

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

Enplanements	May 2017	May 2018	% Change
	663,840	712,354	7.31%

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	\$1,765,080	\$1,846,733	4.63%	\$2.66	\$2.59	-2.50%	\$333,333	\$333,333	0.00%	\$0.50	\$0.47	-6.81%
Food & Beverage	Host, OHM Group, Vino Volo	\$4,205,051	\$4,747,555	12.90%	\$6.33	\$6.66	5.21%	\$527,508	\$619,897	17.51%	\$0.795	\$0.870	9.51%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$10,897,781	\$11,296,180	3.66%	\$16.42	\$15.86	-3.40%	\$1,089,778	\$1,129,618	3.66%	\$1.64	\$1.59	-3.40%
Specialty Retail	Tech on the Go	\$154,203	\$142,601	-7.52%	\$0.23	\$0.20	-13.82%	\$31,250	\$31,250	0.00%	\$0.047	\$0.044	-6.81%
Advertising	Clear Channel	\$130,252	\$104,788	-19.55%	\$0.20	\$0.15	-25.03%	\$72,094	\$60,417	-16.20%	\$0.11	\$0.08	-21.90%
Vending	Avendco	\$30,281	\$29,675	-2.00%	\$0.046	\$0.042	-8.68%	\$15,746	\$15,431	-2.00%	\$0.024	\$0.022	-8.68%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$12,372	\$10,840	-12.38%	\$0.019	\$0.015	-18.35%	\$6,966	\$6,091	-12.55%	\$0.0105	\$0.0086	-18.51%
Wireless Internet	Concourse Communications	\$39,345	\$105,021	166.93%	\$0.06	\$0.15	148.75%	\$15,137	\$24,338	60.79%	\$0.023	\$0.034	49.84%
Ground Transportation	Best Transportation	\$99,841	\$63,586	-36.31%	\$0.15	\$0.09	-40.65%	\$9,984	\$7,417	-25.72%	\$0.015	\$0.010	-30.77%
Luggage Carts	Smarte Carte	\$13,730	\$13,394	-2.45%	\$0.021	\$0.019	-9.09%	\$2,413	\$2,241	-7.10%	\$0.0036	\$0.0031	-13.43%
Taxi Cabs	Taxi Fees							\$113,535	\$72,033	-36.55%	\$0.17	\$0.10	-40.88%
Parking	Super Park	\$3,029,889	\$3,023,940	-0.20%	\$4.56	\$4.24	-6.99%	\$2,071,357	\$1,707,147	-17.58%	\$3.12	\$2.40	-23.20%
<b>Monthly Airport Totals</b>		<b>\$20,377,826</b>	<b>\$21,384,314</b>	<b>4.94%</b>	<b>\$30.70</b>	<b>\$30.02</b>	<b>-2.21%</b>	<b>\$4,289,100</b>	<b>\$4,009,213</b>	<b>-6.53%</b>	<b>\$6.461</b>	<b>\$5.628</b>	<b>-12.89%</b>

**Notes**

Airport Revenue is the Airport's unaudited share of the reported Gross Sales.  
Parking Revenue is down due to an increased monthly Capital Expenditure amount.

J.Jackson  
Airport Properties Specialist  
6/28/2018

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

Concession Sales by Location	Gross Sales 2017	Gross Sales 2018	Percent Change	Sales/Enplane 2017	Sales/Enplane 2018	Percent Change
<b>A Concourse</b>				142,336	136,989	-3.76%
News & Gifts	\$319,483	\$319,063	-0.13%	\$2.24	\$2.33	3.77%
Food & Beverage	\$877,484	\$921,190	4.98%	\$6.16	\$6.72	9.08%
Specialty Retail	\$43,304	\$40,160	-7.26%	\$0.30	\$0.29	-3.64%
<b>Totals</b>	<b>\$1,240,271</b>	<b>\$1,280,413</b>	<b>3.24%</b>	<b>\$8.71</b>	<b>\$9.35</b>	<b>7.27%</b>
<b>C Concourse</b>				146,551	141,055	-3.75%
News & Gifts	\$434,455	\$423,074	-2.62%	\$2.96	\$3.00	1.17%
Food & Beverage	\$856,059	\$859,295	0.38%	\$5.84	\$6.09	4.29%
Specialty Retail	\$45,265	\$40,486	-10.56%	\$0.31	\$0.29	-7.07%
<b>Totals</b>	<b>\$1,335,778</b>	<b>\$1,322,855</b>	<b>-0.97%</b>	<b>\$9.11</b>	<b>\$9.38</b>	<b>2.89%</b>
<b>Terminal 1 Pre-Security</b>				288,887	278,044	-3.75%
News & Gifts	\$91,061	\$82,958	-8.90%	\$0.32	\$0.30	-5.35%
Food & Beverage	\$179,461	\$179,598	0.08%	\$0.62	\$0.65	3.98%
<b>Totals</b>	<b>\$270,521</b>	<b>\$262,556</b>	<b>-2.94%</b>	<b>\$0.94</b>	<b>\$0.94</b>	<b>0.84%</b>
<b>Terminal 1 Total</b>				288,887	278,044	-3.75%
News & Gifts	\$844,999	\$825,095	-2.36%	\$2.93	\$2.97	1.45%
Food & Beverage	\$1,913,004	\$1,960,083	2.46%	\$6.62	\$7.05	6.46%
Specialty Retail	\$88,568	\$80,645	-8.95%	\$0.31	\$0.29	-5.39%
<b>Totals</b>	<b>\$2,846,571</b>	<b>\$2,865,823</b>	<b>0.68%</b>	<b>\$9.85</b>	<b>\$10.31</b>	<b>4.60%</b>
<b>Terminal 2</b>				374,953	434,310	15.83%
News & Gifts	\$920,082	\$1,021,639	11.04%	\$2.45	\$2.35	-4.14%
Food & Beverage	\$2,292,048	\$2,787,473	21.61%	\$6.11	\$6.42	4.99%
Specialty Retail	\$65,635	\$61,955	-5.61%	\$0.18	\$0.14	-18.51%
<b>Totals</b>	<b>\$3,277,764</b>	<b>\$3,871,067</b>	<b>18.10%</b>	<b>\$8.74</b>	<b>\$8.91</b>	<b>1.96%</b>

Notes

