



Sacramento International Airport Concessions Program Insights Food & Beverage and Retail

As of July 2023



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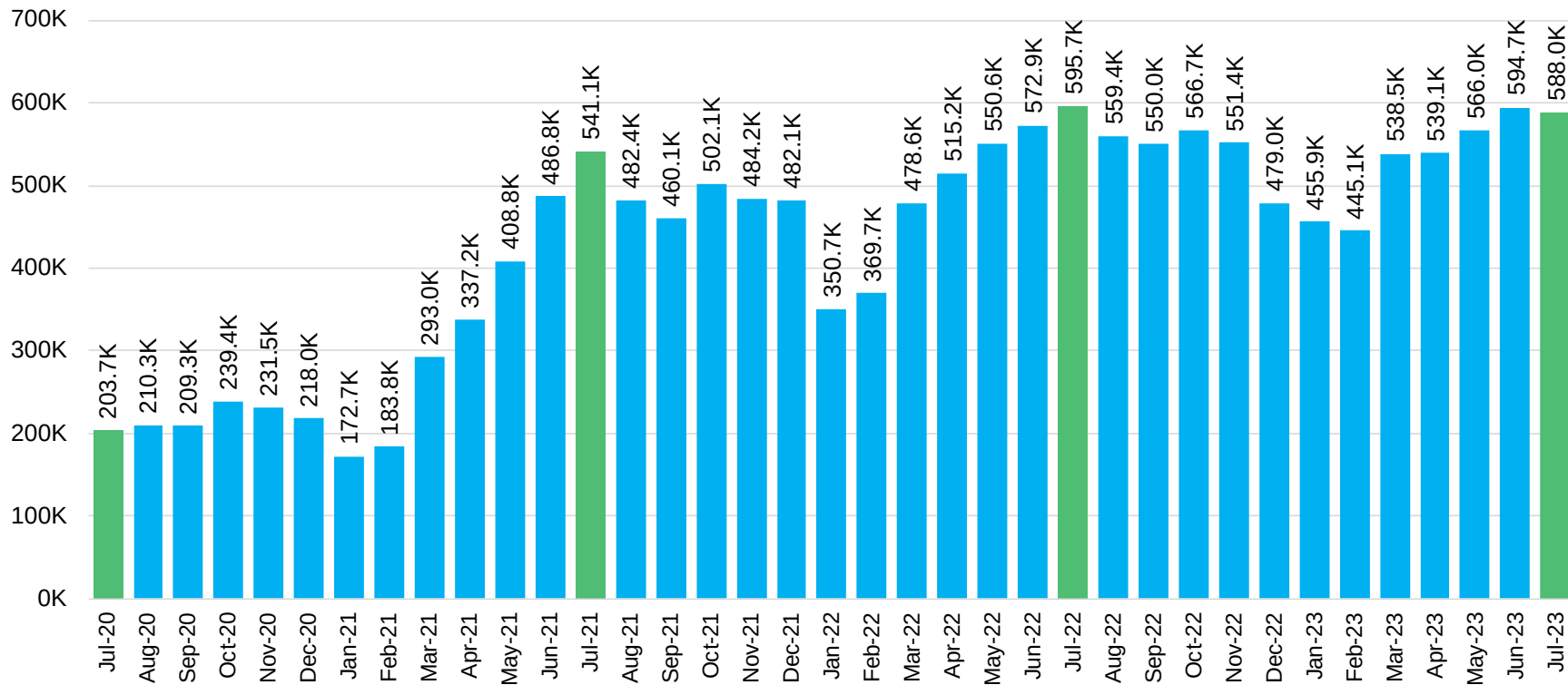
1. Enplanements
2. Passenger Spend
3. Operator Revenue
4. Concept Revenue
5. Concept Compare



A large, faint, stylized logo in a darker shade of blue is centered in the background. It features a circular shape with a five-pointed star or compass rose design inside, and a curved line passing through it.

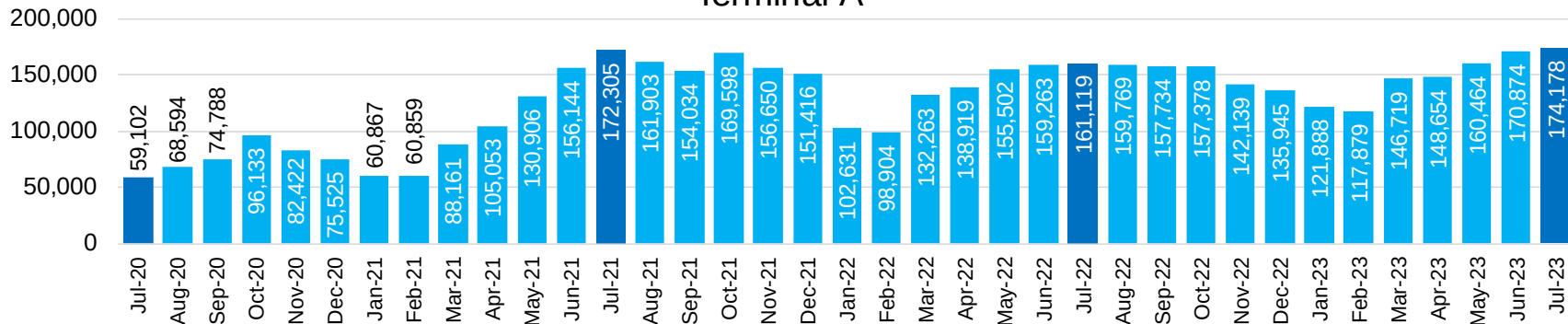
Enplanements

Total Enplanements

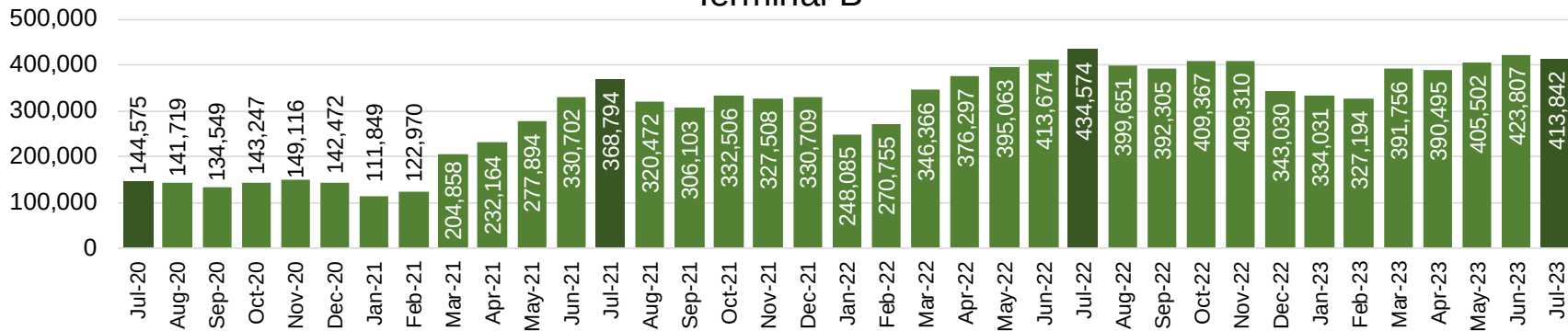


Enplanements by Terminal

Terminal A



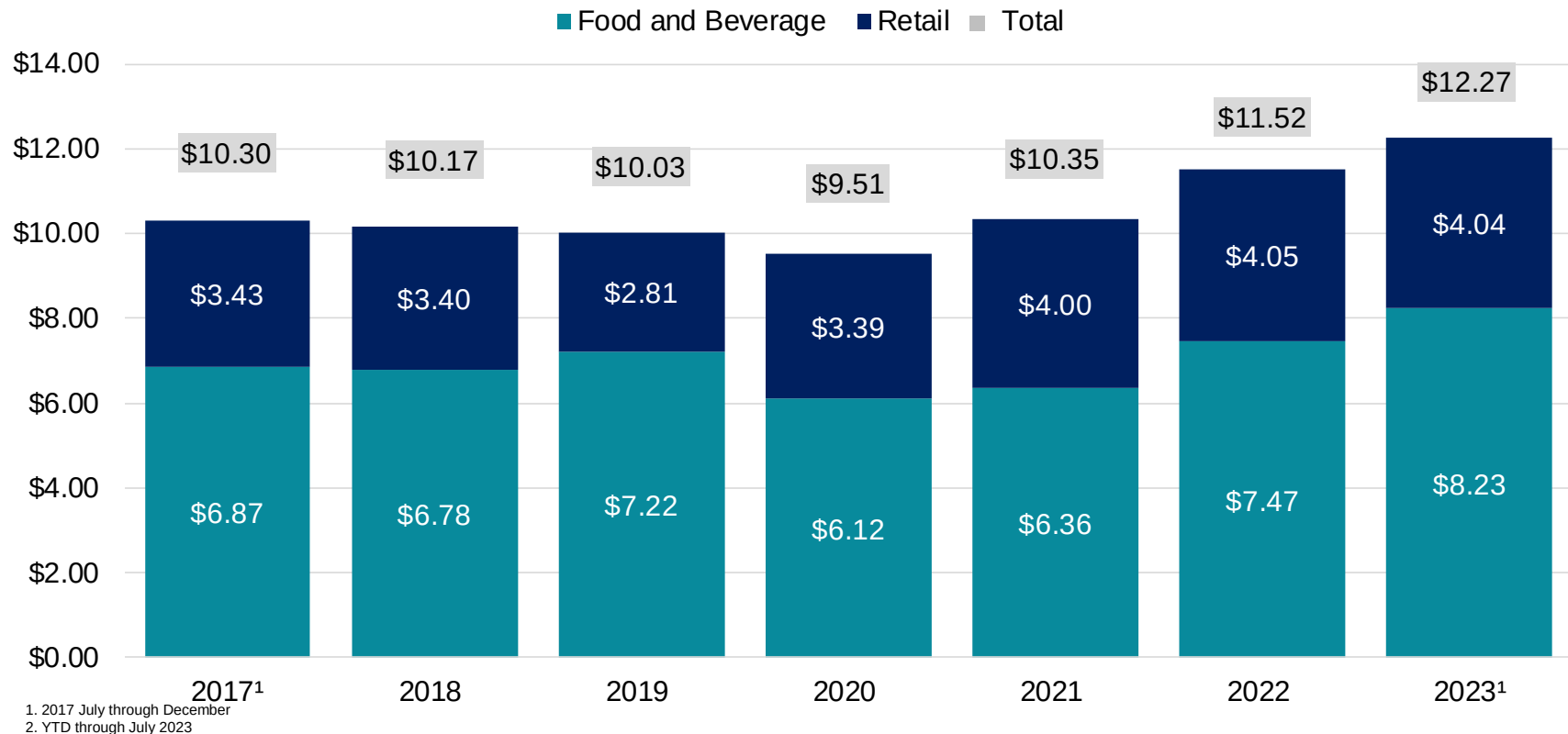
Terminal B



The background is a solid blue color. Overlaid on this is a large, faint, stylized graphic. It consists of a globe-like shape with a star in the center. A large, light blue letter 'S' is superimposed over the globe and star. The text 'Passenger Spend' is written in white, bold, sans-serif font across the middle of the image, partially overlapping the 'S' and the star.

