

Louisville Regional Airport Authority  
Rental Car Concessions  
Market Share  
Fiscal Year 2020

	<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-19	1,053,249.06	894,227.77	852,680.31	841,158.85	1,186,518.99	1,158,147.43	1,075,009.25	7,060,991.66	6,947,618.82
% of Total	14.92	12.66	12.08	11.91	16.80	16.40	15.22	100.00	
August-19								-	6,275,178.79
% of Total	-	-	-	-	-	-	-	-	
September-19								-	5,381,402.11
% of Total	-	-	-	-	-	-	-	-	
October-19								-	6,425,907.73
% of Total	-	-	-	-	-	-	-	-	
November-19								-	5,704,882.64
% of Total	-	-	-	-	-	-	-	-	
December-19								-	4,515,898.67
% of Total	-	-	-	-	-	-	-	-	
January-20								-	3,844,697.69
% of Total	-	-	-	-	-	-	-	-	
February-20								-	4,043,660.46
% of Total	-	-	-	-	-	-	-	-	
March-20								-	5,161,764.79
% of Total	-	-	-	-	-	-	-	-	
April-20								-	5,815,127.24
% of Total	-	-	-	-	-	-	-	-	
May-20								-	6,604,259.06
% of Total	-	-	-	-	-	-	-	-	
June-20								-	6,756,080.60
% of Total	-	-	-	-	-	-	-	-	
YTD (\$)	\$ 1,053,249.06	\$ 894,227.77	\$ 852,680.31	\$ 841,158.85	\$ 1,186,518.99	\$ 1,158,147.43	\$ 1,075,009.25	\$ 7,060,991.66	\$ 67,476,478.60
% of Total	14.92	12.66	12.08	11.91	16.80	16.40	15.22	100.00	

Louisville Regional Airport Authority  
Rental Car Concessions  
Transaction Count  
Fiscal Year 2020

	<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-19	4,580	3,970	3,525	3,003	4,530	5,218	5,682	30,508	28,236
% of Total	15.01	13.01	11.55	9.84	14.85	17.10	18.62	100.00	
August-19								-	29,026
% of Total	-	-	-	-	-	-	-	-	
September-19								-	27,335
% of Total	-	-	-	-	-	-	-	-	
October-19								-	30,011
% of Total	-	-	-	-	-	-	-	-	
November-19								-	28,323
% of Total	-	-	-	-	-	-	-	-	
December-19								-	23,116
% of Total	-	-	-	-	-	-	-	-	
January-20								-	21,430
% of Total	-	-	-	-	-	-	-	-	
February-20								-	22,628
% of Total	-	-	-	-	-	-	-	-	
March-20								-	27,885
% of Total	-	-	-	-	-	-	-	-	
April-20								-	29,234
% of Total	-	-	-	-	-	-	-	-	
May-20								-	32,579
% of Total	-	-	-	-	-	-	-	-	
June-20								-	30,270
% of Total	-	-	-	-	-	-	-	-	
YTD	4,580	3,970	3,525	3,003	4,530	5,218	5,682	30,508	330,073
% of Total	15.01	13.01	11.55	9.84	14.85	17.10	18.62	100.00	

Louisville Regional Airport Authority  
Rental Car Concessions  
Revenue per Transaction  
Fiscal Year 2020

	<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-19	229.97	225.25	241.90	280.11	261.92	221.95	189.20	231.45	246.06
August-19	-	-	-	-	-	-	-	-	216.19
September-19	-	-	-	-	-	-	-	-	196.87
October-19	-	-	-	-	-	-	-	-	214.12
November-19	-	-	-	-	-	-	-	-	201.42
December-19	-	-	-	-	-	-	-	-	195.36
January-20	-	-	-	-	-	-	-	-	179.41
February-20	-	-	-	-	-	-	-	-	178.70
March-20	-	-	-	-	-	-	-	-	185.11
April-20	-	-	-	-	-	-	-	-	198.92
May-20	-	-	-	-	-	-	-	-	202.72
June-20	-	-	-	-	-	-	-	-	223.19
YTD	229.97	225.25	241.90	280.11	261.92	221.95	189.20	231.45	204.43

Louisville Regional Airport Authority  
Rental Car Concessions  
Market Share Report  
Fiscal Year 2020

	Alamo			Avis			Budget/Payless			Dollar/Thrifty		
	<u>2019</u>	<u>2020</u>	<u>% Change</u>	<u>2019</u>	<u>2020</u>	<u>% Change</u>	<u>2019</u>	<u>2020</u>	<u>% Change</u>	<u>2019</u>	<u>2020</u>	<u>% Change</u>
July	834,828	1,053,249	26.16%	959,584	894,228	-6.81%	851,379	852,680	0.15%	739,441	841,159	13.76%
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	834,828	1,053,249	26.16%	959,584	894,228	-6.81%	851,379	852,680	0.15%	739,441	841,159	13.76%

	Enterprise			Hertz			National			Totals		
	<u>2019</u>	<u>2020</u>	<u>% Change</u>	<u>2019</u>	<u>2020</u>	<u>% Change</u>	<u>2019</u>	<u>2020</u>	<u>% Change</u>	<u>2019</u>	<u>2020</u>	<u>% Change</u>
July	1,347,598	1,186,519	-11.95%	1,147,909	1,158,147	0.89%	1,066,879	1,075,009	0.76%	6,947,619	7,060,992	1.63%
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	1,347,598	1,186,519	-11.95%	1,147,909	1,158,147	0.89%	1,066,879	1,075,009	0.76%	6,947,619	7,060,992	1.63%

Louisville Regional Airport Authority  
Rental Car Concessions  
Deplanements & Market Share  
Fiscal Year 2020

	Deplanements			Market Share	
	2019	2020			
July	181,921	200,398	10.16%	Alamo	14.92%
August	162,174		-100.00%	Avis	12.66%
September	161,440		-100.00%	Budget/Payless	12.08%
October	192,996		-100.00%	Dollar/Thrifty	11.91%
November	170,025		-100.00%	Enterprise	16.80%
December	152,037		-100.00%	Hertz	16.40%
January	140,895		-100.00%	National	15.22%
February	136,532		-100.00%		
March	172,648		-100.00%	<b>Totals</b>	<b>100.00%</b>
April	179,737		-100.00%		
May	193,093		-100.00%		
June	202,813		-100.00%		
<b>Totals</b>	<b>2,046,311</b>	<b>200,398</b>	<b>-90.21%</b>		

