



The State of Florida

Department of Management Services

Request for Proposals (RFP)

RENTAL VEHICLES

RFP No. 01-78111808-D

ADDENDUM NO. 1

**Questions and Answers
RFP Amendments**

Contained herein are the responses to the questions submitted to the Department of Management Services (Department). The Department hereby amends Request for Proposals No. 01-78111808-D as noted within this Addendum. In the event of a conflict between previously released information and the information contained herein, the information herein shall control. The information included in this Addendum is now made part of this solicitation.

FAILURE TO FILE A PROTEST WITHIN THE TIME PRESCRIBED IN SUBSECTION 120.57(3), FLORIDA STATUTES, OR FAILURE TO POST THE BOND OR OTHER SECURITY REQUIRED BY LAW WITHIN THE TIME ALLOWED FOR FILING A BOND SHALL CONSTITUTE A WAIVER OF PROCEEDINGS UNDER CHAPTER 120, FLORIDA STATUTES.

Any protest concerning this agency decision or intended decision must be timely filed with the Agency Clerk. Protests may be filed by courier, hand delivery, or regular mail at: Department of Management Services, Office of the General Counsel, Attention: Agency Clerk, 4050 Esplanade Way, Suite 160, Tallahassee, Florida 32399-0950. Protests may also be filed by fax at (850) 922-6312, or by email at agencyclerk@dms.myflorida.com. It is the filing party's responsibility to meet all filing deadlines

Please Note: This Addendum No. 1 does not need to be returned with the Proposal.

The Department has received the following questions from the vendor community through the MFMP Sourcing Tool. Answers are provided in the following table:

#	Question	Answer
1.	<p>The state has identified this to be a \$37M contract. Can you provide a breakdown of this volume to assist us in our pricing assessment?</p> <ul style="list-style-type: none"> • Of the \$37M, how much is state business vs leisure? • Car rental rate only vs Total Charge (fees, etc.)? • In-State vs Out-Of-State? • Volume by month • Day of week volume • Car classes reserved breakdown • Miles per day driven • Average Length of rental • Airport compared to local market stores • One way volume in state and return out of state • Volume by locations in Tallahassee <p>top cities with approximate volume</p>	See Appendix A, below.
2.	Some out-of-state markets have distinctly different operating costs and pricing, yet the pricing sheet does not provide the opportunity offer unique rates by out of state cities. Please provide guidance on how this can be submitted. (Note: current St of FLA pricing has different rates for out of state cities.)	See this Addendum's modifications to Section 4.8, Contents of Proposal, of the RFP, found below.

		In addition, city surcharges for the Department's current state term contract for rental vehicles are located at: https://www.dms.myflorida.com/content/download/131987/821613/file/EHI%20City%20Surcharges.pdf
3.	Can you provide instructions for signature upload for Exhibit B?	Contract Exhibit B, Draft Contract, will be signed by the awarded Contractor(s) after the procurement is complete.
4.	From the intent to award date, 6/30, there are 15 days (11 business days) to implementation, for the July 15 th start date. Will completion of booking tool, and expanded/new Tallahassee locations be expected to be completed by this date?	The anticipated contract start date is an estimate which may be adjusted.
5.	Can you clarify transaction fees mentioned? Amount due, frequency, how is it paid?	See Subsection 3.7, Transaction Fees of Contract, of Contract Exhibit C, Special Contract Conditions, and Subsection 40.2, MFMP Transaction Fee Report, of Contract Exhibit A, Statement of Work.
6.	How will COVID-19 affect the timing of the bid process?	The Department does not intend to adjust the timeline for this solicitation at this time; however, any changes to the Timeline of Events will be posted on the Vendor Bid System (VBS).
7.	How will COVID-19 affect the implementation process?	The Department does not currently have an answer for this question.
8.	Would consideration on age be made based on vehicle class, please describe.	The Department does not understand this question.
9.	If an employee does not have an ID, how will we verify that he can use the contract?	See this Addendum's modifications to Section 11, Vehicle Pickup, and Subsection 11.1, of Contract Exhibit A, Statement of Work, found below. Also see Section 12, Alternate Pickup and Drop-Off Personnel, and Section 20, Leisure Use of the Contract, of Contract Exhibit A, Statement of Work.
10.	How will a state employee cover a personal associate who is driving the vehicle?	The Department does not understand the question.
11.	What advanced booking requirements are required if vendor's are to have a sufficient number of vehicles on hand?	See Section 5, Vehicle Availability, of Contract Exhibit A, Statement of Work.
12.	If cruise control is not provided in compact cars by manufacturers, how would this be measured?	Vehicles rented under this Contract are expected to meet the requirements in Subsection 7.2 of Contract Exhibit A, Statement of Work.
13.	What would be considered non-rentable body damage?	See Subsection 7.4 of Contract Exhibit A, Statement of Work.
14.	What penalties to state employees will be allowed when they smoke in the vehicles?	Customers who smoke in rental vehicles may be subject to penalties established by the rental car company, as identified by the rental car company's policies.
15.	If a customer does not have a reservation and walks in to get a vehicle and it is not available, is this considered an availability issue?	The availability of vehicles described in Section 5, Vehicle Availability, of Contract Exhibit A, Statement of Work, is limited to Renters with reservations.

