

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	427,138.98	692,472.16	590,700.01	436,037.19	894,789.56	854,981.79	903,103.69	4,799,223.38	5,199,406.10
% of Total	8.90	14.43	12.31	9.09	18.64	17.82	18.82	100.00	
October-17	633,462.87	857,290.90	742,402.66	449,771.70	1,176,334.73	875,030.78	1,119,353.04	5,853,646.68	5,637,622.80
% of Total	10.82	14.65	12.68	7.68	20.10	14.95	19.12	100.00	
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 (\$)	\$ 2,285,041.75	\$ 3,138,214.08	\$ 2,919,173.74	\$ 2,120,802.03	\$ 4,125,787.13	\$ 3,974,237.27	\$ 3,964,511.38	\$ 22,527,767.38	\$ 59,454,054.69
% of Total	10.14	13.93	12.96	9.41	18.31	17.64	17.60	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	2,410	3,653	3,189	2,422	4,272	4,801	5,493	26,240	27,236
% of Total	9.18	13.92	12.15	9.23	16.28	18.30	20.93	100.00	
October-17	3,594	4,162	3,529	2,356	5,550	4,500	6,395	30,086	30,187
% of Total	11.95	13.83	11.73	7.83	18.45	14.96	21.26	100.00	
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	11,285	15,129	13,551	10,601	18,520	19,971	22,676	111,733	312,543
% of Total	10.10	13.54	12.13	9.49	16.58	17.87	20.29	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	177.24	189.56	185.23	180.03	209.45	178.08	164.41	182.90	190.90
October-17	176.26	205.98	210.37	190.90	211.95	194.45	175.04	194.56	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	202.48	207.43	215.42	200.06	222.77	199.00	174.83	201.62	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	387,351	427,139	10.27%	782,265	692,472	-11.48%	807,797	590,700	-26.88%	511,282	436,037	-14.72%
October	526,094	633,463	20.41%	881,184	857,291	-2.71%	828,588	742,403	-10.40%	561,004	449,772	-19.83%
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	1,910,927	2,285,042	19.58%	3,340,961	3,138,214	-6.07%	3,279,630	2,919,174	-10.99%	2,375,657	2,120,802	-10.73%

	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	818,851	894,790	9.27%	1,012,895	854,982	-15.59%	878,967	903,104	2.75%	5,199,408	4,799,223	-7.70%
October	922,755	1,176,335	27.48%	1,004,924	875,031	-12.93%	913,074	1,119,353	22.59%	5,637,623	5,853,647	3.83%
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	3,640,694	4,125,787	13.32%	4,187,363	3,974,237	-5.09%	3,470,204	3,964,511	14.24%	22,205,436	22,527,767	1.45%

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

	Deplanements			Market Share	
	2017	2018			
July	152,136	162,520	6.83%	Alamo	10.14%
August	131,670	145,852	10.77%	Avis	13.93%
September	139,642	142,532	2.07%	Budget/Payless	12.96%
October	160,405	172,008	7.23%	Dollar/Thrifty	9.41%
November			0.00%	Enterprise	18.31%
December			0.00%	Hertz	17.64%
January			0.00%	National	17.60%
February			0.00%		
March			0.00%	Totals	100.00%
April			0.00%		
May			0.00%		
June			0.00%		
Totals	583,853	622,912	6.69%		

