1. The RFP distribution schedules the mandatory pre-proposal meeting for 6/10/26, the question deadline for 6/19/26, and the proposal deadline for 6/25/26. This gives us nine days between meeting. While this is on the tight side, it is workable. However, the fact that we only have six days between the deadline for questions and the deadline for submission of proposal is not. It is industry standard to provide at least three weeks from the date that the airport releases all answers to questions to the submission due date. This is because we need to have time to consider how those answers will impact our proposals and modify them accordingly. Given that key decisionmakers are distributed across the country, it is critical that we have that three week period. As such, we respectfully request that the airport modify the RFP timeline so that there are at least three weeks between the date that answers are released and when proposals are due while maintaining the nine day period between the meeting and the question deadline.
   - Please see Addendum #1
2. It can be challenging to get to Bozeman due to its remote location (and often requires taking multiple flights). This is quite problematic during the work week because we have many meetings throughout the day and having to change planes means that we will have to miss several of those meetings. As such, I respectfully request that the meeting be moved to 6/8/26 so that we can fly in on Sunday and avoid missing a full day of meetings.
   - Please see Addendum #1
3. Can the airport please clarify how addenda will be released? Will they be distributed via email, posted online, or some other way? How will prospective concessionaires be notified that an addendum has been released?
   - Q & A will be consolidated and posted on the airport website weekly
   - Addendums will be posted on the website. It is the proposer's responsibility to check the website regularly for new addendums.
4. Can the airport please provide prospective concessionaires with a copy of the draft agreement that will be signed prior to the mandatory pre-proposal meeting so that prospective concessionaires can review and ask questions about it during the meeting?
   - Draft Contract will be posted on the website
5. Can the airport please confirm the time/location of the pre-proposal meeting (whether it takes place on the currently scheduled date or another one)?
   - Please see Addendum #1
6. Can the airport please confirm whether there will be a site tour offered?
   - Yes, a site tour will be offered for participants
7. Can the airport please confirm by what time questions/comments must be submitted (whether they remain due on June 19th or some other time)?
   - Please see Addendum #1
8. Can the airport please clarify how addenda will be released? Will they be distributed via email, posted online, or some other way? How will prospective concessionaires be notified that an addendum has been released?
   - See question #3
9. Can the airport please provide us with a concrete date for when we can expect it to release answers to questions?
   - Q & A will be consolidated and posted on the airport website bi- weekly
10. Could you kindly provide the scheduled time for the Mandatory Pre-Proposal Meeting, as well as the virtual attendance link, if remote participation is permitted?

- A virtual link will be provided, however, leadership representation from each firm for the in-person meeting is required.

11. We respectfully request that a second round of clarifying questions be made available to all prospective proposers. Additionally, we ask that the proposal submission deadline be set no less than **two to three (2-3) weeks** following the issuance of the final addendum and/or responses to submitted questions, to allow adequate time for preparation.
    - Please see Addendum #1
12. **Concession Agreement**. We presume the intent is to provide us a copy of the proposed Concession Agreement that we will enter into after completion of the RFP. We obviously will need to see this agreement during the RFP to understand the applicable terms and details and preferably as soon as possible.
    - Draft Contract will be posted on the website
13. **Current Premises**:
    - Please provide drawings of current counters, current parking garage allocations by company and current QTA allocations by company.
        - Plans will be posted on website
    - Please clarify when the proposed 7-acre overflow parking area will be available and a drawing showing location relative to Terminal.
        - Space is available after agreement executed. However, construction of roadway will occur in Spring 2027. See Addendum #1 for map of overflow parking in relation to Terminal building.
14. **RFP Schedule:** Please note that the current schedule allows questions up to six (6) calendar days prior to the close date. Note that we cannot complete our proposals until we have final responses and this schedule simply does not leave us sufficient time. While we acknowledge the process here is simpler than many RFPs, we still need two weeks from the time we receive final responses until the close date. As such, we specifically request:
    - **Meeting Date**. Please move the mandatory pre-proposal meeting to an earlier date as is customary with rental car RFPs. We need to have the meeting before the question deadline and then allow sufficient time prior to the close date. We suggest that the meeting be held no later than May 22nd and that you confirm any date change as soon as possible, including the time of day for the meeting.
        - Please see Addendum #1
    - **Question deadline.** Please ensure the question deadline is a) after the meeting and b) not less than two weeks prior to the RFP close date. We believe this is best accomplished by moving up both the meeting (as indicated above) and also the question deadline while retaining the June 25th close date.
        - Please see Addendum #1
15. **RFP Proposal Submission**. The RFP does not indicate how we are to submit our proposal. As is becoming standard, please confirm that we may submit our proposal via email.
    - Electronic submission or hard copy. Electronic is preferred.

