



## Denver International Airport

### Gross Revenue Earned by Concessionaire

January 2023

Unaudited  
Finance Accounts Receivable



SUMMARY

Major Category And Concourse		Monthly Sales \$	YOY Sales % Change	YTD Sales \$	YOY YTD % Change	Monthly Sales per Enplanement	Sales Per Enplanement % Change
<b>GRAND TOTAL</b>		<b>\$41,640,591</b>	<b>33.0%</b>	<b>\$41,640,591</b>	<b>33.0%</b>	<b>\$21.69</b>	<b>4.7%</b>
<b>DUTY FREE</b>							
	CONCOURSE A	\$166,388	23.2%	\$166,388	23.2%	\$0.22	-10.4%
	CONCOURSE B	\$90,400	76.4%	\$90,400	76.4%	\$0.08	40.1%
<b>TOTAL - DUTY FREE</b>		<b>\$256,788</b>	<b>37.8%</b>	<b>\$256,788</b>	<b>37.8%</b>	<b>\$0.30</b>	<b>-1.1%</b>
<b>FOOD AND BEVERAGE</b>							
	CONCOURSE A	\$6,539,898	56.4%	\$6,539,898	56.4%	\$8.66	13.8%
	CONCOURSE B	\$12,075,225	32.1%	\$12,075,225	32.1%	\$10.37	4.9%
	CONCOURSE C	\$8,308,724	28.5%	\$8,308,724	28.5%	\$9.95	1.9%
	TERMINAL	\$913,906	31.5%	\$913,906	31.5%		
	AIRPORTWIDE	\$24,436	115.1%	\$24,436	115.1%		
<b>TOTAL - FOOD AND BEVERAGE</b>		<b>\$27,862,189</b>	<b>35.9%</b>	<b>\$27,862,189</b>	<b>35.9%</b>	<b>\$28.98</b>	<b>6.3%</b>
<b>PASSENGER SERVICES</b>							
	CONCOURSE A	\$208,837	68.9%	\$208,837	68.9%	\$0.28	22.8%
	CONCOURSE B	\$372,193	44.4%	\$372,193	44.4%	\$0.32	14.8%
	CONCOURSE C	\$28,485	67.1%	\$28,485	67.1%	\$0.03	32.7%
	TERMINAL	\$87,812	262.8%	\$87,812	262.8%		
<b>TOTAL - PASSENGER SERVICES</b>		<b>\$697,327</b>	<b>65.0%</b>	<b>\$697,327</b>	<b>65.0%</b>	<b>\$0.63</b>	<b>19.1%</b>
<b>RETAIL</b>							
	CONCOURSE A	\$2,471,815	12.4%	\$2,471,815	12.4%	\$3.27	-18.3%
	CONCOURSE B	\$4,973,482	47.7%	\$4,973,482	47.7%	\$4.27	17.3%
	CONCOURSE C	\$2,813,043	31.0%	\$2,813,043	31.0%	\$3.37	3.9%
	TERMINAL	\$226,792	20.2%	\$226,792	20.2%		
<b>TOTAL - RETAIL</b>		<b>\$10,485,133</b>	<b>32.7%</b>	<b>\$10,485,133</b>	<b>32.7%</b>	<b>\$10.91</b>	<b>0.2%</b>
<b>AIRPORTWIDE SERVICES</b>							
	TERMINAL	\$234,722	-4.0%	\$234,722	-4.0%		
	AIRPORTWIDE	\$2,104,431	1.8%	\$2,104,431	1.8%		
<b>TOTAL - AIRPORTWIDE SERVICES</b>		<b>\$2,339,154</b>	<b>1.2%</b>	<b>\$2,339,154</b>	<b>1.2%</b>		



DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
<b>DUTY FREE - CONCOURSE A</b>					
Dufry Shops	2,316	\$166,388	23.2%	\$166,388	23.2%
<b>TOTAL DUTY FREE - CONCOURSE A</b>	<b>2,316</b>	<b>\$166,388</b>	<b>23.2%</b>	<b>\$166,388</b>	<b>23.2%</b>
<b>DUTY FREE - CONCOURSE B</b>					
Dufry Shops	2,453	\$90,400	76.4%	\$90,400	76.4%
<b>TOTAL DUTY FREE - CONCOURSE B</b>	<b>2,453</b>	<b>\$90,400</b>	<b>76.4%</b>	<b>\$90,400</b>	<b>76.4%</b>
<b>TOTAL DUTY FREE</b>	<b>4,768</b>	<b>\$256,788</b>	<b>37.8%</b>	<b>\$256,788</b>	<b>37.8%</b>

