



Denver International Airport

Gross Revenue Earned by Concessionnaire

May 2019



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		\$39,193,523	12.8%	\$175,624,035	9.5%	\$18.33	6.2%
DUTY FREE							
	CONCOURSE A	\$188,359	5.5%	\$906,850	1.7%	\$0.23	-18.1%
	CONCOURSE B	\$137,394	5.0%	\$599,275	5.0%	\$0.10	-4.4%
TOTAL - DUTY FREE		\$325,753	5.3%	\$1,506,125	2.9%	\$0.33	-6.6%
FOOD AND BEVERAGE							
	CONCOURSE A	\$5,925,030	24.7%	\$24,517,764	16.4%	\$7.25	9.1%
	CONCOURSE B	\$10,485,114	15.7%	\$47,797,981	12.5%	\$7.93	-2.0%
	CONCOURSE C	\$8,242,742	15.7%	\$37,211,578	8.9%	\$9.17	9.7%
	TERMINAL	\$944,043	-40.3%	\$5,133,510	-36.7%		
	AIRPORTWIDE	\$52,328	45.5%	\$213,811	27.6%		
TOTAL - FOOD AND BEVERAGE		\$25,649,257	13.7%	\$114,874,644	8.4%	\$24.36	8.7%
PASSENGER SERVICES							
	CONCOURSE A	\$463,689	-4.2%	\$1,570,323	-7.2%	\$0.57	6.3%
	CONCOURSE B	\$551,090	10.9%	\$2,280,963	4.7%	\$0.42	0.5%
	CONCOURSE C	\$170,944	5.2%	\$761,535	-2.2%	\$0.19	-0.2%
	TERMINAL	\$236,427	5.8%	\$849,459	0.0%		
TOTAL - PASSENGER SERVICES		\$1,422,150	4.0%	\$5,462,280	-0.7%	\$1.17	-8.1%
RETAIL							
	CONCOURSE A	\$2,959,210	12.1%	\$12,525,118	9.5%	\$3.62	0.4%
	CONCOURSE B	\$4,539,397	11.5%	\$21,048,794	16.1%	\$3.43	-0.6%
	CONCOURSE C	\$2,726,895	16.0%	\$12,430,323	12.3%	\$3.04	12.0%
	TERMINAL	\$416,669	-4.0%	\$1,740,088	-10.1%		
	AIRPORTWIDE	\$27,236	545.9%	\$137,297	600.4%		
TOTAL - RETAIL		\$10,669,407	12.3%	\$47,881,619	12.4%	\$10.09	3.0%
AIRPORTWIDE SERVICES							
	TERMINAL	\$119,507	-5.3%	\$660,188	-0.8%		



DETAILS

	AIRPORTWIDE	\$1,007,450	13.0%	\$5,239,178	24.0%		
TOTAL - AIRPORTWIDE SERVICES		\$1,126,956	10.8%	\$5,899,367	20.6%		

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
DUTY FREE - CONCOURSE A					
Dufry Shops	2,316	\$188,359	5.5%	\$906,850	1.7%
TOTAL DUTY FREE - CONCOURSE A	2,316	\$188,359	5.5%	\$906,850	1.7%
DUTY FREE - CONCOURSE B					
Dufry Shops	2,420	\$137,394	7.4%	\$599,275	68.3%
TOTAL DUTY FREE - CONCOURSE B	2,420	\$137,394	5.0%	\$599,275	5.0%
TOTAL DUTY FREE	4,735	\$325,753	5.3%	\$1,506,125	2.9%

