

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

Enplanements	November 2015	November 2016	% Change
	532,118	592,955	11.43%

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	\$1,323,771	\$1,407,994	6.36%	\$2.49	\$2.37	-4.55%	\$333,333	\$333,333	0.00%	\$0.63	\$0.56	-10.26%
Food & Beverage	Host, OHM Group, Vino Volo	\$3,321,652	\$3,714,266	11.82%	\$6.24	\$6.26	0.35%	\$370,969	\$414,670	11.78%	\$0.697	\$0.699	0.31%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$9,181,078	\$8,651,540	-5.77%	\$17.25	\$14.59	-15.44%	\$920,016	\$903,264	-1.82%	\$1.73	\$1.52	-11.89%
Specialty Retail	Tech on the Go	\$73,650	\$115,101	56.28%	\$0.14	\$0.19	40.25%	\$12,083	\$31,250	158.62%	\$0.02	\$0.05	132.09%
Advertising	Clear Channel	\$132,603	\$139,309	5.06%	\$0.25	\$0.23	-5.72%	\$73,037	\$75,718	3.67%	\$0.14	\$0.13	-6.97%
Vending	Avendco	\$24,588	\$25,737	4.68%	\$0.05	\$0.04	-6.06%	\$12,786	\$13,383	4.68%	\$0.024	\$0.023	-6.06%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$12,543	\$12,069	-3.78%	\$0.024	\$0.020	-13.65%	\$7,034	\$6,788	-3.50%	\$0.013	\$0.011	-13.40%
Wireless Internet	Concourse Communications	\$13,981	\$44,022	214.87%	\$0.03	\$0.07	182.57%	\$9,167	\$12,500	36.36%	\$0.017	\$0.021	22.37%
Ground Transportation	Best Transportation	\$91,584	\$83,918	-8.37%	\$0.17	\$0.14	-17.77%	\$9,158	\$8,392	-8.37%	\$0.02	\$0.01	-17.77%
Luggage Carts	Flight Services & Systems	\$14,240	\$12,280	-13.76%	\$0.03	\$0.02	-22.61%	\$1,572	\$984	-37.40%	\$0.003	\$0.002	-43.83%
Taxi Cabs	Taxi Fees							\$60,960	\$118,056	93.66%	\$0.11	\$0.20	73.79%
Parking	Super Park	\$2,470,466	\$2,679,437	8.46%	\$4.64	\$4.52	-2.67%	\$1,799,476	\$1,789,332	-0.56%	\$3.38	\$3.02	-10.77%
Monthly Airport Totals		\$16,660,156	\$16,885,672	1.35%	\$31.31	\$28.48	-9.05%	\$3,609,591	\$3,707,669	2.72%	\$6.78	\$6.25	-7.82%

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.
Specialty Retail - Gross Sales 2015 are low due to Bookmark - InMotion closing early.
Wireless Internet - Airport receiving additional DAS MAG as of 1/1/2016.

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

Concession Sales by Location	Gross Sales 2015	Gross Sales 2016	Percent Change	Sales/Enplane 2015	Sales/Enplane 2016	Percent Change
A Concourse				130,752	131,801	0.80%
News & Gifts	\$288,535	\$286,941	-0.55%	\$2.21	\$2.18	-1.34%
Food & Beverage	\$777,692	\$790,307	1.62%	\$5.95	\$6.00	0.81%
Specialty Retail	\$26,250	\$30,425	15.90%	\$0.20	\$0.23	14.98%
Totals	\$1,092,478	\$1,107,673	1.39%	\$8.36	\$8.40	0.58%
C Concourse				134,400	120,260	-10.52%
News & Gifts	\$354,304	\$332,529	-6.15%	\$2.64	\$2.77	4.89%
Food & Beverage	\$732,004	\$735,365	0.46%	\$5.45	\$6.11	12.27%
Specialty Retail	\$20,131	\$36,433	80.98%	\$0.15	\$0.30	102.25%
Totals	\$1,106,439	\$1,104,326	-0.19%	\$8.23	\$9.18	11.54%
Terminal 1 Pre-Security				265,152	252,061	-4.94%
News & Gifts	\$70,676	\$62,825	-11.11%	\$0.27	\$0.25	-6.49%
Food & Beverage	\$173,769	\$170,374	-1.95%	\$0.66	\$0.68	3.14%
Totals	\$244,444	\$233,199	-4.60%	\$0.92	\$0.93	0.35%
Terminal 1 Total				265,152	252,061	-4.94%
News & Gifts	\$713,515	\$682,294	-4.38%	\$2.69	\$2.71	0.59%
Food & Beverage	\$1,683,465	\$1,696,046	0.75%	\$6.35	\$6.73	5.98%
Specialty Retail	\$46,381	\$66,857	44.15%	\$0.17	\$0.27	51.63%
Totals	\$2,443,361	\$2,445,198	0.08%	\$9.21	\$9.70	5.27%
Terminal 2				266,966	340,894	27.69%
News & Gifts	\$610,256	\$725,699	18.92%	\$2.29	\$2.13	-6.87%
Food & Beverage	\$1,638,188	\$2,018,220	23.20%	\$6.14	\$5.92	-3.52%
Specialty Retail	\$27,269	\$48,243	76.92%	\$0.10	\$0.14	38.55%
Totals	\$2,275,713	\$2,792,163	22.69%	\$8.52	\$8.19	-3.91%

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.

