



Sacramento International Airport Food & Beverage and Retail Concessions Program Insights

Through September 2025



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1. Enplanements & Revenue
2. Concept Revenue
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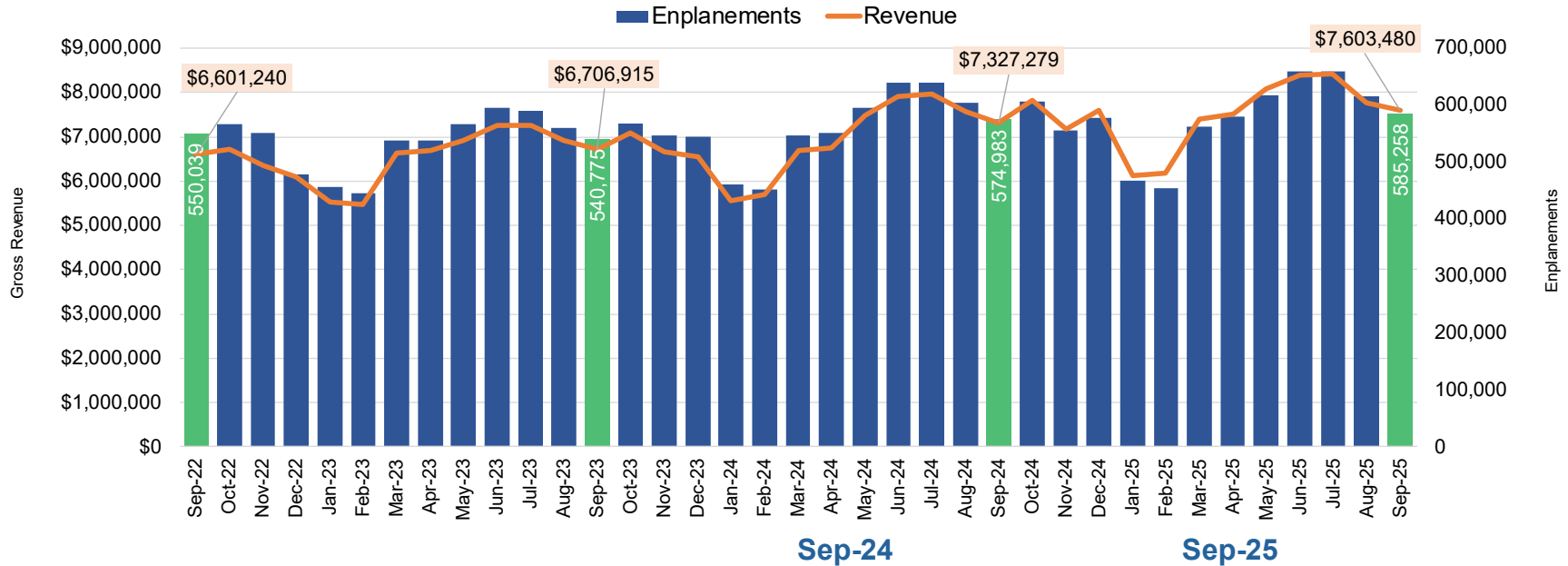
Enplanements & Revenue

