

Louisville Regional Airport Authority
Rental Car Concessions
Market Share
Fiscal Year 2021

	<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-20	559,753.08	294,657.36	425,377.81	443,341.73	783,407.50	339,539.38	498,232.86	3,344,309.72	7,060,991.66
% of Total	16.74	8.81	12.72	13.26	23.43	10.15	14.90	100.00	
August-20	525,214.22	334,759.88	407,420.10	407,817.43	763,392.95	279,466.10	532,685.59	3,250,756.27	6,463,797.25
% of Total	16.16	10.30	12.53	12.55	23.48	8.60	16.39	100.00	
September-20								-	5,800,520.64
% of Total	-	-	-	-	-	-	-	-	
October-20								-	6,711,955.30
% of Total	-	-	-	-	-	-	-	-	
November-20								-	5,395,966.42
% of Total	-	-	-	-	-	-	-	-	
December-20								-	5,088,931.47
% of Total	-	-	-	-	-	-	-	-	
January-21								-	4,264,689.59
% of Total	-	-	-	-	-	-	-	-	
February-21								-	4,444,641.01
% of Total	-	-	-	-	-	-	-	-	
March-21								-	3,229,090.16
% of Total	-	-	-	-	-	-	-	-	
April-21								-	837,257.06
% of Total	-	-	-	-	-	-	-	-	
May-21								-	1,346,791.16
% of Total	-	-	-	-	-	-	-	-	
June-21								-	2,424,154.12
% of Total	-	-	-	-	-	-	-	-	
YTD (\$)	\$ 1,084,967.30	\$ 629,417.24	\$ 832,797.91	\$ 851,159.16	\$ 1,546,800.45	\$ 619,005.48	\$ 1,030,918.45	\$ 6,595,065.99	\$ 53,068,785.84
% of Total	16.45	9.54	12.63	12.91	23.45	9.39	15.63	100.00	

Louisville Regional Airport Authority
Rental Car Concessions
Transaction Count
Fiscal Year 2021

	<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-20	1,886	1,092	1,771	1,121	2,350	1,110	1,866	11,196	30,508
% of Total	16.85	9.75	15.82	10.01	20.99	9.91	16.67	100.00	
August-20	2,027	1,209	1,720	1,051	2,494	959	2,091	11,551	30,684
% of Total	17.55	10.47	14.89	9.10	21.59	8.30	18.10	100.00	
September-20								-	29,886
% of Total	-	-	-	-	-	-	-	-	
October-20								-	33,223
% of Total	-	-	-	-	-	-	-	-	
November-20								-	26,764
% of Total	-	-	-	-	-	-	-	-	
December-20								-	23,813
% of Total	-	-	-	-	-	-	-	-	
January-21								-	21,676
% of Total	-	-	-	-	-	-	-	-	
February-21								-	22,996
% of Total	-	-	-	-	-	-	-	-	
March-21								-	14,951
% of Total	-	-	-	-	-	-	-	-	
April-21								-	3,012
% of Total	-	-	-	-	-	-	-	-	
May-21								-	5,221
% of Total	-	-	-	-	-	-	-	-	
June-21								-	8,740
% of Total	-	-	-	-	-	-	-	-	
YTD	3,913	2,301	3,491	2,172	4,844	2,069	3,957	22,747	251,474
% of Total	17.20	10.12	15.35	9.55	21.30	9.10	17.40	100.00	

Louisville Regional Airport Authority
Rental Car Concessions
Revenue per Transaction
Fiscal Year 2021

	<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-20	296.79	269.83	240.19	395.49	333.36	305.89	267.01	298.71	246.06
August-20	259.11	276.89	236.87	388.03	306.09	291.41	254.75	281.43	216.19
September-20	-	-	-	-	-	-	-	-	196.87
October-20	-	-	-	-	-	-	-	-	214.12
November-20	-	-	-	-	-	-	-	-	201.42
December-20	-	-	-	-	-	-	-	-	195.36
January-21	-	-	-	-	-	-	-	-	179.41
February-21	-	-	-	-	-	-	-	-	178.70
March-21	-	-	-	-	-	-	-	-	185.11
April-21	-	-	-	-	-	-	-	-	198.92
May-21	-	-	-	-	-	-	-	-	202.72
June-21	-	-	-	-	-	-	-	-	223.19
YTD	277.27	273.54	238.56	391.88	319.32	299.18	260.53	289.93	211.03

Louisville Regional Airport Authority
Rental Car Concessions
Market Share Report
Fiscal Year 2021

	Alamo			Avis			Budget/Payless			Dollar/Thrifty		
	2020	2021	% Change	2020	2021	% Change	2020	2021	% Change	2020	2021	% Change
July	1,053,249	559,753	-46.85%	894,228	294,657	-67.05%	852,680	425,378	-50.11%	841,159	443,342	-47.29%
August	786,647	525,214	-33.23%	811,676	334,760	-58.76%	729,344	407,420	-44.14%	668,010	407,817	-38.95%
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	1,839,896	1,084,967	-41.03%	1,705,904	629,417	-63.10%	1,582,024	832,798	-47.36%	1,509,169	851,159	-43.60%

	Enterprise			Hertz			National			Totals		
	2020	2021	% Change	2020	2021	% Change	2020	2021	% Change	2020	2021	% Change
July	1,186,519	783,408	-33.97%	1,158,147	339,539	-70.68%	1,075,009	498,233	-53.65%	7,060,991	3,344,310	-52.64%
August	1,093,044	763,393	-30.16%	1,206,423	279,466	-76.84%	1,168,654	532,686	-54.42%	6,463,798	3,250,756	-49.71%
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	2,279,563	1,546,800	-32.14%	2,364,570	619,005	-73.82%	2,243,663	1,030,918	-54.05%	13,524,789	6,595,066	-51.24%

Louisville Regional Airport Authority
Rental Car Concessions
Deplanements & Market Share
Fiscal Year 2021

	Deplanements			Market Share	
	2020	2021			
July	200,398	62,803	-68.66%	Alamo	16.45%
August	180,590	58,652	-67.52%	Avis	9.54%
September	176,429		-100.00%	Budget/Payless	12.63%
October	203,844		-100.00%	Dollar/Thrifty	12.91%
November	169,729		-100.00%	Enterprise	23.45%
December	163,660		-100.00%	Hertz	9.39%
January	142,518		-100.00%	National	15.63%
February	145,585		-100.00%		
March	82,503		-100.00%	Totals	100.00%
April	7,172		-100.00%		
May	19,154		-100.00%		
June	41,997		-100.00%		
Totals	1,533,579	121,455	-92.08%		

