



Pinellas County

Staff Report

File #: 24-0187D, Version: 1

Agenda Date: 6/30/2024

Subject:

First Amendment to exercise the first term extension for each firm for Rental Car Concession Services at the St. Pete-Clearwater International Airport.

Recommended Action:

Approval and execution by the County Administrator of the First Amendment to exercise the first term extension for each firm for Rental Car Concession Services at the St. Pete-Clearwater International Airport with:

1. Enterprise Leasing Company of Florida, LLC dba Alamo Rent-A-Car
 2. Enterprise Leasing Company of Florida, LLC dba Enterprise Rent-A-Car
 3. Enterprise Leasing Company of Florida, LLC dba National Car Rental
 4. Avis Budget Car Rental, LLC dba Avis and Budget
- This contract provides for the operation of on-site, non-exclusive, rental car concessions for up to four (4) firms at the airport.
 - The First Amendment request is for the purpose of extending the contract with the four (4) firms listed above for a twelve (12) month term per the conditions of the contract.
 - The County Administrator has authority to exercise term extensions per code section 2-188(d), as originally awarded by the Board of County Commissioners on October 12, 2021.
 - Revenues of \$3,746,512.00 are included in the FY24 Adopted Budget and are proposed as part of the FY25 Budget submission.

Contract No. 21-0413-R; for estimated annual revenue in the amount of \$3,746,512.00 through September 30, 2025.

Strategic Plan:

Foster Continual Economic Growth and Vitality

4.5 Provide safe and effective transportation systems to support the efficient flow of - motorists, commerce, and regional connectivity.

Deliver First Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.4 Strive to exceed customer expectations.

Summary:

The First Amendment exercises the first term extension for each firm as noted above. The contract provides for two (2) twelve (12) month extensions with a minimum annual guarantee at the contract highest year revenue rate. In addition, revenue is realized for rental of Airport counters and parking

spaces.

Background/Explanation:

The agreements were originally approved by the Board of County Commissioners on October 12, 2021.

This contract provides for the operation of four (4) rental car concessionaires at the Airport.

Fiscal Impact:

Total estimated twelve (12) month revenue: \$3,746,512.00

Revenue will be deposited into the Airport's Concession Income Car Rental Account.

The contract is included in the FY24 Adopted Budget and the FY25 Budget submission with estimated annual revenues of \$3,746,512.00 in each fiscal year.

Delegated Authority:

Authority for the County Administrator to sign these Amendments is granted under Code Section 2-188(d).

Staff Member Responsible:

Tom Jewsbury, Director, St. Pete-Clearwater International Airport
Merry Celeste, Division Director, Purchasing and Risk
Joe Lauro, Director, Administrative Services

Partners:

N/A

Attachments:

First Amendments (4)

FIRST AMENDMENT

This Amendment is made and entered into this 4 day of April, 2024, by and between Pinellas County, a political subdivision of the State of Florida, hereinafter referred to as "County," and Enterprise Leasing Company of Florida, LLC branded as/DBA National Car Rental hereinafter referred to as "Contractor," (individually referred to as "Party", collectively "Parties").

WITNESSETH:

WHEREAS, the County and the Contractor entered into an agreement on October 1, 2021, pursuant to Pinellas County Contract No. 21-0413-R (hereinafter "Agreement") pursuant to which the Contractor agreed to provide Rental Car Concession Services at the St. Pete-Clearwater International Airport for County; and

WHEREAS, 22.19 ("Entirety of Agreement") of the Agreement permits modification by mutual written agreement of the parties; and


WHEREAS, the County and the Contractor now wish to modify the Agreement in order to provide for a time only extension, at the same terms, and conditions;


NOW THEREFORE, the Parties agree that the Agreement is amended as follows:

1. In accordance with section 3.02 ("Term") , the term of the Agreement is hereby extended one (1) year from October 1, 2024 to September 30, 2025.
2. Except as changed or modified herein, all provisions and conditions of the original Agreement and any amendments thereto shall remain in full force and effect.

