

**DANE COUNTY  
POLICY AND FISCAL NOTE**

<input checked="" type="checkbox"/> Original	<input type="checkbox"/> Update	Substitute No. _____
Sponsor: Supervisor Rusk		Resolution No. 2014 RES-570
Vote Required:		Ordinance Amendment No. _____
Majority <input checked="" type="checkbox"/>	Two-Thirds <input type="checkbox"/>	

Title of Resolution or Ord. Amd.:

AUTHORIZING EXECUTION OF LEASES FOR RENTAL CAR CONCESSIONS AT THE DANE COUNTY REGIONAL AIRPORT

**Policy Analysis Statement:**

Brief Description of Proposal -

The Dane County Regional Airport has negotiated new concession leases with five firms for the provision of rental car services at the Airport under terms substantively similar to current agreements. This resolution authorizes execution of the new leases.

Current Policy or Practice -

The Dane County Regional Airport has rental car concession leases with five firms for the provision of rental car services at the Airport. These agreements expire March 31, 2015.

Impact of Adopting Proposal -

The same five rental car companies will continue to provide rental car services to customers at the Dane County Regional Airport and the County will continue to collect concession fees under the new leases.

**Fiscal Estimate:**

Fiscal Effect (check all that apply) -

- No Fiscal Effect
- Results in Revenue Increase
- Results in Expenditure Increase
- Results in Revenue Decrease
- Results in Expenditure Decrease

Budget Effect (check all that apply) -

- No Budget Effect
  - Increases Rev. Budget
  - Increases Exp. Budget
  - Decreases Rev. Budget
  - Decreases Exp. Budget
  - Increases Position Authority
  - Decreases Position Authority
- Note: if any budget effect, 2/3 vote is required

**Narrative/Assumptions about long range fiscal effect:**

The lease term is for four years and nine months, ending December 31, 2019. The concession revenue collected by the County will vary with the sales volume of the rental car companies. The County will receive the greater of 10% of gross receipts generated at the airport or a minimal annual guarantee set at 80% of the fees and charges paid for the previous year. Additional amounts will be collected as rental fees for terminal counter/office space, and parking spaces.

**Expenditure/Revenue Changes:**

Expenditures -	Current Year		Annualized		Revenues -	Current Year		Annualized	
	Increase	Decrease	Increase	Decrease		Increase	Decrease	Increase	Decrease
Personal Services					County Taxes				
Operating Expenses					Federal				
Contractual Services					State				
Capital					Other	\$1,875,000		\$2,500,000	
Total	\$0	\$0	\$0	\$0	Total	\$1,875,000	\$0	\$2,500,000	\$0

**Personnel Impact/FTE Changes:**

None

**Prepared By:**

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