Annual Enplanements



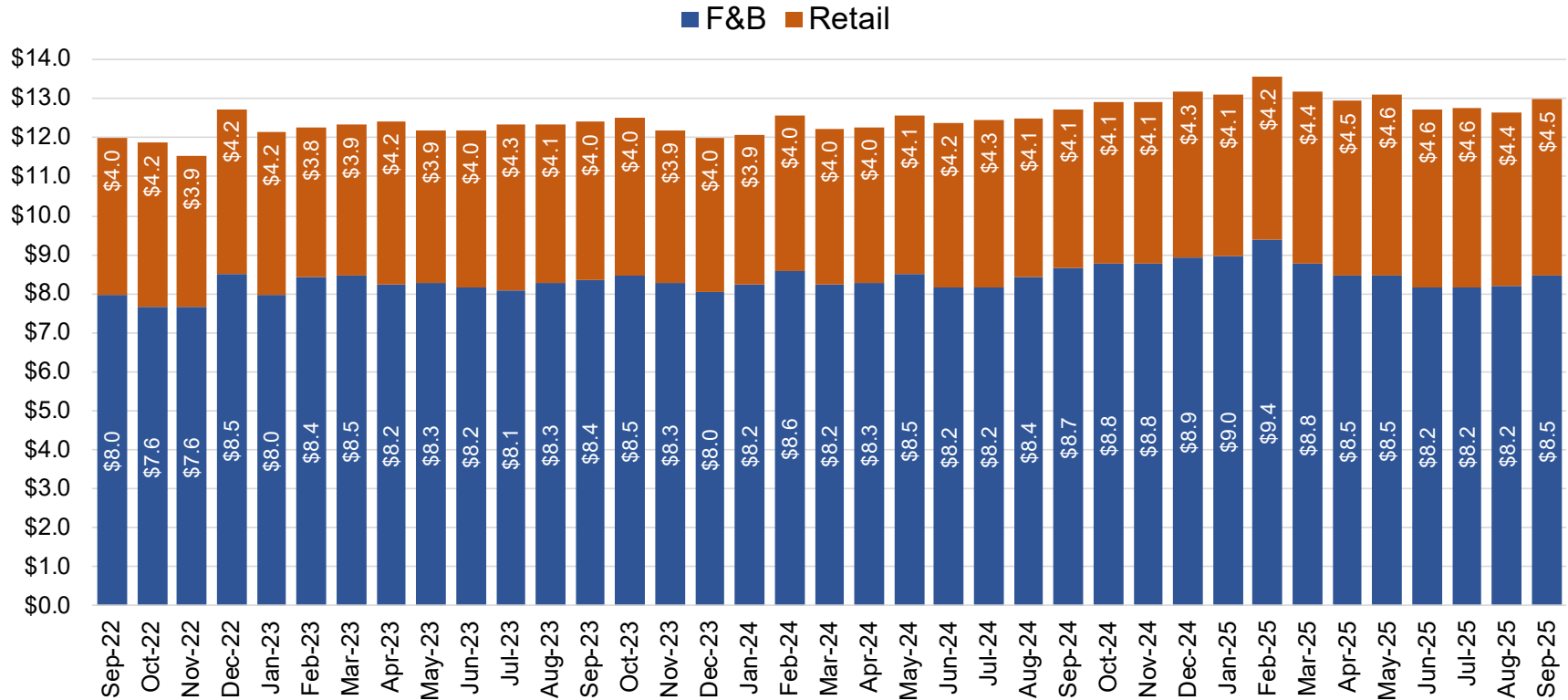
*YTD through September 2025

Total Enplanements vs. F&B and Retail Gross Revenue

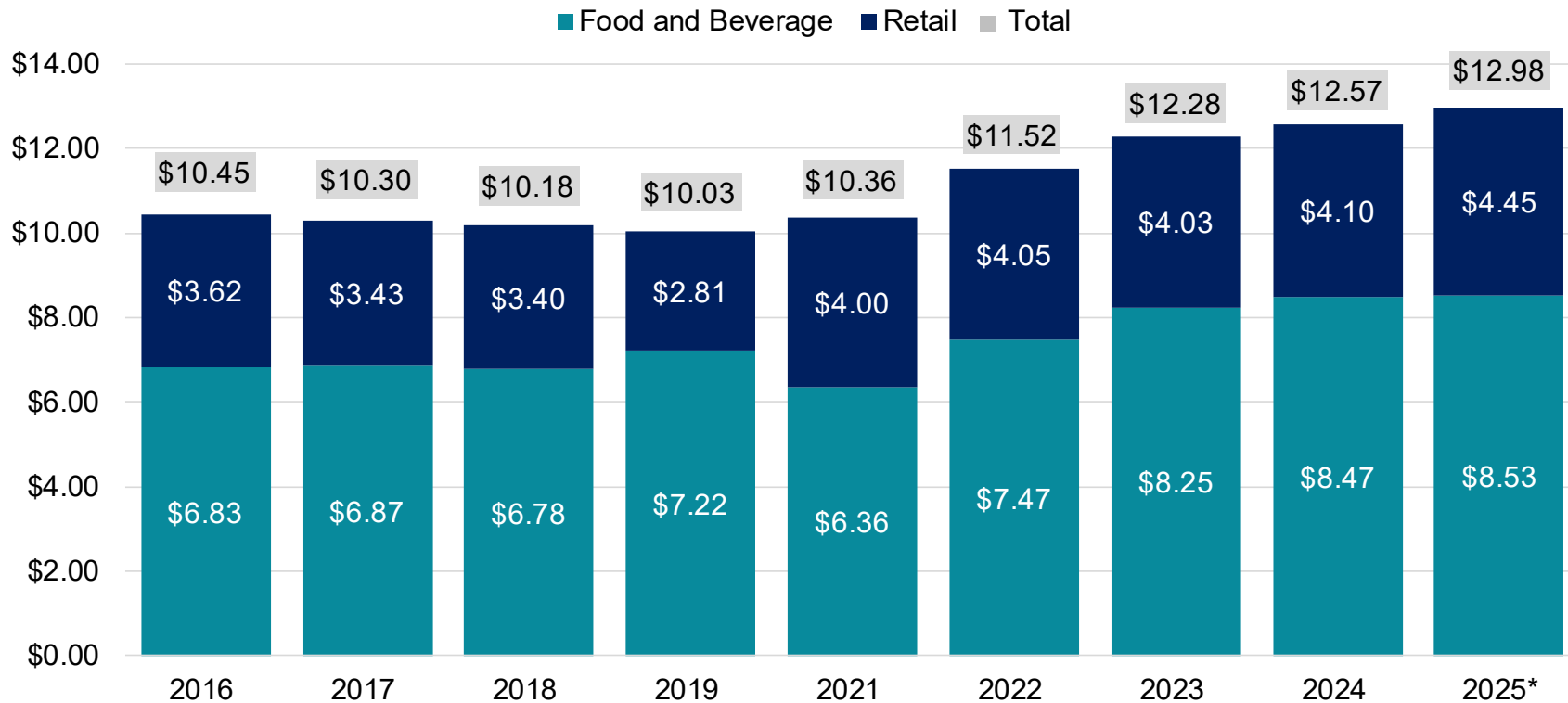


Sep-24			Sep-25	
Airport	Total	YOY %	Total	YOY %
Enplanements	574,983	6.3%	585,258	1.8%
F&B + Retail Gross Revenue	\$7,327,279	9.2%	\$7,603,480	3.8%

