OMB Granicus Review

Granicus Title	Award of bid for on-airport rental car concessions services at the St. Pete-Clearwater International Airport.				
Granicus ID#	26-1053A	**Reference #**	26-0447-ITB	**Date**	08/04/2026

Mark all Applicable Boxes:

Type of Review									
CIP		**Grant**		**Other**		**Revenue**	**X**	**Project**	

Fiscal Information:

New Contract (Y/N)	Y	**Original Amount**	$ 28,210,137.70
Fund(s)	4001	**Amount of Change (+/-)**	$ 0.00
Cost Center(s)	100200	**Total Amount**	$ 28,210,137.70
Program(s)	2027	**Amount Available (FY27 Operating)**	$ 4,398,030.00
Account(s)	3622111	**Included in Applicable Budget? (Y/N)**	Y
Fiscal Year(s)	FY27 – FY31		

Description & Comments

(What is it, any issues found, is there a financial impact to current/next FY, does this contract vary from previous FY, etc.)

St. Pete-Clearwater International Airport (PIE) is seeking the approval of the award to bid with Enterprise Leasing Company of Florida, LLC (Enterprise, National, and Alamo), Avis and Budget Car Rental, LLC (Avis). This contract provides for the operating of on-site, non-exclusive, rental car concessions for five firms (Enterprise, National, Alamo, Avis, and Budget) under three contracts, at PIE. The contract will begin on October 1, 2026 (FY27) and have term of 60-months and an estimated total revenue of $28,210,137.70. The new agreement has a potential increase of 43.6% in revenue during the 60-month term compared to the previous agreement, which had an estimated revenue of $11,789,134.76 during a 36-month term.

Agreement Comparison Summary	
Contract	**Estimated Monthly Revenue**
Previous	$ 327,475.97
New	$ 470,168.96
$ Difference	$ 142,693.00
% Difference	43.6%

This request is budgeted for in the FY27 Budget of PIE in the Airport Revenue and Operating Fund. The Office of Management and Budget (OMB) confirmed a total of $4,398,030.99 in budgeted revenue in the FY27 Proposed Budget for rental car commission revenue (budgeted at 95.0% per State Statute). This revenue has been factored into the five-year forecast for the Airport Revenue and Operating Fund to determine fund solvency and long-term funding needs. In the event that future fiscal year funding is not available for this agreement, the County maintains the authority to terminate this agreement.

Analyst: Shane Kunze **Ok to Sign:** ☒

Instructions/Checklist

1. Upon receipt of a request for review and notification in Granicus, review the Agenda and document for language and accuracy. Make sure there are available funds, the dept. is not overextending itself, was it planned, etc.
2. Use the Staff Report section to give a summary of the contract and include your thoughts and pertinent information.
3. Complete the form above using the Granicus attachments and the County's accounting & budgeting systems (i.e., OPUS, Chart of Accounts, Questica Budget Software).
4. Include a statement in both the Fiscal Impact section of the Staff Report and the Granicus Review form to indicate if the activity is planned in the current budget.
   a. Sample language: **"The (contract, agreement, MOU, activity, etc.) is included in the FY23 Adopted Budget and the preliminary FY24 budget submission from the department. The annual amount expected to be spent on the (contract, agreement, MOU, activity, etc.) is approximately the same as has been spent in most recent years (or is ____ percent higher or lower due to____)"**.
5. Save the form with the following naming convention:
   a. **OMB.Review_XX-XXXX_Department_Subject_Date)**
   b. (e.g., OMB Review_22-529A_PW_Sidewalk_28-DEC-2022).
6. Upload to Granicus as a numbered attachment.
   a. Upload a copy of the Granicus review into the appropriate department review folder on SharePoint. (OMB/OMB Document Library/GRANICUS.RVW).