



## Denver International Airport

### Gross Revenue Earned by Concessionaire

March 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>\$48,776,017</b>	<b>18.9%</b>	<b>\$130,974,055</b>	<b>23.9%</b>	<b>\$22.12</b>	<b>4.0%</b>
<b>DUTY FREE</b>							
	CONCOURSE A	\$189,106	23.2%	\$502,027	20.3%	\$0.21	-11.5%
	CONCOURSE B	\$102,134	27.9%	\$281,362	46.6%	\$0.08	29.7%
<b>TOTAL - DUTY FREE</b>		<b>\$291,240</b>	<b>24.8%</b>	<b>\$783,389</b>	<b>28.6%</b>	<b>\$0.29</b>	<b>-1.2%</b>
<b>FOOD AND BEVERAGE</b>							
	CONCOURSE A	\$7,233,005	39.4%	\$19,677,353	44.6%	\$8.04	3.8%
	CONCOURSE B	\$13,514,907	13.1%	\$37,324,514	20.6%	\$10.35	6.5%
	CONCOURSE C	\$10,329,695	18.0%	\$27,292,182	20.7%	\$10.13	4.0%
	TERMINAL	\$932,316	20.3%	\$2,753,178	25.0%		
	AIRPORTWIDE	\$25,011	77.9%	\$70,369	97.2%		
<b>TOTAL - FOOD AND BEVERAGE</b>		<b>\$32,034,933</b>	<b>20.1%</b>	<b>\$87,117,596</b>	<b>25.5%</b>	<b>\$28.52</b>	<b>6.1%</b>
<b>PASSENGER SERVICES</b>							
	CONCOURSE A	\$318,811	31.7%	\$681,577	42.0%	\$0.35	29.7%
	CONCOURSE B	\$628,472	35.2%	\$1,406,339	37.3%	\$0.48	49.5%
	CONCOURSE C	\$178,640	468.5%	\$374,525	448.5%	\$0.18	495.6%
	TERMINAL	\$126,550	73.4%	\$301,136	151.7%		
<b>TOTAL - PASSENGER SERVICES</b>		<b>\$1,252,473</b>	<b>54.4%</b>	<b>\$2,763,576</b>	<b>63.3%</b>	<b>\$1.01</b>	<b>31.8%</b>
<b>RETAIL</b>							
	CONCOURSE A	\$2,403,478	-9.1%	\$6,905,828	-0.8%	\$2.67	-32.5%
	CONCOURSE B	\$5,743,301	25.8%	\$15,547,837	34.6%	\$4.40	21.2%
	CONCOURSE C	\$3,472,884	17.1%	\$9,230,013	23.3%	\$3.40	5.5%
	TERMINAL	\$240,506	-18.3%	\$693,699	-5.8%		
<b>TOTAL - RETAIL</b>		<b>\$11,860,169</b>	<b>13.3%</b>	<b>\$32,377,377</b>	<b>21.1%</b>	<b>\$10.48</b>	<b>-3.3%</b>
<b>AIRPORTWIDE SERVICES</b>							
	TERMINAL	\$222,405	-6.0%	\$678,158	-5.1%		
	AIRPORTWIDE	\$3,114,796	20.7%	\$7,253,959	10.6%		
<b>TOTAL - AIRPORTWIDE SERVICES</b>		<b>\$3,337,201</b>	<b>18.5%</b>	<b>\$7,932,117</b>	<b>9.1%</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	\$189,106	23.2%	\$502,027	20.3%
<b>TOTAL DUTY FREE - CONCOURSE A</b>	<b>2,316</b>	<b>\$189,106</b>	<b>23.2%</b>	<b>\$502,027</b>	<b>20.3%</b>
<b>DUTY FREE - CONCOURSE B</b>					
Dufry Shops	2,328	\$102,134	27.9%	\$281,362	46.6%
<b>TOTAL DUTY FREE - CONCOURSE B</b>	<b>2,328</b>	<b>\$102,134</b>	<b>27.9%</b>	<b>\$281,362</b>	<b>46.6%</b>
<b>TOTAL DUTY FREE</b>	<b>4,644</b>	<b>\$291,240</b>	<b>24.8%</b>	<b>\$783,389</b>	<b>28.6%</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



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	\$344,175	13.0%	\$928,419	19.8%
Denver Central Market	4,090	\$343,405	-45.9%	\$1,022,327	-38.9%
