the City of Overland Park to perform a market, feasibility, economic impact, retail sales, and sales tax studies for the proposed Bluhawk mixed-use development. The project was set for development on 100 acres of land located between 159th Street, 167th Street, US Highway 69 and Antioch Road. One of the main anchor components of the project was a multi-sport complex – an approximately 300,000 square-foot multi-sport indoor athletic complex for regional sports tournaments and local sports leagues, practices and community wellness.

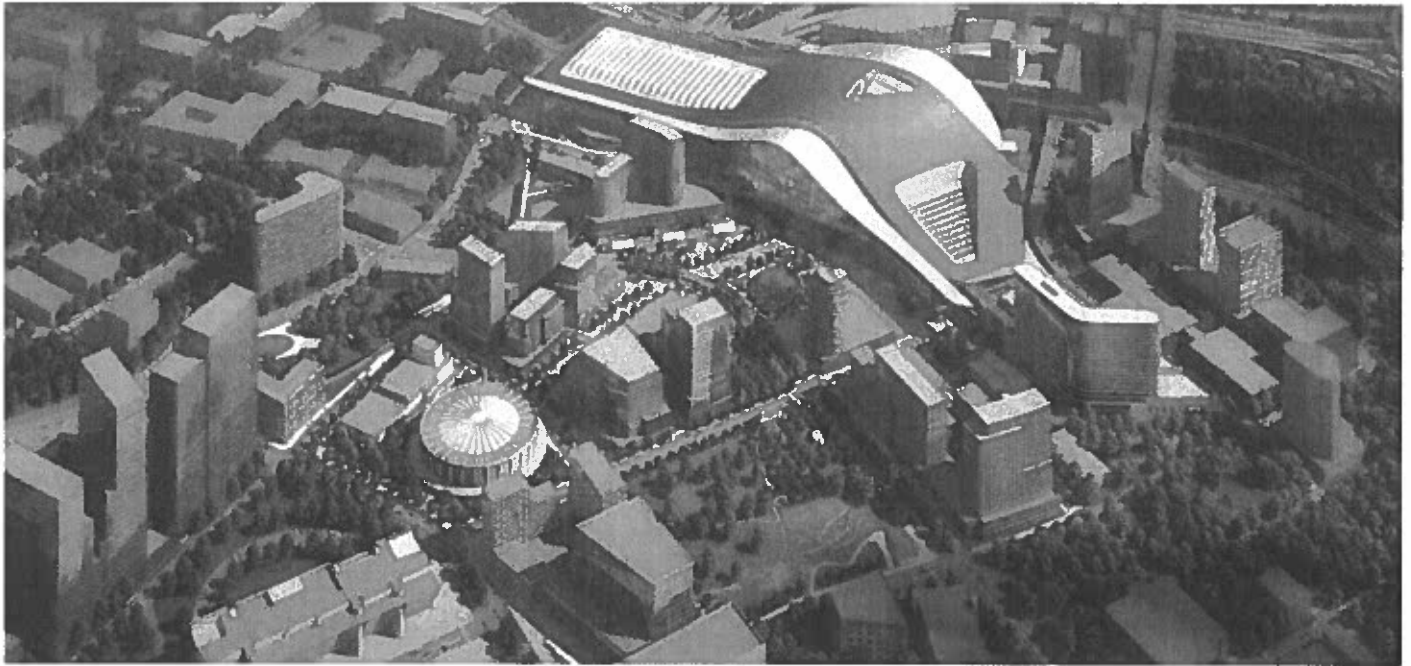
The Multi-Sport Complex design and operation plan was to attract and host sporting events and tournaments for multiple sports, including local, regional and national hockey, basketball, volleyball, soccer, and futsal tournaments, practices, and clinics. The Multi-Sport Complex was also proposed to include supporting amenities that will serve both participants and spectators, including without limitation, food services, team meeting and party rooms, and viewing mezzanines overlooking the fields and courts.

The sports park was proposed to be one piece within the mega mixed-use development that was also set to include a 3,500-seat arena/civic and community center to host sporting events and concerts, retail, restaurant and entertainment space, a neighborhood shopping center, three new hotel developments, class A office space, and residential multifamily developments. The project was seeking use of various public tax investments, including Sales Tax Revenue (STAR) bond financing, Community Improvement District (CID) financing, and Transportation Development District (TDD) financing. Hunden's analysis included projections related to the use of these public investment tools.