Each Party to this Amendment represents and warrants that: (i) it has the full right and authority and has obtained all necessary approvals to enter into this Amendment; (ii) each person executing this Amendment on behalf of the Party is authorized to do so; (iii) this Amendment constitutes a valid and legally binding obligation of the Party, enforceable in accordance with its terms.

IN WITNESS WHEREOF the Parties herein have executed this First Amendment as of the day and year first written above.

Contractor:
By: 
Signature
Name: Rob Wilson
Typed, printed, or stamped
Title: VP/GM
Date: 3/12/2024

County: 
By: _____
Signature
Name: Barry Burton
Typed, printed, or stamped
Title: County Administrator

APPROVED AS TO FORM

By: Keiah Townsend
Office of the County Attorney

FIRST AMENDMENT

This Amendment is made and entered into this 4 day of April, 2024, by and between Pinellas County, a political subdivision of the State of Florida, hereinafter referred to as "County," and Enterprise Leasing Company of Florida, LLC branded as/DBA Enterprise Rent-A-Car hereinafter referred to as "Contractor," (individually referred to as "Party", collectively "Parties").

WITNESSETH:

WHEREAS, the County and the Contractor entered into an agreement on October 1, 2021, pursuant to Pinellas County Contract No. 21-0413-R (hereinafter "Agreement") pursuant to which the Contractor agreed to provide Rental Car Concession Services at the St. Pete-Clearwater International Airport for County; and

WHEREAS, section 22.19 ("Entirety of Agreement") of the Agreement permits modification by mutual written agreement of the parties; and


WHEREAS, the County and the Contractor now wish to modify the Agreement in order to provide for a time only extension, at the same terms, and conditions ;


NOW THEREFORE, the Parties agree that the Agreement is amended as follows:

1. In accordance with section 3.02 ("Term"), the term of the Agreement is hereby extended One (1) year from October 1, 2024 to September 30, 2025.
2. Except as changed or modified herein, all provisions and conditions of the original Agreement and any amendments thereto shall remain in full force and effect.

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IN WITNESS WHEREOF the Parties herein have executed this First Amendment as of the day and year first written above.

Contractor:
By: 
Signature
Name: Rob Wilson
Typed, printed, or stamped
Title: VP/GM
Date: 3/12/2024

County: 
By: _____
Signature
Barry Burton
Name: _____
Typed, printed, or stamped
Title: County Administrator

APPROVED AS TO FORM

By: Keiah Townsend
Office of the County Attorney

FIRST AMENDMENT

This Amendment is made and entered into this 4 day of April, 2024, by and between Pinellas County, a political subdivision of the State of Florida, hereinafter referred to as "County," and Enterprise Leasing Company of Florida, LLC branded as/DBA Alamo Rent A Car hereinafter referred to as "Contractor," (individually referred to as "Party", collectively "Parties").

WITNESSETH:

WHEREAS, the County and the Contractor entered into an agreement on October 1, 2021, pursuant to Pinellas County Contract No. 21-0413-R (hereinafter "Agreement") pursuant to which the Contractor agreed to provide Rental Car Concession Services at the St. Pete-Clearwater International Airport for County; and

WHEREAS, Section 22.19 ("Entirety of Agreement") of the Agreement permits modification by mutual written agreement of the parties; and


WHEREAS, the County and the Contractor now wish to modify the Agreement in order to provide for a time only extension at the same terms, and conditions;


NOW THEREFORE, the Parties agree that the Agreement is amended as follows:

1. In accordance with Section 3.02 ("Term"), the term of the Agreement is hereby extended one (1) year from October 1, 2024 to September 30, 2025.
2. Except as changed or modified herein, all provisions and conditions of the original Agreement and any amendments thereto shall remain in full force and effect.

Each Party to this Amendment represents and warrants that: (i) it has the full right and authority and has obtained all necessary approvals to enter into this Amendment; (ii) each person executing this Amendment on behalf of the Party is authorized to do so; (iii) this Amendment constitutes a valid and legally binding obligation of the Party, enforceable in accordance with its terms.

