

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	308,809.63	790,195.95	786,999.27	507,843.58	886,877.37	665,901.58	926,269.97	4,872,897.35	2,570,843.60
% of Total	6.34	16.22	16.15	10.42	18.20	13.67	19.01	100.00	
January-22	259,062.07	591,110.75	615,033.06	378,919.26	803,877.43	500,348.49	820,433.92	3,968,784.98	2,417,672.43
% of Total	6.53	14.89	15.50	9.55	20.26	12.61	20.67	100.00	
February-22	210,283.75	658,524.10	668,588.58	343,046.82	773,271.17	546,220.96	927,869.16	4,127,804.54	2,468,237.99
% of Total	5.09	15.95	16.20	8.31	18.73	13.23	22.48	100.00	
March-22	356,051.12	840,134.51	952,153.72	515,974.30	1,027,243.69	779,012.50	1,196,143.94	5,666,713.78	3,777,974.87
% of Total	6.28	14.83	16.80	9.11	18.13	13.75	21.11	100.00	
April-22	383,089.22	925,675.21	1,103,277.04	640,963.12	1,115,769.10	1,034,933.63	1,258,377.04	6,462,084.36	4,591,501.31
% of Total	5.93	14.32	17.07	9.92	17.27	16.02	19.47	100.00	
May-22	525,609.07	1,136,174.67	1,216,017.40	848,989.17	1,379,179.31	1,296,188.92	1,339,476.99	7,741,635.53	5,811,596.06
% of Total	6.79	14.68	15.71	10.97	17.82	16.74	17.30	100.00	
June-22	467,379.05	1,053,317.13	1,328,414.57	862,813.03	1,420,257.52	1,245,382.22	1,268,130.09	7,645,693.61	6,453,831.38
% of Total	6.11	13.78	17.37	11.29	18.58	16.29	16.59	100.00	
YTD (\$)	\$ 4,704,735.77	\$ 10,624,543.53	\$ 11,977,351.67	\$ 8,189,371.39	\$ 13,680,692.56	\$ 10,788,709.52	\$ 14,005,027.62	\$ 73,970,432.06	\$ 44,636,714.34
% of Total	6.36	14.36	16.19	11.07	18.49	14.59	18.93	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	997	2,503	2,759	1,711	2,585	2,535	4,033	17,123	8,629
% of Total	5.82	14.62	16.11	9.99	15.10	14.80	23.55	100.00	
January-22	920	2,127	2,309	1,226	2,371	1,912	3,465	14,330	8,664
% of Total	6.42	14.84	16.11	8.56	16.55	13.34	24.18	100.00	
February-22	686	2,364	2,609	1,137	2,371	2,275	3,930	15,372	8,701
% of Total	4.46	15.38	16.97	7.40	15.42	14.80	25.57	100.00	
March-22	1,132	3,150	3,266	1,756	3,029	2,763	5,246	20,342	12,720
% of Total	5.56	15.49	16.06	8.63	14.89	13.58	25.79	100.00	
April-22	1,010	3,225	3,621	2,015	2,944	3,678	5,046	21,539	14,348
% of Total	4.69	14.97	16.81	9.36	13.67	17.08	23.43	100.00	
May-22	1,400	3,746	3,847	2,489	3,750	4,343	5,505	25,080	17,726
% of Total	5.58	14.94	15.34	9.92	14.95	17.32	21.95	100.00	
June-22	1,056	3,423	3,723	2,287	3,761	4,107	5,081	23,438	17,203
% of Total	4.51	14.60	15.88	9.76	16.05	17.52	21.68	100.00	
YTD	12,829	34,646	37,340	23,433	36,125	36,791	56,189	237,353	145,585
% of Total	5.41	14.60	15.73	9.87	15.22	15.50	23.67	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	309.74	315.70	285.25	296.81	343.09	262.68	229.67	284.58	195.36
January-22	281.59	277.91	266.36	309.07	339.05	261.69	236.78	276.96	179.41
February-22	306.54	278.56	256.26	301.71	326.14	240.10	236.10	268.53	178.70
March-22	314.53	266.71	291.54	293.84	339.14	281.94	228.01	278.57	185.11
April-22	379.30	287.03	304.69	318.10	379.00	281.38	249.38	300.02	198.92
May-22	375.44	303.30	316.09	341.10	367.78	298.45	243.32	308.68	202.72
June-22	442.59	307.72	356.81	377.27	377.63	303.23	249.58	326.21	223.19
YTD	366.73	306.66	320.76	349.48	378.70	293.24	249.25	311.65	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	290,136	308,810	6.44%	379,670	790,196	108.13%	253,775	786,999	210.12%	401,917	507,844	26.36%
January	280,910	259,062	-7.78%	281,982	591,111	109.63%	252,923	615,033	143.17%	325,533	378,919	16.40%
February	225,990	210,284	-6.95%	262,700	658,524	150.68%	252,499	668,589	164.79%	340,570	343,047	0.73%
March	334,719	356,051	6.37%	448,903	840,135	87.15%	570,393	952,154	66.93%	546,598	515,974	-5.60%
April	387,148	383,089	-1.05%	577,132	925,675	60.39%	646,116	1,103,277	70.76%	659,232	640,963	-2.77%
May	546,815	525,609	-3.88%	734,160	1,136,175	54.76%	879,818	1,216,017	38.21%	759,154	848,989	11.83%
June	489,340	467,379	-4.49%	809,041	1,053,317	30.19%	924,883	1,328,415	43.63%	815,381	862,813	5.82%
Totals	4,998,899	4,704,736	-5.88%	5,173,998	10,624,544	105.34%	5,683,873	11,977,352	110.73%	6,061,737	8,189,371	35.10%

