

ADDENDUM #1

This addendum shall be included in, and be considered a part of the solicitation. The Offeror shall be required to sign "Form 1 – Acknowledgement of Amendment" which was provided in the original solicitation. The Offeror's signature certifies that the offer that they submit is in conformance with the amended solicitation requirements. The signed Acknowledgement must be submitted with the RFQ/RFP proposal submittal.

The solicitation for Request for Proposals: SMALL MARKET OPERATOR RENTAL CAR CONCESSION AGREEMENT AND LEASE is amended to incorporate the following:

1. The period for submittal of questions to be received has been extended until Wednesday, December 4, 2024, at 5:00 PM EST.
2. The proposal submittal date has been changed to Friday, December 18, 2024, at 3:00 EST.
3. Questions and Answers:

Question #1: Will there be a facility to wash, store and service the cars for the new provider?

Answer: There will be a facility to be used for washing and storing of vehicles. Please reference Attachment B (QTA Level) of the solicitation which details the allocated wash bay and storage area. Vehicle service must be performed offsite.

Question #2: Will office space also be at the service center similar to the current facilities?

Answer: See Attachment B (QTA Level) of the solicitation that details the allocated office space.

Question #3: Pre-bid Meeting? There is no mention in the RFP of a pre-bid meeting. We ask that a pre-bid virtual meeting be held to discuss the terms of the RFP. We also understand that all conclusions on terms will be documented in a written addendum.

Answer: There will be no pre-bid meeting. All questions relating to terms and conditions related to the solicitation must be submitted as a question during the Question-and-Answer period.

Question #4: When will answers to questions be provided? We would also request time for a second round of clarifying questions. We ask that the RFP submittal date be no earlier than 2 weeks after the last addendum is issued following answers to the clarifying questions.

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Answer: No response.

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Question #5: Bid Results? The bid is due December 2nd, but there is no mention of when the results/grading will be available. Please clarify when results will be available.

Answer: All evaluation documents will be available after an agreement is executed with the highest ranked offeror.

Question #6: What is the anticipated date for the execution of the contract? The sample agreement is dated in 2025, however, the CONRAC is not estimated to be completed until Q1 2026. Do we execute the agreement in 2025 to begin in 2026? Execution of the contract triggers the security deposit to be paid, are we paying the security deposit a year in advance?

Answer: The anticipated date of agreement execution is January 2025. The RAC Operator will need to be under an agreement with the Airport prior to the start of that work since there is Tenant improvement work included with the new Consolidated Rental Car Center for the allocated space. The Security Deposit date will be discussed with the awarded offeror.

Question #7: Minimum space provided to new entrant is 2-4%, this is a range, what determines the amount of space provided to the new entrant, is it part of the grading or some other factor?

Answer: The allocated space shown in the bid documents represents 4% of the total allocation of the Consolidated Rental Car Center.

Question #8: The minimum space of 2-4% is historically inadequate for Sixt location. Within the first year of operations, Sixt usually obtains between 4-8% of market share. We ask that a reallocation of at least ready return spaces be considered after the first year of operations. Jacksonville Florida (shown below) uses a method that works well for conditions whereby a growing new tenant enters the market.

Initial Term:

<u>Allocation</u>	<u>Date of Allocation</u>	<u>Base Period for Allocation</u>
1 st Allocation❶	June 2023	December 1, 2021 – November 30, 2022
2 nd Allocation❷	June 2024	January 1, 2023 – December 31, 2023
3 rd Allocation	June 2025	January 1, 2024 – December 31, 2024
4 th Allocation	June 2026	January 1, 2025 – December 31, 2025
5 th Allocation	June 2027	January 1, 2026 – December 31, 2026

- ❶ New Concessionaires selected pursuant to RFP No. 22-16-43101 shall be allotted a predetermined, fixed number of Ready Return Spaces pursuant to the RFP.
- ❷ Allocation of Ready Return Spaces for the 2nd Allocation period for new Concessionaires shall be based upon the average monthly Gross Revenues generated for the total number of months the new Concessionaire conducted business on Airport.

Answer: Allocation and reallocation have already been determined and agreed to by the existing rental car operators.

Question #9: CFC Current Balance? Will rent be charged in addition to a \$9 per day CFC with no cap? Section 7.3 and 7.6.1 of the sample concession agreement seem to suggest that rent will be paid in addition to the CFCs. Do the CFCs not cover the debt service on facilities until the bonds or financing instruments are paid at which time rent for improvements will then be due?

Answer: Please refer to Article 7 of the sample agreement that details the Concession Fees, Rentals and Other Charges. Article 7.6.1 details what the CFC will cover.

Question #10: What is the financing plan for the CONRAC? What is the existing current balance of the CFCs and the next 5 years of projected sources and uses of the CFCs?

