



Summary



Denver International Airport

Gross Revenue Earned by Concessionaire

April 2023

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		\$46,697,663	16.7%	\$178,406,030	22.4%	\$22.92	5.3%
DUTY FREE							
	CONCOURSE A	\$205,039	20.7%	\$707,066	20.4%	\$0.25	0.8%
	CONCOURSE B	\$115,646	17.4%	\$397,008	36.7%	\$0.10	43.6%
TOTAL - DUTY FREE		\$320,684	19.5%	\$1,104,074	25.8%	\$0.34	-3.5%
FOOD AND BEVERAGE							
	CONCOURSE A	\$6,880,156	45.6%	\$26,619,055	45.2%	\$8.36	8.3%
	CONCOURSE B	\$12,875,876	13.0%	\$51,236,078	21.0%	\$10.60	9.8%
	CONCOURSE C	\$10,038,000	17.8%	\$37,769,703	21.3%	\$10.30	7.1%
	TERMINAL	\$784,362	19.1%	\$3,537,540	23.6%		
	AIRPORTWIDE	\$21,526	58.6%	\$91,895	86.6%		
TOTAL - FOOD AND BEVERAGE		\$30,599,920	20.9%	\$119,254,271	25.9%	\$29.26	10.7%
PASSENGER SERVICES							
	CONCOURSE A	\$347,240	44.3%	\$1,028,817	42.8%	\$0.42	39.1%
	CONCOURSE B	\$628,998	52.5%	\$2,035,336	41.6%	\$0.52	58.0%
	CONCOURSE C	\$151,010	657.3%	\$525,535	495.7%	\$0.15	467.4%
	TERMINAL	\$117,298	-8.0%	\$418,434	69.3%		
TOTAL - PASSENGER SERVICES		\$1,244,545	55.4%	\$4,008,121	60.8%	\$1.09	45.1%
RETAIL							
	CONCOURSE A	\$2,622,821	-7.1%	\$9,772,777	-0.1%	\$3.19	-22.6%
	CONCOURSE B	\$5,305,828	9.1%	\$19,810,123	20.7%	\$4.37	16.7%
	CONCOURSE C	\$3,341,810	6.8%	\$12,563,765	18.3%	\$3.43	4.5%
	TERMINAL	\$224,626	-18.8%	\$918,326	-9.4%		
TOTAL - RETAIL		\$11,495,086	3.6%	\$43,064,991	13.8%	\$10.98	-8.7%
AIRPORTWIDE SERVICES							
	TERMINAL	\$203,918	-2.8%	\$887,105	-4.0%		
	AIRPORTWIDE	\$2,833,508	21.7%	\$10,087,468	13.5%		
TOTAL - AIRPORTWIDE SERVICES		\$3,037,426	19.6%	\$10,974,572	11.9%		

* 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 *
DUTY FREE - CONCOURSE A					
Dufry Shops	2,316	\$205,039	20.7%	\$707,066	20.4%
TOTAL DUTY FREE - CONCOURSE A	2,316	\$205,039	20.7%	\$707,066	20.4%
DUTY FREE - CONCOURSE B					
Dufry Shops	2,328	\$115,646	17.4%	\$397,008	36.7%
TOTAL DUTY FREE - CONCOURSE B	2,328	\$115,646	17.4%	\$397,008	36.7%
TOTAL DUTY FREE	4,644	\$320,684	19.5%	\$1,104,074	25.8%

