



Denver International Airport

Gross Revenue Earned by Concessionaire

May 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
GRAND TOTAL		\$50,115,970	15.4%	\$228,063,085	20.6%	\$22.53	3.3%
DUTY FREE							
	CONCOURSE A	\$188,316	12.6%	\$895,382	18.7%	\$0.21	-13.9%
	CONCOURSE B	\$130,476	25.1%	\$527,484	33.6%	\$0.10	41.0%
TOTAL - DUTY FREE		\$318,792	17.4%	\$1,422,866	23.8%	\$0.31	-1.8%
FOOD AND BEVERAGE							
	CONCOURSE A	\$7,145,719	31.4%	\$33,459,325	40.7%	\$7.97	3.7%
	CONCOURSE B	\$14,136,125	14.3%	\$65,370,818	19.5%	\$10.65	10.3%
	CONCOURSE C	\$10,955,945	21.9%	\$49,041,362	22.2%	\$10.15	7.1%
	TERMINAL	\$860,035	15.3%	\$4,397,575	21.9%		
	AIRPORTWIDE	\$28,786	70.7%	\$120,681	82.5%		
TOTAL - FOOD AND BEVERAGE		\$33,126,610	20.2%	\$152,389,761	24.6%	\$28.77	9.7%
PASSENGER SERVICES							
	CONCOURSE A	\$506,891	47.8%	\$1,535,708	44.4%	\$0.57	64.5%
	CONCOURSE B	\$761,924	33.6%	\$2,797,260	39.4%	\$0.57	62.0%
	CONCOURSE C	\$154,240	793.1%	\$679,775	544.4%	\$0.14	473.9%
	TERMINAL	\$143,219	-24.7%	\$561,652	28.4%		
TOTAL - PASSENGER SERVICES		\$1,566,274	39.8%	\$5,574,395	54.3%	\$1.28	36.5%
RETAIL							
	CONCOURSE A	\$2,457,225	-20.4%	\$11,751,246	-8.7%	\$2.74	-34.1%
	CONCOURSE B	\$5,559,553	6.2%	\$25,378,915	17.2%	\$4.19	9.6%
	CONCOURSE C	\$3,457,307	3.9%	\$16,028,498	14.9%	\$3.20	-2.8%
	TERMINAL	\$422,954	55.2%	\$1,341,280	4.3%		
TOTAL - RETAIL		\$11,897,040	-0.2%	\$54,499,940	9.5%	\$10.13	-13.5%
AIRPORTWIDE SERVICES							
	TERMINAL	\$199,093	-3.7%	\$1,080,496	-4.5%		
	AIRPORTWIDE	\$3,008,160	27.0%	\$13,095,627	16.3%		
TOTAL - AIRPORTWIDE SERVICES		\$3,207,253	24.6%	\$14,176,123	14.4%		



DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
DUTY FREE - CONCOURSE A					
Dufry Shops	2,316	\$188,316	12.6%	\$895,382	18.7%
TOTAL DUTY FREE - CONCOURSE A	2,316	\$188,316	12.6%	\$895,382	18.7%
DUTY FREE - CONCOURSE B					
Dufry Shops	2,328	\$130,476	25.1%	\$527,484	33.6%
TOTAL DUTY FREE - CONCOURSE B	2,328	\$130,476	25.1%	\$527,484	33.6%
TOTAL DUTY FREE	4,644	\$318,792	17.4%	\$1,422,866	23.8%

* 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 *
FOOD AND BEVERAGE - CONCOURSE A					
Ben & Jerry's / Caribou Coffee	1,232	\$343,094	7.2%	\$1,581,203	15.2%
Denver Central Market	4,090	\$452,504	-37.1%	\$1,825,754	-38.3%
Denver Chop House & Brewery	4,026	\$772,002	4.2%	\$3,718,723	9.6%
Dunkin' Donuts	317	\$163,785	-18.7%	\$709,306	-19.4%
Einstein Bros Bagels	406	\$358,307		\$1,669,251	
Freshens	338	\$207,139	-33.8%	\$981,827	-25.2%