Passenger Spend

Sales per Enplaned Passenger (Annual)



Food & Beverage and Retail Gross Revenue

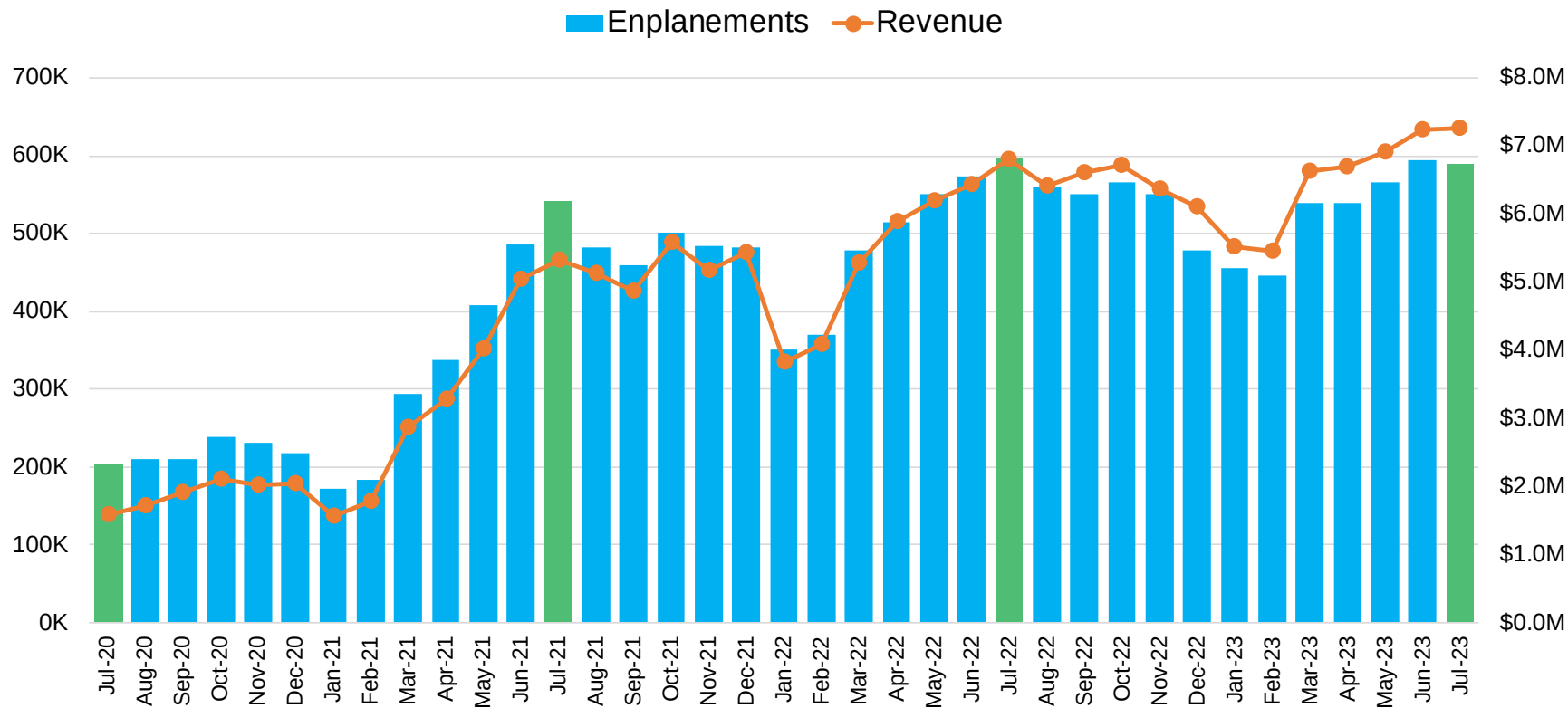
Terminal A	Total Sq. Ft.	2017	2018	2019	2021	2022
Food & Beverage	17,239	\$ 12,694,981	\$ 13,244,221	\$ 15,528,792	\$ 10,183,170	\$ 13,936,010
Retail	3,894	\$ 6,989,112	\$ 6,910,413	\$ 6,388,502	\$ 7,511,251	\$ 8,929,105
Total	21,133	\$ 19,684,092	\$ 20,154,634	\$ 21,917,293	\$ 17,694,420	\$ 22,865,115

Terminal B	Total Sq. Ft.	2017	2018	2019	2021	2022
Food & Beverage	17,613	\$ 24,817,411	\$ 27,623,296	\$ 32,003,988	\$ 20,542,984	\$ 31,902,432
Retail	7,664	\$ 11,743,250	\$ 13,571,753	\$ 12,120,344	\$ 11,804,978	\$ 15,936,584
Total	25,277	\$ 36,560,661	\$ 41,195,049	\$ 44,124,332	\$ 32,347,961	\$ 47,839,017

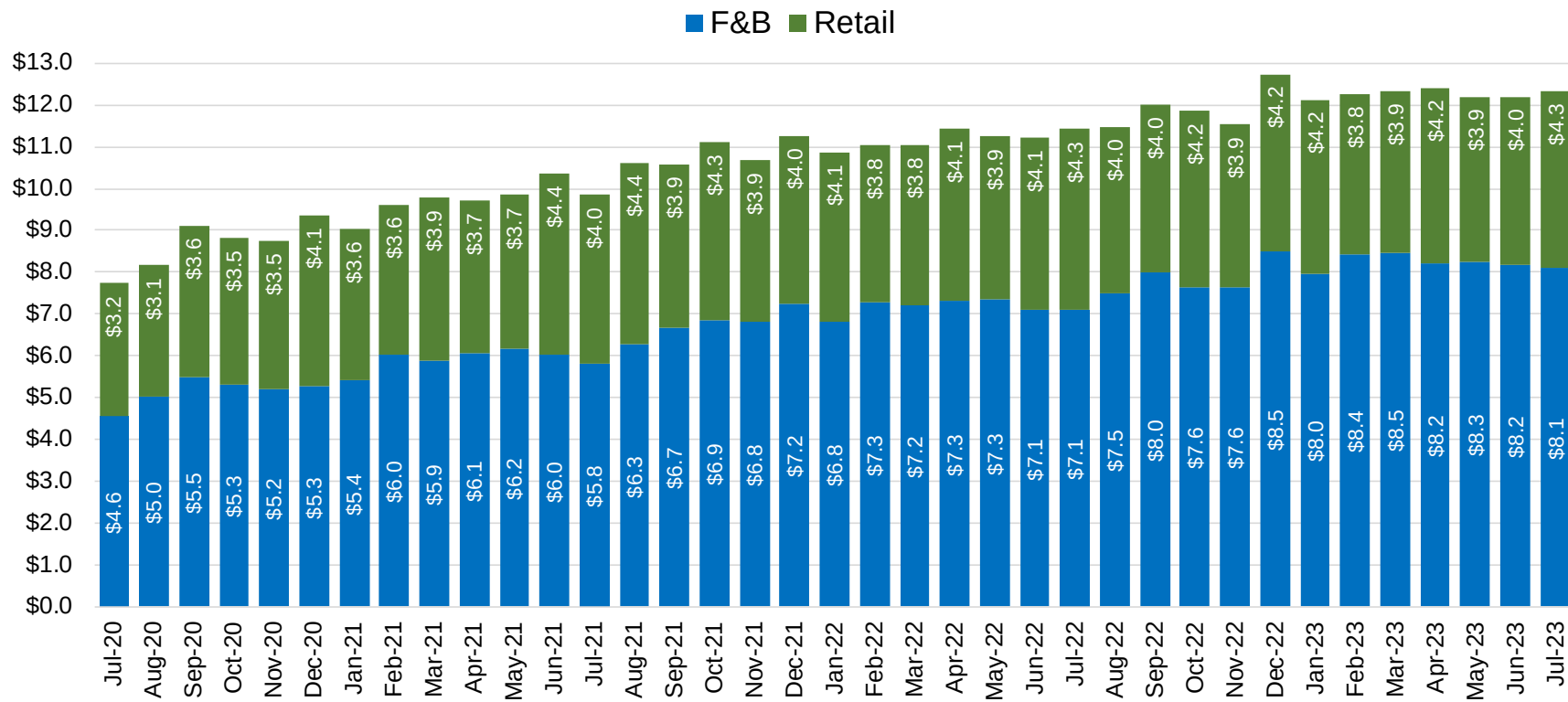
Total Airport	Total Sq. Ft.	2017	2018	2019	2021	2022
Food & Beverage	34,852	\$ 37,512,392	\$ 40,867,517	\$ 47,532,780	\$ 30,726,153	\$ 45,838,442
Retail	11,558	\$ 18,732,362	\$ 20,482,166	\$ 18,508,846	\$ 19,316,228	\$ 24,865,689
Total	46,410	\$ 56,244,753	\$ 61,349,683	\$ 66,041,626	\$ 50,042,382	\$ 70,704,131

Annual Revenue is January - December
 Total Sq. Ft. includes locations permanently closed in 2020
 2020 data omitted
 Excludes vending machine sales

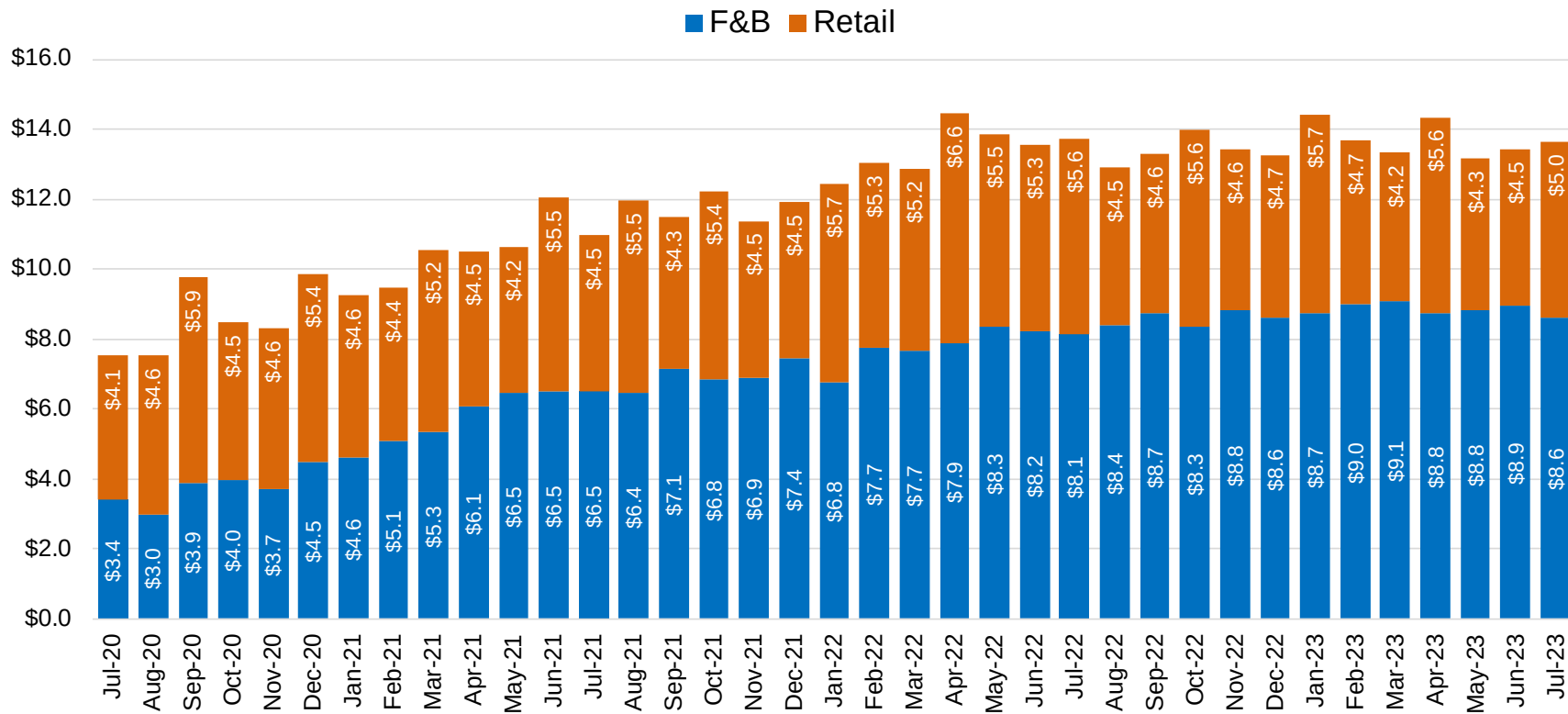
Total Enplanements vs. F&B and Retail Gross Revenue



