Concessions Gross Receipts Appendix

Concessions Gross Receipts (GR) Update – May FY12

May 2012 was the first month of comparable terminal activity since the start of TRIP in May 2011. Gross receipts were better than last year by $1.0M.

	% Change vs. FY11	May	May A	May B	May C	May D	May E
Gross Receipts	4%	Improved/Constant	Exceeded by >5%	Improved/Constant	Worse by 1-5%	Exceeded by >5%	Worse by 1-5%
Enplanements	7%	Exceeded by >5%	Exceeded by >5%	Improved/Constant	Worse by 1-5%	Exceeded by >5%	Improved/Constant
Transactions	-2%	Worse by 1-5%	Exceeded by >5%	Worse by >5%	Worse by >5%	Improved/Constant	Worse by 1-5%
GR/EPAX	-3%	Worse by 1-5%	Worse by 1-5%	Worse by 1-5%	Worse by 1-5%	Worse by 1-5%	Worse by 1-5%
GR/SF	10%	Exceeded by >5%	Exceeded by >5%	Improved/Constant	Worse by 1-5%	Improved/Constant	Improved/Constant

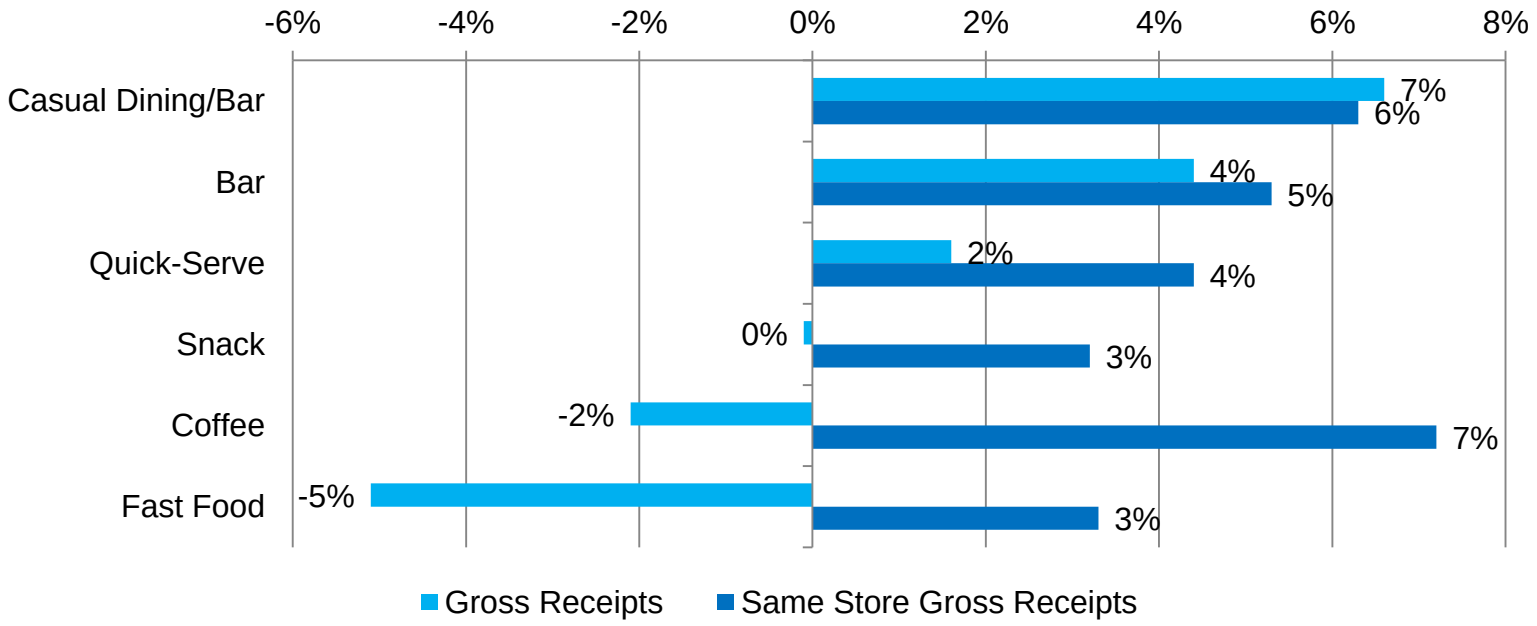
Exceeded by >5% | Improved/Constant | Worse by 1-5% | Worse by >5%

- Gross receipts, enplanements and transactions in Terminal A started to increase over last year due to an increase in passengers.
- Sales growth is a result of an increase in passengers, while opportunities continue to exist to increase spend in all terminals.

