You can call us STL. It’s our airport code and now it’s a key component of our identity along with an official name change to St. Louis Lambert International Airport (STL). It’s one of the highlights of a very successful 2017 Fiscal Year (2017). Our new brand identity featuring STL will begin to shape how we engage with our region, our passengers and ultimately with all of our business connections that span worldwide. It gives us the marketing power of the St. Louis region and makes it easier for our visitors to connect the identities of our airport with our region.

But beyond identity, 2017 was marked by impressive growth in performance across many sectors. The FAA finalized its 2016 year-end Passenger Statistics that showed STL was the 7th fastest growing airport in the U.S. based on enplanements. That growth continued through the rest of the fiscal year, where the Airport saw total passenger growth hit 14.36 million, an increase of nearly eight percent. It’s the best performance of growth in nearly a decade. New flights to Charleston, SC and Pensacola, FL helped drive these positive trends. Over the last year, the Airport has also worked with our partners to accommodate the growth and meet the demands of our passengers and customers.

For the second straight year, the Airport worked with Southwest Airlines on its expansion efforts, re-opening a 4-gate section of Terminal 2, which included gate, restroom and main corridor improvements between E34-E40. Financially, 2017 was equally strong and successful. We’ve continued to drive down costs leading to a Cost per Enplaned Passenger (CPE) to just over $11. Stronger non-aeronautical revenue coupled with stronger airfield activity (airfield operations and passenger increases) led to lowering terminal rental rates and landing fees. A major debt refunding and improved bond ratings also emphasized the Airport’s increasing financial health.

This past year we have focused on expanding our economic impact to new local partners through our efforts of the Business Diversity Development office. Greater outreach and engagement with potential Minority Business Enterprise (MBEs) and Women Business Enterprise (WBEs) firms led to increased certifications. Furthermore, MBE and WBE firms saw a 10 percent increase in construction and professional services spending through Airport contracts- from 39 to 49 percent - over the last year.

Lastly, our mission at STL is built on a foundation of operational excellence. The Airport’s annual certification process found no discrepancies on our FAA regulated operations. Major environmental sustainability efforts - especially those that also reduced core expenses like electricity- are yielding positive results and state-wide recognition. We upgraded and expanded our alternative fuels fleet, invested in more efficient LED lighting systems and expanded efforts to reducing greenhouse gas emissions through our landfill diversion program.

We are now more than halfway through our 5-year strategic plan. We are seeing major successes in a majority of the plan’s key metrics with airline service growth, better community engagement, improved financial outlooks, broader economic impact and sustained safe and efficient operations.

Sincerely,

Rhonda Hamm-Niebruegge
Director – St. Louis Lambert International Airport
FY2017
Highlights

STL Passenger & Operation Statistics
Key Statistics FY2017

72 Non-Stop Destinations* 70 in FY2016

DAILY DEPARTURES (PEAK)

3.1% INCREASE

264
256 FY2016

*Peak Activity
Key Statistics FY2017 – Passengers

**ENPLANEMENTS (BOARDINGS)**

- **7.7% INCREASE**
- **7,186,894**
- **6,672,558 FY2016**

**CONNECTING ENPLANEMENTS**

- **36.1% INCREASE**
- **1,328,435**
- **976,121 FY2016**

**DEPLANED PASSENGERS (ARRIVALS)**

- **7.7% INCREASE**
- **7,172,380**
- **6,658,172 FY2016**
Key Statistics FY2017 – Passengers

TOTAL PASSENGERS:
14,359,274
13,330,730 FY2016

7.7% INCREASE
Key Statistics FY2017 — Airline Market Share

by Total Enplaned Passengers

- 56.3% SOUTHWEST
- 16.8% AMERICAN
- 11.8% DELTA
- 3.0% OTHER
- 4.6% FRONTIER
- 7.5% UNITED
Key Statistics FY2017 — Aircraft Departures

- **Passenger Aircraft Departures**: 5.3% increase, 87,508 departures (83,079 FY2016)
- **Total Aircraft Departures**: 5.2% increase, 89,008 departures (84,609 FY2016)
- **Cargo Aircraft Departures**: 2.0% decrease, 1,500 departures (1,530 FY2016)

