

**St. Louis Lambert International Airport®**  
**Monthly Concession Sales and Airport Revenue**  
**June 2016/2017 Comparison Summary**

Enplanements	June 2016	June 2017	% Change
	645,824	678,902	5.12%

Concessions		Gross Sales 2016	Gross Sales 2017	Percent Change	Sales/Enplane 2016	Sales/Enplane 2017	Percent Change	Airport Revenue 2016	Airport Revenue 2017	Percent Change	Rev/Enplane 2016	Rev/Enplane 2017	Percent Change
News & Gifts	Hudson News & Gifts	\$1,745,059	\$1,858,907	6.52%	\$2.70	\$2.74	1.33%	\$333,333	\$333,333	0.00%	\$0.52	\$0.49	-4.87%
Food & Beverage	Host, OHM Group, Vino Volo	\$4,155,536	\$4,374,131	5.26%	\$6.43	\$6.44	0.13%	\$516,535	\$546,755	5.85%	\$0.80	\$0.81	0.69%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$10,147,700	\$11,126,715	9.65%	\$15.71	\$16.39	4.31%	\$1,014,770	\$1,112,672	9.65%	\$1.57	\$1.64	4.31%
Specialty Retail	Tech on the Go	\$115,369	\$166,839	44.61%	\$0.18	\$0.25	37.57%	\$31,250	\$31,250	0.00%	\$0.048	\$0.046	-4.87%
Advertising	Clear Channel	\$116,193	\$209,704	80.48%	\$0.18	\$0.31	71.69%	\$60,417	\$120,001	98.62%	\$0.09	\$0.18	88.95%
Vending	Avendco	\$28,662	\$30,524	6.50%	\$0.044	\$0.045	1.31%	\$14,904	\$15,873	6.50%	\$0.0231	\$0.0234	1.31%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$13,059	\$11,766	-9.90%	\$0.020	\$0.017	-14.29%	\$7,353	\$6,646	-9.61%	\$0.011	\$0.010	-14.01%
Wireless Internet	Concourse Communications	\$26,195	\$77,241	194.87%	\$0.04	\$0.11	180.50%	\$12,500	\$26,506	112.04%	\$0.02	\$0.04	101.71%
Ground Transportation	Best Transportation	\$142,157	\$118,286	-16.79%	\$0.22	\$0.17	-20.85%	\$14,216	\$11,829	-16.79%	\$0.022	\$0.017	-20.85%
Luggage Carts	Smarte Carte	\$15,830	\$15,397	-2.74%	\$0.025	\$0.023	-7.48%	\$2,049	\$3,262	59.22%	\$0.003	\$0.005	51.46%
Taxi Cabs	Taxi Fees							\$120,125	\$113,249	-5.72%	\$0.19	\$0.17	-10.32%
Parking	Super Park	\$2,776,814	\$2,809,136	1.16%	\$4.30	\$4.14	-3.76%	\$537,865	\$1,085,666	101.85%	\$0.83	\$1.60	92.01%
<b>Monthly Airport Totals</b>		<b>\$19,282,574</b>	<b>\$20,798,646</b>	<b>7.86%</b>	<b>\$29.86</b>	<b>\$30.64</b>	<b>2.61%</b>	<b>\$2,665,317</b>	<b>\$3,407,042</b>	<b>27.83%</b>	<b>\$4.13</b>	<b>\$5.02</b>	<b>21.60%</b>

**Notes**

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

Display Advertising large increase is due to CNN subcontract catch-up payment of ~\$84,000.

Wireless Internet large increase is due to AT&T offloading cellular data onto the wi-fi system, resulting in additional revenue.

