



## Denver International Airport

### Gross Revenue Earned by Concessionaire

February 2019

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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>\$30,848,334</b>	<b>6.5%</b>	<b>\$62,656,927</b>	<b>6.6%</b>	<b>\$19.55</b>	<b>3.2%</b>
<b>DUTY FREE</b>							
	CONCOURSE A	\$179,944	3.9%	\$360,416	-1.6%	\$0.32	-0.8%
	CONCOURSE B	\$110,229	7.1%	\$215,067	7.4%	\$0.11	2.3%
<b>TOTAL - DUTY FREE</b>		<b>\$290,173</b>	<b>5.1%</b>	<b>\$575,483</b>	<b>1.5%</b>	<b>\$0.43</b>	<b>-1.1%</b>
<b>FOOD AND BEVERAGE</b>							
	CONCOURSE A	\$4,243,338	12.9%	\$8,760,240	13.3%	\$7.56	10.9%
	CONCOURSE B	\$8,690,312	12.8%	\$17,653,970	13.3%	\$8.55	3.6%
	CONCOURSE C	\$6,758,550	6.9%	\$13,808,357	6.7%	\$9.39	8.7%
	TERMINAL	\$930,147	-40.4%	\$1,903,810	-41.5%		
	AIRPORTWIDE	\$35,456	14.5%	\$74,173	16.4%		
<b>TOTAL - FOOD AND BEVERAGE</b>		<b>\$20,657,802</b>	<b>6.6%</b>	<b>\$42,200,550</b>	<b>6.7%</b>	<b>\$25.50</b>	<b>5.2%</b>
<b>PASSENGER SERVICES</b>							
	CONCOURSE A	\$225,361	-13.6%	\$432,419	-11.6%	\$0.40	-7.0%
	CONCOURSE B	\$388,359	9.2%	\$780,070	5.7%	\$0.38	-2.3%
	CONCOURSE C	\$137,082	-4.1%	\$277,064	-3.7%	\$0.19	-0.9%
	TERMINAL	\$105,014	-21.3%	\$232,625	-11.6%		
<b>TOTAL - PASSENGER SERVICES</b>		<b>\$855,816</b>	<b>-4.1%</b>	<b>\$1,722,177</b>	<b>-3.2%</b>	<b>\$0.97</b>	<b>-9.1%</b>
<b>RETAIL</b>							
	CONCOURSE A	\$2,102,320	5.1%	\$4,151,918	5.1%	\$3.75	7.5%
	CONCOURSE B	\$3,542,148	10.5%	\$7,044,022	10.2%	\$3.48	3.0%
	CONCOURSE C	\$1,985,858	-0.9%	\$3,989,741	-0.7%	\$2.76	2.9%
	TERMINAL	\$226,384	-32.5%	\$463,280	-35.1%		
<b>TOTAL - RETAIL</b>		<b>\$7,856,710</b>	<b>4.1%</b>	<b>\$15,648,961</b>	<b>3.8%</b>	<b>\$9.99</b>	<b>-0.3%</b>
<b>AIRPORTWIDE SERVICES</b>							
	TERMINAL	\$134,613	0.6%	\$290,829	1.2%		
	AIRPORTWIDE	\$1,053,220	42.8%	\$2,218,927	46.7%		
<b>TOTAL - AIRPORTWIDE SERVICES</b>		<b>\$1,187,832</b>	<b>36.3%</b>	<b>\$2,509,757</b>	<b>39.5%</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	\$179,944	3.9%	\$360,416	-1.6%
<b>TOTAL DUTY FREE - CONCOURSE A</b>	<b>2,316</b>	<b>\$179,944</b>	<b>3.9%</b>	<b>\$360,416</b>	<b>-1.6%</b>
<b>DUTY FREE - CONCOURSE B</b>					
Dufry Shops	2,420	\$110,229	-9.4%	\$215,067	-7.7%
<b>TOTAL DUTY FREE - CONCOURSE B</b>	<b>2,420</b>	<b>\$110,229</b>	<b>7.1%</b>	<b>\$215,067</b>	<b>7.4%</b>
<b>TOTAL DUTY FREE</b>	<b>4,735</b>	<b>\$290,173</b>	<b>5.1%</b>	<b>\$575,483</b>	<b>1.5%</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	\$255,283	3.0%	\$524,193	3.9%
