



# Pinellas County

## Legislation Details (With Text)

**File #:** 21-664A      **Version:** 1  
**Type:** Contract/Agreement      **Status:** Passed  
**File created:** 3/29/2021      **In control:** Airport  
**On agenda:** 10/12/2021      **Final action:** 10/12/2021  
**Title:** Award of bid for rental car concession services at the St. Pete-Clearwater International Airport.

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:** 1. FE\_Agreement - Avis - Service Agreement, 2. FE\_Agreement - Enterprise - Service Agreement, 3. FE\_Agreement - Alamo - Service Agreement, 4. FE\_Agreement - National - Service Agreement, 5. Avis - Service Agreement, 6. Enterprise - Service Agreement, 7. Alamo - Service Agreement, 8. National - Service Agreement, 9. Bid Tabulation, 10. 21-0413 - Risk Review - Rental Car Concession Bid 2021 Reviewed RK

Date	Ver.	Action By	Action	Result
10/12/2021	1	Board of County Commissioners	approved	Pass

**Subject:**

Award of bid for rental car concession services at the St. Pete-Clearwater International Airport.

**Recommended Action:**

Approval of the award of bid for car rental concession services at the St. Pete-Clearwater International Airport (Airport) with the following four firms:

- 1.) Enterprise Leasing Company of Florida, LLC d/b/a Alamo Rent A Car
- 2.) Enterprise Leasing Company of Florida, LLC d/b/a Enterprise Rent A Car
- 3.) Enterprise Leasing Company of Florida, LLC d/b/a National Car
- 4.) Avis Budget Car Rental, LLC d/b/a Avis and Budget

- This contract provides for the operation of on-site, non-exclusive, rental car concessions for up to four firms at the Airport.
- Five submittals were received with award recommendation for this revenue generating contract to the four highest, responsive, and responsible firms meeting the specifications of this bid.
- The Purchasing and Risk Division received a protest regarding the outcome of the bid results. In coordination with the County Attorney’s Office, the protest procedures under Section 2-162 of County Code were followed and the protest was denied.
- This contract replaces Contract No. 156-0383-B which was approved by the Board of County Commissioners on September 14, 2016.

Contract No. 21-0413-R; for an estimated total revenue amount \$11,789,134.76 through September 30, 2024. Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

**Strategic Plan:**

Deliver First Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.2 Be responsible stewards of the public's resources

5.4 Strive to exceed customer expectations

**Summary:**

This contract provides for the operation of on-site non-exclusive rental car concessions for up to four (4) firms at the Airport. Contract award and counter location is based on the firms offering the highest combined guarantees and space rentals as noted below.

The contract will be effective for a period of thirty-six (36) months commencing October 1, 2021 with a provision for two (2) twelve (12) month term extensions. The base bid revenue amount is \$10,975,961.00 with contingency revenue in the amount of \$813,173.76 for parking block, and baggage claim counter rental, for a total anticipated revenue amount of \$11,789,134.76.

**Background Information:**

On June 25, 2021, the Purchasing department, on behalf of the Airport, released this invitation to bid, allowing for dual branding and up to four (4) concession agreements, resulting in five (5) national on-site car rental brands at the Airport: Avis, Budget, Alamo, National, and Enterprise.

Five submittals were received with the four highest revenue amounts recommended for award.

This contract replaces the current Contract No. 156-0383-B.

**Fiscal Impact:**

Total estimated thirty-six (36) month revenue:	\$10,975,961.00
Contingency revenue:	<u>\$ 813,173.76</u>
Total anticipated revenue:	\$11,789,134.76

Proceeds will be deposited into the Airport's Concession Income - Car Rental Account. As a comparison, the total estimated thirty-six (36) month revenue for the previous contract was \$7,641,641.00.

**Staff Member Responsible:**

Tom Jewsbury, Director, St. Pete-Clearwater International Airport

Merry Celeste, Division Director, Purchasing and Risk Management, Administrative Services

Joe Lauro, Director, Administrative Services

**Partners:**

Airport passengers

**Attachments:**

Final Agreements

Bid Tabulation