



Public.Service.Committee.Meeting

Meeting Date: 2/11/2025

Airport Rental Car Concession Agreements

Department: Augusta Regional Airport

Presenter: Herbert L. Judon, Jr., Airport Executive Director

Caption: Motion to approve the **Airport Rental Car Concession Agreements to Alamo/National, Avis, Budget/Payless, Dollar/Thrifty, Enterprise, and Hertz.** These agreements were approved by the Augusta Aviation Commission on January 30, 2025.

Background: The Airport received six (6) bids in response to the Invitation to Bid for the Airport's six (6) Rental Car Concessions. Bidders were required to provide a minimum annual guarantee for each year of the five (5) year contract with the high bidder having the opportunity to make the first selection as to terminal counter space, rental car ready return lot parking blocks and service facility service bays and adjacent office space. Each of the remaining bidders was able to select their spaces according to their bids.

Analysis:

Company	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Alamo/National	\$346,097	\$353,019	\$360,079	\$367,281	\$374,626	\$1,801,102
Avis	\$278,325	\$286,675	\$295,275	\$304,133	\$313,257	\$1,477,665
Budget/Payless	\$259,509	\$266,264	\$274,252	\$282,480	\$290,954	\$1,373,459
Dollar/Thrifty	\$205,000	\$211,150	\$217,484	\$224,009	\$230,729	\$1,088,372
Enterprise	\$346,096	\$353,018	\$360,078	\$367,280	\$374,625	\$1,801,097
Hertz	\$215,000	\$221,450	\$228,093	\$234,935	\$241,983	\$1,141,461

Annual Total	\$1,650,027	\$1,691,576	\$1,735,261	\$1,780,118	\$1,826,174	\$8,683,156
---------------------	-------------	-------------	-------------	-------------	-------------	-------------

Financial Impact:

These five year renewal agreements are expected to generate approximately \$2,600,000.00 annual revenue. Approximately \$270,000 increase per year.

Alternatives:

N/A

Recommendation :

Approve the **Airport Rental Car Concession Agreements to Alamo/National, Avis, Budget/Payless, Dollar/Thrifty, Enterprise, and Hertz.**

Funds are available in the following accounts:

Budgeted in org key 551000000, and object codes 3492403, 3492404 3492406, & 3492408.

REVIEWED

N/A

AND

APPROVED BY: