

## Dane County Contract Cover Sheet

<b>Dept./Division</b>	Airport/Administration
<b>Vendor Name</b>	Enterprise Rent-A-Car Co. of WI, LLC
<b>Vendor MUNIS #</b>	10518
<b>Brief Contract Title/Description</b>	To continue beyond the expiration of the present lease, DCRA 2015-01, under which it operates at the Airport for an additional six months.
<b>Contract Term</b>	01/01/2020 to 6/30/2020
<b>Total Contract Amount</b>	\$ 59,558.40 + percentage fee

<b>Contract #</b> <small>Admin will assign</small>	12322A
<b>Addendum</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<b>Type of Contract</b>	
<input type="checkbox"/>	Dane County Contract
<input type="checkbox"/>	Grant
<input type="checkbox"/>	County Lessee
<input checked="" type="checkbox"/>	County Lessor
<input type="checkbox"/>	Intergovernmental
<input type="checkbox"/>	Purchase of Property
<input type="checkbox"/>	Property Sale
<input type="checkbox"/>	Other

<b>Purchasing Authority</b>	<input type="checkbox"/> \$11,000 or under – Best Judgment (1 quote required)
	<input type="checkbox"/> Between \$11,000 – \$37,000 (\$0 – \$25,000 Public Works) (3 quotes required)
	<input type="checkbox"/> Over \$37,000 (\$25,000 Public Works) (Formal RFB/RFP required) <b>RFB/RFP #</b> _____
	<input type="checkbox"/> Bid Waiver – \$37,000 or under (\$25,000 or under Public Works)
	<input type="checkbox"/> Bid Waiver – Over \$37,000 (N/A to Public Works)
	<input checked="" type="checkbox"/> N/A – Grants, Leases, Intergovernmental, Property Purchase/Sale, Other

MUNIS Req.	Org Code	Obj Code	Amount	\$
Req #	Org Code	Obj Code	Amount	\$
Year	Org Code	Obj Code	Amount	\$

<b>Resolution</b>	<b>A resolution is required if the contract exceeds \$100,000 (\$40,000 Public Works). A copy of the Resolution must be attached to the contract cover sheet.</b>		
	<input type="checkbox"/> Contract does not exceed \$100,000 (\$40,000 Public Works) – a resolution is not required.		
	<input type="checkbox"/> Contract exceeds \$100,000 (\$40,000 Public Works) – resolution required.	<b>Res #</b>	545
	<input checked="" type="checkbox"/> A copy of the Resolution is attached to the contract cover sheet.	<b>Year</b>	2019

Contract Review/Approvals				
Initials	Dept.	Date In	Date Out	Comments
MG	Received by DOA	3/11/20		
CR	Controller		3/20/20	
CAC	Purchasing	3/12/2020	3/12/2020	
W	Corporation Counsel	3/16/2020	3/16/2020	
SR	Risk Management	3/13/2020	3/13/2020	
	County Executive			

Dane County Dept. Contact Info		Vendor Contact Info	
<b>Name</b>	Rodney Knight	<b>Name</b>	Bill Wallschlaeger
<b>Phone #</b>	(608) 246-3388	<b>Phone #</b>	(920) 730-7599
<b>Email</b>	knight@msnairport.com	<b>Email</b>	bill.wallschlaeger@midwesternwheels.com
<b>Address</b>	4000 International Lane Madison, WI 53704	<b>Address</b>	PO Box 1935 Appleton, WI 54912-1935

<b>Certification:</b> The attached contract is a:	
<input type="checkbox"/>	Dane County Contract <u>without</u> any modifications.
<input checked="" type="checkbox"/>	Dane County Contract <u>with</u> modifications. <b>The modifications have been reviewed by:</b> Airport Legal Counsel, Rodney Knight
<input type="checkbox"/>	Non-standard contract.

## Contract Cover Sheet Signature

Department Approval of Contract		
<b>Dept. Head / Authorized Designee</b>	<b>Signature</b>	<b>Date</b>
	<i>Kimberly Jones</i>	<i>3/3/2020</i>
	<b>Printed Name</b>	
	Kimberly Jones, Airport Director	

## Contracts Exceeding \$100,000

Major Contracts Review – DCO Sect. 25.11(3)

<b>Director of Administration</b>	<b>Signature</b>	<b>Date</b>
	<b>Comments</b>	
<b>Corporation Counsel</b>	<b>Signature</b>	<b>Date</b>
	<b>Comments</b>	

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**2019 RES-545**

**AUTHORIZING EXECUTION OF LEASE EXTENSIONS FOR RENTAL CAR  
CONCESSIONAIRES OPERATING AT THE DANE COUNTY REGIONAL AIRPORT**

Lease Nos. DCRA 2015-01, 2015-02, 2015-03, 2015-04, and 2015-05

In response to the Dane County Regional Airport's publication of a notice soliciting letters of interest in the operation of rental car concessions at the Airport during the next five-year lease cycle, letters of interest were received only from the five rental car firms presently operating at the Airport: Enterprise Rent-A-Car Company of Wisconsin, The Hertz Corporation, Midwest Car Corporation, Midwestern Wheels, Inc., and Vehicle Rental Services, LLC. The responding firms presently offer the rental car brands Avis, Budget, Enterprise, Hertz, and National/Alamo. The negotiation of successor leases with the five interested rental car concessionaires will continue beyond the expiration of the present leases under which they operate at the Airport. Therefore, each concessionaire has signed an Extension of On-Airport Car Rental Concession Lease extending its existing lease for an additional six months, through June 30, 2020, and establishing rent due for the extended term. All other terms of the existing car rental concession leases will remain unchanged and effective during the extended term.

NOW, THEREFORE, BE IT RESOLVED that the Dane County Executive and the Dane County Clerk are authorized to execute on behalf of Dane County an Extension of On-Airport Car Rental Concession Lease with each of the five car rental firms identified above.

**EXTENSION OF ON-AIRPORT CAR RENTAL CONCESSION LEASE**

**Lease No. DCRA 2015-01**

Enterprise Rent-A-Car Company of Wisconsin, LLC

THIS EXTENSION of On-Airport Car Rental Concession Lease is entered into by and between Dane County ("County") and Enterprise Rent-A-Car Company of Wisconsin, LLC ("Concessionaire") and shall be effective upon full execution by both parties.

WITNESSETH:

WHEREAS COUNTY AND CONCESSIONAIRE are parties to Dane County Lease No. DCRA 2015-01 (the "Lease") which presently expires December 31, 2019; and

WHEREAS COUNTY AND CONCESSIONAIRE desire to extend the term of the Lease for six additional months so that the parties can complete negotiations and approvals of a successor on-airport car rental concession lease.

NOW, THEREFORE, the parties agree as follows:

1. The Lease shall remain in full force and effect unchanged in any manner by this Extension of On-Airport Car Rental Concession Lease except for those changes expressly set forth herein.
2. The term of the Lease shall be extended six months and, as extended, shall expire on June 30, 2020.
3. From January 1, 2020 through June 30, 2020 Concessionaire's space, stall and kiosk assignments shall remain as they are on December 31, 2019.
4. From January 1, 2020 through June 30, 2020, there shall be no minimum rent guarantee applicable to Concessionaire's operations at the Dane County Regional Airport.
5. Concessionaire shall pay to County, at the time and in the manner set forth in the Lease, the Percentage Fee, as defined in the Lease, and monthly rent for the period from January 1, 2020 through June 30, 2020 in the amounts set forth below.

Exclusive space	457	sq ft	\$	45.84	\$	1,745.74
Surface stalls	78	surface stalls	\$	66.24	\$	5,166.72
Ramp stalls	31	ramp stalls	\$	88.32	\$	2,737.92
Kiosk					\$	276.02
Due on 1st of each month					\$	9,926.40

6. The parties may evidence their agreement to this Extension of On-Airport Car Rental Concession Lease upon one or several counterparts of this document, which together shall constitute a single instrument. A photocopy, facsimile, or electronic copy of this Extension of On-Airport Car Rental Concession Lease shall have the same effect for all purposes as an original.

SIGNATURE PAGE FOLLOWS

IN WITNESS WHEREOF the parties, intending to be bound hereby, have executed this Extension of On-Airport Car Rental Concession Lease on the dates set forth below.

**FOR DANE COUNTY:**

Date Signed: \_\_\_\_\_

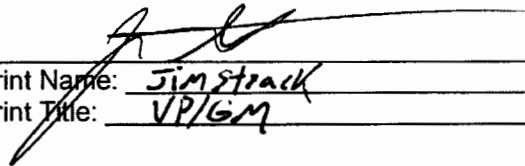
\_\_\_\_\_  
Joe Parisi  
Dane County Executive

Date Signed: \_\_\_\_\_

\_\_\_\_\_  
Scott McDonell  
Dane County Clerk

**FOR ENTERPRISE RENT-A-CAR COMPANY OF WISCONSIN, LLC:**

Date Signed: 12/31/19

  
\_\_\_\_\_  
Print Name: JIM STRACK  
Print Title: VP/GM

# Dane County Contract Cover Sheet

<b>Dept./Division</b>	Airport/Administration
<b>Vendor Name</b>	Vehicle Rental Services, LLC (Budget)
<b>Vendor MUNIS #</b>	599
<b>Brief Contract Title/Description</b>	To continue beyond the expiration of the present lease, DCRA 2015-05, under which it operates at the Airport for an additional six months.
<b>Contract Term</b>	01/01/2020 to 6/30/2020
<b>Total Contract Amount</b>	\$ 33,495.12 + percentage fee

<b>Contract #</b> <small>Admin will assign</small>	12319A
<b>Addendum</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<b>Type of Contract</b>	
<input type="checkbox"/>	Dane County Contract
<input type="checkbox"/>	Grant
<input type="checkbox"/>	County Lessee
<input checked="" type="checkbox"/>	County Lessor
<input type="checkbox"/>	Intergovernmental
<input type="checkbox"/>	Purchase of Property
<input type="checkbox"/>	Property Sale
<input type="checkbox"/>	Other

<b>Purchasing Authority</b>	<input type="checkbox"/> <b>\$11,000 or under – Best Judgment</b> (1 quote required)
	<input type="checkbox"/> <b>Between \$11,000 – \$37,000 (\$0 – \$25,000 Public Works)</b> (3 quotes required)
	<input type="checkbox"/> <b>Over \$37,000 (\$25,000 Public Works)</b> (Formal RFB/RFP required) <b>RFB/RFP #</b> _____
	<input type="checkbox"/> <b>Bid Waiver – \$37,000 or under</b> (\$25,000 or under Public Works)
	<input type="checkbox"/> <b>Bid Waiver – Over \$37,000</b> (N/A to Public Works)
	<input checked="" type="checkbox"/> <b>N/A – Grants, Leases, Intergovernmental, Property Purchase/Sale, Other</b>