Answer: The CONRAC was financed with publicly-issued bonds. Bonds were secured by revenues of the District including 100% of CFCs. The CFC rate is locked in over the current term (longer than 5 years) of RAC agreements.

The balance of CFC's at FY24 end was \$8.9M.

CFC's are currently used to pay for certain ground rent of unimproved land, reimbursement for certain O&M expenses on Garage A (current RAC space), and certain CAM charges related to Garage A. After construction of Garage C (new RAC facility), CFC's will be used for paying for certain land and use charges for RACs, certain project capital expenditures (including Garage C debt service) related to RAC business, and certain CAM incurred by the District to operate, maintain, and repair RAC facilities. We anticipate that all CFC's (estimated around \$7M/year) will be allocated to the uses above over the next 5 years.

Question #11: Have the existing companies signed the same concession agreement? If not, when will the agreements be signed by all concessionaires?

Answer: Yes. Three other companies have signed the same concession agreement.

Question #12: Does GSP have a contract with Turo and other P2P rental car companies? If so, what are their revenues?

Answer: GSP does have an existing agreement with Turo. Revenues range between \$50-70k monthly.

Question #13: The RFP document only provided total revenues through fiscal or calendar 2023. Please provide Rental car gross revenue broken down BY COMPANY from 2019-2024.

Answer: This information will not be provided.

Question #14: Please confirm for the CGL, if we are allowed to achieve the \$5M CSL via excess policy?

Answer: Insurance coverage must be in accordance with the agreement language.

Question #15: What will be provided with the service center?

Answer: A service center allocation is currently not available and is not part of this solicitation or concession agreement.

Question #16: Office space? How much space and how many offices? Where will this be located? Will the location be in the current service space or in the new CONRAC?

Answer: Please see responses to Question #1 and Question #2.

Question #17: Will there be an auto car wash for the new company?

Answer: Yes. See response to Question #1 and Attachment B of the solicitation.

Question #18: Will there be fuel available for the new company?

Answer: Yes.

Question #19: Will there be a bay for servicing the cars available for the new company?

Answer: See response to Question #1.

Question #20: How many bays and will it have lifts for the cars or a pit?

Answer: See response to Question #15.

Question #21: If the service center is with the old service locations which center will the new company take over?

Answer: See response to Question #15.

Question #22: How many cars will the new service center be able to hold?

Answer: See response to Question #15.

Question #23: What is the minimum concession fees per month?

Answer: There is no Minimum Annual Guarantee included in this solicitation or concession agreement.

Question #24: What is the cost of the new service center per month?

Answer: See response to Question #15.

Question #25: When will the new car rental company be able to move in?

Answer: Move-in dates will be phased throughout 2025.

Question #26: When will the new car rental company be able to start upfitting the space?

Answer: This depends on the space (i.e. the customer service office upfit timing is different than when the Ready and Return upfit will be ready). These dates are still being determined based on the current construction schedule.

Question #27: Will the airport provide the signage for the new car rental company?

Answer: See Attachment C which is included with this Addendum.

Question #28: Who will pay for the signage?

Answer: See response to Question #27.

Question #29: Can any provider be used to install the signage?

Answer: See response Question #27. All Tenant improvement work will need to be approved by the Airport.

Question #30: Can the new car rental company dual brand?

Answer: Yes.

Question #31: What is the date or time frame of when the awarded car rental company be announced?

Answer: The announcement of the awarded car rental company has not been determined at this time.

Question #32: Why not have two local car rental companies compared to 1?

Answer: Allocation only allows for one Small Market Operator.

Question #33: Does the airport allow off airport car rental companies?

Answer: Yes. Those operators must be permitted with the Airport.

Question #34: What are the hours the locations will need to be operated? 24 Hours?

Answer: See Article 6.4 (g) of the sample agreement.

Question #35: What is the cost of the MAG per month?

Answer: See response to Question #23.

Question #36: What is the minimum cost of the MAG per month?

Answer: See response to Question #23.

Question #37: Can a current on-airport car rental company bid?

Answer: Yes.

Question #38: When will the new car rental companies start paying the minimum fees due to the airport?

Answer: See response to Question #23 related to Minimum Annual Guarantee. All other fees will start at date of beneficial occupancy.

Question #39: What is the grace period of opening if you were to be awarded a spot?

Answer: There is no grace period.

Question #40: Will the car rental operator need to provide its own internet service?

Answer: Yes, but it will be with the Airports existing infrastructure.

Question #41: Will the car rental company be able to install its own phone system?

Answer: Yes, but it will be with the Airports existing infrastructure.

Question #42: Can you please list all services available to the car rental companies at each one of the ticket counters?

Answer: See response to Question #27.

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Question #43: How many car rental companies are currently set to bid on the space?

Answer: Unknown.