

**CITY OF EL PASO, TEXAS  
AGENDA ITEM  
DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** AIRPORT

**AGENDA DATE:** October 25, 2011

**CONTACT PERSON NAME AND PHONE NUMBER:** Monica Lombraña/780-4724  
Bruce D. Collins, Purchasing Manager, 541-4313

**DISTRICT(S) AFFECTED:** All

**SUBJECT:**

**APPROVE** a resolution / ordinance / lease to do what? **OR AUTHORIZE** the City Manager to do what? **Be descriptive of what we want Council to approve. Include \$ amount if applicable.**

The award of solicitation 2011-239R entitled "Vehicle Rental Concessionaire" to the following successful respondents submitting the highest Minimum Annual Guarantee (MAG) for the first year of the Agreement as follows (in order of the highest MAG offered):

Vendor Number	Vendor Name	City, State	Proposed Minimum Annual Guarantee
1	The Hertz Corporation dba Hertz and dba Advantage Rent A Car	Park Ridge, NJ	\$ 912,000.00
2	Avis Rent A Car System, LLC	Parsippany, NJ	\$ 893,000.00
3	EAN Holdings, LLC dba Enterprise Rent-A-Car	Albuquerque, NM	\$ 652,869.46
4	DTG Operations, Inc. dba Dollar Rent A Car and Thrifty Car Rental	Tulsa, OK	\$ 462,745.00
5	EAN Holdings, LLC dba National Car Rental	Albuquerque, NM	\$ 408,043.41
6	EAN Holdings, LLC dba Alamo Rent A Car	Albuquerque, NM	\$ 306,032.56
7	Budget Rent A Car of El Paso, Inc.	El Paso, TX	\$ 301,051.00

The total Minimum Annual Guarantee (MAG) for the first year of the contract is \$3,935,741.43.

Additionally, it is requested that the City Attorney's Office be authorized to review and that the City Manager be authorized to sign and execute the related contract documents.

**BACKGROUND / DISCUSSION:**

**Discussion of the what, why, where, when, and how to enable Council to have reasonably complete description of the contemplated action. This should include attachment of bid tabulation, or ordinance or resolution if appropriate. What are the benefits to the City of this action? What are the citizen concerns?**

The Department of Aviation in partnership with the Financial Services Department – Purchasing Division issued a solicitation for proposals to operate a maximum of seven (7) rental car concession at the El Paso International Airport (EPIA). The contracts offered were for a term of two (2) years effective December 1, 2011. The contract also contains a provision to extend the term of the contract for 8 (eight) terms of three (3) months each upon expiration of the original term on November 30, 2013.

Rental car operations at commercial service airports are typically bid on the basis of percentage of gross revenues paid to the Airport (typically ten percent (10%) of gross revenues) or a minimum annual guarantee (MAG), whichever is larger. The MAG is used to determine rental counter space in the terminal as well as the number and location of spaces in the ready/return parking lot that each concessionaire is allotted.

The Financial Services Department – Purchasing Division worked closely with the Department of Aviation to ensure that the procurement process was carried out in accordance with Airport industry standards and best practices. The response to this solicitation allowed the Department of Aviation to continue to provide all nine (9) nationally-recognized and operated rental car brand choices to our customers as well as maintained a high-level of competition and quality of customer service at our Airport. The nine (9) brands to be operated at the Airport are as follows:

*Information copy to appropriate Deputy City Manager*

Avis, Budget, Dollar, Thrifty, Enterprise, National, Alamo, Hertz and Advantage. Furthermore, the seven (7) minimum annual guarantee proposals submitted are deemed appropriate compensation for the privilege of operating a rental car concession at the Airport.

The Department of Aviation has reviewed and recommends award of a concession contract to each of the seven (7) vendors listed above. Moreover, the Department of Aviation requests that the City Attorney's Office be authorized to review and that the City Manager be authorized to sign related contract documents.

**PRIOR COUNCIL ACTION:**

**Has the Council previously considered this item or a closely related one?**

June 28, 2011 – Approval of First Amendment to the Vehicle Rental Concession Agreement providing a five-month extension through November 30, 2011 to allow the Department of Aviation to complete the procurement process.

May 23, 2006 – Award of Solicitation 2006-115, "Vehicle Rental Concessionaire," for contracts effective from July 1, 2006 through June 30, 2011.