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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	\$309,690	11.7%	\$1,238,156	17.6%
Denver Central Market	4,090	\$350,924	-38.0%	\$1,373,251	-38.6%
Denver Chop House & Brewery	4,026	\$733,424	9.1%	\$2,946,721	11.1%
Dunkin' Donuts	317	\$131,640	-29.7%	\$545,521	-19.7%
Einstein Bros Bagels	406	\$328,042		\$1,310,944	
Freshens	338	\$177,560	-35.1%	\$774,688	-22.5%
Grab & Go Marketplace	490	\$20,807		\$20,807	
KFC / Pizza Hut	638	\$208,774	74.7%	\$847,037	54.6%
Love from DEN Market	490	\$254,511		\$316,010	
McDonald's	1,142	\$792,441	8.0%	\$3,222,518	6.6%
Mercantile	3,995	\$1,071,395		\$4,101,130	
Mesa Verde Lounge	4,706	\$559,425	25.4%	\$2,237,071	43.6%
Novo Coffee	406	\$196,193		\$837,559	
Panda Express	702	\$547,753	24.2%	\$2,167,862	24.7%
Pizza Hut Godega	125	\$71,226	419.3%	\$220,159	1505.3%
Quizno's	4,092	\$875,222	46.9%	\$3,524,461	59.1%
Sky Snax	4,681	\$211,335		\$770,574	
Vino Volo Wine Bar	923	\$39,796	-58.1%	\$164,589	-49.2%
TOTAL FOOD AND BEVERAGE - CONCOURSE A	32,799	\$6,880,156	55.6%	\$26,619,055	56.2%
FOOD AND BEVERAGE - CONCOURSE B					
Aviator's Club BBQ	4,398	\$431,297	-2.8%	\$1,750,713	6.1%
Cantina Grill	3,204	\$538,481	-6.6%	\$2,185,463	5.5%
Caribou Coffee	770	\$238,024	15.7%	\$947,556	19.6%
Chick-Fil-A	1,137	\$613,881	13.5%	\$2,461,213	24.3%
City Pho	2,603	\$301,509	43.9%	\$1,216,366	53.4%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
City Wok	591	\$85,803		\$323,639	792.7%
Cru Wine Bar	935	\$217,649	1.8%	\$858,994	7.0%
Elway's	4,026	\$1,183,421	3.6%	\$4,857,011	13.1%
Etai's Café	1,488	\$561,169	5.5%	\$2,154,226	8.6%
Garbanzo	609	\$367,207	102.8%	\$1,390,096	105.2%
Heidi's Brooklyn Deli		N/A	-100.0%	\$33,122	-94.3%
Hotch Potch	623	\$107,355		\$404,546	
Jamba Juice	770	\$238,168	36.6%	\$896,533	44.2%
Kabod Coffee		N/A	-100.0%	\$6,535	-96.4%
Lounge 5280	1,540	\$134,112	35.6%	\$549,145	42.4%
McDonald's	1,552	\$766,728	11.7%	\$3,154,822	17.8%
Mod Market	906	\$408,233	-13.4%	\$1,625,158	-5.1%
New Belgium Brewing	3,948	\$916,560	-1.4%	\$3,638,611	8.6%
New Belgium Hub	3,001	\$324,608	-10.2%	\$1,397,810	3.0%
Pizza Hut Express/Haagen Daz	1,000	\$361,476	5.7%	\$1,355,342	7.0%
Pour La France	6,420	\$699,584	5.2%	\$2,765,095	10.5%
Qdoba	2,325	\$354,146	16.7%	\$1,440,203	20.5%
Que Bueno! Mexican Grille	1,491	\$470,647	16.8%	\$1,836,942	21.2%
Rocky Mt. Chocolate Factory	817	\$180,282	2.0%	\$697,738	11.6%
Sara Lee Sandwich Shoppe	1,455	\$277,093	26.8%	\$1,084,220	35.7%
Shake Shack	2,586	\$740,913	79.9%	\$2,959,728	86.9%
Sky Market	1,643	\$347,508		\$1,381,811	
SMASH Burgers & Bar	3,749	\$562,666	1.4%	\$2,364,734	11.0%
Snooze	2,984	\$481,878	39.2%	\$1,884,122	41.4%
Starbucks	1,208	\$386,868	2.0%	\$1,374,059	6.8%
Steve's Snappin' Dogs	1,446	\$333,664	6.4%	\$1,251,673	13.5%
Wolfgang Puck	2,450	\$244,947	72.2%	\$988,854	94.1%

