

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

Enplanements	February 2017	February 2018	% Change
	485,521	505,141	4.04%

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 2016	Rev/Enplane 2017	Percent Change
News & Gifts	Hudson News & Gifts	\$1,199,986	\$1,269,195	5.77%	\$2.47	\$2.51	1.66%	\$333,333	\$333,333	0.00%	\$0.69	\$0.66	-3.88%
Food & Beverage	Host, OHM Group, Vino Volo, Wingtips	\$3,187,049	\$3,594,118	12.77%	\$6.56	\$7.12	8.39%	\$394,215	\$451,763	14.60%	\$0.81	\$0.89	10.15%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$6,784,284	\$7,326,227	7.99%	\$13.97	\$14.50	3.79%	\$819,674	\$842,259	2.76%	\$1.69	\$1.67	-1.24%
Specialty Retail	Tech on the Go	\$101,790	\$116,277	14.23%	\$0.210	\$0.230	9.80%	\$31,250	\$31,250	0.00%	\$0.06	\$0.06	-3.88%
Advertising	Clear Channel	\$120,572	\$85,231	-29.31%	\$0.25	\$0.17	-32.06%	\$65,107	\$60,417	-7.20%	\$0.134	\$0.120	-10.81%
Vending	Avendco	\$22,283	\$22,105	-0.80%	\$0.046	\$0.044	-4.65%	\$12,688	\$12,688	0.00%	\$0.026	\$0.025	-3.88%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$10,479	\$9,411	-10.19%	\$0.022	\$0.019	-13.68%	\$5,891	\$5,277	-10.42%	\$0.012	\$0.010	-13.90%
Wireless Internet	Concourse Communications	\$37,301	\$80,595	116.07%	\$0.08	\$0.16	107.68%	\$12,500	\$19,452	55.62%	\$0.026	\$0.039	49.58%
Ground Transportation	Best Transportation	\$31,373	\$29,157	-7.06%	\$0.06	\$0.06	-10.67%	\$7,167	\$7,417	3.49%	\$0.0148	\$0.0147	-0.53%
Luggage Carts	Smarte Carte	\$8,240	\$8,772	6.46%	\$0.0170	\$0.0174	2.32%	\$0	\$0	0.00%	\$0.000	\$0.000	#DIV/0!
Taxi Cabs	Taxi Fees							\$158,554	\$29,905	-81.14%	\$0.33	\$0.06	-81.87%
Parking	Super Park	\$2,516,238	\$2,541,141	0.99%	\$5.18	\$5.03	-2.93%	\$1,591,112	\$1,706,278	7.24%	\$3.28	\$3.38	3.07%
Monthly Airport Totals		\$14,019,595	\$15,082,230	7.58%	\$28.88	\$29.86	3.40%	\$3,431,489	\$3,500,038	2.00%	\$7.07	\$6.93	-1.96%

Notes

Airport Revenue is the Airport's unaudited share of the reported Gross Sales.
 Wifi Gross Sales is up due to Roaming Revenue increases.
 Luggage Cart sales were below \$9000 resulting in \$0 revenue to Airport.

J. Jackson
 Airport Properties Specialist
 3/27/2018

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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				97,329	94,770	-2.63%
News & Gifts	\$213,304	\$233,316	9.38%	\$2.19	\$2.46	12.34%
Food & Beverage	\$647,243	\$709,569	9.63%	\$6.65	\$7.49	12.59%
Specialty Retail	\$28,956	\$29,801	2.92%	\$0.30	\$0.31	5.70%
Totals	\$889,503	\$972,686	9.35%	\$9.14	\$10.26	12.30%
C Concourse				119,078	113,189	-4.95%
News & Gifts	\$317,630	\$315,238	-0.75%	\$2.67	\$2.79	4.41%
Food & Beverage	\$703,604	\$722,914	2.74%	\$5.91	\$6.39	8.09%
Specialty Retail	\$30,762	\$38,065	23.74%	\$0.26	\$0.34	30.18%
Totals	\$1,051,996	\$1,076,217	2.30%	\$8.83	\$9.51	7.62%
Terminal 1 Pre-Security				216,407	207,959	-3.90%
News & Gifts	\$60,444	\$58,916	-2.53%	\$0.28	\$0.28	1.43%
Food & Beverage	\$134,105	\$154,822	15.45%	\$0.62	\$0.74	20.14%
Totals	\$194,549	\$213,738	9.86%	\$0.90	\$1.03	14.33%
Terminal 1 Total				216,407	207,959	-3.90%
News & Gifts	\$591,378	\$607,470	2.72%	\$2.73	\$2.92	6.89%
Food & Beverage	\$1,484,953	\$1,587,305	6.89%	\$6.86	\$7.63	11.23%
Specialty Retail	\$59,718	\$67,866	13.64%	\$0.28	\$0.33	18.26%
Totals	\$2,136,049	\$2,262,641	5.93%	\$9.87	\$10.88	10.23%
Terminal 2				269,114	297,182	10.43%
News & Gifts	\$608,609	\$661,725	8.73%	\$2.26	\$2.23	-1.54%
Food & Beverage	\$1,702,096	\$2,006,813	17.90%	\$6.32	\$6.75	6.77%
Specialty Retail	\$42,072	\$48,411	15.07%	\$0.16	\$0.16	4.20%
Totals	\$2,352,777	\$2,716,949	15.48%	\$8.74	\$9.14	4.57%

Notes