\* An N/A identifies concessions with no sales information for previous year current period. In addition large variances in YOY or YTD % may be attributed to a concession's partial year opening, closing or remodeling activities



DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
<b>FOOD AND BEVERAGE - CONCOURSE A</b>					
Ben & Jerry's / Caribou Coffee	1,232	\$305,711	26.9%	\$305,711	26.9%
Denver Central Market	4,090	\$450,178	-14.2%	\$450,178	-14.2%
Denver Chop House & Brewery	4,026	\$725,979	16.2%	\$725,979	16.2%
Dunkin' Donuts	317	\$153,988	10.7%	\$153,988	10.7%
Einstein Bros Bagels	406	\$319,850		\$319,850	
Elway's Taproom & Grill	4,681	\$185,307		\$185,307	
Freshens	338	\$218,302	7.7%	\$218,302	7.7%
KFC / Pizza Hut	638	\$227,654	21.5%	\$227,654	21.5%
McDonald's	1,142	\$818,008	14.6%	\$818,008	14.6%
Mercantile	3,995	\$927,689		\$927,689	
Mesa Verde Lounge	4,706	\$516,721	65.9%	\$516,721	65.9%
Novo Coffee	406	\$211,573		\$211,573	
Panda Express	702	\$554,780	31.6%	\$554,780	31.6%
Quizno's	4,092	\$844,598	73.9%	\$844,598	73.9%
Vino Volo Wine Bar	923	\$54,479	-2.6%	\$54,479	-2.6%
Williams & Graham	125	\$25,081		\$25,081	
<b>TOTAL FOOD AND BEVERAGE - CONCOURSE A</b>	<b>31,819</b>	<b>\$6,539,898</b>	<b>67.4%</b>	<b>\$6,539,898</b>	<b>67.4%</b>
<b>FOOD AND BEVERAGE - CONCOURSE B</b>					
Aviator's Club BBQ	4,398	\$406,774	14.1%	\$406,774	14.1%
Cantina Grill	3,204	\$521,158	19.4%	\$521,158	19.4%
Caribou Coffee	770	\$236,735	28.9%	\$236,735	28.9%
Chick-Fil-A	1,137	\$594,032	34.1%	\$594,032	34.1%
City Pho	2,603	\$315,410	84.1%	\$315,410	84.1%
City Wok	591	\$69,353	195.8%	\$69,353	195.8%
Cru Wine Bar	935	\$206,656	18.2%	\$206,656	18.2%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Elway's	4,026	\$1,216,184	23.5%	\$1,216,184	23.5%
Etai's Café	1,488	\$514,918	22.9%	\$514,918	22.9%
Garbanzo	609	\$305,448	111.6%	\$305,448	111.6%
Heidi's Brooklyn Deli	958	\$33,122	-72.5%	\$33,122	-72.5%
Hotch Potch	623	\$96,480		\$96,480	
Jamba Juice	770	\$210,550	66.1%	\$210,550	66.1%
Kabod Coffee	224	\$6,535	-84.8%	\$6,535	-84.8%
Lounge 5280	1,540	\$128,801	46.9%	\$128,801	46.9%
McDonald's	1,552	\$804,470	35.5%	\$804,470	35.5%
Mod Market	906	\$396,091	8.1%	\$396,091	8.1%
New Belgium Brewing	3,948	\$885,984	28.8%	\$885,984	28.8%
New Belgium Hub	3,001	\$353,624	23.9%	\$353,624	23.9%
Pizza Hut Express/Haagen Daz	1,000	\$332,966	14.4%	\$332,966	14.4%
Pour La France	6,420	\$645,245	25.8%	\$645,245	25.8%
Qdoba	2,325	\$361,273	31.9%	\$361,273	31.9%
Que Bueno! Mexican Grille	1,491	\$449,833	27.6%	\$449,833	27.6%
Rocky Mt. Chocolate Factory	817	\$160,246	28.6%	\$160,246	28.6%
Sara Lee Sandwich Shoppe	1,455	\$266,670	46.2%	\$266,670	46.2%
Shake Shack	2,586	\$693,655	93.9%	\$693,655	93.9%
SMASH Burgers & Bar	3,749	\$588,998	35.0%	\$588,998	35.0%
Snooze	2,984	\$428,910	50.1%	\$428,910	50.1%
Starbucks	1,208	\$324,071	27.9%	\$324,071	27.9%
Steve's Snappin' Dogs	1,446	\$291,900	37.4%	\$291,900	37.4%
Wolfgang Puck	2,450	\$229,131	151.2%	\$229,131	151.2%
<b>TOTAL FOOD AND BEVERAGE - CONCOURSE B</b>	<b>61,212</b>	<b>\$12,075,225</b>	<b>33.8%</b>	<b>\$12,075,225</b>	<b>33.8%</b>