The Bluhawk district is approaching approvals for development, construction and financing.

City of Overland Park

Kristy Cannon Stallings, Deputy City Manager | kristy.stallings@opkansas.org | 913-895-6152



Dallas Convention Center District Master Plan; P3 Advisory Services

Dallas, Texas (2021 - 2023)

Hunden Partners led the convention center and mixed-use development market, financial and impact analysis as part of the larger WSP master plan team contracted to create the Kay Bailey Hutchison Convention Center Dallas (KBHCCD) Master Plan, which was followed by Advanced Planning. The implementation of the master plan is projected to be a multi-year development of a 30-acre mixed-use district, a renovated arena and a new/expanded convention center, which will have the largest ballroom in the U.S. The Master Plan focused on creating a synergistic walkable development that provides continuity between the KBHCCD, other City-owned properties, private development(s), and transportation initiatives.

Hunden conducted a thorough market demand analysis for the convention center market, HQ hotel, and multi-use mixed-use district surrounding the new facility, including review of current offerings, historical performance, and business model review. The scope also included an economic, demographic, and tourism analysis, a comprehensive convention center competitive set analysis, support amenity analysis, and a headquarter hotel package analysis. Hunden then worked with the planning team to create a convention center needs and program for the expansion/modification of KBHCCD.

Once the program was established, Hunden created demand and financial projections to determine how the market would absorb the recommended \$6 billion in developments. From there, Hunden completed economic, fiscal, and employment impact models to determine the direct, indirect, and induced impacts generated by projected visitors to the re-imagined Dallas Convention Center, as well as the mixed-use district. Hunden also identified one of the key financing tools used for the project, the Project Finance Zone, which allowed for a redirection of state hotel tax receipts to the project.

The team continues refine the plan, program, projections, and funding execution, as well as provided P3 opportunities advisory services to the City.

City of Dallas

Dan Baer, Senior Vice President & National Planning Lead for WSP | daniel.baer@wsp.com | 212-465-5121



American Bank Center Expansion & District Study with P3 & Funding Advisory

Corpus Christi, Texas (2022-Present)

Hunden Partners worked with the City of Corpus Christi to complete a study for the expansion and renovation of the American Bank Center (ABC or Center), the development of a headquarters hotel, and a six-block entertainment mixed-use district on city-owned parcels. The ABC is composed of multiple meeting and event facilities, including the convention center, Selena auditorium, and arena. For the District, Hunden assessed the surround office, restaurant, retail, and residential markets.

The study was essentially a master plan for the ABC area, with a full feasibility, impact and financing study.

Contract Negotiation. During the process, Hunden also provided an independent review of and professional recommendations on the proposed contract for private management of the American Bank Center, as well as the food and beverage management, on behalf of the City to ensure fair and favorable negotiations.

P3 and Funding Advisory. Hunden was also engaged to assess the P3 options for financing the various elements of the project: the HQ hotel, a second large group hotel, the mixed-use district, as well as the convention center. Hunden assessed various state incentives available through legislation and pushed for the city to write itself into existing state tools that other cities have used to induce the development of these types of projects, based on successes Hunden had in both Fort Worth and Dallas

City of Corpus Christi

Elsy Borgstedte, Special Assignments Coordinator | elsyb@cctexas.com | 361-215-7868

