

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

Enplanements	February 2013	February 2014	% Change
	422,054	410,293	-2.79%

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	\$937,724	\$1,103,804	17.71%	\$2.22	\$2.69	21.09%	\$375,000	\$375,000	0.00%	\$0.89	\$0.91	2.87%
Food & Beverage	\$2,397,036	\$2,601,895	8.55%	\$5.68	\$6.34	11.66%	\$280,958	\$329,496	17.28%	\$0.67	\$0.80	20.64%
Car Rental	\$7,084,687	\$7,397,602	4.42%	\$16.79	\$18.03	7.41%	\$804,173	\$852,924	6.06%	\$1.91	\$2.08	9.10%
Specialty Retail	\$200,615	\$148,518	-25.97%	\$0.48	\$0.36	-23.85%	\$24,156	\$17,802	-26.31%	\$0.06	\$0.04	-24.19%
Advertising	\$130,898	\$115,957	-11.41%	\$0.31	\$0.28	-8.87%	\$72,316	\$68,681	-5.03%	\$0.171	\$0.167	-2.30%
Vending	\$25,468	\$16,101	-36.78%	\$0.06	\$0.04	-34.97%	\$16,750	\$16,917	1.00%	\$0.040	\$0.041	3.89%
ATM	\$12,816	\$13,576	5.93%	\$0.030	\$0.033	8.96%	\$6,828	\$7,241	6.05%	\$0.016	\$0.018	9.09%
Wireless Internet	\$50,664	\$53,575	5.75%	\$0.12	\$0.13	8.78%	\$20,265	\$18,751	-7.47%	\$0.048	\$0.046	-4.82%
Ground Transportation	\$71,512	\$78,643	9.97%	\$0.17	\$0.19	13.12%	\$18,333	\$18,833	2.73%	\$0.043	\$0.046	5.67%
Luggage Carts	\$8,232	\$10,470	27.19%	\$0.02	\$0.03	30.83%	\$0	\$441	NA	\$0.000	\$0.001	NA
Monthly Airport Totals	\$10,919,652	\$11,540,140	5.68%	\$25.87	\$28.13	8.71%	\$1,618,780	\$1,706,086	5.39%	\$3.84	\$4.16	8.41%

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/Ticket 2013	Rev/Ticket 2014	Percent Change
	\$2,084,415	\$2,172,286	4.22%	84,210	76,850	-8.74%	\$1,348,382	\$1,416,852	5.08%	\$16.01	\$18.44	15.14%

Notes

* Food & Beverage Airport Revenue 2014 includes new Pasta House/Schlafly, still under construction February of 2014

* Specialty Retail 2014 excludes XpresSpa, closed January 31, 2014

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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				96,522	94,259	-2.34%
News & Gifts	\$200,813	\$198,338	-1.23%	\$2.08	\$2.10	1.14%
Food & Beverage	\$568,839	\$586,894	3.17%	\$5.89	\$6.23	5.65%
Specialty Retail	\$49,101	\$37,806	-23.00%	\$0.51	\$0.40	-21.15%
Totals	\$818,752	\$823,038	0.52%	\$8.48	\$8.73	2.94%

C Concourse				110,450	104,828	-5.09%
News & Gifts	\$251,985	\$346,067	37.34%	\$2.28	\$3.30	44.70%
Food & Beverage	\$579,650	\$587,275	1.32%	\$5.25	\$5.60	6.75%
Specialty Retail	\$47,725	\$44,146	-7.50%	\$0.43	\$0.42	-2.54%
Totals	\$879,360	\$977,488	11.16%	\$7.96	\$9.32	17.12%

Terminal 1 Pre-Security				206,972	199,087	-3.81%
News & Gifts	\$56,320	\$62,600	11.15%	\$0.27	\$0.31	15.55%
Food & Beverage	\$154,234	\$165,517	7.32%	\$0.75	\$0.83	11.57%
Totals	\$210,555	\$228,117	8.34%	\$1.02	\$1.15	12.63%

Terminal 1 Total				206,972	199,087	-3.81%
News & Gifts	\$509,118	\$607,005	19.23%	\$2.46	\$3.05	23.95%
Food & Beverage	\$1,302,723	\$1,339,686	2.84%	\$6.29	\$6.73	6.91%
Specialty Retail	\$96,826	\$81,952	-15.36%	\$0.47	\$0.41	-12.01%
Totals	\$1,908,667	\$2,028,643	6.29%	\$9.22	\$10.19	10.50%

Terminal 2				215,082	211,206	-1.80%
News & Gifts	\$428,606	\$496,799	15.91%	\$1.99	\$2.35	18.04%
Food & Beverage	\$1,094,313	\$1,262,210	15.34%	\$5.09	\$5.98	17.46%
Specialty Retail	\$103,789	\$66,566	-35.86%	\$0.48	\$0.32	-34.69%
Totals	\$1,626,708	\$1,825,574	12.23%	\$7.56	\$8.64	14.28%

Notes

* Specialty Retail 2014, Terminal 2, excludes XpresSpa, closed January 31, 2014

