

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

Enplanements	January 2016	January 2017	% Change
	480,417	505,421	5.20%

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	\$1,125,956	\$1,178,628	4.68%	\$2.34	\$2.33	-0.50%	\$333,333	\$333,333	0.00%	\$0.69	\$0.66	-4.95%
Food & Beverage	Host, OHM Group, Vino Volo	\$3,054,779	\$3,352,800	9.76%	\$6.36	\$6.63	4.33%	\$358,775	\$395,734	10.30%	\$0.75	\$0.78	4.84%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$7,128,016	\$6,483,074	-9.05%	\$14.84	\$12.83	-13.55%	\$817,335	\$810,587	-0.83%	\$1.70	\$1.60	-5.73%
Specialty Retail	Tech on the Go	\$91,238	\$96,868	6.17%	\$0.190	\$0.192	0.92%	\$31,250	\$31,250	0.00%	\$0.07	\$0.06	-4.95%
Advertising	Clear Channel	\$97,481	\$132,901	36.34%	\$0.20	\$0.26	29.59%	\$60,417	\$71,786	18.82%	\$0.13	\$0.14	12.94%
Vending	Avendco	\$20,421	\$24,178	18.40%	\$0.04	\$0.05	12.54%	\$12,688	\$12,572	-0.91%	\$0.03	\$0.02	-5.81%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$11,970	\$11,664	-2.56%	\$0.025	\$0.023	-7.38%	\$6,735	\$6,565	-2.52%	\$0.014	\$0.013	-7.35%
Wireless Internet	Concourse Communications	\$18,294	\$38,583	110.90%	\$0.04	\$0.08	100.47%	\$12,500	\$12,500	0.00%	\$0.03	\$0.02	-4.95%
Ground Transportation	Best Transportation	\$73,531	\$62,243	-15.35%	\$0.15	\$0.12	-19.54%	\$7,353	\$7,167	-2.54%	\$0.02	\$0.01	-7.36%
Luggage Carts	Flight Services & Systems	\$14,975	\$13,370	-10.72%	\$0.031	\$0.026	-15.14%	\$1,793	\$2,228	24.32%	\$0.0037	\$0.0044	18.17%
Taxi Cabs	Taxi Fees							\$47,434	\$84,465	78.07%	\$0.10	\$0.17	69.26%
Parking	Super Park	\$2,238,431	\$2,557,792	14.27%	\$4.66	\$5.06	8.61%	\$1,373,143	\$1,649,295	20.11%	\$2.86	\$3.26	14.17%
Monthly Airport Totals		\$13,875,091	\$13,952,101	0.56%	\$28.88	\$27.60	-4.42%	\$3,062,754	\$3,417,482	11.58%	\$6.38	\$6.76	6.06%

Notes

Airport Revenue is the Airport's unaudited share of the reported Gross Sales.
 Wifi Gross Sales is up due to Roaming Revenue increases.

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

Concession Sales by Location	Gross Sales 2016	Gross Sales 2017	Percent Change	Sales/Enplane 2016	Sales/Enplane 2017	Percent Change
A Concourse				105,545	99,592	-5.64%
News & Gifts	\$223,298	\$226,710	1.53%	\$2.12	\$2.28	7.60%
Food & Beverage	\$638,224	\$683,641	7.12%	\$6.05	\$6.86	13.52%
Specialty Retail	\$23,433	\$22,382	-4.49%	\$0.22	\$0.22	1.22%
Totals	\$884,955	\$932,733	5.40%	\$8.38	\$9.37	11.70%
C Concourse				123,246	121,153	-1.70%
News & Gifts	\$305,608	\$304,435	-0.38%	\$2.48	\$2.51	1.34%
Food & Beverage	\$681,944	\$707,212	3.71%	\$5.53	\$5.84	5.50%
Specialty Retail	\$24,436	\$29,745	21.72%	\$0.20	\$0.25	23.83%
Totals	\$1,011,989	\$1,041,392	2.91%	\$8.21	\$8.60	4.68%
Terminal 1 Pre-Security				228,791	220,745	-3.52%
News & Gifts	\$63,425	\$63,376	-0.08%	\$0.28	\$0.29	3.56%
Food & Beverage	\$188,716	\$183,916	-2.54%	\$0.82	\$0.83	1.01%
Totals	\$252,141	\$247,292	-1.92%	\$1.10	\$1.12	1.65%
Terminal 1 Total				228,791	220,745	-3.52%
News & Gifts	\$592,332	\$594,521	0.37%	\$2.59	\$2.69	4.03%
Food & Beverage	\$1,508,883	\$1,574,769	4.37%	\$6.60	\$7.13	8.17%
Specialty Retail	\$47,870	\$52,127	8.89%	\$0.21	\$0.24	12.86%
Totals	\$2,149,085	\$2,221,417	3.37%	\$9.39	\$10.06	7.13%
Terminal 2				251,626	284,676	13.13%
News & Gifts	\$533,624	\$584,106	9.46%	\$2.12	\$2.05	-3.25%
Food & Beverage	\$1,545,896	\$1,778,031	15.02%	\$6.14	\$6.25	1.66%
Specialty Retail	\$43,368	\$44,742	3.17%	\$0.17	\$0.16	-8.81%
Totals	\$2,122,888	\$2,406,879	13.38%	\$8.44	\$8.45	0.21%

Notes