Professional Qualifications

Major/Minor League Stadium & Arena Developments

Amarillo, TX - Arena
 Albuquerque, NM - Arena
 Arlington Heights, IL - NFL Stadium & District
 Augusta, GA - New James Brown Arena
 Austin, TX - Equestrian Arena/Expo
 Bentonville, AR - Velodrome Feasibility
 Charlotte, NC - Bank of America Stadium Impact
 Chandler, AZ - Wild Horse Pass Motorsports Park
 Chelan, WA - Outdoor Ice Pavilion Facility
 Chester, PA - MLS Stadium & District
 Chicago, IL - White Sox Stadium District
 Chicago, IL - Golf Course Renovation
 Collier County, FL - Golf Course Needs Assessment
 DeSoto County, MS - Ice Arena
 Eau Claire, WI - Arena & Event Facility
 Fishers, IN - Arena & Sports Complex
 Fort Wayne, IN - Downtown Arena
 Fort Worth, TX - Texas Motor Speedway
 Fort Worth, TX - Stockyards Equestrian Facilities
 Garden City, KS - Indoor Ice Arena
 Goshen, IN - Outdoor Multi-Use Ice Pavilion
 Hampton, VA - USL Stadium & District
 Indianapolis, IN - Bankers Life Fieldhouse
 Indianapolis, IN - Indiana Pacers Impact
 Indianapolis, IN - RCA Dome
 Indianapolis, IN - Stadium & District
 Joplin, MO - Arena
 Kansas City, MO - T-Mobile Center
 Lansing, MI - Arena & District
 Lawrence, KS - KU Stadium District
 Lexington, KY - USL Stadium & District
 Long Island, NY - Nassau Coliseum
 Louisville, KY - KFC YUM! Center Impact
 Lubbock, TX - Minor League Baseball Stadium
 Mansfield, TX - Stadium & Mixed-Use Development
 Middletown, OH - Hockey Arena & District
 Mobile, AL - University of South Alabama Stadium
 Nashville, TN - Music City Motorplex
 Newnan, GA - Baseball Stadium
 Newton, IA - Iowa Motorsports Speedway
 Northeast - NFL Washington Commanders Stadium
 Northeast - NBA Arena
 Orlando, FL - Multi-Use Sports & Event Center
 Overland Park, KS - NCHL Arena
 Owensboro, KY - Arena
 Pawtucket, RI - USL Stadium & District
 Philadelphia, PA - NBA Arena Impact
 Phoenix, AZ - Indoor Ice Arena
 Racine, WI - Arena
 Rockford, IL - Arena Impact
 Sacramento, CA - Golden 1 Center Term/Deal
 Salinas, CA - Laguna Seca Raceway
 San Diego, CA - NFL Chargers Stadium
 Sparta, KY - Kentucky Speedway
 St. Joseph, MO - Civic Arena
 Suffolk County, NY - USL Stadium & District
 Tempe, AZ - NHL Arena & District
 Tucker, GA - Soccer Stadium
 Valparaiso, IN - Arena
 Washington D.C. - Arena
 West Carrollton, OH - Arena & Event Center
 Windsor, CO - USL Stadium & Youth Sports
 Wyandotte County, KS - Arena



Professional Qualifications

Boutique, Conference & Full-Service Hotels

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Amarillo, TX - Autograph Hotel, 112 Rooms
Aspen, CO - Hotel, 48 Rooms
Bardstown, KY - Motor Lodge, 35 Rooms
Bardstown, KY - Trail Hotel, 95 Rooms
Bar Harbor, ME - Boutique Hotel, 48 Rooms
Basalt, CO - Hotel, 120 Rooms
Bentonville, AR - 21c Hotel, 120 Rooms
Bentonville, AR - Boutique Motel, 145 Rooms
Boca Raton, FL - Boutique Hotel, 85 Rooms
Carlsbad, CA - Resort Hotel
Carrollton, TX - Hotel Complex, 250 Rooms
Charlotte, NC - South End Hotel, 120-150 Rooms
Chicago, IL - Castillo Hotel, 100 Rooms
Chicago, IL - Presidential Towers, 250 Rooms
Cincinnati, OH - Convention Headquarter Hotel
Collier County, FL - Waterpark Resort, 500 Rooms
Cornwall, ON - Waterpark Resort - 600 Rooms
Covington, KY - Boutique Hotel, 114 Rooms
Durham, NC - 21c Hotel, 120 Rooms
Elizabethtown, KY - Boutique Hotel & Restaurant Elkhart,
Fort Worth, TX - Boutique Hotel
Frankfort, KY - Boutique Hotel, 45 Rooms
Franklin, KY - Entertainment Hotel, 80 Rooms
Fulton County, NY - Lakeside Hotel, 90 Rooms
Glade Springs, WV - Resort, 203 Rooms
Henderson, KY - Boutique Hotel
Kansas City, MO - Grand Hotel, 50 Rooms
Lexington, KY - 21c Museum Hotel, 92 Rooms
Lexington, KY - Horse Park Westin, 270 Rooms
Louisville, KY - 21c Museum Hotel, 90 Rooms
Louisville, KY - Galt House Hotel, 1,300 Rooms
Louisville, KY - 900 Baxter Hotel, 65 Rooms
Louisville, KY - KFEC Hilton, 210 Rooms
Loveland, CO - Conference Hotel, 200 Rooms
Lubbock, TX - Convention Headquarter Hotel
Milwaukee, WI - Palomar Hotel, 175 Rooms
Mansfield, TX - Conference Hotel, 200 Rooms
Minneapolis, MN - Rand Tower, 270 Rooms
Morehead, KY - Full-Service Marriott, 115 Rooms
Muskogee, OK - Conference Hotel, 130 Rooms
Nashville, TN - TownePlace Suites, 204 Rooms
Newport, WA - Conference Hotel, 100 Rooms
Omaha, NE - Blackstone Hotel, 170 Rooms
Owensboro, KY - Hampton & Holiday Inn, 150 Rooms
Parkersburg, WV - Blennerhassett Hotel, 89 Rms
Peoria, IL - Castle Lodge, 175 Rooms
Peoria, IL - Pere Marquette Hotel, 280 Rooms
Paducah, KY - Conference Hotel, 124 Rooms
Rising Sun, IN - Rising Star Casino, 400 Rooms
Rochester, MN - Downtown Hotel, 200 Rooms
Santa Cruz, CA - Site Analysis, 120 Rooms
Skokie, IL - North Shore Hotel, 367 Rooms
Snowmass Village, CO - Viceroy, 173 Rooms
Somerset, KY - Conference Hotel, 105 Rooms
Springfield, MO - Conference Hotel, 250 Rooms
Stevens Point, WI - SentryWorld Hotel
St. Cloud, MN - Full-Service Hotel, 180 Rooms
St. Louis, MO - Green Street Armory District
St. Joseph, MO - Conference Hotel, 200 Rooms
Sun Prairie, WI - Conference Hotel, 150 Rooms
Tishomingo, OK - Boutique Hotel, 60 Rooms
Tulsa, OK - Convention Headquarter Hotel
Whitesburg, KY - Boutique Hotel, 45 Rooms
Wichita, KS - Commodore Hotel, 63 Rooms
Winthrop Harbor, IL - Boutique Hotel
Woodridge, IL - Avid Hotel, 95 Rooms