16. 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)?
    - Terminal Rent: Finished: FY26 $26.00, FY27 $28.00
    - Non-Aviation Rent: FY26 $0.42, FY27 $0.50
17. Please advise the terms applicable to any off Airport and Peer-to-Peer RACs servicing BZN (concession fees, CFCs, access locations)?
    - All off airport car rental companies concession fee= 10% Gross Revenue
    - Peer to Peer, TNC's and Off airport Car Rental share one lot located south of parking garage
18. 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.
    - Incumbents are waived from submitting Appendix A, items 3,4,5,6,7, and 9.
19. 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?
    - 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.

20. 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.
        - 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
21. 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?
    - 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.

22. 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.
    - Rent is evaluated annually and approved by the Gallatin Airport Authority Board

23. Please confirm whether the rentable area for the future counters is the sum of the counter plus queue space areas indicated?
    - Yes
24. Is the CFC proposed to increase to $7.00 per day effective October 1, 2026
    - Yes
25. Please change all references from Best Faith Efforts to Good Faith Efforts
    - Good Faith Efforts is acceptable.

26. 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.
    - Yes
27. Please clarify how initial parking allocations in the garage will work given previous indications of generally grandfathering space?
    - The Authority will work with successful incumbents on parking allocation based on proposers existing capital investments and market share.

28. 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?
29. Please clarify how initial QTA allocations will work given previous indications of generally grandfathering space?
    - The Authority will work with successful incumbents on QTA allocations based on market share.
30. What QTA space would be made available to the potential new entrant and out-of-terminal concession operator?
    - The Authority is planning on constructing new prep bays in 2027 prior to the new entrant's arrival.
31. 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?
    - Based on Market Share and existing infrastructure investment by incumbents.

32. 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?
    - Please see the uploaded parking inventory map
33. 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?
    - Yes, 50/50 Blend
34. Will Authority confirm that Proposals will be publicly opened and details including proposer name and brands will be read aloud?
    - Awards for successful proposers will be announced at the August 13th Board meeting at 2:00PM
35. Will all On-Airport RAC concessions also be permitted to service any FBO properties?
    - Yes, all agreements are non-exclusive.
36. 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?
    - 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).
37. 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?
    - The MAG will remain the same for any of the renewal periods.
38. In subsection (4), please clarify on the 'Temporary Ready and Return Stalls' referenced. Are these intended to be the future parking stalls that would be allocated to a potential new / 4th RAC or are they something else?
    - Temporary Ready Return Stalls are temporary allocations until permanent facilities are completed.
39. Please confirm "Market Share" for the specific purposes of initial allocation and subsequent reallocation is a 50/50 hybrid of Revenue and Days? We suggest adding a definition of "Market Share" accordingly to the agreement for clarity and for future reference.
    - Yes, Market Share allocation is 50/50. The contract recommendation is noted.

40. Sec 1.04 (4) – please clarify that the prohibition against 'transacting rental car business at any other point on airport' is not intended to and does not prohibit companies that are awarded an on-airport rental car concession from also servicing any FBO facilities on Airport.
    - Yes, the phrase does not prohibit on-airport concessionaires from serving FBO'.
41. Sec 6.02 (5) – can you please clarify this item as follows: "All monies paid or payable to CONCESSIONAIRE for one-way rentals that originate at the Airport."
    - A one-way rental is any outbound rental
42. Sec 7.02 at the end of the first paragraph of this section, please make the following changes to align with insurance standards: "…employees and agents shall be named included as additional insureds under the commercial general liability policy or policies where their interests may appear for liabilities arising in whole or in part by the conduct of the Concessionaire."
    - Noted and will review
43. Can the airport please provide a monthly breakdown of each incumbent rental car company's gross revenue and transaction days over the past five years?
    - Overlandwest: (July-June)
        - 2021 Net Rev

