

CASE STUDY

Conrac Solutions Teams with Airport SBU Offices to Increase Participation



Shaping Tomorrow Today

Challenge

Small disadvantaged businesses face numerous growth challenges such as cash flow, depth of resources, bonding, insurance and scope of services. CS Operators' past experience allows for understanding these challenges, which includes participation in several work groups on Airport Concession Disadvantaged Business Enterprise (ACDBE) program regulations, goal setting and helping teams reach subcontracting goals, particularly in the consolidated rent-a-car facility spend.

Working with small and local businesses along with airports and small business advocates, CS Operators has developed an effective approach towards increasing participation and actively promotes contracting opportunities with small, local, disadvantaged businesses.

Solution

Active outreach, open communication and flexibility in procurement better align with small business capabilities. CS Operators partners with Airports' Small Disadvantaged Business Utilization offices to participate in community outreach events, attend project opportunity briefings, and engage the small business contracting centers at the federal, state, and city level to create awareness of subcontracting opportunities at each of our managed facilities.

The outreach effort is a part of the CS Operators facility activation program and continues through management of the facility. We maintain a database of contractors, through a web portal from our company site and provide a simple, easy link for contractors to provide their statement of qualifications and receive updates on current and upcoming opportunities.

Austin-Bergstrom International Airport currently employs numerous vendor services including the following listed below as result of CS Operators successful outreach. Our extensive solicitation procedure allowed us to hire the following best value service providers while supporting the Airport's sub-contracting goals.

- Janitorial – HBS National Corporation
- Paint & Light Maintenance – AA Design
- HVAC – Mascot Mechanical, LLC (formerly Pro Star Air)
- Security – Marshal Security Office

CS Operators goes beyond the typical procurement and works with small disadvantaged businesses, facilitating site walk-throughs, question and answer forums and works with qualified contractors to identify scope and deliverables which better align with a small businesses capability to contract, insure and perform services.

Benefits

- Project awareness in the local community
- Increased local participation for businesses
- Increased local workforce

Contracting and hiring directly from the local workforce is paramount. Vendors local to the community provide valuable insight on the resident business market.

Additionally, a workforce with an understanding of local economics provides a competitive edge in providing services and goods.

About Conrac Solutions

Headquartered in Renton, WA, the Conrac Solutions family of companies is the only entity in the United States to have privately developed, on-airport, consolidated rent-a-car facilities (ConRACs). As developer, financial sponsor and operator of ConRACs, the company has experience in pre-development and feasibility, financing strategies, design and construction, activation, operations, asset management and capital project management. Completed projects include Ted Stevens Anchorage International Airport, Austin-Bergstrom International Airport, and Bismarck Airport. ConRACs currently under contract for planning and delivery include Bradley International Airport (Hartford, CT), Newark Liberty International Airport and Reno Tahoe International Airport. For more information go to: <https://www.conracsolutions.com>.

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