

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

Enplanements	Jul-17	Jul-18	% Change
	692,864	724,339	4.54%

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	\$1,861,111	\$1,896,344	1.89%	\$2.69	\$2.62	-2.53%	\$333,333	\$333,333	0.00%	\$0.48	\$0.46	-4.35%
Food & Beverage	Host, OHM Group, Vino Volo, Wingtips, Three Kings	\$4,290,142	\$4,862,386	13.34%	\$6.19	\$6.71	8.41%	\$532,647	\$625,245	17.38%	\$0.77	\$0.86	12.28%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$11,064,881	\$11,001,521	-0.57%	\$15.97	\$15.19	-4.89%	\$1,106,489	\$1,100,149	-0.57%	\$1.60	\$1.52	-4.89%
Specialty Retail	Tech on the Go	\$156,479	\$178,766	14.24%	\$0.23	\$0.25	9.28%	\$31,250	\$31,250	0.00%	\$0.045	\$0.043	-4.35%
Advertising	Clear Channel	\$119,940	\$85,127	-29.03%	\$0.17	\$0.118	-32.11%	\$66,723	\$60,147	-9.86%	\$0.10	\$0.08	-13.77%
Vending	Avendco	\$32,443	\$28,744	-11.40%	\$0.047	\$0.040	-15.25%	\$16,871	\$14,947	-11.40%	\$0.0243	\$0.0206	-15.25%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$11,688	\$10,362	-11.34%	\$0.02	\$0.014	-15.20%	\$6,592	\$5,747	-12.82%	\$0.010	\$0.008	-16.61%
Wireless Internet	Concourse Communications	\$91,684	\$105,730	15.32%	\$0.13	\$0.15	10.31%	\$30,839	\$25,479	-17.38%	\$0.04	\$0.04	-20.97%
Ground Transportation	Best Transportation	\$155,476	\$97,644	-37.20%	\$0.22	\$0.13	-39.93%	\$15,548	\$9,764	-37.20%	\$0.02	\$0.01	-39.93%
Luggage Carts	Smarte Carte	\$15,330	\$16,404	7.01%	\$0.0221	\$0.0226	2.36%	\$3,228	\$3,776	16.98%	\$0.005	\$0.005	11.90%
Taxi Cabs	Taxi Fees							\$126,408	\$81,481	-35.54%	\$0.18	\$0.11	-38.34%
Parking	Super Park	\$2,678,566	\$2,946,854	10.02%	\$3.70	\$4.07	10.02%	\$1,809,917	\$1,974,716	9.11%	\$2.61	\$2.73	4.36%
<b>Monthly Airport Totals</b>		<b>\$20,477,740</b>	<b>\$21,229,881</b>	<b>3.67%</b>	<b>\$29.56</b>	<b>\$29.31</b>	<b>-0.83%</b>	<b>\$4,079,844</b>	<b>\$4,266,034</b>	<b>4.56%</b>	<b>\$5.89</b>	<b>\$5.89</b>	<b>0.02%</b>

**Notes**

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

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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>				141,296	146,734	3.85%
News & Gifts	\$343,172	\$343,852	0.20%	\$2.43	\$2.34	-3.52%
Food & Beverage	\$863,589	\$927,895	7.45%	\$6.11	\$6.32	3.46%
Specialty Retail	\$41,664	\$50,771	21.86%	\$0.29	\$0.35	17.34%
<b>Totals</b>	<b>\$1,248,426</b>	<b>\$1,322,518</b>	<b>5.93%</b>	<b>\$8.84</b>	<b>\$9.01</b>	<b>2.01%</b>
<b>C Concourse</b>				155,320	138,157	-11.05%
News & Gifts	\$441,282	\$419,032	-5.04%	\$2.84	\$3.03	6.75%
Food & Beverage	\$878,050	\$843,066	-3.98%	\$5.65	\$6.10	7.94%
Specialty Retail	\$46,905	\$50,474	7.61%	\$0.30	\$0.37	20.98%
<b>Totals</b>	<b>\$1,366,238</b>	<b>\$1,312,572</b>	<b>-3.93%</b>	<b>\$8.80</b>	<b>\$9.50</b>	<b>8.01%</b>
<b>Terminal 1 Pre-Security</b>				296,616	284,891	-3.95%
News & Gifts	\$93,748	\$83,213	-11.24%	\$0.32	\$0.29	-7.58%
Food & Beverage	\$194,403	\$202,246	4.03%	\$0.66	\$0.71	8.32%
<b>Totals</b>	<b>\$288,151</b>	<b>\$285,459</b>	<b>-0.93%</b>	<b>\$0.97</b>	<b>\$1.00</b>	<b>3.14%</b>
<b>Terminal 1 Total</b>				296,616	284,891	-3.95%
News & Gifts	\$878,203	\$846,097	-3.66%	\$2.96	\$2.97	0.31%
Food & Beverage	\$1,936,041	\$1,973,207	1.92%	\$6.53	\$6.93	6.11%
Specialty Retail	\$88,570	\$101,245	14.31%	\$0.30	\$0.36	19.02%
<b>Totals</b>	<b>\$2,902,814</b>	<b>\$2,920,549</b>	<b>0.61%</b>	<b>\$9.79</b>	<b>\$10.25</b>	<b>4.75%</b>
<b>Terminal 2</b>				396,248	439,448	10.90%
News & Gifts	\$982,908	\$1,050,247	6.85%	\$2.48	\$2.39	-3.65%
Food & Beverage	\$2,354,101	\$2,889,179	22.73%	\$5.94	\$6.57	10.66%
Specialty Retail	\$67,910	\$77,520	14.15%	\$0.17	\$0.18	2.93%
<b>Totals</b>	<b>\$3,404,918</b>	<b>\$4,016,946</b>	<b>17.97%</b>	<b>\$8.59</b>	<b>\$9.14</b>	<b>6.38%</b>

Notes

