

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

Enplanements	October 2013	October 2014	% Change
	551,095	552,067	0.18%

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	\$1,685,073	\$1,532,746	-9.04%	\$3.06	\$2.78	-9.20%	\$375,000	\$375,000	0.00%	\$0.680	\$0.679	-0.18%
Food & Beverage	\$3,158,638	\$3,463,376	9.65%	\$5.73	\$6.27	9.45%	\$350,662	\$385,486	9.93%	\$0.64	\$0.70	9.74%
Car Rental	\$10,249,518	\$11,560,778	12.79%	\$18.60	\$20.94	12.59%	\$1,048,105	\$1,156,078	10.30%	\$1.90	\$2.09	10.11%
Specialty Retail	\$217,687	\$198,639	-8.75%	\$0.40	\$0.36	-8.91%	\$25,321	\$23,813	-5.95%	\$0.046	\$0.043	-6.12%
Advertising	\$148,783	\$136,761	-8.08%	\$0.27	\$0.25	-8.24%	\$83,407	\$73,665	-11.68%	\$0.15	\$0.13	-11.84%
Vending	\$23,642	\$17,552	-25.76%	\$0.04	\$0.03	-25.89%	\$16,750	\$13,097	-21.81%	\$0.030	\$0.024	-21.95%
ATM	\$14,568	\$14,255	-2.15%	\$0.0264	\$0.0258	-2.32%	\$7,741	\$7,613	-1.65%	\$0.0140	\$0.0138	-1.82%
Wireless Internet	\$75,938	\$54,919	-27.68%	\$0.14	\$0.10	-27.81%	\$30,375	\$19,222	-36.72%	\$0.06	\$0.03	-36.83%
Ground Transportation	\$143,601	\$185,572	29.23%	\$0.26	\$0.34	29.00%	\$18,833	\$18,557	-1.47%	\$0.0342	\$0.0336	-1.64%
Luggage Carts	\$12,345	\$12,335	-0.08%	\$0.02	\$0.02	-0.26%	\$1,004	\$1,001	-0.30%	\$0.002	\$0.002	-0.47%
Monthly Airport Totals	\$15,729,792	\$17,176,932	9.20%	\$28.54	\$31.11	9.01%	\$1,957,198	\$2,073,531	5.94%	\$3.55	\$3.76	5.76%

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
	\$2,737,156	\$2,623,390	-4.16%	101,563	99,537	-1.99%	\$1,905,139	\$1,747,348	-8.28%	\$18.76	\$17.55	-6.42%

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
- * Vending Airport Revenue 2014 is pro-rated due to machines being inaccessible for 1 week.

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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				131,553	137,661	4.64%
News & Gifts	\$342,165	\$308,100	-9.96%	\$2.60	\$2.24	-13.95%
Food & Beverage	\$786,755	\$816,974	3.84%	\$5.98	\$5.93	-0.77%
Specialty Retail	\$55,147	\$65,483	18.74%	\$0.42	\$0.48	13.47%
Totals	\$1,184,068	\$1,190,557	0.55%	\$9.00	\$8.65	-3.91%

C Concourse				137,038	132,410	-3.38%
News & Gifts	\$471,983	\$431,060	-8.67%	\$3.44	\$3.26	-5.48%
Food & Beverage	\$679,383	\$784,533	15.48%	\$4.96	\$5.93	19.51%
Specialty Retail	\$55,073	\$61,873	12.35%	\$0.40	\$0.47	16.27%
Totals	\$1,206,439	\$1,277,466	5.89%	\$8.80	\$9.65	9.59%

Terminal 1 Pre-Security				268,591	270,071	0.55%
News & Gifts	\$109,985	\$97,373	-11.47%	\$0.41	\$0.36	-11.95%
Food & Beverage	\$192,848	\$183,661	-4.76%	\$0.72	\$0.68	-5.29%
Totals	\$302,834	\$281,034	-7.20%	\$1.13	\$1.04	-7.71%

Terminal 1 Total				268,591	270,071	0.55%
News & Gifts	\$924,133	\$836,533	-9.48%	\$3.44	\$3.10	-9.98%
Food & Beverage	\$1,658,987	\$1,785,168	7.61%	\$6.18	\$6.61	7.02%
Specialty Retail	\$110,221	\$127,355	15.55%	\$0.41	\$0.47	14.91%
Totals	\$2,693,340	\$2,749,057	2.07%	\$10.03	\$10.18	1.51%

Terminal 2				282,504	281,996	-0.18%
News & Gifts	\$760,939	\$696,212	-8.51%	\$2.69	\$2.47	-8.34%
Food & Beverage	\$1,499,651	\$1,678,208	11.91%	\$5.31	\$5.95	12.11%
Specialty Retail	\$107,467	\$71,283	-33.67%	\$0.38	\$0.25	-33.55%
Totals	\$2,368,057	\$2,445,704	3.28%	\$8.38	\$8.67	3.46%

Notes

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

