

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

Enplanements	July 2015	July 2016	% Change
	604,577	644,116	6.54%

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	\$1,685,424	\$1,771,300	5.10%	\$2.79	\$2.75	-1.36%	\$333,333	\$333,333	0.00%	\$0.55	\$0.52	-6.14%
Food & Beverage	Host, OHM Group, Vino Volo	\$3,798,768	\$4,127,049	8.64%	\$6.28	\$6.41	1.97%	\$473,078	\$511,361	8.09%	\$0.78	\$0.79	1.46%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$10,884,594	\$10,375,185	-4.68%	\$18.00	\$16.11	-10.53%	\$1,088,459	\$968,657	-11.01%	\$1.80	\$1.50	-16.47%
Specialty Retail	Tech on the Go	\$194,050	\$115,740	-40.36%	\$0.32	\$0.18	-44.02%	\$23,286	\$31,250	34.20%	\$0.04	\$0.05	25.96%
Advertising	Clear Channel	\$137,213	\$110,779	-19.26%	\$0.23	\$0.17	-24.22%	\$73,267	\$60,417	-17.54%	\$0.12	\$0.09	-22.60%
Vending	Avendco	\$25,677	\$29,722	15.75%	\$0.04	\$0.05	8.65%	\$13,352	\$15,455	15.75%	\$0.02	\$0.02	8.65%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$14,553	\$13,329	-8.41%	\$0.02	\$0.02	-14.03%	\$8,195	\$7,499	-8.49%	\$0.01	\$0.01	-14.11%
Wireless Internet	Concourse Communications	\$21,734	\$30,876	42.07%	\$0.04	\$0.05	33.34%	\$9,167	\$12,500	36.36%	\$0.02	\$0.02	27.99%
Ground Transportation	Best Transportation	\$164,328	\$172,896	5.21%	\$0.27	\$0.27	-1.24%	\$16,433	\$17,290	5.21%	\$0.03	\$0.03	-1.25%
Luggage Carts	Flight Services & Systems	\$17,335	\$17,265	-0.40%	\$0.03	\$0.03	-6.52%	\$2,501	\$2,480	-0.84%	\$0.00	\$0.00	-6.93%
Taxi Cabs	Taxi Fees							\$74,430	\$95,365	28.13%	\$0.12	\$0.15	20.26%
Parking	Super Park	\$2,628,669	\$2,564,689	-2.43%	\$4.35	\$3.98	-8.42%	\$855,951	\$1,518,860	77.45%	\$1.42	\$2.36	66.55%
Monthly Airport Totals		\$19,572,344	\$19,328,831	-1.24%	\$32.37	\$30.01	-7.31%	\$2,971,452	\$3,574,466	20.29%	\$4.91	\$5.55	12.91%

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 2015 was low due to an \$800,000 capital expenditure.
Car Rental - Airport Revenue 2016 is low due to taking credits on annual audits.

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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				147,686	146,620	-0.72%
News & Gifts	\$345,357	\$360,918	4.51%	\$2.34	\$2.46	5.27%
Food & Beverage	\$808,808	\$861,210	6.48%	\$5.48	\$5.87	7.25%
Specialty Retail	\$56,331	\$31,077	-44.83%	\$0.38	\$0.21	-44.43%
Totals	\$1,210,497	\$1,253,205	3.53%	\$8.20	\$8.55	4.28%

C Concourse				141,684	147,938	4.41%
News & Gifts	\$439,904	\$450,775	2.47%	\$3.10	\$3.05	-1.86%
Food & Beverage	\$806,083	\$867,202	7.58%	\$5.69	\$5.86	3.03%
Specialty Retail	\$56,352	\$32,747	-41.89%	\$0.40	\$0.22	-44.35%
Totals	\$1,302,340	\$1,350,723	3.72%	\$9.19	\$9.13	-0.67%

Terminal 1 Pre-Security				289,370	294,558	1.79%
News & Gifts	\$94,230	\$80,718	-14.34%	\$0.33	\$0.27	-15.85%
Food & Beverage	\$233,226	\$191,682	-17.81%	\$0.81	\$0.65	-19.26%
Totals	\$327,456	\$272,400	-16.81%	\$1.13	\$0.92	-18.28%

Terminal 1 Total				289,370	294,558	1.79%
News & Gifts	\$879,491	\$892,410	1.47%	\$3.04	\$3.03	-0.32%
Food & Beverage	\$1,848,118	\$1,920,094	3.89%	\$6.39	\$6.52	2.06%
Specialty Retail	\$112,684	\$63,824	-43.36%	\$0.39	\$0.22	-44.36%
Totals	\$2,840,293	\$2,876,328	1.27%	\$9.82	\$9.76	-0.51%

Terminal 2				315,207	349,558	10.90%
News & Gifts	\$805,933	\$878,890	9.05%	\$2.56	\$2.51	-1.66%
Food & Beverage	\$1,950,650	\$2,206,956	13.14%	\$6.19	\$6.31	2.02%
Specialty Retail	\$81,366	\$51,916	-36.19%	\$0.26	\$0.15	-42.46%
Totals	\$2,837,948	\$3,137,762	10.56%	\$9.00	\$8.98	-0.30%

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.

