

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

Enplanements	March 2013	March 2014	% Change
	556,683	531,793	-4.47%

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	\$1,190,298	\$1,388,972	16.69%	\$2.14	\$2.61	22.15%	\$375,000	\$375,000	0.00%	\$0.67	\$0.71	4.68%
Food & Beverage	\$3,139,567	\$3,122,500	-0.54%	\$5.64	\$5.87	4.11%	\$368,209	\$407,477	10.66%	\$0.66	\$0.77	15.84%
Car Rental	\$8,614,919	\$8,638,008	0.27%	\$15.48	\$16.24	4.96%	\$902,226	\$925,456	2.57%	\$1.62	\$1.74	7.38%
Specialty Retail	\$254,370	\$188,980	-25.71%	\$0.46	\$0.36	-22.23%	\$31,074	\$22,652	-27.10%	\$0.06	\$0.04	-23.69%
Advertising	\$138,532	\$119,904	-13.45%	\$0.25	\$0.23	-9.40%	\$77,006	\$68,681	-10.81%	\$0.14	\$0.13	-6.64%
Vending	\$33,608	\$22,802	-32.15%	\$0.06	\$0.04	-28.98%	\$17,476	\$16,917	-3.20%	\$0.031	\$0.032	1.33%
ATM	\$16,515	\$15,578	-5.68%	\$0.030	\$0.029	-1.26%	\$8,773	\$8,317	-5.19%	\$0.0158	\$0.0156	-0.75%
Wireless Internet	\$65,822	\$55,408	-15.82%	\$0.12	\$0.10	-11.88%	\$26,329	\$19,393	-26.34%	\$0.05	\$0.04	-22.90%
Ground Transportation	\$114,622	\$109,493	-4.47%	\$0.21	\$0.21	0.00%	\$18,333	\$18,833	2.73%	\$0.03	\$0.04	7.54%
Luggage Carts	\$10,612	\$13,410	26.37%	\$0.02	\$0.03	32.28%	\$484	\$1,323	173.57%	\$0.001	\$0.002	186.38%
Monthly Airport Totals	\$13,578,864	\$13,675,055	0.71%	\$24.39	\$25.71	5.42%	\$1,824,909	\$1,864,050	2.14%	\$3.28	\$3.51	6.93%

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
	\$2,357,218	\$2,576,188	9.29%	108,057	98,354	-8.98%	\$1,534,354	\$1,640,964	6.95%	\$14.20	\$16.68	17.50%

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				124,380	121,132	-2.61%
News & Gifts	\$249,236	\$252,467	1.30%	\$2.00	\$2.08	4.01%
Food & Beverage	\$695,384	\$683,297	-1.74%	\$5.59	\$5.64	0.90%
Specialty Retail	\$51,643	\$50,517	-2.18%	\$0.42	\$0.42	0.44%
Totals	\$996,264	\$986,281	-1.00%	\$8.01	\$8.14	1.65%

C Concourse				143,033	133,110	-6.94%
News & Gifts	\$318,557	\$413,217	29.72%	\$2.23	\$3.10	39.39%
Food & Beverage	\$724,189	\$655,562	-9.48%	\$5.06	\$4.92	-2.73%
Specialty Retail	\$66,330	\$57,572	-13.20%	\$0.46	\$0.43	-6.73%
Totals	\$1,109,076	\$1,126,352	1.56%	\$7.75	\$8.46	9.13%

Terminal 1 Pre-Security				267,413	254,242	-4.93%
News & Gifts	\$74,997	\$73,523	-1.96%	\$0.28	\$0.29	3.11%
Food & Beverage	\$194,030	\$183,851	-5.25%	\$0.73	\$0.72	-0.34%
Totals	\$269,027	\$257,374	-4.33%	\$1.01	\$1.01	0.62%

Terminal 1 Total				267,413	254,242	-4.93%
News & Gifts	\$642,790	\$739,208	15.00%	\$2.40	\$2.91	20.96%
Food & Beverage	\$1,613,603	\$1,522,710	-5.63%	\$6.03	\$5.99	-0.74%
Specialty Retail	\$117,974	\$108,089	-8.38%	\$0.44	\$0.43	-3.63%
Totals	\$2,374,367	\$2,370,007	-0.18%	\$8.88	\$9.32	4.99%

Terminal 2				289,270	277,551	-4.05%
News & Gifts	\$547,508	\$649,764	18.68%	\$1.89	\$2.34	23.69%
Food & Beverage	\$1,525,964	\$1,599,790	4.84%	\$5.28	\$5.76	9.26%
Specialty Retail	\$136,396	\$80,891	-40.69%	\$0.47	\$0.29	-38.19%
Totals	\$2,209,868	\$2,330,445	5.46%	\$7.64	\$8.40	9.91%

Notes

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

