

LOUISVILLE REGIONAL AIRPORT AUTHORITY
 RENTAL CAR CONCESSIONS
 SHARE OF MARKET
 FISCAL YEAR 2012

	<u>ALAMO</u>	<u>AVIS</u>	<u>BUDGET</u>	<u>DOLLAR/THRIFTY</u>	<u>ENTERPRISE</u>	<u>HERTZ/ADVANTAGE</u>	<u>NATIONAL</u>	<u>TOTAL</u>	<u>PRIOR YEAR</u>
JULY, 11	284,189.90	729,430.59	442,480.85	790,990.03	987,759.63	978,495.58	586,342.89	4,799,689.47	4,609,299.56
% OF TOTAL	5.92	15.20	9.22	16.48	20.58	20.39	12.22	100.00	
AUGUST, 11								0.00	4,220,382.71
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
SEPTEMBER, 11								0.00	3,916,432.87
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
OCTOBER, 11								0.00	5,379,223.48
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
NOVEMBER, 11								0.00	4,251,925.68
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
DECEMBER, 11								0.00	3,527,428.87
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
JANUARY, 12								0.00	2,835,914.46
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
FEBRUARY, 12								0.00	3,024,625.45
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
MARCH, 12								0.00	3,877,756.23
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
APRIL, 12								0.00	4,112,553.26
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
MAY, 12								0.00	4,978,824.31
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
JUNE, 12								0.00	4,477,925.15
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
YTD (\$)	284,189.90	729,430.59	442,480.85	790,990.03	987,759.63	978,495.58	586,342.89	4,799,689.47	49,212,292.03
% OF TOTAL	5.92	15.20	9.22	16.48	20.58	20.39	12.22	100.00	

LOUISVILLE REGIONAL AIRPORT AUTHORITY
 RENTAL CAR CONCESSIONS
 NUMBER OF TRANSACTIONS
 FISCAL YEAR 2012

	<u>ALAMO</u>	<u>AVIS</u>	<u>BUDGET</u>	<u>DOLLAR/THRIFTY</u>	<u>ENTERPRISE</u>	<u>HERTZ/ADVANTAGE</u>	<u>NATIONAL</u>	<u>TOTAL</u>	<u>PRIOR YEAR</u>
JULY, 11	1,673	3,571	1,985	3,511	4,470	5,072	3,238	23,520	21,971
% OF TOTAL	7.11	15.18	8.44	14.93	19.01	21.56	13.77	100.00	
AUGUST, 11									21,663
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
SEPTEMBER, 11								0	21,418
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
OCTOBER, 11								0	24,751
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
NOVEMBER, 11								0	20,944
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
DECEMBER, 11								0	18,416
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
JANUARY, 12								0	15,900
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
FEBRUARY, 12								0	17,197
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
MARCH, 12								0	21,822
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
APRIL, 12								0	22,886
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
MAY, 12								0	26,241
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
JUNE, 12								0	23,749
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
YTD (\$)	1,673	3,571	1,985	3,511	4,470	5,072	3,238	23,520	256,958
% OF TOTAL	7.11	15.18	8.44	14.93	19.01	21.56	13.77	100.00	

LOUISVILLE REGIONAL AIRPORT AUTHORITY
 RENTAL CAR CONCESSIONS
 REVENUE PER TRANSACTION
 FISCAL YEAR 2012

	<u>ALAMO</u>	<u>AVIS</u>	<u>BUDGET</u>	<u>DOLLAR/THRIFTY</u>	<u>ENTERPRISE</u>	<u>HERTZ/ADVANTAGE</u>	<u>NATIONAL</u>	<u>CURRENT YEAR</u>	<u>PRIOR YEAR</u>
JULY, 11	169.87	204.27	222.91	225.29	220.98	192.92	181.08	204.07	209.79
AUGUST, 11	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	194.82
SEPTEMBER, 11	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	182.86
OCTOBER, 11	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	217.33
NOVEMBER, 11	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	203.01
DECEMBER, 11	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	191.54
JANUARY, 12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	178.36
FEBRUARY, 12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	175.88
MARCH, 12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	177.70
APRIL, 12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	179.70
MAY, 12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	189.73
JUNE, 12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	188.55
YTD	169.87	204.27	222.91	225.29	220.98	192.92	181.08	204.07	191.52

LOUISVILLE REGIONAL AIRPORT AUTHORITY
FISCAL 2012 CAR RENTAL MARKET SHARE REPORT

	ALAMO			AVIS			BUDGET			DOLLAR/THRIFTY			ENTERPRISE		
	2011	2012	% Change	2011	2012	% Change	2011	2012	% Change	2011	2012	% Change	2011	2012	% Change
July	464,564	284,190	-38.83%	691,185	729,431	5.53%	479,420	442,481	-7.70%	701,100	790,990	12.82%	709,154	987,760	39.29%
August		-	0.00%		-	0.00%		-	0.00%		-	0.00%		-	0.00%
September		-	0.00%		-	0.00%		-	0.00%		-	0.00%		-	0.00%
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	464,564	284,190	-38.83%	691,185	729,431	5.53%	479,420	442,481	-7.70%	701,100	790,990	12.82%	711,165	987,760	38.89%

	HERTZ			NATIONAL			TOTALS		
	2011	2012	% Change	2011	2012	% Change	2011	2012	% Change
July	966,178	978,496	1.27%	597,698	586,343	-1.90%	4,609,300	4,799,689	4.13%
August		-	0.00%		-	0.00%		-	0.00%
September		-	0.00%		-	0.00%		-	0.00%
October		-	0.00%		-	0.00%		-	0.00%
November		-	0.00%		-	0.00%		-	0.00%
December		-	0.00%		-	0.00%		-	0.00%
January		-	0.00%		-	0.00%		-	0.00%
February		-	0.00%		-	0.00%		-	0.00%
March		-	0.00%		-	0.00%		-	0.00%
April		-	0.00%		-	0.00%		-	0.00%
May		-	0.00%		-	0.00%		-	0.00%
June		-	0.00%		-	0.00%		-	0.00%
Totals	966,178	978,496	1.27%	597,698	586,343	-1.90%	4,609,300	4,799,689	4.13%

Note: New Rental Car Concession Agreement effective September 1, 2010
Dollar/Thrifty is a single concession effective September 1, 2010
Hertz/Advantage is a single concession effective September 1, 2010

Deplanements and Market Share

	DEPLANEMENTS			MARKET SHARE	
	2011	2012			
July	156,245	160,512	2.73%	ALAMO	5.92%
August			0.00%	AVIS	15.20%
September			0.00%	BUDGET	9.22%
October			0.00%	DOLLAR / THRIFTY	16.48%
November			0.00%	ENTERPRISE	20.58%
December			0.00%	HERTZ / ADVANTAGE	20.39%
January			0.00%	NATIONAL	12.22%
February			0.00%	Totals	100.00%
March			0.00%		
April			0.00%		
May			0.00%		
June			0.00%		
Totals	156,245	160,512	2.73%		

CAR RENTAL MARKET SHARE