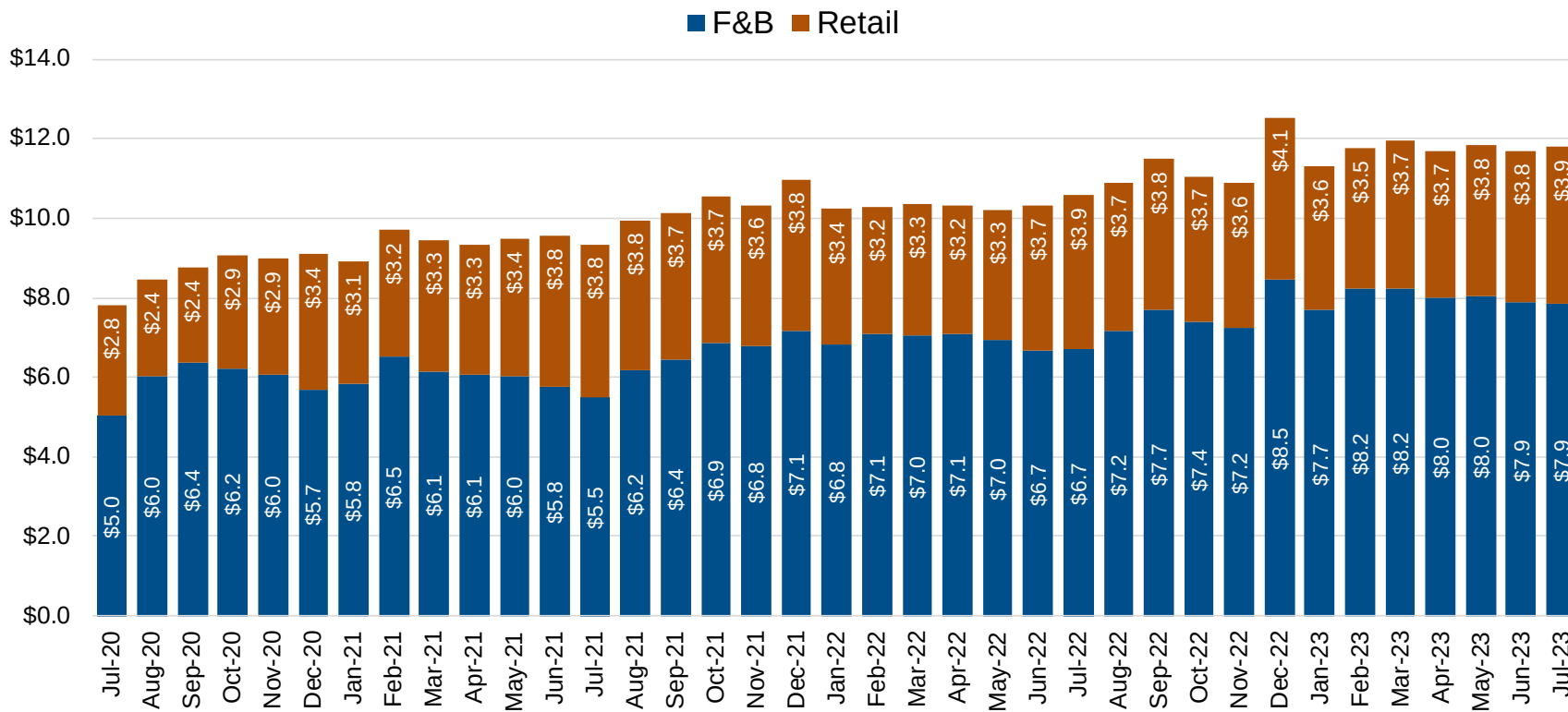
Total F&B and Retail Spend per Enplaned Passenger



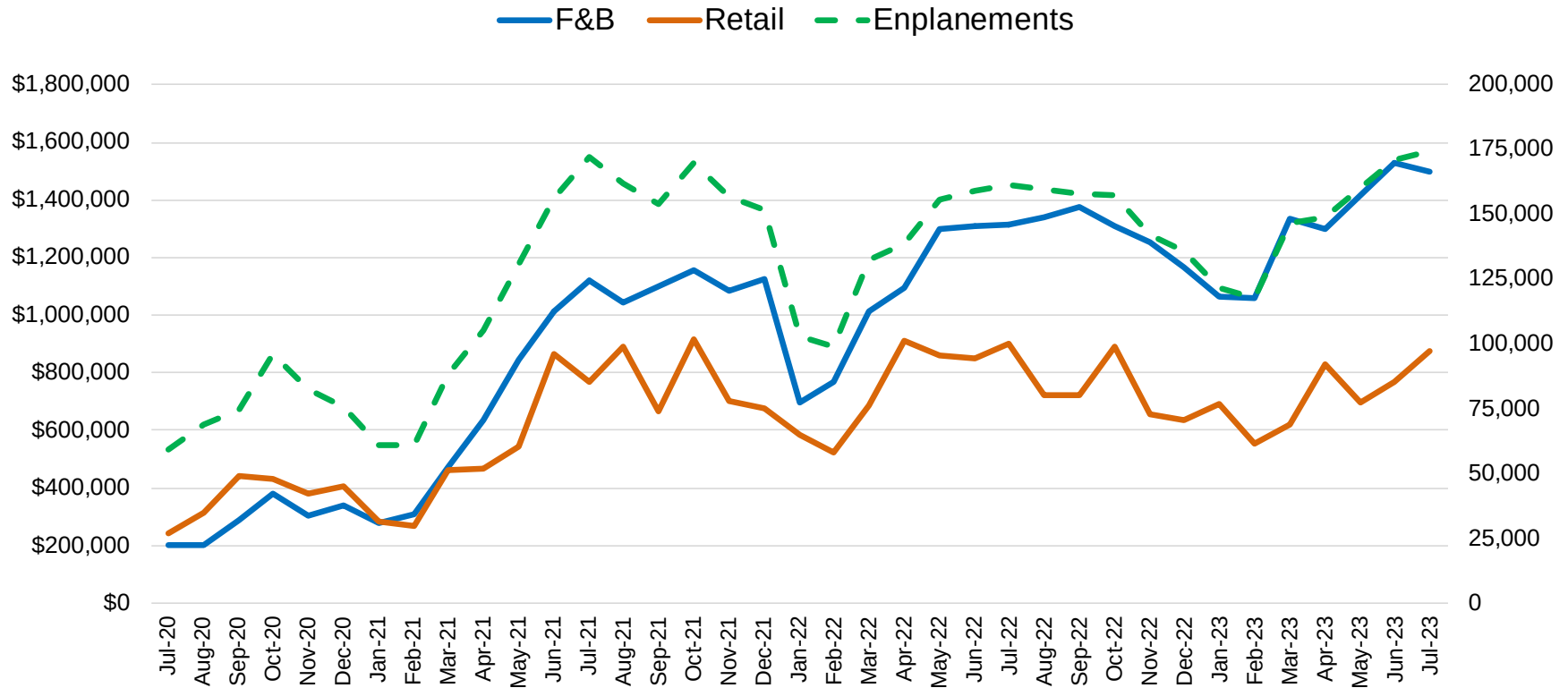
Terminal A F&B and Retail Spend per Enplaned Passenger



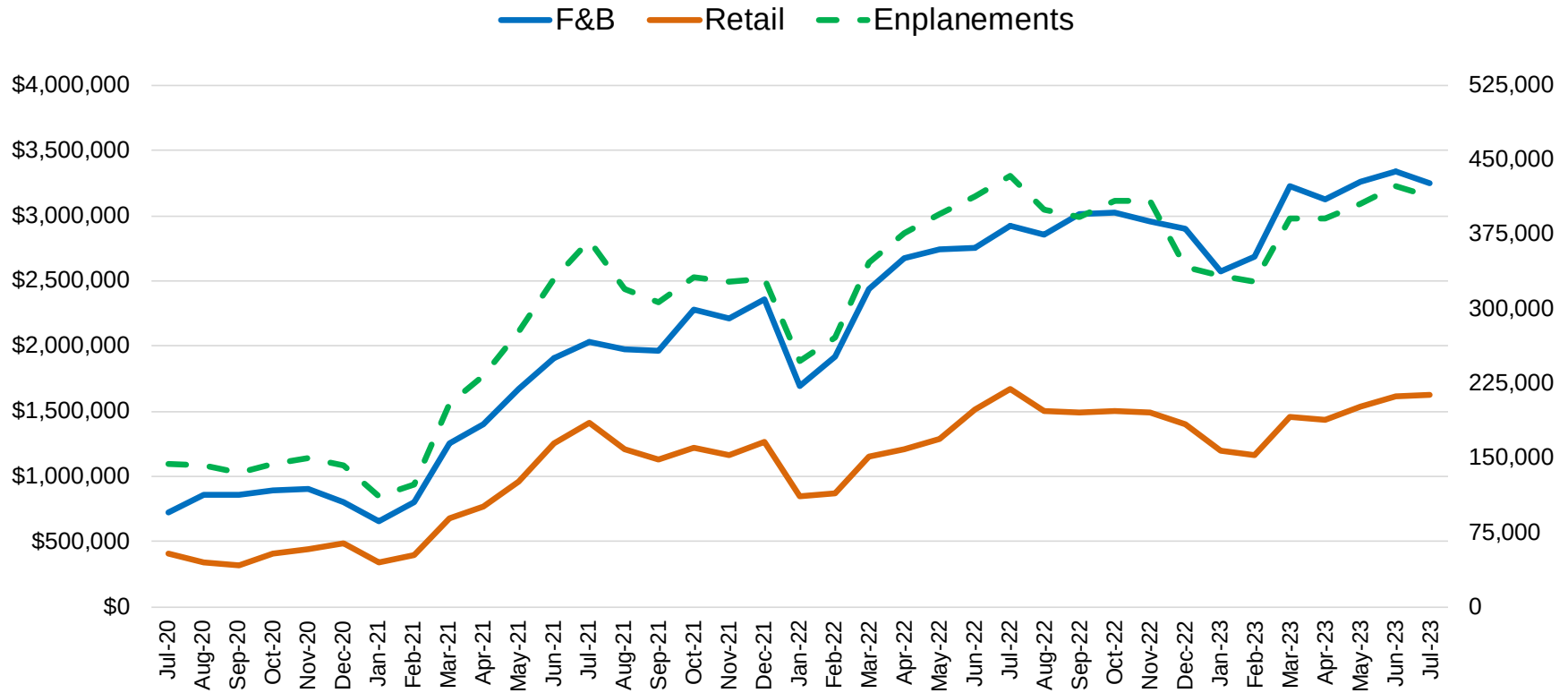
Terminal B F&B and Retail Spend per Enplaned Passenger