MUNIS Req.	Org Code	Obj Code	Amount	\$
Req #	Org Code	Obj Code	Amount	\$
Year	Org Code	Obj Code	Amount	\$

<b>Resolution</b>	<b>A resolution is required if the contract exceeds \$100,000 (\$40,000 Public Works). A copy of the Resolution must be attached to the contract cover sheet.</b>			
	<input type="checkbox"/> Contract does not exceed \$100,000 (\$40,000 Public Works) – a resolution is not required.			
	<input type="checkbox"/> Contract exceeds \$100,000 (\$40,000 Public Works) – resolution required.			<b>Res #</b> 545
	<input checked="" type="checkbox"/> A copy of the Resolution is attached to the contract cover sheet.			<b>Year</b> 2019

Contract Review/Approvals				
Initials	Dept.	Date In	Date Out	Comments
MG	Received by DOA	3/11/20		
AK	Controller		3/12/20	
Co	Purchasing	3/12/2020	3/12/2020	
JD	Corporation Counsel	3/16/2020	3/16/2020	
AS	Risk Management	3/17/2020	3/17/2020	
	County Executive			

Dane County Dept. Contact Info		Vendor Contact Info	
<b>Name</b>	Rodney Knight	<b>Name</b>	Bill Wallschlaeger
<b>Phone #</b>	(608) 246-3388	<b>Phone #</b>	(920) 730-7599
<b>Email</b>	knight@msnairport.com	<b>Email</b>	bill.wallschlaeger@midwesternwheels.com
<b>Address</b>	4000 International Lane Madison, WI 53704	<b>Address</b>	PO Box 1935 Appleton, WI 54912-1935

Certification: The attached contract is a:	
<input type="checkbox"/>	Dane County Contract <u>without</u> any modifications.
<input checked="" type="checkbox"/>	Dane County Contract <u>with</u> modifications. <b>The modifications have been reviewed by: Airport Legal Counsel, Rodney Knight</b>
<input type="checkbox"/>	Non-standard contract.

## Contract Cover Sheet Signature

Department Approval of Contract		
<b>Dept. Head / Authorized Designee</b>	<b>Signature</b>	<b>Date</b>
	<i>Kimberly Jones</i>	3/3/2020
	<b>Printed Name</b>	
	Kimberly Jones, Airport Director	

## Contracts Exceeding \$100,000 Major Contracts Review – DCO Sect. 25.11(3)

<b>Director of Administration</b>	<b>Signature</b>	<b>Date</b>
	<b>Comments</b>	
<b>Corporation Counsel</b>	<b>Signature</b>	<b>Date</b>
	<b>Comments</b>	

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**2019 RES-545**

**AUTHORIZING EXECUTION OF LEASE EXTENSIONS FOR RENTAL CAR  
CONCESSIONAIRES OPERATING AT THE DANE COUNTY REGIONAL AIRPORT**

Lease Nos. DCRA 2015-01, 2015-02, 2015-03, 2015-04, and 2015-05

In response to the Dane County Regional Airport's publication of a notice soliciting letters of interest in the operation of rental car concessions at the Airport during the next five-year lease cycle, letters of interest were received only from the five rental car firms presently operating at the Airport: Enterprise Rent-A-Car Company of Wisconsin, The Hertz Corporation, Midwest Car Corporation, Midwestern Wheels, Inc., and Vehicle Rental Services, LLC. The responding firms presently offer the rental car brands Avis, Budget, Enterprise, Hertz, and National/Alamo. The negotiation of successor leases with the five interested rental car concessionaires will continue beyond the expiration of the present leases under which they operate at the Airport. Therefore, each concessionaire has signed an Extension of On-Airport Car Rental Concession Lease extending its existing lease for an additional six months, through June 30, 2020, and establishing rent due for the extended term. All other terms of the existing car rental concession leases will remain unchanged and effective during the extended term.

NOW, THEREFORE, BE IT RESOLVED that the Dane County Executive and the Dane County Clerk are authorized to execute on behalf of Dane County an Extension of On-Airport Car Rental Concession Lease with each of the five car rental firms identified above.



**EXTENSION OF ON-AIRPORT CAR RENTAL CONCESSION LEASE**

**Lease No. DCRA 2015-05**  
Vehicle Rental Services, LLC  
Budget

THIS EXTENSION of On-Airport Car Rental Concession Lease is entered into by and between Dane County ("County") and Vehicle Rental Services, LLC ("Concessionaire") and shall be effective upon full execution by both parties.

WITNESSETH:

WHEREAS COUNTY AND CONCESSIONAIRE are parties to Dane County Lease No. DCRA 2015-05 (the "Lease") which presently expires December 31, 2019; and

WHEREAS COUNTY AND CONCESSIONAIRE desire to extend the term of the Lease for six additional months so that the parties can complete negotiations and approvals of a successor on-airport car rental concession lease.

NOW, THEREFORE, the parties agree as follows:

1. The Lease shall remain in full force and effect unchanged in any manner by this Extension of On-Airport Car Rental Concession Lease except for those changes expressly set forth herein.
2. The term of the Lease shall be extended six months and, as extended, shall expire on June 30, 2020.
3. From January 1, 2020 through June 30, 2020 Concessionaire's space, stall and kiosk assignments shall remain as they are on December 31, 2019.
4. From January 1, 2020 through June 30, 2020, there shall be no minimum rent guarantee applicable to Concessionaire's operations at the Dane County Regional Airport.
5. Concessionaire shall pay to County, at the time and in the manner set forth in the Lease, the Percentage Fee, as defined in the Lease, and monthly rent for the period from January 1, 2020 through June 30, 2020 in the amounts set forth below.

