

Louisville Regional Airport Authority
Rental Car Concessions
Market Share
Fiscal Year 2019

	<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-18	834,828.00	959,584.48	851,378.65	739,441.29	1,347,598.06	1,147,909.34	1,066,879.00	6,947,618.82	6,285,913.20
% of Total	12.02	13.81	12.25	10.64	19.40	16.52	15.36	100.00	
August-18	-	-	-	-	-	-	-	-	5,588,984.12
% of Total	-	-	-	-	-	-	-	-	
September-18	-	-	-	-	-	-	-	-	4,799,223.38
% of Total	-	-	-	-	-	-	-	-	
October-18	-	-	-	-	-	-	-	-	5,853,646.68
% of Total	-	-	-	-	-	-	-	-	
November-18	-	-	-	-	-	-	-	-	4,604,763.37
% of Total	-	-	-	-	-	-	-	-	
December-18	-	-	-	-	-	-	-	-	3,986,787.15
% of Total	-	-	-	-	-	-	-	-	
January-19	-	-	-	-	-	-	-	-	3,387,977.77
% of Total	-	-	-	-	-	-	-	-	
February-19	-	-	-	-	-	-	-	-	3,628,280.63
% of Total	-	-	-	-	-	-	-	-	
March-19	-	-	-	-	-	-	-	-	5,044,340.99
% of Total	-	-	-	-	-	-	-	-	
April-19	-	-	-	-	-	-	-	-	5,344,674.68
% of Total	-	-	-	-	-	-	-	-	
May-19	-	-	-	-	-	-	-	-	5,572,400.12
% of Total	-	-	-	-	-	-	-	-	
June-19	-	-	-	-	-	-	-	-	6,216,982.24
% of Total	-	-	-	-	-	-	-	-	
YTD (\$)	\$ 834,828.00	\$ 959,584.48	\$ 851,378.65	\$ 739,441.29	\$ 1,347,598.06	\$ 1,147,909.34	\$ 1,066,879.00	\$ 6,947,618.82	\$ 60,313,974.33
% of Total	12.02	13.81	12.25	10.64	19.40	16.52	15.36	100.00	

Louisville Regional Airport Authority
Rental Car Concessions
Transaction Count
Fiscal Year 2019

	<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-18	3,215	4,052	3,391	2,674	4,907	4,766	5,231	28,236	28,658
% of Total	11.39	14.35	12.01	9.47	17.38	16.88	18.53	100.00	
August-18	-	-	-	-	-	-	-	-	27,387
% of Total	-	-	-	-	-	-	-	-	
September-18	-	-	-	-	-	-	-	-	27,236
% of Total	-	-	-	-	-	-	-	-	
October-18	-	-	-	-	-	-	-	-	30,187
% of Total	-	-	-	-	-	-	-	-	
November-18	-	-	-	-	-	-	-	-	25,540
% of Total	-	-	-	-	-	-	-	-	
December-18	-	-	-	-	-	-	-	-	22,533
% of Total	-	-	-	-	-	-	-	-	
January-19	-	-	-	-	-	-	-	-	20,516
% of Total	-	-	-	-	-	-	-	-	
February-19	-	-	-	-	-	-	-	-	21,620
% of Total	-	-	-	-	-	-	-	-	
March-19	-	-	-	-	-	-	-	-	26,373
% of Total	-	-	-	-	-	-	-	-	
April-19	-	-	-	-	-	-	-	-	26,357
% of Total	-	-	-	-	-	-	-	-	
May-19	-	-	-	-	-	-	-	-	28,803
% of Total	-	-	-	-	-	-	-	-	
June-19	-	-	-	-	-	-	-	-	27,333
% of Total	-	-	-	-	-	-	-	-	
YTD	3,215	4,052	3,391	2,674	4,907	4,766	5,231	28,236	312,543
% of Total	11.39	14.35	12.01	9.47	17.38	16.88	18.53	100.00	

Louisville Regional Airport Authority
Rental Car Concessions
Revenue per Transaction
Fiscal Year 2019

	<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-18	259.67	236.82	251.07	276.53	274.63	240.85	203.95	246.06	210.64
August-18	-	-	-	-	-	-	-	-	194.68
September-18	-	-	-	-	-	-	-	-	190.90
October-18	-	-	-	-	-	-	-	-	186.76
November-18	-	-	-	-	-	-	-	-	181.92
December-18	-	-	-	-	-	-	-	-	189.22
January-19	-	-	-	-	-	-	-	-	175.47
February-19	-	-	-	-	-	-	-	-	165.83
March-19	-	-	-	-	-	-	-	-	180.27
April-19	-	-	-	-	-	-	-	-	193.35
May-19	-	-	-	-	-	-	-	-	193.53
June-19	-	-	-	-	-	-	-	-	209.59
YTD	259.67	236.82	251.07	276.53	274.63	240.85	203.95	246.06	190.23

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

	Alamo			Avis			Budget/Payless			Dollar/Thrifty		
	<u>2018</u>	<u>2019</u>	<u>% Change</u>	<u>2018</u>	<u>2019</u>	<u>% Change</u>	<u>2018</u>	<u>2019</u>	<u>% Change</u>	<u>2018</u>	<u>2019</u>	<u>% Change</u>
July	704,975	834,828	18.42%	795,276	959,584	20.66%	888,996	851,379	-4.23%	636,272	739,441	16.21%
August	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
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	704,975	834,828	18.42%	795,276	959,584	20.66%	888,996	851,379	-4.23%	636,272	739,441	16.21%

	Enterprise			Hertz			National			Totals		
	<u>2018</u>	<u>2019</u>	<u>% Change</u>	<u>2018</u>	<u>2019</u>	<u>% Change</u>	<u>2018</u>	<u>2019</u>	<u>% Change</u>	<u>2018</u>	<u>2019</u>	<u>% Change</u>
July	1,091,711	1,347,598	23.44%	1,205,714	1,147,909	-4.79%	962,970	1,066,879	10.79%	6,285,913	6,947,619	10.53%
August	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
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	1,091,711	1,347,598	23.44%	1,205,714	1,147,909	-4.79%	962,970	1,066,879	10.79%	6,285,913	6,947,619	10.53%

Louisville Regional Airport Authority
Rental Car Concessions
Deplanements & Market Share
Fiscal Year 2019

	Deplanements			Market Share	
	2018	2019			
July	162,520	181,861	11.90%	Alamo	12.02%
August	-	-	0.00%	Avis	13.81%
September	-	-	0.00%	Budget/Payless	12.25%
October	-	-	0.00%	Dollar/Thrifty	10.64%
November	-	-	0.00%	Enterprise	19.40%
December	-	-	0.00%	Hertz	16.52%
January	-	-	0.00%	National	15.36%
February	-	-	0.00%		
March	-	-	0.00%	Totals	100.00%
April	-	-	0.00%		
May	-	-	0.00%		
June	-	-	0.00%		
Totals	162,520	181,861	11.90%		