Denver Central Market	4,090	\$534,220		\$1,059,276	
Denver Chop House & Brewery	4,026	\$584,071	-1.0%	\$1,198,806	5.0%
Dunkin' Donuts	317	\$116,422	20.2%	\$242,510	19.8%
Hope's Country Fresh Cookies		N/A		\$64,991	
Jimmy's Bistro	2,636	\$591,545	-2.1%	\$1,202,594	4.2%
KFC / Pizza Hut	642	\$154,852	14.7%	\$324,310	16.8%
McDonald's	1,142	\$586,612	6.4%	\$1,207,621	8.1%
Mesa Verde Lounge	4,706	\$458,154	13.2%	\$925,866	19.5%
Panda Express	810	\$372,935	10.6%	\$808,058	11.6%
Quizno's	4,092	\$473,728	-0.4%	\$975,548	3.3%
Snarfs	1,663	\$47,475		\$96,339	
Vino Volo Wine Bar	923	\$68,040	-30.3%	\$130,129	-19.4%
<b>TOTAL FOOD AND BEVERAGE - CONCOURSE A</b>	<b>26,280</b>	<b>\$4,243,338</b>	<b>17.7%</b>	<b>\$8,760,240</b>	<b>22.9%</b>
<b>FOOD AND BEVERAGE - CONCOURSE B</b>					
Aviator's Club BBQ	4,398	\$535,817	33.7%	\$1,074,868	34.7%
Cantina Grill	3,204	\$567,020	34.5%	\$1,155,500	37.5%
Caribou Coffee	770	\$170,434	23.9%	\$351,483	25.0%
Chick-Fil-A	1,146	\$542,599	4.4%	\$1,107,206	0.2%
City Wok	1,958	\$306,069	18.4%	\$641,265	19.3%
Cru Wine Bar	935	\$231,212	21.8%	\$458,830	20.4%
Elway's	4,026	\$1,098,975	10.3%	\$2,216,447	12.4%
Etai's Café	1,488	\$371,264	35.5%	\$750,006	41.8%
Heidi's Brooklyn Deli	958	\$215,544	8.8%	\$444,533	8.6%
Jamba Juice	770	\$137,097	16.5%	\$274,946	10.8%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Lounge 5280	1,540	\$164,297	38.5%	\$323,450	43.8%
McDonald's	1,552	\$548,973	21.1%	\$1,131,862	22.6%
Mod Market	906	\$366,695	32.7%	\$769,618	36.9%
New Belgium Hub	3,001	\$304,057	16.8%	\$604,974	17.5%
Pizza Hut Express/Haagen Daz	1,000	\$174,443	28.8%	\$367,470	34.8%
Pour La France	6,419	\$728,120	22.3%	\$1,450,292	23.9%
Que Bueno! Mexican Grille	1,491	\$388,799	18.2%	\$795,875	19.6%
Rocky Mountain Café	574	\$34,622	9.1%	\$73,741	13.8%
Rocky Mt. Chocolate Factory	817	\$154,228	24.8%	\$293,967	30.8%
Sara Lee Sandwich Shoppe	1,455	\$228,931	22.0%	\$473,231	22.2%
Starbucks	548	\$159,216	-9.2%	\$349,839	-2.1%
Starbucks (kiosk)	224	\$80,106	9.3%	\$163,263	8.9%
Steve's Snappin' Dogs	1,446	\$224,941	158.7%	\$449,139	73.5%
TCBY Yogurt	609	\$132,861	12.8%	\$273,298	12.6%
Wetzel's Pretzels	623	\$106,094	59.5%	\$204,318	48.7%
Wolfgang Puck	2,450	\$361,806	7.0%	\$728,073	7.1%
Woody Creek Bakery	3,653	\$356,093	7.0%	\$726,476	9.4%
<b>TOTAL FOOD AND BEVERAGE - CONCOURSE B</b>	<b>47,958</b>	<b>\$8,690,312</b>	<b>20.4%</b>	<b>\$17,653,970</b>	<b>20.9%</b>
