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February 4, 2025

Mr. Darrell White  
Interim Director of Procurement  
Augusta Richmond County  
530 Greene Street  
Augusta, GA 30901

RE: Letter of Recommendation – Rental Car Concession Agreements – Bid 24-299

Dear Mr. White:

Augusta Regional Airport Aviation Commission, at the January 30, 2025 Aviation Commission Meeting, approved bid # 24-299 Rental Car Concession and Lease Agreements to the following companies for the cumulative minimum annual guarantees over the five (5) year term:

Hertz – \$1,141,461  
Avis/Zipcar – \$1,477,665  
Alamo/National – \$1,801,102  
Enterprise – \$1,801,097  
Budget/Payless – \$1,373,459  
Dollar/Thrifty – \$1,088,372

Respectfully,

A handwritten signature in dark ink, appearing to read "Herbert L. Judon, Jr.", written in a cursive style.

Herbert Judon, Jr.  
Executive Director

**DATE:** January 30, 2025

**STAFF RESOURCE:** Diane Johnston, Director of Innovation & Business Development

**PROJECT TITLE:** Rental Car Concession Agreements

**ACTION REQUESTED:** Approval of Rental Car Concession Agreements

**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:**

The five-year MAG bids came in as follows:

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

Mr. Robert Kerr, Airport Counsel, has reviewed and approved the new concession agreements.