City of Austin

Recommendation for Action

File #: 26-2220, **Agenda Item #:** 3. 8/27/2026

Posting Language
Authorize negotiation and execution of a Rental Car Concession Agreement with Sixt Rent A Car, LLC to operate an on-airport rental car concession at Austin-Bergstrom International Airport for an initial term of five years with up to one four-year extension option. Funding: This item is projected to result in annual revenue of $440,000 in the Operating Budget of Austin Aviation.

Lead Department
Austin Aviation

Fiscal Note
This item is projected to result in annual revenue of $440,000 in the Operating Budget of Austin Aviation.

For More Information:
Tracy Thompson, Chief Officer - Business and External Affairs, Tracy.Thompson@FlyAustin.com or 512-530-5023.

Council Committee, Boards and Commission Action:
August 12, 2026 - To be reviewed by the Airport Advisory Commission.

Additional Backup Information:
The consolidated rental car facility at Austin-Bergstrom International Airport (CONRAC) is located within the four stories (levels two-five) of the Airport's ground transportation center. The CONRAC includes customer service counters, administrative offices, a multi-story ready/return parking garage, vehicle storage, fueling areas, car wash bays, and quick-turnaround (QTA) facilities supporting rental car operations.

Currently the Airport has four incumbent on-airport rental car concessionaires operating under existing rental car concession agreements with the City: Avis Budget Group, Enterprise Rent-A-Car, Fox Rent-A-Car, and Hertz. These concessionaires occupy designated locations within the CONRAC.

This Rental Car Concession Agreement for Sixt Rent A Car, LLC (Sixt) is for a new entrant rental car company to provide rental car services from the CONRAC, and establishes the rental car company's operational responsibilities, including compliance with Airport policies and procedures, reporting requirements, payment of concession fees, and adherence to all applicable financial and operational standards.

PROCUREMENT:
Austin Aviation issued Request for Concessions Proposals solicitation RFCP 8100 SW2026-02 for these services. The solicitation was published on May 12, 2026, and closed on July 17, 2026. Sixt submitted the only response.

MBE/WBE:
This contract will be awarded in compliance with City Code Chapter 2-9A (Minority-Owned and Women-Owned Business Enterprise Procurement Program). Per 49 Code of Federal Regulations Part 23 (Participation of Disadvantaged Business in Airport Concessions), which establishes the Airport Concessions Disadvantaged

Business Enterprise (ACDBE) Program, ACDBE participation may not be considered.

The CONRAC is managed and operated under the terms of a Master Lease between the City of Austin and Austin CONRAC, LLC, which serves as the Master Lessee. The Master Lessee is responsible for managing the facility and subleasing space to the rental car concessionaires. In addition to administering the subleases, the Master Lessee oversees the operation and maintenance of the shared facilities, including fueling systems, QTA operations, common areas, and the allocation of ready/return parking and vehicle storage areas among all participating rental car companies. The Master Lessee will enter into a sublease agreement with Sixt for premises in the CONRAC from which Sixt will operate its rental car concession.