



Summary



Denver International Airport

Gross Revenue Earned by Concessionaire

March 2024

Unaudited
Finance Accounts Receivable

Details

Major Category And Concourse		Monthly Sales \$	YOY Sales % Change	YTD Sales \$	YOY YTD % Change	Monthly Sales per Enplanement	Sales Per Enplanement % Change
GRAND TOTAL		\$54,712,333	10.8%	\$148,070,026	12.4%	\$23.65	5.3%
DUTY FREE							
	CONCOURSE A	\$307,045	62.4%	\$794,958	58.3%	\$0.32	49.6%
	CONCOURSE B	\$142,675	39.7%	\$375,783	33.6%	\$0.11	35.3%
TOTAL - DUTY FREE		\$449,720	54.4%	\$1,170,741	49.4%	\$0.42	46.8%
FOOD AND BEVERAGE							
	CONCOURSE A	\$8,084,564	10.8%	\$21,449,744	8.7%	\$8.30	0.2%
	CONCOURSE B	\$14,623,178	5.2%	\$40,221,749	4.9%	\$10.91	1.8%
	CONCOURSE C	\$11,835,341	11.6%	\$32,119,012	15.8%	\$10.43	0.8%
	TERMINAL	\$844,883	-9.4%	\$2,513,502	-8.7%		
	AIRPORTWIDE	\$190,305	660.9%	\$579,913	724.1%		
TOTAL - FOOD AND BEVERAGE		\$35,578,272	8.6%	\$96,883,921	9.3%	\$29.65	2.1%
PASSENGER SERVICES							
	CONCOURSE A	\$1,724,362	440.9%	\$4,719,657	592.5%	\$1.77	519.2%
	CONCOURSE B	\$452,175	-28.1%	\$1,123,921	-20.1%	\$0.34	-14.1%
	CONCOURSE C	\$189,485	6.1%	\$494,035	31.9%	\$0.17	19.5%
	TERMINAL	\$161,715	27.8%	\$354,417	17.7%		
TOTAL - PASSENGER SERVICES		\$2,527,737	101.8%	\$6,692,030	142.2%	\$2.28	125.7%
RETAIL							
	CONCOURSE A	\$3,055,964	15.0%	\$7,887,030	10.3%	\$3.14	4.6%
	CONCOURSE B	\$5,046,980	-5.7%	\$13,677,878	-5.7%	\$3.77	-7.1%
	CONCOURSE C	\$4,196,965	20.9%	\$11,307,087	22.6%	\$3.70	7.5%
	TERMINAL	\$264,482	10.0%	\$754,811	8.8%		
TOTAL - RETAIL		\$12,564,391	7.2%	\$33,626,806	6.5%	\$10.61	1.7%
AIRPORTWIDE SERVICES							
	TERMINAL	\$220,411	-1.7%	\$681,456	-0.3%		
	AIRPORTWIDE	\$3,371,803	8.3%	\$9,015,073	24.3%		
TOTAL - AIRPORTWIDE SERVICES		\$3,592,214	7.6%	\$9,696,529	22.2%		

* 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 *
DUTY FREE - CONCOURSE A					
Dufry Shops	2,316	\$307,045	62.4%	\$794,958	58.3%
TOTAL DUTY FREE - CONCOURSE A	2,316	\$307,045	62.4%	\$794,958	58.3%
DUTY FREE - CONCOURSE B					
Dufry Shops	2,328	\$142,675	39.7%	\$375,783	33.6%
TOTAL DUTY FREE - CONCOURSE B	2,328	\$142,675	39.7%	\$375,783	33.6%
TOTAL DUTY FREE	4,644	\$449,720	54.4%	\$1,170,741	49.4%

