

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

Enplanements	October 2016	October 2017	% Change
	618,823	652,955	5.52%

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	\$1,592,505	\$1,613,433	1.31%	\$2.57	\$2.47	-3.98%	\$333,333	\$333,333	0.00%	\$0.54	\$0.51	-5.23%
Food & Beverage	Host, OHM Group, Vino Volo	\$4,017,741	\$4,211,387	4.82%	\$6.49	\$6.45	-0.66%	\$448,138	\$473,687	5.70%	\$0.72	\$0.73	0.18%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$10,086,595	\$10,214,391	1.27%	\$16.30	\$15.64	-4.03%	\$1,008,659	\$1,021,439	1.27%	\$1.63	\$1.56	-4.03%
Specialty Retail	Tech on the Go	\$121,247	\$146,943	21.19%	\$0.20	\$0.23	14.86%	\$31,250	\$31,250	0.00%	\$0.05	\$0.05	-5.23%
Advertising	Clear Channel	\$102,822	\$98,053	-4.64%	\$0.17	\$0.15	-9.62%	\$60,417	\$60,417	0.00%	\$0.10	\$0.09	-5.23%
Vending	Avendco	\$25,975	\$24,773	-4.63%	\$0.042	\$0.038	-9.61%	\$13,507	\$12,882	-4.63%	\$0.022	\$0.020	-9.61%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$12,606	\$10,830	-14.09%	\$0.020	\$0.017	-18.58%	\$7,071	\$6,091	-13.86%	\$0.011	\$0.009	-18.36%
Wireless Internet	Concourse Communications	\$36,569	\$91,069	149.03%	\$0.06	\$0.14	136.01%	\$12,500	\$30,654	145.23%	\$0.020	\$0.047	132.41%
Ground Transportation	Best Transportation	\$175,972	\$121,698	-30.84%	\$0.28	\$0.19	-34.46%	\$17,597	\$12,170	-30.84%	\$0.03	\$0.02	-34.46%
Luggage Carts	Smarte Carte	\$11,930	\$11,672	-2.16%	\$0.019	\$0.018	-7.27%	\$879	\$1,363	55.05%	\$0.0014	\$0.0021	46.94%
Taxi Cabs	Taxi Fees							\$110,762	\$91,767	-17.15%	\$0.18	\$0.14	-21.48%
Parking	Super Park	\$2,828,339	\$3,064,401	8.35%	\$4.57	\$4.69	2.68%	\$1,943,854	\$2,105,220	8.30%	\$3.14	\$3.22	2.64%
Monthly Airport Totals		\$19,012,301	\$19,608,652	3.14%	\$30.72	\$30.03	-2.25%	\$3,987,966	\$4,180,272	4.82%	\$6.44	\$6.40	-0.66%

Notes

Airport Revenue is the Airport's unaudited share of the reported Gross Sales.
Food & Beverage Oct 2017 includes 2nd Vino Volo location as of October 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
A Concourse				143,013	130,716	-8.60%
News & Gifts	\$333,419	\$292,440	-12.29%	\$2.33	\$2.24	-4.04%
Food & Beverage	\$879,247	\$902,597	2.66%	\$6.15	\$6.91	12.31%
Specialty Retail	\$36,680	\$36,212	-1.28%	\$0.26	\$0.28	8.01%
Totals	\$1,249,346	\$1,231,249	-1.45%	\$8.74	\$9.42	7.82%
C Concourse				132,296	145,469	9.96%
News & Gifts	\$396,202	\$402,273	1.53%	\$2.99	\$2.77	-7.66%
Food & Beverage	\$810,108	\$826,409	2.01%	\$6.12	\$5.68	-7.23%
Specialty Retail	\$35,036	\$45,906	31.03%	\$0.26	\$0.32	19.16%
Totals	\$1,241,346	\$1,274,588	2.68%	\$9.38	\$8.76	-6.62%
Terminal 1 Pre-Security				275,309	276,185	0.32%
News & Gifts	\$79,268	\$78,838	-0.54%	\$0.29	\$0.29	-0.86%
Food & Beverage	\$173,897	\$187,305	7.71%	\$0.63	\$0.68	7.37%
Totals	\$253,165	\$266,143	5.13%	\$0.92	\$0.96	4.79%
Terminal 1 Total				275,309	276,185	0.32%
News & Gifts	\$808,889	\$773,551	-4.37%	\$2.94	\$2.80	-4.67%
Food & Beverage	\$1,863,252	\$1,916,311	2.85%	\$6.77	\$6.94	2.52%
Specialty Retail	\$71,716	\$82,118	14.50%	\$0.26	\$0.30	14.14%
Totals	\$2,743,857	\$2,771,980	1.02%	\$9.97	\$10.04	0.70%
Terminal 2				343,514	376,770	9.68%
News & Gifts	\$783,615	\$839,882	7.18%	\$2.28	\$2.23	-2.28%
Food & Beverage	\$2,154,489	\$2,295,077	6.53%	\$6.27	\$6.09	-2.88%
Specialty Retail	\$49,531	\$64,825	30.88%	\$0.14	\$0.17	19.33%
Totals	\$2,987,635	\$3,199,784	7.10%	\$8.70	\$8.49	-2.35%

Notes

Food & Beverage Oct 2017 includes 2nd Vino Volo location as of October 2017.

