

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

Enplanements	December 2013	December 2014	% Change
	515,262	500,777	-2.81%

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	\$1,297,753	\$1,239,107	-4.52%	\$2.52	\$2.47	-1.76%	\$375,000	\$375,000	0.00%	\$0.73	\$0.75	2.89%
Food & Beverage	\$3,072,040	\$3,082,893	0.35%	\$5.96	\$6.16	3.26%	\$341,604	\$350,799	2.69%	\$0.66	\$0.70	5.66%
Car Rental	\$7,973,769	\$7,986,254	0.16%	\$15.48	\$15.95	3.05%	\$874,617	\$877,673	0.35%	\$1.70	\$1.75	3.25%
Specialty Retail	\$240,581	\$196,374	-18.37%	\$0.47	\$0.39	-16.01%	\$28,082	\$23,548	-16.14%	\$0.055	\$0.047	-13.72%
Advertising	\$189,193	\$141,291	-25.32%	\$0.37	\$0.28	-23.16%	\$102,389	\$74,443	-27.29%	\$0.20	\$0.15	-25.19%
Vending	\$24,110	\$24,595	2.01%	\$0.047	\$0.049	4.96%	\$16,917	\$12,688	-25.00%	\$0.033	\$0.025	-22.83%
ATM	\$15,216	\$13,289	-12.67%	\$0.030	\$0.027	-10.14%	\$8,141	\$7,076	-13.08%	\$0.016	\$0.014	-10.56%
Wireless Internet	\$58,295	\$84,487	44.93%	\$0.11	\$0.17	49.12%	\$20,403	\$29,570	44.93%	\$0.04	\$0.06	49.12%
Ground Transportation	\$51,691	\$47,578	-7.96%	\$0.100	\$0.095	-5.29%	\$18,833	\$6,667	-64.60%	\$0.04	\$0.01	-63.58%
Luggage Carts	\$14,315	\$14,160	-1.08%	\$0.0278	\$0.0283	1.78%	\$1,595	\$1,548	-2.92%	\$0.00	\$0.00	-0.11%
Monthly Airport Totals	\$12,936,962	\$12,830,028	-0.83%	\$25.11	\$25.62	2.04%	\$1,787,581	\$1,759,013	-1.60%	\$3.47	\$3.51	1.25%

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
	\$2,243,887	\$2,346,309	4.56%	109,427	102,847	-6.01%	\$1,352,135	\$1,351,172	-0.07%	\$12.36	\$13.14	6.32%

Notes

- * Food & Beverage 2014 includes new Pasta House/Schlaflly
- * 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				122,271	115,731	-5.35%
News & Gifts	\$252,813	\$233,342	-7.70%	\$2.07	\$2.02	-2.49%
Food & Beverage	\$705,966	\$647,437	-8.29%	\$5.77	\$5.59	-3.11%
Specialty Retail	\$59,882	\$54,153	-9.57%	\$0.49	\$0.47	-4.46%
Totals	\$1,018,662	\$934,932	-8.22%	\$8.33	\$8.08	-3.03%

C Concourse				124,316	124,551	0.19%
News & Gifts	\$352,887	\$345,251	-2.16%	\$2.84	\$2.77	-2.35%
Food & Beverage	\$643,510	\$699,391	8.68%	\$5.18	\$5.62	8.48%
Specialty Retail	\$64,014	\$63,291	-1.13%	\$0.515	\$0.508	-1.32%
Totals	\$1,060,411	\$1,107,933	4.48%	\$8.53	\$8.90	4.28%

Terminal 1 Pre-Security				246,587	240,282	-2.56%
News & Gifts	\$103,149	\$94,371	-8.51%	\$0.42	\$0.39	-6.11%
Food & Beverage	\$212,659	\$189,295	-10.99%	\$0.86	\$0.79	-8.65%
Totals	\$315,808	\$283,666	-10.18%	\$1.28	\$1.18	-7.82%

Terminal 1 Total				246,587	240,282	-2.56%
News & Gifts	\$708,849	\$672,964	-5.06%	\$2.87	\$2.80	-2.57%
Food & Beverage	\$1,562,136	\$1,536,123	-1.67%	\$6.34	\$6.39	0.92%
Specialty Retail	\$123,896	\$117,444	-5.21%	\$0.50	\$0.49	-2.72%
Totals	\$2,394,881	\$2,326,531	-2.85%	\$9.71	\$9.68	-0.30%

Terminal 2				268,675	260,495	-3.04%
News & Gifts	\$588,904	\$566,143	-3.86%	\$2.19	\$2.17	-0.85%
Food & Beverage	\$1,509,904	\$1,546,770	2.44%	\$5.62	\$5.94	5.66%
Specialty Retail	\$116,685	\$78,930	-32.36%	\$0.43	\$0.30	-30.23%
Totals	\$2,215,493	\$2,191,843	-1.07%	\$8.25	\$8.41	2.04%

Notes

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