* Gross Receipts per Enplaned Passenger
** Gross Receipts per Square Foot

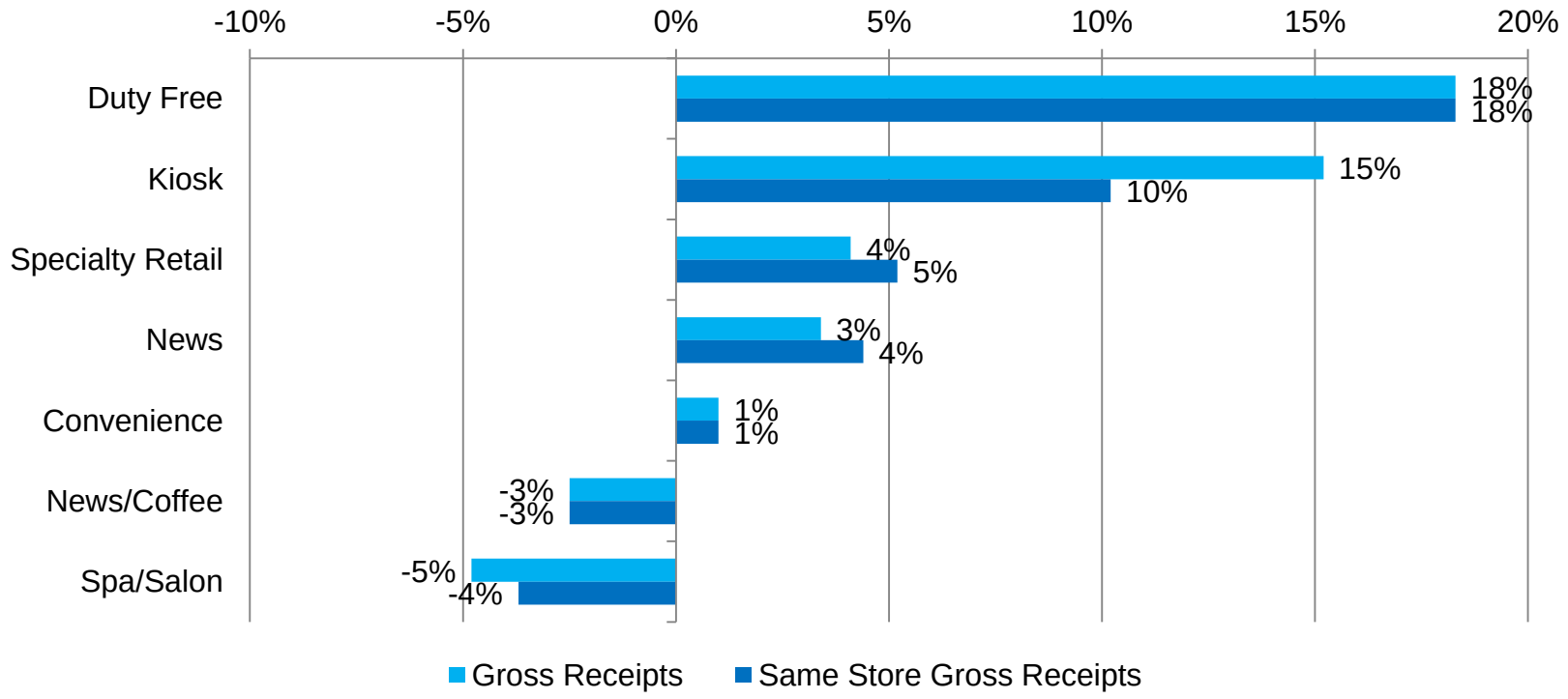
Concessions Gross Receipts Update – May FY12

Food & beverage same store gross receipts were up 5%, while total sales were up 3%.



Concessions Gross Receipts Update – May FY12

Retail same store gross receipts were up 6% vs. FY11, while total gross receipts were up 3%.