Airport Revenue per Enplaned Passenger

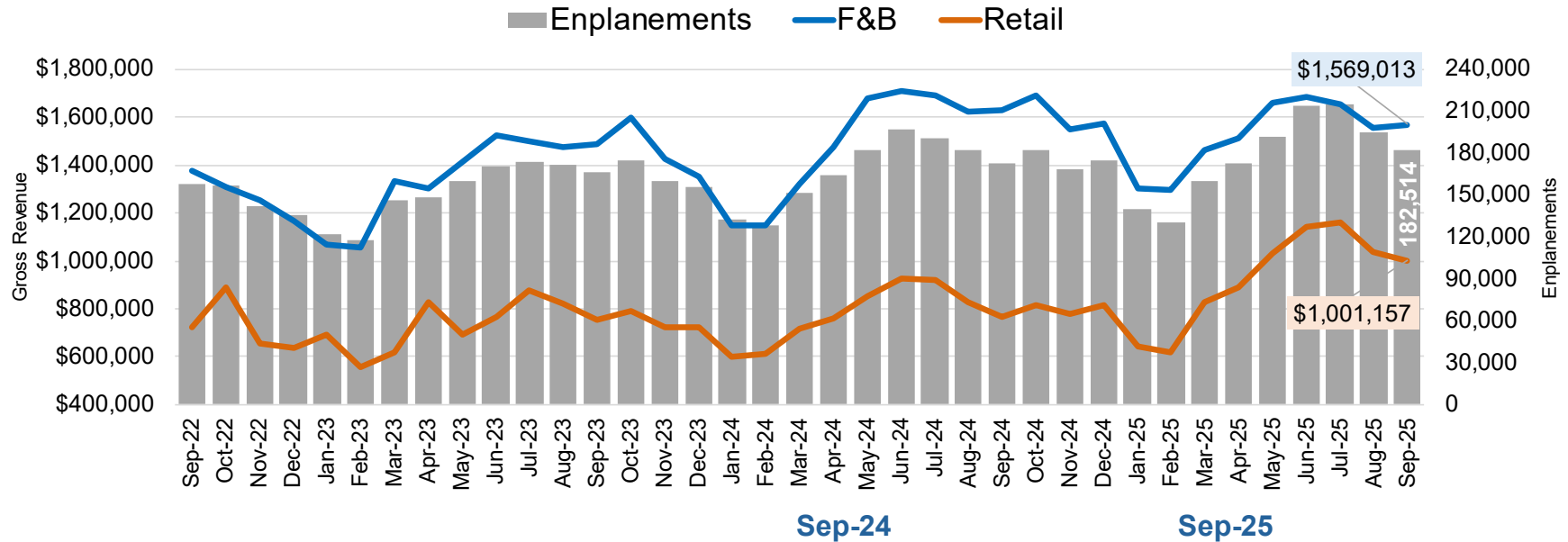


Annual Sales per Enplaned Passenger



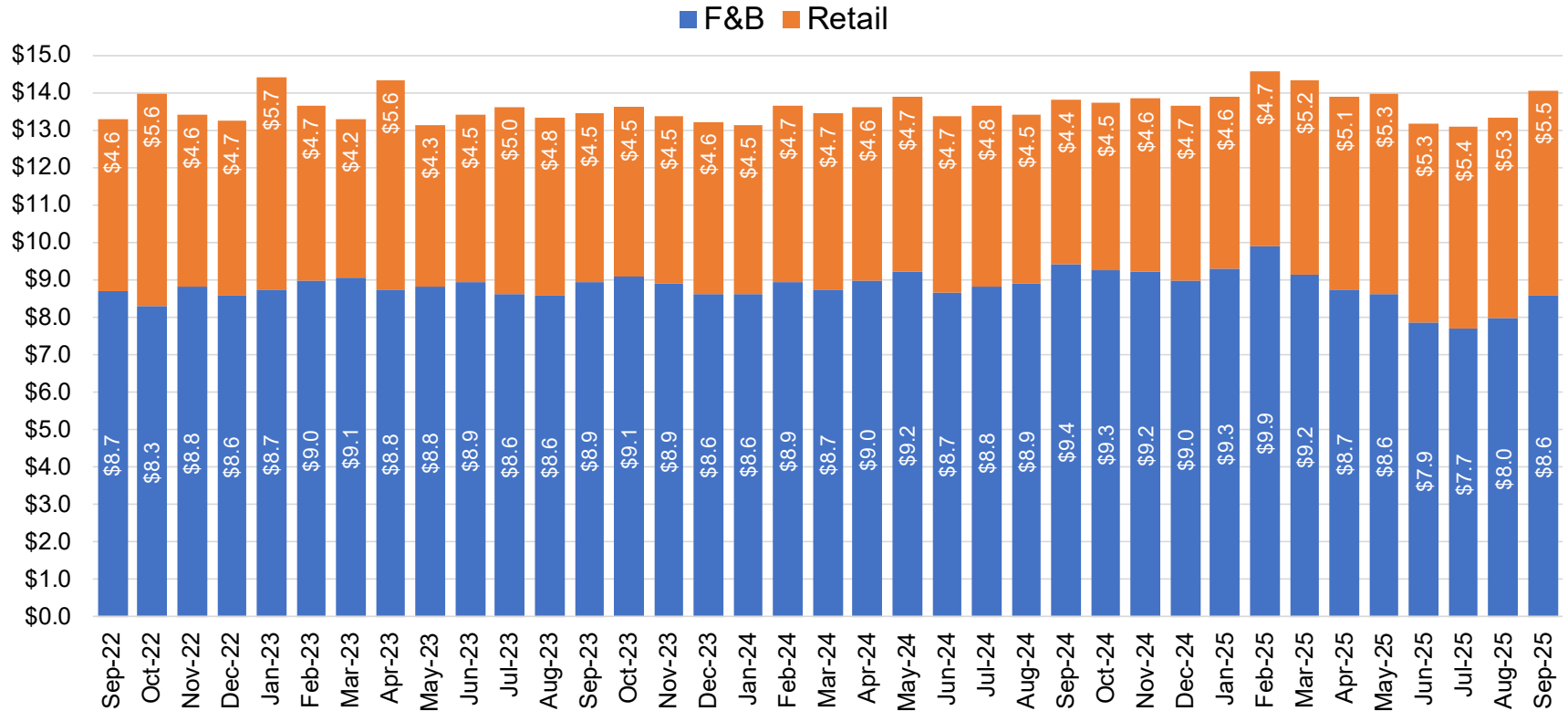
*YTD through September 2025

Enplanements vs. Gross Revenue Terminal A

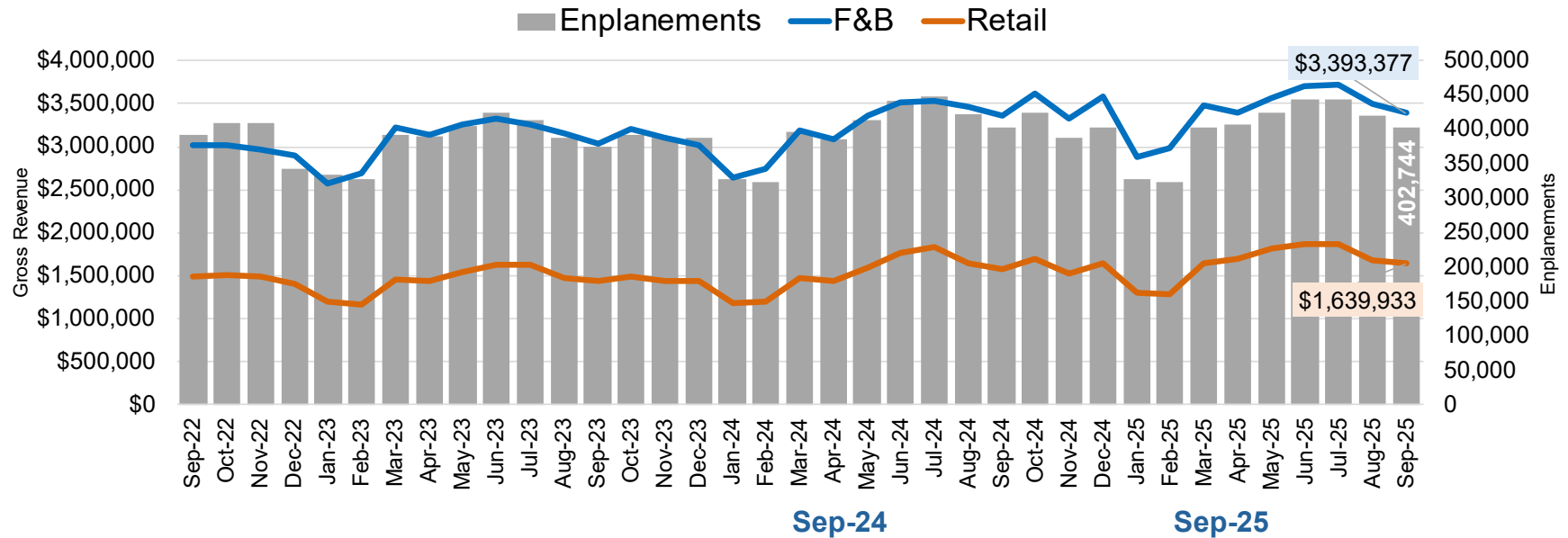


	Sep-24		Sep-25	
Terminal A	Total	YOY %	Total	YOY %
Enplanements	172,746	3.7%	182,514	5.7%
Food & Beverage Gross Revenue	\$1,627,512	9.4%	\$1,569,013	(3.6%)
Retail Gross Revenue	\$763,336	1.1%	\$1,001,157	31.2%

Terminal A Revenue per Enplaned Passenger



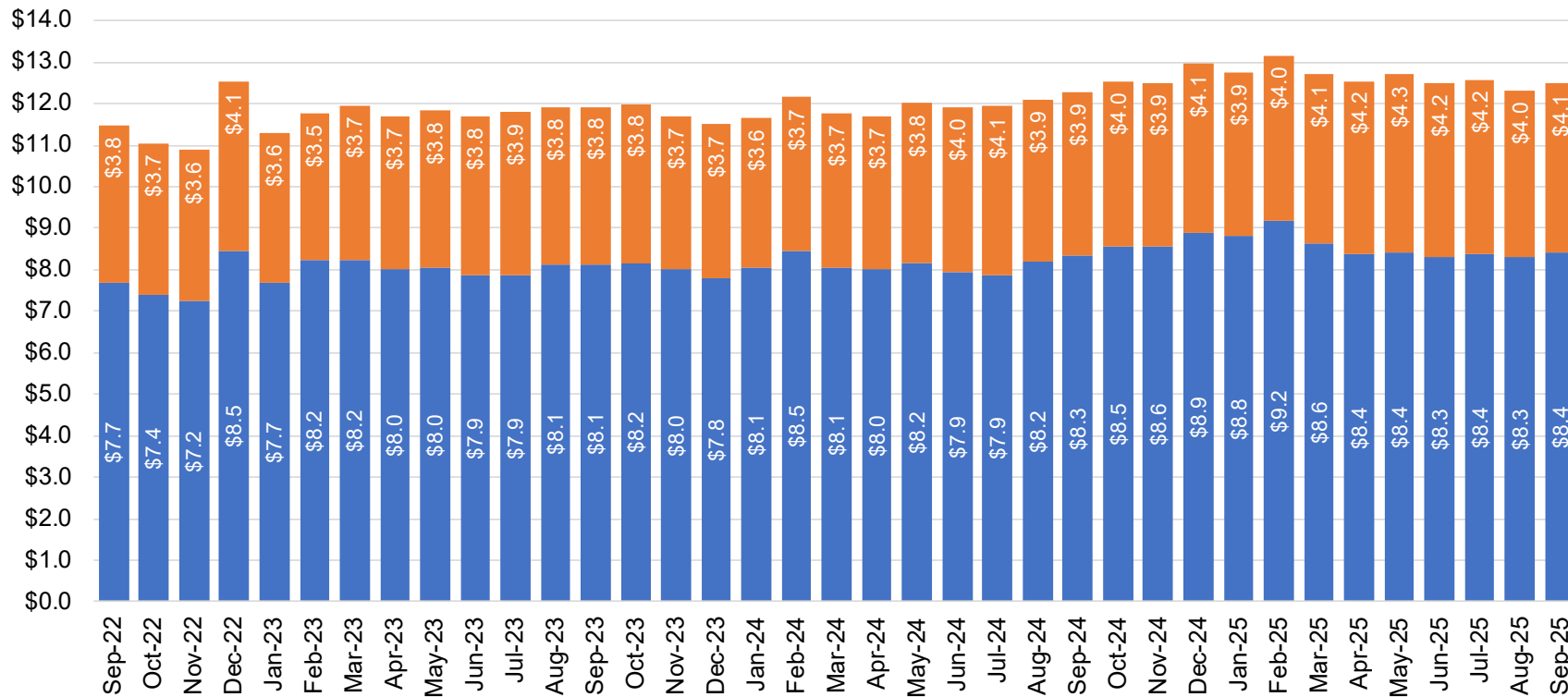
Enplanements vs. Gross Revenue Terminal B



Terminal B	Total	YOY %	Total	YOY %
Enplanements	402,237	7.5%	402,744	0.1%
Food & Beverage Gross Revenue	\$3,355,274	10.6%	\$3,393,377	1.1%
Retail Gross Revenue	\$1,581,158	10.5%	\$1,639,933	3.7%

