

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

Enplanements	June 2013	June 2014	% Change
	592,192	589,071	-0.53%

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	\$1,410,060	\$1,594,419	13.07%	\$2.38	\$2.71	13.67%	\$375,000	\$375,000	0.00%	\$0.63	\$0.64	0.53%
Food & Beverage	\$3,444,823	\$3,618,490	5.04%	\$5.82	\$6.14	5.60%	\$421,063	\$451,876	7.32%	\$0.71	\$0.77	7.89%
Car Rental	\$10,423,842	\$10,272,061	-1.46%	\$17.60	\$17.44	-0.93%	\$1,056,970	\$1,027,206	-2.82%	\$1.78	\$1.74	-2.30%
Specialty Retail	\$250,096	\$193,540	-22.61%	\$0.42	\$0.33	-22.20%	\$29,018	\$23,203	-20.04%	\$0.05	\$0.04	-19.62%
Advertising	\$135,799	\$110,863	-18.36%	\$0.23	\$0.19	-17.93%	\$75,575	\$69,331	-8.26%	\$0.13	\$0.12	-7.78%
Vending	\$33,917	\$29,902	-11.84%	\$0.06	\$0.05	-11.37%	\$17,637	\$16,917	-4.08%	\$0.030	\$0.029	-3.57%
ATM	\$15,749	\$15,364	-2.45%	\$0.027	\$0.026	-1.93%	\$8,397	\$8,190	-2.46%	\$0.0142	\$0.0139	-1.95%
Wireless Internet	\$75,903	\$41,977	-44.70%	\$0.13	\$0.07	-44.40%	\$30,361	\$14,692	-51.61%	\$0.05	\$0.02	-51.35%
Ground Transportation	\$130,787	\$145,156	10.99%	\$0.22	\$0.25	11.57%	\$18,333	\$18,833	2.73%	\$0.031	\$0.032	3.27%
Luggage Carts	\$12,432	\$16,885	35.81%	\$0.02	\$0.03	36.53%	\$1,030	\$2,366	129.72%	\$0.002	\$0.004	130.93%
Monthly Airport Totals	\$15,933,409	\$16,038,658	0.66%	\$26.91	\$27.23	1.19%	\$2,033,385	\$2,007,613	-1.27%	\$3.43	\$3.41	-0.74%

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
	\$2,508,368	\$2,586,807	3.13%	116,528	113,843	-2.30%	\$1,654,740	\$1,795,471	8.50%	\$14.20	\$15.77	11.06%

Notes

- * Food & Beverage 2014 includes new Pasta House/Schlafly
- * 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				139,102	135,648	-2.48%
News & Gifts	\$252,549	\$305,259	20.87%	\$1.82	\$2.25	23.95%
Food & Beverage	\$811,200	\$802,430	-1.08%	\$5.83	\$5.92	1.44%
Specialty Retail	\$58,373	\$58,250	-0.21%	\$0.42	\$0.43	2.33%
Totals	\$1,122,122	\$1,165,939	3.90%	\$8.07	\$8.60	6.55%

C Concourse				150,488	148,847	-1.09%
News & Gifts	\$420,127	\$445,454	6.03%	\$2.79	\$2.99	7.20%
Food & Beverage	\$774,951	\$812,469	4.84%	\$5.15	\$5.46	6.00%
Specialty Retail	\$64,302	\$59,211	-7.92%	\$0.43	\$0.40	-6.90%
Totals	\$1,259,380	\$1,317,134	4.59%	\$8.37	\$8.85	5.74%

Terminal 1 Pre-Security				289,590	284,495	-1.76%
News & Gifts	\$97,845	\$95,707	-2.19%	\$0.338	\$0.336	-0.43%
Food & Beverage	\$228,270	\$200,717	-12.07%	\$0.79	\$0.71	-10.50%
Totals	\$326,115	\$296,424	-9.10%	\$1.13	\$1.04	-7.48%

Terminal 1 Total				289,590	284,495	-1.76%
News & Gifts	\$770,521	\$846,420	9.85%	\$2.66	\$2.98	11.82%
Food & Beverage	\$1,814,421	\$1,815,616	0.07%	\$6.27	\$6.38	1.86%
Specialty Retail	\$122,675	\$117,461	-4.25%	\$0.42	\$0.41	-2.54%
Totals	\$2,707,617	\$2,779,497	2.65%	\$9.35	\$9.77	4.49%

Terminal 2				302,602	304,576	0.65%
News & Gifts	\$639,539	\$747,999	16.96%	\$2.11	\$2.46	16.20%
Food & Beverage	\$1,630,402	\$1,802,875	10.58%	\$5.39	\$5.92	9.86%
Specialty Retail	\$127,421	\$76,079	-40.29%	\$0.42	\$0.25	-40.68%
Totals	\$2,397,362	\$2,626,954	9.58%	\$7.92	\$8.62	8.87%

Notes

* Terminal 2 Food & Beverage 2014 includes new Pasta House/Schlaflly

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