Exclusive space	499	sq ft	\$	45.84	\$	1,906.18
Surface stalls	22	surface stalls	\$	66.24	\$	1,457.28
Ramp stalls	22	ramp stalls	\$	88.32	\$	1,943.04
Kiosk					\$	276.02
Due on 1st of each month					\$	5,582.52

6. The parties may evidence their agreement to this Extension of On-Airport Car Rental Concession Lease upon one or several counterparts of this document, which together shall constitute a single instrument. A photocopy, facsimile, or electronic copy of this Extension of On-Airport Car Rental Concession Lease shall have the same effect for all purposes as an original.

SIGNATURE PAGE FOLLOWS

IN WITNESS WHEREOF the parties, intending to be bound hereby, have executed this Extension of On-Airport Car Rental Concession Lease on the dates set forth below.

**FOR DANE COUNTY:**

Date Signed: \_\_\_\_\_

\_\_\_\_\_  
Joe Parisi  
Dane County Executive

Date Signed: \_\_\_\_\_

\_\_\_\_\_  
Scott McDonell  
Dane County Clerk

**FOR VEHICLE RENTAL SERVICES, LLC:**

Date Signed: 2-17-2020

*WJ Wallschlaeger*  
\_\_\_\_\_  
Print Name: William J. Wallschlaeger  
Print Title: Manager

## Dane County Contract Cover Sheet

<b>Dept./Division</b>	Airport/Administration
<b>Vendor Name</b>	Midwestern Wheels, Inc (Avis)
<b>Vendor MUNIS #</b>	599
<b>Brief Contract Title/Description</b>	To continue beyond the expiration of the present lease, DCRA 2015-04, under which it operates at the Airport for an additional six months.
<b>Contract Term</b>	01/01/2020 to 6/30/2020
<b>Total Contract Amount</b>	\$ 54,327.96 + percentage fee

<b>Contract #</b> <small>Admin will assign</small>	12320A
<b>Addendum</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<b>Type of Contract</b>	
<input type="checkbox"/>	Dane County Contract
<input type="checkbox"/>	Grant
<input type="checkbox"/>	County Lessee
<input checked="" type="checkbox"/>	County Lessor
<input type="checkbox"/>	Intergovernmental
<input type="checkbox"/>	Purchase of Property
<input type="checkbox"/>	Property Sale
<input type="checkbox"/>	Other

<b>Purchasing Authority</b>	<input type="checkbox"/> \$11,000 or under – Best Judgment (1 quote required)
	<input type="checkbox"/> Between \$11,000 – \$37,000 (\$0 – \$25,000 Public Works) (3 quotes required)
	<input type="checkbox"/> Over \$37,000 (\$25,000 Public Works) (Formal RFB/RFP required) <b>RFB/RFP #</b>
	<input type="checkbox"/> Bid Waiver – \$37,000 or under (\$25,000 or under Public Works)
	<input type="checkbox"/> Bid Waiver – Over \$37,000 (N/A to Public Works)
	<input checked="" type="checkbox"/> N/A – Grants, Leases, Intergovernmental, Property Purchase/Sale, Other

MUNIS Req.	Org Code	Obj Code	Amount	\$
Req #	Org Code	Obj Code	Amount	\$
Year	Org Code	Obj Code	Amount	\$

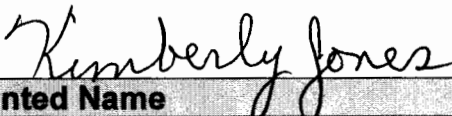
<b>Resolution</b>	<b>A resolution is required if the contract exceeds \$100,000 (\$40,000 Public Works). A copy of the Resolution must be attached to the contract cover sheet.</b>			
	<input type="checkbox"/> Contract does not exceed \$100,000 (\$40,000 Public Works) – a resolution is not required.			
	<input type="checkbox"/> Contract exceeds \$100,000 (\$40,000 Public Works) – resolution required.	<b>Res #</b>	545	
	<input checked="" type="checkbox"/> A copy of the Resolution is attached to the contract cover sheet.	<b>Year</b>	2019	

Contract Review/Approvals				
Initials	Dept.	Date In	Date Out	Comments
MR	Received by DOA	3/11/20		
CR	Controller		3/12/20	
Coey	Purchasing	3/12/2020	3/12/2020	
JA	Corporation Counsel	3/16/2020	3/16/2020	
RU	Risk Management	3/13/2020	3/13/2020	
	County Executive			

Dane County Dept. Contact Info		Vendor Contact Info	
<b>Name</b>	Rodney Knight	<b>Name</b>	Bill Wallschlaeger
<b>Phone #</b>	(608) 246-3388	<b>Phone #</b>	(920) 730-7599
<b>Email</b>	knight@msnairport.com	<b>Email</b>	bill.wallschlaeger@midwesternwheels.com
<b>Address</b>	4000 International Lane Madison, WI 53704	<b>Address</b>	PO Box 1935 Appleton, WI 54912-1935

Certification: The attached contract is a:	
<input type="checkbox"/>	Dane County Contract <u>without</u> any modifications.
<input checked="" type="checkbox"/>	Dane County Contract <u>with</u> modifications. <b>The modifications have been reviewed by:</b> Airport Legal Counsel, Rodney Knight
<input type="checkbox"/>	Non-standard contract.