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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	61,673	\$12,875,876	14.4%	\$51,236,078	22.6%
FOOD AND BEVERAGE - CONCOURSE C					
Auntie Anne's	256	\$117,477	19.8%	\$427,821	15.0%
Big Bowl/Magic Pan	1,590	\$297,785	-17.1%	\$1,140,821	-10.1%
Caribou Coffee	603	\$151,925	-21.7%	\$589,192	-19.8%
Coffee Bean & Tea Leaf	582	\$107,473	-3.1%	\$346,850	-16.4%
Coors Silver Bullet	2,931	\$566,168	-20.9%	\$2,129,617	-18.7%
Dazbog Coffee	639	\$278,036	76.6%	\$1,120,888	87.3%
DEN Neighborhood Market	490	\$237,532		\$670,081	
Grab-N-Go Marketplace	80	\$947		\$7,623	
Great Divide Brewhouse	3,162	\$565,627	-28.2%	\$2,157,352	-23.5%
Jamba Juice	639	\$166,922	-0.2%	\$608,301	3.7%
Little Man Ice Cream	165	\$55,188	-27.2%	\$187,869	-24.0%
McDonald's	924	\$930,554	29.2%	\$3,739,205	28.2%
Mod Market	1,666	\$306,730	-28.4%	\$1,150,926	-21.6%
Root Down	3,979	\$1,263,300	6.3%	\$4,820,992	12.5%
SMASH Burgers & Bar	2,327	\$859,553	74.9%	\$3,352,516	80.9%
Smokin Bear Lodge Smoking Lounge	4,826	\$1,533,419	18.1%	\$5,778,796	17.8%
Starbucks	762	\$422,206	39.9%	\$1,431,127	47.6%
Superfruit Republic Juice	404	\$239,047		\$650,147	
Tamales by La Casita	1,354	\$449,087	16.8%	\$1,716,614	21.6%
Tapas Sky Bar	1,100	\$182,467	-28.3%	\$685,127	-24.2%
Temporary Grab & Go	474	\$135,738		\$680,709	
Villa Pizza	711	\$357,776	2.3%	\$1,391,529	15.1%
Vino Volo Wine Bar	624	\$172,076	69.8%	\$626,313	83.6%
Woody Creek Bakery	1,586	\$640,968	88.7%	\$2,359,291	95.1%

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TOTAL FOOD AND BEVERAGE - CONCOURSE C	31,874	\$10,038,000	17.8%	\$37,769,703	21.3%
FOOD AND BEVERAGE - TERMINAL					
Boulder Beer Tap House	1,776	\$182,617	91.1%	\$856,221	99.6%
Cantina Grill	1,612	\$53,957	93.2%	\$283,791	126.7%
Caribou Coffee	795	\$96,979	38.9%	\$418,949	38.2%
Kabod Coffee	845	\$115,463	20.2%	\$493,726	14.6%
Subway	1,814	\$173,636	37.3%	\$694,023	27.1%
Tom's Urban Kitchen	9,601	\$161,710	-31.1%	\$790,830	-20.6%
TOTAL FOOD AND BEVERAGE - TERMINAL	16,444	\$784,362	20.6%	\$3,537,540	25.0%
FOOD AND BEVERAGE - AIRPORTWIDE					
Roasting Plant	1,321	\$21,526	58.6%	\$91,895	86.6%
TOTAL FOOD AND BEVERAGE - AIRPORTWIDE	1,321	\$21,526	58.6%	\$91,895	86.6%
TOTAL FOOD AND BEVERAGE	144,111	\$30,599,920	23.1%	\$119,254,271	28.4%