<b>FOOD AND BEVERAGE - CONCOURSE C</b>					
Allegro/Happy Cakes	165	\$45,877	8.4%	\$91,982	10.8%
Auntie Anne's	2,247	\$61,058	-65.2%	\$130,197	-64.1%
Big Bowl/Magic Pan	1,590	\$293,273	13.5%	\$593,508	9.7%
Caribou Coffee	603	\$119,253	-8.1%	\$246,246	-9.1%
Coffee Bean/Tea Leaf	582	\$80,772	-10.1%	\$162,057	-12.2%
Coors Silver Bullet	2,931	\$655,551	54.3%	\$1,321,780	52.2%
Dazbog Coffee	639	\$83,518	-4.2%	\$174,458	-1.7%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Jamba Juice	639	\$137,986	10.2%	\$289,163	8.6%
McDonald's	924	\$580,319	19.6%	\$1,178,972	15.5%
Modmarket	1,666	\$304,214	24.2%	\$632,699	26.3%
Root Down	3,979	\$1,005,883	7.3%	\$2,033,774	6.7%
SMASH Burgers & Bar	2,327	\$483,721	51.7%	\$965,095	59.7%
Smokin Bear Lodge Smoking Lounge	4,826	\$1,505,206	2.8%	\$3,119,277	4.7%
Starbucks	762	\$278,881		\$585,089	
Tamales by La Casita	1,354	\$367,242	27.8%	\$748,929	26.4%
Tapas Sky Bar	1,100	\$195,257	78.2%	\$381,439	70.8%
Villa Pizza	711	\$257,818	16.5%	\$536,775	15.9%
Vino Volo Wine Bar	624	\$78,671	1.8%	\$155,650	-0.7%
Woody Creek Bakery	1,586	\$224,051	14.7%	\$461,268	14.6%
<b>TOTAL FOOD AND BEVERAGE - CONCOURSE C</b>	<b>29,255</b>	<b>\$6,758,550</b>	<b>19.1%</b>	<b>\$13,808,357</b>	<b>19.0%</b>
<b>FOOD AND BEVERAGE - TERMINAL</b>					
Boulder Beer Tap House	1,776	\$275,833	25.2%	\$560,368	28.0%
Cantina Grill	1,612	\$105,917	22.1%	\$225,947	26.9%
Red Rocks Bar	1,814	\$155,547	17.0%	\$320,990	20.2%
Rocky Mountain Café	904	\$35,922	117.2%	\$70,004	102.6%
Subway	1,814	\$161,113	173.9%	\$323,637	154.4%
Tom's Urban Kitchen	9,601	\$195,815		\$402,864	
<b>TOTAL FOOD AND BEVERAGE - TERMINAL</b>	<b>17,521</b>	<b>\$930,147</b>	<b>80.5%</b>	<b>\$1,903,810</b>	<b>82.2%</b>
<b>FOOD AND BEVERAGE - AIRPORTWIDE</b>					
Roasting Plant	1,321	\$35,456	14.5%	\$74,173	16.4%
<b>TOTAL FOOD AND BEVERAGE - AIRPORTWIDE</b>	<b>1,321</b>	<b>\$35,456</b>	<b>14.5%</b>	<b>\$74,173</b>	<b>16.4%</b>
<b>TOTAL FOOD AND BEVERAGE</b>	<b>122,335</b>	<b>\$20,657,802</b>	<b>21.2%</b>	<b>\$42,200,550</b>	<b>22.5%</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>					
A Massage	955	\$48,600	-10.1%	\$98,879	-8.3%
Executive Shine	60	\$14,520	3.5%	\$28,128	3.8%
Worldwide Insurance Services	1,027	\$162,241	-15.8%	\$305,411	-13.8%
<b>TOTAL PASSENGER SERVICES - CONCOURSE A</b>	<b>2,042</b>	<b>\$225,361</b>	<b>-13.6%</b>	<b>\$432,419</b>	<b>-11.6%</b>
<b>PASSENGER SERVICES - CONCOURSE B</b>					
