

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	234,230.17	901,418.35	465,863.80	-	382,178.60	411,127.52	1,140,074.01	435,185.30	133,995.11	4,104,072.86	3,979,793.83
% OF TOTAL	5.71	21.96	11.35	0.00	9.31	10.02	27.78	10.60	3.26	100.00	100.00
APRIL	286,031.40	736,847.27	441,590.72	-	434,423.54	450,921.88	1,063,636.47	411,673.90	95,912.22	3,921,037.40	3,815,213.24
% OF TOTAL	7.29	18.79	11.26	0.00	11.08	11.50	27.13	10.50	2.45	100.00	100.00
MAY	376,417.56	952,120.19	607,570.14	-	526,575.82	530,008.65	1,386,692.73	522,925.84	78,816.40	4,981,127.33	4,632,878.42
% OF TOTAL	7.56	19.11	12.20	0.00	10.57	10.64	27.84	10.50	1.58	100.00	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 (\$)	3,454,457.73	8,257,897.57	4,859,823.96	0.00	3,976,379.66	4,742,158.38	11,941,882.99	4,483,350.73	1,583,578.66	43,299,529.68	44,940,812.97
% OF TOTAL	7.98	19.07	11.22	0.00	9.18	10.95	27.58	10.35	3.66	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	1,426	5,128	2,892	-	2,292	2,458	6,740	3,008	892	24,836
% OF TOTAL	5.74	20.65	11.64	0.00	9.23	9.90	27.14	12.11	3.59	100.00
APRIL	1,854	4,531	2,724	-	2,511	2,797	6,477	2,614	612	24,120
% OF TOTAL	7.69	18.79	11.29	0.00	10.41	11.60	26.85	10.84	2.54	100.00
MAY	2,284	5,718	3,503	-	3,162	3,028	7,864	3,297	485	29,341
% OF TOTAL	7.78	19.49	11.94	0.00	10.78	10.32	26.80	11.24	1.65	100.00
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 (\$)	20,589	50,683	27,294	-	22,023	26,865	68,926	31,763	10,121	258,264
% OF TOTAL	7.97	19.62	10.57	0.00	8.53	10.40	26.69	12.30	3.92	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	164.26	175.78	161.09	0.00	166.74	167.26	169.15	144.68	150.22
APRIL	154.28	162.62	162.11	0.00	173.01	161.22	164.22	157.49	156.72
MAY	164.81	166.51	173.44	0.00	166.53	175.04	176.33	158.61	162.51
JUNE	#DIV/0!	#DIV/0!	#DIV/0!	0.00	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
YTD	167.78	162.93	178.05	#DIV/0!	180.56	176.52	173.26	141.15	156.46

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

	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	313,251	234,230	-25.23%	804,336	901,418	12.07%	412,176	465,864	13.03%	320,091	382,179	19.40%	375,107	411,128	9.60%
April	363,450	286,031	-21.30%	713,377	736,847	3.29%	435,708	441,591	1.35%	350,977	434,424	23.78%	401,217	450,922	12.39%
May	414,306	376,418	-9.15%	845,538	952,120	12.61%	516,395	607,570	17.66%	432,131	526,576	21.86%	413,618	530,009	28.14%
June	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
Totals	2,767,012	3,454,458	24.84%	7,702,084	8,257,898	7.22%	4,771,142	4,859,824	1.86%	3,139,382	3,976,380	26.66%	4,096,155	4,742,158	15.77%

	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	1,148,482	1,140,074	-0.73%	411,083	435,185	5.86%	195,268	133,995	-31.38%	3,979,794	4,104,073	3.12%
April	1,006,412	1,063,636	5.69%	404,116	411,674	1.87%	139,957	95,912	-31.47%	3,815,213	3,921,037	2.77%
May	1,323,531	1,386,693	4.77%	485,035	522,926	7.81%	202,324	78,816	-61.04%	4,632,878	4,981,127	7.52%
June	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
Totals	11,489,669	11,941,883	3.94%	4,930,265	4,483,351	-9.06%	1,870,042	1,583,579	-15.32%	40,763,745	43,299,530	6.22%

## Deplanements and Market Share

	DEPLANEMENTS			MARKET SHARE	
	2006	2007			
July	180,003	165,682	-7.96%	ALAMO	7.98%
August	161,271	153,579	-4.77%	AVIS	19.07%
September	155,179	142,466	-8.19%	BUDGET	11.22%
October	173,548	163,690	-5.68%	DOLLAR	9.18%
November	155,126	151,569	-2.29%	ENTERPRISE	10.95%
December	136,766	133,988	-2.03%	HERTZ	27.58%
January	131,411	132,589	0.90%	VANGUARD	10.35%
February	131,452	123,758	-5.85%	THRIFTY	3.66%
March	160,669	152,755	-4.93%	<b>Totals</b>	<b>100.00%</b>
April	157,422	157,644	0.14%		
May	167,165	171,192	2.41%		
June		-	0.00%		
<b>Totals</b>	<b>1,710,012</b>	<b>1,648,912</b>	<b>-3.57%</b>		

### CAR RENTAL MARKET SHARE

