

Concessions Gross Receipts Appendix

September 4, 2012

1



Concessions Gross Receipts (GR) Update – July FY12

Total gross sales were down overall as a result of a decrease in passengers.

	% Change		July					
	vs. FY11	July	A	В	С	D	Е	
Gross Receipts	-1%		*					
Enplanements	-2%		*					
Transactions	-4%		*					
GR/EPAX	1%							
GR/SF	5%	* ,	*				*	
Exceeded by >5% Improved/Constant			Worse by 1-5% Worse by >5%					

- Terminal C experienced a decline in gross receipts and enplanements because of new gates opening in Terminal A.
- Terminal D's total transactions were down due to the start of reconcepting of various locations.

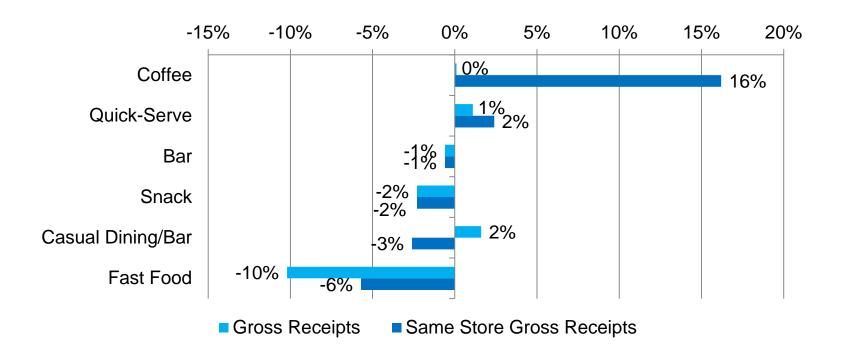
^{*} Gross Receipts per Enplaned Passenger

^{**} Gross Receipts per Square Foot



Concessions Gross Receipts Update – July FY12

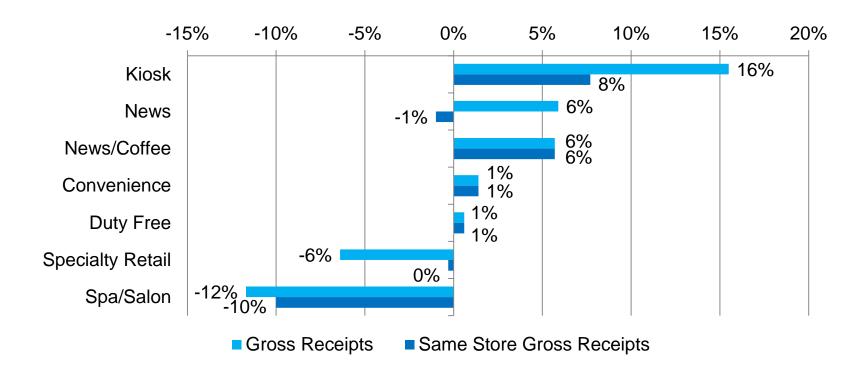
Food & beverage same store gross receipts were down 1%, while total sales were down 2% because of a decrease in passengers and store closures from TRIP.





Concessions Gross Receipts Update – July FY12

Retail same store gross receipts were down 0.3% vs. FY11, while total gross receipts were down 0.2%. Spa/Salon decreases are a result of closures and passenger spend.





Concessions Gross Receipts (GR) Update – July FY12 YTD

Gross receipts were better than last year by \$7.1M due to an increase in Retail Display Allowances (RDAs) by \$1.0M, enplanements by \$4.0M, and spend by \$2.1M.

	July YTD			July YTD Actual					
	vs. FY11	Actual	_	Α	В	С	D	E	
Gross Receipts	3%					*	*	*	
Enplanements	2%					*		*	
Transactions	-2%					*			
GR/EPAX	1%								
GR/Trans	5%	*		*			*		
Exceeded by >5%	6 Improved/Constant		Worse by 1-5%			Worse by >5%			

 Gross receipts, enplanements and transactions in Terminals A and B continue to be less than last year because of TRIP closures and flight movements.

^{*} Gross Receipts per Enplaned Passenger

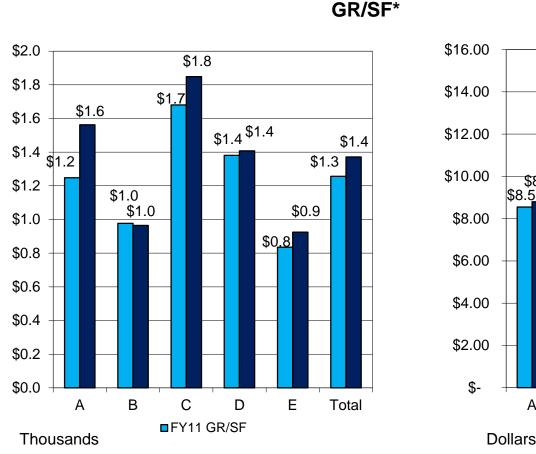
^{**} Gross Receipts per Square Foot

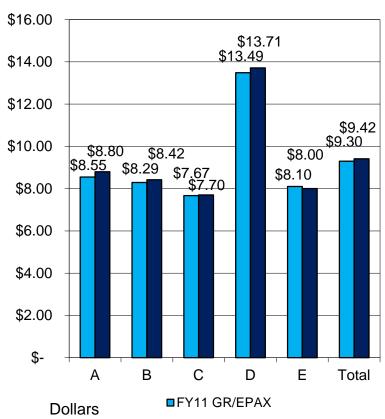
GR/EPAX**



Concessions Gross Receipts Update – July YTD FY12

GR/SF and GR/EPAX increased in FY12 by 9% and 1%, respectively.





^{*} Gross Receipts per Enplaned Passenger

^{**} Gross Receipts per Square Foot