

Louisville Regional Airport Authority
Rental Car Concessions
Market Share
Fiscal Year 2023

	<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-22	459,756.47	1,265,170.48	1,393,550.23	930,669.98	1,591,895.00	1,174,204.61	1,326,012.72	8,141,259.49	7,564,284.37
% of Total	5.65	15.54	17.12	11.43	19.55	14.42	16.29	100.00	
August-22	366,913.18	999,825.06	1,108,271.46	729,316.24	1,394,689.49	1,081,379.60	1,288,851.36	6,969,246.39	6,849,697.40
% of Total	5.26	14.35	15.90	10.46	20.01	15.52	18.49	100.00	
September-22								-	5,595,398.76
% of Total	-	-	-	-	-	-	-	-	
October-22								-	7,442,074.00
% of Total	-	-	-	-	-	-	-	-	
November-22								-	6,033,363.38
% of Total	-	-	-	-	-	-	-	-	
December-22								-	4,872,897.35
% of Total	-	-	-	-	-	-	-	-	
January-23								-	3,968,784.98
% of Total	-	-	-	-	-	-	-	-	
February-23								-	4,127,804.54
% of Total	-	-	-	-	-	-	-	-	
March-23								-	5,666,713.78
% of Total	-	-	-	-	-	-	-	-	
April-23								-	6,462,084.36
% of Total	-	-	-	-	-	-	-	-	
May-23								-	7,741,635.53
% of Total	-	-	-	-	-	-	-	-	
June-23								-	7,645,693.61
% of Total	-	-	-	-	-	-	-	-	
YTD (\$)	\$ 826,669.65	\$ 2,264,995.54	\$ 2,501,821.69	\$ 1,659,986.22	\$ 2,986,584.49	\$ 2,255,584.21	\$ 2,614,864.08	\$ 15,110,505.88	\$ 73,970,432.06
% of Total	5.47	14.99	16.56	10.99	19.77	14.93	17.30	100.00	

Louisville Regional Airport Authority
Rental Car Concessions
Transaction Count
Fiscal Year 2023

	<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-22	1,130	3,632	3,796	2,445	4,120	3,524	5,201	23,848	19,769
% of Total	4.74	15.23	15.92	10.25	17.28	14.78	21.81	100.00	
August-22	1,068	3,688	3,640	2,005	3,966	3,847	5,265	23,479	18,659
% of Total	4.55	15.71	15.50	8.54	16.89	16.38	22.42	100.00	
September-22								-	18,795
% of Total	-	-	-	-	-	-	-	-	
October-22								-	22,525
% of Total	-	-	-	-	-	-	-	-	
November-22								-	20,381
% of Total	-	-	-	-	-	-	-	-	
December-22								-	17,123
% of Total	-	-	-	-	-	-	-	-	
January-23								-	14,330
% of Total	-	-	-	-	-	-	-	-	
February-23								-	15,372
% of Total	-	-	-	-	-	-	-	-	
March-23								-	20,342
% of Total	-	-	-	-	-	-	-	-	
April-23								-	21,539
% of Total	-	-	-	-	-	-	-	-	
May-23								-	25,080
% of Total	-	-	-	-	-	-	-	-	
June-23								-	23,438
% of Total	-	-	-	-	-	-	-	-	
YTD	2,198	7,320	7,436	4,450	8,086	7,371	10,466	47,327	237,353
% of Total	4.64	15.47	15.71	9.40	17.09	15.57	22.11	100.00	

Louisville Regional Airport Authority
Rental Car Concessions
Revenue per Transaction
Fiscal Year 2023

	<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-22	406.86	348.34	367.11	380.64	386.38	333.20	254.95	341.38	382.63
August-22	343.55	271.10	304.47	363.75	351.66	281.10	244.80	296.83	367.10
September-22	-	-	-	-	-	-	-	-	297.71
October-22	-	-	-	-	-	-	-	-	330.39
November-22	-	-	-	-	-	-	-	-	296.03
December-22	-	-	-	-	-	-	-	-	284.58
January-23	-	-	-	-	-	-	-	-	276.96
February-23	-	-	-	-	-	-	-	-	268.53
March-23	-	-	-	-	-	-	-	-	278.57
April-23	-	-	-	-	-	-	-	-	300.02
May-23	-	-	-	-	-	-	-	-	308.68
June-23	-	-	-	-	-	-	-	-	326.21
YTD	376.10	309.43	336.45	373.03	369.35	306.01	249.84	319.28	311.65

Louisville Regional Airport Authority
Rental Car Concessions
Market Share Report
Fiscal Year 2023

	Alamo			Avis			Budget/Payless			Dollar/Thrifty		
	<u>2022</u>	<u>2023</u>	<u>% Change</u>	<u>2022</u>	<u>2023</u>	<u>% Change</u>	<u>2022</u>	<u>2023</u>	<u>% Change</u>	<u>2022</u>	<u>2023</u>	<u>% Change</u>
July	534,141	459,756	-13.93%	957,207	1,265,170	32.17%	1,244,927	1,393,550	11.94%	849,412	930,670	9.57%
August	408,433	366,913	-10.17%	944,535	999,825	5.85%	983,909	1,108,271	12.64%	935,670	729,316	-22.05%
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	942,574	826,670	-12.30%	1,901,742	2,264,996	19.10%	2,228,836	2,501,822	12.25%	1,785,082	1,659,986	-7.01%

	Enterprise			Hertz			National			Totals		
	<u>2022</u>	<u>2023</u>	<u>% Change</u>	<u>2022</u>	<u>2023</u>	<u>% Change</u>	<u>2022</u>	<u>2023</u>	<u>% Change</u>	<u>2022</u>	<u>2023</u>	<u>% Change</u>
July	1,429,040	1,591,895	11.40%	1,195,746	1,174,205	-1.80%	1,353,812	1,326,013	-2.05%	7,564,285	8,141,259	7.63%
August	1,269,491	1,394,689	9.86%	1,115,202	1,081,380	-3.03%	1,192,457	1,288,851	8.08%	6,849,697	6,969,246	1.75%
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	2,698,531	2,986,584	10.67%	2,310,948	2,255,584	-2.40%	2,546,269	2,614,864	2.69%	14,413,982	15,110,506	4.83%

Louisville Regional Airport Authority
Rental Car Concessions
Deplanements & Market Share
Fiscal Year 2023

	Deplanements			Market Share	
	2022	2023			
July	185,613	185,424	-0.10%	Alamo	5.47%
August	155,597	160,763	3.32%	Avis	14.99%
September	152,901		-100.00%	Budget/Payless	16.56%
October	178,054		-100.00%	Dollar/Thrifty	10.99%
November	171,129		-100.00%	Enterprise	19.76%
December	148,893		-100.00%	Hertz	14.93%
January	115,761		-100.00%	National	17.30%
February	122,159		-100.00%		
March	165,890		-100.00%	Totals	100.00%
April	163,182		-100.00%		
May	181,797		-100.00%		
June	184,380		-100.00%		
Totals	1,925,356	346,187	-82.02%		