	Hertz Transaction Days	Thrifty Transaction Days	Dollar Transaction Days
1,615,089.17	16,853	98	148
2,148,474.68	20,274	43	32
1,470,634.03	19,908	134	174
741,214.50	13,588	203	271
361,701.40	6,873	123	145
869,614.40	7,621	108	103
1,744,411.18	12,908	147	139
1,771,212.06	12,855	145	163
2,068,986.20	15,692	152	93
921,770.76	12,594	549	598
1,646,356.24	15,094	1,825	1,621
4,603,395.96	23,783	1,951	1,675
19,962,860.58	178,043	5,478	5,162

        - 2022

Net	Hertz Transaction Days	Thrifty Transaction Days	Dollar Transaction Days
6,110,538.27	29,588	230	142
5,415,581.72	33,104	78	62
3,668,107.97	32,786	190	217
1,636,294.32	25,192	774	410
637,210.80	11,054	170	116
1,517,430.80	11,776	47	41
2,867,933.13	20,634	42	34
3,004,470.86	20,581	21	-
2,861,563.38	22,593	3	5
1,043,088.74	15,206	341	199
1,742,572.71	20,169	1,170	790
4,633,669.88	30,351	971	712
35,138,462.58	273,034	4,037	2,728

- 2023

Net	Hertz Transaction Days	Thrifty Transaction Days	Dollar Transaction Days
5,882,320.58	34,381	489	360
4,575,375.77	30,294	1,809	1,650
3,425,243.73	33,364	1,165	1,252
1,602,697.48	23,086	1,959	1,682
657,586.45	10,673	306	290
1,244,306.10	10,963	112	105
2,417,979.68	16,117	562	402
2,626,273.34	17,413	827	736
2,190,985.79	21,145	1,065	679
937,027.94	13,094	826	564
1,536,246.29	19,391	784	501
3,934,283.22	30,751	1,069	897
31,030,326.37	260,672	10,973	9,118

- 2024

Net	Hertz Transaction Days	Thrifty Transaction Days	Dollar Transaction Days
5,993,852.67	33,747	826	659
5,385,044.50	34,213	1,202	633
4,183,344.24	37,408	2,572	1,593
1,566,980.71	21,668	1,677	1,102
580,242.10	8,023	1,203	672
999,492.24	9,804	1,132	644
1,964,312.39	13,932	1,976	1,483
2,009,305.65	15,129	2,043	1,437
2,207,977.52	16,954	3,373	2,227
788,829.62	8,970	2,762	1,419
1,356,938.33	13,823	4,142	2,902
4,935,158.99	26,169	5,800	3,576
31,971,478.96	239,840	28,708	18,347

- 2025

Net	Hertz Transaction Days	Thrifty Transaction Days	Dollar Transaction Days
6,220,687.39	28,765	6,137	4,193
5,127,618.04	29,105	6,139	3,664
3,262,803.07	29,495	5,608	3,268
1,413,234.77	21,175	5,482	2,601
523,276.14	7,570	1,726	997
1,073,113.51	9,062	1,326	753
2,082,359.35	14,707	2,320	1,035
2,081,138.17	15,615	3,733	1,886
2,293,508.25	18,762	3,981	2,251
595,908.11	8,060	1,411	625
1,237,241.62	15,303	2,433	1,338
3,879,004.40	26,165	1,782	1,078
29,789,892.82	223,784	42,078	23,689

- 2026

Net	Hertz Transaction Days	Thrifty Transaction Days	Dollar Transaction Days
6,226,595.27	29,373	3,568	2,091
5,195,236.32	29,362	3,342	2,256
4,083,662.91	26,607	4,205	3,058
1,856,466.43	20,951	3,543	2,320
798,388.41	10,762	1,607	1,161
1,210,565.63	10,654	1,532	928
2,082,554.18	15,110	1,971	1,453
2,344,627.66	16,426	1,507	1,376
2,157,830.36	17,601	1,446	1,445
682,131.26	9,288	685	699
1,583,667.41	19,283	2,581	1,927
4,967,045.76	27,255	4,009	2,997
33,188,771.60	232,672	29,996	21,711

