

AWARD OF CONTRACTS FOR NON-EXCLUSIVE RENTAL CAR CONCESSION AGREEMENTS AT THE DANE COUNTY REGIONAL AIRPORT

Dane County issued 2026-RFP-040-PR for rental car concession operations at Dane County Regional Airport ("Airport"). The Airport has selected the following operators and brands for four non-exclusive rental car concession agreements: (1) Enterprise Rent-A-Car Company of Wisconsin, LLC d/b/a Alamo Rent-A-Car and National Car Rental; (2) Enterprise Rent-A-Car Company of Wisconsin, LLC d/b/a Enterprise Rent-A-Car; (3) Midwestern Wheels, Inc. d/b/a Avis Rent A Car and Budget Rent A Car; and (4) The Hertz Corporation d/b/a Hertz. Each agreement has a term of three years, beginning October 1, 2026 and ending September 30, 2029. Each operator will pay a privilege fee of the greater of 10% of gross revenues or the minimum annual guarantee offered in each operator's proposal. The agreements also provide for the payment of rent for terminal counters, office space, covered and surface parking stalls, and parking lot kiosks.

NOW, THEREFORE, BE IT RESOLVED that the Dane County Executive and the Dane County Clerk are authorized to execute on behalf of Dane County four non-exclusive rental car concession agreements with Enterprise Rent-A-Car Company of Wisconsin, LLC, Midwestern Wheels, Inc., and The Hertz Corporation, as set forth above.