



**Pre-Solicitation Paper to
Business Administration Committee For
Lease of Vacant Rental Car Facility
at Washington Dulles International Airport**

January 2012

- Request Business Administration Committee concur with the Invitation for Bids terms and evaluation criteria for the vacant (7th) rental car concession 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 Budget, Alamo/National, Hertz, Dollar/Thrifty, Enterprise and Avis. The solicitation to compete these contracts will be released in late 2012.
- This proposed solicitation is for 172,260 sq. ft. of unoccupied space left vacant from the most recent 2008 rental car contract bid.

- There has been very little interest in this unoccupied space until recently when rental car concessionaires approached the Airports Authority.
- This proposed solicitation will be for a term of six years and will commence on June 1, 2012; prospective bidders may be current on-airport co-branded entities or concessionaires not currently operating at Dulles International.
- Annual revenue to the Airports Authority will be the greater of the Minimum Annual Guarantee (MAG) or 10 percent of gross receipts and is estimated to exceed \$4,500,000 over the six year term of the contract.