

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

Enplanements	December 2015	December 2016	% Change
	525,709	584,884	11.26%

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	\$1,320,825	\$1,406,025	6.45%	\$2.51	\$2.40	-4.32%	\$333,333	\$333,333	0.00%	\$0.63	\$0.57	-10.12%
Food & Beverage	Host, OHM Group, Vino Volo	\$3,407,974	\$3,743,309	9.84%	\$6.48	\$6.40	-1.27%	\$390,624	\$434,368	11.20%	\$0.74	\$0.74	-0.05%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$8,409,514	\$7,803,871	-7.20%	\$16.00	\$13.34	-16.59%	\$854,096	\$870,210	1.89%	\$1.62	\$1.49	-8.42%
Specialty Retail	Tech on the Go	\$101,593	\$128,389	26.38%	\$0.19	\$0.22	13.59%	\$31,250	\$31,250	0.00%	\$0.06	\$0.05	-10.12%
Advertising	Clear Channel	\$116,798	\$165,925	42.06%	\$0.22	\$0.28	27.69%	\$64,292	\$87,124	35.51%	\$0.12	\$0.15	21.80%
Vending	Avendco	\$27,004	\$28,787	6.60%	\$0.05	\$0.05	-4.18%	\$14,042	\$14,969	6.60%	\$0.03	\$0.03	-4.18%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$12,738	\$11,997	-5.82%	\$0.02	\$0.02	-15.35%	\$7,154	\$6,751	-5.64%	\$0.01	\$0.01	-15.18%
Wireless Internet	Concourse Communications	\$29,995	\$52,354	74.54%	\$0.06	\$0.09	56.88%	\$9,167	\$12,500	36.36%	\$0.02	\$0.02	22.57%
Ground Transportation	Best Transportation	\$54,684	\$37,130	-32.10%	\$0.10	\$0.06	-38.97%	\$6,667	\$6,917	3.75%	\$0.01	\$0.01	-6.75%
Luggage Carts	Flight Services & Systems / Smarte Carte	\$16,075	\$13,053	-18.80%	\$0.03	\$0.02	-27.01%	\$2,123	\$2,067	-2.61%	\$0.00	\$0.00	-12.47%
Taxi Cabs	Taxi Fees							\$66,454	\$112,510	69.31%	\$0.13	\$0.19	52.18%
Parking	Super Park	\$2,468,224	\$2,355,974	-4.55%	\$4.70	\$4.03	-14.21%	\$1,402,485	\$1,467,931	4.67%	\$2.67	\$2.51	-5.92%
<b>Monthly Airport Totals</b>		<b>\$15,965,425</b>	<b>\$15,746,815</b>	<b>-1.37%</b>	<b>\$30.37</b>	<b>\$26.92</b>	<b>-11.35%</b>	<b>\$3,181,685</b>	<b>\$3,379,930</b>	<b>6.23%</b>	<b>\$6.05</b>	<b>\$5.78</b>	<b>-\$0.05</b>

**Notes**

Airport Revenue is the Airport's unaudited share of the reported Gross Sales.  
Wireless Internet - Airport receiving additional DAS MAG as of 1/1/2016.  
Smarte Carte replaced FSS as the Luggage Cart Concessionaire 12/1/2016.

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Concession Sales by Location	Gross Sales 2015	Gross Sales 2016	Percent Change	Sales/Enplane 2015	Sales/Enplane 2016	Percent Change
<b>A Concourse</b>				119,669	120,285	0.51%
News & Gifts	\$257,175	\$266,613	3.67%	\$2.15	\$2.22	3.14%
Food & Beverage	\$723,905	\$747,148	3.21%	\$6.05	\$6.21	2.68%
Specialty Retail	\$27,501	\$31,359	14.03%	\$0.23	\$0.26	13.45%
Totals	\$1,008,580	\$1,045,121	3.62%	\$8.43	\$8.69	3.09%
<b>C Concourse</b>				130,234	128,201	-1.56%
News & Gifts	\$344,035	\$352,121	2.35%	\$2.64	\$2.75	3.97%
Food & Beverage	\$738,156	\$773,405	4.78%	\$5.67	\$6.03	6.44%
Specialty Retail	\$27,530	\$38,332	39.24%	\$0.21	\$0.30	41.44%
Totals	\$1,109,721	\$1,163,858	4.88%	\$8.52	\$9.08	6.54%
<b>Terminal 1 Pre-Security</b>				249,903	248,486	-0.57%
News & Gifts	\$90,803	\$79,150	-12.83%	\$0.36	\$0.32	-12.34%
Food & Beverage	\$208,355	\$210,904	1.22%	\$0.83	\$0.85	1.80%
Totals	\$299,158	\$290,054	-3.04%	\$1.20	\$1.17	-2.49%
<b>Terminal 1 Total</b>				249,903	248,486	-0.57%
News & Gifts	\$692,013	\$697,884	0.85%	\$2.77	\$2.81	1.42%
Food & Beverage	\$1,670,415	\$1,731,458	3.65%	\$6.68	\$6.97	4.25%
Specialty Retail	\$55,030	\$69,691	26.64%	\$0.22	\$0.28	27.36%
Totals	\$2,417,459	\$2,499,033	3.37%	\$9.67	\$10.06	3.96%
<b>Terminal 2</b>				275,806	336,398	21.97%
News & Gifts	\$628,812	\$708,142	12.62%	\$2.28	\$2.11	-7.67%
Food & Beverage	\$1,737,559	\$2,011,851	15.79%	\$6.30	\$5.98	-5.07%
Specialty Retail	\$46,563	\$58,698	26.06%	\$0.17	\$0.17	3.36%
Totals	\$2,412,934	\$2,778,691	15.16%	\$8.75	\$8.26	-5.58%

Notes

