

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

Enplanements	June 2017	June 2018	% Change
	678,902	727,720	7.19%

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	\$1,858,907	\$1,908,111	2.65%	\$2.74	\$2.62	-4.24%	\$333,333	\$333,333	0.00%	\$0.49	\$0.46	-6.71%
Food & Beverage	Host, OHM Group, Vino Volo, Wingtips, Three Kings	\$4,374,131	\$4,901,114	12.05%	\$6.44	\$6.73	4.53%	\$546,755	\$634,796	16.10%	\$0.81	\$0.87	8.31%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$11,126,715	\$10,908,757	-1.96%	\$16.39	\$14.99	-8.54%	\$1,112,672	\$1,090,875	-1.96%	\$1.64	\$1.50	-8.54%
Specialty Retail	Tech on the Go	\$166,839	\$169,252	1.45%	\$0.25	\$0.23	-5.36%	\$31,250	\$31,250	0.00%	\$0.05	\$0.04	-6.71%
Advertising	Clear Channel	\$209,704	\$86,418	-58.79%	\$0.31	\$0.12	-61.55%	\$120,001	\$60,417	-49.65%	\$0.18	\$0.08	-53.03%
Vending	Avendco	\$30,524	\$29,766	-2.48%	\$0.045	\$0.041	-9.02%	\$15,873	\$15,479	-2.48%	\$0.023	\$0.021	-9.02%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$11,766	\$10,659	-9.41%	\$0.017	\$0.015	-15.49%	\$6,646	\$5,979	-10.04%	\$0.010	\$0.008	-16.07%
Wireless Internet	Concourse Communications	\$77,241	\$128,203	65.98%	\$0.11	\$0.18	54.84%	\$26,506	\$28,307	6.80%	\$0.0390	\$0.0389	-0.37%
Ground Transportation	Best Transportation	\$118,286	\$86,340	-27.01%	\$0.17	\$0.12	-31.90%	\$11,829	\$8,634	-27.01%	\$0.02	\$0.01	-31.90%
Luggage Carts	Smarte Carte	\$15,397	\$14,464	-6.06%	\$0.023	\$0.020	-12.36%	\$3,262	\$2,787	-14.59%	\$0.005	\$0.004	-20.32%
Taxi Cabs	Taxi Fees							\$113,249	\$78,618	-30.58%	\$0.17	\$0.11	-35.24%
Parking	Super Park	\$2,809,136	\$2,913,024	3.70%	\$4.14	\$4.00	-3.26%	\$1,085,666	\$1,781,993	64.14%	\$1.60	\$2.45	53.13%
<b>Monthly Airport Totals</b>		<b>\$20,798,646</b>	<b>\$21,156,109</b>	<b>1.72%</b>	<b>\$30.64</b>	<b>\$29.07</b>	<b>-5.10%</b>	<b>\$3,407,042</b>	<b>\$4,072,468</b>	<b>19.53%</b>	<b>\$5.02</b>	<b>\$5.60</b>	<b>11.51%</b>

**Notes**

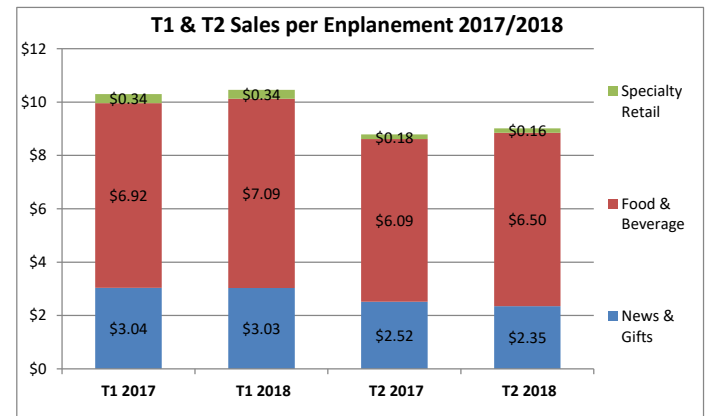
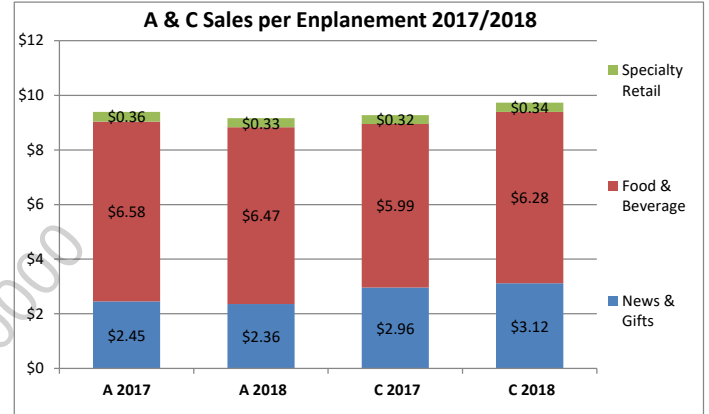
Airport Revenue is the Airport's unaudited share of the reported Gross Sales.