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
<b>FOOD AND BEVERAGE - CONCOURSE C</b>					
Auntie Anne's	256	\$87,422	23.0%	\$87,422	23.0%
Big Bowl/Magic Pan	1,590	\$247,340	1.4%	\$247,340	1.4%
Caribou Coffee	603	\$127,385	-18.5%	\$127,385	-18.5%
Coffee Bean & Tea Leaf	582	\$59,809	-28.9%	\$59,809	-28.9%
Coors Silver Bullet	2,931	\$453,379	-21.4%	\$453,379	-21.4%
Dazbog Coffee	639	\$275,742	128.2%	\$275,742	128.2%
Great Divide Brewhouse	3,162	\$438,883	-20.4%	\$438,883	-20.4%
Jamba Juice	639	\$132,445	39.4%	\$132,445	39.4%
Little Man Ice Cream	165	\$36,401	-12.9%	\$36,401	-12.9%
McDonald's	924	\$895,529	34.1%	\$895,529	34.1%
Mod Market	1,666	\$250,391	-14.4%	\$250,391	-14.4%
Root Down	3,979	\$1,103,678	21.1%	\$1,103,678	21.1%
SMASH Burgers & Bar	2,327	\$815,451	104.0%	\$815,451	104.0%
Smokin Bear Lodge Smoking Lounge	4,826	\$1,299,122	29.6%	\$1,299,122	29.6%
Starbucks	762	\$312,914	37.9%	\$312,914	37.9%
Tamales by La Casita	1,354	\$392,984	23.8%	\$392,984	23.8%
Tapas Sky Bar	1,100	\$140,775	-20.2%	\$140,775	-20.2%
Temporary Grab & Go	474	\$195,159		\$195,159	
Villa Pizza	711	\$339,100	51.0%	\$339,100	51.0%
Vino Volo Wine Bar	624	\$146,270	128.0%	\$146,270	128.0%
Woody Creek Bakery	1,586	\$558,544	131.3%	\$558,544	131.3%
<b>TOTAL FOOD AND BEVERAGE - CONCOURSE C</b>	<b>30,900</b>	<b>\$8,308,724</b>	<b>28.5%</b>	<b>\$8,308,724</b>	<b>28.5%</b>
<b>FOOD AND BEVERAGE - TERMINAL</b>					
Boulder Beer Tap House	1,776	\$224,205	107.2%	\$224,205	107.2%
Cantina Grill	1,612	\$88,397	185.7%	\$88,397	185.7%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Caribou Coffee	795	\$113,086	43.9%	\$113,086	43.9%
Kabod Coffee	845	\$133,880	31.3%	\$133,880	31.3%
Subway	1,814	\$136,002	-8.1%	\$136,002	-8.1%
Tom's Urban Kitchen	9,601	\$218,337	-1.1%	\$218,337	-1.1%
<b>TOTAL FOOD AND BEVERAGE - TERMINAL</b>	<b>16,444</b>	<b>\$913,906</b>	<b>32.7%</b>	<b>\$913,906</b>	<b>32.7%</b>
<b>FOOD AND BEVERAGE - AIRPORTWIDE</b>					
Roasting Plant	1,321	\$24,436	115.1%	\$24,436	115.1%
<b>TOTAL FOOD AND BEVERAGE - AIRPORTWIDE</b>	<b>1,321</b>	<b>\$24,436</b>	<b>115.1%</b>	<b>\$24,436</b>	<b>115.1%</b>
<b>TOTAL FOOD AND BEVERAGE</b>	<b>141,696</b>	<b>\$27,862,189</b>	<b>38.6%</b>	<b>\$27,862,189</b>	<b>38.6%</b>

