



Denver International Airport

Gross Revenue Earned by Concessionnaire

April 2020

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		\$2,376,556	-93.1%	\$89,419,849	-34.5%	\$23.87	-2.4%
DUTY FREE							
	CONCOURSE A	\$470	-99.7%	\$446,922	-37.8%	\$0.01	-95.8%
	CONCOURSE B	\$712	-99.4%	\$300,183	-35.0%	\$0.01	-88.8%
TOTAL - DUTY FREE		\$1,182	-99.6%	\$747,105	-36.7%	\$0.02	-93.5%
FOOD AND BEVERAGE							
	CONCOURSE A	\$285,890	-93.9%	\$13,174,587	-29.1%	\$7.38	0.0%
	CONCOURSE B	\$665,937	-92.9%	\$25,387,822	-32.0%	\$10.95	30.0%
	CONCOURSE C	\$458,140	-93.9%	\$18,597,034	-35.8%	\$9.12	1.5%
	TERMINAL	\$92,988	-89.6%	\$2,582,264	-38.4%		
TOTAL - FOOD AND BEVERAGE		\$1,502,955	-93.3%	\$59,741,709	-32.9%	\$27.45	13.8%
RETAIL							
	CONCOURSE A	\$98,186	-96.1%	\$6,202,405	-35.2%	\$2.53	-33.3%
	CONCOURSE B	\$128,954	-96.9%	\$9,299,653	-43.7%	\$2.12	-43.1%
	CONCOURSE C	\$146,558	-94.0%	\$6,309,468	-35.0%	\$2.92	-3.1%
	TERMINAL	\$6,531	-97.8%	\$805,361	-39.1%		
TOTAL - RETAIL		\$380,229	-96.0%	\$22,616,886	-39.0%	\$7.57	-26.9%
AIRPORTWIDE SERVICES							
	TERMINAL	\$14,264	-87.9%	\$357,465	-33.9%		
	AIRPORTWIDE	\$459,363	-53.6%	\$3,706,885	-12.6%		
TOTAL - AIRPORTWIDE SERVICES		\$473,626	-57.2%	\$4,064,350	-15.0%		
PASSENGER SERVICES							
	TERMINAL	\$18,564	-89.5%	\$316,251	-49.3%		
TOTAL - PASSENGER SERVICES		\$18,564	-89.5%	\$316,251	-49.3%		



DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
DUTY FREE - CONCOURSE A					
Dufry Shops	2,316	\$470	-99.7%	\$446,922	-37.8%
TOTAL DUTY FREE - CONCOURSE A	2,316	\$470	-99.7%	\$446,922	-37.8%
DUTY FREE - CONCOURSE B					
Dufry Shops	2,328	\$712		\$300,183	-62.5%
TOTAL DUTY FREE - CONCOURSE B	2,328	\$712	-99.4%	\$300,183	-35.0%
TOTAL DUTY FREE	4,644	\$1,182	-99.6%	\$747,105	-36.7%