Grab & Go Marketplace	490	\$119,930		\$140,737	
KFC / Pizza Hut	638	\$262,691	98.3%	\$1,109,728	63.1%
McDonald's	1,142	\$534,005	-30.5%	\$3,756,522	-0.9%
Mercantile	3,995	\$1,242,585		\$5,354,322	
Mesa Verde Lounge	4,706	\$610,821	9.0%	\$2,847,891	34.4%
Novo Coffee	406	\$229,821		\$1,067,379	
Panda Express	702	\$601,946	28.9%	\$2,769,808	25.6%
Pizza Hut Godega	125	\$58,712	37.3%	\$278,871	393.7%
Quizno's	4,092	\$926,615	28.7%	\$4,451,076	51.7%
Sky Snax	4,681	\$208,780		\$979,354	
Vino Volo Wine Bar	923	\$52,984	-56.7%	\$217,572	-51.3%
TOTAL FOOD AND BEVERAGE - CONCOURSE A	32,309	\$7,145,719	39.9%	\$33,459,325	51.1%
FOOD AND BEVERAGE - CONCOURSE B					
Aviator's Club BBQ	4,398	\$461,852	-4.9%	\$2,212,607	3.6%
Cantina Grill	3,204	\$588,712	-5.7%	\$2,774,174	2.9%
Caribou Coffee	770	\$252,442	15.8%	\$1,199,999	18.8%
Chick-Fil-A	1,137	\$649,506	29.5%	\$3,110,671	25.4%
City Pho	2,603	\$315,797	3.6%	\$1,532,062	39.6%
City Wok	591	\$87,854	458.6%	\$411,492	691.6%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Cru Wine Bar	935	\$240,308	3.4%	\$1,099,302	6.2%
Elway's	4,026	\$1,292,679	7.1%	\$6,149,011	11.8%
Etai's Café	1,488	\$598,069	8.0%	\$2,752,295	8.5%
Garbanzo	609	\$410,976	82.3%	\$1,801,072	99.5%
Half Moon Empanadas	405	\$120,947		\$120,947	
Heidi's Brooklyn Deli	958	\$70,965	-65.6%	\$104,087	-86.8%
Hotch Potch	623	\$108,937		\$513,483	
Jamba Juice	770	\$270,833	44.0%	\$1,167,366	44.2%
Kabod Coffee	224	\$16,614	-71.5%	\$23,148	-90.4%
Lounge 5280	1,540	\$155,523	55.4%	\$704,668	45.0%
McDonald's	1,552	\$921,850	18.4%	\$4,076,673	17.9%
Mod Market	906	\$434,943	-11.9%	\$2,060,101	-6.6%
New Belgium Brewing	3,948	\$996,832	5.1%	\$4,635,442	7.8%
New Belgium Hub	3,001	\$310,007	-22.7%	\$1,707,817	-2.9%
Pizza Hut Express/Haagen Daz	1,000	\$370,794	1.1%	\$1,726,136	5.7%
Pour La France	6,420	\$757,171	10.5%	\$3,522,267	10.5%
Qdoba	2,325	\$391,102	18.2%	\$1,831,304	20.0%
Que Bueno! Mexican Grille	1,491	\$510,976	16.1%	\$2,347,918	20.1%
Rocky Mt. Chocolate Factory	817	\$197,364	-2.5%	\$895,102	8.1%
Sara Lee Sandwich Shoppe	1,455	\$303,792	26.6%	\$1,388,012	33.6%
Shake Shack	2,586	\$777,409	64.6%	\$3,736,586	81.8%
Sky Market	1,643	\$361,369		\$1,743,179	
SMASH Burgers & Bar	3,749	\$600,610	-2.7%	\$2,965,343	7.9%
Snooze	2,984	\$511,047	39.9%	\$2,395,120	41.1%
Starbucks	1,208	\$442,951	4.4%	\$1,817,010	6.2%
Steve's Snappin' Dogs	1,446	\$356,146	6.2%	\$1,607,819	11.8%