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PASSENGER SERVICES - CONCOURSE A					
Executive Shine	60	\$2,980	-15.9%	\$12,075	-4.8%
Worldwide Insurance Services	100	\$344,260	45.2%	\$1,016,742	73.1%
TOTAL PASSENGER SERVICES - CONCOURSE A	160	\$347,240	44.3%	\$1,028,817	71.5%
PASSENGER SERVICES - CONCOURSE B					
A Massage	900	\$73,332	61.6%	\$203,128	8.0%
Executive Shine	220	\$12,940	-17.4%	\$56,910	-2.2%
Worldwide Insurance Services	277	\$542,725	54.4%	\$1,775,298	49.1%
TOTAL PASSENGER SERVICES - CONCOURSE B	1,397	\$628,998	52.5%	\$2,035,336	41.6%
PASSENGER SERVICES - CONCOURSE C					
Centurion Lounge	15,779	\$148,370	796.5%	\$514,650	587.6%
Executive Shine	30	\$2,640	-22.1%	\$10,885	-18.6%
TOTAL PASSENGER SERVICES - CONCOURSE C	15,809	\$151,010	657.3%	\$525,535	495.7%
PASSENGER SERVICES - TERMINAL					
Public Service Credit Union-Branch	518	\$32,668	79.2%	\$121,305	109.4%
Worldwide Insurance Services	404	\$84,629	-22.5%	\$297,129	63.6%
TOTAL PASSENGER SERVICES - TERMINAL	922	\$117,298	-8.0%	\$418,434	74.7%
TOTAL PASSENGER SERVICES	18,289	\$1,244,545	55.4%	\$4,008,121	69.5%

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RETAIL - CONCOURSE A					
Flight Stop	1,917	\$787,679	3.7%	\$3,069,425	22.9%
Greetings From Colorado	946	\$201,699	-30.5%	\$797,791	-24.4%
High Lands Mercantile	1,135	\$213,443		\$891,248	
Hudson News	955	\$311,197	-41.6%	\$1,201,178	-31.6%
Peak News & Gifts	1,058	\$289,478	-31.8%	\$1,100,646	-30.7%
Provenzano Resources, Inc.	666	\$303,389	-36.3%	\$1,200,304	-29.8%
Spirit of the Red Horse	1,342	\$55,290	-23.9%	\$226,785	-10.5%
Sunglass Hut	955	\$102,658	0.0%	\$311,396	-3.1%
Tattered Cover Bookstore	1,209	\$123,359	-6.7%	\$484,896	5.0%
WH Smith	1,288	\$234,628		\$489,108	
TOTAL RETAIL - CONCOURSE A	11,471	\$2,622,821	-6.0%	\$9,772,777	1.4%
RETAIL - CONCOURSE B					
Connections Newsstand	342	\$33,867	-63.2%	\$152,243	-50.4%
Earth Spirit	644	\$48,919	-2.9%	\$167,663	7.6%
Express Market	1,276	\$552,382	-1.7%	\$2,130,509	4.9%
Hudson News	1,827	\$991,513	7.4%	\$3,764,407	17.5%
InMotion Entertainment	383	\$232,529	-6.2%	\$965,389	6.5%
Johnston & Murphy	822	\$223,122	16.1%	\$682,328	38.5%
Kazoo Toys	1,631	\$70,482	-14.0%	\$289,819	5.4%
Larimer Street Market	1,270	\$321,277	-16.0%	\$1,217,599	6.8%
MAC	796	\$83,728	43.7%	\$349,206	63.0%
Misura, Crislu, Tumi	2,724	\$176,734	14.4%	\$634,209	48.2%
Mosaic Gallery	1,360	\$144,654	57.9%	\$356,990	22.7%
Peak News & Gifts	1,280	\$303,117	-11.7%	\$1,209,121	-3.4%
Provenzano Resources, Inc.	4,023	\$1,308,686	54.3%	\$4,706,338	70.7%