Concessions Gross Receipts (GR) Update – May FY12 YTD

Gross receipts were better than last year by $7.2M due to an increase in Retail Display Allowances (RDAs) by $1.4M, enplanements by $2.0M, and spend by $3.8M.

	vs. FY11	May YTD Actual	May YTD Actual A	B	C	D	E
Gross Receipts	4%	■	■	■	★	★	★
Enplanements	3%	■	■	■	★	■	★
Transactions	-1%	■	■	■	★	■	■
GR/EPAX	1%	■	■	■	■	■	■
GR/Trans	6%	★	★	■	★	★	■

★ Exceeded by >5% ■ Improved/Constant ■ Worse by 1-5% ■ Worse by >5%

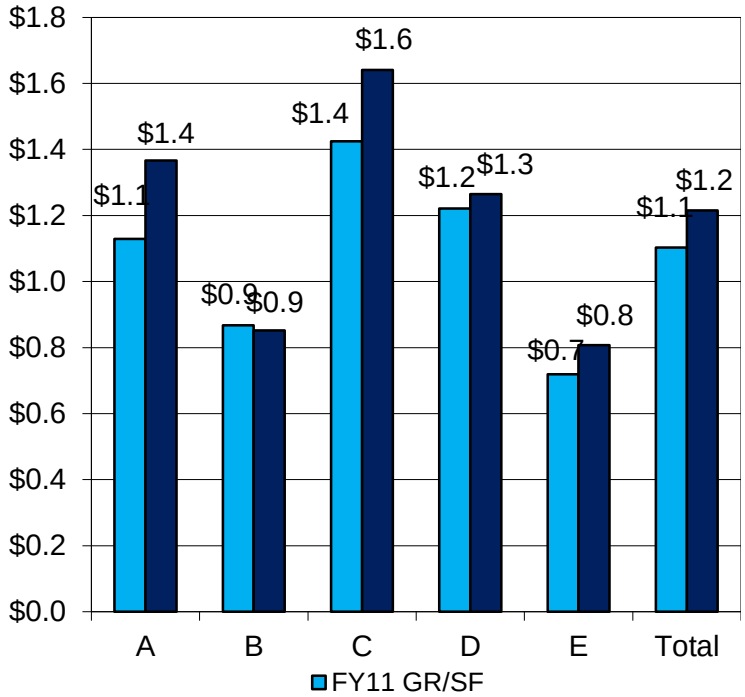
- Gross receipts, enplanements and transactions in Terminals A and B continue to be less than last year due to TRIP closures and flight movements.

* Gross Receipts per Enplaned Passenger
** Gross Receipts per Square Foot

Concessions Gross Receipts Update – May YTD FY12

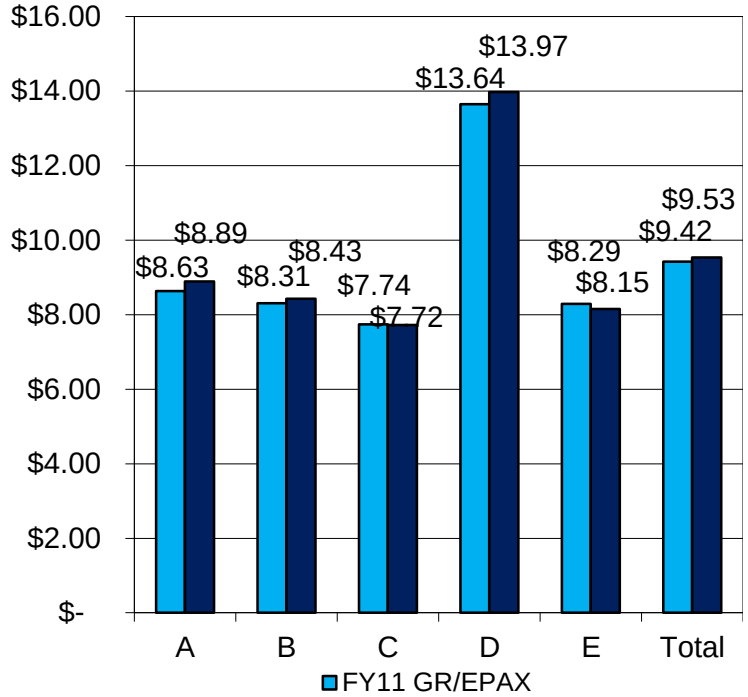
GR/SF and GR/EPAX increased in FY12 by 10% and 1%, respectively.

GR/SF*



Thousands

GR/EPAX**



Dollars

* Gross Receipts per Enplaned Passenger
** Gross Receipts per Square Foot