* 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	\$344,546	10.4%	\$1,476,267	5.2%
Breckenridge Brewery	1,663	\$71,456		\$146,515	
Brother's BBQ	1,663	\$42,277		\$79,765	
Denver Central Market	4,090	\$779,005	489.1%	\$3,013,249	1261.1%
Denver Chop House & Brewery	4,026	\$709,885	5.6%	\$3,157,538	1.3%
Dunkin' Donuts	317	\$155,542	27.5%	\$675,111	21.9%
Hope's Country Fresh Cookies		N/A		\$64,991	
Jimmy's Bistro	2,636	\$795,020	3.2%	\$3,328,948	-0.8%
KFC / Pizza Hut	642	\$246,771	28.0%	\$952,624	17.9%
McDonald's	1,142	\$780,770	9.7%	\$3,347,729	7.1%
Mesa Verde Lounge	4,706	\$589,765	15.9%	\$2,515,168	14.5%
Panda Express	810	\$528,044	16.8%	\$2,235,239	10.9%
Quizno's	4,092	\$681,210	4.3%	\$2,797,935	1.5%
Snarfs	1,663	\$98,815		\$350,890	
Vino Volo Wine Bar	923	\$101,923	-20.9%	\$375,794	-27.4%
TOTAL FOOD AND BEVERAGE - CONCOURSE A	29,606	\$5,925,030	24.7%	\$24,517,764	19.8%
FOOD AND BEVERAGE - CONCOURSE B					
Aviator's Club BBQ	4,398	\$441,737	-7.1%	\$2,559,059	19.0%
Cantina Grill	3,204	\$516,134	-0.4%	\$2,888,209	23.6%
Caribou Coffee	770	\$203,177	19.8%	\$946,709	22.6%
Chick-Fil-A	1,146	\$603,461	-0.7%	\$2,927,287	3.6%
City Wok	1,958	\$330,981	2.1%	\$1,663,318	12.1%
Cru Wine Bar	935	\$204,921	-9.7%	\$1,115,114	10.8%
Elway's	4,026	\$1,166,291	7.5%	\$5,752,402	9.6%
Etai's Café	1,488	\$407,316	2.6%	\$1,929,714	23.6%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Heidi's Brooklyn Deli	958	\$210,701	-13.6%	\$1,088,337	-0.5%
Jamba Juice	770	\$164,409	20.6%	\$785,811	16.8%
Lounge 5280	1,540	\$155,661	0.8%	\$778,746	19.8%
McDonald's	1,552	\$600,957	5.1%	\$2,979,329	15.5%
Mod Market	906	\$408,325	9.3%	\$2,011,907	25.2%
New Belgium Brewing	3,948	\$658,186		\$1,548,043	
New Belgium Hub	3,001	\$285,093	-1.6%	\$1,502,126	13.0%
Pizza Hut Express/Haagen Daz	1,000	\$238,943	18.4%	\$1,044,368	26.5%
Pour La France	6,419	\$717,393	-8.4%	\$3,692,062	9.5%
Qdoba	2,325	\$284,167		\$291,694	
Que Bueno! Mexican Grille	1,491	\$352,400	-12.5%	\$1,984,294	9.4%
Rocky Mountain Café	574	\$46,200	15.0%	\$208,467	15.5%
Rocky Mt. Chocolate Factory	817	\$168,324	13.7%	\$791,338	24.5%
Sara Lee Sandwich Shoppe	1,455	\$248,762	9.2%	\$1,241,685	20.0%
SMASH Burgers & Bar	3,749	\$673,642		\$750,523	
Starbucks	548	\$190,788	-8.3%	\$906,419	-6.5%
Starbucks (kiosk)	224	\$85,606	1.0%	\$407,428	2.9%
Steve's Snappin' Dogs	1,446	\$251,210	-2.4%	\$1,170,922	29.6%
TCBY Yogurt		N/A		\$455,465	
Wetzel's Pretzels	623	\$148,665	61.6%	\$624,838	53.3%
Wolfgang Puck	2,450	\$330,517	-15.9%	\$1,820,345	-1.8%
Woody Creek Bakery	3,653	\$391,146	-1.2%	\$1,932,021	5.7%
TOTAL FOOD AND BEVERAGE - CONCOURSE B	57,371	\$10,485,114	16.8%	\$47,797,981	18.7%
FOOD AND BEVERAGE - CONCOURSE C					
Allegro/Happy Cakes	165	\$49,055	-27.3%	\$231,112	-13.5%
Auntie Anne's	2,247	\$77,669	-70.1%	\$351,024	-68.6%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Big Bowl/Magic Pan	1,590	\$302,497	-13.9%	\$1,490,015	-3.9%
Caribou Coffee	603	\$148,897	-18.9%	\$676,228	-15.0%
Coffee Bean/Tea Leaf	582	\$93,410	-20.2%	\$435,094	-14.3%
Coors Silver Bullet	2,931	\$568,798	-16.0%	\$2,986,392	9.7%
Dazbog Coffee	639	\$112,538	-2.6%	\$477,854	-4.1%
Great Divide Brewhouse	3,162	\$733,924		\$1,792,730	
Jamba Juice	639	\$163,337	1.2%	\$777,662	3.3%
McDonald's	924	\$641,530	12.2%	\$3,048,440	12.3%
