

**Lambert - St. Louis International Airport®**  
**Concession Sales and Airport Revenue**  
**Fiscal Year 2016/2017 Comparison Summary**

Enplanements	FY2016	FY2017	% Change
	6,672,558	7,186,894	7.71%

Concessions		Gross Sales FY2016	Gross Sales FY17	Percent Change	Sales/Enplane FY2016	Sales/Enplane FY2017	Percent Change	Airport Revenue FY2016	Airport Revenue FY2017	Percent Change	Rev/Enplane FY2016	Rev/Enplane FY2017	Percent Change
News & Gifts	Hudson	\$17,422,442	\$18,513,278	6.26%	\$2.61	\$2.58	-1.34%	\$4,000,000	\$4,000,000	0.00%	\$0.60	\$0.56	-7.16%
Food & Beverage	Host, OHM Group, Vino Volo	\$42,524,167	\$46,645,930	9.69%	\$6.37	\$6.49	1.84%	\$5,118,369	\$5,659,677	10.58%	\$0.77	\$0.79	2.66%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$115,372,079	\$110,818,205	-3.95%	\$17.29	\$15.42	-10.82%	\$11,713,422	\$11,925,009	1.81%	\$1.76	\$1.66	-5.48%
Specialty Retail	Tech on the Go, Shoshine	\$1,555,203	\$1,504,520	-3.26%	\$0.23	\$0.21	-10.18%	\$352,089	\$425,384	20.82%	\$0.053	\$0.059	12.17%
Advertising	Clear Channel	\$1,439,278	\$1,580,980	9.85%	\$0.22	\$0.22	1.98%	\$717,864	\$810,588	12.92%	\$0.11	\$0.11	4.84%
Vending	Avendco	\$301,245	\$328,111	8.92%	\$0.05	\$0.05	1.12%	\$158,453	\$170,865	7.83%	\$0.02	\$0.02	0.12%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$155,187	\$145,119	-6.49%	\$0.02	\$0.02	-13.18%	\$90,728	\$76,168	-16.05%	\$0.01	\$0.01	-22.06%
Wireless Internet	Concourse Communications	\$288,083	\$504,788	75.22%	\$0.04	\$0.07	62.68%	\$127,001	\$157,690	24.16%	\$0.02	\$0.02	15.28%
Ground Transportation	Best Transportation	\$1,322,394	\$1,284,619	-2.86%	\$0.20	\$0.18	-9.81%	\$132,803	\$139,274	4.87%	\$0.020	\$0.019	-2.63%
Luggage Carts	Flight S&S / Smart Carte	\$167,256	\$155,682	-6.92%	\$0.03	\$0.02	-13.58%	\$16,905	\$8,744	-48.28%	\$0.003	\$0.001	-51.98%
Taxi	Taxi Fees							\$833,381	\$1,295,260	55.42%	\$0.125	\$0.180	44.30%
Parking	Super Park	\$31,380,252	\$32,124,822	2.37%	\$4.70	\$4.47	-4.95%	\$21,209,959	\$21,811,499	2.84%	\$3.18	\$3.03	-4.52%
<b>Yearly Airport Totals</b>		<b>\$211,927,584</b>	<b>\$213,606,053</b>	<b>0.79%</b>	<b>\$31.76</b>	<b>\$29.72</b>	<b>-6.42%</b>	<b>\$44,470,974</b>	<b>\$46,480,157</b>	<b>4.52%</b>	<b>\$6.66</b>	<b>\$6.47</b>	<b>-2.96%</b>

**Notes**

Airport Revenue data is from Audited Financials.