**Total Seats**: 18,362,344 seats (16,790,717 FY2016)

9.4% increase
Key Statistics FY2017 — Aircraft Operations*

**COMMERCIAL PASSENGER OPERATIONS**
- **2.7% INCREASE**
- **183,449**
  - 178,591 FY2016

**TOTAL AIRCRAFT OPERATIONS**
- **193,439**
  - 188,466 FY2016
- **2.6% INCREASE**

**TOTAL CARGO (MAIL & FREIGHT) TONS**
- **72,518**
  - 65,560 FY2016
- **10.6% INCREASE**

*Aircraft Operations = takeoffs and landings*
Cost Per Enplanement

COST/PASSENGER

$11.10

$11.89 FY2016

6.6% ↓ DECREASE
STL 5-Year Strategic Plan
Airport Strategic Plan

MISSION: To Connect Our Region With The World

- Strengthen Financial Sustainability
- Sustain And Grow Passenger Air Service
- Create A Positive And Lasting Impression For The Region
- Generate Economic Development
Strengthen Financial Stability
Strengthen Financial Stability

One of the most important cornerstones to STL’s strategic plan has been to improve financial sustainability.

In 2017, the Airport’s tactical financial strategies paid off in advancing well beyond key milestones. The Airport lowered its Cost per Enplaned Passenger (CPE) to nearly $11, an improvement of more than $2/passenger beyond our FY2017 goal and further improving beyond the Airport’s 5-year target of $12.58 per passenger. This metric, which accounts for landing fees and terminal rental rates, divided by passengers served, is a critical driver in airlines gauging service and investment at all airports. STL is moving aggressively toward the “lower tier” CPE airports in the country.

Reduction of debt service is integral in improving CPE performance and STL made key moves in 2017 that will have a positive impact for years to come. A 2017 bond refunding produced more than $35.5 million in Net Present Value (NPV) Savings. For the first time ever, the refunding transaction included a deposit of more than $7.7 million to the Airport Development Fund providing additional financial flexibility to fund future Airport projects. Along with that refunding, the Airport received improved ratings from both Moody’s and Standard and Poor’s- outlooks from stable to positive - based on declining debt, improved passenger activity and a strong fund balance.
Sustain and Grow Passenger Air Service
Sustain and Grow Passenger Air Service

Three years into this strategic plan, St. Louis Lambert International Airport has surpassed its 5-year target for increasing the number of non-stop markets.

This past year, STL topped out at 72 non-stop destinations with the latest additions of the Charleston, SC (CHS) and Pensacola, FL (PNS) markets. The number of non-stop flights (frequencies) to top 40 U.S. markets hit 175, below the Airport’s strategic plan baseline. However, the reduction in frequency has been countered by major gains in total seats on all departures including the top 40.

STL airlines have added destinations and are using larger aircraft to meet demand. Total departing seats in 2017 hit 18.4 million vs 16.8 million in FY2016, for a 9.4 percent increase. Total passenger traffic topped 14.4 million vs 13.3 million, for a 7.7 percent overall increase. STL was the 7th fastest growing airport based on passenger enplanements in CY2016.

Extending STL’s catchment area continues to be a focus as we partner with various travel, transportation and civic groups to market the Airport for its ease and convenience.
Create a Positive and Lasting Impression
The 2015-2020 Strategic Plan has guided the Airport in one of its biggest marketing and public relations efforts in years with the re-naming of the Airport to St. Louis Lambert International Airport.

The name was adopted in February 2017. St. Louis now takes prominent first position in the Airport name, followed by our legacy name of Lambert, for Albert Bond Lambert who founded the Airport in the 1920s. Re-naming the Airport was the first tactical move that helped set up the second, incorporating our STL airport code into our new visual branding identity. The City’s name has far more recognition and branding power worldwide, and now it provides a better link to the airport code making it much more recognizable for travelers, our region and all of our business connections.
The Airport has been gauging first impressions and customer service quality through its Airport Service Quality surveys. While we saw growth in our passenger survey scores (4.11/5 total satisfaction), we fell short of our FY goal. Improving our customer service throughout the airport remains a top priority and one we share with all of our airlines, tenants and other airport partners.

