

LOUISVILLE REGIONAL AIRPORT AUTHORITY  
 RENTAL CAR CONCESSIONS  
 SHARE OF MARKET  
 FISCAL YEAR 2007

	<u>ALAMO</u>	<u>AVIS</u>	<u>BUDGET</u>	<u>COOK &amp; REEVES</u>	<u>DOLLAR</u>	<u>ENTERPRISE</u>	<u>HERTZ</u>	<u>NATIONAL</u>	<u>THRIFTY</u>	<u>TOTAL</u>	<u>PRIOR YEAR</u>
JULY, 06	396,934.15	733,081.09	534,336.97	-	481,346.08	450,314.73	1,027,692.47	387,818.12	166,795.61	4,178,319.22	4,041,308.95
% OF TOTAL	9.50	17.54	12.79	0.00	11.52	10.78	24.60	9.28	3.99	100.00	100.00
AUGUST	379,151.03	760,957.00	470,421.40	-	415,080.45	444,923.64	1,122,931.36	399,926.56	171,423.36	4,164,814.80	3,727,783.31
% OF TOTAL	9.10	18.27	11.30	0.00	9.97	10.68	26.96	9.60	4.12	100.00	100.00
SEPTEMBER	358,503.02	719,054.65	407,793.33	-	310,418.89	405,926.10	1,041,490.40	386,722.43	148,339.53	3,778,248.35	3,874,424.94
% OF TOTAL	9.49	19.03	10.79	0.00	8.22	10.74	27.57	10.24	3.93	100.00	100.00
OCTOBER	414,287.50	824,464.48	501,569.66	-	373,613.69	491,202.77	1,268,709.90	458,541.01	207,091.22	4,539,480.23	4,031,988.71
% OF TOTAL	9.13	18.16	11.05	0.00	8.23	10.82	27.95	10.10	4.56	100.00	100.00
NOVEMBER	394,413.72	795,207.09	461,427.79	-	328,737.97	471,550.63	1,135,125.60	415,781.34	188,839.95	4,191,084.09	3,697,357.29
% OF TOTAL	9.41	18.97	11.01	0.00	7.84	11.25	27.08	9.92	4.51	100.00	100.00
DECEMBER	258,075.15	642,243.05	345,554.55	-	240,357.73	383,038.16	929,164.24	310,157.01	140,874.43	3,249,464.32	3,161,301.69
% OF TOTAL	7.94	19.76	10.63	0.00	7.40	11.79	28.59	9.54	4.34	100.00	100.00
JANUARY, 07	177,294.61	570,612.96	309,509.13	-	220,790.57	372,893.08	851,985.15	372,981.36	125,023.89	3,001,090.75	2,762,503.26
% OF TOTAL	5.91	19.01	10.31	0.00	7.36	12.43	28.39	12.43	4.17	100.00	100.00
FEBRUARY	179,119.42	621,891.44	314,186.47	-	262,856.32	330,251.22	974,380.66	381,637.86	126,466.94	3,190,790.33	3,039,191.26
% OF TOTAL	5.61	19.49	9.85	0.00	8.24	10.35	30.54	11.96	3.96	100.00	100.00
MARCH										0.00	3,979,793.83
% OF TOTAL	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	100.00
APRIL										0.00	3,815,213.24
% OF TOTAL	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	100.00
MAY											4,632,878.42
% OF TOTAL	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	100.00
JUNE										0.00	4,177,068.07
% OF TOTAL	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	100.00
YTD (\$)	2,557,778.60	5,667,511.76	3,344,799.30	0.00	2,633,201.70	3,350,100.33	8,351,479.78	3,113,565.69	1,274,854.93	30,293,292.09	44,940,812.97
% OF TOTAL	8.44	18.71	11.04	0.00	8.69	11.06	27.57	10.28	4.21	100.00	100.00