Denver Chop House & Brewery	4,026	\$796,761	11.1%	\$2,213,297	11.8%
Dunkin' Donuts	317	\$144,918	-27.7%	\$413,881	-15.8%
Einstein Bros Bagels	406	\$371,222		\$982,901	
Elway's Taproom & Grill	4,681	\$182,556		\$559,239	
Freshens	338	\$210,068	-27.4%	\$597,128	-17.8%
KFC / Pizza Hut	638	\$224,508	72.4%	\$638,263	49.0%
McDonald's	1,142	\$895,950	4.0%	\$2,430,076	6.1%
Mercantile	3,995	\$1,166,337		\$3,029,735	
Mesa Verde Lounge	4,706	\$643,567	43.7%	\$1,677,646	50.9%
Novo Coffee	406	\$235,241		\$641,366	
Panda Express	702	\$572,530	20.8%	\$1,620,108	24.8%
Quizno's	4,092	\$976,611	56.0%	\$2,649,239	63.6%
Vino Volo Wine Bar	923	\$39,987	-59.1%	\$124,792	-45.5%
Williams & Graham	125	\$85,168		\$148,933	
<b>TOTAL FOOD AND BEVERAGE - CONCOURSE A</b>	<b>31,819</b>	<b>\$7,233,005</b>	<b>51.2%</b>	<b>\$19,677,353</b>	<b>55.9%</b>
<b>FOOD AND BEVERAGE - CONCOURSE B</b>					
Aviator's Club BBQ	4,398	\$484,879	4.6%	\$1,319,458	9.4%
Cantina Grill	3,204	\$602,401	4.0%	\$1,646,981	10.2%
Caribou Coffee	770	\$257,799	17.6%	\$709,532	21.0%
Chick-Fil-A	1,137	\$659,592	20.0%	\$1,847,284	28.4%
City Pho	2,603	\$326,636	40.5%	\$914,757	56.8%
City Wok	591	\$94,487		\$237,836	556.0%
Cru Wine Bar	935	\$225,827	2.2%	\$641,345	8.9%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Elway's	4,026	\$1,317,064	12.7%	\$3,672,912	16.6%
Etai's Café	1,488	\$573,079	1.9%	\$1,593,057	9.8%
Garbanzo	609	\$382,493	98.5%	\$1,022,889	106.1%
Heidi's Brooklyn Deli		N/A	-100.0%	\$33,122	-91.8%
Hotch Potch	623	\$109,590		\$297,191	
Jamba Juice	770	\$248,769	33.4%	\$658,365	47.2%
Kabod Coffee		N/A	-100.0%	\$6,535	-95.1%
Lounge 5280	1,540	\$149,833	34.7%	\$415,033	44.7%
McDonald's	1,552	\$865,752	11.4%	\$2,388,095	19.9%
Mod Market	906	\$448,560	-8.9%	\$1,216,925	-1.9%
New Belgium Brewing	3,948	\$977,022	4.0%	\$2,722,051	12.5%
New Belgium Hub	3,001	\$366,604	-2.1%	\$1,073,202	7.8%
Pizza Hut Express/Haagen Daz	1,000	\$358,427	3.3%	\$993,866	7.5%
Pour La France	6,420	\$765,478	3.7%	\$2,065,511	12.4%
Qdoba	2,325	\$400,572	18.5%	\$1,086,057	21.8%
Que Bueno! Mexican Grille	1,491	\$472,736	16.4%	\$1,366,294	22.8%
Rocky Mt. Chocolate Factory	817	\$182,203	2.5%	\$517,456	15.3%
Sara Lee Sandwich Shoppe	1,455	\$286,558	27.3%	\$807,127	39.0%
Shake Shack	2,586	\$832,973	87.8%	\$2,218,264	89.4%
SMASH Burgers & Bar	3,749	\$630,222	0.1%	\$1,802,068	14.4%
Snooze	2,984	\$521,847	35.9%	\$1,402,195	42.1%
Starbucks	1,208	\$365,222	-3.2%	\$987,191	8.8%
Steve's Snappin' Dogs	1,446	\$332,882	9.3%	\$918,009	16.3%
Wolfgang Puck	2,450	\$275,400	80.4%	\$743,907	102.6%
