

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

Enplanements	September 2014	September 2015	% Change
	510,709	531,851	4.14%

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	\$1,391,801	\$1,441,437	3.57%	\$2.73	\$2.71	-0.55%	\$375,000	\$333,333	-11.11%	\$0.73	\$0.63	-14.64%
Food & Beverage	\$3,155,209	\$3,406,713	7.97%	\$6.18	\$6.41	3.68%	\$395,688	\$427,750	8.10%	\$0.77	\$0.80	3.81%
Car Rental	\$10,134,285	\$9,722,239	-4.07%	\$19.84	\$18.28	-7.88%	\$1,013,681	\$972,224	-4.09%	\$1.98	\$1.83	-7.90%
Specialty Retail	\$190,582	\$171,967	-9.77%	\$0.37	\$0.32	-13.35%	\$22,849	\$20,636	-9.69%	\$0.04	\$0.04	-13.28%
Advertising	\$127,580	\$180,682	41.62%	\$0.25	\$0.34	35.99%	\$69,611	\$99,448	42.86%	\$0.14	\$0.19	37.18%
Vending	\$22,449	\$24,478	9.04%	\$0.04	\$0.05	4.70%	\$16,917	\$12,728	-24.76%	\$0.03	\$0.02	-27.75%
ATM	\$14,005	\$12,978	-7.34%	\$0.03	\$0.02	-11.02%	\$7,480	\$7,289	-2.56%	\$0.01	\$0.01	-6.44%
Wireless Internet	\$59,186	\$38,856	-34.35%	\$0.12	\$0.07	-36.96%	\$20,715	\$9,167	-55.75%	\$0.04	\$0.02	-57.51%
Ground Transportation	\$139,830	\$132,258	-5.42%	\$0.27	\$0.25	-9.18%	\$13,983	\$13,226	-5.42%	\$0.03	\$0.02	-9.18%
Luggage Carts	\$12,015	\$10,170	-15.36%	\$0.02	\$0.02	-18.72%	\$905	\$351	-61.19%	\$0.00	\$0.00	-62.74%
Parking	\$2,556,758	\$2,593,919	1.45%	\$5.01	\$4.88	-2.58%	\$1,694,521	\$1,809,973	6.81%	\$3.32	\$3.40	2.57%
Monthly Airport Totals	\$17,803,700	\$17,735,697	-0.38%	\$34.86	\$33.35	-4.34%	\$3,631,350	\$3,706,125	2.06%	\$7.11	\$6.97	-2.00%

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				127,491	139,289	9.25%
News & Gifts	\$283,996	\$323,033	13.75%	\$2.23	\$2.32	4.11%
Food & Beverage	\$749,750	\$804,264	7.27%	\$5.88	\$5.77	-1.82%
Specialty Retail	\$60,377	\$54,013	-10.54%	\$0.47	\$0.39	-18.12%
Totals	\$1,094,122	\$1,181,311	7.97%	\$8.58	\$8.48	-1.18%

C Concourse				121,444	122,298	0.70%
News & Gifts	\$380,005	\$371,525	-2.23%	\$3.13	\$3.04	-2.91%
Food & Beverage	\$689,267	\$731,165	6.08%	\$5.68	\$5.98	5.34%
Specialty Retail	\$59,446	\$49,864	-16.12%	\$0.49	\$0.41	-16.70%
Totals	\$1,128,718	\$1,152,553	2.11%	\$9.29	\$9.42	1.40%

Terminal 1 Pre-Security				248,935	261,587	5.08%
News & Gifts	\$85,440	\$84,432	-1.18%	\$0.343	\$0.323	-5.96%
Food & Beverage	\$166,992	\$203,791	22.04%	\$0.67	\$0.78	16.13%
Totals	\$252,432	\$288,223	14.18%	\$1.01	\$1.10	8.66%

Terminal 1 Total				248,935	261,587	5.08%
News & Gifts	\$749,441	\$778,990	3.94%	\$3.01	\$2.98	-1.08%
Food & Beverage	\$1,606,010	\$1,739,220	8.29%	\$6.45	\$6.65	3.06%
Specialty Retail	\$119,822	\$103,877	-13.31%	\$0.48	\$0.40	-17.50%
Totals	\$2,475,272	\$2,622,087	5.93%	\$9.94	\$10.02	0.81%

Terminal 2				261,774	270,264	3.24%
News & Gifts	\$642,360	\$662,447	3.13%	\$2.454	\$2.451	-0.11%
Food & Beverage	\$1,549,200	\$1,667,493	7.64%	\$5.92	\$6.17	4.25%
Specialty Retail	\$70,760	\$68,090	-3.77%	\$0.27	\$0.25	-6.80%
Totals	\$2,262,320	\$2,398,030	6.00%	\$8.64	\$8.87	2.67%

Notes

