



Austin-Bergstrom International Airport ConRAC Facility

## CS PROJECT DELIVERY

A Tenant Development Approach to Consolidated Rent-A-Car Facilities



### PROVEN EXPERTISE

In 2007, the team that is now Conrac Solutions Project Delivery, LLC (CS Project Delivery) delivered the first privately-developed, on-airport consolidated rent-a-car (ConRAC) facility at Ted Stevens Anchorage International Airport. The CS Project Delivery team has since completed private delivery of projects at Austin-Bergstrom International Airport in Oct. 2015, the first privately-developed, on-airport consolidated Quick Turn-Around (QTA) at Bismarck Airport in North Dakota in June 2016 and the ConRAC at Bradley International Airport in July 2022 in Windsor Locks, CT.

CS Project Delivery is also contracted for delivery of ConRAC facilities at both Newark Liberty International Airport in spring 2023 and Wilkes-Barre/Scranton International Airport in Avoca, PA in fall 2023. Facilities in planning include Charles M. Schulz Sonoma County Airport, Fairbanks International Airport and Reno-Tahoe International Airport.

### APPROACH

CS Project Delivery is the only company to have successfully developed privately financed, on-airport consolidated facilities for the rent-a-car (RAC) industry and airports. This is accomplished by combining an in-depth understanding of the operational, competitive and business term requirements of the car rental industry with extensive knowledge of the economic planning horizon, regulatory framework and government context of airports.

Conrac Solutions' *Tenant Development Approach (TDA)* methodology uses a collaborative process to integrate feasibility analyses, planning, design, negotiation of business terms, financing, construction, activation and operation. Airports value the ability to enhance landside infrastructure while maintaining control of the project through a series of "Go" or "No Go" decision points. In addition, TDA includes removal of financial risk and project labor burden from busy airport staff. RACs value CS Project Delivery's ability to solve complex design and operational challenges, resulting in a facility that meets specialized fleet processing and customer service needs, while eliminating contingent rent mandates to cover potential funding shortfalls.

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## COMPLETED DEVELOPMENT PROJECTS

### TED STEVENS ANCHORAGE INTERNATIONAL AIRPORT

John Parrot, Former Airport Director, (907) 266-2690, [jp98328@currently.com](mailto:jp98328@currently.com)



- \$57M budget
- 9 RAC brands
- 12 car washes
- 16 fueling positions
- 500,000 sq ft
- Pre-Development: 2004 - 2005
- Financing: Sept. 2005
- Construction: 18 months
- Completed: July 2007

### AUSTIN-BERGSTROM INTERNATIONAL AIRPORT

Shane Harbinson, Former Assistant Director, Aviation Department, (210) 207-1651



- \$162M budget
- 10 RAC brands
- 12 car washes
- 48 fueling positions
- 1.6M sq ft
- Pre-Development: 2010 - 2012
- Financing: January 2013
- Construction: 27 months
- Completed: October 2015

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## COMPLETED DEVELOPMENT PROJECTS

### BISMARCK AIRPORT

Greg Haug, Airport Director, (701) 355-1808, ghaug@bismarcknd.gov



- \$5.5M budget
- 3 RAC brands
- 3 hand wash bays
- 1 Automatic wash bay
- 2 fueling positions
- 6,371 sq ft
- Pre-Development: June - Aug. 2015
- Financing: Oct. 2015
- Construction: 8 months
- Completed: June 2016

### BRADLEY INTERNATIONAL AIRPORT (WINDSOR LOCKS, CT)

Robert Bruno, Dir. of Planning, Engineering & Environmental Services, (860) 292-2054, rbruno@ctairports.com



- \$210M budget
- 9 RAC brands
- 9 car washes
- 36 fueling positions
- 1.5M sq ft
- Pre-Development: 2014 - 2018
- Financing: April 2019
- Construction: 32 months
- Completed: July 2022

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## PROJECTS UNDER CONSTRUCTION

### NEWARK LIBERTY INTERNATIONAL AIRPORT

Jim Heitmann, PANYNJ General Manager Airport Redevelopment, (212) 435-7000, [jheitman@panynj.gov](mailto:jheitman@panynj.gov)



- \$580M budget
- 10 RAC Brands
- 15 car washes
- 54 fueling positions
- 2.7M sq ft
- Pre-Development: 2015 - 2018
- Financing: May 2019
- Construction: 47 months
- Scheduled Completion: April 2023

### WILKES-BARRE SCRANTON INTERNATIONAL AIRPORT (AVOCA, PA)

Carl Beardsley, Executive Director, (607) 760-7493, [cbeardsley@flyavp.com](mailto:cbeardsley@flyavp.com)



- \$11M budget
- 6 RAC brands
- 2 car washes
- 1 hand wash area
- 6 fueling positions
- 10,580 sq ft
- Pre-Development: 2016
- Financing: Aug 2022
- Construction: 14 months
- Scheduled Completion: November 2023



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## PROJECTS IN PLANNING

### CHARLES M. SCHULZ SONOMA COUNTY AIRPORT (SANTA ROSA, CA)

In Planning Phase



- \$16.7M budget
- 5 RAC brands
- 2 car wash bays
- 2 maintenance bays
- 4 fueling positions
- TBD - sq ft
- 250 ready/return and storage spaces
- 400 public parking spaces
- Designed for clean energy and electric vehicles
- Scheduled Completion: 2025

### RENO-TAHOE INTERNATIONAL AIRPORT

In Planning Phase



- \$280M budget
- 9 RAC brands
- 6 car washes
- 24 fueling positions
- 3 maintenance bays
- TBD - sq ft
- 300+ staging/storage bays
- Enclosed covered walkway from terminal to facility
- Designed for clean energy and electric vehicles
- Scheduled Completion: 2026

### FAIRBANKS INTERNATIONAL AIRPORT

In Planning Phase



- \$36M budget
- 4 RAC brands
- 360 ready/return stalls
- 180 public parking stalls
- TBD - sq ft
- Scheduled Completion: 2025