- Enterprise, National, Alamo (July-June)
  - 2021

Net	Enterprise Transaction Days	National Transaction Days	Alamo Transaction Days	FBO Transaction Days
1,201,010.22	8,199	4,882	4,296	646
1,571,875.98	9,077	6,351	6,781	751
1,239,764.11	8,731	5,457	7,122	491
956,110.66	7,689	4,259	4,860	307
422,697.68	3,674	1,991	1,788	176
625,275.31	3,714	2,353	2,750	268
927,733.08	5,004	4,118	3,890	519
1,093,238.30	5,293	4,688	3,972	390
1,190,469.92	6,375	5,657	4,307	593
815,508.46	4,775	3,830	5,169	243
1,266,424.78	7,304	4,251	5,666	170
2,365,377.92	9,971	8,420	8,357	314
13,675,486.42	79,806	56,257	58,958	4,868

  - 2022

Net	Enterprise Transaction Days	National Transaction Days	Alamo Transaction Days	FBO Transaction Days
3,814,413.68	13,117	13,005	11,949	285
4,421,216.70	14,451	14,342	12,949	311
3,094,757.71	15,244	10,265	11,391	66
1,753,119.91	11,949	7,565	8,680	55
981,333.16	6,576	4,957	3,047	143
1,202,508.52	5,394	4,601	2,840	99
1,958,800.21	7,494	6,790	3,563	344
1,851,882.66	7,422	7,488	3,557	192
2,123,963.91	9,700	8,500	3,796	278
1,240,642.12	8,304	5,094	5,382	88
1,642,543.53	8,963	6,341	5,223	52
2,640,207.48	9,610	8,752	7,342	85
26,725,389.59	118,224	97,700	79,719	1,998

- 2023

Net	Enterprise Transaction Days	National Transaction Days	Alamo Transaction Days	FBO Transaction Days
3,468,273.31	11,882	11,125	6,821	251
4,036,520.04	16,131	13,753	7,732	229
3,099,993.19	15,534	10,297	12,961	186
1,854,175.16	12,746	7,692	8,652	108
989,399.78	6,618	4,160	3,702	122
1,311,404.50	6,990	4,816	3,100	134
2,040,423.43	8,692	6,861	3,647	393
1,932,239.16	7,705	7,488	4,121	298
1,864,254.61	9,128	8,589	4,633	270
1,079,595.58	7,424	5,189	3,905	123
1,495,724.55	9,641	7,014	4,587	25
2,769,921.22	13,513	9,844	7,946	86
25,941,924.53	126,004	96,828	71,807	2,225

- 2024

Net	Enterprise Transaction Days	National Transaction Days	Alamo Transaction Days	FBO Transaction Days
4,375,777.53	14,538	14,294	10,590	182
3,987,610.34	13,416	13,331	10,454	88
3,435,400.96	16,075	12,687	10,189	216
1,984,580.59	13,256	8,227	8,083	58
756,852.09	5,455	4,711	2,221	82
1,148,536.72	5,863	5,323	2,696	112
1,648,666.13	7,919	6,664	3,643	273
1,723,585.90	7,850	7,782	4,086	198
2,034,102.32	9,403	8,763	5,892	261
1,110,464.46	7,502	5,742	5,791	107
1,701,548.84	10,874	7,169	6,772	153
3,702,182.94	15,050	12,847	7,682	67
27,609,308.82	127,201	107,540	78,099	1,797

- 2025

Net	Enterprise Transaction Days	National Transaction Days	Alamo Transaction Days	FBO Transaction Days
5,395,016.97	19,256	18,156	9,749	280
5,459,251.11	20,070	17,446	10,017	161
4,128,245.86	20,119	14,196	10,890	108
2,053,604.18	15,118	9,176	7,704	80
868,007.62	6,832	4,924	2,354	55
1,092,443.61	6,177	5,349	3,273	72
1,567,089.00	8,235	6,801	4,102	157
1,625,175.75	8,230	6,975	4,305	153
1,841,016.05	9,976	8,790	4,240	191
1,081,131.57	9,098	6,055	4,596	69
1,746,014.05	12,119	7,703	5,516	32
4,511,130.11	17,020	15,197	7,381	97
31,368,125.88	152,250	120,768	74,127	1,455