Advancing our reputational efforts, STL gained community and state-wide recognition this past year. The Airport received the 2016 Missouri Governor’s Leader in Efficiency Award for several successful energy-reducing projects. STL also won the St. Louis Council of Construction Consumer’s Organizational Excellence for Inclusion award, recognizing the successes of the Business Diversity Development office.
Generate Economic Development
Generate Economic Development

STL Airport is an economic catalyst for this region and we had great successes in FY2017.

The Airport logged more than $648,000 in development for a variety of projects around the airfield and in-terminal. The biggest in-terminal development was increased utilization of Terminal 2, which included the renovation of a 4-gate area between E34 to E40, completed in June 2017.

Driven by the increase in flights, Southwest Airlines added three passenger loading bridges and made all gate hold-room improvements, while the Airport renovated corridor and restroom facilities, as well as added a new Service Animal Relief Area. Concessions also expanded to that area with a new Stella Artois branded bar and a Hudson News retail kiosk.

This past fiscal year also included the first full year for the original expansion of Terminal 2 between gates E29 and E33 that was completed in FY2016. Those projects accounted for a healthy dose of construction jobs and permanent jobs.
The Airport also saw job activity related to expansion of Trans States Airlines’ enhanced training facility and Boeing ramp construction projects. The Airport has achieved great successes in growing our business partnerships in the region, an effort that goes beyond the strategic plan’s key tactics.

St. Louis Lambert International Airport reported strong growth in engaging with Minority Business Enterprise (MBE) and Women Business Enterprise (WBE) firms in FY2017. MBE and WBE firms received 49 percent in local spending on construction and other professional services which is a 10 percent improvement over the previous year. On federally-funded contracts, Disadvantaged Business Enterprise (DBEs) saw their participation grow to 34 percent from 28 percent. The Airport spent nearly $45 million on general service contracts with 34 percent going to MBEs and WBEs.
Operational Excellence

Our Overall Surrounding Mission
Safe and efficient operations is a daily mission at STL.

The Airport received no discrepancies in its August 2016 FAA Part 139 inspection. This is a detailed review of all FAA regulated aviation operations, especially the airfield. Aircraft operations on the airfield expanded in the last year with total takeoffs and landings exceeding 193,000, for an increase of 2.6 percent over the previous year.

The past year, the Airport remained focused on improving efficiencies in both cost and environmental sustainability. Those missions converged with the 2016 Governor’s Leader in Energy Award which highlighted STL’s efforts in achievements in energy efficiency goals, alternative or renewable fuels use and landfill diversion. The Airport partnered with Ameren Missouri to conduct a comprehensive energy efficiency study; installed more efficient lighting across the terminals, concourses, airfield and parking garages; utilized three compressed natural gas (CNG) fueling stations on-site including a public use station, utilized bio-diesel, and alternative fuel vehicles as replacements including CNG, Bio-Diesel, Electric and Hybrid vehicles; and established performance-based contracting and a centralized waste/recycling collection system.
Operational Excellence

(cont’d)

Those efforts documented in the Governor’s award led to a reduction of over 8.1 million kilowatt-hours of electricity demand per year, increased alternative fuel use to more than 70 percent of Airport's fleet and diverted more than 350,000 tons of solid waste from area landfills.

Further efficiencies were gained in FY2017 with the $2.1 million replacement of the 30-year old East Plant Chiller, the primary cooling system for Terminal 2 and all E-Gates.

On the front side of the terminals, the Airport also coordinated a major roadway improvement project with the Missouri Department of Transportation (MODOT) for the renovation of the Lambert International Boulevard bridge over Air Flight Drive, which improved the life span and the safety of that roadway for many years to come.
Strategic Plan Progress Report