Enplanements vs. Gross Revenue Terminal A



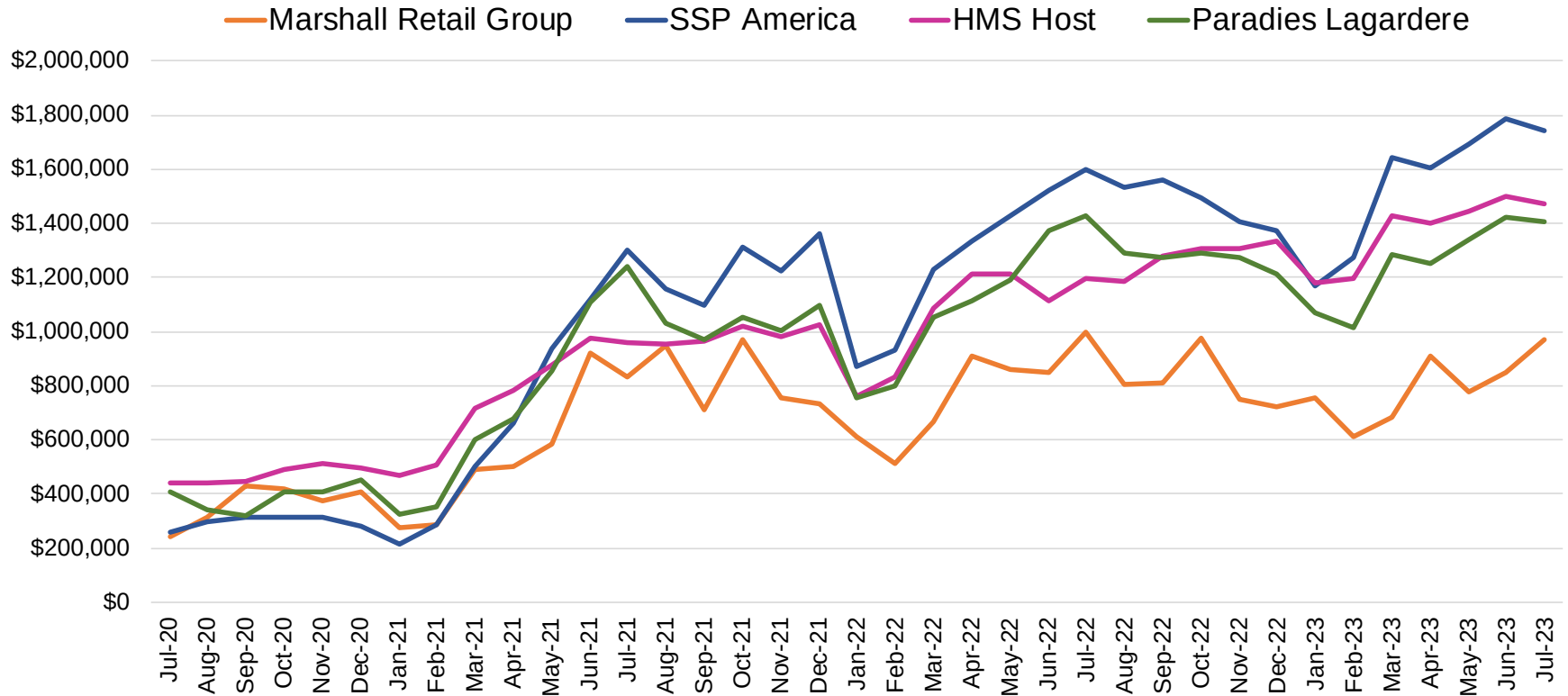
Enplanements vs. Gross Revenue Terminal B



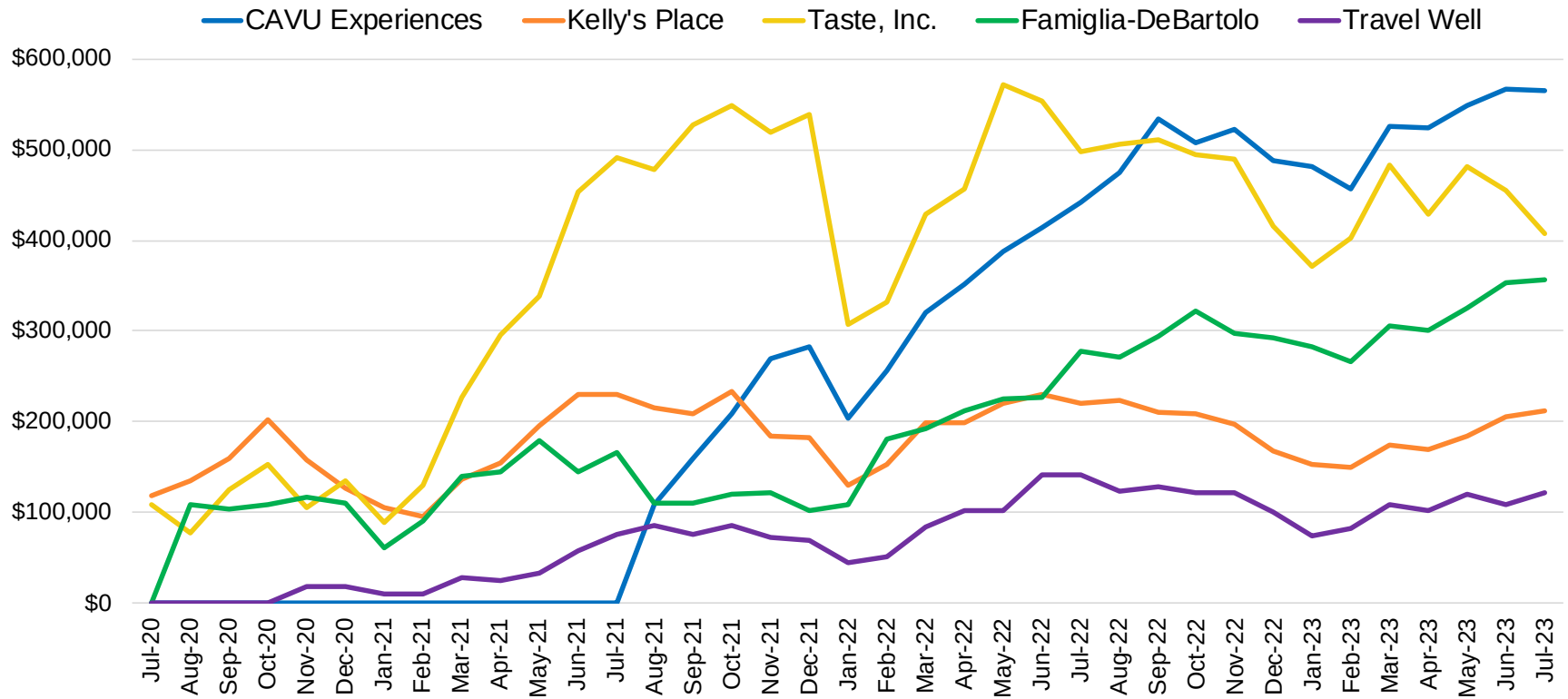
A stylized background graphic featuring a globe with a star, rendered in a lighter shade of blue against the main blue background. The globe is centered, and the star is positioned slightly to the left of the center.