A Massage	900	\$103,435	21.8%	\$204,741	16.3%
Executive Shine	220	\$46,188	0.6%	\$94,347	1.9%
Worldwide Insurance Services	277	\$238,736	6.3%	\$480,982	2.6%
<b>TOTAL PASSENGER SERVICES - CONCOURSE B</b>	<b>1,397</b>	<b>\$388,359</b>	<b>9.2%</b>	<b>\$780,070</b>	<b>5.7%</b>
<b>PASSENGER SERVICES - CONCOURSE C</b>					
Executive Shine	30	\$7,518	4.8%	\$14,619	5.0%
Xpress Spa	2,230	\$129,564	-9.7%	\$262,445	-8.7%
<b>TOTAL PASSENGER SERVICES - CONCOURSE C</b>	<b>2,260</b>	<b>\$137,082</b>	<b>-4.1%</b>	<b>\$277,064</b>	<b>-3.7%</b>
<b>PASSENGER SERVICES - TERMINAL</b>					
Public Service Credit Union-Branch	518	\$23,637	-24.0%	\$47,370	-24.3%
Worldwide Insurance Services	268	\$81,377	-20.5%	\$185,255	-7.7%
<b>TOTAL PASSENGER SERVICES - TERMINAL</b>	<b>786</b>	<b>\$105,014</b>	<b>-21.3%</b>	<b>\$232,625</b>	<b>-11.6%</b>
<b>TOTAL PASSENGER SERVICES</b>	<b>6,486</b>	<b>\$855,816</b>	<b>-4.1%</b>	<b>\$1,722,177</b>	<b>-3.2%</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	\$497,395	11.3%	\$958,711	11.9%
Greetings From Colorado	946	\$211,881	16.3%	\$445,357	17.3%
Hudson News	955	\$384,413	-2.7%	\$771,601	-0.1%
Peak News & Gifts	1,058	\$383,637	13.1%	\$779,743	13.4%
RMU	791	\$409,513	-8.6%	\$742,684	-16.3%
Spirit of the Horse	1,342	\$88,723	-1.4%	\$185,459	7.8%
Tattered Cover Bookstore	1,209	\$126,756	-9.0%	\$268,362	-2.4%
<b>TOTAL RETAIL - CONCOURSE A</b>	<b>8,218</b>	<b>\$2,102,320</b>	<b>6.2%</b>	<b>\$4,151,918</b>	<b>6.5%</b>
<b>RETAIL - CONCOURSE B</b>					
Larimer Street Market	1,270	\$297,711		\$563,848	
Brookstone	702	\$58,449	-13.2%	\$108,575	-17.3%
Connections Newsstand	342	\$90,535	44.4%	\$183,183	44.9%
Earth Spirit	644	\$63,817	-24.3%	\$130,847	-6.7%
Express Market	1,276	\$326,820		\$656,272	-100.0%
Hudson News	1,827	\$589,825	40.8%	\$1,170,516	36.6%
InMotion Entertainment	383	\$208,860	43.8%	\$433,266	47.0%
Johnston & Murphy	822	\$130,764	131.4%	\$289,411	39.7%
Kazoo Toys	1,631	\$68,124	36.6%	\$130,804	34.5%
MAC	796	\$92,711	19.6%	\$177,584	5.3%
Misura, Crislu, Tumi	2,224	\$250,083	19.1%	\$441,276	3.5%
Mosaic Gallery	1,360	\$74,151	1.4%	\$145,068	6.6%
Newsstand (Peak Concepts)		N/A		\$58,838	
Peak News & Gifts	1,280	\$227,828	8.1%	\$452,176	6.2%
RMU	920	\$605,853	127.9%	\$1,177,781	93.9%
Sunglass Hut	898	\$87,626	-7.9%	\$175,446	1.9%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Tattered Cover Bookstore	1,011	\$122,249	1.8%	\$245,591	3.4%
Travel Mart	2,344	\$166,389	12.3%	\$343,010	20.0%
