

Louisville Regional Airport Authority
Rental Car Concessions
Market Share
Fiscal Year 2018

	<u>Alamo</u>	<u>Avis</u>	<u>Budget/Payless</u>	<u>Dollar/Thrifty</u>	<u>Enterprise</u>	<u>Hertz</u>	<u>National</u>	<u>Total</u>	<u>Prior Year</u>
July-17	704,974.51	795,275.74	888,995.93	636,271.78	1,091,711.14	1,205,714.14	962,969.96	6,285,913.20	6,036,582.19
% of Total	11.22	12.65	14.14	10.12	17.37	19.18	15.32	100.00	
August-17	519,465.39	793,175.28	697,075.14	598,721.36	962,951.70	1,038,510.56	979,084.69	5,588,984.12	5,331,823.24
% of Total	9.29	14.19	12.47	10.71	17.23	18.58	17.52	100.00	
September-17								-	5,199,406.10
% of Total	-	-	-	-	-	-	-	-	
October-17								-	5,637,622.80
% of Total	-	-	-	-	-	-	-	-	
November-17								-	4,646,332.72
% of Total	-	-	-	-	-	-	-	-	
December-17								-	4,263,663.83
% of Total	-	-	-	-	-	-	-	-	
January-18								-	3,599,971.25
% of Total	-	-	-	-	-	-	-	-	
February-18								-	3,585,186.35
% of Total	-	-	-	-	-	-	-	-	
March-18								-	4,754,310.59
% of Total	-	-	-	-	-	-	-	-	
April-18								-	5,096,076.95
% of Total	-	-	-	-	-	-	-	-	
May-18								-	5,574,274.72
% of Total	-	-	-	-	-	-	-	-	
June-18								-	5,728,803.95
% of Total	-	-	-	-	-	-	-	-	
YTD (\$)	\$ 1,224,439.90	\$ 1,588,451.02	\$ 1,586,071.07	\$ 1,234,993.14	\$ 2,054,662.84	\$ 2,244,224.70	\$ 1,942,054.65	\$ 11,874,897.32	\$ 59,454,054.69
% of Total	10.31	13.38	13.36	10.40	17.30	18.90	16.35	100.00	

Louisville Regional Airport Authority
Rental Car Concessions
Transaction Count
Fiscal Year 2018

	<u>Alamo</u>	<u>Avis</u>	<u>Budget/Payless</u>	<u>Dollar/Thrifty</u>	<u>Enterprise</u>	<u>Hertz</u>	<u>National</u>	<u>Total</u>	<u>Prior Year</u>
July-17	2,720	3,383	3,517	2,868	4,282	5,400	5,034	27,204	28,658
% of Total	10.00	12.44	12.93	10.54	15.74	19.85	18.50	100.00	
August-17	2,561	3,931	3,316	2,955	4,416	5,270	5,754	28,203	27,387
% of Total	9.08	13.94	11.76	10.48	15.66	18.69	20.40	100.00	
September-17								-	27,236
% of Total	-	-	-	-	-	-	-	-	
October-17								-	30,187
% of Total	-	-	-	-	-	-	-	-	
November-17								-	25,540
% of Total	-	-	-	-	-	-	-	-	
December-17								-	22,533
% of Total	-	-	-	-	-	-	-	-	
January-18								-	20,516
% of Total	-	-	-	-	-	-	-	-	
February-18								-	21,620
% of Total	-	-	-	-	-	-	-	-	
March-18								-	26,373
% of Total	-	-	-	-	-	-	-	-	
April-18								-	26,357
% of Total	-	-	-	-	-	-	-	-	
May-18								-	28,803
% of Total	-	-	-	-	-	-	-	-	
June-18								-	27,333
% of Total	-	-	-	-	-	-	-	-	
YTD	5,281	7,314	6,833	5,823	8,698	10,670	10,788	55,407	312,543
% of Total	9.53	13.20	12.33	10.51	15.70	19.26	19.47	100.00	