Tracking Success
## Strengthen Financial Stability

<table>
<thead>
<tr>
<th>Strategic Objective</th>
<th>FY 2015 Key Initiatives</th>
<th>Baseline FY 2013</th>
<th>Target FY2017</th>
<th>Actuals FY2017</th>
<th>Key Observations</th>
<th>5-Year Target 2015-2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>STRENGTHEN FINANCIAL SUSTAINABILITY</td>
<td>Lowering Cost Per Enplaned Passenger</td>
<td>$13.77</td>
<td>$13.16</td>
<td>$11.10</td>
<td>Air travel increased significantly in FY2017 compared to FY2016 with enplaned passengers increasing 7.7% over the prior fiscal year from 6.7M enplanements to 7.2M enplanements. Mild weather conditions during FY17 contributed to lower expenses for weather treatment supplies and contractual expenses. The Airport continues to control expenses with various cost reduction plans and effective contract negotiations to reduce expenses. Also, the Airport continues to see significant savings from the aggressive energy savings programs implemented in prior years which contributed to an 11.8% decline in utility expenses during FY17. The Airport recently negotiated a new master Airport Use and Lease Agreement effective July 1, 2016 which establishes the rate structure to charge signatory airlines for the next five years. The cost per enplaned (CPE) passengers under the new agreement is anticipated to decrease to approximately $10.65.</td>
<td>12.58 or 1.5% Annual Reduction</td>
</tr>
</tbody>
</table>

| | Growing Non-Aero Rev as a Percentage of Total Op Rev | 32.8% | 34.8% | 39.0% | Few significant non-aeronautical increases during FY17 included:  
- Taxi revenue 55.4% increase FY17  
- Wireless connection revenue 24.1% increase FY17  
- Specialty Retail revenue 20.8% increase FY17  
- Advertising revenue 12.9% increase FY17  
- Food and Beverage revenue 10.6% increase FY17 | 36.9% or 2% Annual Increase |

| | Reducing Debt Service | Continued focus on optimizing | See details in the key observations column. | | Continued focus on optimizing |
## Sustain and Grow Passenger Air Service

<table>
<thead>
<tr>
<th>Strategic Objective</th>
<th>FY 2015 Key Initiatives</th>
<th>Baseline FY 2013</th>
<th>Target FY2017</th>
<th>Actuals FY2017</th>
<th>At Risk</th>
<th>On Target</th>
<th>Met or Exceed Target</th>
<th>Key Observations</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>Sustained and Increasing Number of Non-Stop Markets</td>
<td>65</td>
<td>68</td>
<td>72</td>
<td></td>
<td></td>
<td></td>
<td>Markets with new service in FY17 and not served in FY16: 1. CHS 2. PNS</td>
</tr>
<tr>
<td></td>
<td>Increasing Number of Non-Stop Flights to Top 40 Markets</td>
<td>177</td>
<td>192</td>
<td>175</td>
<td></td>
<td></td>
<td></td>
<td>Even with a reduction in frequency, more seats are being provided in the top 40 markets. This reduction in frequency and increase in seats is a trend being felt across the industry due to a number of factors. The number of seats per day is a better measurement for performance. Seats increased for FY2017 from 20,831/Day to 22,227/Day for a 6.7% increase.</td>
</tr>
<tr>
<td></td>
<td>Increasing Demand from the Extended Catchment Area</td>
<td>Total is unknown because Southwest airlines, our largest air carrier, does not participate in the traditional reservation system used by all airlines. (68,000 of total catchment area for other airlines)</td>
<td>See details in the key observations column.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>This metric continues to be difficult to measure since Southwest Airlines, STL’s largest air carrier, is not participating in a particular data base (Airlines Reporting Corporation or commonly referred to ARC) that reports on air carrier transactional data. That transactional data provides the location (zip code) of the ticket purchase. An alternative source of traveler zip code information is the ASQ Survey’s being done at STL. Upon investigation it was determined that source of data was insufficient (zip codes responses are too few). As part of Increasing Demand from the Extended Catchment Area, STL continues to pursue multiple paths. STL partners with various groups (regional/national airports, airlines, vacation packagers, Chambers of Commerce, Convention and Visitors Bureau, etc.), both within STL’s catchment area and outside of that catchment area, on marketing strategies, promotional campaigns, events and other awareness efforts. Generally, there is one or more such campaigns, events or efforts going on at any time. STL also continues to pursue partnerships with regional ground transportation providers to increase interest in and use of STL over competing options.</td>
</tr>
</tbody>
</table>