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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	\$328,821	-4.5%	\$863,566	-7.0%
Breckenridge Brewery	1,510	\$32,886		\$32,886	
Dazbog	464	\$138,226		\$339,167	
Denver Central Market	4,090	\$626,010	82.3%	\$1,623,992	58.9%
Denver Chop House & Brewery	4,026	\$838,912	5.3%	\$2,248,247	1.6%
Dunkin' Donuts	317	\$173,203	19.5%	\$450,171	8.8%
Einstein Bros Bagels	406	\$528,612	42.4%	\$1,289,473	31.2%
Freshens	338	\$275,309	31.1%	\$676,278	13.3%
Grab & Go Marketplace	490	\$74,774		\$245,989	
KFC / Pizza Hut	638	\$247,065	10.0%	\$574,017	-10.1%
McDonald's	1,142	\$941,570	5.1%	\$2,446,374	0.7%
Mercantile	3,995	\$1,366,704	17.2%	\$3,719,084	22.8%
Mesa Verde Lounge	4,706	\$547,515	-14.9%	\$1,498,605	-10.7%
Novo Coffee	406	\$253,113	7.6%	\$671,083	4.6%
Panda Express	702	\$605,184	5.7%	\$1,679,722	3.7%
Pizza Hut Godega	125	\$54,580	-35.9%	\$155,737	4.6%
Quizno's	4,092	\$807,935	-17.3%	\$2,389,018	-9.8%
Sky Snax	4,681	\$85,141	-53.4%	\$288,148	-48.5%
Snarfs	1,200	\$91,753		\$91,753	
Vino Volo Wine Bar	923	\$67,253	68.2%	\$166,434	33.4%
TOTAL FOOD AND BEVERAGE - CONCOURSE A	35,483	\$8,084,564	11.8%	\$21,449,744	9.0%
FOOD AND BEVERAGE - CONCOURSE B					
Aviator's Club BBQ	4,398	\$434,332	-10.4%	\$1,193,036	-9.6%
Cantina Grill	3,204	\$555,115	-7.8%	\$1,511,513	-8.2%
Caribou Coffee	770	\$241,275	-6.4%	\$645,671	-9.0%

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Chick-Fil-A	1,137	\$813,234	23.3%	\$2,392,946	29.5%
City Pho	2,603	\$326,233	-0.1%	\$872,840	-4.6%
City Wok	591	\$90,540	-4.2%	\$260,637	9.6%
Cru Wine Bar	935	\$182,077	-19.4%	\$519,484	-19.0%
Elway's	4,026	\$1,320,145	0.2%	\$3,673,603	0.0%
Etai's Café	1,488	\$572,067	-0.2%	\$1,578,593	-0.9%
Garbanzo	609	\$422,078	10.3%	\$1,165,425	13.9%
Half Moon Empanadas	405	\$338,344		\$906,684	
Heidi's Brooklyn Deli	958	\$134,663		\$368,890	1013.7%
Hotch Potch	623	\$99,161	-9.5%	\$267,985	-9.8%
Jamba Juice	770	\$264,244	6.2%	\$700,121	6.3%
Kabod Coffee	224	\$35,769		\$100,158	1432.7%
Lounge 5280	1,540	\$110,482	-26.3%	\$305,863	-26.3%
McDonald's	1,552	\$839,847	-3.0%	\$2,257,181	-5.5%
Mod Market	906	\$389,371	-13.2%	\$1,062,708	-12.7%
New Belgium Brewing	3,948	\$747,543	-23.5%	\$2,134,809	-21.6%
New Belgium Hub	3,001	\$366,681	0.0%	\$1,048,289	-2.3%
Pizza Hut Express/Haagen Daz	1,000	\$351,660	-1.9%	\$933,048	-6.1%
Pour La France	6,420	\$654,154	-14.5%	\$1,847,653	-10.5%
Qdoba	2,325	\$419,710	4.8%	\$1,146,020	5.5%
Que Bueno! Mexican Grille	1,491	\$423,422	-10.4%	\$1,243,706	-9.0%
Rocky Mt. Chocolate Factory	817	\$174,727	-4.1%	\$471,257	-8.9%
Salt & Grinder	1,000	\$183,503		\$187,185	
Sara Lee Sandwich Shoppe	1,455	\$259,745	-9.4%	\$768,615	-4.8%
Shake Shack	2,586	\$833,063	0.0%	\$2,193,500	-1.1%
Sky Market	1,643	\$420,652	7.7%	\$1,087,022	5.1%
SMASH Burgers & Bar	3,749	\$795,110	26.2%	\$2,266,245	25.8%

