

71353

August 27, 2019

To: Honorable Board of Acquisition and Contract

From: Hugh J. Greechan Jr., P.E.  
 Commissioner of Public Works and Transportation

Re: Authority to enter into lease agreements with rental car companies for the use of space at Westchester County Airport for the period from October 1, 2019 through September 30, 2024, with the tenants' option to renew the leases for five more years. (Lease Agreement No. WCA 19005)

Authority is requested to enter into lease agreements with rental car companies for the use of space at Westchester County Airport for the period October 1, 2019 through September 30, 2024, with the tenants' option to renew the leases for five more years. The companies are: Avis Rent A Car System, Inc.; Budget Rent A Car System, Inc.; Enterprise Rent-A-Car; ELRAC, LLC d/b/a National Car Rental and Alamo Rent A Car; and The Hertz Corporation.

The leased space includes counter and office space in the terminal building, a Quick Turn-Around ("QTA") Facility and auxiliary parking areas. The tenants will be jointly responsible for all renovations and maintenance including, without limitation, snow removal and security. Under the terms of the lease agreements, each rental company will be required to pay the County ten percent (10%) of its monthly gross revenue realized from operations at the Airport. In addition, each company will pay the County an initial annual rent as follows:

Company	Counter / Office	Ready Return Lot	QTA Facility / Lot
Avis	\$17,860.00	\$8,750.00	\$34,200.00
Budget	\$17,860.00	\$7,000.00	\$30,800.00
National/Alamo	\$17,860.00	\$10,850.00	\$27,000.00
Enterprise	\$11,303.00	\$8,050.00	\$19,341.00
Hertz	\$17,860.00	\$12,600.00	\$40,900.00

The initial annual rent under the new agreements represents a nine percent (9%) increase over the rent currently paid. The annual rent for the Counter / Office, Ready Return Lot, and QTA Facility will be adjusted each succeeding year (including the succeeding years of any renewal term) by the greater of (a) the increase in the then current Consumer Price Index - All Urban Consumers New York - Northern New Jersey- Long Island, or (b) 3%.

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These leases are exempt from the Westchester County Procurement Policy pursuant to Section 3(b) thereof.

This goal of this agreement is to provide the traveling public with multiple ground transportation options at the Airport while producing income for the Airport Special Revenue Fund. Airport Administration will oversee the agreement during the five-year term and any renewal.

A proposed Resolution is attached for your consideration.

HJG/DLV/dv  
Attachment

APPROVED BOARD OF ACQUISITION & CONTRACT - 05/19/2019 - LISA MARIJAJ, SECRETARY

# RESOLUTION

## Lease Agreement No. WCA 19005

Based upon a communication from the Commissioner of Public Works and Transportation, it hereby

**RESOLVED**, that the County of Westchester (“County”) is authorized to enter into lease agreements for the use of space at Westchester County Airport with the following companies: Avis Rent A Car System, Inc.; Budget Rent A Car System, Inc.; Enterprise Rent-A-Car; ELRAC, LLC d/b/a National Car Rental and Alamo Rent A Car; and The Hertz Corporation; and be it further

**RESOLVED**, that under the terms of the lease agreements, the space to be utilized includes counter and office space in the terminal building, a Quick Turn-Around (“QTA”) Facility and auxiliary parking areas; and be it further

**RESOLVED**, in consideration of the lease granted, each rental company shall be required to pay the County ten percent (10%) of its monthly gross revenue realized from operations at the Airport; and be it further

**RESOLVED**, that in addition, each company shall pay the County an initial annual rent as shown below, which shall be adjusted each succeeding year (including the succeeding years of any renewal term) by the greater of (a) the increase in the then current Consumer Price Index - All Urban Consumers New York - Northern New Jersey- Long Island, or (b) 3%:

Company	Counter / Office	Ready Return Lot	QTA Facility / Lot
Avis	\$17,860.00	\$8,750.00	\$34,200.00
Budget	\$17,860.00	\$7,000.00	\$30,800.00
National/Alamo	\$17,860.00	\$10,850.00	\$27,000.00
Enterprise	\$11,303.00	\$8,050.00	\$19,341.00
Hertz	\$17,860.00	\$12,600.00	\$40,900.00

; and be it further

**RESOLVED**, that the term of the leases shall be the period from October 1, 2019 through September 30, 2024, with the tenants’ option to renew the leases for five more years; and be it further

**RESOLVED**, that the terms of the lease agreements shall provide that the tenants shall be responsible for renovations and maintenance of the leased premises including, without limitation, snow removal and security; and be it further

# RESOLUTION

**RESOLVED**, that the County Executive or his duly authorized designee is authorized and empowered to execute all instruments and to take all actions necessary to accomplish the foregoing.

Lease Agreement No. WCA 19005

Account to be Charged/Credited	Fund	Dept.	Major Program, Program & Phase Or Unit	Object/ Sub Object	Trust Account	Dollars
	161	44	4110	9096		\$ 70,559.00 (2019)
	161	44	4110	9096		\$284,352.00 (2020)
	161	44	4110	9096		\$292,881.00 (2021)
	161	44	4110	9096		\$301,674.00 (2022)
	161	44	4110	9096		\$310,713.00 (2023)
	161	44	4110	9096		\$238,239.00 (2024)

Budget Funding Year(s): 2019-2024      Start Date: 10/01/2019      End Date: 09/30/2024  
 (must match resolution)

Funding Source:      Tax Dollars \_\_\_\_\_  
                                  State Aid \_\_\_\_\_  
\$1,498,418.00      Federal Aid \_\_\_\_\_  
 (must match resolution)      Other Airport Special Revenue Fund \_\_\_\_\_

APPROVED BOARD OF ACQUISITION & CONTRACTS - 09/19/2019 - LISA MARIJAJ, SECRETARY