### SUSTAIN AND GROW AIR PASSENGER SERVICE

- **Baseline Target 2015-2020:** 70 Non-stop Markets
- **FY 2015 2000+ Annual Growth**
Create a Positive and Lasting Impression

<table>
<thead>
<tr>
<th>Strategic Objective</th>
<th>FY 2015</th>
<th>Key Initiatives</th>
<th>FY 2013</th>
<th>Target</th>
<th>FY2017</th>
<th>Actuals</th>
<th>At Risk</th>
<th>On Target</th>
<th>Met or Exceed Target</th>
<th>Key Observations</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td></td>
<td>Improving Overall Airport Service Quality (ASQ) Survey Satisfaction</td>
<td>3.96 on 5.0 scale</td>
<td>4.13 on 5.0 scale</td>
<td>4.11 avg for FY17</td>
<td></td>
<td></td>
<td></td>
<td>The results for FY17 appear to be on target, however, the Airport has not improved at the pace of the other airports participating in the Airport Service Quality survey. We will continue to work on improving our service quality for the traveling public.</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Industry Recognition</td>
<td>Nominations/Awards</td>
<td>See details in the key observations column to the left.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CREATE A POSTIVE AND LASTING IMAGE / FIRST IMPRESSION</td>
<td></td>
<td>Increasing Revenue Per Enplaned Passenger (Revenue based on concessions only)</td>
<td>$6.02</td>
<td>$6.57</td>
<td>$6.47</td>
<td></td>
<td></td>
<td></td>
<td>The number of enplaned passengers continues to increase at a pace faster than concession revenue growth. Enplanements increased 7.7% and concession revenue increased 4.5% over the prior fiscal year. The enplanement growth includes a 36.1% increase in the number of connecting passenger traffic. Connecting passengers have a limited timeframe to catch their connecting flight when they arrive in the Airport, often a 35 minute window. The opportunity to purchase concessions during the 35 minute timeframe is limited, which contributes to the smaller growth in concessions. The majority of our passenger growth occurred in Terminal 2 where we are responding with additional concession choices and amenities for our passengers.</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>A few of our concession retailers briefly closed their operations for several weeks to remodel or expand their operations during the fiscal year. The Vino Volo concession expanded the size of their restaurant in Terminal 2, Starbucks opened an additional location in Terminal 2 and the Wingtips common-use lounge opened their operations during January 2018. Also, the Three Kings Public House local restaurant is expected to open their operations in Terminal 2 during Spring 2018. The Airport is responding to the passenger growth and believe we are on target with this key initiative.</td>
<td></td>
</tr>
</tbody>
</table>

| 5-Year Target 2015-2020 | | | | | | | | | Nominations/Awards | |

| FY2017 ANNUAL REPORT/STRATEGIC PLAN 2015-2020 | 29 |
### Generate Economic Development

<table>
<thead>
<tr>
<th>Strategic Objective</th>
<th>FY 2015 Key Initiatives</th>
<th>Baseline FY 2013</th>
<th>Target FY 2017</th>
<th>Actuals FY2017</th>
<th>At Risk</th>
<th>On Target</th>
<th>Met or Exceed Target</th>
<th>Key Observations</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>Increasing Cargo Rev as a Percentage of Total Aero Rev</td>
<td></td>
<td>3.7%</td>
<td>4.2%</td>
<td>3.1%</td>
<td></td>
<td></td>
<td>Cargo revenue for FY2017 totaled $2.6M, a 16% decrease from FY2016. However, the STL Airport realized a 1% increase in total aeronautical revenue totaling $85.4M. While the Airport has seen a decrease in revenue, the amount of cargo tonnage transported in the planes increased 10.6% over the prior fiscal year, which indicates the entire region is experiencing an increase in economic development with the amount of cargo moving throughout the area. The Airport receives revenue based on the weight of the plane, not the amount of cargo tons.</td>
</tr>
</tbody>
</table>

