

HILLSBOROUGH COUNTY AVIATION AUTHORITY

Addendum #2

Request to Pre-qualify for On-Airport Car Rental Concession
Tampa International Airport

A copy of this signed Addendum #2 **must** be included with all submissions.

A. Material Changes

This addendum includes the following material changes to the Request to Pre-qualify document: The changes are noted by double strike through (~~strike through~~) for deletions and double underline (underline) for additions.

1. The Request to Pre-qualify, ARTICLE 2, GENERAL INSTRUCTIONS, Section 2.1, Concession, Paragraph "a", is hereby amended as follows:

- a. The successful qualified Companies will enter into a non-exclusive Agreement, for the bid package awarded by the Authority. The successful qualified Company will pay the Authority a concession fee which is the greater of the minimum annual privilege fee ("MAPF") or 9.5% of gross receipts ("Percentage Fee"), plus space rental fees for the portions of the premises as set forth above, and any other applicable fees and charges as further described in Section 2.2, Rent, Fees and Charges. A qualified Company must submit its bid in the form of a MAPF for the first year of the five year Agreement term. The Authority will not consider MAPF bids of less than the following:

BID PACKAGES	MINIMUM ANNUAL PRIVILEGE FEE
Tier A	\$6,100,000
Tier B	\$3,600,000

For each subsequent year of the Agreement, the MAPF will be adjusted by the Authority to an amount equal to ~~the greater of: (i) 80% of the concession fee paid of the prior year, or (ii) the Percentage Fee paid to the Authority for the prior year.~~ However, the MAPF will never be lower than the first year MAPF.

B. Clarification questions/answers

The following information is provided as clarification to submitted questions.

1. QUESTION: Will the tier packages be limited to two choices in each tier? Will the sizes of each choice change?

ANSWER: Once the qualified Companies are identified, the tier packages will be examined to determine the market share divisions. Upon

receipt of the Companies' bids, the space will be allocated in the designated tiers based upon the highest bid received in each tier. Allocations will match the individual Company's market share as closely as reasonably possible with due consideration for facility constraints.

2. QUESTION: What happens if two identical bid submissions (the same bid amount) are received?

ANSWER: The Companies' names will be placed into a basket and drawn to determine which chooses space first.

3. QUESTION: Hertz/Advantage has the following question regarding the Request to Pre-qualify:

Section 2.4 requires a company to indicate in its response the brand(s) it will be operating at the Tampa Airport. At the mandatory pre-bid meeting, we acknowledged our desire to perhaps bring in Advantage with the Hertz brand. However, in reviewing the available facilities, we do not believe that the space available is going to be sufficient to operate Hertz alone.

Therefore, allocating space to Advantage would likely put an unacceptable operational burden on Hertz. However, we ask the Airport to consider a modified use of the allocated space as such. Our proposal is to dual-brand Hertz and Advantage, but only allocate counter space to Advantage. Customers for Advantage would then be directed to a bus that would take them to an off-airport facility.

ANSWER: The intent of this process is to continue on-airport rental car operations in the same manner that they have been conducted in the past. Specifically, a customer rents a vehicle and walks across the street into the Long Term Garage or into the Red Side Garage and picks up their car. The packages offered require that on-airport rental car operations will be conducted within the facilities described in each package. The Authority will not permit allocation of portions of the facilities for bus operations. If Hertz wishes to propose the dual-brands of Hertz and Advantage, the operation of both brands must be carried out within the facilities outlined in the package for which Hertz/Advantage successfully bids.

4. **QUESTION:** Can individual brands owned by the same company submit an individual response to the Request to Qualify and the Invitation to Bid?

ANSWER: No. Individual brands owned by the same company should not submit individual responses to the Request to Pre-qualify or the Invitation to Bid. Individual brands owned by the same company must be included in the family of brands' response and bid.

REMINDER: The deadline for submissions for this RFP is October 29, 2009, no later than 2:00 p.m., EDT.

I _____ acknowledge receipt of this Addendum #2.

Proposer's signature

Date