Tuleh Ruche	1,050	\$80,353	-4.1%	\$160,532	-4.3%
<b>TOTAL RETAIL - CONCOURSE B</b>	<b>20,778</b>	<b>\$3,542,148</b>	<b>20.2%</b>	<b>\$7,044,022</b>	<b>20.2%</b>
<b>RETAIL - CONCOURSE C</b>					
Arts District Market	680	\$178,534		\$349,338	
CNBC	385	\$139,054	9.0%	\$282,903	10.7%
Esavvy	548	\$84,691	23.3%	\$178,741	11.7%
Express Market		N/A		\$0	
Hudson News	649	\$208,891	1.6%	\$432,076	3.6%
Kiehls/Urban Decay	1,391	\$114,266	26.8%	\$223,864	23.0%
No Boundaries	385	\$54,844	18.2%	\$106,955	12.6%
Out West	1,054	\$140,141	-5.6%	\$298,318	3.4%
Peak News & Gifts	981	\$239,786	12.6%	\$481,538	11.2%
RMU	668	\$377,855	4.0%	\$714,769	-12.2%
Say Si Bon	1,885	\$245,009	137.2%	\$497,658	138.1%
Tattered Cover Bookstore	919	\$119,379	-1.6%	\$242,574	0.9%
The Body Shop	1,193	\$83,409	6.5%	\$181,006	8.4%
<b>TOTAL RETAIL - CONCOURSE C</b>	<b>10,737</b>	<b>\$1,985,858</b>	<b>6.0%</b>	<b>\$3,989,741</b>	<b>6.3%</b>
<b>RETAIL - TERMINAL</b>					
Airport Baggage Service	1,772	\$23,653	-27.0%	\$53,053	-25.4%
Hudson News	906	\$80,551	44.1%	\$163,815	49.9%
Newsstand (Peak Concepts)	903	\$29,603	-9.7%	\$63,385	-6.9%
RMU	68	\$42,564	-4.2%	\$81,051	-14.6%
Tattered Cover Bookstore	913	\$22,144	-10.8%	\$42,985	-14.6%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Way Out West	1,591	\$27,868	-29.1%	\$58,991	-26.1%
<b>TOTAL RETAIL - TERMINAL</b>	<b>6,153</b>	<b>\$226,384</b>	<b>-1.4%</b>	<b>\$463,280</b>	<b>-2.2%</b>
<b>TOTAL RETAIL</b>	<b>45,886</b>	<b>\$7,856,710</b>	<b>11.8%</b>	<b>\$15,648,961</b>	<b>11.9%</b>

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
<b>AIRPORTWIDE SERVICES - TERMINAL</b>					
CheckPoint Mailers	25	\$7,429	-9.1%	\$16,999	1.6%
Public Service Credit Union-ATMs		\$45,416	-9.8%	\$91,426	-10.1%
Smarte Carte		\$81,768	8.5%	\$182,404	8.0%
<b>TOTAL AIRPORTWIDE SERVICES - TERMINAL</b>	<b>25</b>	<b>\$134,613</b>	<b>0.6%</b>	<b>\$290,829</b>	<b>1.2%</b>
<b>AIRPORTWIDE SERVICES - AIRPORTWIDE</b>					
Clear Channel Ads		\$1,051,420	42.9%	\$2,214,620	46.9%
Clear Channel TV		\$1,800	-10.0%	\$4,307	-8.6%
<b>TOTAL AIRPORTWIDE SERVICES - AIRPORTWIDE</b>		<b>\$1,053,220</b>	<b>42.8%</b>	<b>\$2,218,927</b>	<b>46.7%</b>
<b>TOTAL AIRPORTWIDE SERVICES</b>	<b>25</b>	<b>\$1,187,832</b>	<b>36.3%</b>	<b>\$2,509,757</b>	<b>39.5%</b>
<b>GRAND TOTAL</b>	<b>179,468</b>	<b>\$30,848,334</b>	<b>18.1%</b>	<b>\$62,656,927</b>	<b>19.2%</b>

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