



Mayor Timothy M. Keller

CITY OF ALBUQUERQUE

Albuquerque, New Mexico

Office of the Mayor

INTER-OFFICE MEMORANDUM

June 9, 2021

TO: Cynthia Borrego, President, City Council

FROM: Timothy M. Keller, Mayor 

SUBJECT: Mayor's Recommendation of Award (ROA) for RFP No.: RFP-2021-141-AVI-RD "Rental Car Concessions at Albuquerque International Sunport"

The City of Albuquerque Aviation Department, in conjunction with the Department of Finance and Administrative Services, Purchasing Division, issued the subject solicitation.

The RFP was posted on the Purchasing E-Procurement, Bonfire website on February 7, 2021 and advertised in the Albuquerque Journal on February 7, 2021.

The City received a total of five (5) proposal responses. The five (5) proposals were deemed responsive and were routed to the Ad Hoc Evaluation Committee.

The Ad Hoc Evaluation Committee evaluated and scored the responses, in accordance with the evaluation criteria published in the RFP. After thoroughly reviewing and scoring the proposals received, the Ad Hoc Evaluation Committee found all vendors to be both responsive and qualified and recommends an award of contracts to Avis Budget Car Rental, LLC (ABRC), EAN Holdings, LLC (Enterprise), New Mexico Rental Car (Walser Holding Company, Inc.), Sixt Rent a Car, LLC, and The Hertz Corporation. I concur with this recommendation.

The City of Albuquerque's Aviation Department, Finance Division will manage this contract.

Cover Analysis

- 1. What is it?**
Recommendation of Award: Recommendation of Award(s) (ROA) for RFP No.: RFP-2021-141-VI-RD “Rental Car Concessions at Albuquerque International Sunport”
- 2. What will this piece of legislation do?**
Approve the Recommendation of Award(s) for the Rental Car Concession contracts at the Albuquerque International Sunport
- 3. Why is this project needed?**
These contracts are needed to provide rental car services for travelers at the Albuquerque International Sunport.
- 4. How much will it cost and what is the funding source?**
There is no cost to the City of Albuquerque for these services as the Rental Car Concessions contracts are a source of revenue for the Albuquerque International Sunport.
- 5. Is there a revenue source associated with this contract? If so, what level of income is projected?**
Total projected revenues for this contract are expected to be \$10.4M in FY 2022. Projected revenues are made up of \$2.6M of fixed facility rents and \$7.8M of rental car privilege fees. Rental car privilege fees are primarily driven based on the Aviation Department’s preliminary estimate of enplaned passengers for FY 2022.
- 6. What will happen if the project is not approved?**
The current Rental Car Concessions contracts expire on June 30, 2021. If the Recommendation of Awards are not approved rental car services will not be available at the Albuquerque International Sunport.
- 7. Is this service already provided by another entity?**
The current brands operating at the Sunport Airport are Alamo, Avis, Budget, Dollar, Enterprise, Hertz, National, Payless and Thrifty Rental Car Companies. In addition to these current brands, this ROA will allow Sixt and New Mexico Car Rental to operate at the Sunport. however, the current agreements expire June 30, 2021.

FISCAL IMPACT ANALYSIS

TITLE: Recommendation of Award(s): Mayor's Recommendation of Award(s) for RFP No.: R: O: 611
 RFP-2021-141-AVI-RD "Rental Car Concessions at Albuquerque International Sunport FUND:
 DEPT: 7000611

- No measurable fiscal impact is anticipated, i.e., no impact on fund balance over and above existing appropriations.
- (If Applicable) The estimated fiscal impact (defined as impact over and above existing appropriations) of this legislation is as follows:

	Fiscal Years			Total
	2022	2023	2024	
Base Salary/Wages				-
Fringe Benefits at				-
Subtotal Personnel	-	-	-	-
Operating Expenses				-
Property				-
Indirect Costs	-	-	-	-
Total Expenses	\$ -	\$ -	\$ -	\$ -
[] Estimated revenues not affected				
[X] Estimated revenue impact				
Revenue from program	2,400,000	\$ 2,400,000.00	\$ 2,400,000.00	7,200,000
Amount of Grant		-	-	
City Cash Match				
City Inkind Match				
City IDOH	-	-	-	-
Total Revenue	\$ 2,400,000	\$ 2,400,000	\$ 2,400,000	\$ 7,200,000

These estimates do not include any adjustment for inflation.
 * Range if not easily quantifiable.

