

AIRPORT COMMISSION

CITY AND COUNTY OF SAN FRANCISCO

RESOLUTION NO. 18-0342

AWARD OF LEASE FOR THE ON-AIRPORT RENTAL CAR OPERATIONS TO ENTERPRISE RENT-A-CAR CO OF SAN FRANCISCO, LLC FOR A COMBINED MINIMUM ANNUAL GUARANTEE OF \$16,087,548.00 FOR THE FIRST YEAR OF THE LEASE AGREEMENT

WHEREAS, on March 20, 2018, the Airport Commission (the "Commission") adopted Resolution No. 18-0076, authorizing Airport Staff ("Staff") to commence the competitive selection process and to issue a Request for Bids ("RFB") for Lease Agreements for On-Airport Rental Car Operations (each a "Lease Agreement"); and

WHEREAS, on August 21, 2018, the Commission adopted Resolution No. 18-0267, approving the minimum requirements and Lease Agreement specifications, and authorizing Staff to accept bids; and

WHEREAS, in response to the RFB, Staff received 11 bids, including the three separate bids below for the following operating brands from Enterprise Rent-A-Car Co of San Francisco, LLC:

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|--|-----------------|
| 1. Enterprise Rent-A-Car Co of San Francisco, LLC
(Alamo Rent A Car) | \$5,961,600.00 |
| 2. Enterprise Rent-A-Car Co of San Francisco, LLC
(National Car Rental) | \$5,079,913.00 |
| 3. Enterprise Rent-A-Car Co of San Francisco, LLC
(Enterprise Rent-A-Car) | \$5,046,035.00 |
| | \$16,087,548.00 |

WHEREAS, Enterprise Rent-A-Car Co of San Francisco, LLC met the RFB minimum qualifications and has been determined to be responsive and responsible; now, therefore, be it

RESOLVED, that this Commission hereby awards a Lease Agreement for the Rental Car Center Operations to Enterprise Rent-A-Car Co of San Francisco, LLC for the operation of the brand(s) specified above for an initial term of five years with two (2), two-year options to extend the term, exercisable at the sole discretion of the Commission, with the conditions set forth in the Staff memorandum on file with the Commission Secretary, including but not limited to a combined Minimum Annual Guarantee of \$16,087,548.00 for the first year of the Lease Agreement, and subject to its compliance with the Nondiscrimination in Employment Program and Equal Benefits Ordinance; and be it further

RESOLVED, that the Commission hereby directs the Commission Secretary to request approval of the Lease Agreement by Resolution of the Board of Supervisors pursuant to Section 9.118 of the Charter of the City and County of San Francisco.

I hereby certify that the foregoing resolution was adopted by the Airport Commission
at its meeting of **OCT 16 2018**


Secretary