

Louisville Regional Airport Authority  
Rental Car Concessions  
Market Share  
Fiscal Year 2016

	<u>Alamo</u>	<u>Avis</u>	<u>Budget/Payless*</u>	<u>Dollar/Thrifty</u>	<u>Enterprise</u>	<u>Hertz</u>	<u>National</u>	<u>Payless</u>	<u>Total</u>	<u>Prior Year</u>
July-15	579,866.86	931,236.19	851,187.37	604,304.01	939,726.06	1,307,407.20	936,256.42	95,953.80	6,245,937.91	5,789,104.60
% of Total	9.28	14.91	13.63	9.68	15.05	20.93	14.99	1.54	100.00	
August-15	455,070.44	787,014.79	665,177.39	517,762.17	802,441.57	1,173,610.39	862,861.54	106,931.69	5,370,869.98	5,839,492.26
% of Total	8.47	14.65	12.38	9.64	14.94	21.85	16.07	1.99	100.00	
September-15	363,064.88	771,035.60	768,532.70	479,444.39	722,657.79	1,046,240.98	805,165.47	-	4,956,141.81	4,532,060.24
% of Total	7.33	15.56	15.51	9.67	14.58	21.11	16.25	-	100.00	
October-15									-	
% of Total	-	-	-	-	-	-	-	-	-	
November-15									-	
% of Total	-	-	-	-	-	-	-	-	-	
December-15									-	
% of Total	-	-	-	-	-	-	-	-	-	
January-15									-	
% of Total	-	-	-	-	-	-	-	-	-	
February-16									-	
% of Total	-	-	-	-	-	-	-	-	-	
March-16									-	
% of Total	-	-	-	-	-	-	-	-	-	
April-16									-	
% of Total	-	-	-	-	-	-	-	-	-	
May-16									-	
% of Total	-	-	-	-	-	-	-	-	-	
June-16									-	
% of Total	-	-	-	-	-	-	-	-	-	
YTD (\$)	\$ 1,398,002.18	\$ 2,489,286.58	\$ 2,284,897.46	\$ 1,601,510.57	\$ 2,464,825.42	\$ 3,527,258.57	\$ 2,604,283.43	\$ 202,885.49	\$ 16,572,949.70	\$ 16,160,657.10
% of Total	8.44	15.02	13.79	9.66	14.87	21.28	15.71	1.22	100.00	

\*Budget & Payless under one agreement effective 9/2015

	<u>Alamo</u>	<u>Avis</u>	<u>Budget/Payless*</u>	<u>Dollar/Thrifty</u>	<u>Enterprise</u>	<u>Hertz</u>	<u>National</u>	<u>Payless</u>	<u>Total</u>	<u>Prior Year</u>
July-15	2,626	4,230	3,535	2,686	3,934	5,775	5,128	572	28,486	27,047
% of Total	9.22	14.85	12.41	9.43	13.81	20.27	18.00	2.01	100.00	
August-15	2,678	3,813	3,136	2,761	4,298	5,438	4,832	735	27,691	28,015
% of Total	9.67	13.77	11.33	9.97	15.52	19.64	17.45	2.65	100.00	
September-15	1,998	3,979	4,236	2,522	3,924	5,752	5,086	-	27,497	26,567
% of Total	7.27	14.47	15.41	9.17	14.27	20.92	18.50	-	100.00	
October-15	-	-	-	-	-	-	-	-	-	-
% of Total	-	-	-	-	-	-	-	-	-	-
November-15	-	-	-	-	-	-	-	-	-	-
% of Total	-	-	-	-	-	-	-	-	-	-
December-15	-	-	-	-	-	-	-	-	-	-
% of Total	-	-	-	-	-	-	-	-	-	-
January-15	-	-	-	-	-	-	-	-	-	-
% of Total	-	-	-	-	-	-	-	-	-	-
February-16	-	-	-	-	-	-	-	-	-	-
% of Total	-	-	-	-	-	-	-	-	-	-
March-16	-	-	-	-	-	-	-	-	-	-
% of Total	-	-	-	-	-	-	-	-	-	-
April-16	-	-	-	-	-	-	-	-	-	-
% of Total	-	-	-	-	-	-	-	-	-	-
May-16	-	-	-	-	-	-	-	-	-	-
% of Total	-	-	-	-	-	-	-	-	-	-
June-16	-	-	-	-	-	-	-	-	-	-
% of Total	-	-	-	-	-	-	-	-	-	-
YTD	7,302	12,022	10,907	7,969	12,156	16,965	15,046	1,307	83,674	81,629
% of Total	8.73	14.37	13.04	9.52	14.53	20.28	17.98	1.56	100.00	

\*Budget & Payless under one agreement effective 9/2015

Louisville Regional Airport Authority  
Rental Car Concessions  
Revenue per Transaction  
Fiscal Year 2016

