

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

**PROCUREMENT DIVISION**

320 Hospital Drive Ste. 23

Warrenton, Virginia 20186

Phone: (540) 422-8350

Fax: (540) 422-8355

**NOTICE OF CONTRACT AWARD**

1. DATE: March 27, 2020
2. COMMODITY NAME: Vehicle Rental Services
3. CONTRACT NUMBER: E194-81913
4. CONTRACT PERIOD: January 17, 2020 – January 31, 2022
5. RENEWALS: Four (4), one (1) year renewal options
6. FIRM: Enterprise Holdings/ Enterprise Rent-A-Car  
VN: 645911  
7500 Fullerton Road  
Springfield, VA 22153  
Contact Person: Lisa R. Pickup  
PH: 703-455-8234 ext. 100 (office)  
FX: 703-342-0380  
Cell: 703-929-4187  
Email: [lisa.r.pickup@ehi.com](mailto:lisa.r.pickup@ehi.com)  
Web: [www.enterpriseholdings.com](http://www.enterpriseholdings.com)
7. TERMS: Net 30 days
8. FOR FURTHER INFORMATION CONTACT: Colleen Keener, CPPB, CPCP, VCO, VCA  
Senior Buyer  
PH (540) 422-8350  
[colleen.keener@fauquiercounty.gov](mailto:colleen.keener@fauquiercounty.gov)

NOTICE TO ALL FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOL USING DEPARTMENTS: This contract is the result of a competitive bid program and its use must follow the FCG&PS Procurement Policy/Procedures for the purchase of the commodity listed herein. Please see the reverse side of this notice for further instructions regarding this contract.

## INSTRUCTIONS

1. Orders: All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 422-8351 or 8352.
2. The applicable contract number, vendor number, estimated total dollar amount (can be done as a “Not to exceed” estimated figure), contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.
3. Inspection on delivery and approval of contractor’s invoice is the responsibility of the receiving using department. The Contractor shall issue credit due for unsatisfactory/poor product with user representatives, per the terms of the contract.
4. Any complaint as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to FCG&PS Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via email, fax or courier.
5. Renewals: As stated on the face of this notice, four (4) one-year terms on this contract. The decision as to whether to exercise the renewal option will be made by the Commonwealth of Virginia.
6. Pricing Schedule: See below.

## **PRICING**

### A. Base Rental Fees without Loss Damage Waiver Fee

<b>Vehicle Classification</b>	<b>Seating Capacity</b>	<b>Make/Model</b>	<b>Half Day Rate</b>	<b>Daily Rate</b>	<b>Weekly Rate</b>	<b>Monthly Rate</b>	<b>Weekend Rate</b>
<b>Car:</b>							
Economy	4	See Fleet Guide	\$33	\$33	\$181.50	\$726	3 x daily
Compact	5	See Fleet Guide	\$33	\$33	\$181.50	\$726	3 x daily
Intermediate	5	See Fleet Guide	\$34	\$34	\$187	\$748	3 x daily
Standard	5	See Fleet Guide	\$35	\$35	\$192.50	\$770	3 x daily
Full Size	5	See Fleet Guide	\$37	\$37	\$203.50	\$814	3 x daily
<b>Sport Utility Vehicle (SUV):</b>							
SUV, Intermediate	5	See Fleet Guide	\$64	\$64	\$320	\$1408	3 x daily
SUV, Standard	5	See Fleet Guide	\$64	\$64	\$320	\$1408	3 x daily
<b>Truck:</b>							
Truck, Box, 15-16'	2	See Fleet Guide	\$82	\$82	\$410	\$1804	3 x daily
Truck, Box, 24'	3	See Fleet Guide	\$97	\$97	\$485	\$2134	3 x daily
Truck, Box, 26'	3	See Fleet Guide	\$97	\$97	\$485	\$2134	3 x daily
Truck, Compact	3	See Fleet Guide	\$62	\$62	\$310	\$1364	3 x daily
Truck, Cutaway	2	See Fleet Guide	\$82	\$82	\$410	\$1804	3 x daily
Truck, Full Size	4	See Fleet Guide	\$72	\$72	\$360	\$1584	3 x daily
Truck, Stake Bed, 20-24'	3	See Fleet Guide	\$97	\$97	\$485	\$2134	3 x daily
<b>Van:</b>							
Van, Cargo	2	See Fleet Guide	\$62	\$62	\$341	\$1364	3 x daily
Van, Mini	7-8	See Fleet Guide	\$67	\$67	\$368.50	\$1474	3 x daily
Van, Passenger	12	See Fleet Guide	\$97	\$97	\$533.50	\$2134	3 x daily

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B. Base Rental Fees with Loss Damage Waiver Fee