Louisville Regional Airport Authority
Rental Car Concessions
Revenue per Transaction
Fiscal Year 2018

	<u>Alamo</u>	<u>Avis</u>	<u>Budget/Payless</u>	<u>Dollar/Thrifty</u>	<u>Enterprise</u>	<u>Hertz</u>	<u>National</u>	<u>Total</u>	<u>Prior Year</u>
July-17	259.18	235.08	252.77	221.85	254.95	223.28	191.29	231.07	210.64
August-17	202.84	201.77	210.22	202.61	218.06	197.06	170.16	198.17	194.68
September-17	-	-	-	-	-	-	-	-	190.90
October-17	-	-	-	-	-	-	-	-	186.76
November-17	-	-	-	-	-	-	-	-	181.92
December-17	-	-	-	-	-	-	-	-	189.22
January-18	-	-	-	-	-	-	-	-	175.47
February-18	-	-	-	-	-	-	-	-	165.83
March-18	-	-	-	-	-	-	-	-	180.27
April-18	-	-	-	-	-	-	-	-	193.35
May-18	-	-	-	-	-	-	-	-	193.53
June-18	-	-	-	-	-	-	-	-	209.59
YTD	231.86	217.18	232.12	212.09	236.22	210.33	180.02	214.32	190.23

Louisville Regional Airport Authority
Rental Car Concessions
Market Share Report
Fiscal Year 2018

	Alamo			Avis			Budget/Payless			Dollar/Thrifty		
	<u>2017</u>	<u>2018</u>	<u>% Change</u>	<u>2017</u>	<u>2018</u>	<u>% Change</u>	<u>2017</u>	<u>2018</u>	<u>% Change</u>	<u>2017</u>	<u>2018</u>	<u>% Change</u>
July	546,962	704,975	28.89%	893,009	795,276	-10.94%	884,947	888,996	0.46%	724,147	636,272	-12.13%
August	450,520	519,465	15.30%	784,503	793,175	1.11%	758,298	697,075	-8.07%	579,224	598,721	3.37%
September	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
October	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
November	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
December	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
January	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
February	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
March	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
April	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
May	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
June	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
Totals	997,482	1,224,440	22.75%	1,677,512	1,588,451	-5.31%	1,643,245	1,586,071	-3.48%	1,303,371	1,234,993	-5.25%

	Enterprise			Hertz			National			Totals		
	<u>2017</u>	<u>2018</u>	<u>% Change</u>	<u>2017</u>	<u>2018</u>	<u>% Change</u>	<u>2017</u>	<u>2018</u>	<u>% Change</u>	<u>2017</u>	<u>2018</u>	<u>% Change</u>
July	990,524	1,091,711	10.22%	1,152,511	1,205,714	4.62%	844,481	962,970	14.03%	6,036,581	6,285,913	4.13%
August	908,564	962,952	5.99%	1,017,033	1,038,511	2.11%	833,682	979,085	17.44%	5,331,824	5,588,984	4.82%
September	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
October	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
November	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
December	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
January	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
February	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
March	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
April	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
May	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
June	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
Totals	1,899,088	2,054,663	8.19%	2,169,544	2,244,225	3.44%	1,678,163	1,942,055	15.73%	11,368,405	11,874,897	4.46%

Louisville Regional Airport Authority
Rental Car Concessions
Deplanements & Market Share
Fiscal Year 2018

	Deplanements			Market Share	
	2017	2018			
July	152,136	162,376	6.73%	Alamo	10.31%
August	131,670	145,722	10.67%	Avis	13.38%
September			0.00%	Budget/Payless	13.36%
October			0.00%	Dollar/Thrifty	10.40%
November			0.00%	Enterprise	17.30%
December			0.00%	Hertz	18.90%
January			0.00%	National	16.35%
February			0.00%		
March			0.00%	Totals	100.00%
April			0.00%		
May			0.00%		
June			0.00%		
Totals	283,806	308,098	8.56%		

