

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

Enplanements	May 2014	May 2015	% Change
	557,135	573,021	2.85%

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	\$1,511,858	\$1,597,725	5.68%	\$2.71	\$2.79	2.75%	\$375,000	\$333,333	-11.11%	\$0.67	\$0.58	-13.58%
Food & Beverage	\$3,248,655	\$3,572,128	9.96%	\$5.83	\$6.23	6.91%	\$408,631	\$447,907	9.61%	\$0.73	\$0.78	6.57%
Car Rental	\$10,982,180	\$10,795,975	-1.70%	\$19.71	\$18.84	-4.42%	\$1,103,288	\$1,079,598	-2.15%	\$1.98	\$1.88	-4.86%
Specialty Retail	\$190,716	\$199,258	4.48%	\$0.34	\$0.35	1.58%	\$22,868	\$23,911	4.56%	\$0.04	\$0.04	1.66%
Advertising	\$113,352	\$113,566	0.19%	\$0.20	\$0.20	-2.59%	\$69,331	\$68,388	-1.36%	\$0.12	\$0.12	-4.09%
Vending	\$25,771	\$22,410	-13.04%	\$0.05	\$0.04	-15.45%	\$16,917	\$12,688	-25.00%	\$0.03	\$0.02	-27.08%
ATM	\$15,792	\$15,006	-4.98%	\$0.03	\$0.03	-7.61%	\$8,434	\$8,466	0.38%	\$0.02	\$0.01	-2.40%
Wireless Internet	\$50,570	\$15,124	-70.09%	\$0.09	\$0.03	-70.92%	\$17,700	\$9,167	-48.21%	\$0.03	\$0.02	-49.65%
Ground Transportation	\$108,613	\$100,000	-7.93%	\$0.19	\$0.17	-10.48%	\$18,833	\$10,000	-46.90%	\$0.03	\$0.02	-48.37%
Luggage Carts	\$11,875	\$11,515	-3.03%	\$0.02	\$0.02	-5.72%	\$863	\$755	-12.52%	\$0.00	\$0.00	-14.95%
Parking	\$2,498,785	\$2,508,089	0.37%	\$4.49	\$4.38	-2.41%	\$1,163,844	\$1,196,623	2.82%	\$2.09	\$2.09	-0.03%
Monthly Airport Totals	\$18,758,166	\$18,950,796	1.03%	\$33.67	\$33.07	-1.77%	\$3,205,708	\$3,190,834	-0.46%	\$5.75	\$5.57	-3.22%

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				134,332	132,374	-1.46%
News & Gifts	\$290,622	\$312,375	7.48%	\$2.16	\$2.36	9.07%
Food & Beverage	\$749,694	\$783,819	4.55%	\$5.58	\$5.92	6.10%
Specialty Retail	\$51,737	\$55,769	7.79%	\$0.39	\$0.42	9.39%
Totals	\$1,092,053	\$1,151,962	5.49%	\$8.13	\$8.70	7.05%

C Concourse				138,281	143,110	3.49%
News & Gifts	\$428,320	\$438,477	2.37%	\$3.10	\$3.06	-1.08%
Food & Beverage	\$760,919	\$798,951	5.00%	\$5.50	\$5.58	1.46%
Specialty Retail	\$57,079	\$64,457	12.92%	\$0.413	\$0.450	9.11%
Totals	\$1,246,319	\$1,301,884	4.46%	\$9.01	\$9.10	0.93%

Terminal 1 Pre-Security				272,613	275,484	1.05%
News & Gifts	\$91,060	\$95,017	4.35%	\$0.33	\$0.34	3.26%
Food & Beverage	\$194,458	\$194,325	-0.07%	\$0.71	\$0.71	-1.11%
Totals	\$285,518	\$289,343	1.34%	\$1.05	\$1.05	0.28%

Terminal 1 Total				272,613	275,484	1.05%
News & Gifts	\$810,002	\$845,869	4.43%	\$2.97	\$3.07	3.34%
Food & Beverage	\$1,705,071	\$1,777,095	4.22%	\$6.25	\$6.45	3.14%
Specialty Retail	\$108,817	\$120,226	10.48%	\$0.40	\$0.44	9.33%
Totals	\$2,623,890	\$2,743,190	4.55%	\$9.62	\$9.96	3.46%

Terminal 2				284,522	297,537	4.57%
News & Gifts	\$701,856	\$751,856	7.12%	\$2.47	\$2.53	2.44%
Food & Beverage	\$1,543,584	\$1,795,033	16.29%	\$5.43	\$6.03	11.20%
Specialty Retail	\$81,899	\$79,032	-3.50%	\$0.29	\$0.27	-7.72%
Totals	\$2,327,339	\$2,625,921	12.83%	\$8.18	\$8.83	7.89%

Notes