Terminal B Revenue per Enplaned Passenger

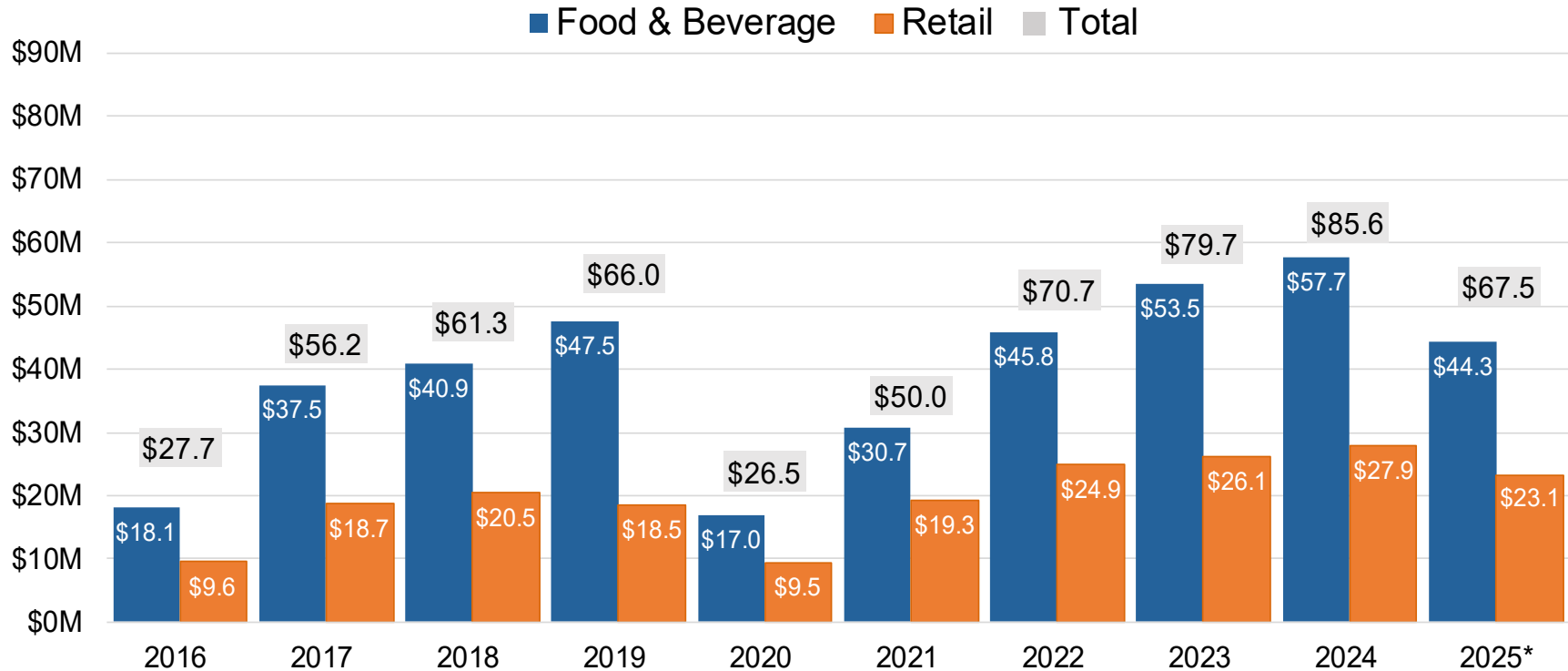
■ F&B ■ Retail





Annual Gross Revenue

Annual Gross Revenue



*YTD through September 2025

F&B Concessions Annual Gross Revenue

Terminal A

Concept	Type	Square Feet	2019	2021	2022	2023	2024	2025 YTD
Escape Lounge	Lounge	2,148	\$ 702,166	\$ 401,877	\$ 1,657,039	\$ 2,276,238	\$ 2,808,997	\$ 2,924,422
Squeeze Inn	Quick Serve Restaurant	1,287	\$ 1,339,132	\$ 253,076	\$ 820,927	\$ 1,171,244	\$ 1,425,009	\$ 2,275,819
Taylor's Market	Coffee & Market	1,131	\$ 1,486,786	\$ 1,779,141	\$ 1,688,497	\$ 1,633,590	\$ 1,434,670	\$ 1,724,467
Vino Volo	Wine Bar	1,097	\$ 883,688	\$ 1,119,509	\$ 1,203,264	\$ 926,717	\$ 855,420	\$ 1,537,335
Starbucks (Pre-Security)	Coffee	1,289	\$ 1,091,818	\$ 501,143	\$ 723,338	\$ 1,180,713	\$ 1,254,004	\$ 883,063
Starbucks Kiosk	Coffee	220	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 863,894
Peet's Coffee	Coffee	709	\$ 1,305,531	\$ 764,074	\$ 837,569	\$ 1,393,989	\$ 1,631,829	--
Freshii	Quick Serve Restaurant	1,187	\$ 2,142,346	\$ 2,170,062	\$ 2,359,405	\$ 2,188,482	\$ 2,147,062	--
Iron Horse	Full Service Restaurant	5,113	\$ 5,496,182	\$ 3,194,250	\$ 4,645,970	\$ 5,767,258	\$ 6,694,962	--
Total*		14,181	\$ 14,447,650	\$ 10,183,132	\$ 13,936,010	\$ 16,538,232	\$ 18,251,952	\$ 10,884,326

Terminal B

Concept	Type	Square Feet	2019	2021	2022	2023	2024	2025 YTD
Esquire Grill	Full Service Restaurant	4,338	\$ 7,467,614	\$ 3,764,665	\$ 6,017,803	\$ 7,774,751	\$ 8,935,852	\$ 7,210,715
Escape Lounge	Lounge	1,397	\$ 864,537	\$ 625,791	\$ 3,248,837	\$ 4,064,904	\$ 4,862,906	\$ 4,629,946
Cafeteria 15L	Full Service Restaurant	1,909	\$ 4,912,944	\$ 4,108,970	\$ 5,899,256	\$ 5,370,960	\$ 5,487,524	\$ 4,383,931
Famous Famiglia	Quick Serve Restaurant	984	\$ 2,457,369	\$ 1,492,678	\$ 2,899,223	\$ 3,839,178	\$ 4,482,212	\$ 3,472,629
Starbucks	Coffee	932	\$ 3,279,272	\$ 2,334,685	\$ 3,118,304	\$ 4,198,879	\$ 3,656,878	\$ 3,015,235
Burgers & Brew	Quick Serve Restaurant	970	\$ 3,102,356	\$ 3,628,369	\$ 3,961,786	\$ 3,608,739	\$ 3,670,492	\$ 2,853,984
Mango Taco	Quick Serve Restaurant	956	\$ -	\$ -	\$ 19,491	\$ 1,867,787	\$ 2,070,156	\$ 1,766,665
Peet's Coffee	Coffee	1,030	\$ 1,648,626	\$ 296,096	\$ 1,442,306	\$ 1,823,122	\$ 2,106,052	\$ 1,586,387
Urban Crave	Quick Serve Restaurant	1,242	\$ -	\$ 2,551,710	\$ 2,619,020	\$ 1,978,960	\$ 1,866,483	\$ 1,287,138
Vino Volo	Wine Bar	1,218	\$ 1,737,982	\$ 1,740,022	\$ 2,676,406	\$ 2,462,228	\$ 2,292,553	--
Total*		14,976	\$ 25,470,702	\$ 20,542,984	\$ 31,902,432	\$ 36,989,509	\$ 39,431,108	\$ 26,889,728

*Annual Revenue is January – December
YTD through September 2025

Freshii (TA) closed February 26, 2025. Vino Volo (TB) closed March 7, 2025. Iron Horse (TA) closed June 13, 2025. Peet's Coffee (TB) closed September 26, 2025.

Retail Concessions Annual Gross Revenue

Terminal A

Concept	Type	Square Feet	2019	2021	2022	2023	2024	2025 YTD
The Well	News and Convenience	3,593	\$ 4,347,578	\$ 6,221,208	\$ 7,140,177	\$ 7,619,510	\$ 8,187,909	\$ 6,554,021
InMotion	Specialty Retail	549	\$ 1,021,975	\$ 686,234	\$ 701,290	\$ 622,097	\$ 694,590	\$ 435,884
@ease / PopSox	Specialty Retail	1,366	\$ 344,110	\$ 421,332	\$ 406,696	\$ 401,154	\$ 377,883	\$ 186,694
See's Candy Kiosk	Specialty Retail	150	\$ -	\$ -	\$ -	\$ -	\$ 58,944	\$ 172,428
Total*		5,658	\$ 344,110	\$ 421,332	\$ 406,696	\$ 401,154	\$ 436,827	\$ 359,123

Terminal B

Concept	Type	Square Feet	2019	2021	2022	2023	2024	2025 YTD
Doco Market	News & Convenience	1,397	\$ 2,380,010	\$ 5,562,619	\$ 6,630,907	\$ 6,802,606	\$ 7,240,079	\$ 5,049,435
Sactown	News and Convenience	848	\$ 2,870,800	\$ 3,852,151	\$ 4,928,670	\$ 4,951,683	\$ 5,395,622	\$ 3,811,962
Travel+Well Kiosk	Specialty Retail	363	\$ 26,501	\$ 626,108	\$ 1,260,157	\$ 1,299,952	\$ 1,500,478	\$ 1,253,355
Farm To Fork To Sky Express Kiosk	Specialty Retail	250	\$ 16,803	\$ -	\$ 301,377	\$ 574,285	\$ 698,516	\$ 580,654
InMotion	Specialty Retail	499	\$ 323,512	\$ 673,591	\$ 1,034,075	\$ 905,750	\$ 788,697	\$ 577,828
Farm To Fork To Sky Market	News & Convenience	1,870	\$ -	\$ 353,059	\$ 652,899	\$ 746,306	\$ 755,482	\$ 541,351
No Boundaries	Specialty Retail	1,113	\$ -	\$ 285,516	\$ 577,386	\$ 749,656	\$ 823,949	\$ 487,716
Brighton	Specialty Retail	455	\$ 120,626	\$ 201,228	\$ 542,924	\$ 641,581	\$ 715,929	\$ 422,286
Chocolate Fish	Coffee, News, & Convenience	782	\$ 235,024	\$ 59,365	\$ 416,989	\$ 631,667	\$ 622,092	\$ 413,263
Total*		7,577	\$ 5,973,276	\$ 11,613,636	\$ 16,345,384	\$ 17,303,487	\$ 18,540,845	\$ 13,137,850

*Annual Revenue is January – December
YTD through September 2025
See's Candy kiosk opened Oct. 28, 2024.

