

Louisville Regional Airport Authority  
Rental Car Concessions  
Market Share  
Fiscal Year 2022

	<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-21	534,141.00	957,206.57	1,244,927.09	849,412.23	1,429,039.90	1,195,745.76	1,353,811.82	7,564,284.37	3,344,309.72
% of Total	7.06	12.65	16.46	11.23	18.89	15.81	17.90	100.00	
August-21	408,432.87	944,535.12	983,909.38	935,670.26	1,269,491.06	1,115,202.04	1,192,456.67	6,849,697.40	3,250,756.27
% of Total	5.96	13.79	14.36	13.66	18.53	16.28	17.41	100.00	
September-21	382,816.92	707,992.30	819,645.35	660,206.08	1,085,168.00	792,875.77	1,146,694.34	5,595,398.76	3,304,112.59
% of Total	6.84	12.65	14.65	11.80	19.39	14.17	20.49	100.00	
October-21	436,194.83	1,183,121.57	1,280,562.45	839,906.95	1,362,204.87	867,670.40	1,472,412.93	7,442,074.00	3,400,115.60
% of Total	5.86	15.90	17.21	11.29	18.30	11.66	19.79	100.00	
November-21	432,866.24	836,555.65	977,823.76	805,626.59	1,128,313.14	749,227.25	1,102,950.75	6,033,363.38	3,245,762.52
% of Total	7.17	13.87	16.21	13.35	18.70	12.42	18.28	100.00	
December-21								-	2,570,843.60
% of Total	-	-	-	-	-	-	-	-	
January-22								-	2,417,672.43
% of Total	-	-	-	-	-	-	-	-	
February-22								-	2,468,237.99
% of Total	-	-	-	-	-	-	-	-	
March-22								-	3,777,974.87
% of Total	-	-	-	-	-	-	-	-	
April-22								-	4,591,501.31
% of Total	-	-	-	-	-	-	-	-	
May-22								-	5,811,596.06
% of Total	-	-	-	-	-	-	-	-	
June-22								-	6,453,831.38
% of Total	-	-	-	-	-	-	-	-	
YTD (\$)	\$ 2,194,451.86	\$ 4,629,411.21	\$ 5,306,868.03	\$ 4,090,822.11	\$ 6,274,216.97	\$ 4,720,721.22	\$ 6,268,326.51	\$ 33,484,817.91	\$ 44,636,714.34
% of Total	6.55	13.83	15.85	12.22	18.74	14.10	18.72	100.00	

Louisville Regional Airport Authority  
Rental Car Concessions  
Transaction Count  
Fiscal Year 2022

	<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-21	991	2,568	2,918	1,939	3,140	3,584	4,629	19,769	11,196
% of Total	5.01	12.99	14.76	9.81	15.88	18.13	23.42	100.00	
August-21	1,001	2,823	2,664	2,386	2,298	3,580	3,907	18,659	11,551
% of Total	5.36	15.13	14.28	12.79	12.32	19.19	20.94	100.00	
September-21	1,149	2,424	2,582	2,025	3,038	2,810	4,767	18,795	12,076
% of Total	6.11	12.90	13.74	10.77	16.16	14.95	25.36	100.00	
October-21	1,169	3,417	3,775	2,122	3,580	2,586	5,876	22,525	11,890
% of Total	5.19	15.17	16.76	9.42	15.89	11.48	26.09	100.00	
November-21	1,318	2,876	3,267	2,340	3,258	2,618	4,704	20,381	10,881
% of Total	6.47	14.11	16.03	11.48	15.99	12.85	23.08	100.00	
December-21								-	8,629
% of Total	-	-	-	-	-	-	-	-	
January-22								-	8,664
% of Total	-	-	-	-	-	-	-	-	
February-22								-	8,701
% of Total	-	-	-	-	-	-	-	-	
March-22								-	12,720
% of Total	-	-	-	-	-	-	-	-	
April-22								-	14,348
% of Total	-	-	-	-	-	-	-	-	
May-22								-	17,726
% of Total	-	-	-	-	-	-	-	-	
June-22								-	17,203
% of Total	-	-	-	-	-	-	-	-	
YTD	5,628	14,108	15,206	10,812	15,314	15,178	23,883	100,129	145,585
% of Total	5.62	14.09	15.19	10.80	15.29	15.16	23.85	100.00	

Louisville Regional Airport Authority  
Rental Car Concessions  
Revenue per Transaction  
Fiscal Year 2022