Number of Positions created 0


COMMENTS: The Aviation Department will be contracting with Rental Car Companies to provide rental car services for travelers at the Albuquerque International Sunport. The approved revenue budget for FY22 for Rental Car Concessions is \$8M; however, the revenue resulting from these contracts for FY22 is estimated at \$10.4M. Therefore, it is estimated that the revenue from these contracts will be above the budgeted revenue by \$2.4M.

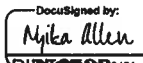
COMMENTS ON NON-MONETARY IMPACTS TO COMMUNITY/CITY GOVERNMENT:

Will allow travelers to continue to conveniently rent cars at the Sunport.

PREPARED BY:

APPROVED:

DocuSigned by:

 6/24/2021 | 4:28 PM MDT
 FISCAL ANALYST

DocuSigned by:

 6/24/2021 | 5:26 PM MDT
 DIRECTOR (date)

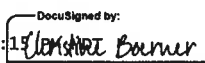
REVIEWED BY:

DocuSigned by:

 6/25/2021 | 5:08 PM MDT
 EXECUTIVE BUDGET ANALYST

DocuSigned by:

 6/25/2021 | 5:15 PM MDT
 BUDGET OFFICER (date)

DocuSigned by:

 6/28/2021 | 9:14 AM MDT
 ECONOMIST



City of Albuquerque

Department of Finance and Administrative Services

Timothy M. Keller, Mayor

Interoffice Memorandum

Date: May 6, 2021

TO: Sarita Nair, Chief Administrative Officer

FROM: Nyika A. Allen, C.M., Aviation Director

SUBJECT: **Recommendation of Award**
 RFP Number: RFP-2021-141-AVI-RD
 RFP Name: Rental Car Concessions at Albuquerque International Sunport

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The Department of Finance and Administrative Services, Purchasing Division, issued the subject solicitation in conjunction with the Aviation Department for Rental Car Concessions at Albuquerque Internal Sunport.

The solicitation was posted on the Purchasing website and advertised in the Albuquerque Journal. The number of responses received for evaluation were five (5).

The Ad Hoc Evaluation Committee evaluated and scored the responses in accordance with the evaluation criteria published in the RFP and recommends award of contract to ENTERPRISE, ABCR, Sixt Rent A Car LLC, The Hertz Corporation and New Mexico Rental Car.

I concur with this recommendation. Listed below are the composite scores for the top three responses received:

COMPANY NAME	SCORE
ENTERPRISE	916
ABCR	836
Sixt Rent A Car LLC	740
The Hertz Corporation	700
New Mexico Rental Car	461

The Department that will be managing this contract is Aviation Department.

Approved:

DocuSigned by:

5/13/2021 | 2:57 PM MDT

Sarita Nair (Date)
Chief Administrative Officer

Attachment: Scoring Summary

RFP-2021-141-AVI-RD - Rental Car Concessions at Albuquerque International Sunport Scoring Summary

Supplier	Total / 1,000.00 pts	B - Proposal Evaluation / 1,000.00 pts	B-1 - Experience of the Offeror and personnel as described in Section 2.3 of the RFP. / 200 pts	B-2 - Offeror's management and response to COVID- 19 as described in Section 2.4 of the RFP. / 250 pts	B-3 - Offeror's future plan for the Sunport as described in Section 2.5 of the RFP. / 250 pts	B-4 - Offeror's gross revenue at the Sunport as described in Section 2.6 of the RFP. / 300 pts
ENTERPRISE	916	916.4	193	225	215	283
ABCR	836	836	186	229	204	217
Sixt Rent A Car LLC	740	740	191	225	233	91
The Hertz Corporation	700	700	183	140	196	181
New Mexico Rental Car	461	461	110	125	135	91