Revenue Year-Over-Year Percent Change

Terminal A

Concept	Type	Sep-24	Sep-25
Vino Volo	Wine Bar	(4.5%)	293.5%
Squeeze Inn	Quick Serve Restaurant	40.7%	216.0%
Taylor's Market	Coffee & Market	(2.1%)	51.7%
Escape Lounge	Lounge	35.0%	38.2%
InMotion	Specialty Retail	(17.7%)	31.8%
The Well	News and Convenience	3.9%	28.4%
Starbucks (Pre-Security)	Coffee	(7.5%)	(0.2%)
@ease / PopSox	Specialty Retail	(19.8%)	(6.4%)

Terminal B

Concept	Type	Sep-24	Sep-25
Starbucks	Coffee	(25.0%)	39.0%
InMotion	Specialty Retail	(31.3%)	37.1%
Travel+Well	Specialty Retail Kiosk	21.7%	13.5%
Brighton	Specialty Retail	12.5%	12.7%
Escape Lounge	Lounge	49.3%	11.6%
Cafeteria 15L	Full Service Restaurant	2.5%	9.8%
Farm To Fork To Sky Express	Specialty Retail Kiosk	30.8%	9.0%
Sactown	News and Convenience	6.0%	4.5%
Burgers & Brew	Quick Serve Restaurant	2.8%	4.5%
Esquire Grill	Full Service Restaurant	17.7%	3.3%
Mango Taco	Quick Serve Restaurant	9.8%	1.6%
Doco Market	News & Convenience	14.4%	0.5%
Farm To Fork To Sky Market	News & Convenience	8.2%	(0.4%)
Chocolate Fish	Coffee, News, & Convenience	15.5%	(1.1%)
Famous Famiglia	Quick Serve Restaurant	29.2%	(1.9%)
Peet's Coffee	Coffee	11.1%	(12.7%)
No Boundaries	Specialty Retail	15.6%	(20.0%)
Urban Crave	Quick Serve Restaurant	(0.1%)	(29.4%)

See's Candy kiosk (TA) opened October 2024
 Starbucks kiosk (TA) opened February 6, 2025
 Freshii (TA) closed February 26, 2025
 Vino Volo (TB) closed March 7, 2025
 Iron Horse (TA) closed June 13, 2025
 Peet's Coffee (TB) closed September 26, 2025

Revenue Per Enplaned Passenger

Terminal A

Concept	Type	Sep-24	Sep-25
The Well	News and Convenience	\$3.93	\$4.78
Squeeze Inn	Quick Serve Restaurant	\$0.77	\$2.30
Escape Lounge	Lounge	\$1.62	\$2.12
Vino Volo	Wine Bar	\$0.45	\$1.69
Taylor's Market	Coffee & Market	\$0.85	\$1.23
Starbucks Kiosk	Coffee	--	\$0.72
Starbucks (pre-security)	Coffee	\$0.58	\$0.55
InMotion	Specialty Retail	\$0.31	\$0.38
See's Candy Kiosk	Specialty Retail	--	\$0.18
@ease / PopSox	Specialty Retail	\$0.15	\$0.14

Terminal B

Concept	Type	Sep-24	Sep-25
Esquire Grill	Full Service Restaurant	\$1.91	\$1.98
Doco Market	News & Convenience	\$1.54	\$1.55
Escape Lounge	Lounge	\$1.15	\$1.28
Cafeteria 15L	Full Service Restaurant	\$1.16	\$1.28
Sactown	News and Convenience	\$1.10	\$1.15
Famous Famiglia	Quick Serve Restaurant	\$0.95	\$0.93
Starbucks	Coffee	\$0.62	\$0.86
Burgers & Brew	Quick Serve Restaurant	\$0.77	\$0.80
Mango Taco	Quick Serve Restaurant	\$0.43	\$0.44
Travel+Well	Specialty Retail Kiosk	\$0.35	\$0.39
Peet's Coffee	Coffee	\$0.43	\$0.38
Urban Crave	Quick Serve Restaurant	\$0.41	\$0.29
Farm To Fork To Sky Express	Specialty Retail Kiosk	\$0.17	\$0.18
Brighton	Specialty Retail	\$0.16	\$0.18
InMotion	Specialty Retail	\$0.13	\$0.17
No Boundaries	Specialty Retail	\$0.20	\$0.16
Farm To Fork To Sky Market (pre-security)	News & Convenience	\$0.16	\$0.16
Chocolate Fish (pre-security)	Coffee, News, & Convenience	\$0.13	\$0.13

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 Iron Horse (TA) closed June 13, 2025
 Peet's Coffee (TB) closed September 26, 2025

F&B Concessions Annual Revenue per Square Foot

Terminal A

Concept	Type	Square Feet	2019	2021	2022	2023	2024
Peet's Coffee (permanently closed)	Coffee	709	\$ 1,841	\$ 1,078	\$ 1,181	\$ 1,966	\$ 2,302
Freshii (permanently closed)	Quick Serve Restaurant	1,187	\$ 1,805	\$ 1,828	\$ 1,988	\$ 1,844	\$ 1,809
Iron Horse	Full Service Restaurant	5,113	\$ 1,075	\$ 625	\$ 909	\$ 1,128	\$ 1,309
Escape Lounge	Lounge	2,148	\$ 327	\$ 187	\$ 771	\$ 1,060	\$ 1,308
Taylor's Market	Coffee & Market	1,131	\$ 1,315	\$ 1,573	\$ 1,493	\$ 1,444	\$ 1,268
Squeeze Inn	Quick Serve Restaurant	1,287	\$ 1,041	\$ 197	\$ 638	\$ 910	\$ 1,107
Starbucks (Pre-Security)	Coffee	1,289	\$ 847	\$ 389	\$ 561	\$ 916	\$ 973
Vino Volo	Wine Bar	1,097	\$ 806	\$ 1,021	\$ 1,097	\$ 845	\$ 780
Total*		12,994	\$ 1,112	\$ 784	\$ 1,072	\$ 1,273	\$ 1,405

Terminal B

Concept	Type	Square Feet	2019	2021	2022	2023	2024
Famous Famiglia	Quick Serve Restaurant	984	\$ 2,497	\$ 1,517	\$ 2,946	\$ 3,902	\$ 4,555
Starbucks	Coffee	932	\$ 3,519	\$ 2,505	\$ 3,346	\$ 4,505	\$ 3,924
Burgers & Brew	Quick Serve Restaurant	970	\$ 3,198	\$ 3,741	\$ 4,084	\$ 3,720	\$ 3,784
Escape Lounge	Lounge	1,397	\$ 619	\$ 448	\$ 2,326	\$ 2,910	\$ 3,481
Cafeteria 15L	Full Service Restaurant	1,909	\$ 2,574	\$ 2,152	\$ 3,090	\$ 2,813	\$ 2,875
Mango Taco	Quick Serve Restaurant	956	\$ -	\$ -	\$ 20	\$ 1,954	\$ 2,165
Esquire Grill	Full Service Restaurant	4,338	\$ 1,721	\$ 868	\$ 1,387	\$ 1,792	\$ 2,060
Peet's Coffee	Coffee	1,030	\$ 1,601	\$ 287	\$ 1,400	\$ 1,770	\$ 2,045
Vino Volo (permanently closed)	Wine Bar	1,218	\$ 1,427	\$ 1,429	\$ 2,197	\$ 2,022	\$ 1,882
Urban Crave	Quick Serve Restaurant	1,242	\$ -	\$ 2,055	\$ 2,109	\$ 1,593	\$ 1,503
Total*		14,976	\$ 1,701	\$ 1,372	\$ 2,130	\$ 2,470	\$ 2,633

*Annual Revenue is January – December

Retail Concessions Annual Revenue per Square Foot

Terminal A

Concept	Type	Square Feet	2019	2021	2022	2023	2024
The Well	News and Convenience	3,593	\$ 1,210	\$ 1,731	\$ 1,987	\$ 2,121	\$ 2,279
InMotion	Specialty Retail	549	\$ 1,862	\$ 1,250	\$ 1,277	\$ 1,133	\$ 1,265
See's Candy Kiosk	Specialty Retail	150	\$ -	\$ -	\$ -	\$ -	\$ 393
@ease / PopSox	Specialty Retail	1,366	\$ 252	\$ 308	\$ 298	\$ 294	\$ 277
Total*		5,658	\$ 1,010	\$ 1,295	\$ 1,458	\$ 1,528	\$ 1,647