Modmarket	1,666	\$342,130	10.6%	\$1,612,459	14.7%
Root Down	3,979	\$1,140,975	6.6%	\$5,294,788	4.7%
SMASH Burgers & Bar	2,327	\$559,150	8.3%	\$2,608,416	22.7%
Smokin Bear Lodge Smoking Lounge	4,826	\$1,673,888	9.5%	\$7,977,325	5.9%
Starbucks	762	\$359,864		\$1,589,695	
Tamales by La Casita	1,354	\$417,292	21.6%	\$1,940,903	20.0%
Tapas Sky Bar	1,100	\$159,753	-18.6%	\$834,756	12.5%
Villa Pizza	711	\$329,217	4.7%	\$1,451,933	6.5%
Vino Volo Wine Bar	624	\$84,532	0.9%	\$391,118	-2.0%
Woody Creek Bakery	1,586	\$284,285	11.4%	\$1,243,634	10.0%
TOTAL FOOD AND BEVERAGE - CONCOURSE C	32,418	\$8,242,742	15.7%	\$37,211,578	15.2%
FOOD AND BEVERAGE - TERMINAL					
Boulder Beer Tap House	1,776	\$238,375	18.5%	\$1,289,608	22.3%
Cantina Grill	1,612	\$96,794	19.5%	\$539,894	24.6%
Red Rocks Bar	1,814	\$138,426	15.6%	\$762,163	20.5%
Rocky Mountain Café	904	\$48,692	150.6%	\$197,658	120.9%
Starbucks		N/A		\$383,671	
Subway	1,814	\$187,924	223.6%	\$864,579	183.9%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Tom's Urban Kitchen	9,601	\$233,832		\$1,095,938	
TOTAL FOOD AND BEVERAGE - TERMINAL	17,521	\$944,043	96.9%	\$5,133,510	104.1%
FOOD AND BEVERAGE - AIRPORTWIDE					
Roasting Plant	1,321	\$52,328	45.5%	\$213,811	27.6%
TOTAL FOOD AND BEVERAGE - AIRPORTWIDE	1,321	\$52,328	45.5%	\$213,811	27.6%
TOTAL FOOD AND BEVERAGE	138,237	\$25,649,257	20.0%	\$114,874,644	20.0%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
PASSENGER SERVICES - CONCOURSE A					
A Massage	955	\$62,899	3.0%	\$265,708	-6.4%
Executive Shine	60	\$14,526	1.6%	\$75,312	2.9%
Worldwide Insurance Services	1,027	\$386,264	-5.5%	\$1,229,303	-8.0%
TOTAL PASSENGER SERVICES - CONCOURSE A	2,042	\$463,689	-4.2%	\$1,570,323	-7.2%
PASSENGER SERVICES - CONCOURSE B					
A Massage	900	\$100,295	-1.9%	\$511,162	9.1%
Executive Shine	220	\$46,923	0.3%	\$236,282	-0.5%
Worldwide Insurance Services	277	\$403,872	16.1%	\$1,533,520	4.1%
TOTAL PASSENGER SERVICES - CONCOURSE B	1,397	\$551,090	10.9%	\$2,280,963	4.7%
PASSENGER SERVICES - CONCOURSE C					
Executive Shine	30	\$8,395	13.1%	\$39,294	6.2%
Xpress Spa	2,230	\$162,549	13.7%	\$722,241	-4.2%
TOTAL PASSENGER SERVICES - CONCOURSE C	2,260	\$170,944	5.2%	\$761,535	-2.2%
PASSENGER SERVICES - TERMINAL					
Public Service Credit Union-Branch	518	\$31,263	-19.2%	\$135,014	-20.8%
Worldwide Insurance Services	268	\$205,165	11.0%	\$714,444	5.3%
TOTAL PASSENGER SERVICES - TERMINAL	786	\$236,427	5.8%	\$849,459	0.0%
TOTAL PASSENGER SERVICES	6,486	\$1,422,150	4.0%	\$5,462,280	-0.7%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
RETAIL - CONCOURSE A					
CNBC	989	\$43,351		\$43,351	
Flight Stop	1,917	\$669,610	7.3%	\$2,957,763	10.4%
Greetings From Colorado	946	\$290,809	9.0%	\$1,219,136	9.3%
Hudson News	955	\$547,149	20.9%	\$2,172,385	4.0%
Peak News & Gifts	1,058	\$522,068	19.8%	\$2,199,294	14.0%
Provenzano Resources, Inc.	1,980	\$544,326		\$544,326	
RMU		N/A		\$2,063,496	
Spirit of the Horse	1,342	\$139,255	14.4%	\$536,516	10.8%
Tattered Cover Bookstore	1,209	\$202,643	7.6%	\$788,851	-0.3%
TOTAL RETAIL - CONCOURSE A	10,396	\$2,959,210	14.0%	\$12,525,118	11.1%
RETAIL - CONCOURSE B					
Larimer Street Market	1,270	\$357,170	290.8%	\$1,683,508	860.1%
Brookstone	702	\$71,680	-15.6%	\$335,833	-8.4%
Connections Newsstand	342	\$112,825	38.0%	\$493,303	40.0%
