



# Ocala

110 SE Watula Avenue  
Ocala, FL 34471

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## Item Details

**File Number: 2023-0936**

<b>ID #:</b> 2023-0936	<b>Type:</b> Agenda Item	<b>Status:</b> Passed
<b>Version:</b> 1	<b>Placement:</b> 8	<b>In Control:</b> City Council
<b>Presented By:</b> :		<b>File Created:</b> 04/05/2023
		<b>Final Action:</b> 04/18/2023

**Formal Title:** Approve lease amendment #1 with Avis Rental Car for three-year lease renewal at the Ocala International Airport for annual rent and fees of approximately \$255,736

### Internal Notes:

**Target Meeting:** 04/18/2023

### Sponsors:

**Enactment Date:**

**Attachments:** FOR COUNCIL - First Amendment to Rental Car Agreement, Avis (AIR 190696), RAC Concession, Original Agreement - Airport Concession Lease Agreement - Avis

**Enactment Number:**

### Recommendation:

**Hearing Date:**

**Entered by:** mgrow@ocalafl.org

**Effective Date:**

### History of Legislative File

Version:	Acting Body:	Date:	Action:	Sent To:	Due Date:	Return Date:	Result:
1	City Council	04/18/2023	Approved				Pass
	<b>Action Text:</b>						
	<b>Notes:</b>	Council Member Musleh asked how the contract value has increased over the years. Airport Director Matthew Grow responded the concession fee was increased to 10%, and the Avis business has grown significantly.					
		There being no further discussion the motion carried by roll call vote.					

Aye: 5 Council President Mansfield, Council Member Bethea Sr, Pro Tem Dreyer, Council Member Musleh, and Council Member Hilty Sr

**Text of Legislative File 2023-0936**

Submitted By: Matthew Grow  
Presentation By: Matthew Grow  
Department: Aviation

**STAFF RECOMMENDATION (Motion Ready):**

Approve lease amendment #1 with Avis Rental Car for three-year lease renewal at the Ocala International Airport for annual rent and fees of approximately \$255,736

**OCALA’S RELEVANT STRATEGIC GOALS:**

Economic Hub, Fiscally Sustainable

**PROOF OF PUBLICATION:**

NA

**BACKGROUND:**

Avis Budget Rental Car, LLC ("Avis/Budget") has been a long-time tenant on the airport, renting cars from the original terminal building since 2003. Budget trucks were added around 2014. A lease agreement was approved in 2019 for their occupancy in the General Aviation Terminal. That lease included 365 square feet of office, associated parking lot, and car wash facility.

The renewal term is for three years.

**FINDINGS AND CONCLUSIONS:**

Avis is a tenant of the airport since 2003 and is in good standing. The lease also accommodates Avis’s other brand, Budget, and their rental truck business. The proposed lease is a gross lease, with utilities, janitorial and maintenance included in the rent.

**FISCAL IMPACT:**

In CY 2022, a 10% fee on the qualified sales provided revenue to the airport of \$244,786 in account #451-344-000-000-02-31601. Avis/Budget continues to pay \$10,950 in office rent for 365 sq.ft. in account #451-362-000-000-02-36119.

**PROCUREMENT REVIEW:**

These services were procured and amendment reviewed in compliance with the City’s Procurement Policy.

**LEGAL REVIEW:**

This Agreement has been reviewed and approved for form and legality by City Attorney, William E. Sexton.

**ALTERNATIVE:**

- Approve with Changes

- Table
- Deny

