



Fort Bend County Purchasing Agent / Commissioners Court

Fort Bend County, Texas

**Regarding: Bid No. 20-077, Term Contract Rental Vehicles and Services**

Fort Bend County Purchasing Agent and Commissioners Court,

Please let me start by thanking you for our partnership over these many years. We appreciate and value the business we do with Fort Bend County not only on this contract but our travel related business as well under contract ID TXC0790.

As you know the current environment in the auto industry is ever changing and the cost of acquiring vehicles has increased close to 40% since 2020. New vehicle average transaction prices (ATPs) increased to \$47,148 in May 2022, according to new data released by Kelley Blue Book, a Cox Automotive company. Enterprise Holdings has seen our cost of acquiring vehicles increase at this same level. This 40% increase is just on the acquisition of vehicles and does not include increased cost of maintenance, labor, and fuel.

We are only seeking to increase the current pricing from this 2020 contract by 25% to offset some of these increased expenses to maintain this as a viable and sustainable program. As a long-term partner of Fort Bend County we are requesting the 25% increase the contract allows in section 1.35 and not requesting a rebid situation to obtain the full 40% of our cost increase.

We are aware the terms of this contract state a 25% increase is available if approved by commissioner's court and we look forward to the approval as these drastic increases in cost have made this program unsustainable at the current pricing.

Thank you for your consideration,

A handwritten signature in black ink, appearing to read 'Dan Milwit', written over a horizontal line.

Dan Milwit

EAN Holdings, LLC

Below is a link for the Kelly Blue Book, a Cox Automotive Company article we referenced above:

<https://www.coxautoinc.com/market-insights/kbb-atp-may-2022/>

Current Fort Bend County vehicles with pricing and proposed 25% adjustment:

Make	Model	RATE	25% increase	Current Monthly	New Monthly 25%
JEEP	WRAU	\$24.00	\$30.00	\$720.00	\$900.00
FORD	F15C	\$23.16	\$28.95	\$694.80	\$868.50
JEEP	GCHE	\$24.00	\$30.00	\$720.00	\$900.00
GMC	ACAD	\$24.00	\$30.00	\$720.00	\$900.00
CHEV	TAHO	\$31.00	\$38.75	\$930.00	\$1,162.50
FORD	F15C	\$23.16	\$28.95	\$694.80	\$868.50
RAM	B15C	\$23.16	\$28.95	\$694.80	\$868.50
TOYO	TUNC	\$23.16	\$28.95	\$694.80	\$868.50
NISN	TITC	\$23.16	\$28.95	\$694.80	\$868.50
TOYO	TUNC	\$23.16	\$28.95	\$694.80	\$868.50
JEEP	GCHE	\$24.00	\$30.00	\$720.00	\$900.00
RAM	C15C	\$23.16	\$28.95	\$694.80	\$868.50
JEEP	GCHE	\$24.00	\$30.00	\$720.00	\$900.00
			<b>TOTAL Monthly Cost :</b>	<b>\$9,393.60</b>	<b>\$11,742.00</b>
			<b>Difference/month after 25% increase:</b>		<b>\$2,348.40</b>

**Fort Bend County Tabulation  
Bid 20-077  
Rental Vehicles and Services**

**Term: through September 30, 2021**

**Awarded 6/23/20: Enterprise Holdings, Inc dba Enterprise Rent-A-Car  
(funding: Various County Departments)**

**Renewal Term Approved 8/24/21: October 1, 2021 through September 30, 2022**

Vehicle Description		Lawson Number	Enterprise Rent-A-Car, Spring TX			Extended Cost	25% proposed increase	New Extended Cost
			Form 1295					
			Yes					
Item Number	Standard -Size Vehicles (6 cylinder)		Estimated Annual Quantity of Days Rented	Manufacturer & Model	Unit Price per Day			
1	Automobiles: Chrysler 200, VW Jetta, Dodge Avenger or equal to	15748	365	VW Jetta, Kia Soul or similar	\$21.66	\$ 7,905.90	\$27.08	\$9,882.38
2	Trucks, Crew Cab: Toyota Tacoma, Chevrolet Colorado or equal to	15749	365	Nissan Frontier, Chevy Colorado or similar	\$22.50	\$ 8,212.50	\$28.13	\$10,265.63
Item Number	Full -Size Vehicles (6 cylinder)	Lawson Number	Estimated Annual Quantity of Days Rented	Manufacturer & Model	Unit Price per Day			
3	Automobiles: Dodge Charger, VW Passat, Chevy Malibu or equal to	15750	365	Dodge Charge, Nissan Altima, Toyota Camry, Chevy Malibu, Ford Fusion or similar	\$22.50	\$ 8,212.50	\$28.13	\$10,265.63
4	Sports Utility: Ford Explorer, Chevy Equinox or equal to	15751	365	Dodge Durango, Ford Explorer, Chevy Equinox, Chevy Traverse, or similar	\$24.00	\$ 8,760.00	\$30.00	\$10,950.00