16.	When vehicle classes are booked from advanced reservations, and reservations are not able to be made for specialty car classes how would the state handle the employees who did not make advanced reservations?	The term “specialty car classes” is not included in this solicitation.
17.	Would the state consider a 1 hour release of reservations?	No.
18.	How is this measured? What would be the start time? How is this validated?	The Department does not understand the question.
19.	There is an allowance in Exhibit A for a customer to accept less than a full tank, but by contract it is required. Please clarify.	Per Subsection 11.3 of Contract Exhibit A, Statement of Work, Renter may agree to drive a vehicle with less than a full tank of gas.
20.	Who will be allowed to exercise alternate pick up and drop off personnel? Please provide the number of people	See Section 12, Alternate Pickup and Drop-Off Personnel, of Contract Exhibit A, Statement of Work.
21.	How will drop box times be monitored by the State?	This is an operational question which will be addressed after Contract award.
22.	Please explain 23.11 (which is listed under section 24) which states “Contractor must honor contract rates regardless of how reservation was made”.	See this Addendum’s modification to Section 24, Contract Rental Rates, Subsection 23.11, of Contract Exhibit A, Statement of Work, found below.
23.	How will the SLA’s be measured?	See Section 35, Required Service Levels and Financial Consequences, of Contract Exhibit A, Statement of Work, chart column titled “Measurement.”
24.	What leniency in the information on the Sales report is there if the system does not capture the information? Can this be discussed prior to contract signing?	See this Addendum’s modifications to Subsection 40.1, Monthly Sales Report, of Contract Exhibit A, Statement of Work, found below.
25.	What third party will monitor the State’s dedicated site’s uptime?	This will be determined by the awarded Contractor(s) in consultation with the Department.
26.	Please explain section 1.8 in the RFP document that states that “The Department reserves the right to determine which proposals meet the requirements of the solicitation and which respondents are responsive and responsible”.	See Section 1.4 of the RFP.
27.	Please explain section 1.8 paragraph 3 which states “the department reserves the right to waive any minor irregularity if the Department determines that it is in the best interest of the State to do so”. Please provide examples.	The Department declines to provide examples.
28.	What if a Respondent does not remain open even though it signed that it would?	The Department does not understand this question.
29.	Will there be an opportunity for redlines in the contract?	No.
30.	Please clarify if 200 open locations are required to be open at the time of the rfp response to qualify to bid?	See this Addendum’s modifications to Section 4.1.1, Mandatory Requirement Questions, of the RFP, found below. In addition, while locations are expected to be open, any locations that have temporarily closed or have adjusted hours due to Covid-19, may be counted within the 150 locations.
31.	If a location is not staffed full-time does it qualify as a location?	See this Addendum’s modifications to Section 21, Requirements for Contractor Rental Locations, of Contract Exhibit A, Statement of Work, and modifications to Section

