

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

Enplanements	March 2014	March 2015	% Change
	531,793	532,882	0.20%

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	\$1,388,972	\$1,418,921	2.16%	\$2.61	\$2.66	1.95%	\$375,000	\$333,333	-11.11%	\$0.71	\$0.63	-11.29%
Food & Beverage	\$3,122,500	\$3,429,194	9.82%	\$5.87	\$6.44	9.60%	\$407,477	\$418,159	2.62%	\$0.77	\$0.78	2.41%
Car Rental	\$8,638,008	\$8,569,830	-0.79%	\$16.24	\$16.08	-0.99%	\$925,456	\$862,129	-6.84%	\$1.74	\$1.62	-7.03%
Specialty Retail	\$188,980	\$185,424	-1.88%	\$0.36	\$0.35	-2.08%	\$22,652	\$22,251	-1.77%	\$0.04	\$0.04	-1.97%
Advertising	\$119,904	\$106,323	-11.33%	\$0.23	\$0.20	-11.51%	\$68,681	\$68,688	0.01%	\$0.13	\$0.13	-0.19%
Vending	\$22,802	\$19,810	-13.12%	\$0.04	\$0.04	-13.30%	\$16,917	\$12,688	-25.00%	\$0.03	\$0.02	-25.15%
ATM	\$15,578	\$15,174	-2.59%	\$0.03	\$0.03	-2.79%	\$8,317	\$8,509	2.31%	\$0.02	\$0.02	2.10%
Wireless Internet	\$55,408	\$18,548	-66.52%	\$0.10	\$0.03	-66.59%	\$19,393	\$9,167	-52.73%	\$0.04	\$0.02	-52.83%
Ground Transportation	\$109,493	\$118,035	7.80%	\$0.21	\$0.22	7.58%	\$18,833	\$11,804	-37.33%	\$0.04	\$0.02	-37.45%
Luggage Carts	\$13,410	\$11,075	-17.41%	\$0.03	\$0.02	-17.58%	\$1,323	\$623	-52.95%	\$0.00	\$0.00	-53.04%
Parking	\$2,576,188	\$2,879,649	11.78%	\$4.84	\$5.40	11.55%	\$1,640,964	\$2,077,729	26.62%	\$3.09	\$3.90	26.36%
Monthly Airport Totals	\$16,251,243	\$16,771,984	3.20%	\$30.56	\$31.47	2.99%	\$3,505,014	\$3,825,078	9.13%	\$6.59	\$7.18	8.91%

Notes

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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				121,132	107,875	-10.94%
News & Gifts	\$252,467	\$264,776	4.88%	\$2.08	\$2.45	17.76%
Food & Beverage	\$683,297	\$711,957	4.19%	\$5.64	\$6.60	17.00%
Specialty Retail	\$50,517	\$51,657	2.26%	\$0.42	\$0.48	14.82%
Totals	\$986,281	\$1,028,391	4.27%	\$8.14	\$9.53	17.08%

C Concourse				133,110	132,190	-0.69%
News & Gifts	\$413,217	\$380,166	-8.00%	\$3.10	\$2.88	-7.36%
Food & Beverage	\$655,562	\$742,480	13.26%	\$4.92	\$5.62	14.05%
Specialty Retail	\$57,572	\$57,342	-0.40%	\$0.43	\$0.43	0.29%
Totals	\$1,126,352	\$1,179,988	4.76%	\$8.46	\$8.93	5.49%

Terminal 1 Pre-Security				254,242	240,065	-5.58%
News & Gifts	\$73,523	\$73,285	-0.32%	\$0.29	\$0.31	5.56%
Food & Beverage	\$183,851	\$193,175	5.07%	\$0.72	\$0.80	11.28%
Totals	\$257,374	\$266,460	3.53%	\$1.01	\$1.11	9.64%

Terminal 1 Total				254,242	240,065	-5.58%
News & Gifts	\$739,208	\$718,228	-2.84%	\$2.91	\$2.99	2.90%
Food & Beverage	\$1,522,710	\$1,647,613	8.20%	\$5.99	\$6.86	14.59%
Specialty Retail	\$108,089	\$108,999	0.84%	\$0.43	\$0.45	6.80%
Totals	\$2,370,007	\$2,474,839	4.42%	\$9.32	\$10.31	10.59%

Terminal 2				277,551	292,817	5.50%
News & Gifts	\$649,764	\$700,693	7.84%	\$2.34	\$2.39	2.22%
Food & Beverage	\$1,599,790	\$1,781,582	11.36%	\$5.76	\$6.08	5.56%
Specialty Retail	\$80,891	\$76,426	-5.52%	\$0.29	\$0.26	-10.45%
Totals	\$2,330,445	\$2,558,701	9.79%	\$8.40	\$8.74	4.07%

Notes