Wolfgang Puck	2,450	\$249,749	31.5%	\$1,238,603	77.1%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
TOTAL FOOD AND BEVERAGE - CONCOURSE B	63,260	\$14,136,125	15.7%	\$65,370,818	21.0%
FOOD AND BEVERAGE - CONCOURSE C					
Auntie Anne's	256	\$91,659	-4.5%	\$519,480	11.0%
Big Bowl/Magic Pan	1,590	\$289,557	-34.5%	\$1,430,378	-16.4%
Caribou Coffee	603	\$165,682	-23.2%	\$754,874	-20.5%
Coffee Bean & Tea Leaf	582	\$107,292	52.2%	\$454,142	-6.4%
Coors Silver Bullet	2,931	\$602,810	-15.9%	\$2,732,427	-18.1%
Dazbog Coffee	639	\$302,681	78.2%	\$1,423,569	85.3%
DEN Neighborhood Market	914	\$256,663		\$926,743	
Grab-N-Go Marketplace		N/A		\$7,623	
Great Divide Brewhouse	3,162	\$543,910	-35.4%	\$2,701,262	-26.2%
Jamba Juice	639	\$179,412	1.3%	\$787,713	3.2%
Little Man Ice Cream	165	\$65,152	-20.3%	\$253,020	-23.1%
Love from DEN Market	914	\$301,062		\$617,072	
McDonald's	924	\$1,048,911	44.7%	\$4,788,116	31.5%
Mod Market	1,666	\$343,523	-22.5%	\$1,494,449	-21.8%
Root Down	3,979	\$1,323,016	7.1%	\$6,144,007	11.3%
SMASH Burgers & Bar	2,327	\$882,889	68.7%	\$4,235,405	78.2%
Smokin Bear Lodge Smoking Lounge	4,826	\$1,605,811	11.5%	\$7,384,608	16.4%
Starbucks	762	\$470,639	41.5%	\$1,901,766	46.0%
Superfruit Republic Juice	404	\$254,797		\$904,943	
Tamales by La Casita	1,354	\$470,525	19.7%	\$2,186,842	21.2%
Tapas Sky Bar	1,100	\$196,601	-25.9%	\$881,728	-24.6%
Temporary Grab & Go	474	\$153,101		\$833,810	
Villa Pizza	711	\$368,654	-0.9%	\$1,760,183	11.3%
Vino Volo Wine Bar	624	\$191,576	99.9%	\$817,889	87.2%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Woody Creek Bakery	1,586	\$740,023	113.2%	\$3,099,314	99.1%
TOTAL FOOD AND BEVERAGE - CONCOURSE C	33,132	\$10,955,945	21.9%	\$49,041,362	22.2%
FOOD AND BEVERAGE - TERMINAL					
Boulder Beer Tap House	1,776	\$183,188	103.5%	\$1,039,409	100.3%
Cantina Grill	1,612	\$64,503	89.6%	\$348,294	118.8%
Caribou Coffee	795	\$113,809	37.3%	\$532,758	38.0%
Kabod Coffee	845	\$121,712	11.0%	\$615,437	13.9%
Subway	1,814	\$201,362	14.9%	\$895,385	24.1%
Tom's Urban Kitchen	9,601	\$175,461	-29.2%	\$966,291	-22.3%
TOTAL FOOD AND BEVERAGE - TERMINAL	16,444	\$860,035	16.3%	\$4,397,575	23.2%
FOOD AND BEVERAGE - AIRPORTWIDE					
Roasting Plant	1,321	\$28,786	70.7%	\$120,681	82.5%
TOTAL FOOD AND BEVERAGE - AIRPORTWIDE	1,321	\$28,786	70.7%	\$120,681	82.5%
TOTAL FOOD AND BEVERAGE	146,466	\$33,126,610	22.4%	\$152,389,761	27.1%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
PASSENGER SERVICES - CONCOURSE A					
Executive Shine	60	\$3,135	-14.1%	\$15,210	-6.9%
