

# CONSOLIDATED RENTAL CAR CENTER

Ted Stevens Anchorage International Airport - Anchorage, AK



## PROJECT TEAM:

Mark Pfeffer – Principal Manager  
Bob O’Neil – Project Manager  
John Steiner – Airport Counsel  
Rob Daly – Facility Manager  
Venture Development Group  
KPB Architects  
Neeser Construction

## OWNER’S REPRESENTATIVE:

John Parrot  
State of Alaska, DOT  
(907) 266-2690

## PROJECT SIZE:

\$57 M budget  
500,000 square feet  
12 car washes  
16 fueling stations  
8 RAC brands

## PROJECT SCHEDULE:

Pre-Development: 2003-2004  
Financing: Sept. 2005  
Construction: 18 months  
Open to public: July 2007  
Operations: July 2007 – Present

## DEVELOPER | PROJECT MANAGER | ASSET MANAGER | OPERATOR

When the rental car concessionaires (RACs) at the Ted Stevens Anchorage International Airport (ANC) called on Mark Pfeffer to explore near-terminal development of a consolidated rental car facility (CONRAC), five were franchises or independents and one was a corporate-operated brand. There was no Customer Facility Charge (CFC) to secure and repay bond financing, and the Airport was stretched thin on both project management and financing capacity.

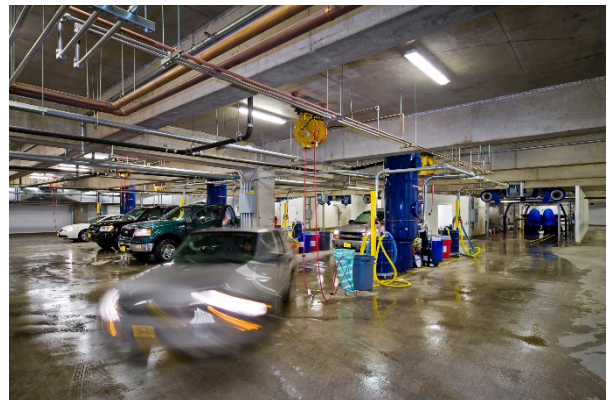
Managing a predecessor to Conrac Solutions Project Delivery, LLC (CSPD), Pfeffer pioneered highly inclusive third-party private development, driven by rental car concessionaire involvement without reducing airport authority and reducing risk and cost for both ANC and its RACs. The structure of the deal, the method of delivery, and the terms of financing were carefully integrated by the team that forms the core of CSPD today. Pfeffer’s leadership and RAC consensus-building reduced the airport’s burden of negotiating terms and reviewing plans and designs with each RAC. The team was able to optimize outcome at lowest cost, achieving the major objectives of both the RACs and airport, while consolidating quick turnaround (QTA) services in the most cost-effective and expeditious manner possible.



TSAIA CONRAC Facility



TSAIA CONRAC Facility



TSAIA CONRAC Facility - Hertz QTA