

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

Enplanements	November 2016	November 2017	% Change
	592,955	630,623	6.35%

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	\$1,407,994	\$1,520,183	7.97%	\$2.37	\$2.41	1.52%	\$333,333	\$333,333	0.00%	\$0.56	\$0.53	-5.97%
Food & Beverage*	Host, OHM Group, Volo Volo	\$3,714,266	\$4,115,963	10.81%	\$6.26	\$6.53	4.20%	\$414,670	\$464,313	11.97%	\$0.699	\$0.736	5.28%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$8,651,540	\$9,715,463	12.30%	\$14.59	\$15.41	5.59%	\$903,264	\$977,144	8.18%	\$1.52	\$1.55	1.72%
Specialty Retail	Tech on the Go	\$115,101	\$130,693	13.55%	\$0.19	\$0.21	6.76%	\$31,250	\$31,250	0.00%	\$0.05	\$0.05	-5.97%
Advertising	Clear Channel	\$139,309	\$131,216	-5.81%	\$0.23	\$0.21	-11.44%	\$75,718	\$72,183	-4.67%	\$0.13	\$0.11	-10.36%
Vending	Avendco	\$25,737	\$25,041	-2.71%	\$0.04	\$0.04	-8.52%	\$13,383	\$13,021	-2.71%	\$0.023	\$0.021	-8.52%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$12,015	\$11,262	-6.27%	\$0.020	\$0.018	-11.87%	\$6,752	\$6,316	-6.46%	\$0.011	\$0.010	-12.05%
Wireless Internet	Concourse Communications	\$44,022	\$97,028	120.41%	\$0.07	\$0.15	107.24%	\$12,500	\$22,739	81.91%	\$0.021	\$0.036	71.05%
Ground Transportation	Best Transportation	\$83,918	\$87,242	3.96%	\$0.14	\$0.14	-2.25%	\$8,392	\$8,724	3.96%	\$0.01	\$0.01	-2.25%
Luggage Carts	Smarte Carte	\$12,280	\$12,520	1.96%	\$0.02	\$0.02	-4.13%	\$984	\$1,795	82.46%	\$0.002	\$0.003	71.56%
Taxi Cabs	Taxi Fees							\$118,056	\$78,862	-33.20%	\$0.20	\$0.13	-37.19%
Parking	Super Park	\$2,679,437	\$2,593,726	-3.20%	\$4.52	\$4.11	-8.98%	\$1,789,332	\$1,522,267	-14.93%	\$3.02	\$2.41	-20.01%
Monthly Airport Totals		\$16,885,618	\$18,440,338	9.21%	\$28.48	\$29.24	2.68%	\$3,707,634	\$3,531,947	-4.74%	\$6.25	\$5.60	-10.43%

Notes

Airport Revenue is the Airport's unaudited share of the reported Gross Sales.
Volo Volo T1 Revenue Estimate used

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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				131,801	128,369	-2.60%
News & Gifts	\$286,941	\$279,746	-2.51%	\$2.18	\$2.18	0.10%
Food & Beverage	\$790,307	\$836,930	5.90%	\$6.00	\$6.52	8.73%
Specialty Retail	\$30,425	\$33,121	8.86%	\$0.23	\$0.26	11.77%
Totals	\$1,107,673	\$1,149,797	3.80%	\$8.40	\$8.96	6.58%
C Concourse				120,260	132,274	9.99%
News & Gifts	\$332,529	\$352,874	6.12%	\$2.77	\$2.67	-3.52%
Food & Beverage	\$735,365	\$772,785	5.09%	\$6.11	\$5.84	-4.46%
Specialty Retail	\$36,433	\$42,026	15.35%	\$0.30	\$0.32	4.87%
Totals	\$1,104,326	\$1,167,685	5.74%	\$9.18	\$8.83	-3.87%
Terminal 1 Pre-Security				252,061	260,643	3.40%
News & Gifts	\$62,825	\$70,961	12.95%	\$0.25	\$0.27	9.23%
Food & Beverage	\$170,374	\$155,776	-8.57%	\$0.68	\$0.60	-11.58%
Totals	\$233,199	\$226,737	-2.77%	\$0.93	\$0.87	-5.97%
Terminal 1 Total				252,061	260,643	3.40%
News & Gifts	\$682,294	\$703,581	3.12%	\$2.71	\$2.70	-0.28%
Food & Beverage	\$1,696,046	\$1,765,491	4.09%	\$6.73	\$6.77	0.67%
Specialty Retail	\$66,857	\$75,146	12.40%	\$0.27	\$0.29	8.70%
Totals	\$2,445,198	\$2,544,218	4.05%	\$9.70	\$9.76	0.62%
Terminal 2				340,894	369,980	8.53%
News & Gifts	\$725,699	\$816,602	12.53%	\$2.13	\$2.21	3.68%
Food & Beverage	\$2,018,220	\$2,350,485	16.46%	\$5.92	\$6.35	7.31%
Specialty Retail	\$48,243	\$55,547	15.14%	\$0.14	\$0.15	6.09%
Totals	\$2,792,163	\$3,222,635	15.42%	\$8.19	\$8.71	6.34%

Notes

