



**Pre-Solicitation Paper to the  
Business Administration Committee  
for the  
Rental Car Invitation for Bids  
at Washington Dulles International Airport  
September 2012**

- Request Business Administration Committee concur with the issuance of an Invitation for Bids (IFB) for the rental car concessions at Dulles International.
- Dulles International has seven rental car ready/return facilities, of which six are currently occupied by rental car concessionaries whose contracts expire on June 30, 2013. These incumbents are Avis, Budget, Dollar-Thrifty, Enterprise, Hertz and Vanguard (operating as Alamo and National).
- One facility is currently vacant. An IFB was issued earlier this year for this one vacant location but was unsuccessful due to insufficient interest.

- This proposed solicitation will be for a term of five years and is expected to commence on July 1, 2013; prospective bidders may be current on-Airport entities or concessionaires not currently operating at Dulles International.
- Annual rent to the Airports Authority will be the greater of the Minimum Annual Guarantee (MAG) offered or ten percent of gross receipts. During the 2008 solicitation, winning companies bid a total of \$79,969,841 in MAGs for the five-year contract term.

- Prospective bidders will be required to bid a MAG of at least \$750,000 for each of the five years of the contract term.
- The final contracts to be awarded after the IFB process concludes will require Committee and Board approval.