

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

Enplanements	October 2014	October 2015	% Change
	552,466	566,446	2.53%

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	\$1,532,746	\$1,471,741	-3.98%	\$2.77	\$2.60	-6.35%	\$375,000	\$333,333	-11.11%	\$0.68	\$0.59	-13.30%
Food & Beverage	\$3,463,376	\$3,589,176	3.63%	\$6.27	\$6.34	1.07%	\$385,486	\$399,981	3.76%	\$0.70	\$0.71	1.20%
Car Rental	\$11,560,778	\$10,941,500	-5.36%	\$20.93	\$19.32	-7.69%	\$1,156,078	\$1,094,150	-5.36%	\$2.09	\$1.93	-7.69%
Specialty Retail	\$198,639	\$171,772	-13.53%	\$0.36	\$0.30	-15.66%	\$23,813	\$20,613	-13.44%	\$0.04	\$0.04	-15.58%
Advertising	\$136,761	\$137,320	0.41%	\$0.25	\$0.24	-2.07%	\$73,665	\$75,486	2.47%	\$0.13	\$0.13	-0.06%
Vending	\$17,552	\$24,879	41.74%	\$0.03	\$0.04	38.25%	\$13,097	\$12,937	-1.22%	\$0.02	\$0.02	-3.66%
ATM	\$14,255	\$13,461	-5.57%	\$0.03	\$0.02	-7.90%	\$7,613	\$7,549	-0.84%	\$0.01	\$0.01	-3.29%
Wireless Internet	\$54,919	\$14,067	-74.39%	\$0.10	\$0.02	-75.02%	\$19,222	\$9,167	-52.31%	\$0.03	\$0.02	-53.49%
Ground Transportation	\$185,572	\$103,006	-44.49%	\$0.34	\$0.18	-45.86%	\$18,557	\$10,301	-44.49%	\$0.03	\$0.02	-45.86%
Luggage Carts	\$12,335	\$11,831	-4.09%	\$0.02	\$0.02	-6.45%	\$1,001	\$849	-15.11%	\$0.00	\$0.00	-17.21%
Parking	\$2,623,390	\$2,783,120	6.09%	\$4.75	\$4.91	3.47%	\$1,747,348	\$1,951,731	11.70%	\$3.16	\$3.45	8.94%
<b>Monthly Airport Totals</b>	<b>\$19,800,322</b>	<b>\$19,261,873</b>	<b>-2.72%</b>	<b>\$35.84</b>	<b>\$34.00</b>	<b>-5.12%</b>	<b>\$3,820,879</b>	<b>\$3,916,096</b>	<b>2.49%</b>	<b>\$6.92</b>	<b>\$6.91</b>	<b>-0.04%</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>				138,060	141,481	2.48%
News & Gifts	\$308,100	\$320,045	3.88%	\$2.23	\$2.26	1.37%
Food & Beverage	\$816,974	\$830,165	1.61%	\$5.92	\$5.87	-0.84%
Specialty Retail	\$65,483	\$56,101	-14.33%	\$0.47	\$0.40	-16.40%
Totals	\$1,190,557	\$1,206,311	1.32%	\$8.62	\$8.53	-1.13%

<b>C Concourse</b>				132,410	134,092	1.27%
News & Gifts	\$431,060	\$386,399	-10.36%	\$3.26	\$2.88	-11.49%
Food & Beverage	\$784,533	\$776,983	-0.96%	\$5.93	\$5.79	-2.20%
Specialty Retail	\$61,873	\$45,815	-25.95%	\$0.47	\$0.34	-26.88%
Totals	\$1,277,466	\$1,209,197	-5.34%	\$9.65	\$9.02	-6.53%

<b>Terminal 1 Pre-Security</b>				270,470	275,573	1.89%
News & Gifts	\$97,373	\$81,016	-16.80%	\$0.36	\$0.29	-18.34%
Food & Beverage	\$183,661	\$188,393	2.58%	\$0.68	\$0.68	0.68%
Totals	\$281,034	\$269,409	-4.14%	\$1.04	\$0.98	-5.91%

<b>Terminal 1 Total</b>				270,470	275,573	1.89%
News & Gifts	\$836,533	\$787,460	-5.87%	\$3.09	\$2.86	-7.61%
Food & Beverage	\$1,785,168	\$1,795,541	0.58%	\$6.60	\$6.52	-1.28%
Specialty Retail	\$127,355	\$101,916	-19.97%	\$0.47	\$0.37	-21.46%
Totals	\$2,749,057	\$2,684,917	-2.33%	\$10.16	\$9.74	-4.14%

<b>Terminal 2</b>				281,996	290,873	3.15%
News & Gifts	\$696,212	\$684,282	-1.71%	\$2.47	\$2.35	-4.71%
Food & Beverage	\$1,678,208	\$1,793,635	6.88%	\$5.95	\$6.17	3.62%
Specialty Retail	\$71,283	\$69,856	-2.00%	\$0.25	\$0.24	-4.99%
Totals	\$2,445,704	\$2,547,772	4.17%	\$8.67	\$8.76	0.99%

Notes