Concessions Operators Gross Revenue

Gross Revenue by Operator



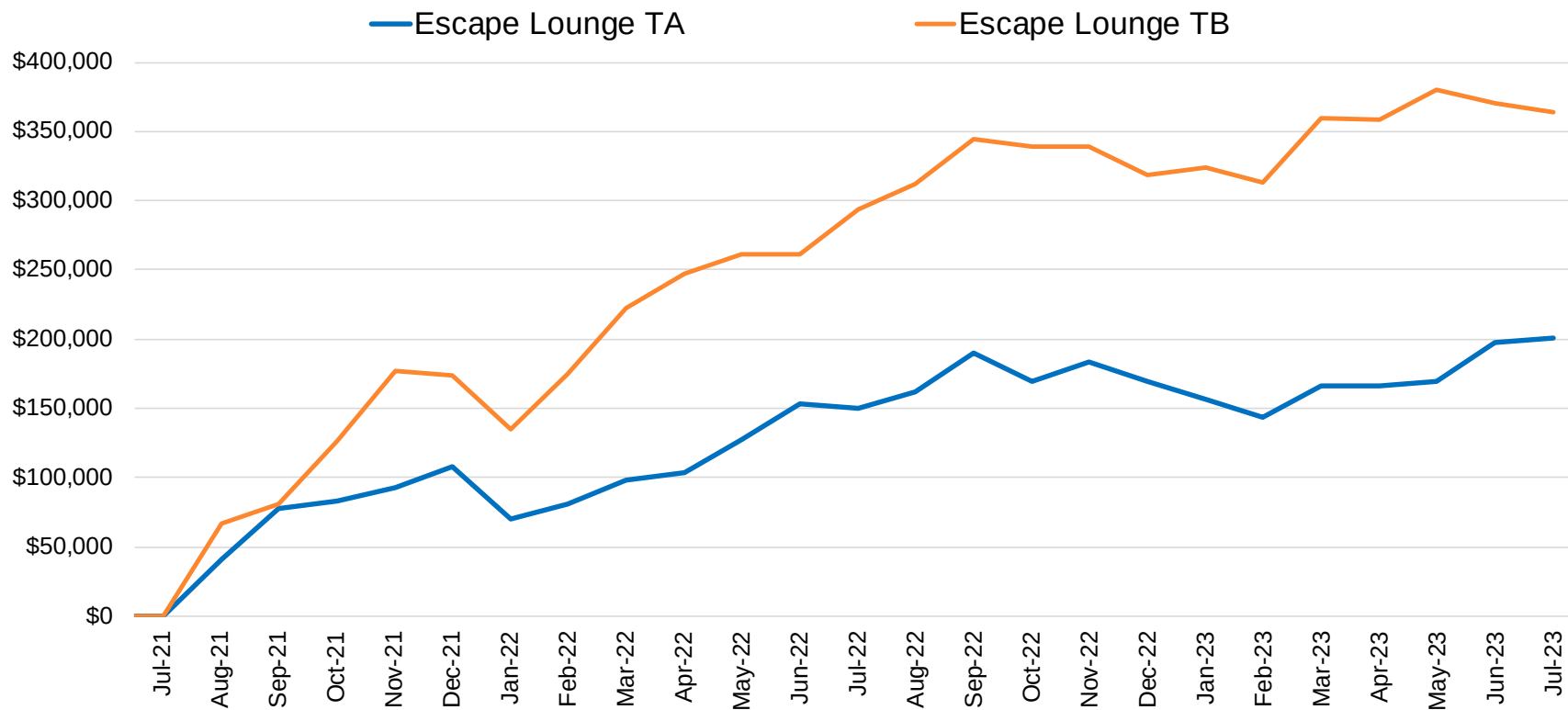
Gross Revenue by Operator



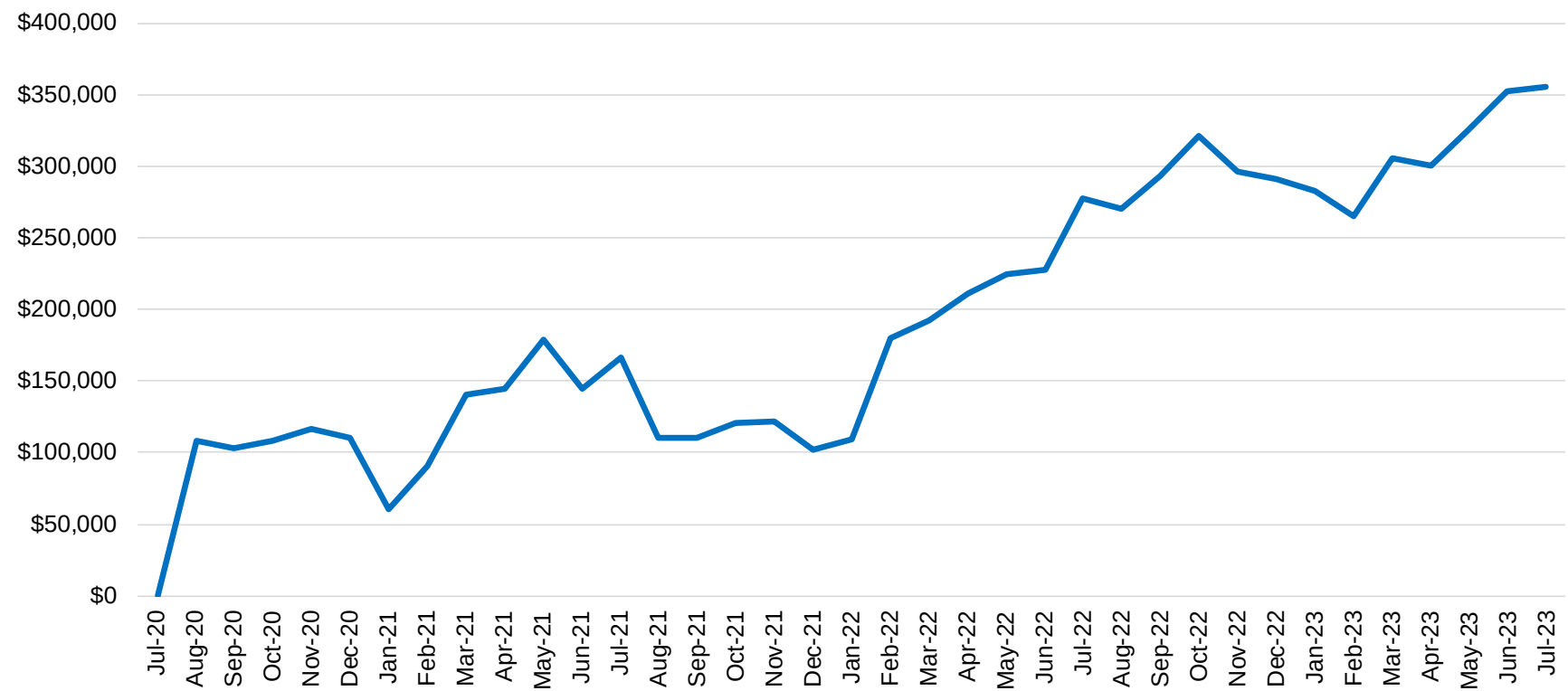
A large, faint, stylized logo in the background, consisting of a circle with a five-pointed star inside, resembling a compass rose or a stylized 'X' shape.

Concessions Concept Gross Revenue

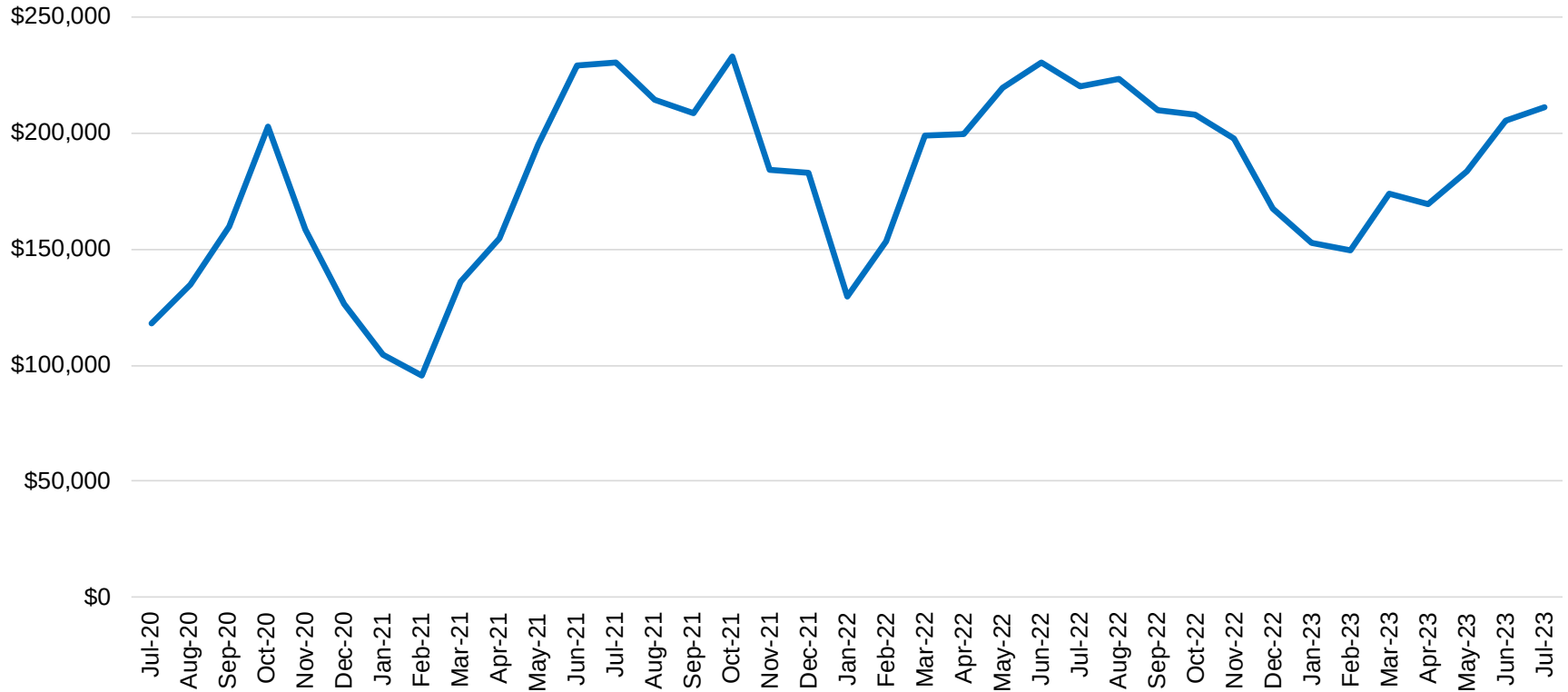
Escape Lounges (CAVU Experiences)



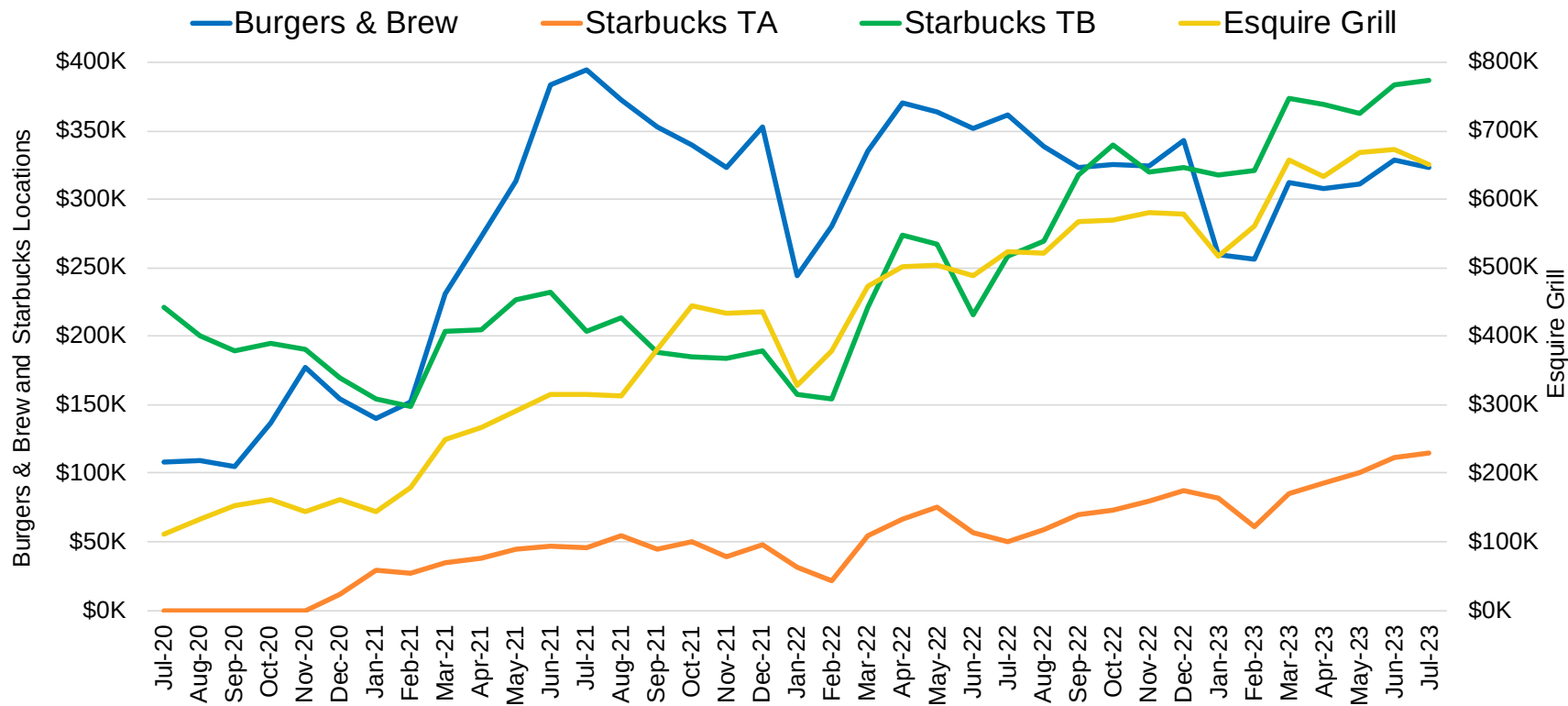
Famous Famiglia Gross Revenue (Famiglia DeBartolo)