<b>TOTAL FOOD AND BEVERAGE - CONCOURSE B</b>	<b>60,030</b>	<b>\$13,514,907</b>	<b>14.5%</b>	<b>\$37,324,514</b>	<b>22.2%</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	\$136,270	16.5%	\$310,344	13.2%
Big Bowl/Magic Pan	1,590	\$328,777	-7.2%	\$843,036	-7.3%
Caribou Coffee	603	\$172,272	-17.1%	\$437,266	-19.1%
Coffee Bean & Tea Leaf	582	\$105,365	-13.7%	\$239,377	-21.3%
Coors Silver Bullet	2,931	\$595,872	-16.4%	\$1,563,448	-17.8%
Dazbog Coffee	639	\$308,062	72.1%	\$842,852	91.2%
Great Divide Brewhouse	3,162	\$615,796	-22.5%	\$1,591,725	-21.6%
Jamba Juice	639	\$169,941	-6.1%	\$441,379	5.3%
Little Man Ice Cream	165	\$51,692	-28.2%	\$132,681	-22.5%
McDonald's	924	\$1,039,654	23.5%	\$2,808,652	27.9%
Mod Market	1,666	\$324,497	-21.1%	\$844,195	-18.7%
Root Down	3,979	\$1,318,266	8.2%	\$3,557,692	14.9%
SMASH Burgers & Bar	2,327	\$914,387	76.2%	\$2,492,963	83.1%
Smokin Bear Lodge Smoking Lounge	4,826	\$1,599,293	19.4%	\$4,245,378	17.7%
Starbucks	762	\$369,456	47.2%	\$1,008,920	51.0%
Superfruit Republic Juice	404	\$259,808		\$411,099	
Tamales by La Casita	1,354	\$472,898	22.8%	\$1,267,231	23.4%
Tapas Sky Bar	1,100	\$191,350	-24.1%	\$502,660	-22.6%
Temporary Grab & Go	474	\$190,994		\$544,972	
Villa Pizza	711	\$364,376	5.0%	\$1,033,753	20.3%
Vino Volo Wine Bar	624	\$164,904	72.1%	\$454,236	89.4%
Woody Creek Bakery	1,586	\$635,765	79.5%	\$1,718,324	97.6%
<b>TOTAL FOOD AND BEVERAGE - CONCOURSE C</b>	<b>31,304</b>	<b>\$10,329,695</b>	<b>18.0%</b>	<b>\$27,292,182</b>	<b>20.7%</b>
<b>FOOD AND BEVERAGE - TERMINAL</b>					
Boulder Beer Tap House	1,776	\$220,398	92.6%	\$673,604	102.0%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Cantina Grill	1,612	\$70,733	103.5%	\$229,833	136.3%
Caribou Coffee	795	\$107,924	27.8%	\$321,970	38.0%
Kabod Coffee	845	\$129,707	6.3%	\$378,263	12.9%
Subway	1,814	\$203,394	52.9%	\$520,387	24.0%
Tom's Urban Kitchen	9,601	\$200,159	-28.0%	\$629,120	-17.4%
<b>TOTAL FOOD AND BEVERAGE - TERMINAL</b>	<b>16,444</b>	<b>\$932,316</b>	<b>21.6%</b>	<b>\$2,753,178</b>	<b>26.3%</b>
<b>FOOD AND BEVERAGE - AIRPORTWIDE</b>					
Roasting Plant	1,321	\$25,011	77.9%	\$70,369	97.2%
<b>TOTAL FOOD AND BEVERAGE - AIRPORTWIDE</b>	<b>1,321</b>	<b>\$25,011</b>	<b>77.9%</b>	<b>\$70,369</b>	<b>97.2%</b>
<b>TOTAL FOOD AND BEVERAGE</b>	<b>140,918</b>	<b>\$32,034,933</b>	<b>22.6%</b>	<b>\$87,117,596</b>	<b>28.1%</b>

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
<b>PASSENGER SERVICES - CONCOURSE A</b>					
Executive Shine	60	\$3,135	-12.6%	\$9,095	-0.5%
Worldwide Insurance Services	100	\$315,676	32.4%	\$672,482	92.0%
<b>TOTAL PASSENGER SERVICES - CONCOURSE A</b>	<b>160</b>	<b>\$318,811</b>	<b>31.7%</b>	<b>\$681,577</b>	<b>89.7%</b>
