

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

Enplanements	July 2016	July 2017	% Change
	644,116	690,233	7.16%

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	\$1,771,300	\$1,861,111	5.07%	\$2.75	\$2.70	-1.95%	\$333,333	\$333,333	0.00%	\$0.52	\$0.48	-6.68%
Food & Beverage	Host, OHM Group, Vino Volo	\$4,127,049	\$4,290,142	3.95%	\$6.41	\$6.22	-2.99%	\$511,361	\$532,647	4.16%	\$0.79	\$0.77	-2.80%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$10,375,185	\$11,064,881	6.65%	\$16.11	\$16.03	-0.48%	\$968,657	\$1,106,489	14.23%	\$1.50	\$1.60	6.60%
Specialty Retail	Tech on the Go	\$115,740	\$156,479	35.20%	\$0.18	\$0.23	26.17%	\$31,250	\$31,250	0.00%	\$0.049	\$0.045	-6.68%
Advertising	Clear Channel	\$110,779	\$119,940	8.27%	\$0.172	\$0.174	1.04%	\$60,417	\$66,723	10.44%	\$0.09	\$0.10	3.06%
Vending	Avendco	\$29,722	\$32,443	9.16%	\$0.046	\$0.047	1.86%	\$15,455	\$16,871	9.16%	\$0.0240	\$0.0244	1.86%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$13,329	\$11,688	-12.31%	\$0.021	\$0.017	-18.17%	\$7,499	\$6,592	-12.10%	\$0.012	\$0.010	-17.97%
Wireless Internet	Concourse Communications	\$30,876	\$91,684	196.94%	\$0.05	\$0.13	177.10%	\$12,500	\$30,839	146.71%	\$0.02	\$0.04	130.23%
Ground Transportation	Best Transportation	\$172,896	\$155,476	-10.08%	\$0.27	\$0.23	-16.08%	\$17,290	\$15,548	-10.08%	\$0.03	\$0.02	-16.08%
Luggage Carts	Smarte Carte	\$17,265	\$15,330	-11.21%	\$0.03	\$0.02	-17.14%	\$2,480	\$3,228	30.19%	\$0.004	\$0.005	21.50%
Taxi Cabs	Taxi Fees							\$95,365	\$126,408	32.55%	\$0.15	\$0.18	23.70%
Parking	Super Park	\$2,564,689	\$2,678,566	4.44%	\$3.98	\$3.88	-2.54%	\$1,518,860	\$1,809,917	19.16%	\$2.36	\$2.62	11.20%
Monthly Airport Totals		\$19,328,831	\$20,477,740	5.94%	\$30.01	\$29.67	-1.13%	\$3,574,466	\$4,079,844	14.14%	\$5.55	\$5.91	6.51%

Notes

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

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

Specialty Retail increase is due to the addition of a kiosk in Terminal 2

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Concession Sales by Location	Gross Sales 2016	Gross Sales 2017	Percent Change	Sales/Enplane 2016	Sales/Enplane 2017	Percent Change
A Concourse				146,620	138,665	-5.43%
News & Gifts	\$360,918	\$343,172	-4.92%	\$2.46	\$2.47	0.54%
Food & Beverage	\$861,210	\$863,589	0.28%	\$5.87	\$6.23	6.03%
Specialty Retail	\$31,077	\$41,664	34.07%	\$0.21	\$0.30	41.76%
Totals	\$1,253,205	\$1,248,426	-0.38%	\$8.55	\$9.00	5.33%
C Concourse				147,938	155,320	4.99%
News & Gifts	\$450,775	\$441,282	-2.11%	\$3.05	\$2.84	-6.76%
Food & Beverage	\$867,202	\$878,050	1.25%	\$5.86	\$5.65	-3.56%
Specialty Retail	\$32,747	\$46,905	43.24%	\$0.22	\$0.30	36.43%
Totals	\$1,350,723	\$1,366,238	1.15%	\$9.13	\$8.80	-3.66%
Terminal 1 Pre-Security				294,558	293,985	-0.19%
News & Gifts	\$80,718	\$93,748	16.14%	\$0.27	\$0.32	16.37%
Food & Beverage	\$191,682	\$194,403	1.42%	\$0.65	\$0.66	1.62%
Totals	\$272,400	\$288,151	5.78%	\$0.92	\$0.98	5.99%
Terminal 1 Total				294,558	293,985	-0.19%
News & Gifts	\$892,410	\$878,203	-1.59%	\$3.03	\$2.99	-1.40%
Food & Beverage	\$1,920,094	\$1,936,041	0.83%	\$6.52	\$6.59	1.03%
Specialty Retail	\$63,824	\$88,570	38.77%	\$0.22	\$0.30	39.04%
Totals	\$2,876,328	\$2,902,814	0.92%	\$9.76	\$9.87	1.12%
Terminal 2				349,558	396,248	13.36%
News & Gifts	\$878,890	\$982,908	11.84%	\$2.51	\$2.48	-1.34%
Food & Beverage	\$2,206,956	\$2,354,101	6.67%	\$6.31	\$5.94	-5.90%
Specialty Retail	\$51,916	\$67,910	30.81%	\$0.15	\$0.17	15.39%
Totals	\$3,137,762	\$3,404,918	8.51%	\$8.98	\$8.59	-4.27%

Notes