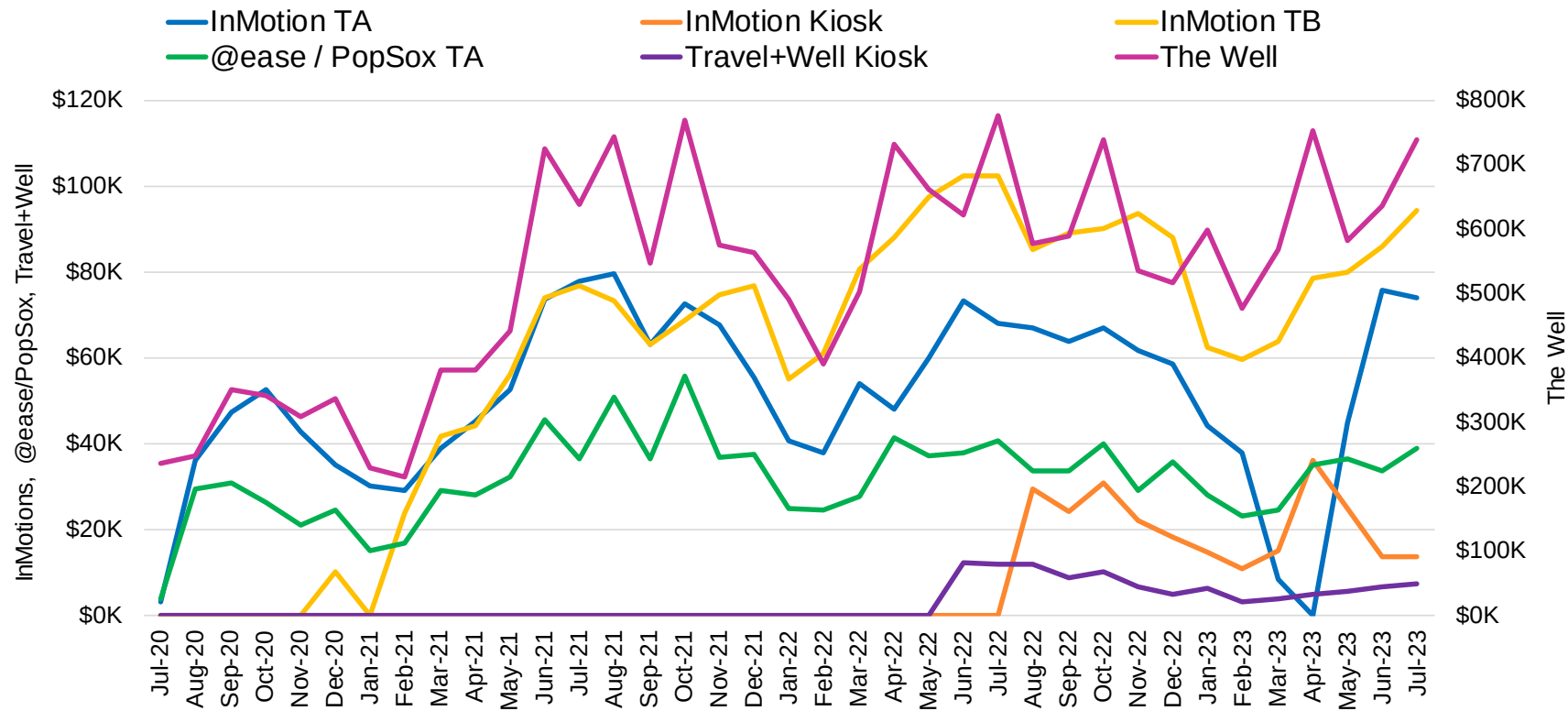
Freshii Gross Revenue (Kelly's Place)



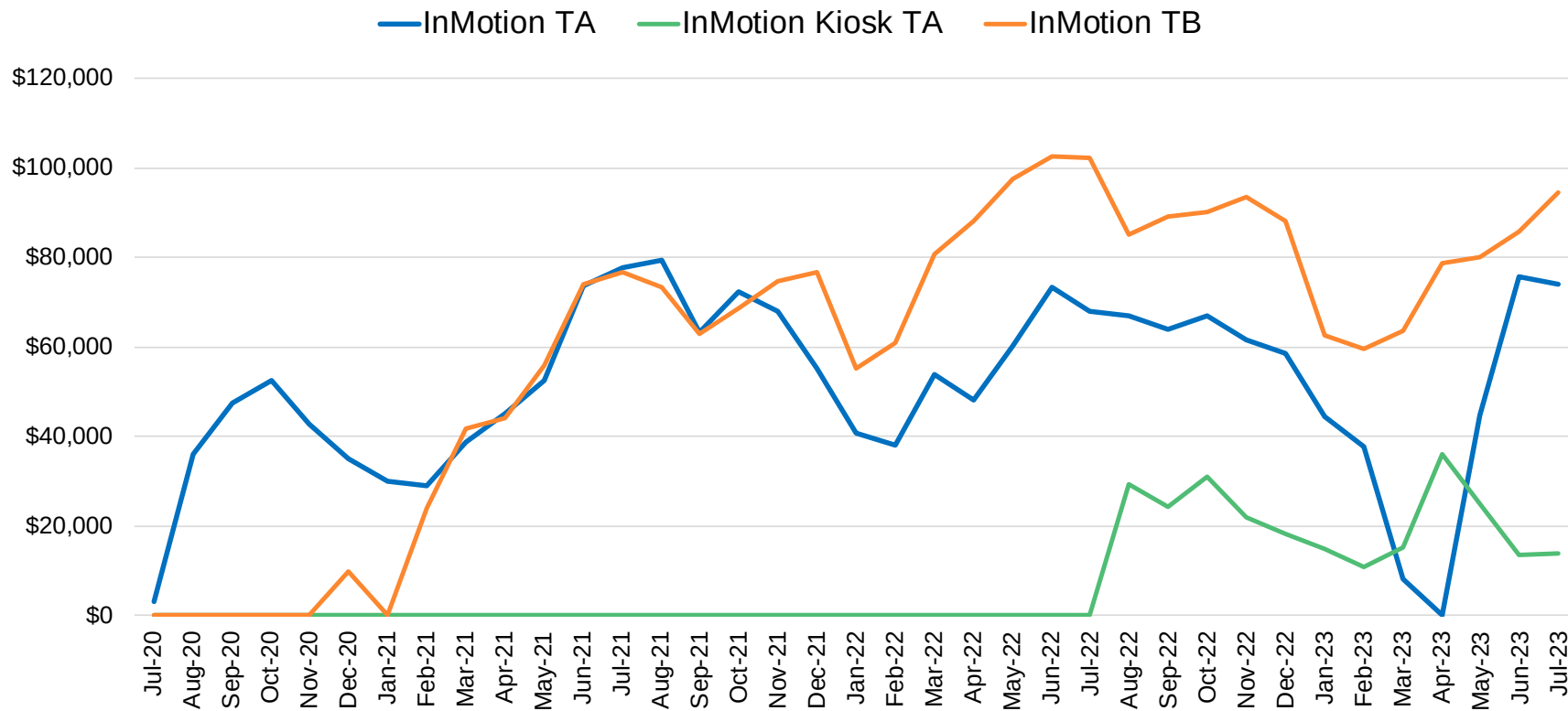
HMSHost Concepts Gross Revenue



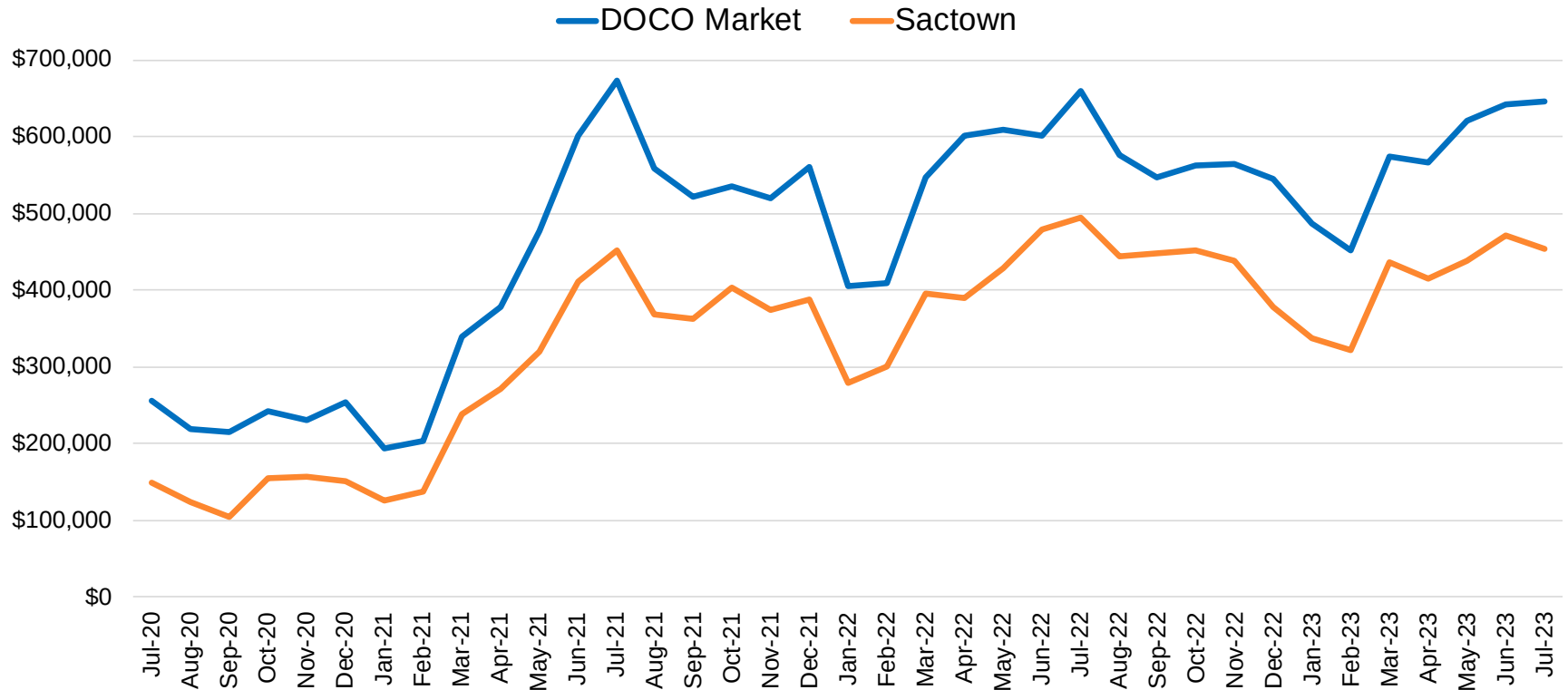
Marshall Retail Group (MRG) Concepts Gross Revenue



