

Q & A: June 12, 2026

1. Can the Authority please confirm current rental rates that the RACs pay for comparison to proposed rates indicated in the RFP (proposed at \$28 psfpa for Terminal space versus \$26 currently and proposed at \$0.50 psfpa for land rent versus \$0.35 currently)?
 - a. **Terminal Rent: Finished: FY26 \$26.00, FY27 \$28.00**
 - b. **Non-Aviation Rent: FY26 \$0.42, FY27 \$0.50**
2. Please advise the terms applicable to any off Airport and Peer-to-Peer RACs servicing BZN (concession fees, CFCs, access locations)?
 - a. **All off airport car rental companies concession fee= 10% Gross Revenue**
 - b. **Peer to Peer, TNC's and Off airport Car Rental share one lot located south of parking garage**
3. Please waive the requirement for incumbent operators to demonstrate the Proposer Qualifications listed on page 5 since these are already established by virtue of our existing operations. Please then also confirm that accordingly the extensive submission requirements listed in Appendix A, items 3, 4, 5, 6, 7 and 9, are waived for incumbents.
 - a. **Incumbents are waived from submitting Appendix A, items 3,4,5,6,7, and 9.**
4. Please clarify with respect to the available "out-of-terminal, non-exclusive On-Airport Rental Car Concession Agreement" what exactly this offering entails and permits? Is this intended to allow for exclusively FBO rental operations?
 - a. **Out-of-terminal on-airport rental car operators are not provided terminal office space; however, their business locations are situated on airport property. These operators lease parking facilities and participate in the MAG, Customer Facility Charge (CFC), and concession fee programs.**
5. Rents:
 - a. Please confirm that the reference in the RFP to rents being "adjusted anytime" to Airline Rates & Charges is not more than once per year and please cap any rent escalations during the Term to maximum 2% annually.
 1. **Terminal rent may be adjusted annually based on the GAA board evaluation. Land rent is reevaluated every three years with the next evaluation on July 1, 2029**
6. Please clarify whether the indicated rate of \$0.50 psfpa for land rent is for the exclusive use areas at the QTA and that there is no other rent payable by the RACs for the QTA or Garage (or that any such rents are covered by the CFC)? Is this land rental rate fixed for the Term?

- a. **The leased rate is for the land and not the buildings (paid for by CFC). The rental rate is determined every three years with the next evaluation on July 1, 2029.**
7. Please confirm that the reference in the RFP to rents being “adjusted anytime” to Airline Rates & Charges is not more than once per year and please cap any rent escalations during the Term to maximum 2% annually.
 - a. **Rent is evaluated annually and approved by the Gallatin Airport Authority Board**
8. Please confirm whether the rentable area for the future counters is the sum of the counter plus queue space areas indicated?
 - a. **Yes**
9. Is the CFC proposed to increase to \$7.00 per day effective October 1, 2026
 - a. **Yes**
10. Please change all references from Best Faith Efforts to Good Faith Efforts
 - a. **Good Faith Efforts is acceptable.**
11. Confirm that demonstrating flexibility and a commitment to making best-faith efforts to establish partnerships with ACDBE firms upon release of formal guidance is fulfilled by completing Appendix C.
 - a. **Yes**
12. Please clarify how initial parking allocations in the garage will work given previous indications of generally grandfathering space?
 - a. **The Authority will work with successful incumbents on parking allocation based on proposers existing capital investments and market share.**
13. What garage parking space will be provided for a potential new entrant (4th operator) and to the out-of-terminal concession operator, if any? We presume based on the minimum MAG being less than 5% market share that any new entrant space would accordingly be not more than 5% of the available parking?
14. Please clarify how initial QTA allocations will work given previous indications of generally grandfathering space?
 - a. **The Authority will work with successful incumbents on QTA allocations based on market share.**
15. What QTA space would be made available to the potential new entrant and out-of-terminal concession operator?
 - a. **The Authority is planning on constructing new prep bays in 2027 prior to the new entrant’s arrival.**
16. For the parking space in the garage and for the QTA, please confirm that all available space will be fully allocated initially? Assuming so, how will parking and QTA space

then be carved out in future for a new entrant when they are able to commence operations?

a. **Will discuss at Pre-Proposal Meeting**

17. Please provide clarity on the overall parking available to the RACs including a) garage space, b) QTA stacking/staging space, c) the proposed 7-acre overflow parking lot and d) any other or additional space that will be available or that may currently be allocated to one or more of the RACs? We need to understand comprehensively what parking space is available and how it will be initially allocated and how a new entrant would be accommodated?

a. **Will discuss at Pre-Proposal Meeting**

18. Please confirm for the various references to 'market share' that this is intended to be a 50/50 blend between Gross Revenue and Transaction Days?

a. **Yes, 50/50 Blend**

19. Will Authority confirm that Proposals will be publicly opened and details including proposer name and brands will be read aloud?

a. **Will discuss at Pre-Proposal Meeting**

20. Will all On-Airport RAC concessions also be permitted to service any FBO properties?

a. **Yes, all agreements are non-exclusive.**

21. The RFP indicates that the Authority may add additional on-Airport RAC concessions during the Term. Please confirm though that there would not be more than 4 on Airport concessions during the Term and that no new on-Airport RACs may be added after initial award under this RFP?

a. **Yes, no new entrants will be allowed during the contract period unless existing entrants leave the market during the contract period. The maximum number of on-airport in terminal car rental concessionaires is four (4).**

22. Please confirm no add/change of brands by any RAC concession will be permitted during Term?

a. **Will discuss at Pre-Proposal Meeting**

23. Given that the Authority appears to have the unilateral right to extend the Term, we need to know in advance how the MAGs will be 'reestablished' for any such renewal periods? Will they simply be continued at the same \$450,000 annual amount?

a. **The MAG will remain the same for any of the renewal periods.**