- 2026

Net	Enterprise Transaction Days	National Transaction Days	Alamo Transaction Days	FBO Transaction Days
6,388,257.57	19,835	20,371	12,178	193
6,690,071.83	22,271	21,965	15,370	199
4,865,780.87	20,460	18,463	11,835	152
2,425,040.67	15,951	11,067	8,509	70
875,921.66	6,959	5,132	3,942	74
1,084,659.27	6,768	5,446	3,622	42
1,802,742.61	8,572	8,249	5,561	129
2,036,132.92	9,045	8,798	6,171	173
2,451,246.70	10,636	10,594	6,446	169
1,300,244.88	8,842	6,589	5,776	60
2,015,897.79	12,761	8,381	8,818	66
4,902,766.41	17,822	15,158	10,551	45
36,838,763.18	159,922	140,213	98,779	1,372

- Avis Budget (July-June)
  - 2021

Net	Budget	Avis
1,341,816.88	8,829	8,096
1,981,633.27	11,536	11,175
1,454,614.65	13,185	8,707
824,601.73	8,105	6,196
278,762.50	2,307	2,748
518,049.55	3,878	3,396
1,086,128.63	6,061	6,012
1,316,279.17	7,607	6,622
1,649,326.62	10,379	8,074
719,120.30	5,820	5,051
1,202,423.17	7,937	5,773
3,085,398.21	15,271	10,302
15,458,154.68	100,915	82,152

  - 2022

Net	Avis	Budget
3,868,718.55	14,805	15,647
4,000,431.80	18,522	17,247
2,939,210.80	16,111	18,163
1,609,712.36	9,887	13,121
458,362.50	3,683	3,559
840,176.49	4,460	3,832
1,588,142.76	8,312	6,681
1,779,224.23	8,740	7,586
1,880,869.92	9,760	9,787
708,738.35	4,524	5,771
1,754,325.96	8,996	10,657
3,489,790.85	12,761	17,890
24,917,704.57	120,561	129,941

- 2023

Net	Avis	Budget
4,450,642.96	18,567	20,974
4,237,727.05	19,054	21,713
2,919,351.31	15,719	19,976
1,343,551.17	10,796	10,317
414,567.75	4,253	2,647
944,600.28	7,287	4,054
1,528,383.79	8,998	5,899
1,722,011.67	11,158	7,311
1,604,250.48	11,773	9,469
809,519.56	6,845	6,644
1,599,065.56	11,245	10,522
3,557,135.97	19,863	17,337
25,130,807.55	145,558	136,863

- 2024

Net	Avis	Budget
5,650,713.01	28,582	23,163
5,603,679.15	29,892	22,495
4,384,583.31	24,576	26,921
1,780,193.65	13,031	14,869
516,389.46	4,603	3,967
917,430.41	6,041	4,171
1,530,478.10	10,118	5,209
1,740,121.53	11,951	7,522
1,720,718.53	12,478	8,404
608,796.17	6,360	4,261
1,608,220.26	11,505	14,085
5,748,842.00	26,776	23,969
31,810,165.58	185,913	159,036

- 2025

Net	Avis Transaction Days	Budget Transaction Days
7,392,116.97	35,469	25,837
7,062,234.80	34,485	29,652
5,093,022.61	32,565	29,542
1,957,323.24	20,813	12,831
718,926.58	8,537	3,574
1,044,975.35	7,347	4,974
1,811,578.04	11,262	8,237
1,827,464.61	12,443	9,286
2,145,840.38	16,004	11,967
755,273.26	7,594	7,299
1,932,311.08	14,516	16,805
7,205,810.88	30,258	40,542
38,946,877.80	231,293	200,546

- 2026

Net	Avis Transaction Days	Budget Transaction Days
9,867,484.58	45,115	33,720
8,581,232.44	39,085	37,678
6,931,757.96	34,061	40,030
2,322,522.36	16,680	20,164
577,135.76	5,903	4,711
1,123,959.68	8,444	6,425
1,951,859.89	12,760	9,191
2,077,987.49	14,210	9,151
2,297,046.36	16,152	10,725
867,263.51	7,247	7,638
2,071,655.37	14,446	19,061
-		
38,669,905.40	214,103	198,494

- Go Rentals (July-June)
  - 2021 2022

Net	Go Rentals
-	-
-	-
-	-
8,549.37	45
6,147.94	47
45,923.21	92
142,593.59	337
68,444.18	254
100,761.03	405
57,566.59	233
34,002.34	172
129,270.35	393
593,258.60	1,978

