

Lambert - St. Louis International Airport®
Monthly Concession Sales and Airport Revenue
February 2014/2015 Comparison Summary

Enplanements	February 2014	February 2015	% Change
	410,293	417,703	1.81%

Concessions	Gross Sales 2014	Gross Sales 2015	Percent Change	Sales/Enplane 2014	Sales/Enplane 2015	Percent Change	Airport Revenue 2014	Airport Revenue 2015	Percent Change	Rev/Enplane 2014	Rev/Enplane 2015	Percent Change
News & Gifts	\$1,103,804	\$1,126,359	2.04%	\$2.69	\$2.70	0.23%	\$375,000	\$333,333	-11.11%	\$0.91	\$0.80	-12.69%
Food & Beverage	\$2,601,895	\$2,807,391	7.90%	\$6.34	\$6.72	5.98%	\$329,496	\$336,251	2.05%	\$0.80	\$0.80	0.24%
Car Rental	\$7,397,602	\$7,137,696	-3.51%	\$18.03	\$17.09	-5.23%	\$852,924	\$788,382	-7.57%	\$2.08	\$1.89	-9.21%
Specialty Retail	\$148,518	\$155,714	4.84%	\$0.36	\$0.37	2.99%	\$17,802	\$18,678	4.92%	\$0.04	\$0.04	3.06%
Advertising	\$115,957	\$98,289	-15.24%	\$0.28	\$0.24	-16.74%	\$68,681	\$68,688	0.01%	\$0.167	\$0.164	-1.76%
Vending	\$16,101	\$14,877	-7.61%	\$0.04	\$0.04	-9.24%	\$16,917	\$12,688	-25.00%	\$0.041	\$0.030	-26.33%
ATM	\$13,576	\$12,315	-9.29%	\$0.033	\$0.029	-10.90%	\$7,241	\$6,761	-6.64%	\$0.018	\$0.016	-8.29%
Wireless Internet	\$53,575	\$18,283	-65.87%	\$0.13	\$0.04	-66.48%	\$18,751	\$11,667	-37.78%	\$0.046	\$0.028	-38.89%
Ground Transportation	\$78,643	\$70,393	-10.49%	\$0.19	\$0.17	-12.08%	\$18,833	\$7,039	-62.62%	\$0.046	\$0.017	-63.29%
Luggage Carts	\$10,470	\$8,605	-17.81%	\$0.03	\$0.02	-19.27%	\$441	\$0	NA	\$0.001	\$0.000	NA
Monthly Airport Totals	\$11,540,140	\$11,449,922	-0.78%	\$28.13	\$27.41	-2.54%	\$1,706,086	\$1,583,487	-7.19%	\$4.16	\$3.79	-8.83%

Parking	Gross Sales 2014	Gross Sales 2015	Percent Change	Tickets Sold 2014	Tickets Sold 2015	Percent Change	Airport Revenue 2014	Airport Revenue 2015	Percent Change	Rev/Ticket 2014	Rev/Ticket 2015	Percent Change
	\$2,172,286	\$2,227,019	2.52%	76,850	75,988	-1.12%	\$1,416,852	\$1,303,489	-8.00%	\$18.44	\$17.15	-6.96%

Notes

* Food & Beverage 2015 includes new Pasta House/Schlafly, still under construction February of 2014

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Concession Sales by Location	Gross Sales 2014	Gross Sales 2015	Percent Change	Sales/Enplane 2014	Sales/Enplane 2015	Percent Change
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A Concourse				94,259	90,668	-3.81%
News & Gifts	\$198,338	\$213,857	7.82%	\$2.10	\$2.36	12.10%
Food & Beverage	\$586,894	\$594,531	1.30%	\$6.23	\$6.56	5.31%
Specialty Retail	\$37,806	\$46,015	21.71%	\$0.40	\$0.51	26.53%
Totals	\$823,038	\$854,404	3.81%	\$8.73	\$9.42	7.92%

C Concourse				104,828	109,824	4.77%
News & Gifts	\$346,067	\$324,898	-6.12%	\$3.30	\$2.96	-10.39%
Food & Beverage	\$587,275	\$661,011	12.56%	\$5.60	\$6.02	7.44%
Specialty Retail	\$44,146	\$50,328	14.00%	\$0.42	\$0.46	8.82%
Totals	\$977,488	\$1,036,237	6.01%	\$9.32	\$9.44	1.19%

Terminal 1 Pre-Security				199,087	200,492	0.71%
News & Gifts	\$62,600	\$66,168	5.70%	\$0.31	\$0.33	4.96%
Food & Beverage	\$165,517	\$163,583	-1.17%	\$0.83	\$0.82	-1.86%
Totals	\$228,117	\$229,751	0.72%	\$1.15	\$1.15	0.01%

Terminal 1 Total				199,087	200,492	0.71%
News & Gifts	\$607,005	\$604,923	-0.34%	\$3.05	\$3.02	-1.04%
Food & Beverage	\$1,339,686	\$1,419,125	5.93%	\$6.73	\$7.08	5.19%
Specialty Retail	\$81,952	\$96,343	17.56%	\$0.41	\$0.48	16.74%
Totals	\$2,028,643	\$2,120,391	4.52%	\$10.19	\$10.58	3.79%

Terminal 2				211,206	217,211	2.84%
News & Gifts	\$496,799	\$521,437	4.96%	\$2.35	\$2.40	2.06%
Food & Beverage	\$1,262,210	\$1,388,266	9.99%	\$5.98	\$6.39	6.95%
Specialty Retail	\$66,566	\$59,371	-10.81%	\$0.32	\$0.27	-13.28%
Totals	\$1,825,574	\$1,969,073	7.86%	\$8.64	\$9.07	4.88%

Notes

* Terminal 2 Food and Beverage 2015 includes Pasta House/Schlaflly, still under construction February of 2014