## Contract Cover Sheet Signature

Department Approval of Contract		
	Signature	Date
Dept. Head / Authorized Designee		3/3/2020
	Printed Name	
	Kimberly Jones, Airport Director	

## Contracts Exceeding \$100,000 Major Contracts Review – DCO Sect. 25.11(3)

Director of Administration	Signature	Date
	Comments	
Corporation Counsel	Signature	Date
	Comments	

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**2019 RES-545**

**AUTHORIZING EXECUTION OF LEASE EXTENSIONS FOR RENTAL CAR  
CONCESSIONAIRES OPERATING AT THE DANE COUNTY REGIONAL AIRPORT**

Lease Nos. DCRA 2015-01, 2015-02, 2015-03, 2015-04, and 2015-05

In response to the Dane County Regional Airport's publication of a notice soliciting letters of interest in the operation of rental car concessions at the Airport during the next five-year lease cycle, letters of interest were received only from the five rental car firms presently operating at the Airport: Enterprise Rent-A-Car Company of Wisconsin, The Hertz Corporation, Midwest Car Corporation, Midwestern Wheels, Inc., and Vehicle Rental Services, LLC. The responding firms presently offer the rental car brands Avis, Budget, Enterprise, Hertz, and National/Alamo. The negotiation of successor leases with the five interested rental car concessionaires will continue beyond the expiration of the present leases under which they operate at the Airport. Therefore, each concessionaire has signed an Extension of On-Airport Car Rental Concession Lease extending its existing lease for an additional six months, through June 30, 2020, and establishing rent due for the extended term. All other terms of the existing car rental concession leases will remain unchanged and effective during the extended term.

NOW, THEREFORE, BE IT RESOLVED that the Dane County Executive and the Dane County Clerk are authorized to execute on behalf of Dane County an Extension of On-Airport Car Rental Concession Lease with each of the five car rental firms identified above.

**EXTENSION OF ON-AIRPORT CAR RENTAL CONCESSION LEASE**

**Lease No. DCRA 2015-04**

Midwestern Wheels, Inc.

Avis

THIS EXTENSION of On-Airport Car Rental Concession Lease is entered into by and between Dane County ("County") and Midwestern Wheels, Inc. ("Concessionaire") and shall be effective upon full execution by both parties.

WITNESSETH:

WHEREAS COUNTY AND CONCESSIONAIRE are parties to Dane County Lease No. DCRA 2015-04 (the "Lease") which presently expires December 31, 2019; and

WHEREAS COUNTY AND CONCESSIONAIRE desire to extend the term of the Lease for six additional months so that the parties can complete negotiations and approvals of a successor on-airport car rental concession lease.

NOW, THEREFORE, the parties agree as follows:

1. The Lease shall remain in full force and effect unchanged in any manner by this Extension of On-Airport Car Rental Concession Lease except for those changes expressly set forth herein.
2. The term of the Lease shall be extended six months and, as extended, shall expire on June 30, 2020.
3. From January 1, 2020 through June 30, 2020 Concessionaire's space, stall and kiosk assignments shall remain as they are on December 31, 2019.
4. From January 1, 2020 through June 30, 2020, there shall be no minimum rent guarantee applicable to Concessionaire's operations at the Dane County Regional Airport.
5. Concessionaire shall pay to County, at the time and in the manner set forth in the Lease, the Percentage Fee, as defined in the Lease, and monthly rent for the period from January 1, 2020 through June 30, 2020 in the amounts set forth below.

Exclusive space	460	sq ft	\$	45.84	\$	1,757.20
Surface stalls	66	surface stalls	\$	66.24	\$	4,371.84
Ramp stalls	30	ramp stalls	\$	88.32	\$	2,649.60
Kiosk					\$	276.02
Due on 1st of each month					\$	9,054.66

6. The parties may evidence their agreement to this Extension of On-Airport Car Rental Concession Lease upon one or several counterparts of this document, which together shall constitute a single instrument. A photocopy, facsimile, or electronic copy of this Extension of On-Airport Car Rental Concession Lease shall have the same effect for all purposes as an original.

SIGNATURE PAGE FOLLOWS

IN WITNESS WHEREOF the parties, intending to be bound hereby, have executed this Extension of On-Airport Car Rental Concession Lease on the dates set forth below.

**FOR DANE COUNTY:**

Date Signed: \_\_\_\_\_

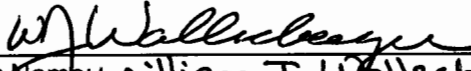
\_\_\_\_\_  
Joe Parisi  
Dane County Executive

Date Signed: \_\_\_\_\_

\_\_\_\_\_  
Scott McDonell  
Dane County Clerk

**FOR MIDWESTERN WHEELS. INC.:**

Date Signed: 2-17-2020

  
\_\_\_\_\_  
Print Name: William J. Walschbeger  
Print Title: President

## Dane County Contract Cover Sheet

<b>Dept./Division</b>	Airport/Administration	<b>Contract #</b> <small>Admin will assign</small>	12321A
<b>Vendor Name</b>	Midwest Car Corporation	<b>Addendum</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<b>Vendor MUNIS #</b>	9319	<b>Type of Contract</b>	
<b>Brief Contract Title/Description</b>	To continue beyond the expiration of the present lease, DCRA 2015-03, under which it operates at the Airport for an additional six months.	<input type="checkbox"/>	Dane County Contract
<b>Contract Term</b>	01/01/2020 to 6/30/2020	<input type="checkbox"/>	Grant
<b>Total Contract Amount</b>	\$ 47,841.00 + percentage fee	<input type="checkbox"/>	County Lessee
		<input checked="" type="checkbox"/>	County Lessor
		<input type="checkbox"/>	Intergovernmental
		<input type="checkbox"/>	Purchase of Property
		<input type="checkbox"/>	Property Sale
		<input type="checkbox"/>	Other