Net	Go Rentals
180,970.82	458
188,222.85	536
110,108.43	467
46,580.09	235
47,880.46	206
122,976.89	306
168,625.98	597
197,847.35	632
129,897.18	571
41,291.34	246
34,564.32	221
98,914.64	435
1,367,880.35	4,910

  - 2023 2024

Net	Go Rentals	Net	Go Rentals
208,233.78	721	245,439.52	921
177,457.78	751	197,330.80	843
101,803.87	485	141,644.65	617
53,799.63	299	65,347.97	328
30,489.02	177	37,068.95	188
146,362.36	372	86,198.25	290
210,731.64	635	296,113.96	778
250,523.55	720	175,279.00	666
118,770.74	447	179,692.07	688
65,221.74	315	59,344.02	283
30,443.64	205	53,251.50	260
90,822.51	450	140,030.41	534
1,484,660.26	5,577	1,676,741.10	6,396

- 2025 2026

Net	Go Rentals Transaction Days	Net	Go Rentals Transaction Days
257,049.80	830	285,572.67	796
195,297.29	692	294,719.02	848
172,173.17	591	141,189.49	560
76,636.46	296	64,763.61	364
28,098.35	140	44,440.52	267
98,800.77	251	82,185.48	297
252,685.16	600	240,275.14	639
264,308.05	700	216,088.15	591
176,383.34	601	200,210.02	626
45,494.47	165	43,482.69	217
44,043.60	151	36,878.10	157
141,471.29	512	-	
1,752,441.75	5,529	1,649,804.89	5,362

44. Can the airport please provide us with diagrams depicting how ready/return and QTA bays are currently allocated as well as a breakdown of how much space each incumbent rental car company has in the ready/return, QTA staging areas, and overflow storage areas?
    - See parking inventory map
45. Can the airport please provide us with the reallocation methodology that will be employed in the various RAC areas?
    - Based on Market share and anticipated activity.
46. Can the airport please confirm whether there will be a public opening of the proposals and if so, how the public can participate?

- All awards will be announced at the August 13th Board Meeting at 2:00PM. The meeting is open to the public.

47. Can the airport please let each incumbent rental car company know whether they are currently in good standing?
    - Yes, agreements with any incumbent will only be executed if firm in good standing
48. Can the airport please confirm whether prospective concessionaires are required to operate all brands listed in their proposal and whether prospective concessionaires can add brands during the term of the agreement?
    - It is the concessionaire's business decision to open or close any brand in their proposal
49. Can the airport please confirm whether it has existing agreements with any peer-to-peer car rental providers and if so, which?
    - Turo
50. Can the airport please confirm that the exclusive land rent rate of $0.50/SF per year applies to our space in the garage and QTF? If not, can the airport please clarify what the rates are for each of these areas?
    - Exclusive use areas except the garage. The garage is allocated and does not have a lease rate.
51. Can the airport please clarify whether the single page limit for certain items in Appendix A (e.g., the brief company description) refers to a single or double-sided page?
    - Double sided
52. Can the airport please confirm whether a bid bond or other type of bid security is required?
    - No
53. If the airport plans on increasing the CFC, we respectfully request that it provide us with at least 60 days' advanced notice, not impose it on any customers who make their reservations more than 30 days from its effective date, and waive the increase for any customers whose rental begins before the effective date but ends after it.
    - Will consider
54. Can the airport please provide details on when the site tour will take place?
    - Site tour was offered at the pre-proposal meeting
55. Can the airport please confirm the date that the final addendum will be released?
    - As soon as able
56. Can the airport please confirm the method for electronic submission (e.g., via email, website portal, etc.) and whether there are any specific requirements with respect to how it needs to be submitted (e.g., file size/file format, email subject, etc.)?
    - Via Email or mailed flash drive to:

- Aaron Collins, A.A.E, IAP, Executive Vice President & Chief Commercial Officer

  850 Gallatin Field Road, Suite 6
  Belgrade, MT, 59714
  Aaron.collins@bozemanairport.com
  (406) 898-3609

57. The RFP distribution requires concessionaires to be open every day at least one hour beyond the last flight's arrival. However, the draft agreement says that concessionaires must remain open until 45 minutes after the last arrival. Can the airport please clarify which is correct?
    - Agreement will be modified to one hour after last arrival.
58. We respectfully request that the airport add a three-hour grace period to the last day of every rental to the definition of "Transaction Day". This will ensure that a customer that returns a car late is not charged an additional day's CFC.
    - Will review
59. We respectfully request that the airport allow companies to have brands they include in their proposal go dark at the start of or at any point during the agreement's term rather than require them to operate all brands listed in their proposal for the entire term of the agreement.
    - Companies may have brands go dark that are included in the proposals based on their business needs.
60. Can the airport please provide details on why it is using a blend rather than just gross revenue or transaction days?
    - The Authority believes this provides a more accurate indication of market share.
61. Can the airport please clarify how using a "50/50 blend" of gross revenue and transaction days to calculate market share will work in practice?
    - Gross revenue and transaction days will be calculated annually.
62. Can the airport please include a recap of the matters discussed in the pre-proposal meeting with respect to Questions 16, 17, 19, and 22 in the Q&A dated June 12, 2026 along with its current position on those items?
    - Questions answered on 16,17,19,22. No further changes.
63. Can the airport please confirm the email address that we should use for the submission of our proposals?
    - Aaron.collins@bozemanairport.com
64. Section 10.05(2) of the agreement states that the airport will abate MAG if there is a 30% reduction in deplaning passengers during a 30-day period. The industry standard for both the triggering of and ending of MAG abatement a 25% reduction in deplaning passengers for three consecutive months. These triggers serve to protect against

deplanements dropping to a level that they make business unsustainable and to ensure that MAG abatement is triggered by an actual significant event and that it ends once that significant event is actually over. As a result, we respectfully request that the airport modify the MAG provisions to conform to the aforementioned industry standards.

  - Will review.

65. Section 1.02 pg 2: The current language states that All Car Wash bays not assigned exclusively to a single CONCESSIONAIRE shall be equally available to all Car Rental Concessionaires. Please confirm that this language will be revised such that all car wash bays are available to all RACs. My understanding is that the company that currently has the smallest market share is the one to have a dedicated wash bay which of course should not continue into new agreements in order to ensure the most efficient use of the QTA facilities.
    - Car wash bays will be common use unless assigned based on operational need.
66. Please confirm the precise formula for "Market Share." Is it a 50/50 weighting of transaction count and gross revenue? If so, how is each component measured?
    - Yes, 50/50. Each category will hold same weight in Market share calculation
67. What measurement period is used for each allocation (e.g., trailing twelve months or prior calendar year), and how frequently are R/R stalls, vacuum bays, and garage parking reallocated?
    - Trailing 12 months and anticipated activity.
68. What data source does the Authority rely on to calculate Market Share, and what verification or audit rights do Concessionaires have over that data?
    - Concessionaire activity reports. Airport can share reported activity on request.
69. Will the Authority add a definition of "Market Share" to the Article I definitions section that specifies the metric, weighting, measurement period, and data source?
    - Will review.
70. Will the Authority provide a defined list of required reporting fields, a standard reporting template, and the required reporting frequency so that reporting can be applied consistently across all Concessionaires?
    - Standard activity Report uploaded on website
71. Please confirm whether Gross Revenue is intended to be calculated net of discounts. We request that the definition expressly exclude volume discounts, corporate or negotiated account discounts, and rebates applied retroactively by the Concessionaire.
    - Currently, gross revenue is defined in the Draft Agreement, however, will review request.
72. Suggested language for the exclusions list: "Gross Revenue shall exclude (i) volume, corporate, or negotiated account discounts and any rebates applied retroactively by the

Concessionaire; and (ii) amounts received from customers or insurers as loss-of-use, diminution-in-value, or damage recovery for vehicles."