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
<b>PASSENGER SERVICES - CONCOURSE A</b>					
Executive Shine	60	\$3,210	12.0%	\$3,210	12.0%
Worldwide Insurance Services	100	\$205,627		\$205,627	
<b>TOTAL PASSENGER SERVICES - CONCOURSE A</b>	<b>160</b>	<b>\$208,837</b>	<b>7189.2%</b>	<b>\$208,837</b>	<b>7189.2%</b>
<b>PASSENGER SERVICES - CONCOURSE B</b>					
A Massage	900	\$38,634	-12.6%	\$38,634	-12.6%
Executive Shine	220	\$14,980	26.1%	\$14,980	26.1%
Worldwide Insurance Services	277	\$318,580	58.0%	\$318,580	58.0%
<b>TOTAL PASSENGER SERVICES - CONCOURSE B</b>	<b>1,397</b>	<b>\$372,193</b>	<b>44.4%</b>	<b>\$372,193</b>	<b>44.4%</b>
<b>PASSENGER SERVICES - CONCOURSE C</b>					
Centurion Lounge	15,779	\$25,800	77.9%	\$25,800	77.9%
Executive Shine	30	\$2,685	5.3%	\$2,685	5.3%
<b>TOTAL PASSENGER SERVICES - CONCOURSE C</b>	<b>15,809</b>	<b>\$28,485</b>	<b>67.1%</b>	<b>\$28,485</b>	<b>67.1%</b>
<b>PASSENGER SERVICES - TERMINAL</b>					
Public Service Credit Union-Branch	518	\$29,798	79.4%	\$29,798	79.4%
Worldwide Insurance Services	404	\$58,014		\$58,014	
<b>TOTAL PASSENGER SERVICES - TERMINAL</b>	<b>922</b>	<b>\$87,812</b>	<b>428.6%</b>	<b>\$87,812</b>	<b>428.6%</b>
<b>TOTAL PASSENGER SERVICES</b>	<b>18,289</b>	<b>\$697,327</b>	<b>137.0%</b>	<b>\$697,327</b>	<b>137.0%</b>

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
<b>RETAIL - CONCOURSE A</b>					
Flight Stop	1,917	\$864,534	42.6%	\$864,534	42.6%
Greetings From Colorado	946	\$221,460	-7.6%	\$221,460	-7.6%
High Lands Mercantile	1,135	\$232,278		\$232,278	
Hudson News	955	\$368,098	-2.6%	\$368,098	-2.6%
Peak News & Gifts	1,058	\$261,083	-25.7%	\$261,083	-25.7%
Provenzano Resources, Inc.	700	\$295,545	-23.7%	\$295,545	-23.7%
Spirit of the Red Horse	1,342	\$53,779	10.6%	\$53,779	10.6%
Sunglass Hut	955	\$64,670	12.9%	\$64,670	12.9%
Tattered Cover Bookstore	1,209	\$110,368	11.5%	\$110,368	11.5%
<b>TOTAL RETAIL - CONCOURSE A</b>	<b>10,217</b>	<b>\$2,471,815</b>	<b>14.0%</b>	<b>\$2,471,815</b>	<b>14.0%</b>
<b>RETAIL - CONCOURSE B</b>					
Connections Newsstand	342	\$49,618	-19.2%	\$49,618	-19.2%
Earth Spirit	644	\$37,250	21.8%	\$37,250	21.8%
Express Market	1,276	\$503,543	16.4%	\$503,543	16.4%
Hudson News	1,827	\$871,797	29.6%	\$871,797	29.6%
InMotion Entertainment	383	\$239,319	19.3%	\$239,319	19.3%
Johnston & Murphy	822	\$162,119	100.6%	\$162,119	100.6%
Kazoo Toys	1,631	\$66,633	29.5%	\$66,633	29.5%
Larimer Street Market	1,270	\$348,560	53.3%	\$348,560	53.3%
MAC	796	\$78,060	58.8%	\$78,060	58.8%
Misura, Crislu, Tumi	2,724	\$162,168	102.0%	\$162,168	102.0%
Mosaic Gallery	1,360	\$63,435	20.0%	\$63,435	20.0%
Peak News & Gifts	1,280	\$280,439	4.5%	\$280,439	4.5%
Provenzano Resources, Inc.	4,211	\$1,040,700	96.1%	\$1,040,700	96.1%
Sky Market	2,914	\$879,718	94.3%	\$879,718	94.3%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Sunglass Hut	898	\$67,182	9.9%	\$67,182	9.9%
Tattered Cover Bookstore	1,011	\$122,940	6.7%	\$122,940	6.7%
<b>TOTAL RETAIL - CONCOURSE B</b>	<b>23,387</b>	<b>\$4,973,482</b>	<b>47.7%</b>	<b>\$4,973,482</b>	<b>47.7%</b>
<b>RETAIL - CONCOURSE C</b>					
Arts District Market	680	\$156,032	-10.8%	\$156,032	-10.8%
CNBC	385	\$83,537	-49.8%	\$83,537	-49.8%
Esavvy	536	\$61,621	-4.5%	\$61,621	-4.5%
Hudson News	649	\$495,193	95.1%	\$495,193	95.1%
Kiehls/Urban Decay	1,391	\$30,554	-6.3%	\$30,554	-6.3%
No Boundaries	385	\$39,518	-17.2%	\$39,518	-17.2%
Out West	1,054	\$164,634	7.6%	\$164,634	7.6%
Peak News & Gifts	981	\$238,228	-28.1%	\$238,228	-28.1%
Provenzano Resources, Inc.	3,272	\$611,531	46.6%	\$611,531	46.6%
Say Si Bon	1,885	\$212,962	-20.6%	\$212,962	-20.6%
Sky Market	837	\$430,648		\$430,648	
Sunglass Hut	1,015	\$104,091	48.2%	\$104,091	48.2%
Tattered Cover Bookstore	919	\$101,911	3.1%	\$101,911	3.1%
The Body Shop	1,193	\$82,584	21.4%	\$82,584	21.4%
<b>TOTAL RETAIL - CONCOURSE C</b>	<b>15,181</b>	<b>\$2,813,043</b>	<b>31.0%</b>	<b>\$2,813,043</b>	<b>31.0%</b>
<b>RETAIL - TERMINAL</b>					
Hudson News	906	\$169,708	81.9%	\$169,708	81.9%
Provenzano Resources, Inc.	68	\$57,084	37.3%	\$57,084	37.3%
<b>TOTAL RETAIL - TERMINAL</b>	<b>974</b>	<b>\$226,792</b>	<b>68.2%</b>	<b>\$226,792</b>	<b>68.2%</b>

