

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

Enplanements	July 2014	July 2015	% Change
	604,552	604,577	0.00%

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	\$1,547,759	\$1,685,424	8.89%	\$2.56	\$2.79	8.89%	\$375,000	\$333,333	-11.11%	\$0.62	\$0.55	-11.11%
Food & Beverage	\$3,366,149	\$3,798,768	12.85%	\$5.57	\$6.28	12.85%	\$418,869	\$473,078	12.94%	\$0.69	\$0.78	12.94%
Car Rental	\$10,756,613	\$10,884,594	1.19%	\$17.79	\$18.00	1.19%	\$1,075,661	\$1,088,459	1.19%	\$1.78	\$1.80	1.19%
Specialty Retail	\$199,967	\$194,050	-2.96%	\$0.33	\$0.32	-2.96%	\$23,971	\$23,286	-2.86%	\$0.04	\$0.04	-2.86%
Advertising	\$106,847	\$137,213	28.42%	\$0.18	\$0.23	28.41%	\$69,891	\$73,267	4.83%	\$0.12	\$0.12	4.83%
Vending	\$32,528	\$25,677	-21.06%	\$0.05	\$0.04	-21.07%	\$16,917	\$13,352	-21.07%	\$0.03	\$0.02	-21.08%
ATM	\$14,648	\$14,553	-0.65%	\$0.02	\$0.02	-0.65%	\$7,812	\$8,195	4.90%	\$0.01	\$0.01	4.90%
Wireless Internet	\$49,694	\$21,734	-56.26%	\$0.08	\$0.04	-56.27%	\$17,393	\$9,167	-47.30%	\$0.03	\$0.02	-47.30%
Ground Transportation	\$182,772	\$164,328	-10.09%	\$0.30	\$0.27	-10.09%	\$18,277	\$16,433	-10.09%	\$0.03	\$0.03	-10.09%
Luggage Carts	\$16,300	\$17,335	6.35%	\$0.03	\$0.03	6.35%	\$2,190	\$2,501	14.18%	\$0.00	\$0.00	14.17%
Parking	\$2,648,371	\$2,628,669	-0.74%	\$4.38	\$4.35	-0.75%	\$1,853,980	\$930,381	-49.82%	\$3.07	\$1.54	-49.82%
<b>Monthly Airport Totals</b>	<b>\$18,921,648</b>	<b>\$19,572,344</b>	<b>3.44%</b>	<b>\$31.30</b>	<b>\$32.37</b>	<b>3.43%</b>	<b>\$3,879,961</b>	<b>\$2,971,452</b>	<b>-23.42%</b>	<b>\$6.42</b>	<b>\$4.91</b>	<b>-23.42%</b>

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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<b>A Concourse</b>				136,970	147,686	7.82%
News & Gifts	\$280,449	\$345,357	23.14%	\$2.05	\$2.34	14.21%
Food & Beverage	\$748,832	\$808,808	8.01%	\$5.47	\$5.48	0.17%
Specialty Retail	\$58,711	\$56,331	-4.05%	\$0.43	\$0.38	-11.01%
<b>Totals</b>	<b>\$1,087,992</b>	<b>\$1,210,497</b>	<b>11.26%</b>	<b>\$7.94</b>	<b>\$8.20</b>	<b>3.19%</b>

<b>C Concourse</b>				153,302	141,684	-7.58%
News & Gifts	\$431,518	\$439,904	1.94%	\$2.81	\$3.10	10.30%
Food & Beverage	\$808,879	\$806,083	-0.35%	\$5.28	\$5.69	7.83%
Specialty Retail	\$64,479	\$56,352	-12.60%	\$0.42	\$0.40	-5.44%
<b>Totals</b>	<b>\$1,304,876</b>	<b>\$1,302,340</b>	<b>-0.19%</b>	<b>\$8.51</b>	<b>\$9.19</b>	<b>7.99%</b>

<b>Terminal 1 Pre-Security</b>				290,272	289,370	-0.31%
News & Gifts	\$93,953	\$94,230	0.29%	\$0.32	\$0.33	0.61%
Food & Beverage	\$190,879	\$233,226	22.19%	\$0.66	\$0.81	22.57%
<b>Totals</b>	<b>\$284,832</b>	<b>\$327,456</b>	<b>14.96%</b>	<b>\$0.98</b>	<b>\$1.13</b>	<b>15.32%</b>

<b>Terminal 1 Total</b>				290,272	289,370	-0.31%
News & Gifts	\$805,920	\$879,491	9.13%	\$2.78	\$3.04	9.47%
Food & Beverage	\$1,748,590	\$1,848,118	5.69%	\$6.02	\$6.39	6.02%
Specialty Retail	\$123,190	\$112,684	-8.53%	\$0.42	\$0.39	-8.24%
<b>Totals</b>	<b>\$2,677,700</b>	<b>\$2,840,293</b>	<b>6.07%</b>	<b>\$9.22</b>	<b>\$9.82</b>	<b>6.40%</b>

<b>Terminal 2</b>				314,280	315,207	0.29%
News & Gifts	\$741,839	\$805,933	8.64%	\$2.36	\$2.56	8.32%
Food & Beverage	\$1,617,559	\$1,950,650	20.59%	\$5.15	\$6.19	20.24%
Specialty Retail	\$76,776	\$81,366	5.98%	\$0.24	\$0.26	5.67%
<b>Totals</b>	<b>\$2,436,174</b>	<b>\$2,837,948</b>	<b>16.49%</b>	<b>\$7.75</b>	<b>\$9.00</b>	<b>16.15%</b>

Notes