		4.1.1, Mandatory Requirement Questions, of the RFP, found below.
32.	Please confirm that 200 locations that are staffed full-time must be open during normal business hours for the duration of this contract?	See this Addendum's modifications to Section 21, Requirements for Contractor Rental Locations, of Contract Exhibit A, Statement of Work, and modifications to Section 4.1.1, Mandatory Requirement Questions, of the RFP, found below.
33.	Market conditions greatly impact mileage on rental cars. Will the state consider a % of vehicles below the 35,000 mile threshold?	No.
34.	Recommendation is to limit 15 passenger van rentals to 25+ based on safety guidelines. Will state consider this?	See this Addendum's modifications to Section 1, General Requirements, Subsection 1.2, of Contract Exhibit A, Statement of Work, found below.
35.	Snow chains are not available in all markets. Please define acceptable amount of notice for request and locations the state would like these available at?	This is an operational question which will be addressed after Contract award.
36.	Hand controls are available with 48 hours notice. Is this acceptable to the State?	This is an operational question which will be addressed after Contract award.
37.	If 99.5% uptime of the reservation system is not agreeable will the State consider a lower?	No.
38.	Will the State consider self-reporting of reservation uptime as opposed to a 3rd party?	No.
39.	If a full tank of gas is not possible on every rental will the State consider alternative refuel options?	See Subsection 11.3 of Contract Exhibit A, Statement of Work.
40.	Would the State consider an alternative fueling plan to the refund upon return plan that is currently proposed for vehicles returned with excess gas?	No.
41.	Will State consider mechanical and safety issues exempt if issue was caused by a contract violation?	The Department does not understand this question.
42.	In the event the renter is stranded in a remote location will the State consider a grace period / exemption to the two-hour rule?	No.
43.	If roadside assistance is provided by a 3rd party does the State agree that terms and conditions of the State's contract should not be shared with this 3rd party?	The Department does not understand this question.
44.	For breakdowns involving locking keys in the car or running out of gas does the State agree that this should be a State / renter incurred cost?	No.
45.	Will the State consider an alternative fuel tracking plan to the one proposed in 16.3 c and d?	No.
46.	In an SOE situation will State consider equal availability for other emergency providers?	The Department does not understand this question.
47.	Please consider amending language in 22.5 to 1 hour after the last flight. Last reservation of the day may be a no show.	No.
48.	Would the State consider an alternative method for VLF fee processing / removal?	No.
49.	Please consider adding "when contractor properly identifies themselves as an approved user of the program" to 23.11	See this Addendum's modifications to Section 24, Contract Rental Rates, Subsection 23.11, of Contract Exhibit A, Statement of Work, found below.

50.	Please consider amending 27 to "The state reserves the right to increase this minimum liability coverage with vendor agreement in writing"	No.
51.	If the vendor is unable to accommodate a change in PCARD platform due to compatibility or time constraints would the State consider alternative billing solutions?	No. Respondents must be able to accept the P-Card platform used by the State.
52.	Will the State consider similar but not exact reporting capability to the guidelines in 40.1?	See this Addendum's modifications to Subsection 40.1, Monthly Sales Report, of Contract Exhibit A, Statement of Work, found below.
53.	Will the State consider alternative solutions to those outlined in 44 regarding on-site customer parking?	No.

The following language supplements or replaces the language found in the RFP. The variations between the new and the old language are highlighted in **yellow**.

1. Section 1, General Requirements, Subsection 1.2, of the Statement of Work, is hereby modified as follows:

1.2 Contractor shall provide vehicles to any Renter who possesses a valid driver's license and proof of employment by a Customer, is at least 18 years of age **(or 21 years of age for Passenger Vans for 12 passengers or more)** and has a form of payment allowed under the rental agreement. Contractor shall not require any additional prequalification either via oral or written inquiry, and Contractor shall not apply a minimum age surcharge to Business Rentals.

2. Section 4.1.1, Mandatory Requirement Questions, of the RFP, is hereby modified as follows:

4.1.1 Mandatory Requirement Questions

Respondents shall submit a Yes/No response to each of the following Mandatory Requirement Questions within MFMP Sourcing. Respondents must meet the requirements identified and certify their compliance with the requirements through the following questions in order to be considered responsive and responsible. A submission of a "Yes" response certifies a Respondent's conformance with the Mandatory Requirement Question.

RESPONDENTS THAT ANSWER "NO" OR FAIL TO PROVIDE A RESPONSE TO ANY OF THE MANDATORY REQUIREMENT QUESTIONS WILL BE CONSIDERED NON-RESPONSIVE VENDORS AND THEIR PROPOSALS WILL NOT BE EVALUATED.