Professional Qualifications

Convention, Conference & Expo Centers

- Austin, TX - Travis County Expo Center
- Bartlesville, OK - Conference Center
- Beloit, WI - Conference Center
- Bentonville, AR - Convention Center & Hotel
- Bloomington, IN - Convention Center Expansions
- Branson, MO - Convention Center
- Bremerton, WA - Event Center & Mixed-Use
- Bryan-College Station, TX - Convention Center
- Burbank, CA - Conference Center
- Chatham County, NC - Conference Expansion
- Chester County, PA - Conference & Event Center
- Chicago, IL - South Side Conference Center
- Clearwater, FL - Convention Center
- Cleveland, OH - CREST Center
- Columbia, SC - Convention Center Expansion
- Coralville, IA - Convention Center
- Corpus Christi, TX - ABC Center Expansion
- Corydon, IN - Conference Center
- Covington, KY - Northern Kentucky CC Expansion
- Crawford County, KS - Conference Center
- Dallas, TX - Kay Bailey Hutchison CC Expansion
- Durham, NC - Civic Center
- East Montgomery County, TX - Arena & Event Center
- Eau Claire, WI - Convention Center & Arena
- Elizabethtown, KY - Convention Center
- Enid, OK - Convention & Event Center
- Fort Worth, TX - Convention Center Expansion
- Franklin, TN - Conference Center
- Fuquay-Varina, NC - Conference Center
- Greenville, SC - Convention Center
- Hays County, TX - Event Center & Hotel
- Houston, TX - Event & Expo Center
- Huntsville, AL - Conference & Event Center
- Idaho Falls, ID - Event Center
- Indianapolis, IN - Convention Center Expansion
- Ithaca, NY - Conference Center Phases I & II
- Lynchburg, VA - Conference Center
- Jackson, MS - Convention/Telecom Center
- Jamaica - Conference Center
- Jeffersonville, IN - Convention Center
- Johnson City, TN - Event Center
- Kalamazoo, MI - Convention Center
- Loveland, CO - Conference Center
- Louisville, KY - Kentucky Expo Center
- Lynchburg, VA - Conference Center
- Lynnwood, WA - Convention Center Expansion
- Meadowlands NJ - Convention/Event Center
- Memphis, TN - Convention Center
- Mesa, AZ - Convention Center & Amphitheater
- New Braunfels, TX - Multi-Purpose Event Center
- Osceola County, FL - Convention Center
- Portland, OR - Portland Expo Center
- Pueblo, CO - Convention Center
- San Diego, CA - Convention Center
- Show Low, AZ - Convention Center
- Sidney, NE - Conference Center
- Snowmass Village, CO - Conf. Center & Hotel
- South Bend, IN - Century Center
- South Padre Island, TX - Convention Center Expansion
- Springfield, MO - New Convention Center
- St. Charles, MO - Convention Center/Expansion
- St. Joseph, MO - Convention Center & Hotel
- Thornton, CO - Convention Center
- Toronto, ON - National Trade Centre
- Valparaiso, IN - Convention Center
- Weber County, UT - Conference Center

