



TSAIA ConRAC Facility

PROJECT SIZE

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

CONSOLIDATED RENT-A-CAR CENTER

Ted Stevens Anchorage International Airport
Anchorage, AK



PROJECT TEAM

- Mark Pfeffer – Principal Manager
- Bob O'Neill – Project Manager
- John Steiner – Airport Counsel
- Erik Johnson – Facility Manager
- Venture Development Group
- KPB Architects
- Neeser Construction

OWNER'S REPRESENTATIVE

- John Parrott
Former Airport Manager
State of Alaska, DOT
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PROJECT SCHEDULE:

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

DEVELOPER | PROJECT MANAGER AS-SET MANAGER | OPERATOR

When the rent-a-car concessionaires (RACs) at the Ted Stevens Anchorage International Airport (ANC) called on Mark Pfeffer to explore near-terminal development of a consolidated rent-a-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 (CS Project Delivery), Pfeffer pioneered highly inclusive third-party private development, driven by rent-a-car concessionaire involvement without reducing Airport authority and reducing risk and cost for both the Airport and RACs. The deal structure, delivery method and financing terms were carefully integrated by the team that forms the core of CS Project Delivery 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 Turn-Around (QTA) services in the most cost-effective and expeditious manner possible.