<b>PASSENGER SERVICES - CONCOURSE B</b>					
A Massage	900	\$54,417	1.2%	\$129,796	-9.0%
Executive Shine	220	\$15,170	-9.0%	\$43,970	3.5%
Worldwide Insurance Services	277	\$558,886	41.7%	\$1,232,573	46.9%
<b>TOTAL PASSENGER SERVICES - CONCOURSE B</b>	<b>1,397</b>	<b>\$628,472</b>	<b>35.2%</b>	<b>\$1,406,339</b>	<b>37.3%</b>
<b>PASSENGER SERVICES - CONCOURSE C</b>					
Centurion Lounge	15,779	\$175,770	539.2%	\$366,280	528.3%
Executive Shine	30	\$2,870	-26.9%	\$8,245	-17.4%
<b>TOTAL PASSENGER SERVICES - CONCOURSE C</b>	<b>15,809</b>	<b>\$178,640</b>	<b>468.5%</b>	<b>\$374,525</b>	<b>448.5%</b>
<b>PASSENGER SERVICES - TERMINAL</b>					
Public Service Credit Union-Branch	518	\$31,020	133.1%	\$88,637	123.3%
Worldwide Insurance Services	404	\$95,529	60.1%	\$212,499	193.7%
<b>TOTAL PASSENGER SERVICES - TERMINAL</b>	<b>922</b>	<b>\$126,550</b>	<b>73.4%</b>	<b>\$301,136</b>	<b>168.8%</b>
<b>TOTAL PASSENGER SERVICES</b>	<b>18,289</b>	<b>\$1,252,473</b>	<b>54.4%</b>	<b>\$2,763,576</b>	<b>76.7%</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	\$738,894	19.3%	\$2,281,746	31.4%
Greetings From Colorado	946	\$194,773	-28.9%	\$606,445	-20.8%
High Lands Mercantile	1,135	\$246,267		\$677,805	
Hudson News	955	\$305,226	-38.0%	\$889,980	-27.2%
Peak News & Gifts	1,058	\$303,236	-33.0%	\$811,168	-30.3%
Provenzano Resources, Inc.	666	\$325,505	-30.3%	\$896,914	-27.3%
Spirit of the Red Horse	1,342	\$68,517	-2.4%	\$171,495	-5.2%
Sunglass Hut	955	\$78,035	-16.4%	\$208,738	-4.6%
Tattered Cover Bookstore	1,209	\$143,025	8.6%	\$361,536	9.7%
<b>TOTAL RETAIL - CONCOURSE A</b>	<b>10,183</b>	<b>\$2,403,478</b>	<b>-7.6%</b>	<b>\$6,905,828</b>	<b>0.8%</b>
<b>RETAIL - CONCOURSE B</b>					
Connections Newsstand	342	\$36,304	-59.2%	\$120,175	-44.0%
Earth Spirit	644	\$42,695	7.4%	\$121,465	15.2%
Express Market	1,276	\$588,915	2.5%	\$1,578,127	7.5%
Hudson News	1,827	\$1,031,365	13.7%	\$2,772,894	21.6%
InMotion Entertainment	383	\$278,076	12.5%	\$732,860	11.3%
Johnston & Murphy	822	\$164,126	30.6%	\$459,206	52.9%
Kazoo Toys	1,631	\$82,016	3.7%	\$219,338	13.7%
Larimer Street Market	1,270	\$276,724	-8.2%	\$896,323	18.4%
MAC	796	\$98,557	71.9%	\$265,478	70.2%
Misura, Crislu, Tumi	2,724	\$140,195	24.5%	\$457,474	67.4%
Mosaic Gallery	1,360	\$112,138	33.7%	\$217,055	8.9%
Peak News & Gifts	1,280	\$339,767	-4.3%	\$906,004	-0.2%
Provenzano Resources, Inc.	4,023	\$1,272,698	71.0%	\$3,397,651	78.0%
Sky Market	2,914	\$1,022,695	71.2%	\$2,748,543	82.2%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Sunglass Hut	898	\$86,706	8.7%	\$231,875	13.6%
Tattered Cover Bookstore	1,011	\$170,324	-0.6%	\$423,369	2.0%
