



Charles M. Schulz–Sonoma County Airport
Consolidated Rent-a-Car Facility Update
March 1, 2022



Consolidated Rent-A-Car Facility (ConRAC)

A joint-use facility used by all terminal airport rental car operators integrating an improved and expanded vehicle ready and return area with onsite fueling, automated and hand wash, and light maintenance/service of their vehicle fleets.

Phase I –
Feasibility

Phase II –
Environmental,
Pricing
and Design

Phase III –
Lease
Approval and
Construction

Phase IV –
Operation

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ConRAC Phase 1: Feasibility

GOALS

- Minimum 20-year program life
- Prioritize customer service by maximizing walkability between rental cars and the terminal
- Facility with adequate components to meet the needs of airport car rental companies: fueling, automated car wash, light maintenance



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ConRAC Phase 1: Feasibility

GOALS

- Construction with minimal impact to airport operations
- Project that balances scope, cost, and available revenues at an acceptable Customer Facility Charge (CFC)
- Project that is independently financed by a private entity without credit support from or recourse to the Airport or County (fully off-balance sheet)



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ConRAC Phase 1: Feasibility

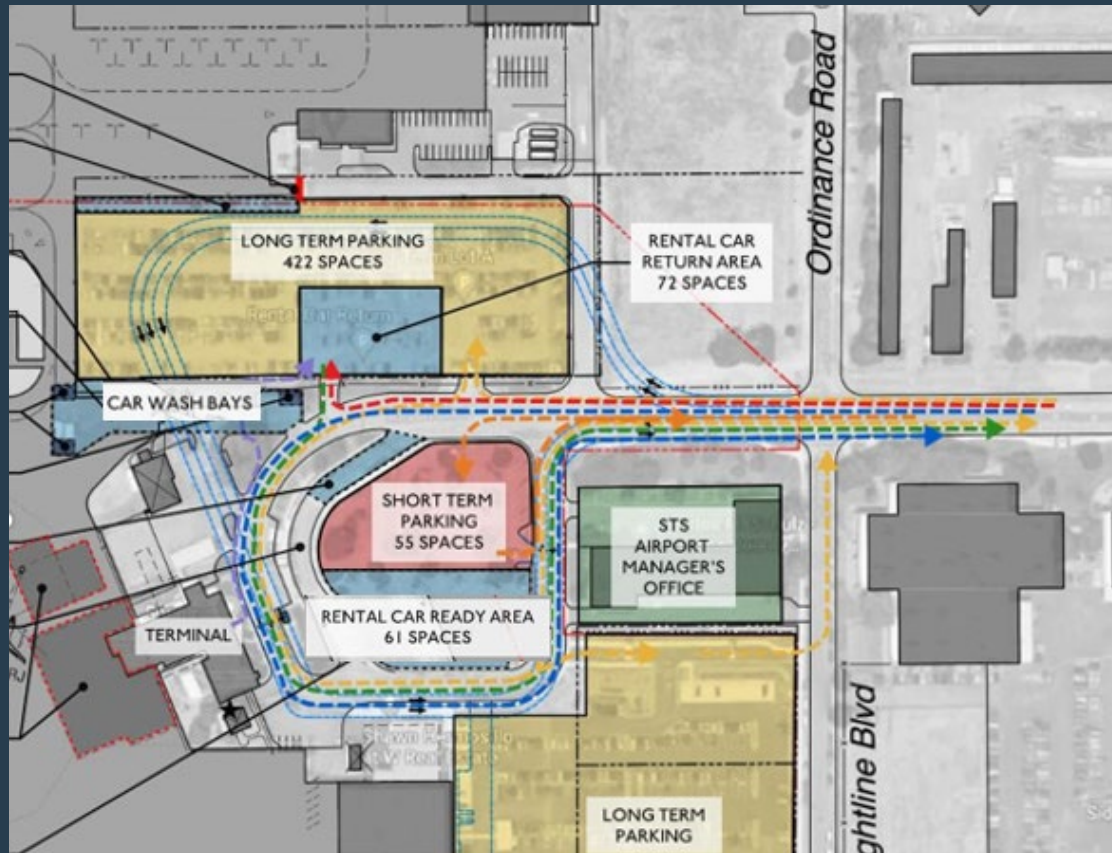
SCOPE

RAC Facility Program	Existing	Option E
<i>READY RETURN AREA</i>	133	200±
<i>QTA FACILITY/EQUIPMENT</i>		
Staging	27	53
Storage	32	
Future Phase Storage -		156
Fuel Positions	1	4
Car Wash Bays	1	2
Detail Bays	4	4
Light Maintenance Bays	-	2
TOTAL RAC CAPACITY	192	409