Mandatory Requirement Questions	
Question 1	Does the Respondent certify that it has confirmed with its Brand(s) that the Brand(s) offered in Respondent's Proposal do not appear in any other Proposal to this RFP?
Question 2	Does the Respondent certify that its Proposal, including any offered Brand(s), includes at least 200 150 rental locations throughout Florida by Contract execution ? For purposes of this question, rental locations must comply with Sections 21, and 22 and 23 of Contract Exhibit A, Statement of Work.
Question 3	Does the Respondent certify that it has a current and active registration with the Florida Department of State, Division of Corporations, or, if awarded a Contract, it will have a current and active registration prior to execution of the Contract?
Question 4	Does Respondent certify that it is not a Discriminatory Vendor or Convicted Vendor, as defined in Sections 7 and 8 of the PUR 1001 ?
Question 5	Does Respondent certify that it is not on the Scrutinized Companies with Activities in Sudan List pursuant to section 215.473 , F.S., is not on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List pursuant to section 215.473 , F.S., is not on the Scrutinized Companies that Boycott Israel List pursuant to section 215.4725, F.S., and is not participating in a boycott of Israel?
Question 6	Does Respondent certify that it is not on the Suspended Vendor list, pursuant to Rule 60A-1.006, F.A.C.? Click on this link to confirm: lists
Question 7	Does Respondent certify that it has read the entire solicitation document and agrees to all terms and conditions, without qualification or exception, including but not limited to Section 3.2.1?

3. Section 4, Respondent Submission, Subsection 4.8, Contents of Proposal, of the RFP, is hereby modified as follows:

4.8 Contents of Proposal

The Respondent should submit its Proposal in the following format and organized with all information indicated in each part below.

The Proposal must be submitted through MFMP Sourcing and organized as follows:

PART ONE: Organizational Proposal

Respondent should submit the following documents by uploading an electronic copy into the MFMP Sourcing application:

- a) Executive Summary of the Proposal
- b) Vendor Information Form (Attachment D)

PART TWO: Experience Proposal

Respondent should submit an Experience Proposal that provides all of the information required by Attachment A, Experience Proposal Instructions, and upload an electronic copy into the MFMP Sourcing application.

PART THREE: Technical Proposal

Respondent should submit a detailed Technical Proposal that provides all of the information required by Attachment B, Technical Proposal Instructions, and upload an electronic copy into the MFMP Sourcing application.

PART FOUR: Price Sheet and Select City Surcharge Rates

a) Respondent must complete Attachment C, Price Sheet, in accordance with the instructions on the attachment and upload an electronic copy into the MFMP Sourcing application. The Price Sheet should be in Excel format only (.xlsx). For additional information, please see Sections 3.2.7, Price Sheet Instructions, and 4.1.2, Required Documentation.

b) Respondents may submit a document with select city surcharge rates for out-of-state markets that necessitate additional charges for rental vehicles. Respondents may create a list of cities and the corresponding surcharge rates for these cities and upload their document titled "Select City Surcharge Rates." The Select City Surcharge Rates must not exceed rates of comparable contracts that are similar in size, scope, and terms. The Department reserves that right to request documentation to verify that the surcharge rates submitted do not exceed rates of comparable contracts. Respondents Select City Surcharge Rates shall be valid for the life of the Contract and may not be increased without written authorization from the Department. The Select City Surcharge Rates will not be scored.

PART FIVE: Additional Information Proposal

Respondent should submit an Additional Information Proposal that provides information requested (if appropriate) by Attachment E, Additional Information Proposal Instructions, and upload an electronic copy into the MFMP Sourcing application.

4. Section 11, Vehicle Pickup, Subsection 11.1, of the Statement of Work, is hereby modified as follows:

11.1 Contractor will verify that the Renter is an employee or authorized representative of a Customer by requesting employee identification, badge, or written authorization on letterhead of the Customer at or before the time of vehicle pickup.

Contractor shall perform all processing necessary to rent the vehicle (drive off the lot) within thirty (30) minutes after the arrival of the Renter at the rental pickup location, except as provided in Section 22.3.

Contractor may request the Renter to sign Contractor's standard rental agreement to document the delivery of the vehicle. Contractor shall provide to Renter a completed copy of the standard rental agreement showing:

- a. The Class of vehicle rented and the itemized charges and total projected charges to be billed for the rental.
- b. Date, time, and location for the vehicle's return. The Contractor shall include a description of the charges that may be applied for late returns of vehicles.
- c. Odometer reading upon pickup.
- d. Fuel level upon pickup, expected fuel level upon return, and the rate that will be charged for fuel if returned with insufficient fuel level.
- e. Telephone numbers to be used in case of problems (breakdown, accident, etc.) or questions.

