



RESOLUTION NO. 13-11

Selection of Seven Rental Car Companies for Five-Year Concession Contracts at Washington Dulles International Airport

WHEREAS, an Invitation for Bids (IFB) for the rental car concession at Washington Dulles International Airport was approved by the Business Administration Committee in September 2012;

WHEREAS, the IFB required each rental car concessionaire to bid a minimum annual guarantee for each of the five years of the contract term, with the contract award to be made to up to seven responsive bidders who submitted the highest total minimum annual guarantee bids for the five-year term;

WHEREAS, bids from seven rental car companies were received and all seven companies were responsive to the terms of the IFB;

WHEREAS, the minimum guarantees from the seven rental car companies over the five years of the contract total \$82,356,332;

WHEREAS, all of the companies have committed to pay the greater of the minimum annual guarantee or 10 percent of gross receipts, as well as to pay rent totaling \$11,324,625 for those ready/return and service facilities that have been fully amortized and to which the Authority has title; and

WHEREAS, all of the companies have also committed to the contract's goal that Airport Concession Disadvantaged Business Enterprises (ACDBE) participation equivalent to at least 10 percent of annual gross receipts may be obtained by purchasing goods and services from ACDBE; now, therefore, be it

RESOLVED, That the following seven rental car companies are selected to operate rental car concessions at Washington Dulles International Airport for five-year terms, effective July 1, 2013:

Advantage Rent-a-Car
Avis Rent A Car System, LLC
Budget Rent A Car System, Inc.

Dollar Thrifty Automotive Group, Inc. (Dollar & Thrifty)
Enterprise Leasing Company
The Hertz Corporation
Vanguard Car Rental USA, Inc. (Alamo & National)

2. That the President and Chief Executive Officer is authorized to enter into concession contracts with the seven rental car companies listed above, consistent with the terms presented to the Business Administration Committee at its April 17, 2013 Meeting.

Adopted May 15, 2013



Quince T. Brinkley, Jr., Secretary