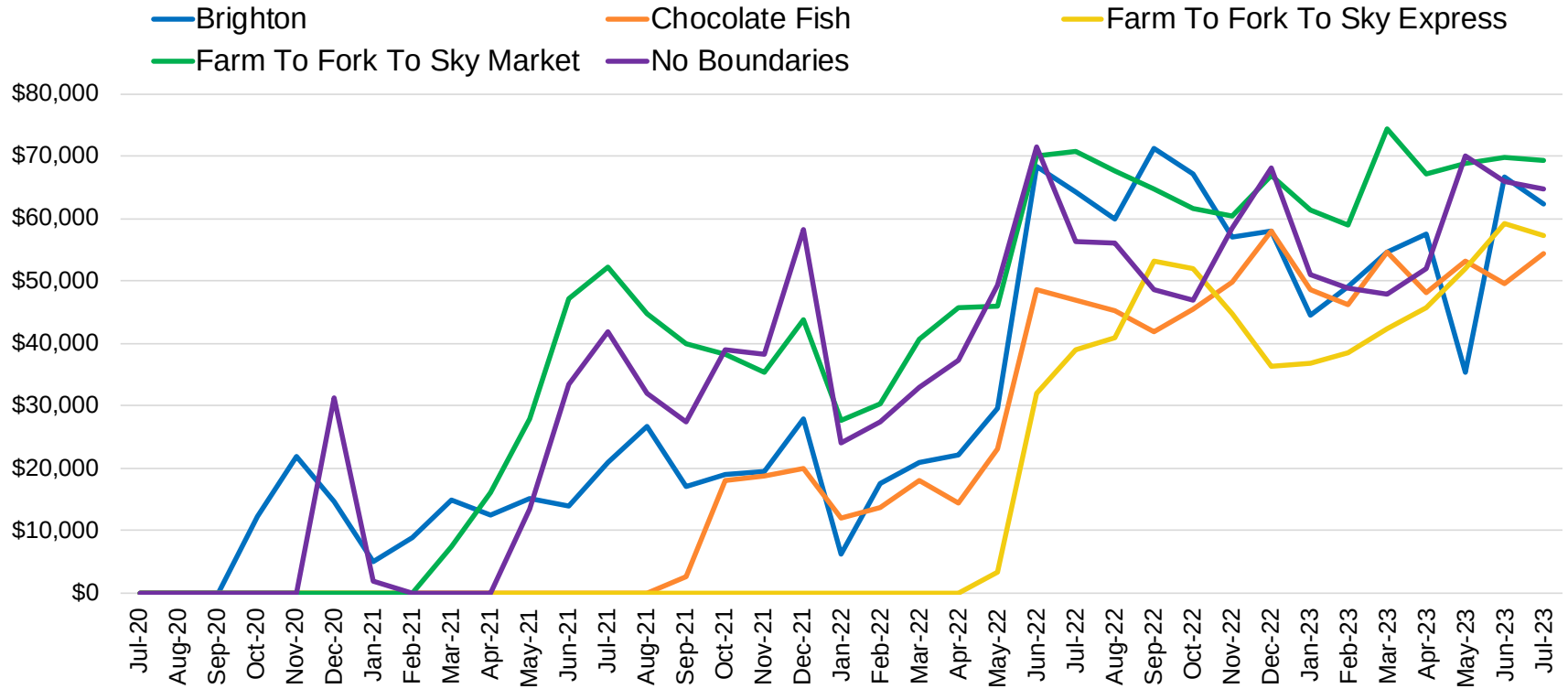
InMotion (MRG) Gross Revenue



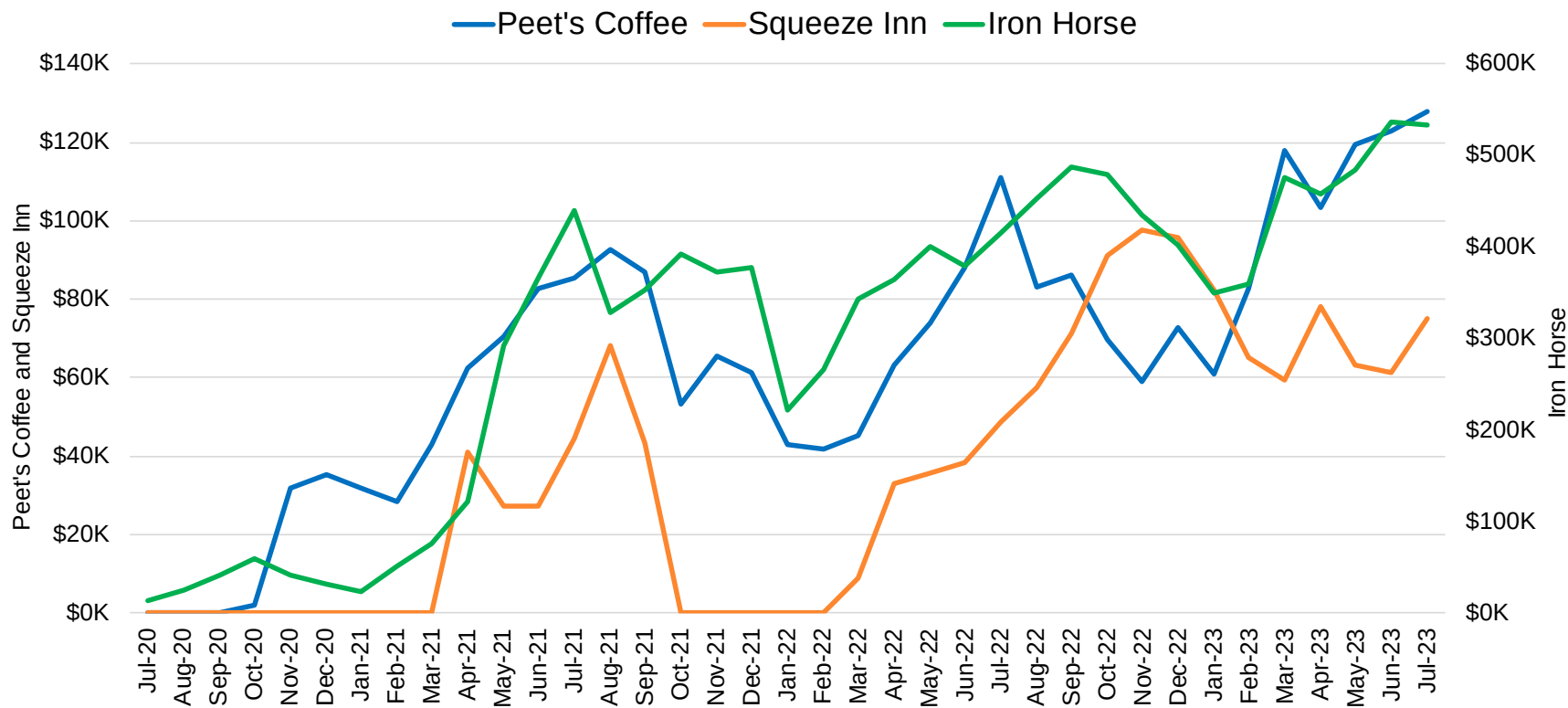
Paradies Lagardère Gross Revenue by Concept



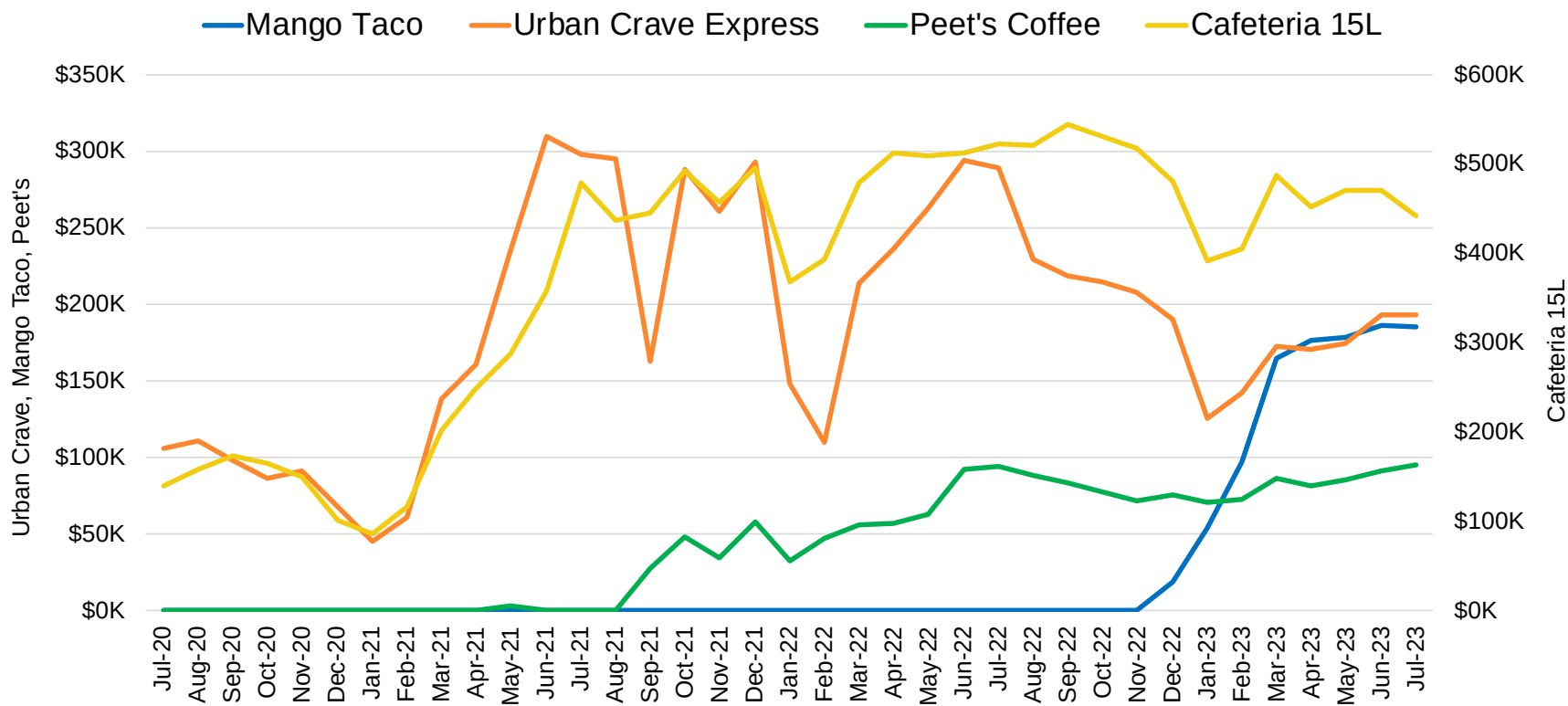
Paradies Lagardère Gross Revenue by Concept



