

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

Enplanements	December 2014	December 2015	% Change
	502,217	525,393	4.61%

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	\$1,239,107	\$1,320,825	6.59%	\$2.47	\$2.51	1.89%	\$375,000	\$333,333	-11.11%	\$0.75	\$0.63	-15.03%
Food & Beverage	Host, OHM Group, Vino Volo	\$3,082,893	\$3,407,974	10.54%	\$6.14	\$6.49	5.67%	\$350,799	\$390,624	11.35%	\$0.70	\$0.74	6.44%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$7,986,254	\$8,409,514	5.30%	\$15.90	\$16.01	0.65%	\$877,673	\$854,096	-2.69%	\$1.75	\$1.63	-6.98%
Specialty Retail	Bookmark-InMotion / Tech on the Go	\$196,374	\$101,593	-48.27%	\$0.39	\$0.19	-50.55%	\$23,548	\$31,250	32.71%	\$0.05	\$0.06	26.85%
Advertising	Clear Channel	\$141,291	\$116,798	-17.33%	\$0.28	\$0.22	-20.98%	\$74,443	\$64,292	-13.64%	\$0.15	\$0.12	-17.45%
Vending	Avendco	\$24,595	\$27,004	9.80%	\$0.05	\$0.05	4.95%	\$12,688	\$14,042	10.68%	\$0.03	\$0.03	5.80%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$13,289	\$12,738	-4.14%	\$0.03	\$0.02	-8.37%	\$7,076	\$7,154	1.10%	\$0.01	\$0.01	-3.36%
Wireless Internet	Concourse Communications	\$84,487	\$29,995	-64.50%	\$0.17	\$0.06	-66.06%	\$29,570	\$9,167	-69.00%	\$0.06	\$0.02	-70.37%
Ground Transportation	Best Transportation	\$47,578	\$54,684	14.94%	\$0.09	\$0.10	9.87%	\$6,667	\$6,667	0.00%	\$0.01	\$0.01	-4.41%
Luggage Carts	Flight Services & Systems	\$14,160	\$16,075	13.52%	\$0.03	\$0.03	8.52%	\$1,548	\$2,123	37.11%	\$0.00	\$0.00	31.06%
Taxi Cabs	Taxi Fees							\$36,103	\$66,454	84.07%	\$0.07	\$0.13	75.95%
Parking	Super Park	\$2,346,309	\$2,468,224	5.20%	\$4.67	\$4.70	0.56%	\$1,315,069	\$1,402,485	6.65%	\$2.62	\$2.67	1.94%
Monthly Airport Totals		\$15,176,337	\$15,965,425	5.20%	\$30.22	\$30.39	0.56%	\$3,110,185	\$3,181,685	2.30%	\$6.19	\$6.06	-2.21%

Notes

* Specialty Retail turned over from Bookmark - InMotion to Hudson - Tech on the Go as of 12/1/2015.

* December 2015 Food & Beverage includes new Vino Volo, opened, 12/19/2015.

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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				117,171	119,353	1.86%
News & Gifts	\$233,342	\$257,175	10.21%	\$1.99	\$2.15	8.20%
Food & Beverage	\$647,437	\$723,905	11.81%	\$5.53	\$6.07	9.77%
Specialty Retail	\$54,153	\$27,501	-49.22%	\$0.46	\$0.23	-50.15%
Totals	\$934,932	\$1,008,580	7.88%	\$7.98	\$8.45	5.91%

C Concourse				124,551	130,234	4.56%
News & Gifts	\$345,251	\$344,035	-0.35%	\$2.77	\$2.64	-4.70%
Food & Beverage	\$699,391	\$738,156	5.54%	\$5.62	\$5.67	0.94%
Specialty Retail	\$63,291	\$27,530	-56.50%	\$0.51	\$0.21	-58.40%
Totals	\$1,107,933	\$1,109,721	0.16%	\$8.90	\$8.52	-4.21%

Terminal 1 Pre-Security				241,722	249,587	3.25%
News & Gifts	\$94,371	\$90,803	-3.78%	\$0.39	\$0.36	-6.81%
Food & Beverage	\$189,295	\$208,355	10.07%	\$0.78	\$0.83	6.60%
Totals	\$283,666	\$299,158	5.46%	\$1.17	\$1.20	2.14%

Terminal 1 Total				241,722	249,587	3.25%
News & Gifts	\$672,964	\$692,013	2.83%	\$2.78	\$2.77	-0.41%
Food & Beverage	\$1,536,123	\$1,670,415	8.74%	\$6.35	\$6.69	5.32%
Specialty Retail	\$117,444	\$55,030	-53.14%	\$0.49	\$0.22	-54.62%
Totals	\$2,326,531	\$2,417,459	3.91%	\$9.62	\$9.69	0.63%

Terminal 2				260,495	275,806	5.88%
News & Gifts	\$566,143	\$628,812	11.07%	\$2.17	\$2.28	4.90%
Food & Beverage	\$1,546,770	\$1,737,559	12.33%	\$5.94	\$6.30	6.10%
Specialty Retail	\$78,930	\$46,563	-41.01%	\$0.30	\$0.17	-44.28%
Totals	\$2,191,843	\$2,412,934	10.09%	\$8.41	\$8.75	3.98%

Notes