<b>Purchasing Authority</b>	<input type="checkbox"/> \$11,000 or under – Best Judgment (1 quote required)	
	<input type="checkbox"/> Between \$11,000 – \$37,000 (\$0 – \$25,000 Public Works) (3 quotes required)	
	<input type="checkbox"/> Over \$37,000 (\$25,000 Public Works) (Formal RFB/RFP required)	<b>RFB/RFP #</b>
	<input type="checkbox"/> Bid Waiver – \$37,000 or under (\$25,000 or under Public Works)	
	<input type="checkbox"/> Bid Waiver – Over \$37,000 (N/A to Public Works)	
	<input checked="" type="checkbox"/> N/A – Grants, Leases, Intergovernmental, Property Purchase/Sale, Other	

MUNIS Req.	Org Code	Obj Code	Amount	\$
Req #	Org Code	Obj Code	Amount	\$
Year	Org Code	Obj Code	Amount	\$

<b>Resolution</b>	<b>A resolution is required if the contract exceeds \$100,000 (\$40,000 Public Works). A copy of the Resolution must be attached to the contract cover sheet.</b>		
	<input type="checkbox"/> Contract does not exceed \$100,000 (\$40,000 Public Works) – a resolution is not required.		
	<input type="checkbox"/> Contract exceeds \$100,000 (\$40,000 Public Works) – resolution required.	<b>Res #</b>	545
	<input checked="" type="checkbox"/> A copy of the Resolution is attached to the contract cover sheet.	<b>Year</b>	2019

Contract Review/Approvals				
Initials	Dept.	Date In	Date Out	Comments
MG	Received by DOA	3/11/20		
OR	Controller		3/12/20	
COC	Purchasing	3/12/2020	3/12/2020	
	Corporation Counsel	3/10/2020	3/16/2020	
	Risk Management	3/13/2020	3/13/2020	
	County Executive			

Dane County Dept. Contact Info		Vendor Contact Info	
<b>Name</b>	Rodney Knight	<b>Name</b>	Tammy Rausch, Office Manager
<b>Phone #</b>	(608) 246-3388	<b>Phone #</b>	(920) 766-0123
<b>Email</b>	knight@msnairport.com	<b>Email</b>	tammy.rausch@nationalcar.com
<b>Address</b>	4000 International Lane Madison, WI 53704	<b>Address</b>	Kaukauna, WI 54130



Certification: The attached contract is a:	
<input type="checkbox"/>	Dane County Contract <u>without</u> any modifications.
<input checked="" type="checkbox"/>	Dane County Contract <u>with</u> modifications. <b>The modifications have been reviewed by:</b> Airport Legal Counsel, Rodney Knight
<input type="checkbox"/>	Non-standard contract.

## Contract Cover Sheet Signature

Department Approval of Contract		
Dept. Head / Authorized Designee	<b>Signature</b>	<b>Date</b>
	<i>Kimberly Jones</i>	3/3/2020
	<b>Printed Name</b>	
	Kimberly Jones, Airport Director	

## Contracts Exceeding \$100,000

Major Contracts Review – DCO Sect. 25.11(3)

Director of Administration	<b>Signature</b>	<b>Date</b>
	<b>Comments</b>	
Corporation Counsel	<b>Signature</b>	<b>Date</b>
	<b>Comments</b>	

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**2019 RES-545**

**AUTHORIZING EXECUTION OF LEASE EXTENSIONS FOR RENTAL CAR  
CONCESSIONAIRES OPERATING AT THE DANE COUNTY REGIONAL AIRPORT**

Lease Nos. DCRA 2015-01, 2015-02, 2015-03, 2015-04, and 2015-05

In response to the Dane County Regional Airport's publication of a notice soliciting letters of interest in the operation of rental car concessions at the Airport during the next five-year lease cycle, letters of interest were received only from the five rental car firms presently operating at the Airport: Enterprise Rent-A-Car Company of Wisconsin, The Hertz Corporation, Midwest Car Corporation, Midwestern Wheels, Inc., and Vehicle Rental Services, LLC. The responding firms presently offer the rental car brands Avis, Budget, Enterprise, Hertz, and National/Alamo. The negotiation of successor leases with the five interested rental car concessionaires will continue beyond the expiration of the present leases under which they operate at the Airport. Therefore, each concessionaire has signed an Extension of On-Airport Car Rental Concession Lease extending its existing lease for an additional six months, through June 30, 2020, and establishing rent due for the extended term. All other terms of the existing car rental concession leases will remain unchanged and effective during the extended term.

NOW, THEREFORE, BE IT RESOLVED that the Dane County Executive and the Dane County Clerk are authorized to execute on behalf of Dane County an Extension of On-Airport Car Rental Concession Lease with each of the five car rental firms identified above.

**EXTENSION OF ON-AIRPORT CAR RENTAL CONCESSION LEASE**  
**Lease No. DCRA 2015-03**  
**Midwest Car Corporation**  
**National/Alamo**

THIS EXTENSION of On-Airport Car Rental Concession Lease is entered into by and between Dane County ("County") and Midwest Car Corporation ("Concessionaire") and shall be effective upon full execution by both parties.

