

St. Louis Lambert International Airport®
Monthly Concession Sales and Airport Revenue
February 2016/2017 Comparison Summary

Enplanements	February 2016	February 2017	% Change
	465,731	485,521	4.25%

Concessions		Gross Sales 2016	Gross Sales 2017	Percent Change	Sales/Enplane 2016	Sales/Enplane 2017	Percent Change	Airport Revenue 2016	Airport Revenue 2017	Percent Change	Rev/Enplane 2016	Rev/Enplane 2017	Percent Change
News & Gifts	Hudson News & Gifts	\$1,163,026	\$1,199,986	3.18%	\$2.50	\$2.47	-1.03%	\$333,333	\$333,333	0.00%	\$0.72	\$0.69	-4.08%
Food & Beverage	Host, OHM Group, Vino Volo	\$3,096,181	\$3,187,049	2.93%	\$6.65	\$6.56	-1.26%	\$367,750	\$394,215	7.20%	\$0.79	\$0.81	2.83%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$7,858,119	\$6,784,284	-13.67%	\$16.87	\$13.97	-17.18%	\$837,385	\$819,674	-2.12%	\$1.80	\$1.69	-6.10%
Specialty Retail	Tech on the Go	\$99,721	\$101,790	2.07%	\$0.214	\$0.210	-2.09%	\$31,250	\$31,250	0.00%	\$0.07	\$0.06	-4.08%
Advertising	Clear Channel	\$93,845	\$120,572	28.48%	\$0.20	\$0.25	23.24%	\$60,417	\$65,107	7.76%	\$0.130	\$0.134	3.37%
Vending	Avendco	\$21,912	\$22,283	1.69%	\$0.047	\$0.046	-2.45%	\$12,688	\$12,688	0.00%	\$0.027	\$0.026	-4.08%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$11,550	\$10,479	-9.27%	\$0.025	\$0.022	-12.97%	\$6,482	\$5,891	-9.12%	\$0.014	\$0.012	-12.82%
Wireless Internet	Concourse Communications	\$16,079	\$37,301	131.99%	\$0.03	\$0.08	122.53%	\$12,500	\$12,500	0.00%	\$0.027	\$0.026	-4.08%
Ground Transportation	Best Transportation	\$60,630	\$31,373	-48.26%	\$0.13	\$0.06	-50.36%	\$6,917	\$7,167	3.61%	\$0.0149	\$0.0148	-0.61%
Luggage Carts	Smarte Carte	\$9,865	\$8,240	-16.47%	\$0.021	\$0.017	-19.88%	\$260	\$0	-100.00%	\$0.001	\$0.000	-100.00%
Taxi Cabs	Taxi Fees							\$58,242	\$158,554	172.23%	\$0.13	\$0.33	161.14%
Parking	Super Park	\$2,527,735	\$2,516,238	-0.45%	\$5.43	\$5.18	-4.51%	\$1,449,482	\$1,591,112	9.77%	\$3.11	\$3.28	5.30%
Monthly Airport Totals		\$14,958,662	\$14,019,595	-6.28%	\$32.12	\$28.88	-10.10%	\$3,176,704	\$3,431,489	8.02%	\$6.82	\$7.07	3.62%

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.

Jill Meisenheimer
 Airport Properties Specialist
 3/29/2017

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Concession Sales by Location	Gross Sales 2016	Gross Sales 2017	Percent Change	Sales/Enplane 2016	Sales/Enplane 2017	Percent Change
A Concourse				99,631	97,329	-2.31%
News & Gifts	\$220,715	\$213,304	-3.36%	\$2.22	\$2.19	-1.07%
Food & Beverage	\$641,384	\$647,243	0.91%	\$6.44	\$6.65	3.30%
Specialty Retail	\$24,388	\$28,956	18.73%	\$0.24	\$0.30	21.54%
Totals	\$886,487	\$889,503	0.34%	\$8.90	\$9.14	2.71%
C Concourse				120,033	119,078	-0.80%
News & Gifts	\$329,690	\$317,630	-3.66%	\$2.75	\$2.67	-2.89%
Food & Beverage	\$704,158	\$703,604	-0.08%	\$5.87	\$5.91	0.72%
Specialty Retail	\$26,933	\$30,762	14.22%	\$0.22	\$0.26	15.13%
Totals	\$1,060,781	\$1,051,996	-0.83%	\$8.84	\$8.83	-0.03%
Terminal 1 Pre-Security				219,664	216,407	-1.48%
News & Gifts	\$57,905	\$60,444	4.38%	\$0.26	\$0.28	5.96%
Food & Beverage	\$159,603	\$134,105	-15.98%	\$0.73	\$0.62	-14.71%
Totals	\$217,508	\$194,549	-10.56%	\$0.99	\$0.90	-9.21%
Terminal 1 Total				219,664	216,407	-1.48%
News & Gifts	\$608,310	\$591,378	-2.78%	\$2.77	\$2.73	-1.32%
Food & Beverage	\$1,505,145	\$1,484,953	-1.34%	\$6.85	\$6.86	0.14%
Specialty Retail	\$51,321	\$59,718	16.36%	\$0.23	\$0.28	18.11%
Totals	\$2,164,776	\$2,136,049	-1.33%	\$9.85	\$9.87	0.16%
Terminal 2				246,067	269,114	9.37%
News & Gifts	\$554,716	\$608,609	9.72%	\$2.25	\$2.26	0.32%
Food & Beverage	\$1,589,024	\$1,702,096	7.12%	\$6.46	\$6.32	-2.06%
Specialty Retail	\$48,400	\$42,072	-13.07%	\$0.20	\$0.16	-20.52%
Totals	\$2,192,140	\$2,352,777	7.33%	\$8.91	\$8.74	-1.86%

Notes

