

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

Enplanements	September 2013	September 2014	% Change
	500,457	510,273	1.96%

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	\$1,368,191	\$1,391,801	1.73%	\$2.734	\$2.728	-0.23%	\$375,000	\$375,000	0.00%	\$0.75	\$0.73	-1.92%
Food & Beverage	\$2,867,599	\$3,155,209	10.03%	\$5.73	\$6.18	7.91%	\$352,742	\$395,688	12.18%	\$0.70	\$0.78	10.02%
Car Rental	\$9,218,976	\$10,134,285	9.93%	\$18.42	\$19.86	7.81%	\$957,915	\$1,013,681	5.82%	\$1.91	\$1.99	3.79%
Specialty Retail	\$197,857	\$190,582	-3.68%	\$0.40	\$0.37	-5.53%	\$22,961	\$22,849	-0.49%	\$0.046	\$0.045	-2.40%
Advertising	\$139,912	\$127,580	-8.81%	\$0.28	\$0.25	-10.57%	\$78,244	\$69,611	-11.03%	\$0.16	\$0.14	-12.74%
Vending	\$24,803	\$22,449	-9.49%	\$0.05	\$0.04	-11.23%	\$16,750	\$16,917	1.00%	\$0.0335	\$0.0332	-0.95%
ATM	\$14,226	\$14,005	-1.55%	\$0.028	\$0.027	-3.45%	\$7,561	\$7,480	-1.07%	\$0.0151	\$0.0147	-2.97%
Wireless Internet	\$75,278	\$59,186	-21.38%	\$0.15	\$0.12	-22.89%	\$30,111	\$20,715	-31.20%	\$0.06	\$0.04	-32.53%
Ground Transportation	\$151,979	\$139,830	-7.99%	\$0.30	\$0.27	-9.76%	\$18,833	\$13,983	-25.75%	\$0.04	\$0.03	-27.18%
Luggage Carts	\$13,287	\$12,015	-9.57%	\$0.03	\$0.02	-11.31%	\$1,286	\$905	-29.67%	\$0.003	\$0.002	-31.02%
Monthly Airport Totals	\$14,072,107	\$15,246,942	8.35%	\$28.12	\$29.88	6.26%	\$1,861,403	\$1,936,829	4.05%	\$3.72	\$3.80	2.05%

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
	\$2,382,850	\$2,556,758	7.30%	93,292	91,111	-2.34%	\$1,597,362	\$1,694,521	6.08%	\$17.12	\$18.60	8.62%

Notes

- * Food & Beverage 2014 includes new Pasta House/Schlafly
- * Specialty Retail 2014 excludes XpresSpa, closed January 31, 2014
- * Ground Transportation Airport Revenue 2014 is new contract, much lower MAG, in percentages now

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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				125,608	127,055	1.15%
News & Gifts	\$296,129	\$283,996	-4.10%	\$2.36	\$2.24	-5.19%
Food & Beverage	\$726,271	\$749,750	3.23%	\$5.78	\$5.90	2.06%
Specialty Retail	\$51,210	\$60,377	17.90%	\$0.41	\$0.48	16.56%
Totals	\$1,073,611	\$1,094,122	1.91%	\$8.55	\$8.61	0.75%

C Concourse				122,852	121,444	-1.15%
News & Gifts	\$368,414	\$380,005	3.15%	\$3.00	\$3.13	4.34%
Food & Beverage	\$613,394	\$689,267	12.37%	\$4.99	\$5.68	13.67%
Specialty Retail	\$46,517	\$59,446	27.79%	\$0.38	\$0.49	29.27%
Totals	\$1,028,325	\$1,128,718	9.76%	\$8.37	\$9.29	11.04%

Terminal 1 Pre-Security				248,460	248,499	0.02%
News & Gifts	\$85,000	\$85,440	0.52%	\$0.342	\$0.344	0.50%
Food & Beverage	\$180,488	\$166,992	-7.48%	\$0.73	\$0.67	-7.49%
Totals	\$265,488	\$252,432	-4.92%	\$1.07	\$1.02	-4.93%

Terminal 1 Total				248,460	248,499	0.02%
News & Gifts	\$749,543	\$749,441	-0.01%	\$3.02	\$3.02	-0.03%
Food & Beverage	\$1,520,153	\$1,606,010	5.65%	\$6.12	\$6.46	5.63%
Specialty Retail	\$97,727	\$119,822	22.61%	\$0.39	\$0.48	22.59%
Totals	\$2,367,423	\$2,475,272	4.56%	\$9.53	\$9.96	4.54%

Terminal 2				251,997	261,774	3.88%
News & Gifts	\$618,649	\$642,360	3.83%	\$2.455	\$2.454	-0.05%
Food & Beverage	\$1,347,446	\$1,549,200	14.97%	\$5.35	\$5.92	10.68%
Specialty Retail	\$100,129	\$70,760	-29.33%	\$0.40	\$0.27	-31.97%
Totals	\$2,066,224	\$2,262,320	9.49%	\$8.20	\$8.64	5.40%

Notes

- * Terminal 2 Food & Beverage 2014 includes new Pasta House/Schlaflly
- * Terminal 2 Specialty Retail 2014 excludes XpresSpa, closed January 31, 2014