* 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	\$25,179	-91.3%	\$781,762	-30.9%
Breckenridge Brewery	1,663	\$8,161	-70.4%	\$406,394	441.4%
Brother's BBQ		N/A		\$209,722	
Denver Central Market		N/A		\$1,737,868	
Denver Chop House & Brewery		N/A		\$1,793,755	
Dunkin' Donuts	317	\$16,990	-87.1%	\$448,043	-13.8%
Freshens		N/A		\$434,893	
KFC / Pizza Hut	642	\$23,828	-87.3%	\$521,156	-26.2%
McDonald's	1,142	\$102,073	-84.3%	\$2,096,660	-18.3%
Mesa Verde Lounge		N/A		\$1,430,694	
Panda Express	810	\$71,854	-83.6%	\$1,246,256	-27.0%
Quizno's	4,092	\$23,219	-95.9%	\$1,469,624	-30.6%
Snarfs	1,663	\$13,431	-70.9%	\$381,624	51.4%
Vino Volo Wine Bar	923	\$1,154	-98.4%	\$216,137	-21.1%
TOTAL FOOD AND BEVERAGE - CONCOURSE A	12,485	\$285,890	-93.0%	\$13,174,587	-17.6%
FOOD AND BEVERAGE - CONCOURSE B					
Aviator's Club BBQ		N/A		\$1,063,189	
Cantina Grill	3,204	\$29,373	-94.8%	\$1,156,136	-51.3%
Caribou Coffee	770	\$21,377	-88.6%	\$491,438	-33.9%
Chick-Fil-A	1,137	\$157,347	-73.4%	\$1,901,263	-18.2%
City Wok		N/A		\$685,198	
Cru Wine Bar		N/A		\$418,488	
Elway's	4,026	\$3,845	-99.6%	\$2,946,192	-35.8%
Etai's Café	1,488	\$45,853	-87.7%	\$1,159,542	-23.8%
Heidi's Brooklyn Deli	958	\$12,052	-94.1%	\$485,829	-44.6%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Jamba Juice	770	\$10,404	-93.7%	\$454,435	-26.9%
Lounge 5280		N/A		\$352,815	
McDonald's	1,552	\$93,924	-83.6%	\$1,689,597	-29.0%
Mod Market	906	\$3,286	-99.2%	\$1,052,653	-34.4%
New Belgium Brewing		N/A		\$1,750,398	
New Belgium Hub		N/A		\$605,508	
Pizza Hut Express/Haagen Daz		N/A		\$603,536	
Pour La France	6,419	\$44,490	-93.6%	\$1,849,303	-37.8%
Qdoba	2,325	\$37,663	400.3%	\$717,476	9431.4%
Que Bueno! Mexican Grille	1,491	\$43,056	-89.4%	\$860,570	-47.3%
Rocky Mountain Café	574	\$570	-98.7%	\$123,925	-23.6%
Rocky Mt. Chocolate Factory	817	\$2,780	-98.3%	\$330,919	-46.9%
Sara Lee Sandwich Shoppe	1,455	\$12,805	-95.0%	\$485,140	-51.1%
SMASH Burgers & Bar	3,749	\$97,635	27.0%	\$1,901,819	2373.7%
Starbucks	548	\$19,719	-89.2%	\$471,591	-34.1%
Starbucks (kiosk)		N/A		\$192,185	
Steve's Snappin' Dogs	1,446	\$29,759	-86.3%	\$580,256	-36.9%
Wetzel's Pretzels		N/A		\$284,924	
Wolfgang Puck		N/A		\$773,496	
TOTAL FOOD AND BEVERAGE - CONCOURSE B	33,633	\$665,937	-92.3%	\$25,387,822	-25.3%
FOOD AND BEVERAGE - CONCOURSE C					
Auntie Anne's		N/A		\$171,809	
Big Bowl/Magic Pan		N/A		\$591,576	
Caribou Coffee	603	\$1,077	-99.2%	\$311,218	-41.0%
Coffee Bean & Tea Leaf		N/A		\$167,320	
Coors Silver Bullet	2,931	\$863	-99.8%	\$1,237,421	-48.8%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Dazbog Coffee		N/A		\$264,997	
Great Divide Brewhouse		N/A		\$1,583,640	
Jamba Juice	639	\$616	-99.6%	\$408,306	-33.5%
Little Man Ice Cream		N/A		\$127,644	
McDonald's	924	\$96,697	-83.5%	\$1,847,978	-23.2%
Mod Market		N/A		\$751,652	
Root Down	3,979	\$44,497	-95.7%	\$2,694,880	-35.1%
SMASH Burgers & Bar	2,327	\$65,070	-87.5%	\$1,323,870	-35.4%
Smokin Bear Lodge Smoking Lounge	4,826	\$109,794	-92.9%	\$3,331,673	-47.1%
Starbucks	762	\$58,033	-82.0%	\$1,054,651	-14.2%
Tamales by La Casita	1,354	\$45,562	-87.8%	\$929,618	-39.0%
Tapas Sky Bar		N/A		\$338,858	
Villa Pizza	711	\$22,901	-91.9%	\$652,505	-41.9%
Vino Volo Wine Bar		N/A		\$177,481	
Woody Creek Bakery	1,586	\$13,030	-94.6%	\$629,937	-34.3%
TOTAL FOOD AND BEVERAGE - CONCOURSE C	20,641	\$458,140	-93.9%	\$18,597,034	-35.8%
FOOD AND BEVERAGE - TERMINAL					
Boulder Beer Tap House		N/A		\$637,414	
Cantina Grill		N/A		\$233,424	
Red Rocks Bar		N/A		\$369,918	
Rocky Mountain Café	904	\$5,047	-85.6%	\$131,039	-12.0%
Subway	1,814	\$36,120	-75.4%	\$523,973	-22.6%
Tom's Urban Kitchen	9,601	\$51,821	-74.6%	\$686,496	-20.4%
TOTAL FOOD AND BEVERAGE - TERMINAL	12,319	\$92,988	-88.5%	\$2,582,264	-32.1%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
FOOD AND BEVERAGE - AIRPORTWIDE					
Roasting Plant		N/A		\$114,194	
TOTAL FOOD AND BEVERAGE - AIRPORTWIDE		\$0	-100.0%	\$114,194	-29.3%
TOTAL FOOD AND BEVERAGE	79,078	\$1,502,955	-92.9%	\$59,855,903	-27.8%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
PASSENGER SERVICES - CONCOURSE A					
A Massage		N/A		\$142,658	
Executive Shine		N/A		\$32,513	
Worldwide Insurance Services		N/A		\$368,996	
TOTAL PASSENGER SERVICES - CONCOURSE A		\$0	-100.0%	\$544,167	-50.8%
PASSENGER SERVICES - CONCOURSE B					
A Massage		N/A		\$185,184	
Executive Shine		N/A		\$103,018	
Worldwide Insurance Services		N/A		\$634,526	
TOTAL PASSENGER SERVICES - CONCOURSE B		\$0	-100.0%	\$922,728	-46.7%
PASSENGER SERVICES - CONCOURSE C					
Executive Shine		N/A		\$18,579	
Xpress Spa		N/A		\$277,035	
TOTAL PASSENGER SERVICES - CONCOURSE C		\$0	-100.0%	\$295,614	-49.9%
PASSENGER SERVICES - TERMINAL					
Public Service Credit Union-Branch	518	\$18,564	-44.0%	\$90,547	-21.1%
Worldwide Insurance Services		N/A		\$225,704	
TOTAL PASSENGER SERVICES - TERMINAL	518	\$18,564	-89.5%	\$316,251	-49.3%
TOTAL PASSENGER SERVICES	518	\$18,564	-98.3%	\$2,078,760	-48.7%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
RETAIL - CONCOURSE A					
CNBC	989	\$1,477		\$207,413	
Flight Stop	1,917	\$6,416	-98.9%	\$1,517,351	-33.7%
Greetings From Colorado	946	\$24,360	-89.9%	\$581,736	-37.3%
Hudson News	955	\$36,794	-91.1%	\$1,183,684	-27.2%
Peak News & Gifts	1,058	\$27,693	-93.6%	\$993,567	-40.8%
Provenzano Resources, Inc.	306	\$1,446		\$1,127,073	
Spirit of the Red Horse		N/A		\$252,843	
Tattered Cover Bookstore		N/A		\$338,738	
TOTAL RETAIL - CONCOURSE A	6,172	\$98,186	-95.0%	\$6,202,405	-17.3%
RETAIL - CONCOURSE B					
Connections Newsstand	342	\$9,021	-90.6%	\$243,987	-35.9%
Earth Spirit		N/A		\$150,336	
Express Market	1,276	\$36,516	-90.3%	\$1,069,578	-24.9%
Hudson News	1,827	\$44,046	-186.3%	\$1,596,729	-73.7%
InMotion Entertainment		N/A		\$460,870	
Johnston & Murphy		N/A		\$359,423	
Kazoo Toys		N/A		\$120,503	
Larimer Street Market	1,270	\$5,480	-98.4%	\$1,007,573	-24.0%
MAC		N/A		\$157,787	
Misura, Crislu, Tumi		N/A		\$428,247	
Mosaic Gallery		N/A		\$173,301	
Peak News & Gifts	1,280	\$33,891	-86.6%	\$844,464	-14.9%
Provenzano Resources, Inc.		N/A		\$1,579,571	
Sky Market		N/A		\$482,965	
Sunglass Hut		N/A		\$181,034	

