

Resolution authorizing Leibowitz Airport Management Consultants to prepare a rental car RFP and corresponding operating agreement.

## RESOLUTION

WHEREAS the Common Council has previously approved Leibowitz Airport Management Consultants, Inc. to complete Airport Rates and Charges, Passenger Facility Charge Applications, Airline Agreement Negotiations, and Customer Facility Charge implementation, and

WHEREAS the Airport currently has four rental car agencies conducting business at the airport and said operations make up a significant portion of airport operating revenues, and

WHEREAS continuing changes in industry trends necessitates a comprehensive evaluation and update to the current car rental operating agreements to ensure the Airport remains competitive and financially self-sustaining, and

WHEREAS a competitive request for proposal (RFP) process will be utilized to select car rental agencies to operate at the Airport for the next five years commencing August 1, 2018, and

WHEREAS Leibowitz Airport Management Consultants, Inc. will prepare the necessary RFP and car rental agreements to include all language development, legal review, industry benchmarking, and shall provide negotiation guidance and assistance.

NOW THEREFORE BE IT RESOLVED by the Common Council of the City of La Crosse that it hereby authorizes Leibowitz Airport Management Consultants to prepare an RFP and updated car rental operating agreement, advertise, evaluate and return recommendations to the Aviation Board for the selection and approval of up to four rental car agencies/companies to provide rental car services.

BE IT FURTHER RESOLVED that the expenses of up to \$36,000.00 for this project (17002) are appropriated and approved for expenditure for said services from the Car Rental Facility Charge (Fund 603) Account.

BE IT FURTHER RESOLVED that the Aviation Board shall be authorized to approve the final 5-year car rental operator's agreement prior to issuance of the RFP.

BE IT FURTHER RESOLVED that the Mayor and City Clerk are hereby authorized to sign the Aviation Board approved car rental operating agreements.

BE IT FURTHER RESOLVED that the Airport Manager and Director of Finance are authorized to take the necessary steps to effectuate said resolution.

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*I, Teri Lehrke, certify that this resolution was duly and officially adopted by the Common Council of the City of La Crosse on November 9, 2017.*



*Teri Lehrke, City Clerk  
City of La Crosse, Wisconsin*