

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

Enplanements	September 2016	September 2017	% Change
	584,524	590,030	0.94%

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	\$1,549,295	\$1,589,664	2.61%	\$2.65	\$2.69	1.65%	\$333,333	\$333,333	0.00%	\$0.57	\$0.56	-0.93%
Food & Beverage	Host, OHM Group, Vino Volo	\$3,904,220	\$3,845,905	-1.49%	\$6.68	\$6.52	-2.41%	\$489,028	\$486,639	-0.49%	\$0.84	\$0.82	-1.42%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$9,790,774	\$10,175,348	3.93%	\$16.75	\$17.25	2.96%	\$904,583	\$1,017,535	12.49%	\$1.55	\$1.72	11.44%
Specialty Retail	Tech on the Go	\$124,715	\$141,840	13.73%	\$0.21	\$0.24	12.67%	\$31,250	\$31,250	0.00%	\$0.0535	\$0.0530	-0.93%
Advertising	Clear Channel	\$116,388	\$93,020	-20.08%	\$0.20	\$0.16	-20.82%	\$62,592	\$60,417	-3.48%	\$0.11	\$0.10	-4.38%
Vending	Avendco	\$26,056	\$24,092	-7.54%	\$0.045	\$0.041	-8.40%	\$13,549	\$12,688	-6.36%	\$0.023	\$0.022	-7.23%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$11,916	\$10,836	-9.06%	\$0.020	\$0.018	-9.91%	\$6,715	\$6,093	-9.28%	\$0.011	\$0.010	-10.12%
Wireless Internet	Concourse Communications	\$39,336	\$82,170	108.89%	\$0.07	\$0.14	106.94%	\$12,500	\$27,984	123.87%	\$0.02	\$0.05	121.78%
Ground Transportation	Best Transportation	\$114,840	\$110,038	-4.18%	\$0.196	\$0.186	-5.08%	\$11,484	\$11,004	-4.18%	\$0.020	\$0.019	-5.08%
Luggage Carts	Smarte Carte	\$10,365	\$11,381	9.80%	\$0.018	\$0.019	8.78%	\$410	\$1,214	196.55%	\$0.001	\$0.002	193.78%
Taxi Cabs	Taxi Fees							\$92,999	\$115,211	23.88%	\$0.16	\$0.20	22.73%
Parking	Super Park	\$2,564,784	\$2,448,176	-4.55%	\$4.39	\$4.15	-5.44%	\$1,655,362	\$1,259,823	-23.89%	\$2.83	\$2.14	-24.60%
<b>Monthly Airport Totals</b>		<b>\$18,252,689</b>	<b>\$18,532,470</b>	<b>1.53%</b>	<b>\$31.23</b>	<b>\$31.41</b>	<b>0.59%</b>	<b>\$3,613,805</b>	<b>\$3,363,190</b>	<b>-6.93%</b>	<b>\$6.18</b>	<b>\$5.70</b>	<b>-7.80%</b>

**Notes**

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

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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>				137,149	120,494	-12.14%
News & Gifts	\$327,546	\$290,467	-11.32%	\$2.39	\$2.41	0.94%
Food & Beverage	\$862,498	\$804,377	-6.74%	\$6.29	\$6.68	6.15%
Specialty Retail	\$37,617	\$41,329	9.87%	\$0.27	\$0.34	25.05%
<b>Totals</b>	<b>\$1,227,661</b>	<b>\$1,136,173</b>	<b>-7.45%</b>	<b>\$8.95</b>	<b>\$9.43</b>	<b>5.34%</b>
<b>C Concourse</b>				125,988	131,295	4.21%
News & Gifts	\$382,183	\$386,992	1.26%	\$3.03	\$2.95	-2.83%
Food & Beverage	\$788,569	\$777,309	-1.43%	\$6.26	\$5.92	-5.41%
Specialty Retail	\$32,748	\$39,312	20.05%	\$0.26	\$0.30	15.19%
<b>Totals</b>	<b>\$1,203,500</b>	<b>\$1,203,613</b>	<b>0.01%</b>	<b>\$9.55</b>	<b>\$9.17</b>	<b>-4.03%</b>
<b>Terminal 1 Pre-Security</b>				263,137	251,789	-4.31%
News & Gifts	\$77,077	\$88,297	14.56%	\$0.29	\$0.35	19.72%
Food & Beverage	\$189,791	\$162,729	-14.26%	\$0.72	\$0.65	-10.39%
<b>Totals</b>	<b>\$266,868</b>	<b>\$251,026</b>	<b>-5.94%</b>	<b>\$1.01</b>	<b>\$1.00</b>	<b>-1.70%</b>
<b>Terminal 1 Total</b>				263,137	251,789	-4.31%
News & Gifts	\$786,806	\$765,756	-2.68%	\$2.99	\$3.04	1.71%
Food & Beverage	\$1,840,858	\$1,744,415	-5.24%	\$7.00	\$6.93	-0.97%
Specialty Retail	\$70,365	\$80,641	14.60%	\$0.27	\$0.32	19.77%
<b>Totals</b>	<b>\$2,698,029</b>	<b>\$2,590,812</b>	<b>-3.97%</b>	<b>\$10.25</b>	<b>\$10.29</b>	<b>0.35%</b>
<b>Terminal 2</b>				321,387	338,241	5.24%
News & Gifts	\$762,490	\$823,908	8.05%	\$2.37	\$2.44	2.67%
Food & Beverage	\$2,063,361	\$2,101,489	1.85%	\$6.42	\$6.21	-3.23%
Specialty Retail	\$54,350	\$61,199	12.60%	\$0.17	\$0.18	6.99%
<b>Totals</b>	<b>\$2,880,201</b>	<b>\$2,986,597</b>	<b>3.69%</b>	<b>\$8.96</b>	<b>\$8.83</b>	<b>-1.47%</b>

Notes

