

St. Louis Lambert International Airport®
Monthly Concession Sales and Airport Revenue
January 2017/2018 Comparison Summary

Enplanements	January 2017	January 2018	% Change
	505,421	528,947	4.65%

Concessions		Gross Sales 2017	Gross Sales 2018	Percent Change	Sales/Enplane 2017	Sales/Enplane 2018	Percent Change	Airport Revenue 2017	Airport Revenue 2018	Percent Change	Rev/Enplane 2017	Rev/Enplane 2018	Percent Change
News & Gifts	Hudson News & Gifts	\$1,178,628	\$1,241,457	5.33%	\$2.33	\$2.35	0.65%	\$333,333	\$333,333	0.00%	\$0.66	\$0.63	-4.45%
Food & Beverage	Host, OHM Group, Vino Volo, Wingtips	\$3,352,800	\$3,691,814	10.11%	\$6.63	\$6.98	5.21%	\$395,734	\$437,856	10.64%	\$0.78	\$0.83	5.72%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$6,483,074	\$6,803,423	4.94%	\$12.83	\$12.86	0.27%	\$810,587	\$830,138	2.41%	\$1.60	\$1.57	-2.14%
Specialty Retail	Tech on the Go	\$96,868	\$115,704	19.44%	\$0.192	\$0.219	14.13%	\$31,250	\$31,250	0.00%	\$0.06	\$0.06	-4.45%
Advertising	Clear Channel	\$132,901	\$139,936	5.29%	\$0.26	\$0.26	0.61%	\$71,786	\$74,373	3.60%	\$0.14	\$0.14	-1.00%
Vending	Avendco	\$24,178	\$21,805	-9.82%	\$0.05	\$0.04	-13.83%	\$12,572	\$12,688	0.91%	\$0.02	\$0.02	-3.57%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$11,664	\$10,200	-12.55%	\$0.023	\$0.019	-16.44%	\$6,565	\$5,717	-12.92%	\$0.013	\$0.011	-16.79%
Wireless Internet	Concourse Communications	\$38,583	\$85,875	122.57%	\$0.08	\$0.16	112.67%	\$12,500	\$20,508	64.07%	\$0.02	\$0.04	56.77%
Ground Transportation	Best Transportation	\$62,243	\$33,837	-45.64%	\$0.12	\$0.06	-48.06%	\$7,167	\$7,417	3.49%	\$0.01	\$0.01	-1.11%
Luggage Carts	Smarte Carte	\$13,370	\$12,414	-7.15%	\$0.026	\$0.023	-11.28%	\$2,228	\$1,741	-21.86%	\$0.0044	\$0.0033	-25.34%
Taxi Cabs	Taxi Fees							\$84,465	\$66,847	-20.86%	\$0.17	\$0.13	-24.38%
Parking	Super Park	\$2,557,792	\$2,644,115	3.37%	\$5.06	\$5.00	-1.22%	\$1,649,295	\$1,626,883	-1.36%	\$3.26	\$3.08	-5.75%
Monthly Airport Totals		\$13,952,101	\$14,800,579	6.08%	\$27.60	\$27.98	1.36%	\$3,417,482	\$3,448,750	0.91%	\$6.76	\$6.52	-3.57%

Notes

Airport Revenue is the Airport's unaudited share of the reported Gross Sales.
Food and Beverage includes T2 ATS Concession Lounge & E29 Starbucks

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Concession Sales by Location	Gross Sales 2017	Gross Sales 2018	Percent Change	Sales/Enplane 2017	Sales/Enplane 2018	Percent Change
A Concourse				99,592	97,181	-2.42%
News & Gifts	\$226,710	\$218,700	-3.53%	\$2.28	\$2.25	-1.14%
Food & Beverage	\$683,641	\$701,453	2.61%	\$6.86	\$7.22	5.15%
Specialty Retail	\$22,382	\$29,414	31.42%	\$0.22	\$0.30	34.68%
Totals	\$932,733	\$949,567	1.80%	\$9.37	\$9.77	4.33%
C Concourse				121,153	112,272	-7.33%
News & Gifts	\$304,435	\$298,547	-1.93%	\$2.51	\$2.66	5.82%
Food & Beverage	\$707,212	\$680,851	-3.73%	\$5.84	\$6.06	3.89%
Specialty Retail	\$29,745	\$30,023	0.93%	\$0.25	\$0.27	8.92%
Totals	\$1,041,392	\$1,009,421	-3.07%	\$8.60	\$8.99	4.60%
Terminal 1 Pre-Security				220,745	209,453	-5.12%
News & Gifts	\$63,376	\$59,344	-6.36%	\$0.29	\$0.28	-1.31%
Food & Beverage	\$183,916	\$170,612	-7.23%	\$0.83	\$0.81	-2.23%
Totals	\$247,292	\$229,956	-7.01%	\$1.12	\$1.10	-2.00%
Terminal 1 Total				220,745	209,453	-5.12%
News & Gifts	\$594,521	\$576,591	-3.02%	\$2.69	\$2.75	2.21%
Food & Beverage	\$1,574,769	\$1,552,916	-1.39%	\$7.13	\$7.41	3.93%
Specialty Retail	\$52,127	\$59,437	14.02%	\$0.24	\$0.28	20.17%
Totals	\$2,221,417	\$2,188,944	-1.46%	\$10.06	\$10.45	3.85%
Terminal 2				284,676	319,494	12.23%
News & Gifts	\$584,106	\$664,867	13.83%	\$2.05	\$2.08	1.42%
Food & Beverage	\$1,778,031	\$2,138,898	20.30%	\$6.25	\$6.69	7.19%
Specialty Retail	\$44,742	\$56,267	25.76%	\$0.16	\$0.18	12.05%
Totals	\$2,406,879	\$2,860,032	18.83%	\$8.45	\$8.95	5.88%

Notes

Food and Beverage includes T2 ATS Concession Lounge & E29 Starbucks