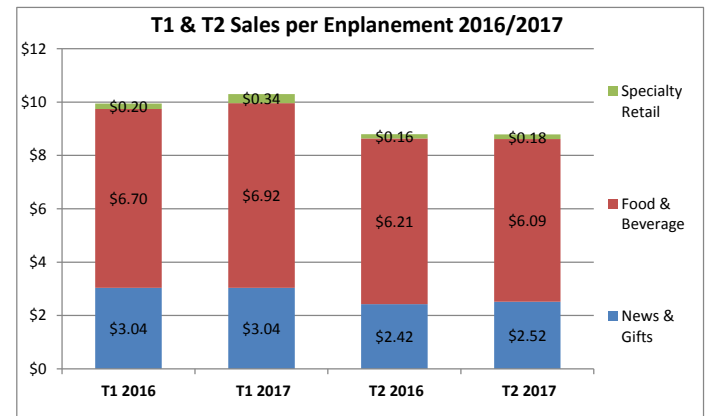
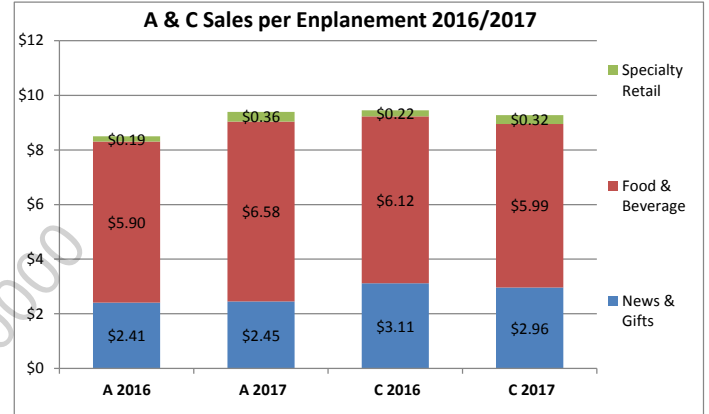
Parking Airport Revenue 2016 included a Capital Expenditure of ~\$1.28M, 2017 includes a Capital Expenditure of ~\$867K.

Ryan Stoffel  
Airport Properties Supervisor  
7/27/2017

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Concession Sales by Location	Gross Sales 2016	Gross Sales 2017	Percent Change	Sales/Enplane 2016	Sales/Enplane 2017	Percent Change
<b>A Concourse</b>				151,689	139,881	-7.78%
News & Gifts	\$365,040	\$343,100	-6.01%	\$2.41	\$2.45	1.92%
Food & Beverage	\$894,849	\$920,891	2.91%	\$5.90	\$6.58	11.60%
Specialty Retail	\$29,101	\$49,797	71.12%	\$0.19	\$0.36	85.56%
<b>Totals</b>	<b>\$1,288,989</b>	<b>\$1,313,788</b>	<b>1.92%</b>	<b>\$8.50</b>	<b>\$9.39</b>	<b>10.53%</b>
<b>C Concourse</b>				141,580	146,282	3.32%
News & Gifts	\$440,973	\$433,262	-1.75%	\$3.11	\$2.96	-4.91%
Food & Beverage	\$866,213	\$876,185	1.15%	\$6.12	\$5.99	-2.10%
Specialty Retail	\$30,757	\$47,484	54.38%	\$0.22	\$0.32	49.42%
<b>Totals</b>	<b>\$1,337,944</b>	<b>\$1,356,931</b>	<b>1.42%</b>	<b>\$9.45</b>	<b>\$9.28</b>	<b>-1.84%</b>
<b>Terminal 1 Pre-Security</b>				293,269	286,163	-2.42%
News & Gifts	\$84,816	\$92,957	9.60%	\$0.29	\$0.32	12.32%
Food & Beverage	\$203,563	\$184,113	-9.55%	\$0.69	\$0.64	-7.31%
<b>Totals</b>	<b>\$288,379</b>	<b>\$277,070</b>	<b>-3.92%</b>	<b>\$0.98</b>	<b>\$0.97</b>	<b>-1.54%</b>
<b>Terminal 1 Total</b>				293,269	286,163	-2.42%
News & Gifts	\$890,829	\$869,319	-2.41%	\$3.04	\$3.04	0.01%
Food & Beverage	\$1,964,625	\$1,981,189	0.84%	\$6.70	\$6.92	3.35%
Specialty Retail	\$59,858	\$97,281	62.52%	\$0.20	\$0.34	66.56%
<b>Totals</b>	<b>\$2,915,311</b>	<b>\$2,947,788</b>	<b>1.11%</b>	<b>\$9.94</b>	<b>\$10.30</b>	<b>3.62%</b>
<b>Terminal 2</b>				352,555	392,739	11.40%
News & Gifts	\$854,231	\$989,588	15.85%	\$2.42	\$2.52	3.99%
Food & Beverage	\$2,190,911	\$2,392,943	9.22%	\$6.21	\$6.09	-1.95%
Specialty Retail	\$55,511	\$69,558	25.31%	\$0.16	\$0.18	12.48%
<b>Totals</b>	<b>\$3,100,652</b>	<b>\$3,452,089</b>	<b>11.33%</b>	<b>\$8.79</b>	<b>\$8.79</b>	<b>-0.06%</b>

Notes



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