

Lambert - St. Louis International Airport®
Monthly Concession Sales and Airport Revenue
January 2013/2014 Comparison Summary

Enplanements	January 2013	January 2014	% Change
	448,330	417,864	-6.80%

Concessions	Gross Sales 2013	Gross Sales 2014	Percent Change	Sales/Enplane 2013	Sales/Enplane 2014	Percent Change	Airport Revenue 2013	Airport Revenue 2014	Percent Change	Rev/Enplane 2013	Rev/Enplane 2014	Percent Change
News & Gifts	\$875,940	\$1,022,409	16.72%	\$1.95	\$2.45	25.23%	\$110,120	\$375,000	240.54%	\$0.25	\$0.90	265.37%
Food & Beverage	\$2,498,505	\$2,712,794	8.58%	\$5.57	\$6.49	16.49%	\$288,605	\$317,509	10.02%	\$0.64	\$0.76	18.04%
Car Rental	\$6,882,143	\$6,909,455	0.40%	\$15.35	\$16.54	7.72%	\$797,261	\$836,445	4.91%	\$1.78	\$2.00	12.56%
Specialty Retail	\$184,781	\$190,863	3.29%	\$0.41	\$0.46	10.82%	\$22,488	\$22,288	-0.89%	\$0.050	\$0.053	6.34%
Advertising	\$141,511	\$136,135	-3.80%	\$0.32	\$0.33	3.21%	\$79,643	\$74,113	-6.94%	\$0.178	\$0.177	-0.16%
Vending	\$29,092	\$18,486	-36.46%	\$0.06	\$0.04	-31.83%	\$16,750	\$16,917	1.00%	\$0.037	\$0.040	8.36%
ATM	\$14,954	\$15,381	2.86%	\$0.03	\$0.04	10.36%	\$7,931	\$8,208	3.48%	\$0.018	\$0.020	11.03%
Wireless Internet	\$51,483	\$62,596	21.58%	\$0.11	\$0.15	30.45%	\$20,593	\$21,909	6.39%	\$0.046	\$0.052	14.14%
Ground Transportation	\$67,739	\$59,734	-11.82%	\$0.15	\$0.14	-5.39%	\$18,333	\$18,833	2.73%	\$0.04	\$0.05	10.22%
Luggage Carts	\$10,551	\$14,620	38.57%	\$0.02	\$0.03	48.67%	\$465	\$1,686	262.40%	\$0.001	\$0.004	288.82%
Monthly Airport Totals	\$10,756,700	\$11,142,472	3.59%	\$23.99	\$26.67	11.14%	\$1,362,190	\$1,692,908	24.28%	\$3.04	\$4.05	33.34%

Parking	Gross Sales 2013	Gross Sales 2014	Percent Change	Tickets Sold 2013	Tickets Sold 2014	Percent Change	Airport Revenue 2013	Airport Revenue 2014	Percent Change	Rev/Enplane 2013	Rev/Enplane 2014	Percent Change
	\$2,056,089	\$2,139,317	4.05%	96,172	88,218	-8.27%	\$1,198,219	\$1,204,092	0.49%	\$12.46	\$13.65	9.55%

Notes

* 2013 News & Gifts reflects Paradies Sales

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Concession Sales by Location	Gross Sales 2013	Gross Sales 2014	Percent Change	Sales/Enplane 2013	Sales/Enplane 2014	Percent Change
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A Concourse				103,596	95,275	-8.03%
News & Gifts	\$170,797	\$198,154	16.02%	\$1.65	\$2.08	26.15%
Food & Beverage	\$583,888	\$607,311	4.01%	\$5.64	\$6.37	13.10%
Specialty Retail	\$41,548	\$42,656	2.67%	\$0.40	\$0.45	11.63%
Totals	\$796,234	\$848,122	6.52%	\$7.69	\$8.90	15.82%

C Concourse				121,835	108,144	-11.24%
News & Gifts	\$223,764	\$294,074	31.42%	\$1.84	\$2.72	48.06%
Food & Beverage	\$604,328	\$552,254	-8.62%	\$4.96	\$5.11	2.95%
Specialty Retail	\$45,785	\$48,047	4.94%	\$0.38	\$0.44	18.23%
Totals	\$873,877	\$894,375	2.35%	\$7.17	\$8.27	15.30%

Terminal 1 Pre-Security				225,431	203,419	-9.76%
News & Gifts	\$56,989	\$62,162	9.08%	\$0.25	\$0.31	20.88%
Food & Beverage	\$180,954	\$217,677	20.29%	\$0.80	\$1.07	33.31%
Totals	\$237,944	\$279,840	17.61%	\$1.06	\$1.38	30.33%

Terminal 1 Total				225,431	203,419	-9.76%
News & Gifts	\$451,550	\$554,391	22.78%	\$2.00	\$2.73	36.06%
Food & Beverage	\$1,369,171	\$1,377,242	0.59%	\$6.07	\$6.77	11.47%
Specialty Retail	\$87,333	\$90,703	3.86%	\$0.39	\$0.45	15.10%
Totals	\$1,908,054	\$2,022,336	5.99%	\$8.46	\$9.94	17.46%

Terminal 2				222,899	214,445	-3.79%
News & Gifts	\$424,391	\$468,018	10.28%	\$1.90	\$2.18	14.63%
Food & Beverage	\$1,129,334	\$1,335,552	18.26%	\$5.07	\$6.23	22.92%
Specialty Retail	\$97,448	\$100,161	2.78%	\$0.44	\$0.47	6.84%
Totals	\$1,651,173	\$1,903,730	15.30%	\$7.41	\$8.88	19.84%

Notes