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Sky Market	1,271	\$565,708	-1.8%	\$2,279,948	9.4%
Sunglass Hut	898	\$91,297	0.0%	\$323,172	9.4%
Tattered Cover Bookstore	1,011	\$157,813	-5.8%	\$581,182	-0.2%
TOTAL RETAIL - CONCOURSE B	21,556	\$5,305,828	9.1%	\$19,810,123	20.7%

RETAIL - CONCOURSE C					
Arts District Market	680	\$236,032	-37.7%	\$759,353	-22.7%
Black Canyon		N/A		\$0	
CNBC	385	\$126,215	-39.0%	\$434,729	-43.0%
Esavvy	536	\$61,961	-39.2%	\$260,841	-22.8%
Hudson News	649	\$528,874	41.1%	\$2,024,101	53.9%
Kiehl's/Urban Decay	1,391	\$46,266	-10.5%	\$155,546	6.7%
Longs Peak		N/A		\$0	
No Boundaries	385	\$37,020	-21.1%	\$158,921	-23.3%
Out West	1,054	\$213,856	3.8%	\$757,276	5.1%
Peak News & Gifts	981	\$288,072	-28.8%	\$1,074,104	-28.0%
Provenzano Resources, Inc.	2,222	\$610,869	8.6%	\$2,513,647	27.3%
Say Si Bon	1,885	\$242,052	-34.2%	\$968,817	-27.2%
Sky Market	837	\$538,244		\$2,033,937	
Sunglass Hut	1,015	\$159,837	0.0%	\$538,359	15.1%
Tattered Cover Bookstore	919	\$142,123	-8.5%	\$503,522	-2.0%
The Body Shop	1,193	\$110,391	-2.2%	\$380,612	3.1%
TOTAL RETAIL - CONCOURSE C	14,131	\$3,341,810	6.8%	\$12,563,765	18.3%

RETAIL - TERMINAL					
Hudson News	906	\$158,792	55.4%	\$672,521	61.8%

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Provenzano Resources, Inc.	94	\$65,834	-6.9%	\$245,805	-11.4%
TOTAL RETAIL - TERMINAL	1,000	\$224,626	29.9%	\$918,326	32.5%
RETAIL - AIRPORTWIDE					
Provenzano Resources, Inc.		N/A		\$0	
TOTAL RETAIL - AIRPORTWIDE				\$0	
TOTAL RETAIL	48,158	\$11,495,086	4.9%	\$43,064,991	15.2%

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AIRPORTWIDE SERVICES - TERMINAL					
CheckPoint Mailers	25	\$6,199	3.9%	\$30,671	1.8%
Compass Group USA Inc. dba Canteen Vending Servic		\$79,812	-8.4%	\$320,789	-10.5%
Public Service Credit Union-ATMs	1	\$37,026	-8.5%	\$141,520	-6.6%
Smarte Carte, Inc.		\$80,881	5.9%	\$394,126	2.6%
TOTAL AIRPORTWIDE SERVICES - TERMINAL	26	\$203,918	-2.8%	\$887,105	-4.0%
AIRPORTWIDE SERVICES - AIRPORTWIDE					
Canteen Vending Services		\$136,312	21.5%	\$546,750	21.8%
Clear Channel Ads	1	\$1,693,966	26.1%	\$5,223,763	9.7%
Conoco - Retail	210,772	\$840,837	14.6%	\$3,462,257	21.1%
OUTFRONT Media LLC		N/A		\$239,446	-8.5%
Paradise 4 Paws	35,000	\$162,393	16.0%	\$615,253	10.4%
TOTAL AIRPORTWIDE SERVICES - AIRPORTWIDE	245,773	\$2,833,508	21.7%	\$10,087,468	13.5%
TOTAL AIRPORTWIDE SERVICES	245,799	\$3,037,426	19.6%	\$10,974,572	11.9%
GRAND TOTAL	461,000	\$46,697,663	18.4%	\$178,406,030	24.5%

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