

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	469,558.12	332,977.72	413,965.18	405,418.69	717,801.72	370,434.38	593,956.78	3,304,112.59	5,800,520.64
% of Total	14.21	10.08	12.53	12.27	21.72	11.21	17.98	100.00	
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 (\$)	\$ 1,554,525.42	\$ 962,394.96	\$ 1,246,763.09	\$ 1,256,577.85	\$ 2,264,602.17	\$ 989,439.86	\$ 1,624,875.23	\$ 9,899,178.58	\$ 53,068,785.84
% of Total	15.70	9.72	12.59	12.69	22.88	10.00	16.41	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	1,908	1,199	1,484	1,379	2,462	1,228	2,416	12,076	29,886
% of Total	15.80	9.93	12.29	11.42	20.39	10.17	20.01	100.00	
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	5,821	3,500	4,975	3,551	7,306	3,297	6,373	34,823	251,474
% of Total	16.72	10.05	14.29	10.20	20.98	9.47	18.30	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	246.10	277.71	278.95	293.99	291.55	301.66	245.84	273.61	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	267.05	274.97	250.61	353.87	309.96	300.10	254.96	284.27	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	639,939	469,558	-26.62%	750,610	332,978	-55.64%	642,376	413,965	-35.56%	640,710	405,419	-36.72%
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	2,479,835	1,554,525	-37.31%	2,456,514	962,395	-60.82%	2,224,400	1,246,763	-43.95%	2,149,879	1,256,578	-41.55%

	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	1,023,022	717,802	-29.84%	1,003,195	370,434	-63.07%	1,100,669	593,957	-46.04%	5,800,521	3,304,113	-43.04%
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	3,302,585	2,264,602	-31.43%	3,367,765	989,440	-70.62%	3,344,332	1,624,875	-51.41%	19,325,310	9,899,179	-48.78%

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	15.70%
August	180,590	58,652	-67.52%	Avis	9.72%
September	176,429	60,968	-65.44%	Budget/Payless	12.59%
October	203,844		-100.00%	Dollar/Thrifty	12.69%
November	169,729		-100.00%	Enterprise	22.88%
December	163,660		-100.00%	Hertz	10.00%
January	142,518		-100.00%	National	16.41%
February	145,585		-100.00%		
March	82,503		-100.00%	<b>Totals</b>	<b>100.00%</b>
April	7,172		-100.00%		
May	19,154		-100.00%		
June	41,997		-100.00%		
<b>Totals</b>	<b>1,533,579</b>	<b>182,423</b>	<b>-88.10%</b>		