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Tattered Cover Bookstore		N/A		\$331,250	
Tuleh Ruche		N/A		\$112,034	
TOTAL RETAIL - CONCURSE B	5,994	\$128,954	-95.7%	\$9,299,653	-20.3%
RETAIL - CONCURSE C					
Arts District Market	680	\$3,845	-97.9%	\$562,104	-27.0%
CNBC		N/A		\$312,580	
Esavvy	548	\$1,732	-97.9%	\$181,434	-50.3%
Hudson News	649	\$23,589	-89.4%	\$602,515	-33.0%
Kiehl's/Urban Decay		N/A		\$233,266	
No Boundaries		N/A		\$106,712	
Out West	1,054	\$28,827	-83.1%	\$405,203	-35.6%
Peak News & Gifts	981	\$21,331	-91.8%	\$548,523	-46.5%
Provenzano Resources, Inc.		N/A		\$1,067,332	
Say Si Bon	1,885	\$24,059	-90.6%	\$567,848	-44.8%
Sky Market	837	\$37,956	-87.7%	\$1,011,926	-19.3%
Sunglass Hut		N/A		\$205,439	
Tattered Cover Bookstore		N/A		\$279,529	
The Body Shop	1,193	\$5,218	-94.8%	\$225,057	-40.9%
TOTAL RETAIL - CONCURSE C	7,826	\$146,558	-92.8%	\$6,309,468	-22.2%
RETAIL - TERMINAL					
Airport Baggage Service		N/A		\$69,405	
Hudson News	906	\$6,531	-91.2%	\$232,598	-31.1%
Newsstand (Peak Concepts)		N/A		\$91,852	
Provenzano Resources, Inc.		N/A		\$287,042	
Tattered Cover Bookstore		N/A		\$56,189	