IN WITNESS WHEREOF the Parties herein have executed this First Amendment as of the day and year first written above.

Contractor:
By: 
Signature
Name: Rob Wilson
Typed, printed, or stamped
Title: VP / GM
Date: 3/12/2024

County: 
By: _____
Signature
Name: Barry Burton
Typed, printed, or stamped
Title: County Administrator

APPROVED AS TO FORM
By: Keiah Townsend
Office of the County Attorney

FIRST AMENDMENT

This Amendment is made and entered into this 4 day of April, 2024, by and between Pinellas County, a political subdivision of the State of Florida, hereinafter referred to as "County," and Avis Budget Car Rental, LLC hereinafter referred to as "Contractor," (individually referred to as "Party", collectively "Parties").

WITNESSETH:

WHEREAS, the County and the Contractor entered into an agreement on October 1, 2021, pursuant to Pinellas County Contract No. 21-0413-R (hereinafter "Agreement") pursuant to which the Contractor agreed to provide Rental Car Concession Services at the St. Pete-Clearwater International Airport for County; and

WHEREAS, Section 22.19 ("Entirety of Agreement") of the Agreement permits modification by mutual written agreement of the parties; and


WHEREAS, the County and the Contractor now wish to modify the Agreement in order to provide for a time only extension of the agreement, at the same terms, and conditions;


NOW THEREFORE, the Parties agree that the Agreement is amended as follows:

1. In accordance with section 3.02 ("Term") , the term of the Agreement is hereby extended one (1) year from October 1, 2024 to September 30, 2025.
2. Except as changed or modified herein, all provisions and conditions of the original Agreement and any amendments thereto shall remain in full force and effect.

Each Party to this Amendment represents and warrants that: (i) it has the full right and authority and has obtained all necessary approvals to enter into this Amendment; (ii) each person executing this Amendment on behalf of the Party is authorized to do so; (iii) this Amendment constitutes a valid and legally binding obligation of the Party, enforceable in accordance with its terms.

IN WITNESS WHEREOF the Parties herein have executed this First Amendment as of the day and year first written above.

Contractor: 
By: _____
Signature
Jeffrey Luna
Name: _____
Typed, printed, or stamped
Vice President
Title: _____
14-Mar-2024
Date: _____

County: 
By: _____
Signature
Name: Barry Burton
Typed, printed, or stamped
Title: County Administrator

APPROVED AS TO FORM
By: Keiah Townsend
Office of the County Attorney



Pinellas County

Staff Report

Approved by BCC on 10/12/2021

File #: 21-664A, **Version:** 1

Agenda Date: 10/12/2021

Subject:

Award of bid for rental car concession services at the St. Pete-Clearwater International Airport.

Recommended Action:

Approval of the award of bid for car rental concession services at the St. Pete-Clearwater International Airport (Airport) with the following four firms:

- 1.) Enterprise Leasing Company of Florida, LLC d/b/a Alamo Rent A Car
- 2.) Enterprise Leasing Company of Florida, LLC d/b/a Enterprise Rent A Car
- 3.) Enterprise Leasing Company of Florida, LLC d/b/a National Car
- 4.) Avis Budget Car Rental, LLC d/b/a Avis and Budget

- This contract provides for the operation of on-site, non-exclusive, rental car concessions for up to four firms at the Airport.
- Five submittals were received with award recommendation for this revenue generating contract to the four highest, responsive, and responsible firms meeting the specifications of this bid.
- The Purchasing and Risk Division received a protest regarding the outcome of the bid results. In coordination with the County Attorney's Office, the protest procedures under Section 2-162 of County Code were followed and the protest was denied.
- This contract replaces Contract No. 156-0383-B which was approved by the Board of County Commissioners on September 14, 2016.

Contract No. 21-0413-R; for an estimated total revenue amount \$11,789,134.76 through September 30, 2024. Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

Strategic Plan:

Deliver First Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.2 Be responsible stewards of the public's resources

5.4 Strive to exceed customer expectations

Summary:

This contract provides for the operation of on-site non-exclusive rental car concessions for up to four (4) firms at the Airport. Contract award and counter location is based on the firms offering the highest combined guarantees and space rentals as noted below.