Vehicle Classification	Seating Capacity	Make/Model	Half Day Rate	Daily Rate	Weekly Rate	Monthly Rate	Weekend Rate
<b>Car:</b>							
Economy	4	See Fleet Guide	\$35	\$35	\$192.50	\$770	3 x daily
Compact	5	See Fleet Guide	\$35	\$35	\$192.50	\$770	3 x daily
Intermediate	5	See Fleet Guide	\$36	\$36	\$198	\$792	3 x daily
Standard	5	See Fleet Guide	\$36.50	\$36.50	\$200.75	\$803	3 x daily
Full Size	5	See Fleet Guide	\$39	\$39	\$214.50	\$858	3 x daily
<b>Sport Utility Vehicle (SUV):</b>							
SUV, Intermediate	5	See Fleet Guide	\$66	\$66	\$363	\$1452	3 x daily
SUV, Standard	5	See Fleet Guide	\$66	\$66	\$363	\$1452	3 x daily
<b>Truck:</b>							
Truck, Box, 15-16'	3	See Fleet Guide	\$97	\$97	\$533.50	\$2134	3 x daily
Truck, Box, 24'	3	See Fleet Guide	\$112	\$112	\$616	\$2464	3 x daily
Truck, Box, 26'	3	See Fleet Guide	\$112	\$112	\$616	\$2464	3 x daily
Truck, Compact	3	See Fleet Guide	\$77	\$77	\$423.50	\$1694	3 x daily
Truck, Cutaway	2	See Fleet Guide	\$97	\$97	\$533.50	\$2134	3 x daily
Truck, Full Size	4	See Fleet Guide	\$77	\$77	\$423.50	\$1694	3 x daily
Truck, Stake Bed, 20-24'	3	See Fleet Guide	\$112	\$112	\$616	\$2464	3 x daily
<b>Van:</b>							
Van, Cargo	2	See Fleet Guide	\$77	\$77	\$423.50	\$1694	3 x daily
Van, Mini	7-8	See Fleet Guide	\$69	\$69	\$379.50	\$1518	3 x daily
Van, Passenger	12	See Fleet Guide	\$97	\$97	\$533.50	\$2134	3 x daily

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C. Virginia Airport and Fixed Base Operation (FBO) Location Fees

1. Virginia Airport Locations:

Location	Access Fees	Concession Recovery Fee	Customer Facility Charge	One Way Charge	Drop Charges
Blacksburg Airport	2% Rental Fee 5% Communications Tax	12.36%	\$3 per day Airport Fee	Varies	Varies
Dulles International Airport	2% Rental Fee 5% Communications Tax	11.11%	\$3 per day Airport Fee	Varies	Varies
Lynchburg Airport	2% Rental Fee 5% Communications Tax	11.11%	\$2 per day Airport Fee	Varies	Varies
Newport News Airport	2% Rental Fee 5% Communications Tax	11.11%	\$4.25 per day Airport Fee	Varies	Varies
Norfolk International Airport	2% Rental Fee 5% Communications Tax	11.11%	\$2 per day Airport Fee	Varies	Varies
Reagan National Airport	2% Rental Fee 5% Communications Tax	11.11%	\$3.50 per day Airport Fee	Varies	Varies
Richmond International Airport	2% Rental Fee 5% Communications Tax	11.11%	\$2 per day Airport Fee	Varies	Varies
Roanoke Airport	2% Rental Fee 5% Communications Tax	12.36%	\$3 per day Airport Fee	Varies	Varies
Charlottesville Airport	2% Rental Fee 5% Communications Tax	11.11%	\$4.25 per day Airport Fee	Varies	Varies

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2. Virginia FBO Locations:

Location	Access Fees	Concession Recovery Fee	Customer Facility Charge	One Way Charge	Drop Charges
Crewe Municipal Airport	N/A	N/A	N/A	N/A	N/A
Aero Industrial Aviation	N/A	N/A	N/A	N/A	N/A
Airport Authority	N/A	N/A	N/A	N/A	N/A
Atlantic Aviation	N/A	11.11%	\$4.25 per day Airport Fee	Varies	Varies
Blue Ridge Airport	N/A	N/A	N/A	N/A	N/A
Central Virginia Aviation	N/A	N/A	N/A	N/A	N/A
Culpeper County Reg. Airport	N/A	N/A	N/A	N/A	N/A
Dominion Aviation	N/A	N/A	N/A	N/A	N/A
Dulles/Private Airport Hawthorn	11.11%	N/A	N/A	N/A	N/A
Executive Air	N/A	N/A	N/A	N/A	N/A
Falwell Aviation	N/A	N/A	N/A	N/A	N/A
Franklin Municipal Airport	N/A	N/A	N/A	N/A	N/A
Glick Fields Inc.	N/A	N/A	N/A	N/A	N/A
Hampton Roads Exec Airport	N/A	N/A	N/A	N/A	N/A
Heart of Virginia Aviation (Farmville/Ashland)	N/A	N/A	N/A	N/A	N/A
Horizon Aviation	N/A	N/A	N/A	N/A	N/A
Hummel Aviation LLC	N/A	N/A	N/A	N/A	N/A
Landmark Aviation Charlottesville	N/A	N/A	N/A	N/A	N/A
Landmark Aviation Roanoke	N/A	11.11%	\$1.70 per day	N/A	N/A
Landmark Aviation/Norfolk	N/A	N/A	N/A	N/A	N/A

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Million Air Richmond	N/A	11.11%	N/A	N/A	N/A
Mountain Empire Aviation	N/A	N/A	N/A	N/A	N/A
New Kent County	N/A	N/A	N/A	N/A	N/A
New London Airport	N/A	N/A	N/A	N/A	N/A
New River Valley Airport	N/A	N/A	N/A	N/A	N/A
Richmond Jet Center	N/A	11.11%	\$1.70 per day	N/A	N/A
Rick Aviation	N/A	11.11%	\$3 per day	N/A	N/A
Shenandoah Airport	N/A	N/A	N/A	N/A	N/A
Skylark Aviation	N/A	N/A	N/A	N/A	N/A
Suffolk Airport	N/A	N/A	N/A	N/A	N/A
Twin County Airport	N/A	N/A	N/A	N/A	N/A
Virginia Aviation Retail	N/A	N/A	N/A	N/A	N/A
Virginia Highlands Airport	N/A	N/A	N/A	N/A	N/A
Virginia Tech/Montgomery Co. Airport	N/A	N/A	N/A	N/A	N/A
West Point Aviation	N/A	N/A	N/A	N/A	N/A
Williamsburg Jamestown Airport	N/A	N/A	N/A	N/A	N/A

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