**WITNESSETH:**

WHEREAS COUNTY AND CONCESSIONAIRE are parties to Dane County Lease No. DCRA 2015-03 (the "Lease") which presently expires December 31, 2019; and

WHEREAS COUNTY AND CONCESSIONAIRE desire to extend the term of the Lease for six additional months so that the parties can complete negotiations and approvals of a successor on-airport car rental concession lease.

NOW, THEREFORE, the parties agree as follows:

1. The Lease shall remain in full force and effect unchanged in any manner by this Extension of On-Airport Car Rental Concession Lease except for those changes expressly set forth herein.
2. The term of the Lease shall be extended six months and, as extended, shall expire on June 30, 2020.
3. From January 1, 2020 through June 30, 2020 Concessionaire's space, stall and kiosk assignments shall remain as they are on December 31, 2019.
4. From January 1, 2020 through June 30, 2020, there shall be no minimum rent guarantee applicable to Concessionaire's operations at the Dane County Regional Airport.
5. Concessionaire shall pay to County, at the time and in the manner set forth in the Lease, the Percentage Fee, as defined in the Lease, and monthly rent for the period from January 1, 2020 through June 30, 2020 in the amounts set forth below.

Exclusive space	518	sq ft	\$ 45.84	\$ 1,978.76
Surface stalls	49	surface stalls	\$ 66.24	\$ 3,245.76
Ramp stalls	28	ramp stalls	\$ 88.32	\$ 2,472.96
Kiosk				<u>\$ 276.02</u>
Due on 1st of each month				\$ 7,973.50

6. The parties may evidence their agreement to this Extension of On-Airport Car Rental Concession Lease upon one or several counterparts of this document, which together shall constitute a single instrument. A photocopy, facsimile, or electronic copy of this Extension of On-Airport Car Rental Concession Lease shall have the same effect for all purposes as an original.

**SIGNATURE PAGE FOLLOWS**

IN WITNESS WHEREOF the parties, intending to be bound hereby, have executed this Extension of On-Airport Car Rental Concession Lease on the dates set forth below.

**FOR DANE COUNTY:**

Date Signed: \_\_\_\_\_


\_\_\_\_\_  
Joe Parisi  
Dane County Executive

Date Signed: \_\_\_\_\_

\_\_\_\_\_  
Scott McDonell  
Dane County Clerk

**FOR MIDWEST CAR CORPORATION:**

Date Signed: 1-24-20

  
\_\_\_\_\_  
Print Name: JAMES MAYER  
Print Title: VICE PRESIDENT

## Dane County Contract Cover Sheet

<b>Dept./Division</b>	Airport/Administration	<b>Contract #</b> <small>Admin will assign</small>	12318A
<b>Vendor Name</b>	The Hertz Corporation	<b>Addendum</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<b>Vendor MUNIS #</b>	10074	<b>Type of Contract</b>	
<b>Brief Contract Title/Description</b>	To continue beyond the expiration of the present lease, DCRA 2015-02, under which it operates at the Airport for an additional six months.	<input type="checkbox"/>	Dane County Contract
<b>Contract Term</b>	01/01/2020 to 6/30/2020	<input type="checkbox"/>	Grant
<b>Total Contract Amount</b>	\$ 66,487.68 + percentage fee	<input type="checkbox"/>	County Lessee
		<input checked="" type="checkbox"/>	County Lessor
		<input type="checkbox"/>	Intergovernmental
		<input type="checkbox"/>	Purchase of Property
		<input type="checkbox"/>	Property Sale
		<input type="checkbox"/>	Other

<b>Purchasing Authority</b>	<input type="checkbox"/> \$11,000 or under – Best Judgment (1 quote required)	
	<input type="checkbox"/> Between \$11,000 – \$37,000 (\$0 – \$25,000 Public Works) (3 quotes required)	
	<input type="checkbox"/> Over \$37,000 (\$25,000 Public Works) (Formal RFB/RFP required)	RFB/RFP #
	<input type="checkbox"/> Bid Waiver – \$37,000 or under (\$25,000 or under Public Works)	
	<input type="checkbox"/> Bid Waiver – Over \$37,000 (N/A to Public Works)	
	<input checked="" type="checkbox"/> N/A – Grants, Leases, Intergovernmental, Property Purchase/Sale, Other	

MUNIS Req.	Org Code	Obj Code	Amount	\$
Req #	Org Code	Obj Code	Amount	\$
Year	Org Code	Obj Code	Amount	\$

<b>Resolution</b>	<b>A resolution is required if the contract exceeds \$100,000 (\$40,000 Public Works). A copy of the Resolution must be attached to the contract cover sheet.</b>		
	<input type="checkbox"/> Contract does not exceed \$100,000 (\$40,000 Public Works) – a resolution is not required.		
	<input type="checkbox"/> Contract exceeds \$100,000 (\$40,000 Public Works) – resolution required.	<b>Res #</b>	545
	<input checked="" type="checkbox"/> A copy of the Resolution is attached to the contract cover sheet.	<b>Year</b>	2019

Contract Review/Approvals				
Initials	Dept.	Date In	Date Out	Comments
MTG	Received by DOA	3/11/20		
CR	Controller		3/22/20	
CAG	Purchasing	3/12/2020	3/12/2020	
JG	Corporation Counsel	3/10/2020	3/10/2020	
RA	Risk Management	3/13/2020	3/13/2020	
	County Executive			

Dane County Dept. Contact Info		Vendor Contact Info	
<b>Name</b>	Rodney Knight	<b>Name</b>	Joshua Blum
<b>Phone #</b>	(608) 246-3388	<b>Phone #</b>	847-323-4533
<b>Email</b>	knight@msnairport.com	<b>Email</b>	jblum@hertz.com
<b>Address</b>	4000 International Lane Madison, WI 53704	<b>Address</b>	2170 Mannheim Road Des Plaines, IL 60018

Certification: The attached contract is a:	
<input type="checkbox"/>	Dane County Contract <u>without</u> any modifications.
<input checked="" type="checkbox"/>	Dane County Contract <u>with</u> modifications. <b>The modifications have been reviewed by: Airport Legal Counsel, Rodney Knight</b>
<input type="checkbox"/>	Non-standard contract.