Worldwide Insurance Services	100	\$503,756	48.4%	\$1,520,498	64.1%
TOTAL PASSENGER SERVICES - CONCOURSE A	160	\$506,891	47.8%	\$1,535,708	62.9%
PASSENGER SERVICES - CONCOURSE B					
A Massage	900	\$73,138	69.0%	\$276,266	19.4%
Executive Shine	220	\$13,350	-13.3%	\$70,260	-4.5%
Worldwide Insurance Services	277	\$675,436	32.1%	\$2,450,734	44.0%
TOTAL PASSENGER SERVICES - CONCOURSE B	1,397	\$761,924	33.6%	\$2,797,260	39.4%
PASSENGER SERVICES - CONCOURSE C					
Centurion Lounge	15,779	\$151,660	964.3%	\$666,310	647.8%
Executive Shine	30	\$2,580	-14.6%	\$13,465	-17.9%
TOTAL PASSENGER SERVICES - CONCOURSE C	15,809	\$154,240	793.1%	\$679,775	544.4%
PASSENGER SERVICES - TERMINAL					
Public Service Credit Union-Branch	518	\$33,563	182.9%	\$154,868	121.9%
Worldwide Insurance Services	404	\$109,655	-38.5%	\$406,784	13.0%
TOTAL PASSENGER SERVICES - TERMINAL	922	\$143,219	-24.7%	\$561,652	30.7%
TOTAL PASSENGER SERVICES	18,289	\$1,566,274	39.8%	\$5,574,395	59.9%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
RETAIL - CONCOURSE A					
Flight Stop	1,917	\$624,732	-10.5%	\$3,694,157	15.6%
Greetings From Colorado	946	\$224,565	-34.9%	\$1,032,709	-26.3%
High Lands Mercantile	1,135	\$247,963		\$1,139,211	
Hudson News	955	\$423,275	-34.6%	\$1,624,452	-32.4%
Peak News & Gifts	1,058	\$338,067	-34.8%	\$1,438,713	-31.7%
Provenzano Resources, Inc.	358	\$305,845	-38.1%	\$1,506,149	-31.7%
Spirit of the Red Horse	1,342	\$61,480	-27.4%	\$288,265	-14.8%
Sunglass Hut	955	\$101,934	0.0%	\$413,331	-2.4%
Tattered Cover Bookstore	1,209	\$129,364	-16.9%	\$614,260	-0.5%
TOTAL RETAIL - CONCOURSE A	9,875	\$2,457,225	-19.3%	\$11,751,246	-7.4%
RETAIL - CONCOURSE B					
Connections Newsstand	342	\$48,489	-54.7%	\$202,531	-51.1%
Earth Spirit	644	\$57,697	-2.2%	\$228,082	6.2%
Express Market	1,276	\$562,826	-8.4%	\$2,693,335	1.8%
Hudson News	1,827	\$1,106,800	5.9%	\$4,871,207	14.7%
InMotion Entertainment	383	\$255,336	-11.5%	\$1,220,725	2.1%
Johnston & Murphy	822	\$196,768	20.2%	\$879,096	34.0%
Kazoo Toys	1,631	\$73,455	-14.0%	\$363,274	0.8%
Larimer Street Market	1,270	\$298,499	-10.3%	\$1,516,098	2.9%
MAC	796	\$78,883	47.5%	\$428,089	59.9%
Misura, Crislu, Tumi	2,724	\$133,274	-13.2%	\$767,482	32.0%
Mosaic Gallery	1,360	\$172,284	60.3%	\$533,993	34.0%
Peak News & Gifts	1,280	\$329,297	-17.1%	\$1,538,418	-6.7%
Provenzano Resources, Inc.	3,869	\$1,368,795	51.0%	\$6,075,132	65.8%