	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	514,851	886,877	72.26%	248,897	665,902	167.54%	481,597	926,270	92.33%	2,570,843	4,872,897	89.54%
January	560,935	803,877	43.31%	267,923	500,348	86.75%	447,467	820,434	83.35%	2,417,673	3,968,785	64.16%
February	534,789	773,271	44.59%	359,504	546,221	51.94%	492,186	927,869	88.52%	2,468,238	4,127,805	67.24%
March	724,497	1,027,244	41.79%	465,677	779,013	67.29%	687,187	1,196,144	74.06%	3,777,974	5,666,714	49.99%
April	846,359	1,115,769	31.83%	661,735	1,034,934	56.40%	813,779	1,258,377	54.63%	4,591,501	6,462,084	40.74%
May	1,086,134	1,379,179	26.98%	803,101	1,296,189	61.40%	1,002,415	1,339,477	33.62%	5,811,597	7,741,636	33.21%
June	1,210,948	1,420,258	17.28%	1,044,739	1,245,382	19.21%	1,159,500	1,268,130	9.37%	6,453,832	7,645,694	18.47%
Totals	9,198,989	13,680,693	48.72%	5,559,949	10,788,710	94.04%	7,959,269	14,005,028	75.96%	44,636,714	73,970,432	65.72%

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	6.36%
August	58,652	155,597	165.29%	Avis	14.36%
September	60,968	152,901	150.79%	Budget/Payless	16.19%
October	75,513	178,054	135.79%	Dollar/Thrifty	11.07%
November	63,978	171,129	167.48%	Enterprise	18.49%
December	60,342	148,893	146.75%	Hertz	14.59%
January	56,936	115,761	103.32%	National	18.93%
February	53,446	122,159	128.57%		
March	87,463	165,890	89.67%	<b>Totals</b>	<b>100.00%</b>
April	109,679	163,182	48.78%		
May	124,973	181,797	45.47%		
June	167,509	184,380	10.07%		
<b>Totals</b>	<b>982,262</b>	<b>1,925,356</b>	<b>96.01%</b>		