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
<b>RETAIL - AIRPORTWIDE</b>					
Provenzano Resources, Inc.		N/A		\$0	
<b>TOTAL RETAIL - AIRPORTWIDE</b>		<b>\$0</b>		<b>\$0</b>	
<b>TOTAL RETAIL</b>	<b>49,759</b>	<b>\$10,485,133</b>	<b>34.1%</b>	<b>\$10,485,133</b>	<b>34.1%</b>

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
<b>AIRPORTWIDE SERVICES - TERMINAL</b>					
CheckPoint Mailers	25	\$7,560	-4.2%	\$7,560	-4.2%
Compass Group USA Inc. dba Canteen Vending Servic		\$83,651	6.2%	\$83,651	6.2%
Public Service Credit Union-ATMs	1	\$35,117	11.4%	\$35,117	11.4%
Smarte Carte, Inc.		\$108,394	-14.1%	\$108,394	-14.1%
<b>TOTAL AIRPORTWIDE SERVICES - TERMINAL</b>	<b>26</b>	<b>\$234,722</b>	<b>-4.0%</b>	<b>\$234,722</b>	<b>-4.0%</b>
<b>AIRPORTWIDE SERVICES - AIRPORTWIDE</b>					
Canteen Vending Services		\$114,875	25.4%	\$114,875	25.4%
Clear Channel Ads	1	\$990,786	-18.4%	\$990,786	-18.4%
Conoco - Retail	210,772	\$860,997	30.5%	\$860,997	30.5%
Paradise 4 Paws	35,000	\$137,774	35.6%	\$137,774	35.6%
<b>TOTAL AIRPORTWIDE SERVICES - AIRPORTWIDE</b>	<b>245,773</b>	<b>\$2,104,431</b>	<b>1.8%</b>	<b>\$2,104,431</b>	<b>1.8%</b>
<b>TOTAL AIRPORTWIDE SERVICES</b>	<b>245,799</b>	<b>\$2,339,154</b>	<b>1.2%</b>	<b>\$2,339,154</b>	<b>1.2%</b>
<b>GRAND TOTAL</b>	<b>460,311</b>	<b>\$41,640,591</b>	<b>35.6%</b>	<b>\$41,640,591</b>	<b>35.6%</b>

\* An N/A identifies concessions with no sales information for previous year current period. In addition large variances in YOY or YTD % may be attributed to a concession's partial year opening, closing or remodeling activities