

REQUEST FOR LETTERS OF INTEREST
On-Airport Non-Exclusive Rental Car Concessions
Fresno Yosemite International Airport
File #12401055
City of Fresno

The City of Fresno (City) is soliciting Letters of Interest from companies (Concessionaires) to operate On-Airport Non-Exclusive Rental Car Concessions (Concessions) at Fresno Yosemite International Airport (FAT). In seeking Concessionaires to operate at FAT, the City desires to continue providing travelers with rental car service of the highest possible caliber, and to receive a fair monetary return for the Concessions granted.

BACKGROUND

FAT is a small hub, and the primary commercial airport, serving the central San Joaquin Valley in California. In calendar year 2022, 2,181,791 passengers traveled through the airport. Eight branded airlines, including two international carriers, serve FAT. The existing rental car concession contracts expire August 31, 2024. Parent company rental car concessionaires currently operating at FAT are Avis Budget Group, Enterprise Holdings Inc., and The Hertz Corporation, which include various family brands.

MINIMUM QUALIFICATIONS

To be considered for the upcoming five-year contract cycle respondents must:

- Have at least five (5) years operating a commercial rental car operation at a similar type facility
- Operate a national credit card payment system and national reservations system
- Maintain a fleet that includes a variety of vehicles for rent, such as economy, mid-size, luxury, minivan, SUV, ADA-accessible, and fuel-efficient options.
- Be willing and able to commit to a Minimum Annual Guarantee (MAG) fee of not less than One Million Three Hundred Fifty Thousand dollars (\$1,350,000) per annum for the privilege of operating at FAT.

SUBMITAL REQUIREMENTS

The Letters of Interest shall be limited to one page.

Letters of Interest must include:

1. Name of company, brief description and background of the company, and the rental car brands it operates;
2. Statement attesting that the company meets all Minimum Qualifications stated above;
3. Suggestions, ideas, and concepts for enhancing rental car concessions at FAT;
4. Contact information for a representative of the company authorized to respond to follow-up questions and requests from the City.

Letters of Interest must be addressed to and received by the City of Fresno as specified below no later than 3:00 PM PST, November 13, 2023.

Email: FYIProperties@fresno.gov

Hard Copy: City of Fresno Airports Department, Attn.: Properties Division, 4995 E. Clinton Way, Fresno, CA 93727

This is not a solicitation to operate at FAT, and there will be no obligation on the part of the City of Fresno to enter into any type of Concession agreement with respondents. It is merely intended to gauge the level of interest beyond current service levels at FAT.