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Way Out West		N/A		\$68,275	
TOTAL RETAIL - TERMINAL	906	\$6,531	-96.4%	\$805,361	1.3%
RETAIL - AIRPORTWIDE					
Provenzano Resources, Inc.		N/A		\$56,845	
TOTAL RETAIL - AIRPORTWIDE				\$56,845	
TOTAL RETAIL	20,898	\$380,229	-94.7%	\$22,673,731	-19.2%

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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	\$209	-97.2%	\$17,827	-44.6%
Public Service Credit Union-ATMs		\$4,919	-89.6%	\$108,574	-42.8%
Smarte Carte, Inc.		\$9,136	-85.4%	\$231,065	-27.5%
TOTAL AIRPORTWIDE SERVICES - TERMINAL	25	\$14,264	-87.9%	\$357,465	-33.9%
AIRPORTWIDE SERVICES - AIRPORTWIDE					
Clear Channel Ads		\$457,528	-53.7%	\$3,541,814	-16.1%
Clear Channel TV		\$1,835	-4.9%	\$7,400	-10.1%
OUTFRONT Media LLC		N/A		\$157,671	
TOTAL AIRPORTWIDE SERVICES - AIRPORTWIDE		\$459,363	-53.6%	\$3,706,885	-12.6%
TOTAL AIRPORTWIDE SERVICES	25	\$473,626	-57.2%	\$4,064,350	-15.0%
GRAND TOTAL	105,163	\$2,376,556	-92.3%	\$89,419,849	-26.1%

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