5. Section 21, Requirements for Contractor Rental Locations, Subsection 21.2, of the Statement of Work, is hereby modified as follows:

21 Requirements for Contractor Rental Locations

- 21.1 Contractor shall have enough rental locations throughout Florida to provide safe, reliable, and convenient options for Renters.
- 21.2 All rental locations must, at a minimum, be open for business from 9:00 AM to 5:00 PM local time Monday through Friday excluding State holidays, as defined in section 110.117, F.S. **Upon express written approval from the Department, Contractor may be permitted to operate specific rental locations with alternative business hours.**
- 21.3 Contractor's rental locations will be in a permanent commercial structure, well-lit, clean, properly maintained, and clearly identified as the vehicle rental company with whom the reservation was made.
- 21.4 Contractor shall ensure that Contract prices and terms and conditions are available at all rental locations and that there is 100 percent adherence to the Contract rates.
- 21.5 After-Hours Return at non-Airport Locations.

The Contractor shall provide for after-hours returns (drop-off) in all major metropolitan areas (Miami, Ft Lauderdale, Tampa, Orlando, Jacksonville, Tallahassee, and Pensacola) or institute a procedure that allows Renters to return vehicles during hours when rental locations are closed for business. At a minimum, Contractor shall provide a means for the Renter to securely return the vehicle key and document the time at which the vehicle was returned to the rental location.

6. Section 24, Contract Rental Rates, Subsection 23.11, of the Statement of Work, is hereby modified as follows:

243.11 Contractor must honor Contract rates, ~~regardless of how reservation was made~~ **whether the reservation was made by the online reservation system, telephonically or walk-up, when a Renter is identified as an approved user of the Contract.**

7. Section 40, Contract Reporting and Documentation, Subsection 40.1, Monthly Sales Report, of the Statement of Work, is hereby modified as follows:

40.1 Monthly Sales Report

Contractor shall submit a monthly sales report electronically, in a format acceptable to the Department, to the Department's Contract Manager within ten (10) calendar days after the close of each month. The Department reserves the right to require Contractor to provide additional reports, lists, or other documentation regarding sales, pricing, fees, or other information, with thirty (30) days' written notice. Failure to timely provide the monthly report, or other reports or documentation requested by the Department, may result in the imposition of financial consequences or in Contractor being found in default and may result in termination of the Contract. Initiation and submission of the monthly report are the responsibility of Contractor without prompting or notification by the Department. Sales will be reviewed on a monthly basis.

At a minimum, the monthly sales report shall contain the following elements:

Element	Description
Contractor/Brand	Identifies the vehicle rental company associated with the rental
Ticket	Rental agreement number; this is a unique identifier for each rental
Reservation Number	Contractor's unique identifier for reservations; not used by the Department's Division of State Purchasing
Account Number	
Account Name	Used to identify agencies/universities vs. OEU <u>and</u> Business vs. Leisure Rentals
Reservation Date	Blank when a reservation is not made in advance (i.e. walk-ins)
Reservation Time	Blank when a reservation is not made in advance (i.e. walk-ins)
Business or Leisure	Indicates whether reservation was a Business Rental or Leisure Rental
Rental Date	
Rental Time	
Location Name - Pickup	Rental Pickup Location Name (e.g., TALLAHASSEE EAST)
City - Pickup	Rental Pickup Location City
State - Pickup	Rental Pickup Location State
Return Date	
Location Name – Return	Return location name (e.g., TALLAHASSEE EAST)
City - Return	Return location city
State - Return	Return location state
Months Rented	Number of whole months rented (30-day periods) (Maybe optional)
Weeks Rented	Number of whole weeks rented (7-day periods) (Maybe optional)
Days Rented	Number of whole days rented (24-hour periods)
Hours Rented	Number of hours rented (Maybe optional)
Miles Out	Vehicle mileage when the Renter picks up the car
Miles In	Vehicle mileage when the Renter returns the car