**AMOUNT AND SOURCE OF FUNDING:**

**How will this item be funded? Has the item been budgeted? If so, identify funding source by account numbers and description of account. Does it require a budget transfer?**

N/A – this is a revenue generating item

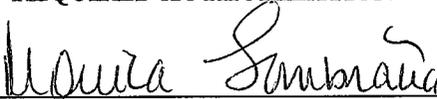
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**BOARD / COMMISSION ACTION:** N/A

Enter appropriate comments or N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:**

  
\_\_\_\_\_  
Monica Lombraña, A.A.E.  
Director of Aviation

(If Department Head Summary Form is initiated by Purchasing, client department should sign also)

## COMMITTEE SCORE SHEET

SOLICITATION TITLE: VEHICLE RENTAL CONCESSIONAIRE

SOLICITATION NO: 2011-239R

	THE HERTZ CORPORATION PARK RIDGE, NJ	AVIS RENT A CAR SYSTEM, LLC PARSIPPANY, NJ	EAN HOLDINGS, LLC (ENTERPRISE) ALBUQUERQUE, NM	DTG OPERATIONS, INC. dba DOLLAR RENT A CAR & THRIFTY CAR RENTAL TULSA, OK	EAN HOLDINGS, LLC (NATIONAL) ALBUQUERQUE, NM	EAN HOLDINGS, LLC (ALAMO) ALBUQUERQUE, NM	BUDGET RENT A CAR OF EL PASO, INC. EL PASO, TX
<b>1 YEAR MINIMUM ANNUAL GUARANTEE</b>	\$912,000.00	\$893,000.00	\$652,869.46	\$462,745.00	\$408,043.41	\$306,032.56	\$301,051.00



**CITY OF EL PASO  
REQUEST FOR PROPOSAL TABULATION FORM**



Bid Opening Date: September 28, 2011  
Project Name: Vehicle Rental Concessionaire

Solicitation #: 2011-239R  
Department: Aviation

AVIS RENT A CAR SYSTEM, LLC	PARSIPPANY, NJ
BUDGET RENT A CAR OF EL PASO, INC.	EL PASO, TX
DTG OPERATIONS, INC. dba DOLLAR RENT A CAR & THRIFTY CAR RENTAL	TULSA, OK
EAN HOLDINGS, LLC (ALAMO)	ALBUQUERQUE, NM
EAN HOLDINGS, LLC (ENTERPRISE)	ALBUQUERQUE, NM
EAN HOLDINGS, LLC (NATIONAL)	ALBUQUERQUE, NM
THE HERTZ CORPORATION	PARK RIDGE, NJ
<b>RFPs SOLICITED: 12</b>	<b>RFPs RECEIVED: 7</b>
	<b>RFPs LOCAL: 1</b>
	<b>NO RFPs: 0</b>

NOTE: The information contained in this rfp tabulation is for information only and does not constitute actual award/execution of contract.

APPROVED:   /  s/  

DATE:   10/5/11

AVIS RENT A CAR SYSTEM, LLC  
ATTN: JOSHUA BLUM, REGIONAL  
DIRECTOR - PROPERTIES  
P.O. BOX 612707  
DFW AIRPORT, TX 75261

BUDGET RENT A CAR OF EL PASO, INC.  
ATTN: TERRANCE M. MALONEY,  
PRESIDENT  
430 SANDAU ROAD  
SAN ANTONIO, TX 78216

EAN HOLDINGS, LLC  
ATTN: JEFFREY A. TURNER, GROUP  
OPERATIONS MANAGER  
4740 PAN AMERICAN FWY, NE  
ALBUQUERQUE, NM 87109

THE HERTZ CORPORATION  
ATTN: JACKIE AGAN, DIRECTOR OF  
PROPERTIES  
24890 EAST 78TH AVENUE  
DENVER, CO 80249

AVIS RENT A CAR SYSTEM, LLC  
ATTN: ROBERT BOUTA, SENIOR VICE  
PRESIDENT  
6 SYLVAN WAY  
PARSIPPANY, NJ 07054

DTG OPERATIONS, INC.  
DBA DOLLAR-THRIFTY  
ATTN: TAMMY BRANHAM, EXECUTIVE  
DIRECTOR OF PROPERTIES  
5330 EAST 31ST STREET  
TULSA, OK 74135

EAN HOLDINGS, LLC  
ATTN: WENDY DUVAL, DIRECTOR OF  
AIRPORT RELATIONS  
600 CORPORATE PARK DRIVE  
ST. LOUIS, MO 63105

SIMPLY WHEELZ, LLC  
DBA ADVANTAGE RENT A CAR  
ATTN: SIMON ELLIS, VICE PRESIDENT  
225 BRAE BOULEVARD  
PARK RIDGE, NJ 07656

BUDGET RENT-A-CAR OF EL PASO, INC.  
ATTN: JOHN HARRIS  
430 SANDAU ROAD  
SAN ANTONIO, TX 78216

DOLLAR RENT A CAR -  
THRIFTY CAR RENTAL  
ATTN: CATHY HOLLINS  
6511 ALLEGHENY DRIVE  
EL PASO, TX 79925

EAN HOLDINGS, LLC  
ATTN: JOHN MURPHY, VICE PRESIDENT  
AND GENERAL MANAGER  
4740 PAN AMERICAN FWY, NE  
ALBUQUERQUE, NM 87109

AVIS BUDGET GROUP, INC.  
ATTN: JOSHUA BLUM, DIRECTOR -  
PROPERTIES CENTRAL AREA  
3937 SOUTH 26TH AVENUE  
PO BOX 612707  
DFW AIRPORT, TX 75261