

Airport Minimum Operating Standards

Section 7-12. Airport Rental Car Concession Services.

Background: Operators providing rental car services from one of the Fixed Based Operators to customers at the airport must report and pay monthly fees. This fee is currently based on 8% of their gross income from the operator's sale of services.

Recommendation: Based on a recent market analysis of rental car concession fees at 13 Arizona and U.S. airports, it is recommended that Scottsdale Airport increase fee from 8 percent to 10 percent to bring fee in line with comparable airports.

	Current Rate	Proposed Rate
Rental Car Fee	8%	10%

An Airport Rental Car Concession services operator means a person providing rental car services to customers at the Airport. An Airport Rental Car Concession Services operator shall:

(a) At all times maintain in effect the applicable types and minimum amounts of insurance specified in Article 4 and Attachment A.

(b) Park rental cars landside, unless the car is being staged by a Fixed Base Operator for an arriving aircraft.

(c) Wash all rental cars off-airport, unless the operator has lease rights to utilize the city-owned rental car storage and wash area.

(d) Pay fees as prescribed by lease, license, permit or agreement. At a minimum, an operator shall pay a monthly aeronautical business permit fee of ten (10) percent of gross income from the operator's sales of all services. Automobiles are considered rented at the Airport (and, therefore included in gross income) if:

1. The automobile is delivered to the customer at the Airport; or 2. The rental agreement is entered into at the airport even though the automobile is delivered elsewhere; or 3. The automobile was reserved in advance at the Airport by the customer or through an airline, Fixed Base Operator, or travel agent; or 4. A vehicle rented at the Airport is exchanged for another vehicle at any location within twenty-five (25) miles of the Airport for a time period running consecutively with the original rental agreement.

Rental Car Concessions	% of revenues per month	Daily transaction fee
Scottsdale Airport	8%	
Falcon Field Airport	5%	
Phoenix-Mesa Gateway Airport		\$2.50
San Diego Int'l Airport		\$3.50
Van Nuys Airport	10%	
John Wayne Airport	10%	
Phoenix Sky Harbor		\$6.00
Palm Beach Int'l Airport	10%	
Aspen/Pitkin County Airport	10%	
Centennial Airport	10%	
Fort Lauderdale-Hollywood Int'l Airport	10%	

Austin Bergstrom Int'l Airport	10%	
Eagle County Regional Airport	10%	