Retail Rate for this Rental	Retail rate for a rental similar to this rental (May be optional)
Time/Mileage Amount	Amount charged for time rented plus mileage, if applicable
Total Charge Amount	Total amount charged including all taxes and fees, if applicable
Miles/Day	Calculated field; total miles divided by charge days
Total Tax Amount	State and local tax amount
Surcharge Amount	Combination of other fees not captured in a separate field such as vehicle license recovery fees (VLF) (if not already included in the rental rate) and airport concession fees
FSO Amount	Amount charged for fuel service option, if applicable
GPS Amount	Amount charged for GPS (navigation equipment) rental, if applicable
Other Charges	Amount charged for charges not otherwise included on this list (May be optional)
Description of Other Charges	(May be optional)
Gallons	Number of gallons needed to restore tank to level at pickup, if applicable
Fuel Rate	Cost of fuel per gallon, if applicable
Toll Pass Service Charge	Amount charged for tolls accrued by Renter and equipment rental (if not charge-by-plate)
Vehicle Charged	ACRIS Code for the vehicle type for which the Renter was charged (e.g., CCAR=Compact Car)
Vehicle Reserved	ACRIS Code for the vehicle type that the Renter reserved
Vehicle Driven	ACRIS Code for the vehicle type that the Renter drove
Make	Make of the vehicle that the Renter drove (e.g., CHEV=Chevrolet)
Model	Model of the vehicle that the Renter drove (e.g., TRAV=Traverse)
Year	Year of the vehicle that the Renter drove (e.g., 2017)
Vehicle Identifier	Vendor's unique identifier or Vehicle Identification Number (VIN) for the specific vehicle that the Renter drove
MOP	Method of Payment (e.g., VISA, CASH, PERSONAL CHECK); does not identify personal vs. business credit card
Renter First Name	
Renter Last Name	
One Way Rental	Indicates "No" if the vehicle was not returned to the pickup location
Airport Rental	Indicates "Yes" if the vehicle was rented from one of Contractor's airport locations
Booking Source	How the reservation was made (e.g., BRANCH, WEB), or WALKUP if no reservation
Adjustment Indicator	Indicates "Adjustment" if changes are made to a rental agreement after it is closed in Contractor's system; these records are not counted as separate rental agreements, but data is compared to the information originally provided by Contractor for the same rental agreement to determine what changes were made (e.g., tax and surcharge refunds, mileage corrections, etc.)
Amount Adjusted	Amount added or deducted (e.g., tax and surcharge refunds, mileage corrections, etc.)

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APPENDIX A

The state has identified this to be a \$37M contract. Can you provide a breakdown of this volume to assist us in our pricing assessment?

The annual spending volume for rental vehicles in calendar year 2019 was approximately \$37.8 million. The breakdowns below are based on the monthly reports of the current contractor for the 2019 calendar year.

- Of the \$37M, how much is state business vs leisure?

BUSINESS	\$22,137,474.47
LEISURE	\$15,711,017.68

- Car rental rate only vs Total Charge (fees, etc.)?

TIME/MILEAGE	\$28,604,800.62
TOTAL CHARGE	\$37,848,492.15

- In-State vs Out-Of-State?

IN-STATE	\$25,614,005.80
OUT-OF-STATE	\$12,234,486.35

- Rental volume by month (2019)

JANUARY	16,879
FEBRUARY	18,365
MARCH	23,470
APRIL	21,347
MAY	23,552
JUNE	23,795
JULY	25,495
AUGUST	21,827
SEPTEMBER	18,222
OCTOBER	23,599
NOVEMBER	22,981
DECEMBER	21,274

- Day of week rental volume (2019)

SUNDAY	24,544
MONDAY	39,385
TUESDAY	33,928
WEDNESDAY	36,905
THURSDAY	43,831
FRIDAY	53,880
SATURDAY	28,333

- Car classes reserved breakdown

INTERMEDIATE CAR	61,010
COMPACT CAR	58,978
MINIVAN	42,709

APPENDIX A

FULL-SIZE CAR	31,073
STANDARD SUV	21,945
ECONOMY CAR	19,809
LARGE PICKUP	2,595
LARGE SUV	2,113
INTERMEDIATE SUV	1,964
PREMIUM CAR	1,121
STANDARD PICKUP	785
LUXURY CAR	767
12-PASSENGER VAN	561
OTHER	15,376

- Miles per day driven
201 MILES/DAY
- Average length of rental
3 ½ DAYS
- Airport rental volume compared to local market stores

AIRPORT	114,819
LOCAL	145,987

- One-way volume in state and return out of state
3,392 RENTALS
- Volume by location in Tallahassee

AIRPORT LOCATIONS	11,618
MAHAN DRIVE	9,140
BLOUNTSTOWN STREET	4,738
SOUTHWOOD	4,207
THARPE STREET	4,018
MONROE STREET	3,591
FSU CAMPUS	722

- Top cities with approximate rental volume

TALLAHASSEE	38,034
GAINESVILLE	19,349
ORLANDO	16,788
MIAMI	13,552
JACKSONVILLE	11,067
TAMPA	8,486
FORT LAUDERDALE	7,794
WEST PALM BEACH	4,766
PENSACOLA	4,007
PANAMA CITY	3,249