<b>TOTAL RETAIL - CONCOURSE B</b>	<b>23,199</b>	<b>\$5,743,301</b>	<b>25.8%</b>	<b>\$15,547,837</b>	<b>34.6%</b>
<b>RETAIL - CONCOURSE C</b>					
Arts District Market	680	\$196,579	-31.8%	\$523,321	-13.3%
CNBC	385	\$126,322	-39.3%	\$308,513	-44.5%
Esavvy	536	\$69,315	-28.0%	\$198,881	-15.8%
Hudson News	649	\$550,284	41.6%	\$1,495,228	59.0%
Kiehl's/Urban Decay	1,391	\$40,998	54.4%	\$109,280	16.1%
No Boundaries	385	\$40,325	-31.3%	\$121,901	-23.9%
Out West	1,054	\$198,519	-2.4%	\$550,846	7.0%
Peak News & Gifts	981	\$292,270	-27.9%	\$786,033	-27.7%
Provenzano Resources, Inc.	3,164	\$689,548	32.9%	\$1,902,778	34.8%
Say Si Bon	1,885	\$284,353	-25.6%	\$726,766	-24.6%
Sky Market	837	\$584,252		\$1,495,694	
Sunglass Hut	1,015	\$142,104	4.0%	\$378,522	23.0%
Tattered Cover Bookstore	919	\$150,729	0.9%	\$361,398	0.9%
The Body Shop	1,193	\$107,286	4.3%	\$270,853	5.6%
<b>TOTAL RETAIL - CONCOURSE C</b>	<b>15,073</b>	<b>\$3,472,884</b>	<b>17.1%</b>	<b>\$9,230,013</b>	<b>23.3%</b>
<b>RETAIL - TERMINAL</b>					
Hudson News	906	\$177,907	49.4%	\$513,728	63.9%
Provenzano Resources, Inc.	68	\$62,599	-33.4%	\$179,971	-13.0%
<b>TOTAL RETAIL - TERMINAL</b>	<b>974</b>	<b>\$240,506</b>	<b>12.9%</b>	<b>\$693,699</b>	<b>33.3%</b>

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<b>RETAIL - AIRPORTWIDE</b>					
Provenzano Resources, Inc.		N/A		\$0	
<b>TOTAL RETAIL - AIRPORTWIDE</b>				<b>\$0</b>	
<b>TOTAL RETAIL</b>	<b>49,429</b>	<b>\$11,860,169</b>	<b>14.7%</b>	<b>\$32,377,377</b>	<b>22.6%</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	\$6,524	1.5%	\$19,443	-19.5%
Compass Group USA Inc. dba Canteen Vending Servic		\$85,576	-16.1%	\$240,977	-11.2%
Public Service Credit Union-ATMs	1	\$36,132	-19.1%	\$104,493	-5.9%
Smarte Carte, Inc.		\$94,174	12.9%	\$313,245	1.8%
<b>TOTAL AIRPORTWIDE SERVICES - TERMINAL</b>	<b>26</b>	<b>\$222,405</b>	<b>-6.0%</b>	<b>\$678,158</b>	<b>-5.1%</b>
<b>AIRPORTWIDE SERVICES - AIRPORTWIDE</b>					
Canteen Vending Services		\$154,497	27.1%	\$410,437	21.9%
Clear Channel Ads	1	\$1,599,911	33.9%	\$3,529,797	3.3%
Conoco - Retail	210,772	\$934,888	15.3%	\$2,621,420	23.4%
OUTFRONT Media LLC		\$239,446	-8.5%	\$239,446	-8.5%
Paradise 4 Paws	35,000	\$186,054	-3.2%	\$452,859	8.6%
<b>TOTAL AIRPORTWIDE SERVICES - AIRPORTWIDE</b>	<b>245,773</b>	<b>\$3,114,796</b>	<b>20.7%</b>	<b>\$7,253,959</b>	<b>10.6%</b>
<b>TOTAL AIRPORTWIDE SERVICES</b>	<b>245,799</b>	<b>\$3,337,201</b>	<b>18.5%</b>	<b>\$7,932,117</b>	<b>9.1%</b>
<b>GRAND TOTAL</b>	<b>459,079</b>	<b>\$48,776,017</b>	<b>20.9%</b>	<b>\$130,974,055</b>	<b>26.1%</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