The contract will be effective for a period of thirty-six (36) months commencing October 1, 2021 with a provision for two (2) twelve (12) month term extensions. The base bid revenue amount is \$10,975,961.00 with contingency revenue in the amount of \$813,173.76 for parking block, and baggage claim counter rental, for a total anticipated revenue amount of \$11,789,134.76.

Background Information:

On June 25, 2021, the Purchasing department, on behalf of the Airport, released this invitation to bid, allowing for dual branding and up to four (4) concession agreements, resulting in five (5) national on-site car rental brands at the Airport: Avis, Budget, Alamo, National, and Enterprise.

Five submittals were received with the four highest revenue amounts recommended for award.

This contract replaces the current Contract No. 156-0383-B.

Fiscal Impact:

Total estimated thirty-six (36) month revenue:	\$10,975,961.00
Contingency revenue:	<u>\$ 813,173.76</u>
Total anticipated revenue:	\$11,789,134.76

Proceeds will be deposited into the Airport's Concession Income - Car Rental Account. As a comparison, the total estimated thirty-six (36) month revenue for the previous contract was \$7,641,641.00.

Staff Member Responsible:

Tom Jewsbury, Director, St. Pete-Clearwater International Airport
Merry Celeste, Division Director, Purchasing and Risk Management, Administrative Services
Joe Lauro, Director, Administrative Services

Partners:

Airport passengers

Attachments:

Final Agreements
Bid Tabulation



Pinellas County

Staff Report

File #: 24-1175A, **Version:** 1

Agenda Date: 7/30/2024

Subject:

Receipt and file report of purchasing items delegated to the County Administrator for the quarter ending June 30, 2024.

Recommended Action:

Accept the receipt and file report of purchasing items delegated to the County Administrator.

Strategic Plan:

Deliver First Class Services to the public and Our Customers.

5.3 Ensure effective and efficient delivery of county services and support.

Summary:

The Board of County Commissioners (Board) has delegated authority to the County Administrator to approve purchases and other purchasing related processes with the requirement that all approvals be submitted for receipt and file on a quarterly basis.

Background Information:

The County Administrator has delegated authority to award contracts up to \$250,000.00 in a fiscal or calendar year. For purchases initiated from State of Florida bids or negotiated contracts, the County Administrator has delegated authority to approve in any amount. The County Administrator has delegated authority to increase maintenance, repair and operating contracts in an amount not to exceed fifty percent (50%) of the amount previously approved by the Board subject to the same unit pricing, terms and conditions.

The County Administrator has delegated authority to extend the term of Board approved contracts above the threshold of \$250,000.00 pending all prices, terms and conditions remain the same. The County Administrator has delegated authority to approve change orders and amendments in an amount not to exceed \$250,000 or ten percent (10%), whichever is less, and to release retainage and close out construction type contracts when the change order does not exceed \$250,000.00 or ten percent (10%) of the total award, whichever is less.

The County Administrator also has delegated authority to approve emergency purchases up to \$250,000.00. Emergency purchases in excess of \$250,000.00 are approved by the County Administrator and entered into the minutes of the Board of County Commissioners via the receipt and file report.

Lastly, the County Administrator has delegated the authority for non-purchasing items pursuant to Section 2-62 in an amount not to exceed \$25,000.00 to the Director of Administrative Services.

Fiscal Impact:

The attached list contains approvals of competitive sealed bidding, Florida State contracts, master

purchase agreement increases, emergency purchases, contract extensions, and items delegated to the Administrative Services Director as per County Code 2-62, 2-164, 2-176, 2-177, 2-178, 2-180, 2-181, 2-184 and 2-185.

Staff Member Responsible:

Barry A. Burton, County Administrator

Joe Lauro, Director, Administrative Services

Merry Celeste, Purchasing Director, Administrative Services

Partners:

N/A

Attachments:

List of Purchasing items approved by the County Administrator and the Director of Administrative Services for quarter ending June 30, 2024.