



TRUCKEE TAHOE AIRPORT DISTRICT BOARD OF DIRECTORS STAFF REPORT

AGENDA TITLE: Multi-Year Leasing Items – Rental Cars

MEETING DATE: July 22, 2026

PREPARED BY: David Van Quest, Outreach Coordinator

REPRESENTED BY: Jeff Menasco, Director of Aviation

RECOMMENDED ACTION Approve the multi-year leasing items described herein.

DISCUSSION: As per District policy, any leasing items over one year in length need board approval. Two items are presented today, a five (5) year Lease & Concession Agreement for office space and parking spots for Enterprise Rental Car and a four (4) year Lease & Concession Agreement renewal with AVIS Rental Car Company.

Enterprise Rental Car has had a lease with TTAD since 2016. Initially they rented five (5) parking spots, then in 2017 their lease was amended to include 1,000 square feet of office space in the Airport Office Building (AOB) and an additional ten (10) parking spots. The original lease was renewed for an additional four (4) years which terminated on September 14, 2025 at which point it went month-to-month until TTAD completed a rent study of the AOB. With the rent study completed in early 2026, TTAD offered a new lease to Enterprise at current market rates for both office space and parking spots. After several rounds of negotiations, Enterprise has agreed to terms on a new Lease & Concession Agreement and will be executed upon Board approval.

The key points to the new Enterprise lease are as follows:

- Five (5) – year term with one (1) option to renew for an additional five (5) years
- \$2.50 per square foot monthly office rent, up from \$1.70
- \$1.36 per square foot monthly CAM
- \$50 per parking spot per month Rent, up from \$25
- Fifteen (15) parking spots
- 10% or \$200 monthly Concession Fee, whichever is greater
- CPI Capped at 4% with two-year period for smoothing

AVIS Rental Car Company has had an agreement with TTAD since 2017 to rent two (2) parking spots in the rental car parking lot for customers to pickup/drop-off vehicles. Their original lease was for four (4) years and was renewed for an additional five (5), terminating June 30, 2026. They are now seeking a new lease, which has been drafted by airport staff and agreed to by AVIS, and will be executed upon Board approval.

The key points to the new lease are as follows:

- Four (4) – year term with one (1) option to renew for an additional four (4) years
- \$50 per parking spot per month Rent, up from \$25
- Two (2) parking spaces in the Rental Car Parking Lot
- 10% or \$200 monthly Concession Fee, whichever is greater
- \$115 per parking spot annual Pavement Maintenance Fee **(NEW)**

This lease introduces a new Pavement Maintenance Fee of \$115 per parking space per year. This fee is intended to cover costs such as snow removal, painting and striping, repaving, and other major capital expenditures associated with the rental car parking lot.

Historically, maintenance costs for the entire rental car parking lot have been borne solely by the two rental car companies who lease office space (currently Enterprise and Go Rentals) through CAM charges, without adjustments for other tenants renting parking spaces. With the addition of the Pavement Maintenance Fee to future leases of companies renting parking spots only, the collected revenue will be used to offset the CAM expenses paid by the two companies leasing office space.

WHAT'S NEXT: Pending board approval, the District will issue the new Lease & Concession Agreements for Enterprise Rental Car and AVIS Rental Car Company.

FISCAL IMPACT: Annual Rent revenues of \$40,200, approximately \$102,800 in Concession Fees and \$230 reduction in CAM paid by Enterprise and Go Rentals.

PUBLIC COMMUNICATIONS: None

SAMPLE MOTION(S): I approve the issuance of the two new Lease & Concession Agreements with Enterprise Rental Car and AVIS Rental Car Company.

ATTACHMENTS:

A: Enterprise Rental Car Lease.

B: AVIS Rental Car Lease.