



ADDENDUM NO. 2

Non-Exclusive Rental Car Concessions

Bellingham International Airport

Bellingham, Washington

September 26, 2022

This addendum to the Request for Proposals (RFP) includes the following information:

1. **Section 2.03, #5**, “The minimum annual acceptable MAG guarantee for a single brand under one Proposal is Ninety-Five Thousand Dollars (\$90,000) per year” **corrected to** “The minimum annual acceptable MAG guarantee for a single brand under one Proposal is **Ninety Thousand Dollars** (\$90,000) per year”.
2. **Section 2.03, #5, Changed to: Multiple Branding.** **Multiple Branding** will be permitted under this RFP at the Bellingham International Airport. Proposers owning more than one brand may submit multiple Proposals, one for each brand, or combine no more than **three (3) brands** in one Proposal. Submittal of more than one proposal by a proposer for the same brand will result in rejection of all bids from that proposer.
 - a. **2.03, #5:** The minimum annual acceptable MAG guarantee for dual-brands under one Proposal is One Hundred and Eighty Thousand Dollars (\$180,000) per year **Changed to** “The minimum annual acceptable MAG guarantee for **multiple-brands** under one Proposal is One Hundred and Eighty Thousand Dollars (\$180,000) per year.
3. Received Response: We cannot guarantee the fleet size available at any given time because fleet fluctuates depending on Demand. Obviously, our intent is always to have the fleet we need to cover the reservations made but sometimes that’s not possible. There are times of high demand when all fleet is “out on rent” and there may be delays in the return of vehicles. No Airport has requested that we have a specific number of units at all times, however, we can agree that we will have a fleet sufficient to meet current demand.
Port’s Response: The requirement of 40 vehicles on hand included in the RFP is a requirement as this RFP is for a term of 5-year and the Port’s requirement is considerably lower than other airports.
4. It was requested that “counters” for successful incumbents be grandfathered to avoid any disruption in the business.
Port’s Response: Successful selected proposers that proposed the highest cumulative MAG will have 1st preference of counter space, the 2nd highest cumulative MAG will have 2nd preference, and so forth.
5. It was requested to eliminate MAG and just continue paying the 10% fee as has been done.
Port’s Response: The proposed MAG will remain a requirement in the RFP submittal.
6. It was requested that Space is already allocated by “market share” for successful incumbents and if we should have a new entrant the Airport could allocate space at a certain percentage of the smallest Operator.
Port’s Response: The market share for each successful and selected proposer will be appropriately evaluated by the Port in determining the number of parking stalls allocated to the selectees.
7. It was requested “if a MAG is required, there must be a strong ABATEMENT provision that protects the Industry in case of another unexpected “pandemic,” especially in the economic arena.”
Port’s Response: The COVID-19 Pandemic was unprecedented; however, the FAA on behalf of the Department of Transportation provided RAC concessionaires financial relief that operate at commercial service airports. In the event of another Pandemic, airports and all of its concessionaires would rely on similar relief. There will **not** be an abatement clause included in the RFP nor in its sample lease.

End of Addendum No. 2