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ConRAC Phase 1: Feasibility

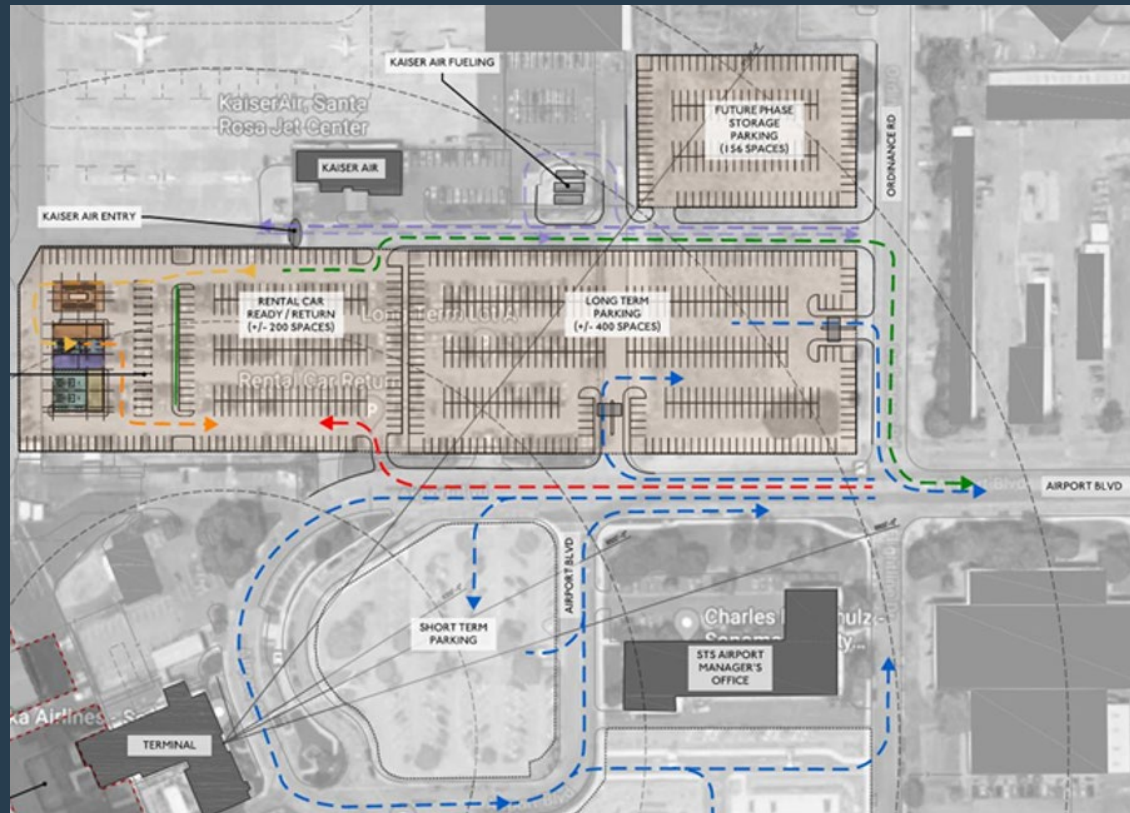
EXISTING LOCATION



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FUTURE POSSIBLE LOCATION



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BUILDING RENDERINGS



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ConRAC Phase 1: Feasibility

PRELIMINARY PROJECT + DEVELOPMENT BUDGET

RAC ROM Estimate	Phase I	Phase 2	Phase 3	Total
Design Build	\$150,000	\$1,510,000	\$12,120,234	\$13,270,234
Project Soft Costs	\$80,000	\$620,000	\$329,000	\$1,029,000
Project Contingencies	-	\$0.00	\$1,021,837	\$1,021,837
Financial	-	-	\$1,340,533	\$1,340,533
Project Mgmt Fee	-	\$35,000	\$853,544	\$888,544
Total	\$230,000	\$2,165,000	\$15,665,148	\$18,060,148

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ConRAC Phase 1: Feasibility
PRELIMINARY PLAN OF FINANCE

- 30-year lease with the Airport, asset turned-over to the Airport at conclusion of lease term.
- Private Debt and Equity financing keeps project off Airport balance sheet.
- Virtually 100% risk assumption provided by equity investors.

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ConRAC Phase 1: Feasibility

CALCULATION & AUDIT OF NEW CFC

- Recommended Customer Facility Charge (CFC) of \$5.80 per transaction day.
 - Accumulated CFC balance plus projected rental car volume (Transaction Days) throughout the lease period.
 - Considerations: design & construction cost estimate, timing of project, soft costs, contingencies, fees, capitalized interest, required reserves and facility lifecycle (major structural and systems repair/replacement), financing costs and payments over term of financing.

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ConRAC Phase 1: Feasibility
CALCULATION & AUDIT OF NEW CFC

- CFC rate acceptable to RACs and Airport.
- CFC transition from \$10/contract to \$5.80/day for first 5 days of a rental car contract to take place March 2022.

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ConRAC Phase 1: Feasibility

RENT-A-CAR (RAC) GROWTH

- 2020 Transaction Days 84,000 Growth Rate (YOY) -46.19%
- 2019 Transaction Days 156,101 Growth Rate (YOY) 21.93%
- 2018 Transaction Days 128,029 Growth Rate (YOY) 41.15%
- 2017 Transaction Days 90,701 Growth Rate (YOY) 16.33%
- 2016 Transaction Days 77,966 Growth Rate (YOY) 18.43%
- 2015 Transaction Days 65,834
- Average Rental Duration: 4 days

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REQUIREMENTS FOR ADOPTION OF A NEW CFC

- 1. Hire an independent audit firm to independently examine and substantiate the necessity for, and the amount of, the customer facility charge.**
- 2. Hold a public hearing to review the costs of financing the ConRAC design and construction.**
- 3. Send the audit report to the appropriate legislative committees and post it on the Airport's website.**

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ConRAC Phase 1: Feasibility

NEXT STEPS

- Amend Existing Term Sheet
- Hold a hearing to Increase Customer Facility Charge
- Approve Resolution to Amend the Airport Budget
- At the end of Phase 2, the Airport will return to the Board for direction and approval of the environmental, the long-term lease agreement and authorization for construction.

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