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Snooze	2,984	\$493,177	-5.5%	\$1,422,158	1.4%
Starbucks	1,208	\$579,214	58.6%	\$1,639,628	66.1%
Steve's Snappin' Dogs	1,446	\$341,316	2.5%	\$942,919	2.7%
Sunset Loop Temp	242	\$197,350		\$545,523	
Wolfgang Puck	2,450	\$213,174	-22.6%	\$560,835	-24.6%
TOTAL FOOD AND BEVERAGE - CONCOURSE B	64,501	\$14,623,178	5.2%	\$40,221,749	4.9%

FOOD AND BEVERAGE - CONCOURSE C

Auntie Anne's	256	\$137,809	1.1%	\$364,188	17.3%
Big Bowl/Magic Pan	1,590	\$305,509	-7.1%	\$853,486	1.2%
Caribou Coffee	603	\$182,295	5.8%	\$503,048	15.0%
Coffee Bean & Tea Leaf	582	\$103,725	-1.6%	\$298,578	24.7%
Coors Silver Bullet	2,931	\$560,736	-5.9%	\$1,568,177	0.3%
Dazbog Coffee	639	\$331,535	7.6%	\$886,974	5.2%
Grab-and-Go Kiosk	249	\$420,440		\$1,100,395	
Great Divide Brewhouse	3,162	\$688,057	11.7%	\$1,846,954	16.0%
Jamba Juice	639	\$214,117	26.0%	\$567,315	28.5%
Little Man Ice Cream	165	\$66,955	29.5%	\$171,395	29.2%
McDonald's	924	\$1,208,908	16.3%	\$3,114,937	10.9%
Mod Market	1,666	\$336,915	3.8%	\$912,835	8.1%
Root Down	3,979	\$1,419,868	7.7%	\$3,891,341	9.4%
SMASH Burgers & Bar	2,327	\$1,008,693	10.3%	\$2,872,730	15.2%
Smokin Bear Lodge Smoking Lounge	5,833	\$1,754,588	9.7%	\$4,779,708	12.6%
Starbucks	762	\$634,415	71.7%	\$1,695,402	68.0%
Superfruit Republic Juice	404	\$321,723	23.8%	\$873,180	112.4%
Tamales by La Casita	1,354	\$512,408	8.4%	\$1,398,193	10.3%
Tapas Sky Bar	1,100	\$165,536	-13.5%	\$486,944	-3.1%

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Temporary Grab & Go	474	\$64,836	-66.1%	\$183,459	-66.3%
Villa Pizza	711	\$389,746	7.0%	\$1,052,238	1.8%
Vino Volo Wine Bar	624	\$192,821	16.9%	\$530,505	16.8%
Woody Creek Bakery	1,586	\$813,706	28.0%	\$2,167,029	26.1%
TOTAL FOOD AND BEVERAGE - CONCOURSE C	32,560	\$11,835,341	14.6%	\$32,119,012	17.7%
FOOD AND BEVERAGE - TERMINAL					
Boulder Beer Tap House	1,776	\$226,827	2.9%	\$679,046	0.8%
Cantina Grill		N/A	-100.0%	\$101,633	-55.8%
Caribou Coffee	840	\$116,326	7.8%	\$336,945	4.7%
Kabod Coffee	845	\$282,639	117.9%	\$790,696	109.0%
Subway	1,814	\$219,091	7.7%	\$605,182	16.3%
TOTAL FOOD AND BEVERAGE - TERMINAL	5,275	\$844,883	15.4%	\$2,513,502	18.3%
FOOD AND BEVERAGE - AIRPORTWIDE					
Roasting Plant	1,321	\$24,446	-2.3%	\$65,330	-7.2%
Tom's Urban Kitchen	9,601	\$165,859		\$514,583	
TOTAL FOOD AND BEVERAGE - AIRPORTWIDE	10,922	\$190,305	660.9%	\$579,913	724.1%
TOTAL FOOD AND BEVERAGE	148,741	\$35,578,272	10.4%	\$96,883,921	10.7%