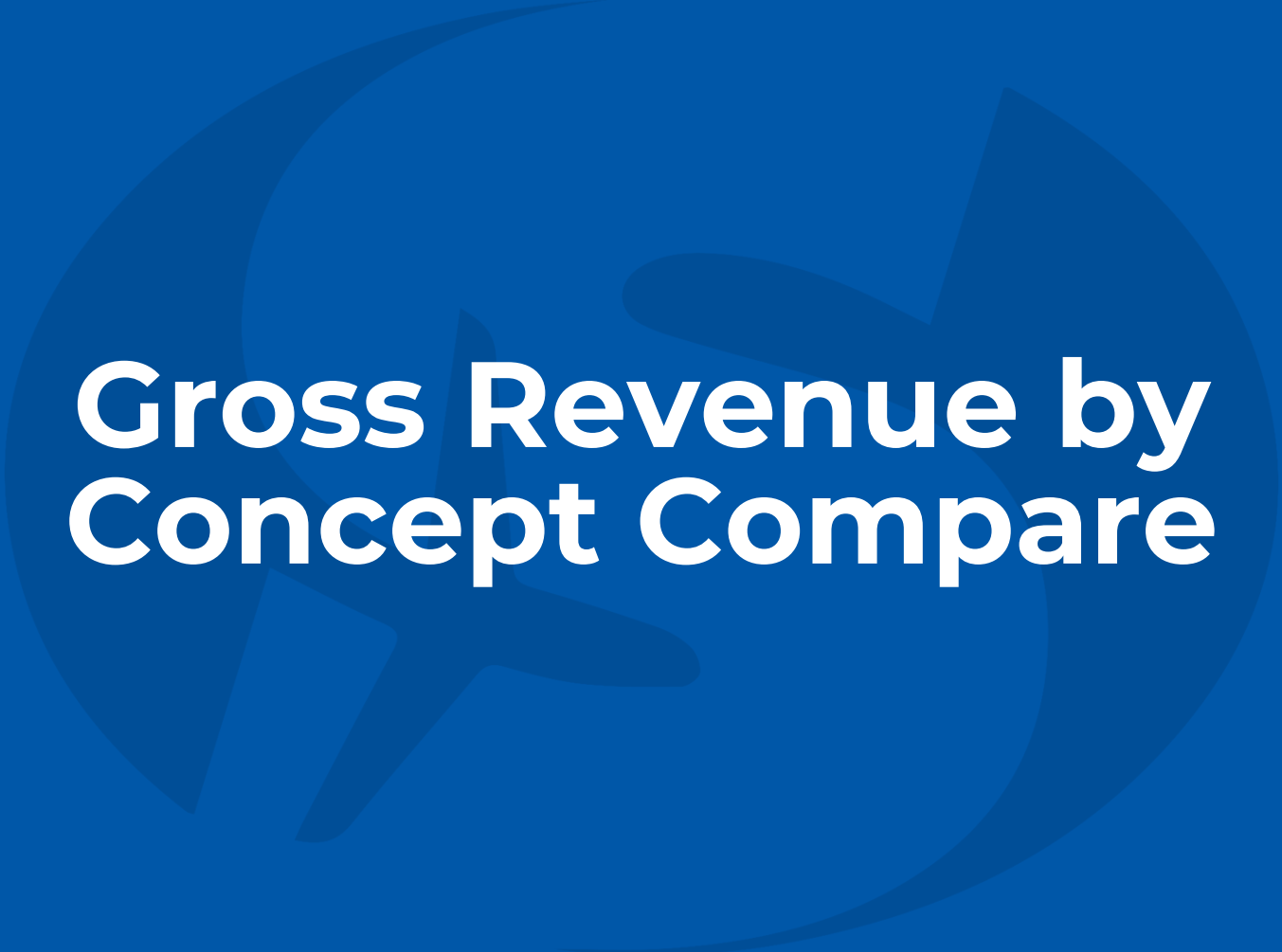
Terminal B

Concept	Type	Square Feet	2019	2021	2022	2023	2024
Sactown	News and Convenience	848	\$ 3,385	\$ 4,543	\$ 5,812	\$ 5,839	\$ 6,363
Doco Market	News & Convenience	1,397	\$ 1,704	\$ 3,982	\$ 4,747	\$ 4,869	\$ 5,183
Travel+Well Kiosk	Specialty Retail	363	\$ 73	\$ 1,725	\$ 3,472	\$ 3,581	\$ 4,134
Farm To Fork To Sky Express Kiosk	Specialty Retail	250	\$ 67	\$ -	\$ 1,206	\$ 2,297	\$ 2,794
InMotion	Specialty Retail	499	\$ 648	\$ 1,350	\$ 2,072	\$ 1,815	\$ 1,581
Brighton	Specialty Retail	455	\$ 265	\$ 442	\$ 1,193	\$ 1,410	\$ 1,573
Chocolate Fish	Coffee, News, & Convenience	782	\$ 301	\$ 76	\$ 533	\$ 808	\$ 796
No Boundaries	Specialty Retail	1,113	\$ -	\$ 257	\$ 519	\$ 674	\$ 740
Farm To Fork To Sky Market	News & Convenience	1,870	\$ -	\$ 189	\$ 349	\$ 399	\$ 404
Total*		7,577	\$ 788	\$ 1,533	\$ 2,157	\$ 2,284	\$ 2,447

*Annual Revenue is January – December

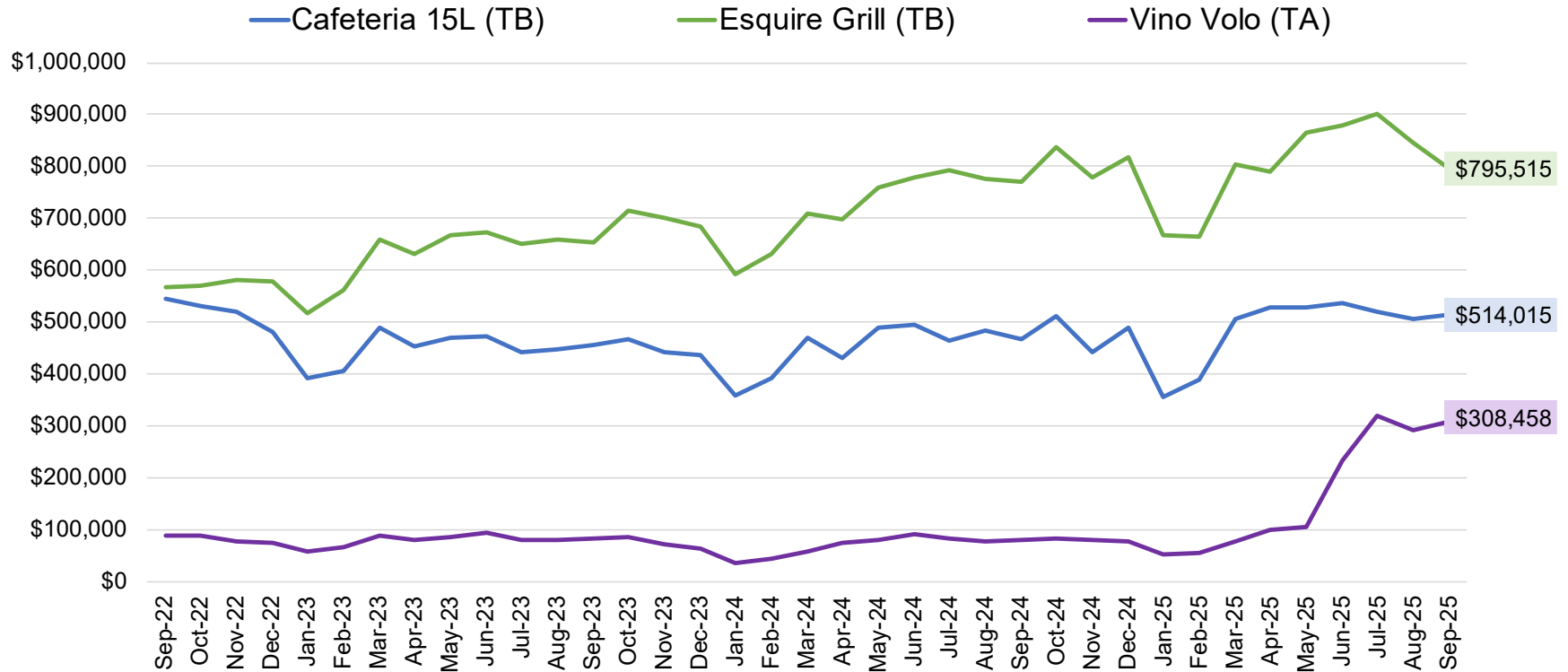
See's Candy kiosk opened Oct. 28, 2024.

Travel+Well Kiosk in Terminal B footprint expanded from 308 sq. ft. to 363 sq. ft. in Dec. 2024. 2019 - Nov. 2024 revenue per sq. ft. calculated using 308 sq. ft.

A stylized background graphic featuring a globe with a star, rendered in a lighter shade of blue against the main blue background. The globe is centered and the star is positioned over it.