LOUISVILLE REGIONAL AIRPORT AUTHORITY  
 RENTAL CAR CONCESSIONS  
 NUMBER OF TRANSACTIONS  
 FISCAL YEAR 2007

	<u>ALAMO</u>	<u>AVIS</u>	<u>BUDGET</u>	<u>COOK &amp; REEVES</u>	<u>DOLLAR</u>	<u>ENTERPRISE</u>	<u>HERTZ</u>	<u>NATIONAL</u>	<u>THRIFTY</u>	<u>TOTAL</u>
JULY, 06	2,335	4,826	2,812	-	2,345	2,378	5,680	2,402	988	23,766
% OF TOTAL	9.83	20.31	11.83	0.00	9.87	10.01	23.90	10.11	4.16	100.00
AUGUST	2,291	4,793	2,772	-	2,234	2,596	6,447	2,745	1,135	25,013
% OF TOTAL	9.16	19.16	11.08	0.00	8.93	10.38	25.77	10.97	4.54	100.00
SEPTEMBER	2,309	4,575	2,246	-	1,837	2,589	6,213	2,760	1,051	23,580
% OF TOTAL	9.79	19.40	9.53	0.00	7.79	10.98	26.35	11.70	4.46	100.00
OCTOBER	2,418	5,215	2,246	-	1,868	2,440	7,255	2,826	1,215	25,483
% OF TOTAL	9.49	20.46	8.81	0.00	7.33	9.58	28.47	11.09	4.77	100.00
NOVEMBER	2,139	4,726	2,458	-	1,715	2,480	6,287	2,658	1,130	23,593
% OF TOTAL	9.07	20.03	10.42	0.00	7.27	10.51	26.65	11.27	4.79	100.00
DECEMBER	1,360	3,737	1,882	-	1,311	2,028	5,149	2,200	888	18,555
% OF TOTAL	7.33	20.14	10.14	0.00	7.07	10.93	27.75	11.86	4.79	100.00
JANUARY, 07	1,070	3,741	1,835	-	1,224	2,113	5,058	2,301	885	18,227
% OF TOTAL	5.87	20.52	10.07	0.00	6.72	11.59	27.75	12.62	4.86	100.00
FEBRUARY	1,103	3,693	1,924	-	1,524	1,958	5,756	4,952	840	21,750
% OF TOTAL	5.07	16.98	8.85	0.00	7.01	9.00	26.46	22.77	3.86	100.00
MARCH										0
% OF TOTAL	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
APRIL										0
% OF TOTAL	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
MAY										0
% OF TOTAL	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
JUNE										0
% OF TOTAL	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
YTD (\$)	15,025	35,306	18,175	-	14,058	18,582	47,845	22,844	8,132	179,967
% OF TOTAL	8.35	19.62	10.10	0.00	7.81	10.33	26.59	12.69	4.52	100.00

LOUISVILLE REGIONAL AIRPORT AUTHORITY  
 RENTAL CAR CONCESSIONS  
 REVENUE PER TRANSACTION  
 FISCAL YEAR 2007

	<u>ALAMO</u>	<u>AVIS</u>	<u>BUDGET</u>	<u>COOK &amp; REEVES</u>	<u>DOLLAR</u>	<u>ENTERPRISE</u>	<u>HERTZ</u>	<u>VANGUARD</u>	<u>THRIFTY</u>
JULY, 06	169.99	151.90	190.02	0.00	205.26	189.37	180.93	161.46	168.82
AUGUST	165.50	158.76	169.70	0.00	185.80	171.39	174.18	145.69	151.03
SEPTEMBER	155.26	157.17	181.56	0.00	168.98	156.79	167.63	140.12	141.14
OCTOBER	171.33	158.09	223.32	0.00	200.01	201.31	174.87	162.26	170.45
NOVEMBER	184.39	168.26	187.72	0.00	191.68	190.14	180.55	156.43	167.12
DECEMBER	189.76	171.86	183.61	0.00	183.34	188.87	180.46	140.98	158.64
JANUARY, 07	165.70	152.53	168.67	0.00	180.38	176.48	168.44	162.10	141.27
FEBRUARY	162.39	168.40	163.30	0.00	172.48	168.67	169.28	77.07	150.56
MARCH	#DIV/0!	#DIV/0!	#DIV/0!	0.00	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
APRIL	#DIV/0!	#DIV/0!	#DIV/0!	0.00	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
MAY	#DIV/0!	#DIV/0!	#DIV/0!	0.00	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
JUNE	#DIV/0!	#DIV/0!	#DIV/0!	0.00	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
YTD	170.23	160.53	184.03	#DIV/0!	187.31	180.29	174.55	136.30	156.77