Item Number	Premium-Size Vehicles	Lawson Number	Estimated Annual Quantity of Days Rented	Manufacturer & Model	Unit Price per Day			
5	Automobiles (6 cylinder or V8): Chrysler 300, Dodge Challenger, Nissan Maxima or equal to	15752	365	Chrysler 300, Nissan Maxima or similar	\$24.00	\$ 8,760.00	\$30.00	\$10,950.00
6	Trucks, Extended or Crew Cab: Ford F-150, Toyota Tundra, Chevrolet Silverado, Dodge Ram or equal to	15753	365	Ford F150, Dodge Ram 1500, Chevy Silverado or equal	\$23.16	\$ 8,453.40	\$28.95	\$10,566.75
7	Sports Utility (V8): Chevrolet Tahoe, Ford Expedition or equal to	15754	365	Chevy Tahoe, Ford Expedition or similar	\$31.00	\$ 11,315.00	\$38.75	\$14,143.75
8	Mini Vans (6 cylinder): Dodge Grand Caravan, Chrysler Town & Country or equal to	15755	365	Dodge Caravan, Chrysler Pacifica or similar	\$22.50	\$ 8,212.50	\$28.13	\$10,265.63
9	Vans, Ford Transit (V8): Chevrolet Express or equal to	15756	365	Ford Transit, Chevy Express or similar	\$36.67	\$ 13,384.55	\$45.84	\$16,730.69



OFFICE OF COUNTY PURCHASING AGENT  
Fort Bend County, Texas

**Term Contract Renewal Form**

Solicitation #: Bid 20-077

Title: Term Contract Rental Vehicles and Services

Contracted Vendor: Enterprise Holdings, Inc. dba Enterprise Rent-A-Car

Mr. Gary Headrick,

Our contract with your company for the above referenced expires September 30, 2022. Contract provisions allow for renewal of this contract if mutually agreeable.

If your company wishes to renew this contract through September 30, 2023 under the same terms and conditions, please complete the information below and return this form along with a Form 1295 by e-mail to [brooke.lindemann@fortbendcountytexas.gov](mailto:brooke.lindemann@fortbendcountytexas.gov). Purchasing will then take the matter before the Commissioner's Court of Fort Bend County for their consideration. Please respond to this email by 5:00 pm, Friday, August 2, 2022.

☒ Yes, I agree to renewing our agreement with Fort Bend County under the same terms and conditions.

☐ No, I do not wish to renew our agreement with Fort Bend County.

If Yes, please provide a new Form 1295 along with this renewal form by replying to this email. The Form 1295 must be new; previous 1295s are not permitted.

Effective January 1, 2016 all contracts executed by Commissioners Court, regardless of the dollar amount, will require completion of Form 1295 "Certificate of Interested Parties", per the new Government Code Statute §2252.908. All vendors submitting a response to a formal Bid, RFP, SOQ or any contracts, contract amendments, extensions or renewals are required to complete the Form 1295 online through the State of Texas Ethics Commission website. Please visit:

[https://www.ethics.state.tx.us/whatsnew/elf\\_info\\_form1295.htm](https://www.ethics.state.tx.us/whatsnew/elf_info_form1295.htm).

**On-line instructions:**

Name of governmental entity is to read: Fort Bend County.

Identification number used by the governmental entity is: B20-077.

Description is to read: Rental Vehicles and Services.

After receiving the Form 1295 with a new Certification Number and Date Filed, please print the form and complete box 6, sign, then email the Form 1295 and this signed Term Contract Renewal Form to [brooke.lindemann@fortbendcountytexas.gov](mailto:brooke.lindemann@fortbendcountytexas.gov). If your company is publicly traded you are not required to complete this form.

Signature of Authorized Representative

8/5/22

Date

Daniel Milwit Vice President / General Manager

Printed Name and Title of Authorized Representative

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3	Automobiles: Dodge Charger, VW Passat, Chevy Malibu or equal to	15750	365	Dodge Charge, Nissan Altima, Toyota Camry, Chevy Malibu, Ford Fusion or similar	\$22.50
4	Sports Utility: Ford Explorer, Chevy Equinox or equal to	15751	365	Dodge Durango, Ford Explorer, Chevy Equinox, Chevy Traverse, or similar	\$24.00

<b>Item Number</b>	<b>Premium-Size Vehicles</b>	<b>Lawson Number</b>	<b>Estimated Annual Quantity of Days Rented</b>	<b>Manufacturer &amp; Model</b>	<b>Unit Price per Day</b>
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