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PASSENGER SERVICES - CONCOURSE A					
Executive Shine	60	\$2,670	-14.8%	\$8,390	-7.8%
Plaza Premium Lounge	11,751	\$1,163,004		\$3,447,831	
Worldwide Insurance Services	100	\$558,688	77.0%	\$1,263,435	87.9%
TOTAL PASSENGER SERVICES - CONCOURSE A	11,911	\$1,724,362	440.9%	\$4,719,657	592.5%
PASSENGER SERVICES - CONCOURSE B					
A Massage	900	\$67,701	24.4%	\$212,723	63.9%
Executive Shine	220	\$11,925	-21.4%	\$36,905	-16.1%
Worldwide Insurance Services	277	\$372,549	-33.3%	\$874,293	-29.1%
TOTAL PASSENGER SERVICES - CONCOURSE B	1,397	\$452,175	-28.1%	\$1,123,921	-20.1%
PASSENGER SERVICES - CONCOURSE C					
Centurion Lounge	15,779	\$186,560	6.1%	\$485,550	32.6%
Executive Shine	30	\$2,925	1.9%	\$8,485	2.9%
TOTAL PASSENGER SERVICES - CONCOURSE C	15,809	\$189,485	6.1%	\$494,035	31.9%
PASSENGER SERVICES - TERMINAL					
Public Service Credit Union-Branch	518	\$46,559	50.1%	\$135,801	53.2%
Worldwide Insurance Services	404	\$115,156	20.5%	\$218,616	2.9%
TOTAL PASSENGER SERVICES - TERMINAL	922	\$161,715	27.8%	\$354,417	17.7%
TOTAL PASSENGER SERVICES	30,040	\$2,527,737	101.8%	\$6,692,030	142.2%

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RETAIL - CONCOURSE A					
CNBC	989	\$37,916		\$37,916	
Flight Stop	1,917	\$593,071	-19.7%	\$1,623,774	-28.8%
Greetings From Colorado	946	\$188,676	-3.1%	\$499,244	-16.2%
High Lands Mercantile	1,135	\$267,381	8.6%	\$699,520	3.2%
Hudson News	955	\$457,705	50.0%	\$1,175,763	32.1%
Market 5280	1,070	\$191,302		\$426,589	
Peak News & Gifts	1,058	\$362,001	19.4%	\$952,716	17.4%
Provenzano Resources, Inc.	838	\$379,733	16.7%	\$975,025	8.7%
Spirit of the Red Horse	1,342	\$65,000	-5.1%	\$175,122	2.1%
Sunglass Hut	955	\$103,031	32.0%	\$275,517	32.0%
Tattered Cover Bookstore	1,209	\$155,670	8.8%	\$401,077	10.9%
WH Smith	1,288	\$254,479	0.0%	\$644,767	153.4%
TOTAL RETAIL - CONCOURSE A	13,702	\$3,055,964	15.0%	\$7,887,030	10.3%
RETAIL - CONCOURSE B					
Connections Newsstand	342	\$73,553	102.6%	\$211,558	78.7%
Earth Spirit	644	\$39,480	-7.5%	\$105,993	-10.7%
Express Market	1,276	\$363,343	-38.3%	\$981,994	-37.8%
High Dune Market & Goods	1,249	\$300,180		\$816,641	
Hudson News	1,827	\$804,612	-22.0%	\$2,281,329	-17.7%
InMotion Entertainment	383	\$247,763	-10.9%	\$652,698	-10.9%
Johnston & Murphy	822	\$159,767	-2.7%	\$487,545	6.2%
Kazoo Toys	1,631	\$79,903	-2.6%	\$197,096	-10.1%
Larimer Street Market	1,270	\$492,385	77.9%	\$1,312,691	46.5%
MAC	796	\$50,947	-48.3%	\$146,823	-44.7%
Misura, Crislu, Tumi	2,724	\$144,494	3.1%	\$397,049	-13.2%

