

Lambert - St. Louis International Airport®
Monthly Concession Sales and Airport Revenue
May 2015/2016 Comparison Summary

Enplanements	May 2015	May 2016	% Change
	577,424	641,614	11.12%

Concessions		Gross Sales 2015	Gross Sales 2016	Percent Change	Sales/Enplane 2015	Sales/Enplane 2016	Percent Change	Airport Revenue 2015	Airport Revenue 2016	Percent Change	Rev/Enplane 2015	Rev/Enplane 2016	Percent Change
News & Gifts	Hudson News & Gifts	\$1,597,725	\$1,755,898	9.90%	\$2.77	\$2.74	-1.10%	\$333,333	\$333,333	0.00%	\$0.58	\$0.52	-10.00%
Food & Beverage	Host, OHM Group, Vino Volo	\$3,572,128	\$4,049,141	13.35%	\$6.19	\$6.31	2.01%	\$447,907	\$504,208	12.57%	\$0.78	\$0.79	1.31%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$10,795,975	\$10,895,551	0.92%	\$18.70	\$16.98	-9.17%	\$1,079,598	\$1,089,555	0.92%	\$1.87	\$1.70	-9.17%
Specialty Retail	Tech on the Go	\$199,258	\$119,910	-39.82%	\$0.35	\$0.19	-45.84%	\$23,911	\$31,250	30.69%	\$0.04	\$0.05	17.62%
Advertising	Clear Channel	\$113,566	\$108,685	-4.30%	\$0.20	\$0.17	-13.87%	\$68,388	\$60,417	-11.66%	\$0.12	\$0.09	-20.49%
Vending	Avendco	\$22,410	\$26,727	19.26%	\$0.04	\$0.04	7.33%	\$12,688	\$13,898	9.54%	\$0.02	\$0.02	-1.42%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$15,006	\$13,404	-10.68%	\$0.03	\$0.02	-19.61%	\$8,466	\$7,508	-11.31%	\$0.01	\$0.01	-20.18%
Wireless Internet	Concourse Communications	\$15,124	\$24,620	62.79%	\$0.03	\$0.04	46.51%	\$9,167	\$12,500	36.36%	\$0.02	\$0.02	22.72%
Ground Transportation	Best Transportation	\$124,084	\$104,174	-16.05%	\$0.21	\$0.16	-24.44%	\$12,408	\$10,417	-16.04%	\$0.02	\$0.02	-24.44%
Luggage Carts	Flight Services & Systems	\$11,515	\$14,575	26.57%	\$0.02	\$0.02	13.91%	\$755	\$1,673	121.67%	\$0.00	\$0.00	99.49%
Taxi Cabs	Taxi Fees							\$66,379	\$29,805	-55.10%	\$0.11	\$0.05	-59.59%
Parking	Super Park	\$2,508,089	\$2,891,344	15.28%	\$4.34	\$4.51	3.75%	\$1,130,244	\$2,048,543	81.25%	\$1.96	\$3.19	63.11%
Monthly Airport Totals		\$18,974,880	\$20,004,030	5.42%	\$32.86	\$31.18	-5.12%	\$3,193,242	\$4,143,107	29.75%	\$5.53	\$6.46	16.77%

Notes

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

Food & Beverage 2016 includes new Vino Volo as of 12/19/2015.

Specialty Retail - Tech on the Go replaced Bookmark-InMotion beginning 12/1/2015.

Wireless Internet - Airport receiving additional DAS MAG as of 1/1/2016.

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Concession Sales by Location	Gross Sales 2015	Gross Sales 2016	Percent Change	Sales/Enplane 2015	Sales/Enplane 2016	Percent Change
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A Concourse				136,777	143,356	4.81%
News & Gifts	\$312,375	\$354,628	13.53%	\$2.28	\$2.47	8.32%
Food & Beverage	\$783,819	\$867,798	10.71%	\$5.73	\$6.05	5.63%
Specialty Retail	\$55,769	\$34,838	-37.53%	\$0.41	\$0.24	-40.40%
Totals	\$1,151,962	\$1,257,264	9.14%	\$8.42	\$8.77	4.13%

C Concourse				143,110	148,439	3.72%
News & Gifts	\$438,477	\$446,006	1.72%	\$3.06	\$3.00	-1.93%
Food & Beverage	\$798,951	\$858,225	7.42%	\$5.58	\$5.78	3.56%
Specialty Retail	\$64,457	\$30,951	-51.98%	\$0.45	\$0.21	-53.70%
Totals	\$1,301,884	\$1,335,183	2.56%	\$9.10	\$8.99	-1.12%

Terminal 1 Pre-Security				279,887	291,795	4.25%
News & Gifts	\$95,017	\$88,408	-6.96%	\$0.34	\$0.30	-10.75%
Food & Beverage	\$194,325	\$186,508	-4.02%	\$0.69	\$0.64	-7.94%
Totals	\$289,343	\$274,916	-4.99%	\$1.03	\$0.94	-8.86%

Terminal 1 Total				279,887	291,795	4.25%
News & Gifts	\$845,869	\$889,043	5.10%	\$3.02	\$3.05	0.81%
Food & Beverage	\$1,777,095	\$1,912,532	7.62%	\$6.35	\$6.55	3.23%
Specialty Retail	\$120,226	\$65,790	-45.28%	\$0.43	\$0.23	-47.51%
Totals	\$2,743,190	\$2,867,364	4.53%	\$9.80	\$9.83	0.26%

Terminal 2				297,537	349,819	17.57%
News & Gifts	\$751,856	\$866,855	15.30%	\$2.53	\$2.48	-1.94%
Food & Beverage	\$1,795,033	\$2,136,610	19.03%	\$6.03	\$6.11	1.24%
Specialty Retail	\$79,032	\$54,120	-31.52%	\$0.27	\$0.15	-41.76%
Totals	\$2,625,921	\$3,057,586	16.44%	\$8.83	\$8.74	-0.96%

Notes

Food & Beverage 2016 includes new Vino Volo as of 12/19/2015.

Specialty Retail - Tech on the Go replaced Bookmark-InMotion beginning 12/1/2015.

