

St. Louis Lambert International Airport
Monthly Concession Sales and Airport Revenue
March 2016/2017 Comparison Summary

Enplanements	March 2016	March 2017	% Change
	575,153	633,474	10.14%

Concessions		Gross Sales 2016	Gross Sales 2017	Percent Change	Sales/Enplane 2016	Sales/Enplane 2017	Percent Change	Airport Revenue 2016	Airport Revenue 2017	Percent Change	Rev/Enplane 2016	Rev/Enplane 2017	Percent Change
News & Gifts	Hudson News & Gifts	\$1,440,900	\$1,582,397	9.82%	\$2.51	\$2.50	-0.29%	\$333,333	\$333,333	0.00%	\$0.58	\$0.53	-9.21%
Food & Beverage	Host, OHM Group, Vino Volo	\$3,647,651	\$4,141,138	13.53%	\$6.34	\$6.54	3.08%	\$448,547	\$510,560	13.83%	\$0.78	\$0.81	3.35%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$9,251,715	\$8,911,236	-3.68%	\$16.09	\$14.07	-12.55%	\$933,858	\$925,542	-0.89%	\$1.62	\$1.46	-10.02%
Specialty Retail	Tech on the Go	\$118,679	\$132,963	12.04%	\$0.206	\$0.210	1.72%	\$31,250	\$31,250	0.00%	\$0.054	\$0.049	-9.21%
Advertising	Clear Channel	\$92,946	\$120,449	29.59%	\$0.16	\$0.19	17.66%	\$60,417	\$66,451	9.99%	\$0.11	\$0.10	-0.14%
Vending	Avendco	\$25,619	\$26,891	4.97%	\$0.045	\$0.042	-4.70%	\$13,322	\$13,983	4.97%	\$0.0232	\$0.0221	-4.70%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$13,059	\$12,222	-6.41%	\$0.023	\$0.019	-15.03%	\$7,319	\$6,861	-6.27%	\$0.013	\$0.011	-14.90%
Wireless Internet	Concourse Communications	\$21,952	\$39,405	79.50%	\$0.04	\$0.06	62.98%	\$12,500	\$15,155	21.24%	\$0.022	\$0.024	10.08%
Ground Transportation	Best Transportation	\$101,040	\$112,839	11.68%	\$0.176	\$0.178	1.40%	\$10,104	\$11,284	11.68%	\$0.0176	\$0.0178	1.40%
Luggage Carts	Flight Services & Systems	\$12,320	\$10,634	-13.68%	\$0.021	\$0.017	-21.63%	\$996	\$833	-16.32%	\$0.002	\$0.001	-24.02%
Taxi Cabs	Taxi Fees							\$38,832	\$66,471	71.18%	\$0.07	\$0.10	55.42%
Parking	Super Park	\$2,972,408	\$2,858,064	-3.85%	\$5.17	\$4.51	-12.70%	\$2,067,049	\$2,018,426	-2.35%	\$3.59	\$3.19	-11.34%
Monthly Airport Totals		\$17,698,290	\$17,948,238	1.41%	\$30.77	\$28.33	-7.92%	\$3,957,528	\$4,000,150	1.08%	\$6.88	\$6.31	-8.23%

Notes

Airport Revenue is the Airport's unaudited share of the reported Gross Sales.

Jill Meisenheimer
Airport Properties Specialist
4/26/2017

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Concession Sales by Location	Gross Sales 2016	Gross Sales 2017	Percent Change	Sales/Enplane 2016	Sales/Enplane 2017	Percent Change
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A Concourse				119,305	124,967	4.75%
News & Gifts	\$270,974	\$276,158	1.91%	\$2.27	\$2.21	-2.70%
Food & Beverage	\$738,798	\$844,205	14.27%	\$6.19	\$6.76	9.09%
Specialty Retail	\$28,346	\$37,539	32.43%	\$0.24	\$0.30	26.43%
Totals	\$1,038,117	\$1,157,902	11.54%	\$8.70	\$9.27	6.49%

C Concourse				141,456	146,884	3.84%
News & Gifts	\$379,744	\$408,619	7.60%	\$2.68	\$2.78	3.63%
Food & Beverage	\$805,930	\$883,866	9.67%	\$5.70	\$6.02	5.62%
Specialty Retail	\$32,546	\$46,794	43.78%	\$0.23	\$0.32	38.46%
Totals	\$1,218,220	\$1,339,279	9.94%	\$8.61	\$9.12	5.87%

Terminal 1 Pre-Security				260,761	271,851	4.25%
News & Gifts	\$71,688	\$81,726	14.00%	\$0.27	\$0.30	9.35%
Food & Beverage	\$173,436	\$188,333	8.59%	\$0.67	\$0.69	4.16%
Totals	\$245,124	\$270,058	10.17%	\$0.94	\$0.99	5.68%

Terminal 1 Total				260,761	271,851	4.25%
News & Gifts	\$722,405	\$766,503	6.10%	\$2.77	\$2.82	1.78%
Food & Beverage	\$1,718,163	\$1,916,404	11.54%	\$6.59	\$7.05	6.99%
Specialty Retail	\$60,892	\$84,333	38.49%	\$0.23	\$0.31	32.84%
Totals	\$2,501,461	\$2,767,239	10.62%	\$9.59	\$10.18	6.11%

Terminal 2				314,392	361,623	15.02%
News & Gifts	\$718,495	\$815,894	13.56%	\$2.29	\$2.26	-1.28%
Food & Beverage	\$1,929,488	\$2,224,734	15.30%	\$6.14	\$6.15	0.24%
Specialty Retail	\$57,787	\$48,630	-15.85%	\$0.18	\$0.13	-26.84%
Totals	\$2,705,770	\$3,089,258	14.17%	\$8.61	\$8.54	-0.74%

Notes