Ryan Stoffel  
Airport Properties Supervisor  
7/25/2018

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Concession Sales by Location	Gross Sales 2017	Gross Sales 2018	Percent Change	Sales/Enplane 2017	Sales/Enplane 2018	Percent Change
<b>A Concourse</b>				139,881	147,742	5.62%
News & Gifts	\$343,100	\$348,046	1.44%	\$2.45	\$2.36	-3.96%
Food & Beverage	\$920,891	\$956,116	3.83%	\$6.58	\$6.47	-1.70%
Specialty Retail	\$49,797	\$49,179	-1.24%	\$0.36	\$0.33	-6.50%
<b>Totals</b>	<b>\$1,313,788</b>	<b>\$1,353,340</b>	<b>3.01%</b>	<b>\$9.39</b>	<b>\$9.16</b>	<b>-2.47%</b>
<b>C Concourse</b>				146,282	140,857	-3.71%
News & Gifts	\$433,262	\$439,181	1.37%	\$2.96	\$3.12	5.27%
Food & Beverage	\$876,185	\$884,122	0.91%	\$5.99	\$6.28	4.79%
Specialty Retail	\$47,484	\$47,799	0.66%	\$0.32	\$0.34	4.54%
<b>Totals</b>	<b>\$1,356,931</b>	<b>\$1,371,102</b>	<b>1.04%</b>	<b>\$9.28</b>	<b>\$9.73</b>	<b>4.94%</b>
<b>Terminal 1 Pre-Security</b>				286,163	288,599	0.85%
News & Gifts	\$92,957	\$87,533	-5.83%	\$0.32	\$0.30	-6.63%
Food & Beverage	\$184,113	\$207,286	12.59%	\$0.64	\$0.72	11.64%
<b>Totals</b>	<b>\$277,070</b>	<b>\$294,819</b>	<b>6.41%</b>	<b>\$0.97</b>	<b>\$1.02</b>	<b>5.51%</b>
<b>Terminal 1 Total</b>				286,163	288,599	0.85%
News & Gifts	\$869,319	\$874,760	0.63%	\$3.04	\$3.03	-0.22%
Food & Beverage	\$1,981,189	\$2,047,523	3.35%	\$6.92	\$7.09	2.48%
Specialty Retail	\$97,281	\$96,978	-0.31%	\$0.34	\$0.34	-1.15%
<b>Totals</b>	<b>\$2,947,788</b>	<b>\$3,019,261</b>	<b>2.42%</b>	<b>\$10.30</b>	<b>\$10.46</b>	<b>1.56%</b>
<b>Terminal 2</b>				392,739	439,121	11.81%
News & Gifts	\$989,588	\$1,033,350	4.42%	\$2.52	\$2.35	-6.61%
Food & Beverage	\$2,392,943	\$2,853,593	19.25%	\$6.09	\$6.50	6.65%
Specialty Retail	\$69,558	\$72,275	3.91%	\$0.18	\$0.16	-7.07%
<b>Totals</b>	<b>\$3,452,089</b>	<b>\$3,959,218</b>	<b>14.69%</b>	<b>\$8.79</b>	<b>\$9.02</b>	<b>2.58%</b>

Notes



Ryan Stoffel  
 Airport Properties Supervisor  
 7/25/2018