St. Louis Lambert International Airport® **Monthly Concession Sales and Airport Revenue** May 2016/2017 Comparison Summary

- 1	May 2016	May 2017	% Change	
Enplanements	641,614	663,840	3.46%	

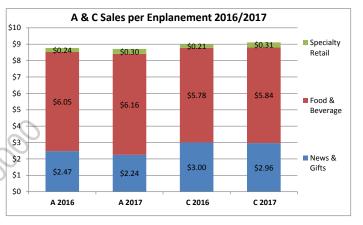
Concessions		Gross Sales 2016	Gross Sales 2017	Percent Change	Sales/Enplane 2016	Sales/Enplane 2017	Percent Change	Airport Revenue 2016	Airport Revenue 2017	Percent Change	Rev/Enplane 2016	Rev/Enplane 2017	Percent Change
News & Gifts	Hudson News & Gifts	\$1,755,898	\$1,765,080	0.52%	\$2.74	\$2.66	-2.84%	\$333,333	\$333,333	0.00%	\$0.52	\$0.50	-3.35%
Food & Beverage	Host, OHM Group, Vino Volo	\$4,049,141	\$4,205,051	3.85%	\$6.31	\$6.33	0.37%	\$504,208	\$527,508	4.62%	\$0.786	\$0.795	1.12%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$10,895,551	\$10,897,781	0.02%	\$16.98	\$16.42	-3.33%	\$1,089,555	\$1,089,778	0.02%	\$1.70	\$1.64	-3.33%
Specialty Retail	Tech on the Go	\$119,910	\$154,203	28.60%	\$0.19	\$0.23	24.29%	\$31,250	\$31,250	0.00%	\$0.049	\$0.047	-3.35%
Advertising	Clear Channel	\$108,685	\$130,252	19.84%	\$0.17	\$0.20	15.83%	\$60,417	\$72,094	19.33%	\$0.09	\$0.11	15.33%
Vending	Avendco	\$26,727	\$30,281	13.30%	\$0.04	\$0.05	9.50%	\$13,898	\$15,746	13.30%	\$0.022	\$0.024	9.50%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$13,404	\$12,372	-7.70%	\$0.021	\$0.019	-10.79%	\$7,508	\$6,966	-7.23%	\$0.012	\$0.010	-10.33%
Wireless Internet	Concourse Communications	\$24,620	\$39,345	59.81%	\$0.04	\$0.06	54.46%	\$12,500	\$15,137	21.09%	\$0.019	\$0.023	17.04%
Ground Transportation	Best Transportation	\$104,174	\$99,841	-4.16%	\$0.16	\$0.15	• -7.37%	\$10,417	\$9,984	-4.16%	\$0.016	\$0.015	-7.37%
Luggage Carts	Flight Services & Systems	\$14,575	\$13,730	-5.79%	\$0.023	\$0.021	-8.95%	\$1,673	\$2,413	44.25%	\$0.003	\$0.004	39.42%
Taxi Cabs	Taxi Fees)	, O.			\$29,805	\$113,535	280.93%	\$0.05	\$0.17	268.17%
Parking	Super Park	\$2,891,344	\$3,029,889	4.79%	\$4.51	\$4.56	1.28%	\$2,048,543	\$2,071,357	1.11%	\$3.19	\$3.12	-2.27%
Monthly Airport Totals		\$20,004,030	\$20,377,826	1.87%	\$31.18	\$30.70	-1.54%	\$4,143,107	\$4,289,100	3.52%	\$6.457	\$6.461	0.06%

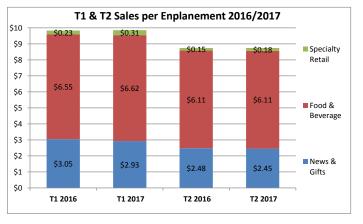
Notes
Airport Revenue is the Airport's unaudited share of the reported Gross Sales.

St. Louis Lambert International Airport® Monthly Concession Sales and Airport Revenue May 2016/2017 Comparison Summary

Concession Sales by Location	Gross Sales 2016	Gross Sales 2017	Percent Change	Sales/Enplane 2016	Sales/Enplane 2017	Percent Change
	2010	2017	Change	2010	2017	Change
A Concourse			143,356 142,336		-0.71%	
News & Gifts	\$354,628	\$319,483	-9.91%	\$2.47	\$2.24	-9.26%
Food & Beverage	\$867,798	\$877,484	1.12%	\$6.05	\$6.16	1.84%
Specialty Retail	\$34,838	\$43,304	24.30%	\$0.24	\$0.30	25.19%
Totals	\$1,257,264	\$1,240,271	-1.35%	\$8.77	\$8.71	-0.64%
C Concourse		148,439		146,551	-1.27%	
News & Gifts	\$446,006	\$434,455	-2.59%	\$3.00	\$2.96	-1.34%
Food & Beverage	\$858,225	\$856,059	-0.25%	\$5.78	\$5.84	1.03%
Specialty Retail	\$30,951	\$45,265	46.24%	\$0.21	\$0.31	48.13%
Totals	\$1,335,183	\$1,335,778	0.04%	\$8.99	\$9.11	1.33%
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Terminal 1 Pre-Security				291,795	288,887	-1.00%
News & Gifts	\$88,408	\$91,061	3.00%	\$0.30	\$0.32	4.04%
Food & Beverage	\$186,508	\$179,461	-3.78%	\$0.64	\$0.62	-2.81%
Totals		\$270,521	#DIV/0!	\$0.94	\$0.94	-0.61%
Terminal 1 Total				291,795 288,887		-1.00%
News & Gifts	\$889,043	\$844,999	-4.95%	\$3.05	\$2.93	-4.00%
Food & Beverage	\$1,912,532	\$1,913,004	0.02%	\$6.55	\$6.62	1.03%
Specialty Retail	\$65,790	\$88,568	34.62%	\$0.23	\$0.31	35.98%
Totals	\$2,867,364	\$2,846,571	-0.73%	\$9.83	\$9.85	0.27%
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Terminal 2			20 (349,819	374,953	7.18%
News & Gifts	\$866,855	\$920,082	6.14%	\$2.48	\$2.45	-0.97%
Food & Beverage	\$2,136,610	\$2,292,048	7.27%	\$6.11	\$6.11	0.08%
Specialty Retail	\$54,120	\$65,635	21.28%	\$0.15	\$0.18	13.15%
Totals	\$3,057,586	\$3,277,764	7.20%	\$8.74	\$8.74	0.02%

Notes





Ryan Stoffel
Airport Properties Supervisor
6/23/2017