

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

Enplanements	June 2015	June 2016	% Change
	583,794	642,348	10.03%

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	\$1,635,592	\$1,745,059	6.69%	\$2.80	\$2.72	-3.03%	\$333,333	\$333,333	0.00%	\$0.57	\$0.52	-9.12%
Food & Beverage	Host, OHM Group, Vino Volo	\$3,759,452	\$4,155,536	10.54%	\$6.44	\$6.47	0.46%	\$470,377	\$516,535	9.81%	\$0.81	\$0.80	-0.20%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$10,068,178	\$10,147,700	0.79%	\$17.25	\$15.80	-8.40%	\$1,006,818	\$1,014,770	0.79%	\$1.72	\$1.58	-8.40%
Specialty Retail	Tech on the Go	\$212,476	\$115,369	-45.70%	\$0.36	\$0.18	-50.65%	\$25,497	\$31,250	22.56%	\$0.04	\$0.05	11.39%
Advertising	Clear Channel	\$114,065	\$116,193	1.87%	\$0.20	\$0.18	-7.42%	\$68,108	\$60,417	-11.29%	\$0.12	\$0.09	-19.38%
Vending	Avendco	\$24,699	\$28,662	16.05%	\$0.04	\$0.04	5.47%	\$12,843	\$14,904	16.05%	\$0.02	\$0.02	5.47%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$13,984	\$13,059	-6.62%	\$0.02	\$0.02	-15.13%	\$7,786	\$7,353	-5.56%	\$0.01	\$0.01	-14.17%
Wireless Internet	Concourse Communications	\$16,429	\$26,195	59.44%	\$0.03	\$0.04	44.91%	\$9,167	\$12,500	36.36%	\$0.02	\$0.02	23.93%
Ground Transportation	Best Transportation	\$124,775	\$142,157	13.93%	\$0.21	\$0.22	3.54%	\$12,477	\$14,216	13.94%	\$0.02	\$0.02	3.55%
Luggage Carts	Flight Services & Systems	\$12,925	\$15,830	22.48%	\$0.02	\$0.02	11.31%	\$1,178	\$2,049	74.01%	\$0.00	\$0.00	58.15%
Taxi Cabs	Taxi Fees							\$67,591	\$120,125	77.72%	\$0.12	\$0.19	61.52%
Parking	Super Park	\$2,949,304	\$2,776,814	-5.85%	\$5.05	\$4.32	-14.43%	\$1,563,714	\$537,865	-65.60%	\$2.68	\$0.84	-68.74%
Monthly Airport Totals		\$18,931,880	\$19,282,574	1.85%	\$32.43	\$30.02	-7.43%	\$3,578,888	\$2,665,317	-25.53%	\$6.13	\$4.15	-32.32%

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.

Parking - Airport Revenue is down due to \$1.2M capital expenditure.

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Concession Sales by Location	Gross Sales 2015	Gross Sales 2016	Percent Change	Sales/Enplane 2015	Sales/Enplane 2016	Percent Change
A Concourse				144,504	144,626	0.08%
News & Gifts	\$348,669	\$365,040	4.70%	\$2.41	\$2.52	4.61%
Food & Beverage	\$850,555	\$894,849	5.21%	\$5.89	\$6.19	5.12%
Specialty Retail	\$68,974	\$29,101	-57.81%	\$0.48	\$0.20	-57.84%
Totals	\$1,268,197	\$1,288,989	1.64%	\$8.78	\$8.91	1.55%
C Concourse				137,917	141,580	2.66%
News & Gifts	\$424,615	\$440,973	3.85%	\$3.08	\$3.11	1.17%
Food & Beverage	\$800,148	\$866,213	8.26%	\$5.80	\$6.12	5.46%
Specialty Retail	\$66,944	\$30,757	-54.05%	\$0.49	\$0.22	-55.24%
Totals	\$1,291,706	\$1,337,944	3.58%	\$9.37	\$9.45	0.90%
Terminal 1 Pre-Security				282,421	286,206	1.34%
News & Gifts	\$90,256	\$84,816	-6.03%	\$0.32	\$0.30	-7.27%
Food & Beverage	\$218,325	\$203,563	-6.76%	\$0.77	\$0.71	-7.99%
Totals	\$308,581	\$288,379	-6.55%	\$1.09	\$1.01	-7.78%
Terminal 1 Total				282,421	286,206	1.34%
News & Gifts	\$863,540	\$890,829	3.16%	\$3.06	\$3.11	1.80%
Food & Beverage	\$1,869,027	\$1,964,625	5.11%	\$6.62	\$6.86	3.72%
Specialty Retail	\$135,918	\$59,858	-55.96%	\$0.48	\$0.21	-56.54%
Totals	\$2,868,484	\$2,915,311	1.63%	\$10.16	\$10.19	0.29%
Terminal 2				301,373	356,142	18.17%
News & Gifts	\$772,053	\$854,231	10.64%	\$2.56	\$2.40	-6.37%
Food & Beverage	\$1,890,425	\$2,190,911	15.90%	\$6.27	\$6.15	-1.93%
Specialty Retail	\$76,558	\$55,511	-27.49%	\$0.25	\$0.16	-38.64%
Totals	\$2,739,036	\$3,100,652	13.20%	\$9.09	\$8.71	-4.21%

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.