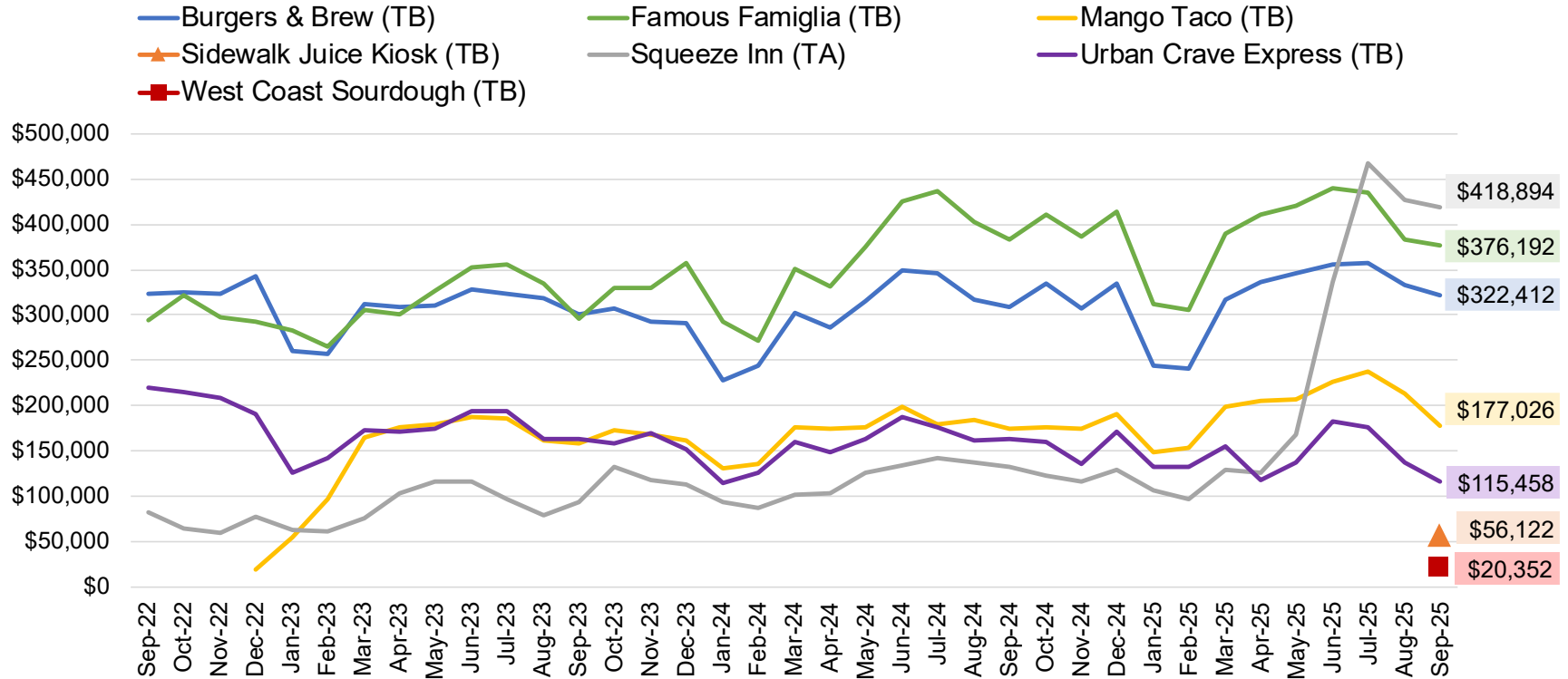
Gross Revenue by Concept Compare

Full-Service Restaurants



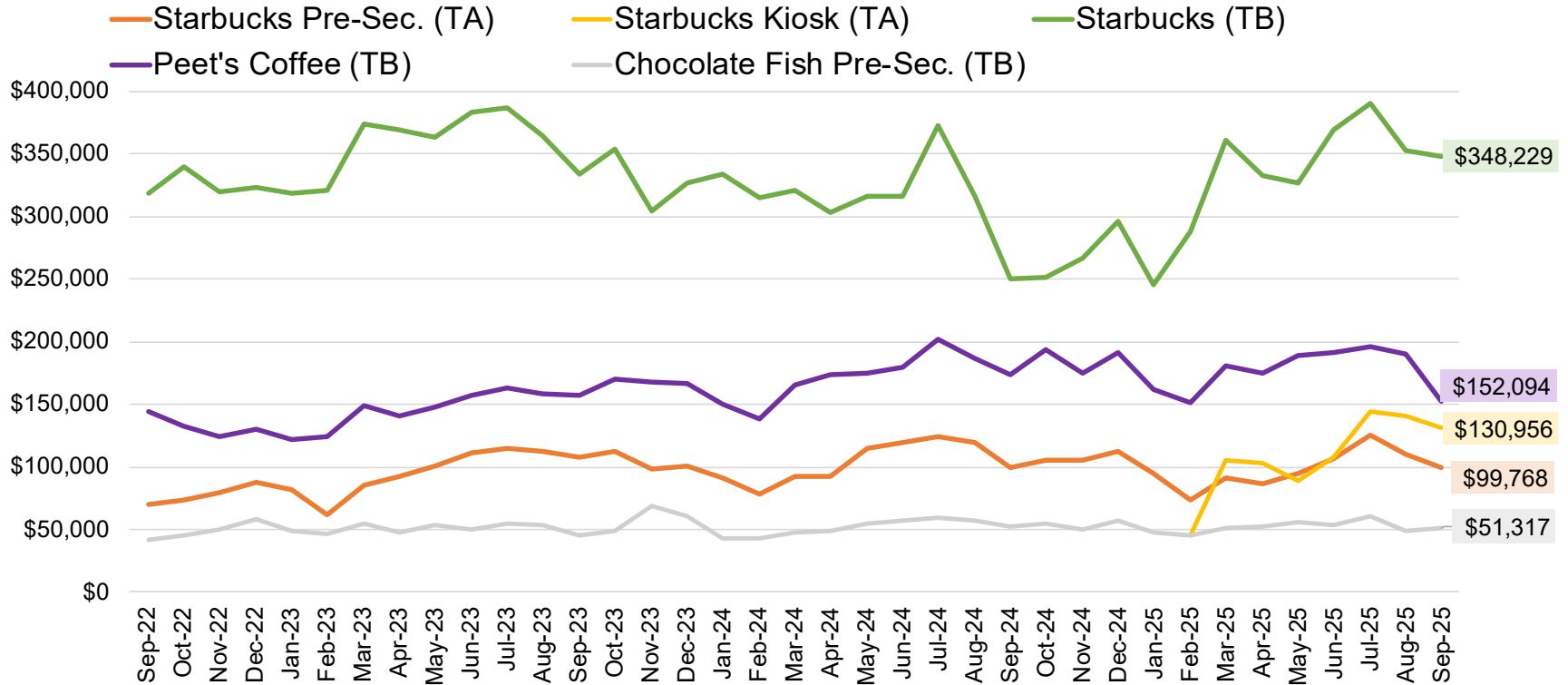
Vino Volo (TB) closed March 7, 2025. Iron Horse (TA) closed June 13, 2025.

Quick-Serve Restaurants



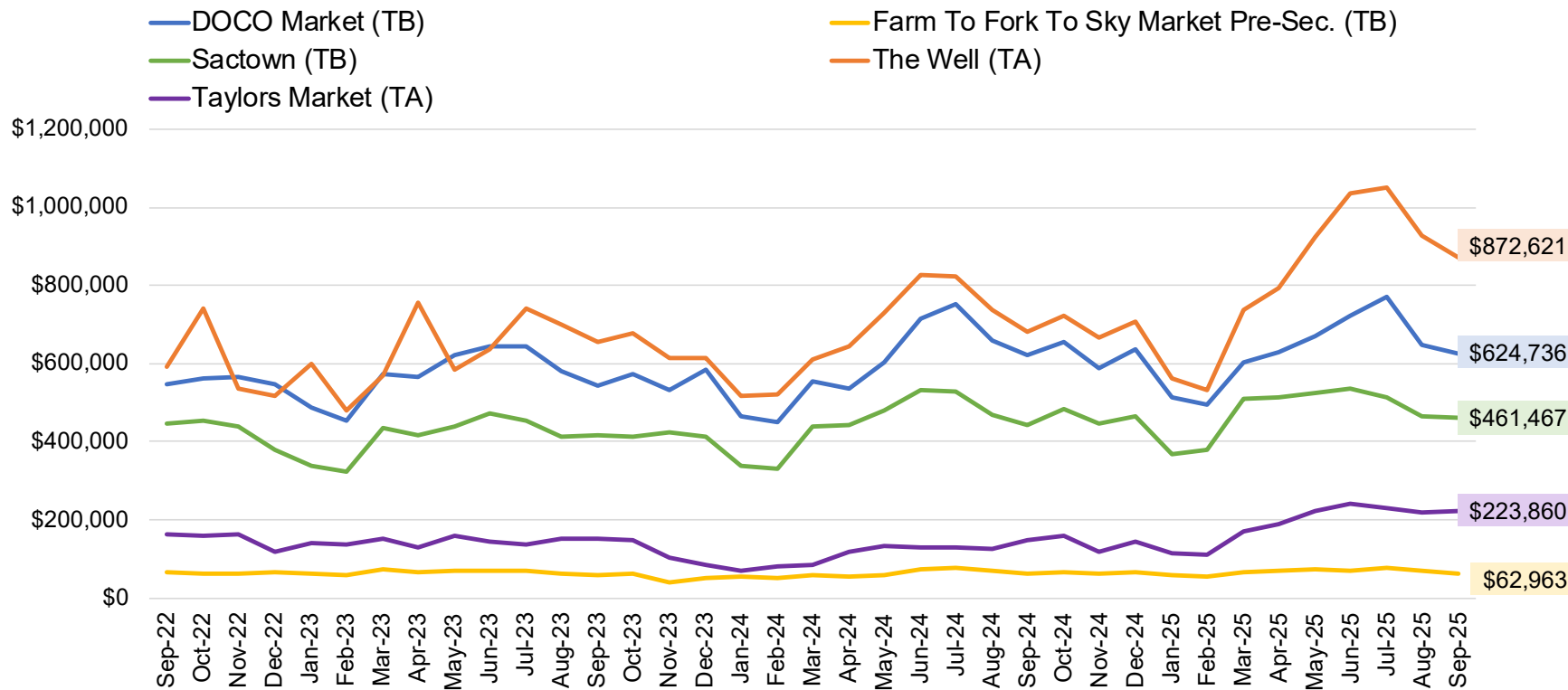
Freshii (TA) closed February 26, 2025, Sidewalk Juice Kiosk (TB) opened September 25, 2025, West Coast Sourdough (TB) opened September 29, 2025.

