

La Crosse Regional Airport  
Airport Coronavirus Response Grant Program  
Concessionaire Allocation  
Methodology

**1. Concession Allocation**

The La Crosse Regional Airport has been awarded \$20,790 dedicated for the relief of rent owed by Concessionaires.

**2. Who is an eligible concessionaire at the La Crosse Regional Airport?**

The following are eligible concessionaires:

- Oakwell Commuter Rail – operating as Arrowhead Taphouse
- Avis Budget Car Rental, LLC
- Enterprise Rent-A-Car Company of Wisconsin, LLC, dba National Car Rental/Alamo Rent A Car
- Enterprise Rent-A-Car Company of Wisconsin, LLC, dba Enterprise Rent-A-Car

**3. Who is not an eligible concessionaire at La Crosse Regional Airport?**

The Hertz Corporation ceased operating a location at the La Crosse Regional Airport in December of 2020 and is not eligible for rent relief. Additionally, concessions that received a second draw under or assistance for a covered loan under section 7(a)(37) of the Small Business Act (15 U.S.C. 636(a)(37)) that has been applied toward rent or MAG are not eligible. All concessions must sign a certification to the La Crosse Regional Airport that this requirement is met prior to receiving any relief.

**4. What is considered “rent”?**

Rent includes payments made for fixed leased area, commissions, and minimum annual guarantees. Customer Facility Charges will not be considered rent.

**5. What relief is granted?**

Relief is granted for rent due after December 27, 2020. Relief will be applied as a credit on future invoices of each tenant.

**6. How is the funding allocated to the La Crosse Regional Airport divided among eligible concessionaires?**

FAA guidance requires the allocated funding to La Crosse Regional Airport for concessionaire to be divided proportionally.

**7. The La Crosse Regional Airport’s administration fee.**

The La Crosse Regional Airport will *not* be deducting its allowable two-percent administration fee from its concessionaire allocation.



**8. What baseline time period will the La Crosse Regional Airport use to calculate relief amounts?**

The La Crosse Regional Airport will utilize the third quarter of 2019 as its baseline. This period eliminates the impact of seasonality that exists in the La Crosse market during the fourth quarter and the impacts on business of COVID-19 that appeared in the first quarter of 2020.

**9. What proportion of funds is available to each concessionaire?**

<u>Grant Amount</u>	<b>Date(s) of Consultation with Eligible Concessions</b>	8/30/2021 - 9/10/2021
\$	<b>Base-line Time Period</b>	Q3 2019
20,790.00		

**Notes on Special Circumstances**

The Hertz Corporation vacated its lease at the La Crosse Regional Airport in December of 2019 and is, therefore, not eligible for rent relief.

Concession Name (DBA or Tradename)	Business Legal Name	Rent Income to airport in base-line time period	Percent share of total base-line rent income	Rent relief provided for occupancy after December 27, 2020
Arrowhead Taphouse	Oakwells Commuter Rail, LLC	\$15,076	9%	\$1,902
Avis Budget Car Rental	Avis Budget Car Rental, LLC	\$62,851	38%	\$7,928
National Car Rental/Alamo Rent A Car	Enterprise Rent-A-Car Company of Wisconsin, LLC	\$45,499	28%	\$5,740
Enterprise Rent-A-Car	Enterprise Rent-A-Car Company of Wisconsin, LLC	\$41,383	25%	\$5,220
<b>Admin Fee (2%) Not taken</b>				
<b>Total</b>		<b>\$164,810</b>	<b>100%</b>	<b>\$20,790</b>

**10. Concession Consultations**

Consultations with tenant's were made available between 8/30/2021 and 9/10/2021.