#### GENERATE ECONOMIC DEVELOPMENT

<table>
<thead>
<tr>
<th>Generates Annual Revenue from Underutilized Land or Space</th>
<th>$262K (FY2014)</th>
<th>$593K</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1.2 acres of underutilized land sold: $43,182</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Concourse B events: $21,057</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Vino Volo: $126,067</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Spre: $21,148</td>
<td></td>
</tr>
<tr>
<td></td>
<td>JetLink: $118,290</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MHS: $196,020</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MorphoTrust: $51,022</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MO Army Guard: $22,026</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Springdale Lot: $50,000</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Total: $648,752</td>
<td></td>
</tr>
</tbody>
</table>

| Strategic goals for this initiative are established per year as determined by the following schedule: | |
|----------------------------------------------------------|----------------|-------|
| FY15 - $368K                                            | FY16 - $478K   |
| FY17 - $593K                                            | FY18 - $728K   |
| FY19 - $868K                                            | FY20 - $1MM    |

#### Increasing Number of Jobs from New Development

| Generates 460 new construction jobs by FY2020 and 100 new Permanent Jobs in FY 2020. |
|----------------------------------------------------------|----------------|-------|
| Construction jobs - 88; Permanent jobs - 22              | 62 Construction Jobs and 61 Permanent Jobs |
|                                                        | Construction jobs - 358 Permanent jobs - 66 |

### FY2017 ANNUAL REPORT / STRATEGIC PLAN 2015-2020
The Airport’s revenues, expenses, and changes in fund net position for the fiscal year ended June 30, 2017 are summarized as follows:

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2016</th>
<th>Dollar change</th>
<th>Percentage change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating revenues</td>
<td>$140,073</td>
<td>$136,694</td>
<td>$3,379</td>
<td>2.5%</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>$141,410</td>
<td>$131,237</td>
<td>$10,173</td>
<td>7.8%</td>
</tr>
<tr>
<td>Operating income/(loss)</td>
<td>$(1,337)</td>
<td>$5,457</td>
<td>$(6,794)</td>
<td>(124.5)%</td>
</tr>
<tr>
<td>Nonoperating expenses, net</td>
<td>$(3,669)</td>
<td>$(4,788)</td>
<td>$1,119</td>
<td>23.4%</td>
</tr>
<tr>
<td>Income (loss) before capital contributions, transfers,</td>
<td>$(5,006)</td>
<td>$669</td>
<td>$(5,675)</td>
<td>(848.3)%</td>
</tr>
<tr>
<td>and extraordinary items, net</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Capital contributions</td>
<td>$11,722</td>
<td>$9,378</td>
<td>$2,344</td>
<td>25.0%</td>
</tr>
<tr>
<td>Transfers out</td>
<td>$(6,500)</td>
<td>$(6,415)</td>
<td>$(85)</td>
<td>1.3%</td>
</tr>
<tr>
<td>Extraordinary item – Natural Disaster</td>
<td>—</td>
<td>$678</td>
<td>$(678)</td>
<td>(100.0)%</td>
</tr>
<tr>
<td>Increase in net position</td>
<td>$216</td>
<td>$4,310</td>
<td>$(4,094)</td>
<td>(95.0)%</td>
</tr>
<tr>
<td>Net position, end of year</td>
<td>$1,099,986</td>
<td>$1,099,770</td>
<td>$216</td>
<td>0.02%</td>
</tr>
</tbody>
</table>
Operating Revenues

Aeronautical Revenue

- Airfield: 65.1%
- Terminals and Concourses: 29.6%
- Hangars and other Buildings: 1.6%
- Cargo buildings: 0.6%
- Airfield Cargo: 3.1%

Non-Aeronautical Revenue

- Concessions: 48.1%
- Lease revenue: 9.6%
- Parking, net: 42.3%
Airport Operating and Non-Operating Revenues

The following table summarizes Airport operating and non-operating revenues, and their percentage share of total Airport operating and non-operating revenue, for the year ended June 30, 2017:

<table>
<thead>
<tr>
<th>Operating revenues:</th>
<th>2017</th>
<th>Percentage of total</th>
<th>change from 2016</th>
<th>change from 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aeronautical revenue:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Airfield $55,657</td>
<td>65.1%</td>
<td>(2,481) (4.3)%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Airfield Cargo $2,644</td>
<td>3.1%</td>
<td>(508) (16.1)%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Terminal and concourses $25,290</td>
<td>29.6%</td>
<td>3,583 16.5%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hangars and other buildings $1,350</td>
<td>1.6%</td>
<td>174 14.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cargo buildings $493</td>
<td>0.6%</td>
<td>100 25.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Aeronautical Revenue</td>
<td>$85,434</td>
<td>100.0%</td>
<td>868 1.0%</td>
<td></td>
</tr>
<tr>
<td>Non-Aeronautical revenue:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Concessions $26,307</td>
<td>48.1%</td>
<td>1,112 4.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Parking, net $23,107</td>
<td>42.3%</td>
<td>1,064 4.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lease revenue $5,225</td>
<td>9.6%</td>
<td>335 6.9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Non-Aeronautical Revenue</td>
<td>$54,639</td>
<td>100.0%</td>
<td>2,511 4.8%</td>
<td></td>
</tr>
<tr>
<td>Total operating revenue</td>
<td>$140,073</td>
<td>100.0%</td>
<td>3,379 2.5%</td>
<td></td>
</tr>
<tr>
<td>Non-operating revenues:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intergovernmental revenue</td>
<td>1,136</td>
<td>0.7%</td>
<td>444 64.2%</td>
<td></td>
</tr>
<tr>
<td>Investment revenue $1,746</td>
<td>1.0%</td>
<td>(1,150) (39.7)%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Passenger facility charges</td>
<td>$26,793</td>
<td>15.6%</td>
<td>1,008 3.9%</td>
<td></td>
</tr>
<tr>
<td>Other nonoperating revenue, net $112</td>
<td>0.1%</td>
<td>(246) (68.7%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gain on sale of land $41</td>
<td>0.0%</td>
<td>112 157.7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gain on extinguishment of debt $2,097</td>
<td>1.2%</td>
<td>2,097 100.0%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total nonoperating revenue</td>
<td>$31,925</td>
<td>18.6%</td>
<td>2,265 7.6%</td>
<td></td>
</tr>
<tr>
<td>Total revenues $171,998</td>
<td>100.0%</td>
<td>5,644 3.4%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note:
Fiscal year 2017 operating revenues increased 2.5%, or $3,379, primarily due to the increase in enplaned passengers during the fiscal year resulting in concession and parking revenue increases. Lower landing fee rates assessed to air carriers resulted in lower Airfield revenue of $2,989, offset by increased Terminal and Concourse rental rates of $3,583, and an increase in Hangar and Cargo building revenues of $174. In addition, non-operating revenues increased 7.6%, or $2,265, due primarily to an increase in enplaned passengers during the fiscal year, passenger facility fee collections and the gain on extinguishment of debt.
St. Louis Airport Commission

Rhonda Hamm-Niebruegge
Chairwoman
Director of Airports
St. Louis Lambert International Airport

John Bales
Director of Aviation
Spirit of St. Louis Airport

Kevin Cantwell
President
Big River Communications

Marlene Davis
19th Ward Alderwoman
St. Louis City Board of Aldermen

Sean R. Fitzgerald
Vice President
Property, Construction & Environmental Enterprise Holdings

June Fowler
Senior Vice President Communications
BJC HealthCare

Hon. Darlene Green
Comptroller
City of St. Louis

Samuel Jenkins
Owner
SPJ Consulting, LLC

Lee Kling
President
The Kling Company, LLC

Benjamin A. Lipman
Member
Lewis Rice LLC

Rik Nemanick, Ph.D.
Principal Consultant
The Leadership Effect, LLC

Kathleen Osborn
President and CEO
The Regional Business Council

Sean R. Fitzgerald
Vice President
Property, Construction & Environmental Enterprise Holdings

June Fowler
Senior Vice President Communications
BJC HealthCare

Hon. Darlene Green
Comptroller
City of St. Louis

Samuel Jenkins
Owner
SPJ Consulting, LLC

Lee Kling
President
The Kling Company, LLC

Benjamin A. Lipman
Member
Lewis Rice LLC

Rik Nemanick, Ph.D.
Principal Consultant
The Leadership Effect, LLC

Kathleen Osborn
President and CEO
The Regional Business Council

St. Louis Airport Commission as of February 2018