**LOUISVILLE REGIONAL AIRPORT AUTHORITY**  
**FISCAL 2007 CAR RENTAL MARKET SHARE**

	ALAMO			AVIS			BUDGET			DOLLAR			ENTERPRISE		
	2006	2007	% Change	2006	2007	% Change	2006	2007	% Change	2006	2007	% Change	2006	2007	% Change
July	-	396,934	0.00%	638,507	733,081	14.81%	568,910	534,337	-6.08%	389,190	481,346	23.68%	468,308	450,315	-3.84%
August	-	379,151	0.00%	647,071	760,957	17.60%	492,896	470,421	-4.56%	298,163	415,080	39.21%	393,683	444,924	13.02%
September	293,634	358,503	22.09%	791,634	719,055	-9.17%	454,782	407,793	-10.33%	278,937	310,419	11.29%	400,020	405,926	1.48%
October	349,187	414,288	18.64%	798,194	824,464	3.29%	508,091	501,570	-1.28%	280,613	373,614	33.14%	432,062	491,203	13.69%
November	309,864	394,414	27.29%	687,389	795,207	15.69%	398,002	461,428	15.94%	224,582	328,738	46.38%	348,571	471,551	35.28%
December	290,641	258,075	-11.20%	608,741	642,243	5.50%	359,192	345,555	-3.80%	191,797	240,358	25.32%	324,900	383,038	17.89%
January	198,031	177,295	-10.47%	555,154	570,613	2.78%	294,769	309,509	5.00%	166,354	220,791	32.72%	282,619	372,893	31.94%
February	234,648	179,119	-23.66%	612,142	621,891	1.59%	330,220	314,186	-4.86%	206,548	262,856	27.26%	254,046	330,251	30.00%
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	1,676,005	2,557,779	52.61%	5,338,832	5,667,512	6.16%	3,406,862	3,344,799	-1.82%	2,036,185	2,633,202	29.32%	2,906,214	3,350,100	15.27%

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REPORT

	HERTZ			VANGUARD			THRIFTY			TOTALS		
	2006	2007	% Change	2006	2007	% Change	2006	2007	% Change	2006	2007	% Change
July	1,085,796	1,027,692	-5.35%	701,124	387,818	-44.69%	189,473	166,796	-11.97%	4,041,309	4,178,319	3.39%
August	1,060,859	1,122,931	5.85%	649,487	399,927	-38.42%	185,625	171,423	-7.65%	3,727,783	4,164,815	11.72%
September	1,036,026	1,041,490	0.53%	405,236	386,722	-4.57%	214,155	148,340	-30.73%	3,874,425	3,778,248	-2.48%
October	994,798	1,268,710	27.53%	452,307	458,541	1.38%	216,737	207,091	-4.45%	4,031,989	4,539,480	12.59%
November	1,168,102	1,135,126	-2.82%	395,136	415,781	5.22%	165,712	188,840	13.96%	3,697,357	4,191,084	13.35%
December	924,290	929,164	0.53%	320,363	310,157	-3.19%	141,379	140,874	-0.36%	3,161,302	3,249,464	2.79%
January	807,934	851,985	5.45%	351,414	372,981	6.14%	106,228	125,024	17.69%	2,762,503	3,001,091	8.64%
February	933,440	974,381	4.39%	354,962	381,638	7.52%	113,185	126,467	11.74%	3,039,191	3,190,790	4.99%
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	8,011,245	8,351,480	4.25%	3,630,030	3,113,566	-14.23%	1,332,492	1,274,855	-4.33%	28,335,859	30,293,292	6.91%

## Deplanements and Market Share

	DEPLANEMENTS			MARKET SHARE	
	2006	2007			
July	180,003	165,682	-7.96%	ALAMO	8.44%
August	161,271	153,579	-4.77%	AVIS	18.71%
September	155,179	142,466	-8.19%	BUDGET	11.04%
October	173,548	163,690	-5.68%	DOLLAR	8.69%
November	155,126	151,569	-2.29%	ENTERPRISE	11.06%
December	136,766	133,988	-2.03%	HERTZ	27.57%
January	131,411	132,589	0.90%	VANGUARD	10.28%
February	131,452	123,758	-5.85%	THRIFTY	4.21%
March		-	0.00%	<b>Totals</b>	<b>100.00%</b>
April		-	0.00%		
May		-	0.00%		
June		-	0.00%		
<b>Totals</b>	<b>1,224,756</b>	<b>1,167,321</b>	<b>-4.69%</b>		

### CAR RENTAL MARKET SHARE