Sky Market	1,271	\$606,087	-5.0%	\$2,886,035	6.0%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Sunglass Hut	898	\$95,943	0.0%	\$419,115	7.1%
Tattered Cover Bookstore	1,011	\$175,120	-6.9%	\$756,302	-1.9%
TOTAL RETAIL - CONCOURSE B	21,402	\$5,559,553	6.2%	\$25,378,915	17.2%
RETAIL - CONCOURSE C					
Arts District Market	680	\$197,552	-43.5%	\$956,905	-28.2%
CNBC	385	\$127,128	-44.7%	\$561,857	-43.4%
Esavvy	536	\$74,271	-24.4%	\$335,112	-23.2%
Hudson News	649	\$609,277	54.4%	\$2,633,378	54.0%
Kiehl's/Urban Decay	1,391	\$46,465	26.8%	\$202,011	10.7%
No Boundaries	385	\$30,823	-57.3%	\$189,744	-32.1%
Out West	1,054	\$239,259	-4.1%	\$1,003,961	3.5%
Peak News & Gifts	981	\$311,336	-30.2%	\$1,385,440	-28.5%
Provenzano Resources, Inc.	2,188	\$531,180	-8.4%	\$3,044,827	19.2%
Say Si Bon	1,885	\$278,928	-32.6%	\$1,247,745	-28.5%
Sky Market	837	\$560,682		\$2,594,619	
Sunglass Hut	1,015	\$181,423	0.0%	\$719,783	10.9%
Tattered Cover Bookstore	919	\$154,048	-4.8%	\$657,570	-2.6%
The Body Shop	1,193	\$114,936	1.0%	\$495,548	2.6%
TOTAL RETAIL - CONCOURSE C	14,097	\$3,457,307	3.9%	\$16,028,498	14.9%
RETAIL - TERMINAL					
Hudson News	906	\$175,477	69.3%	\$847,998	63.3%
Provenzano Resources, Inc.	762	\$247,478	232.5%	\$493,283	40.2%
TOTAL RETAIL - TERMINAL	1,668	\$422,954	137.6%	\$1,341,280	54.0%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
RETAIL - AIRPORTWIDE					
Provenzano Resources, Inc.		N/A		\$0	
TOTAL RETAIL - AIRPORTWIDE				\$0	
TOTAL RETAIL	47,042	\$11,897,040	0.9%	\$54,499,940	10.9%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
AIRPORTWIDE SERVICES - TERMINAL					
CheckPoint Mailers	25	\$7,729	-10.3%	\$32,698	-15.6%
Compass Group USA Inc. dba Canteen Vending Servic		\$76,030	-10.1%	\$396,818	-10.4%
Public Service Credit Union-ATMs	1	\$36,292	-12.5%	\$177,811	-7.8%
Smarte Carte, Inc.		\$79,043	9.8%	\$473,168	3.7%
TOTAL AIRPORTWIDE SERVICES - TERMINAL	26	\$199,093	-3.7%	\$1,080,496	-4.5%
AIRPORTWIDE SERVICES - AIRPORTWIDE					
Canteen Vending Services		\$138,688	27.4%	\$685,437	22.9%
Clear Channel Ads	1	\$1,751,099	38.2%	\$6,974,862	15.7%
Conoco - Retail	210,772	\$953,528	13.3%	\$4,415,785	19.3%
OUTFRONT Media LLC		N/A		\$239,446	-8.5%
Paradise 4 Paws	35,000	\$164,845	9.7%	\$780,098	10.3%
TOTAL AIRPORTWIDE SERVICES - AIRPORTWIDE	245,773	\$3,008,160	27.0%	\$13,095,627	16.3%
TOTAL AIRPORTWIDE SERVICES	245,799	\$3,207,253	24.6%	\$14,176,123	14.4%
GRAND TOTAL	462,240	\$50,115,970	17.0%	\$228,063,085	22.6%

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