



Macon-Bibb County Government

Procurement Department

Government Center

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Laura Hardwick
Director of Procurement

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ADDENDUM # 3

To: ALL PROSPECTIVE FIRMS

Re: INVITATION FOR BIDS: 25-001-LH, Automobile Rental Services

The Invitation for Bids, referenced above, is modified as follows:

1. When will answers/final Addenda be issued? *Please specify date. Please confirm bidders will be notified of issued Addenda via email.*

Answer: It is the vendor's responsibility to check the Macon-Bibb County Procurement websites for updates.

2. Will the Airport please allow ample time between the time Airport issues questions and answers/final Addenda and the time bids are due? *It should be no less than 3 weeks. However, if we have the ability to submit our proposal(s)/bid(s) online or by email, that timeframe could be shortened.*

Answer: Please refer to addendums posted on the Macon-Bibb Procurement websites for change in timelines.

3. Will the Airport please modify the RFP schedule to move the Proposal Due Date from September 5th to September 19th to allow for adequate preparation time between the last Addendum and the Proposal Due Date?

Answer: Please refer to addendums posted on the Macon-Bibb Procurement websites for change in timelines.

4. On-Airport Rental Car Concessions & Revenues.
When will the new Agreement commence? Specifically, what is the start date?

Answer: To be determined. We will begin working on an agreement upon completion of evaluation. Agreement will commence when agreement is finalized.

Will the Airport please provide the total annual revenues by brand and year for the last five years [2019-2023] for the existing operators?

Answer: We can provide the Minimum Annual Guarantee (MAG) that was collected from the existing operator.

Will the Airport please confirm the current active on-airport concessions (existing operators) at Middle Georgia Regional Airport?

Answer: Avis/Budget.

5. Is this rental car concession opportunity inclusive of FBO operations? (If so, please confirm that only successful bidders will be authorized to provide FBO service during the new term.)

Answer: This opportunity is inclusive of the FBO operations and only successful bidders will be authorized to provide service to the FBO.

6. What is the maximum number of Concessions the Airport intends to award under this RFP?

Answer: 3.

7. What is the maximum number of brands bidder will be allowed to operate under a concession?

Answer: 3.

8. Please confirm that if you accept fewer proposals than the maximum number of available counter space, that no additional Concessionaire will be added during the term of the agreement, other than those companies that are successful in this RFP process. *Any RAC interested in operating at the Airport should not be able to NOT respond now, wait until it sees which companies bid and what MAGs are bid, and then enter into a contract at the minimum. This undermines the bidding process.*

Answer: If you refer to the RFP the MAG is listed as is the lease rate, therefore, it would not be possible for an entity to underbid. However, if one chooses not to bid, they will run the risk of not having an available space. Subsequent entries will at minimum be held to the same rates and charges. Will not be able to undercut existing rental operators.

9. Will bidder be allowed to submit more than one proposal as long as brands are not duplicated?

Answer: Consolidated entities will not be permitted to enter more than one bid.

10. Please confirm that no additional brand can be added to any operator's concession agreement during the term of the agreement and that operator may only operate the brand or brands that operator specified in its bid.

Answer: Confirmed. Will be in agreement with operators.

11. Will the Airport provide a copy of the sample Concession Agreement?

Answer: The airport will provide a draft agreement.

12. Please confirm that all the terms and conditions specified in the RFP and any/all issued addenda will be incorporated and made a part of the Concession Agreement. Please add language to the [RFP] and to the Concession Agreement which states: *"The Request for Proposals/Specifications for Bid, including all issued addenda and questions and answers, are hereby incorporated into and made a part of the Concession Agreement."*

Answer: Confirmed.

13. Will Airport please identify the acronym "MRG" mentioned within Section 2.2 on page 2?

Answer: Minimum Revenue Guarantee.

14. RFP Sec 3.5 #5 – Annual Reports/Financial Statements.

Please confirm the Airport will accept unaudited balance sheets and statements of income, as we do not externally audit our financials. We would also provide a letter from our CFO certifying that the statements are in accordance with GAAP.

Answer: Will accept.

15. RFP Sec V. Appendix (D.) Vendor Agreement. The following documents are included with **Attachment "A"** *Required Submission Documents*: Macon-Bibb County Vendor Application, Form W-9 and E-Verify Affidavit.

Answer: All Attachment A documents are to be completed and submitted with the bid.

Please incorporate this change into the Invitation for Bid and acknowledge receipt of this addendum on your bid form.

Sincerely,

Laura Hardwick