



RENTAL CAR LEASE AGREEMENTS WITH KILLEEN FORT HOOD REGIONAL AIRPORT

RS-18-106

December 4, 2018

Rental Car Lease Agreements

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- KFHRA has national brand rental car operators
 - ▣ Lease vehicles to customers and businesses
 - ▣ Operating at KFHRA since 2004

- Bid 19-06
 - ▣ Released in October 2018
 - ▣ Responses in November 2018
 - ▣ Five (5) responders
 - Avis Budget
 - Clearwater Transportation
 - EAN Holdings (Enterprise)
 - EAN Holdings (Alamo/National)
 - The Hertz Corporation

Rental Car Lease Agreements

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- Agreement
 - ▣ Five (5) years
 - ▣ No extensions

- Annual revenue anticipated
 - ▣ \$800,000 in base rents and fees (annual CPI increase)
 - ▣ \$450,000 customer facility charges

Rental Car Lease Agreements

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- Alternatives:
 - ▣ Approve the agreements
 - ▣ Do not approve the agreements

- Staff supports alternative 1
 - ▣ Provides continued excellent service to customers
 - ▣ Provides a consistent line of business revenue for KFHRA

Recommendation

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- Approve the Rental Car Agreements with the aforementioned companies and authorize the City Manager or designee to execute same as well as any and all amendments as allowed per federal, state, or local law.