

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

Enplanements	June 2014	June 2015	% Change
	589,071	580,500	-1.46%

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	\$1,594,419	\$1,635,592	2.58%	\$2.71	\$2.82	4.10%	\$375,000	\$333,333	-11.11%	\$0.64	\$0.57	-9.80%
Food & Beverage	\$3,618,490	\$3,759,452	3.90%	\$6.14	\$6.48	5.43%	\$451,876	\$470,377	4.09%	\$0.77	\$0.81	5.63%
Car Rental	\$10,272,061	\$10,068,178	-1.98%	\$17.44	\$17.34	-0.54%	\$1,027,206	\$1,006,818	-1.98%	\$1.74	\$1.73	-0.54%
Specialty Retail	\$193,540	\$212,476	9.78%	\$0.33	\$0.37	11.40%	\$23,203	\$25,497	9.89%	\$0.04	\$0.04	11.51%
Advertising	\$110,863	\$114,065	2.89%	\$0.19	\$0.20	4.41%	\$69,331	\$68,108	-1.76%	\$0.12	\$0.12	-0.31%
Vending	\$29,902	\$24,699	-17.40%	\$0.05	\$0.04	-16.18%	\$16,917	\$12,843	-24.08%	\$0.03	\$0.02	-22.96%
ATM	\$15,364	\$13,984	-8.98%	\$0.03	\$0.02	-7.63%	\$8,190	\$7,786	-4.94%	\$0.01	\$0.01	-3.53%
Wireless Internet	\$41,977	\$16,429	-60.86%	\$0.07	\$0.03	-60.28%	\$14,692	\$9,167	-37.61%	\$0.02	\$0.02	-36.69%
Ground Transportation	\$145,156	\$124,775	-14.04%	\$0.25	\$0.21	-12.77%	\$18,833	\$12,477	-33.75%	\$0.03	\$0.02	-32.77%
Luggage Carts	\$16,885	\$12,925	-23.45%	\$0.03	\$0.02	-22.32%	\$2,366	\$1,178	-50.22%	\$0.00	\$0.00	-49.49%
Parking	\$2,586,807	\$2,949,304	14.01%	\$4.39	\$5.08	15.70%	\$1,795,471	\$1,631,305	-9.14%	\$3.05	\$2.81	-7.80%
Monthly Airport Totals	\$18,625,465	\$18,931,880	1.65%	\$31.62	\$32.61	3.15%	\$3,803,084	\$3,578,888	-5.90%	\$6.46	\$6.17	-4.51%

Notes

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

Concession Sales by Location	Gross Sales 2014	Gross Sales 2015	Percent Change	Sales/Enplane 2014	Sales/Enplane 2015	Percent Change
------------------------------	---------------------	---------------------	-------------------	-----------------------	-----------------------	-------------------

A Concourse				135,648	141,210	4.10%
News & Gifts	\$305,259	\$348,669	14.22%	\$2.25	\$2.47	9.72%
Food & Beverage	\$802,430	\$850,555	6.00%	\$5.92	\$6.02	1.82%
Specialty Retail	\$58,250	\$68,974	18.41%	\$0.43	\$0.49	13.75%
Totals	\$1,165,939	\$1,268,197	8.77%	\$8.60	\$8.98	4.49%

C Concourse				148,847	137,917	-7.34%
News & Gifts	\$445,454	\$424,615	-4.68%	\$2.99	\$3.08	2.88%
Food & Beverage	\$812,469	\$800,148	-1.52%	\$5.46	\$5.80	6.29%
Specialty Retail	\$59,211	\$66,944	13.06%	\$0.40	\$0.49	22.02%
Totals	\$1,317,134	\$1,291,706	-1.93%	\$8.85	\$9.37	5.84%

Terminal 1 Pre-Security				284,495	279,127	-1.89%
News & Gifts	\$95,707	\$90,256	-5.70%	\$0.34	\$0.32	-3.88%
Food & Beverage	\$200,717	\$218,325	8.77%	\$0.71	\$0.78	10.86%
Totals	\$296,424	\$308,581	4.10%	\$1.04	\$1.11	6.10%

Terminal 1 Total				284,495	279,127	-1.89%
News & Gifts	\$846,420	\$863,540	2.02%	\$2.98	\$3.09	3.98%
Food & Beverage	\$1,815,616	\$1,869,027	2.94%	\$6.38	\$6.70	4.92%
Specialty Retail	\$117,461	\$135,918	15.71%	\$0.41	\$0.49	17.94%
Totals	\$2,779,497	\$2,868,484	3.20%	\$9.77	\$10.28	5.19%

Terminal 2				304,576	301,373	-1.05%
News & Gifts	\$747,999	\$772,053	3.22%	\$2.46	\$2.56	4.31%
Food & Beverage	\$1,802,875	\$1,890,425	4.86%	\$5.92	\$6.27	5.97%
Specialty Retail	\$76,079	\$76,558	0.63%	\$0.25	\$0.25	1.70%
Totals	\$2,626,954	\$2,739,036	4.27%	\$8.62	\$9.09	5.37%

Notes