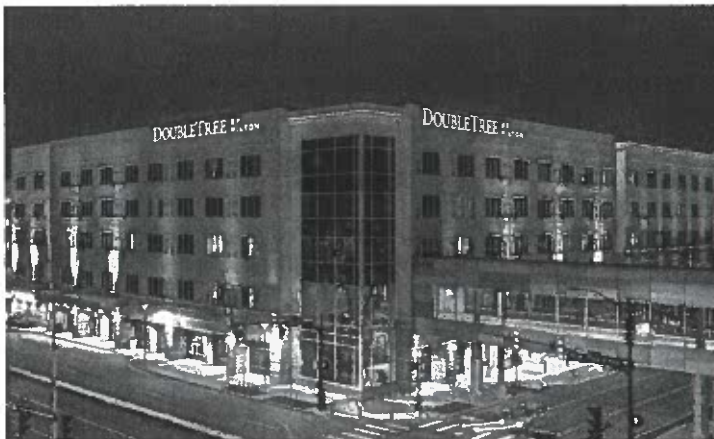


Professional Qualifications Convention & Headquarter Hotels

Amarillo, TX - Convention Hotel, 300 Rooms
Bangkok - Convention Hotel, 600 Rooms
Bloomington, IN - Convention Hotel, 250 Rooms
Branson, MO - Convention Hotel, 294 Rooms
Bryan-College Station, TX - Conv. Hotel, 250 Rms
Chicago, IL - McCormick Place, 800 Rooms
Cincinnati, OH - Convention Hotel
Clearwater, FL - Convention Hotel, 350 Rooms
Columbus, IN - Conference Hotel
Coralville, IA - Marriott, 250 Rooms
Corpus Christi, TX - ABC Center HQ Hotel
Dallas, TX - Convention Center Master Plan Hotel
Durham, NC - Convention Hotel, 390 Rooms
East Montgomery County, TX - Convention Hotel
Enid, OK - Convention Hotel, 125-150 Rooms
Erie, PA - Bayfront Sheraton, 210 Rooms
Evansville, IN - Convention Hotel, 253 Rooms
Fort Wayne, IN - Courtyard by Marriott, 250 Rms
Fort Worth, TX - Omni, 1,000 Rooms
Fresno, CA - Convention Hotel, 400 Rooms
Indianapolis, IN - Marriott, 615 Rooms
Jeffersonville, IN - Convention Hotel, 225 Rooms
Kalamazoo, MI - Convention Hotel
Louisville, KY - Galt House Hotel, 1,300 Rooms
Lubbock, TX - Convention Hotel
Lynchburg, VA - Conference Center & Hotel
Madison, WI - Convention Hotel, 400 Rooms
Memphis, TN - Convention Hotel, 1,000 Rooms
Minneapolis, MN - Convention Hotel, 1,200 Rms
New York, NY - The New Yorker Hotel, 1,000 Rms



Osceola County, FL - Convention Hotel, 800 Rms
Owensboro, KY - Convention Hotel, 150 Rooms
Palm Beach County, FL - Conv. Hotel, 400 Rooms
Paducah, KY - Convention Hotel
Rochester, MN - Headquarter Hotel
Rockford, IL - Convention Hotel, 250 Rooms
Salt Lake City, UT - Convention Hotel, 1,000 Rms
Savannah, GA - Convention Hotel, 500 Rooms
Sioux City, IA - Convention Hotel, 188 Rooms
South Padre Island, TX - Convention Hotel
Springfield, MO - The Ramada Oasis
St. Joseph, MO - Convention Hotel, 200 Rooms
Syracuse, NY - Convention Hotel, 350 Rooms
Thornton, CO - Convention Hotel, 350 Rooms
Tucson, AZ - Hilton Hotel, 400 Rooms
Tulsa, OK - Convention Hotel
Tunica, MS - Myriad Resort, 1,500 Rooms





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