Earth Spirit	644	\$99,739	18.4%	\$385,227	2.5%
Express Market	1,276	\$434,436		\$1,857,776	-100.0%
Hudson News	1,827	\$707,526	13.1%	\$3,235,212	24.1%
InMotion Entertainment	383	\$230,752	5.4%	\$1,140,276	24.5%
Johnston & Murphy	822	\$147,692	-0.2%	\$748,496	23.8%
Kazoo Toys	1,631	\$73,651	11.0%	\$365,925	26.5%
MAC	796	\$107,012	-14.3%	\$495,726	5.0%
Misura, Crislu, Tumi	2,224	\$201,261	-12.9%	\$1,162,678	-3.5%
Mosaic Gallery	1,360	\$110,309	-2.6%	\$431,537	0.9%
Newsstand (Peak Concepts)		N/A		\$58,838	
Peak News & Gifts	1,280	\$283,873	-1.5%	\$1,276,599	2.4%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Provenzano Resources, Inc.	886	\$713,231		\$713,231	
RMU		N/A		\$2,623,213	
Sky Market	1,271	\$347,821		\$1,541,483	
Sunglass Hut	898	\$117,956	-6.6%	\$510,975	-1.3%
Tattered Cover Bookstore	1,011	\$154,545	-0.2%	\$690,259	0.5%
Travel Mart	2,344	\$184,230	-2.2%	\$887,200	6.9%
Tuleh Ruche	1,050	\$83,689	-1.4%	\$411,499	-1.9%
TOTAL RETAIL - CONCOURSE B	22,015	\$4,539,397	14.1%	\$21,048,794	22.6%
RETAIL - CONCOURSE C					
Arts District Market	680	\$204,532		\$974,311	
CNBC	385	\$171,579	-21.9%	\$772,118	-13.4%
Esavvy	548	\$84,458	-4.9%	\$449,473	5.3%
Express Market		N/A		\$0	
Hudson News	649	\$261,721	-0.3%	\$1,161,165	-1.7%
Kiehl's/Urban Decay	1,391	\$105,743	-3.0%	\$553,055	10.5%
No Boundaries	385	\$48,264	10.4%	\$239,955	5.9%
Out West	1,054	\$193,944	-1.0%	\$822,887	-0.6%
Peak News & Gifts	981	\$283,703	2.4%	\$1,308,909	4.7%
Provenzano Resources, Inc.	668	\$475,447		\$475,447	
RMU		N/A		\$1,597,276	
Say Si Bon	1,885	\$279,405	109.8%	\$1,307,586	119.0%
Sky Market	837	\$358,274		\$1,611,698	
Tattered Cover Bookstore	919	\$153,382	-7.2%	\$669,461	-3.6%
The Body Shop	1,193	\$106,441	31.6%	\$486,983	17.0%
TOTAL RETAIL - CONCOURSE C	11,574	\$2,726,895	16.0%	\$12,430,323	16.9%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
RETAIL - TERMINAL					
Airport Baggage Service	1,772	\$32,565	-24.0%	\$143,557	-23.2%
Flight Stop	40	\$49,948		\$347,005	
Hudson News	906	\$87,836	40.2%	\$425,622	48.1%
Newsstand (Peak Concepts)	903	\$34,271	4.3%	\$168,104	1.9%
Provenzano Resources, Inc.	487	\$154,650		\$154,650	
RMU		N/A		\$231,112	
Tattered Cover Bookstore	913	\$27,156	-3.1%	\$120,647	-9.4%
Way Out West	1,591	\$30,243	-47.1%	\$149,391	-34.3%
TOTAL RETAIL - TERMINAL	6,611	\$416,669	52.2%	\$1,740,088	34.6%
RETAIL - AIRPORTWIDE					
Provenzano Resources, Inc.		\$27,236		\$27,236	
RMU		N/A		\$110,061	
TOTAL RETAIL - AIRPORTWIDE		\$27,236	545.9%	\$137,297	600.4%
TOTAL RETAIL	50,596	\$10,669,407	16.0%	\$47,881,619	18.5%

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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	\$9,789	-6.8%	\$41,959	1.4%
Public Service Credit Union-ATMs		\$47,992	-13.1%	\$237,903	-9.9%
Smarte Carte		\$61,726	2.2%	\$380,327	5.7%
TOTAL AIRPORTWIDE SERVICES - TERMINAL	25	\$119,507	-5.3%	\$660,188	-0.8%
AIRPORTWIDE SERVICES - AIRPORTWIDE					
Clear Channel Ads		\$1,005,457	13.1%	\$5,228,957	24.1%
Clear Channel TV		\$1,993	-10.0%	\$10,221	-9.4%
TOTAL AIRPORTWIDE SERVICES - AIRPORTWIDE		\$1,007,450	13.0%	\$5,239,178	24.0%
TOTAL AIRPORTWIDE SERVICES	25	\$1,126,956	10.8%	\$5,899,367	20.6%
GRAND TOTAL	200,079	\$39,193,523	17.8%	\$175,624,035	18.7%

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