	<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-21	538.99	372.74	426.64	438.07	455.11	333.63	292.46	382.63	246.06
August-21	408.02	334.59	369.34	392.15	552.43	311.51	305.21	367.10	216.19
September-21	333.17	292.08	317.45	326.03	357.20	282.16	240.55	297.71	196.87
October-21	373.14	346.25	339.22	395.81	380.50	335.53	250.58	330.39	214.12
November-21	328.43	290.87	299.30	344.28	346.32	286.18	234.47	296.03	201.42
December-21	-	-	-	-	-	-	-	-	195.36
January-22	-	-	-	-	-	-	-	-	179.41
February-22	-	-	-	-	-	-	-	-	178.70
March-22	-	-	-	-	-	-	-	-	185.11
April-22	-	-	-	-	-	-	-	-	198.92
May-22	-	-	-	-	-	-	-	-	202.72
June-22	-	-	-	-	-	-	-	-	223.19
YTD	389.92	328.14	349.00	378.36	409.70	311.02	262.46	334.42	306.60

Louisville Regional Airport Authority  
Rental Car Concessions  
Market Share Report  
Fiscal Year 2022

	Alamo			Avis			Budget/Payless			Dollar/Thrifty		
	<u>2021</u>	<u>2022</u>	<u>% Change</u>	<u>2021</u>	<u>2022</u>	<u>% Change</u>	<u>2021</u>	<u>2022</u>	<u>% Change</u>	<u>2021</u>	<u>2022</u>	<u>% Change</u>
July	559,753	534,141	-4.58%	294,657	957,207	224.85%	425,378	1,244,927	192.66%	443,342	849,412	91.59%
August	525,214	408,433	-22.23%	334,760	944,535	182.15%	407,420	983,909	141.50%	407,817	935,670	129.43%
September	469,558	382,817	-18.47%	332,978	707,992	112.62%	413,965	819,645	98.00%	405,419	660,206	62.85%
October	486,273	436,195	-10.30%	343,414	1,183,122	244.52%	338,794	1,280,562	277.98%	434,459	839,907	93.32%
November	403,043	432,866	7.40%	374,601	836,556	123.32%	317,909	977,824	207.58%	522,315	805,627	54.24%
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	2,443,841	2,194,452	-10.20%	1,680,410	4,629,411	175.49%	1,903,466	5,306,868	178.80%	2,213,352	4,090,822	84.82%

	Enterprise			Hertz			National			Totals		
	<u>2021</u>	<u>2022</u>	<u>% Change</u>	<u>2021</u>	<u>2022</u>	<u>% Change</u>	<u>2021</u>	<u>2022</u>	<u>% Change</u>	<u>2021</u>	<u>2022</u>	<u>% Change</u>
July	783,408	1,429,040	82.41%	339,539	1,195,746	252.17%	498,233	1,353,812	171.72%	3,344,310	7,564,284	126.18%
August	763,393	1,269,491	66.30%	279,466	1,115,202	299.05%	532,686	1,192,457	123.86%	3,250,756	6,849,697	110.71%
September	717,802	1,085,168	51.18%	370,434	792,876	114.04%	593,957	1,146,694	93.06%	3,304,113	5,595,399	69.35%
October	746,703	1,362,205	82.43%	371,020	867,670	133.86%	679,452	1,472,413	116.71%	3,400,115	7,442,074	118.88%
November	709,170	1,128,313	59.10%	347,914	749,227	115.35%	570,810	1,102,951	93.23%	3,245,762	6,033,363	85.88%
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	3,720,476	6,274,217	68.64%	1,708,373	4,720,721	176.33%	2,875,138	6,268,327	118.02%	16,545,056	33,484,818	102.39%

Louisville Regional Airport Authority  
Rental Car Concessions  
Deplanements & Market Share  
Fiscal Year 2022

	Deplanements			Market Share	
	2021	2022			
July	62,803	185,613	195.55%	Alamo	6.55%
August	58,652	155,597	165.29%	Avis	13.83%
September	60,968	152,901	150.79%	Budget/Payless	15.85%
October	75,513	178,054	135.79%	Dollar/Thrifty	12.22%
November	63,978	171,129	167.48%	Enterprise	18.74%
December	60,342		-100.00%	Hertz	14.10%
January	56,936		-100.00%	National	18.72%
February	53,446		-100.00%		
March	87,463		-100.00%	<b>Totals</b>	<b>100.00%</b>
April	109,679		-100.00%		
May	124,973		-100.00%		
June	167,509		-100.00%		
<b>Totals</b>	<b>982,262</b>	<b>843,294</b>	<b>-14.15%</b>		