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Mosaic Gallery	1,360	\$131,719	17.5%	\$326,898	54.0%
Peak News & Gifts	1,280	\$296,488	-12.7%	\$787,751	-13.1%
Provenzano Resources, Inc.	4,356	\$835,989	-34.3%	\$2,344,977	-31.0%
River North News	754	\$225,936		\$518,616	
Sky Market	1,271	\$554,962	-12.2%	\$1,477,427	-13.8%
Sunglass Hut	898	\$86,719	0.0%	\$215,869	-6.9%
Tattered Cover Bookstore	1,011	\$158,741	-6.8%	\$414,923	-2.0%
TOTAL RETAIL - CONCOURSE B	23,891	\$5,046,980	-5.7%	\$13,677,878	-5.7%

RETAIL - CONCOURSE C					
Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Arts District Market	680	\$282,366	43.6%	\$732,836	40.0%
Black Canyon	900	\$530,013		\$1,488,645	
CNBC	385	\$116,134	-8.1%	\$307,618	-0.3%
Esavvy	536	\$71,364	3.0%	\$196,245	-1.3%
House of LR&C	330	\$6,226		\$91,551	
Hudson News	649	\$542,271	-1.5%	\$1,428,174	-4.5%
Kiehl's	1,060	\$54,534		\$54,534	
Kiehl's/Urban Decay		N/A	-100.0%	\$0	-100.0%
Longs Peak	886	\$401,154		\$1,141,970	
No Boundaries	385	\$47,736	18.4%	\$146,916	20.5%
Out West	1,054	\$183,930	-7.3%	\$445,672	-18.0%
Peak News & Gifts	981	\$320,976	9.8%	\$854,768	8.7%
Provenzano Resources, Inc.	2,363	\$512,807	-25.6%	\$1,349,539	-29.1%
Say Si Bon	1,885	\$246,013	-13.5%	\$704,197	-3.1%
Sky Market	837	\$557,485	-4.6%	\$1,486,069	-0.6%
Sunglass Hut	1,015	\$166,333	17.0%	\$377,094	-0.4%
Tattered Cover Bookstore	919	\$157,622	4.6%	\$403,183	11.6%

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The Body Shop		N/A	-100.0%	\$98,075	-63.7%
TOTAL RETAIL - CONCOURSE C	14,866	\$4,196,965	20.9%	\$11,307,087	22.6%
RETAIL - TERMINAL					
Hudson News	906	\$178,500	0.3%	\$511,134	-0.5%
Provenzano Resources, Inc.	94	\$85,982	37.4%	\$243,677	35.4%
TOTAL RETAIL - TERMINAL	1,000	\$264,482	10.0%	\$754,811	8.8%
TOTAL RETAIL	53,459	\$12,564,391	7.2%	\$33,626,806	6.5%

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AIRPORTWIDE SERVICES - TERMINAL					
CheckPoint Mailers	25	\$4,441	-46.8%	\$14,679	-40.0%
Compass Group USA Inc. dba Canteen Vending Servic		\$84,433	-1.3%	\$257,299	6.8%
Public Service Credit Union-ATMs	1	\$37,076	2.6%	\$103,453	-1.0%
Smarte Carte, Inc.		\$94,461	0.3%	\$306,025	-2.3%
TOTAL AIRPORTWIDE SERVICES - TERMINAL	26	\$220,411	-1.7%	\$681,456	-0.3%
AIRPORTWIDE SERVICES - AIRPORTWIDE					
Canteen Vending Services		\$154,038	-0.3%	\$471,268	14.8%
Clear Channel Ads	1	\$1,741,375	8.8%	\$5,128,862	45.3%
Conoco - Retail	210,772	\$981,527	5.0%	\$2,714,984	3.6%
OUTFRONT Media LLC		\$323,423	35.1%	\$323,423	35.1%
Paradise 4 Paws	35,000	\$171,441	-7.9%	\$376,537	-16.9%
TOTAL AIRPORTWIDE SERVICES - AIRPORTWIDE	245,773	\$3,371,803	8.3%	\$9,015,073	24.3%
TOTAL AIRPORTWIDE SERVICES	245,799	\$3,592,214	7.6%	\$9,696,529	22.2%
GRAND TOTAL	482,683	\$54,712,333	12.0%	\$148,070,026	13.4%

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