    - Will review

73. Is the definition of Gross Revenue consistent with the incumbent's current concession agreement, or have any revisions been made?
    - Yes
74. Will the Authority consider adding a cap (and, ideally, a collar) on the percentage increase in terminal and non-aviation rent at each review to provide greater budgeting certainty over the term?
    - Lease rates are determined by the Gallatin Airport Authority Board based on market value.
75. Please specify the benchmarking methodology, including which Montana airports constitute the comparison set, how comparable airports are selected, which rate categories are compared, and the data source used.
    - Airports with commercial activity and similar demand.
76. Will the review allow for downward as well as upward adjustments if benchmarked rates decline?
    - Yes
77. Section 7.01 refers to losses that "approximately result" from the indemnified activities. We believe "proximately result" (i.e., a proximate cause standard) was intended. Please confirm and correct.
    - Indemnified activities is correct.
78. Will the Authority add a carveout excluding from the indemnity any loss to the extent caused by the negligence or willful misconduct of the Authority or its employees, agents, or contractors? Suggested language: "...except to the extent such loss arises from the negligence or willful misconduct of the Authority, its employees, agents, or contractors."
    - Will review
79. Will the Authority permit (or require) a Phase I Environmental Site Assessment, and a Phase II assessment if warranted by the Phase I, at the commencement of the Agreement to establish a baseline? If so, how will the costs of those assessments be allocated?
80. What environmental records or prior assessments does the Authority have for the premises, and will they be made available to Proposers?
    - Any EA documentation is public record and can be reviewed if requested.
81. With respect to the shared fuel facility, will the Authority carve it out from the Concessionaire's post-termination environmental liability for contamination that predates the Concessionaire's occupancy and clarify how responsibility will be allocated among the facility's shared users?
    - The airport owns and operates the facility.

82. Section 14.03 requires the Concessionaire to pay the Authority's attorney's fees in any dispute. This departs from the customary prevailing party standard. Will the Authority consider revising this to a mutual provision under which the prevailing party is entitled to recover its reasonable attorney's fees and costs?
    - Will review
83. Can the Authority confirm the qualified proposers for the on-site new entrant concession based on attendance at the pre-proposal meeting, and will it provide a copy of the attendance sheet?
    - Attendees:
        - Ramon Calderon — Sixt Rent a Car LLC
        - Julie McGrath — Enterprise
        - Charles Fronz — Enterprise
        - Rex Leipheimer — ABG
        - Aaron Swartzkof — ABG
        - Dylan Rodgers — EM
        - Mark Talvik — Overlandwest
        - Jimmy Pickett — Go Rentals
        - Chris Crosby — Go Rentals
        - Dan Slagel — Overlandwest
        - Paul Decloux — Enterprise
        - Barbara Lam-Hales — Overlandwest
        - Steve Jacobs — Overlandwest
84. If a new entrant is awarded a concession and the QTA development is not completed by the target date of October 1, 2027, how does the Authority intend to allocate QTA space to the new entrant?
    - The Authority anticipates QTA space will be available prior to the new entrant entering the market. Terminal counter space is anticipated to be available in 2028 which will allow new entrant to begin service at BZN.
85. How will parking and QTA space be allocated in the future for a new entrant once it is able to commence operations?
    - See Parking Inventory Map with available space identified.
86. How are major repair costs for the shared Quick Turn Area (QTA) allocated?
    - Through the CFC's
87. How does the authority intend to allocate the floors of the garage in the event there is a 4th operator?
    - Based on market share and anticipated activity
88. Please provide a detailed accounting of the Customer Facility Charge (CFC), including current beginning balances, projected revenues, and anticipated expenditures for the first three years of the contract term. Please also identify any planned acquisition or construction projects that will be funded through CFC revenues.
    - Will upload onto website
89. Which specific terms and conditions will be subject to negotiation following issuance of the Intent to Award? Will negotiations be limited to minor contractual language and

implementation timing, or will substantive business terms, such as fees, facility access, and operational parameters, also be open for discussion?

- All agreements for RAC providers will be consistent. Negotiations will not be substantive.

90. What is the fee structure for off-airport rental car permittees, along with peer-to-peer operators? Please include a copy of the current off-airport permit agreement.
    - 10% of gross revenue- Op Agreement Uploaded to website
91. If a new entrant is awarded a concession, when will rates and charges become effective, particularly considering any build-out and operational ramp-up requirements?
    - Date of Occupancy (Move in date)
92. Is the definition of Gross Revenue consistent with the incumbent's current concession agreement, or have any revisions been made?
    - Consistent with existing agreement. No changes.
93. Will the Airport permit brand-specific rental counters?
    - Each awarded proposer will be allocated counter space. Signage of branding will need to be approved by authority.