



Austin-Bergstrom International Airport ConRAC Facility

## CS PROJECT DELIVERY

A Tenant Development Approach to Consolidated Rental Car Facilities



### PROVEN EXPERTISE

In 2007, the team that is now Conrac Solutions Project Delivery (CS Project Delivery) delivered the first privately-developed, on-airport consolidated rental 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 also completed ConRAC facilities in 2023 at both Newark Liberty International Airport and Wilkes-Barre/Scranton International Airport in Avoca, PA.

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 rental 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



- \$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



- \$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

### BISMARCK AIRPORT



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

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## COMPLETED DEVELOPMENT PROJECTS

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



- \$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

### NEWARK LIBERTY INTERNATIONAL AIRPORT



- \$580M budget
- 11 RAC Brands
- 12 car washes
- 54 fueling positions
- 2.7M sq ft
- Pre-Development: 2015 - 2018
- Financing: May 2019
- Construction: 47 months
- ConRAC Construction Base Building Substantial Completion: Summer 2023
- Completed: Nov. 2023

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



- \$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
- Completed: Nov. 2023

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## PROJECTS IN PLANNING & DEVELOPMENT

### 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

### 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

### RENO-TAHOE INTERNATIONAL AIRPORT

In Construction Phase



- \$299M budget
- Up to 10 RAC brands
- 6 car washes
- 24 fueling positions
- 3 maintenance bays
- 440,220 sq ft
- 300+ staging/storage spaces
- Enclosed covered walkway of 700 linear feet from counters in bag claim in terminal to facility
- Designed for clean energy and electric vehicles
- Scheduled Completion: 2028