

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

Enplanements	November 2014	November 2015	% Change
	476,889	532,118	11.58%

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	Hudson News & Gifts	\$1,195,016	\$1,323,771	10.77%	\$2.51	\$2.49	-0.72%	\$375,000	\$333,333	-11.11%	\$0.79	\$0.63	-20.34%
Food & Beverage	Host, OHM Group	\$2,980,305	\$3,321,652	11.45%	\$6.25	\$6.24	-0.11%	\$333,640	\$370,969	11.19%	\$0.70	\$0.70	-0.35%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$9,457,108	\$9,181,078	-2.92%	\$19.83	\$17.25	-12.99%	\$965,309	\$920,016	-4.69%	\$2.02	\$1.73	-14.58%
Specialty Retail	Bookmark-InMotion	\$163,297	\$73,650	-54.90%	\$0.34	\$0.14	-59.58%	\$19,578	\$12,083	-38.28%	\$0.04	\$0.02	-44.69%
Advertising	Clear Channel	\$145,929	\$132,603	-9.13%	\$0.31	\$0.25	-18.56%	\$77,882	\$73,037	-6.22%	\$0.16	\$0.14	-15.95%
Vending	Avendco	\$21,997	\$24,588	11.78%	\$0.05	\$0.05	0.17%	\$16,917	\$12,786	-24.42%	\$0.04	\$0.02	-32.27%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$13,110	\$12,543	-4.32%	\$0.03	\$0.02	-14.25%	\$7,004	\$7,034	0.42%	\$0.01	\$0.01	-10.00%
Wireless Internet	Concourse Communications	\$54,880	\$13,981	-74.52%	\$0.12	\$0.03	-77.17%	\$19,208	\$9,167	-52.28%	\$0.04	\$0.02	-57.23%
Ground Transportation	Best Transportation	\$96,104	\$91,584	-4.70%	\$0.20	\$0.17	-14.59%	\$9,610	\$9,158	-4.70%	\$0.02	\$0.02	-14.59%
Luggage Carts	Flight Services & Systems	\$10,600	\$14,240	34.34%	\$0.02	\$0.03	20.40%	\$480	\$1,572	227.50%	\$0.00	\$0.00	193.51%
Taxi Cabs	Taxi Fees							\$77,720	\$60,960	-21.56%	\$0.16	\$0.11	-29.71%
Parking	Super Park	\$2,251,115	\$2,470,466	9.74%	\$4.72	\$4.64	-1.65%	\$1,319,165	\$1,799,476	36.41%	\$2.77	\$3.38	22.25%
<b>Monthly Airport Totals</b>		<b>\$16,389,460</b>	<b>\$16,660,156</b>	<b>1.65%</b>	<b>\$34.37</b>	<b>\$31.31</b>	<b>-8.90%</b>	<b>\$3,221,514</b>	<b>\$3,609,591</b>	<b>12.05%</b>	<b>\$6.76</b>	<b>\$6.78</b>	<b>0.42%</b>

**Notes**

\* Ground Transportation Airport Revenue 2015 is a new contract, much lower MAG, in percentages now.

\* Specialty Retail - Bookmark InMotion closed down two weeks early before the end of their contract.

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Concession Sales by Location	Gross Sales 2014	Gross Sales 2015	Percent Change	Sales/Enplane 2014	Sales/Enplane 2015	Percent Change
<b>A Concourse</b>				118,585	130,752	10.26%
News & Gifts	\$244,381	\$288,535	18.07%	\$2.06	\$2.21	7.08%
Food & Beverage	\$697,399	\$777,692	11.51%	\$5.88	\$5.95	1.14%
Specialty Retail	\$51,683	\$26,250	-49.21%	\$0.44	\$0.20	-53.94%
<b>Totals</b>	<b>\$993,463</b>	<b>\$1,092,478</b>	<b>9.97%</b>	<b>\$8.38</b>	<b>\$8.36</b>	<b>-0.27%</b>
<b>C Concourse</b>				118,208	134,400	13.70%
News & Gifts	\$336,249	\$354,304	5.37%	\$2.84	\$2.64	-7.32%
Food & Beverage	\$673,319	\$732,004	8.72%	\$5.70	\$5.45	-4.38%
Specialty Retail	\$52,452	\$20,131	-61.62%	\$0.44	\$0.15	-66.24%
<b>Totals</b>	<b>\$1,062,020</b>	<b>\$1,106,439</b>	<b>4.18%</b>	<b>\$8.98</b>	<b>\$8.23</b>	<b>-8.37%</b>
<b>Terminal 1 Pre-Security</b>				236,793	265,152	11.98%
News & Gifts	\$74,304	\$70,676	-4.88%	\$0.31	\$0.27	-15.06%
Food & Beverage	\$167,512	\$173,769	3.74%	\$0.71	\$0.66	-7.36%
<b>Totals</b>	<b>\$241,816</b>	<b>\$244,444</b>	<b>1.09%</b>	<b>\$1.02</b>	<b>\$0.92</b>	<b>-9.72%</b>
<b>Terminal 1 Total</b>				236,793	265,152	11.98%
News & Gifts	\$654,934	\$713,515	8.94%	\$2.77	\$2.69	-2.71%
Food & Beverage	\$1,538,231	\$1,683,465	9.44%	\$6.50	\$6.35	-2.26%
Specialty Retail	\$104,135	\$46,381	-55.46%	\$0.44	\$0.17	-60.22%
<b>Totals</b>	<b>\$2,297,300</b>	<b>\$2,443,361</b>	<b>6.36%</b>	<b>\$9.70</b>	<b>\$9.21</b>	<b>-5.02%</b>
<b>Terminal 2</b>				240,096	266,966	11.19%
News & Gifts	\$540,082	\$610,256	12.99%	\$2.25	\$2.29	1.62%
Food & Beverage	\$1,442,074	\$1,638,188	13.60%	\$6.01	\$6.14	2.17%
Specialty Retail	\$59,162	\$27,269	-53.91%	\$0.25	\$0.10	-58.55%
<b>Totals</b>	<b>\$2,041,318</b>	<b>\$2,275,713</b>	<b>11.48%</b>	<b>\$8.50</b>	<b>\$8.52</b>	<b>0.26%</b>

**Notes**

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