	<u>Alamo</u>	<u>Avis</u>	<u>Budget/Payless*</u>	<u>Dollar/Thrifty</u>	<u>Enterprise</u>	<u>Hertz</u>	<u>National</u>	<u>Payless</u>	<u>Total</u>	<u>Prior Year</u>
July-15	220.82	220.15	240.79	224.98	238.87	226.39	182.58	167.75	219.26	214.04
August-15	169.93	206.40	212.11	187.53	186.70	215.82	178.57	145.49	193.96	208.44
September-15	181.71	193.78	181.43	190.10	184.16	181.89	158.31	-	180.24	170.59
October-15	-	-	-	-	-	-	-	-	-	185.25
November-15	-	-	-	-	-	-	-	-	-	185.03
December-15	-	-	-	-	-	-	-	-	-	182.55
January-15	-	-	-	-	-	-	-	-	-	188.21
February-16	-	-	-	-	-	-	-	-	-	188.41
March-16	-	-	-	-	-	-	-	-	-	192.57
April-16	-	-	-	-	-	-	-	-	-	197.70
May-16	-	-	-	-	-	-	-	-	-	207.01
June-16	-	-	-	-	-	-	-	-	-	217.00
YTD	191.45	207.06	209.49	200.97	202.77	207.91	173.09	155.23	198.07	195.46

\*Budget & Payless under one agreement effective 9/2015

Louisville Regional Airport Authority  
Rental Car Concessions  
Market Share Report  
Fiscal Year 2016

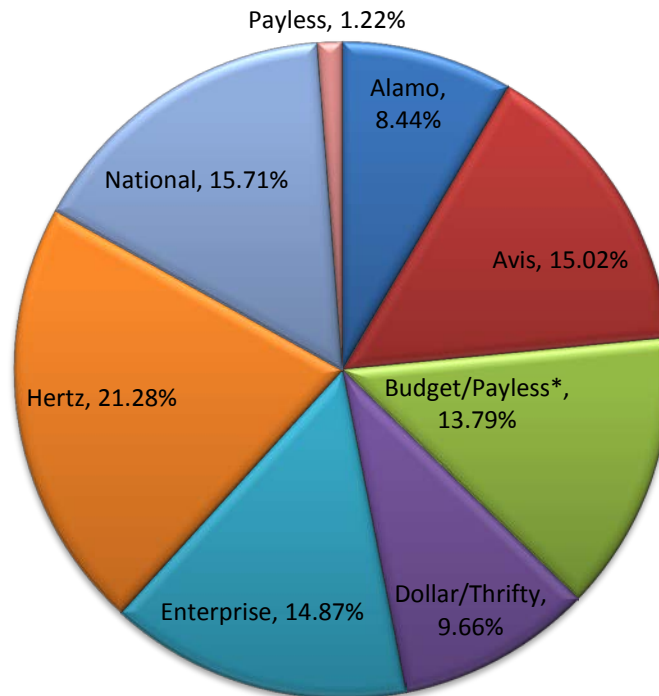
	Alamo			Avis			Budget/Payless			Dollar/Thrifty		
	2015	2016	% Change	2015	2016	% Change	2015	2016	% Change	2015	2016	% Change
July	418,223	579,867	38.65%	970,983	931,236	-4.09%	806,792	851,187	5.50%	551,110	604,304	9.65%
August	441,910	455,070	2.98%	1,058,259	787,015	-25.63%	638,852	665,177	4.12%	603,227	517,762	-14.17%
September	319,025	363,065	13.80%	715,537	771,036	7.76%	586,257	768,533	31.09%	540,226	479,444	-11.25%
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	1,179,158	1,398,002	18.56%	2,744,779	2,489,287	-9.31%	2,031,901	2,284,897	12.45%	1,694,563	1,601,511	-5.49%

	Enterprise			Hertz			National			Payless			Totals		
	2015	2016	% Change	2015	2016	% Change	2015	2016	% Change	2015	2016	% Change	2015	2016	% Change
July	836,038	939,726	12.40%	1,238,819	1,307,407	5.54%	864,888	936,256	8.25%	102,252	95,954	-6.16%	5,789,105	6,245,938	7.89%
August	772,138	802,442	3.92%	1,216,507	1,173,610	-3.53%	981,095	862,862	-12.05%	127,505	106,932	-16.14%	5,839,492	5,370,870	-8.03%
September	666,061	722,658	8.50%	958,515	1,046,241	9.15%	746,440	805,165	7.87%	105,807	-	-100.00%	4,532,060	4,956,142	9.36%
October	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
November	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
December	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
January	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
February	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
March	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
April	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
May	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
June	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
Totals	2,274,237	2,464,825	8.38%	3,413,841	3,527,259	3.32%	2,592,422	2,604,283	0.46%	335,564	202,885	-39.54%	16,160,657	16,572,950	2.55%

\*Budget & Payless under one agreement effective 9/2015

Louisville Regional Airport Authority  
Rental Car Concessions  
Deplanements & Market Share  
Fiscal Year 2016

	Deplanements			Market Share	
	2015	2016			
July	159,896	159,238	-0.41%	Alamo	8.44%
August	144,455	138,416	-4.18%	Avis	15.02%
September	134,764	139,103	3.22%	Budget/Payless*	13.79%
October			0.00%	Dollar/Thrifty	9.66%
November			0.00%	Enterprise	14.87%
December			0.00%	Hertz	21.28%
January			0.00%	National	15.71%
February			0.00%	Payless	1.22%
March			0.00%	<b>Totals</b>	<b>100.00%</b>
April			0.00%		
May			0.00%		
June			0.00%		
<b>Totals</b>	<b>439,115</b>	<b>436,757</b>	<b>-0.54%</b>		



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