## Contract Cover Sheet Signature

Department Approval of Contract		
<b>Dept. Head / Authorized Designee</b>	<b>Signature</b>	<b>Date</b>
	<i>Kimberly Jones</i>	3/31/2020
	<b>Printed Name</b>	
	Kimberly Jones, Airport Director	

## Contracts Exceeding \$100,000 Major Contracts Review – DCO Sect. 25.11(3)

<b>Director of Administration</b>	<b>Signature</b>	<b>Date</b>
	<b>Comments</b>	
<b>Corporation Counsel</b>	<b>Signature</b>	<b>Date</b>
	<b>Comments</b>	

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**2019 RES-545**

**AUTHORIZING EXECUTION OF LEASE EXTENSIONS FOR RENTAL CAR  
CONCESSIONAIRES OPERATING AT THE DANE COUNTY REGIONAL AIRPORT**

Lease Nos. DCRA 2015-01, 2015-02, 2015-03, 2015-04, and 2015-05

In response to the Dane County Regional Airport's publication of a notice soliciting letters of interest in the operation of rental car concessions at the Airport during the next five-year lease cycle, letters of interest were received only from the five rental car firms presently operating at the Airport: Enterprise Rent-A-Car Company of Wisconsin, The Hertz Corporation, Midwest Car Corporation, Midwestern Wheels, Inc., and Vehicle Rental Services, LLC. The responding firms presently offer the rental car brands Avis, Budget, Enterprise, Hertz, and National/Alamo. The negotiation of successor leases with the five interested rental car concessionaires will continue beyond the expiration of the present leases under which they operate at the Airport. Therefore, each concessionaire has signed an Extension of On-Airport Car Rental Concession Lease extending its existing lease for an additional six months, through June 30, 2020, and establishing rent due for the extended term. All other terms of the existing car rental concession leases will remain unchanged and effective during the extended term.

NOW, THEREFORE, BE IT RESOLVED that the Dane County Executive and the Dane County Clerk are authorized to execute on behalf of Dane County an Extension of On-Airport Car Rental Concession Lease with each of the five car rental firms identified above.

**EXTENSION OF ON-AIRPORT CAR RENTAL CONCESSION LEASE**  
**Lease No. DCRA 2015-02**  
The Hertz Corporation

THIS EXTENSION of On-Airport Car Rental Concession Lease is entered into by and between Dane County ("County") and The Hertz Corporation ("Concessionaire") and shall be effective upon full execution by both parties.

WITNESSETH:

WHEREAS COUNTY AND CONCESSIONAIRE are parties to Dane County Lease No. DCRA 2015-02 (the "Lease") which presently expires December 31, 2019; and

WHEREAS COUNTY AND CONCESSIONAIRE desire to extend the term of the Lease for six additional months so that the parties can complete negotiations and approvals of a successor on-airport car rental concession lease.

NOW, THEREFORE, the parties agree as follows:

1. The Lease shall remain in full force and effect unchanged in any manner by this Extension of On-Airport Car Rental Concession Lease except for those changes expressly set forth herein.
2. The term of the Lease shall be extended six months and, as extended, shall expire on June 30, 2020.
3. From January 1, 2020 through June 30, 2020 Concessionaire's space, stall and kiosk assignments shall remain as they are on December 31, 2019.
4. From January 1, 2020 through June 30, 2020, there shall be no minimum rent guarantee applicable to Concessionaire's operations at the Dane County Regional Airport.
5. Concessionaire shall pay to County, at the time and in the manner set forth in the Lease, the Percentage Fee, as defined in the Lease, and monthly rent for the period from January 1, 2020 through June 30, 2020 in the amounts set forth below.

Exclusive space	505	sq ft	\$ 45.84	\$ 1,929.10
Surface stalls	90	surface stalls	\$ 66.24	\$ 5,961.60
Ramp stalls	33	ramp stalls	\$ 88.32	\$ 2,914.56
Kiosk				<u>\$ 276.02</u>
Due on 1st of each month				\$ 11,081.28

6. The parties may evidence their agreement to this Extension of On-Airport Car Rental Concession Lease upon one or several counterparts of this document, which together shall constitute a single instrument. A photocopy, facsimile, or electronic copy of this Extension of On-Airport Car Rental Concession Lease shall have the same effect for all purposes as an original.

SIGNATURE PAGE FOLLOWS



IN WITNESS WHEREOF the parties, intending to be bound hereby, have executed this Extension of On-Airport Car Rental Concession Lease on the dates set forth below.

**FOR DANE COUNTY:**

Date Signed: \_\_\_\_\_

\_\_\_\_\_  
Joe Parisi  
Dane County Executive

Date Signed: \_\_\_\_\_

\_\_\_\_\_  
Scott McDonell  
Dane County Clerk

**FOR THE HERTZ CORPORATION:**

Date Signed: Feb. 6, 2020



\_\_\_\_\_  
Print Name: Stephen A. Blum

\_\_\_\_\_  
Print Title: Senior Vice President, Real Estate and Facilities