Coffee Shops

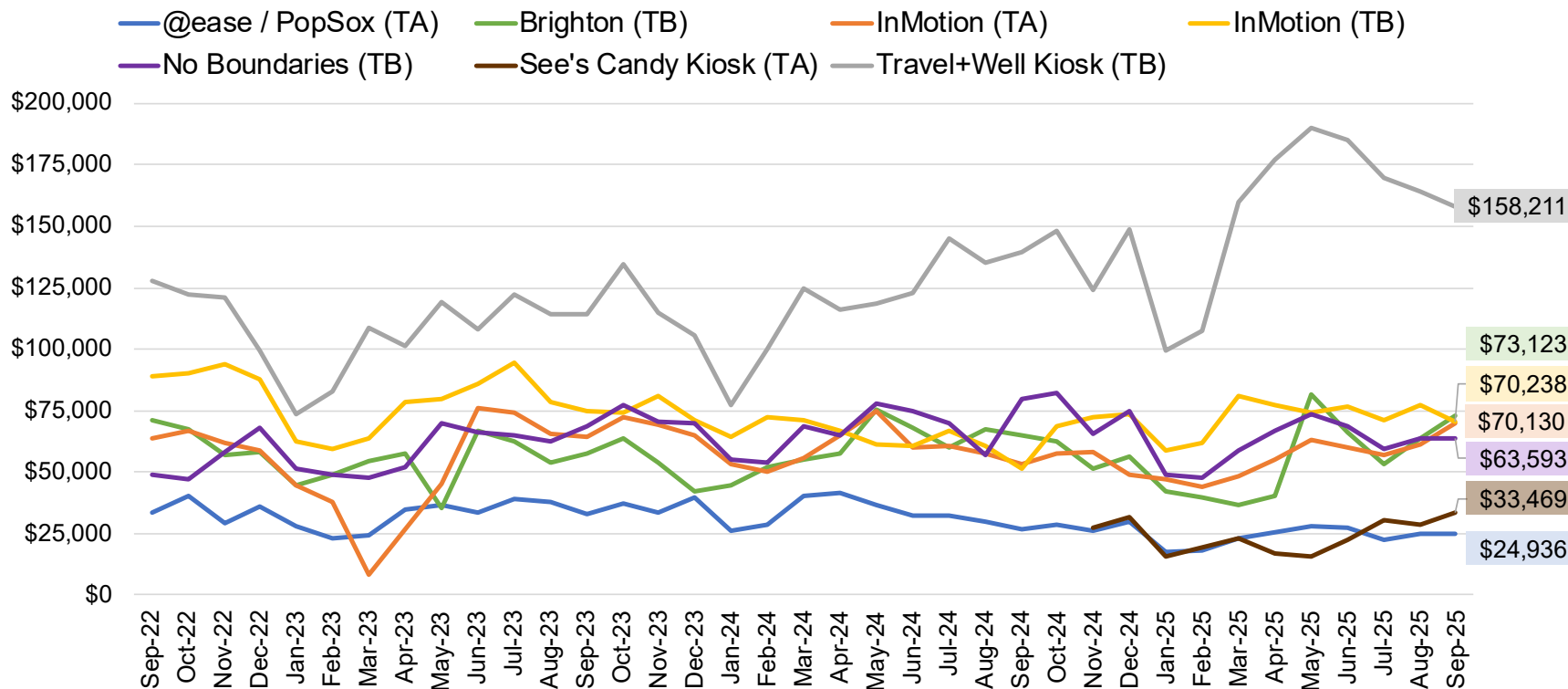


Starbucks kiosk (TA) opened February 6, 2025. Peet's Coffee (TB) closed September 26, 2025.

Convenience Retail

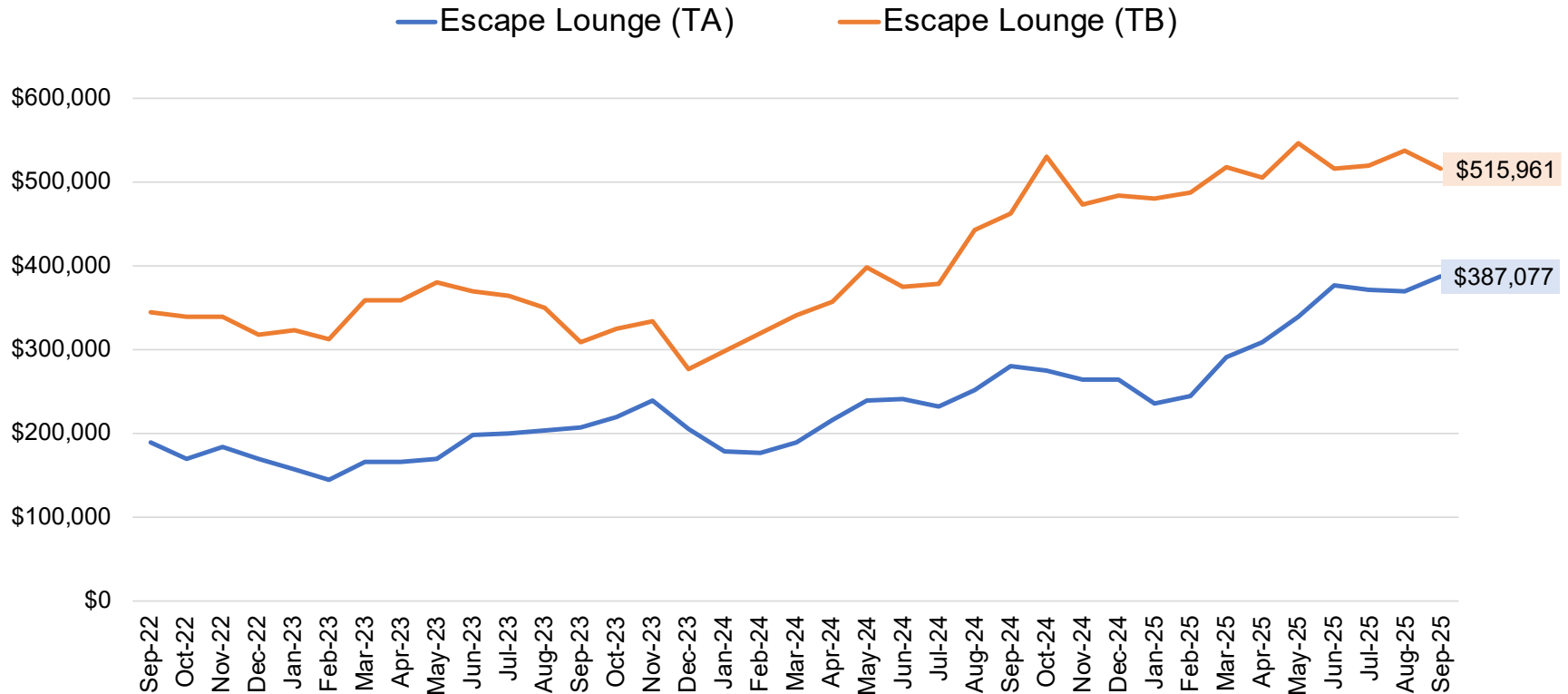


Specialty Retail



InMotion (TA) closed for remodel Mar-Apr 2023

Escape Lounges



Concept Operators

Terminal A

Concept	Operator
Escape Lounge	CAVU
@ease / PopSox	Marshall Retail Group
InMotion	Marshall Retail Group
See's Candy Kiosk	Marshall Retail Group
The Well	Marshall Retail Group
Taylors Market	Paradies Lagadere
Vino Volo	Paradies Lagadere
Squeeze Inn	SSP America
Starbucks + Golden Grove	HMSHost
Starbucks (pre-security)	HMSHost
West Coast Sourdough	WCS SMF LLC
Sidewalk Juice	Rylo Management

Terminal B

Concept	Operator
Escape Lounge	CAVU
Famous Famiglia	Famiglia DeBartolo
Esquire Grill	HMSHost
Burgers & Brew	HMSHost
Starbucks	HMSHost
InMotion	Marshall Retail Group
Brighton	Paradies Lagadere
Doco Market	Paradies Lagadere
Farm To Fork To Sky Express	Paradies Lagadere
Farm To Fork To Sky Market (pre-security)	Paradies Lagadere
No Boundaries	Paradies Lagadere
Sactown	Paradies Lagadere
Cafeteria 15L	SSP America
Mango Taco	SSP America
Peet's Coffee	SSP America
Urban Crave	SSP America
Travel+Well	Travel Well Holdings
Chocolate Fish (pre-security)	Paradies Lagadere
West Coast Sourdough	WCS SMF LLC

THANK YOU

Sacramento County Department of Airports

Airport Concessions



Contact Us At SMFConcessions@saccounty.gov