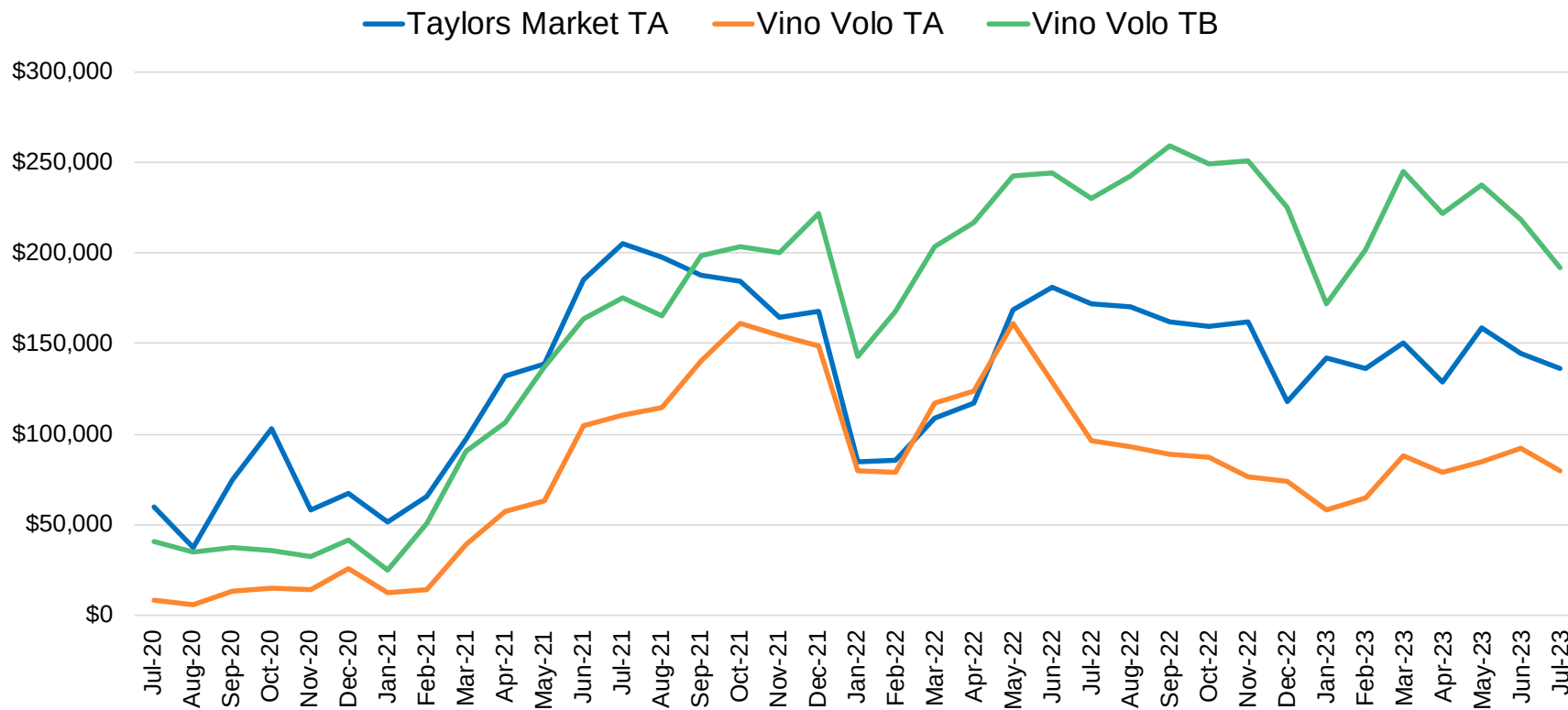
SSP America Gross Revenue Terminal A



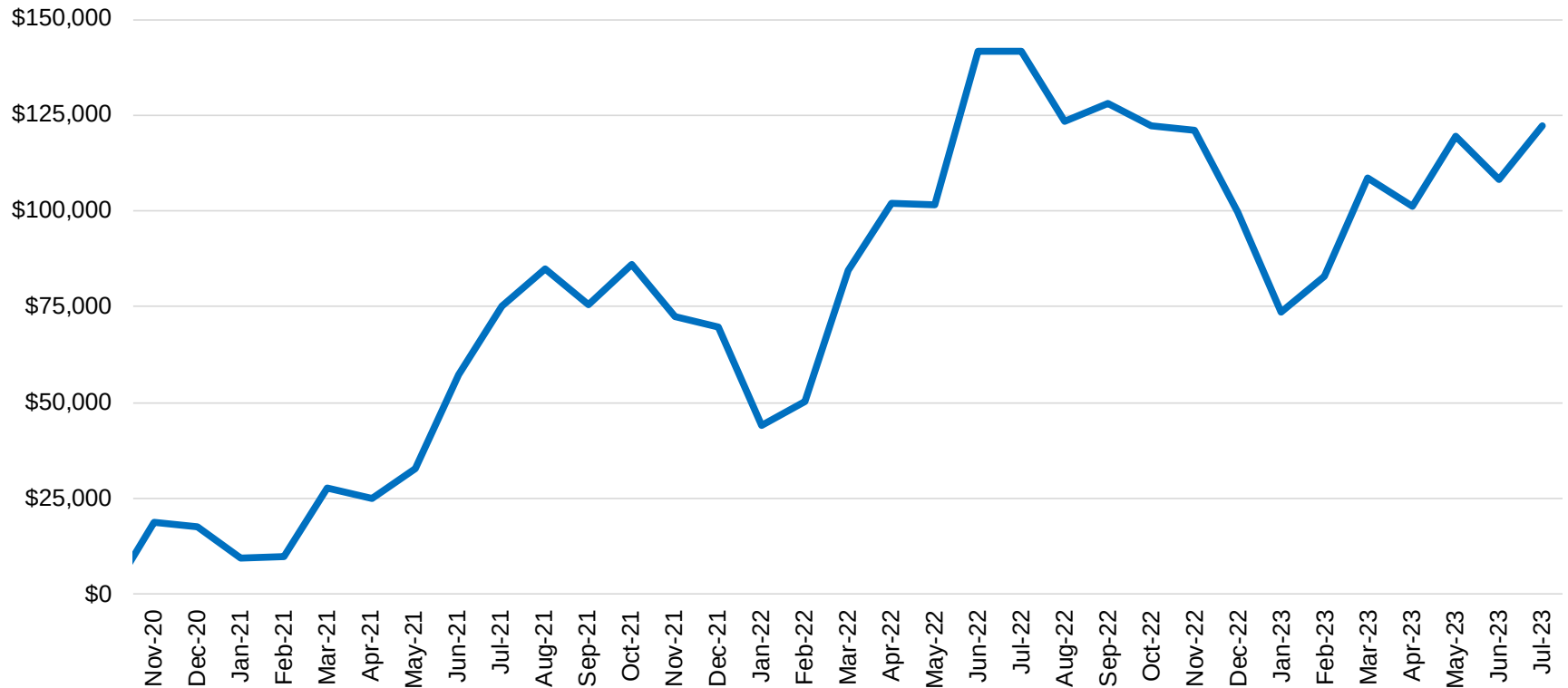
SSP America Gross Revenue Terminal B



Taste, Inc. Gross Revenue by Concept



Travel + Well Gross Revenue – Terminal B



F&B Annual Gross Revenue – Terminal A

Concept	Type	Location	Square Feet	2017	2018	2019	2021	2022	2023 YTD
Starbucks	Coffee Shop	Pre-Security	364	\$ 968,685	\$ 868,637	\$ 1,091,818	\$ 501,143	\$ 723,338	\$ 648,314
Escape Lounge	Lounge	Post-Security	2,148	\$ -	\$ -	\$ 702,166	\$ 401,877	\$ 1,657,039	\$ 1,200,576
Freshii	Quick Serve Restaurant	Post-Security	1,187	\$ 1,920,631	\$ 2,001,324	\$ 2,142,346	\$ 2,170,062	\$ 2,359,405	\$ 1,246,046
Iron Horse	Full Service Restaurant	Post-Security	5,113	\$ 4,943,290	\$ 4,940,936	\$ 5,496,182	\$ 3,194,250	\$ 4,645,970	\$ 3,196,456
Peet's Coffee	Coffee Shop	Post-Security	709	\$ 1,217,812	\$ 1,112,958	\$ 1,305,531	\$ 764,074	\$ 837,569	\$ 735,321
Squeeze Inn	Quick Serve Restaurant	Post-Security	1,287	\$ 1,209,366	\$ 1,282,768	\$ 1,339,132	\$ 253,076	\$ 820,927	\$ 633,105
Taylor's Market	Coffee & Market	Post-Security	1,131	\$ 590,935	\$ 1,274,081	\$ 1,486,786	\$ 1,779,141	\$ 1,688,497	\$ 996,191
Vino Volo	Wine Bar	Post-Security	1,097	\$ 802,827	\$ 783,648	\$ 883,688	\$ 1,119,509	\$ 1,203,264	\$ 546,248
Total*				\$11,653,547	\$12,264,352	\$14,447,650	\$10,183,132	\$13,936,010	\$ 9,202,258

Annual Revenue is January - December

*Total excludes permanently closed locations

YTD through July 2023

F&B Annual Gross Revenue – Terminal B

Concept	Type	Location	Square Feet	2017	2018	2019	2021	2022	2023 YTD
Burgers & Brew	Quick Serve Restaurant	Post-Security	970	\$ 2,202,758	\$ 2,920,688	\$ 3,102,356	\$ 3,628,369	\$ 3,961,786	\$ 2,099,584
Cafeteria 15L	Full Service Restaurant	Post-Security	1,909	\$ 3,767,911	\$ 4,330,634	\$ 4,912,944	\$ 4,108,970	\$ 5,899,256	\$ 3,122,538
Escape Lounge	Lounge	Post-Security	1,397	\$ -	\$ -	\$ 864,537	\$ 625,791	\$ 3,248,837	\$ 2,469,680
Esquire Grill	Full Service Restaurant	Post-Security	4,338	\$ 5,853,190	\$ 6,652,055	\$ 7,467,614	\$ 3,764,665	\$ 6,017,803	\$ 4,360,205
Famous Famiglia	Quick Serve Restaurant	Post-Security	984	\$ 1,961,166	\$ 2,053,079	\$ 2,457,369	\$ 1,492,678	\$ 2,899,223	\$ 2,190,685
Mango Taco	Quick Serve Restaurant	Post-Security	956	\$ -	\$ -	\$ -	\$ -	\$ 19,491	\$ 1,044,297
Peet's Coffee	Coffee Shop	Post-Security	1,030	\$ 1,365,567	\$ 1,259,839	\$ 1,648,626	\$ 296,096	\$ 1,442,306	\$ 1,003,694
Starbucks	Coffee Shop	Post-Security	932	\$ 2,722,973	\$ 2,832,584	\$ 3,279,272	\$ 2,334,685	\$ 3,118,304	\$ 2,515,283
Urban Crave	Quick Serve Restaurant	Post-Security	1,242	\$ -	\$ -	\$ -	\$ 2,551,710	\$ 2,619,020	\$ 1,173,308
Vino Volo	Wine Bar	Post-Security	1,218	\$ 1,349,543	\$ 1,585,438	\$ 1,737,982	\$ 1,740,022	\$ 2,676,406	\$ 1,489,883

Annual Revenue is January - December
 *Total excludes permanently closed locations
 Urban Crave previously Jack's Urban Eats
 Mango Taco opened late Dec. 2022
 YTD through July 2023

Retail Annual Gross Revenue – Terminal A

Concept	Type	Location	Square Feet	2017	2018	2019	2021	2022	2023 YTD
@ease / PopSox	Specialty Retail	Post-Security	1,366	\$ -	\$ -	\$ 344,110	\$ 421,332	\$ 406,696	\$ 219,961
InMotion	Specialty Retail	Post-Security	549	\$ 813,845	\$ 879,940	\$ 1,021,975	\$ 686,234	\$ 701,290	\$ 285,329
InMotion Kiosk	Specialty Retail Kiosk	Post-Security	150	\$ -	\$ -	\$ -	\$ -	\$ 125,026	\$ 129,493
Travel+Well Kiosk	Specialty Retail Kiosk	Post-Security	150	\$ -	\$ -	\$ 69,732	\$ -	\$ 66,368	\$ 38,077
The Well	News and Convenience	Post-Security	1,131	\$ -	\$ 1,722,334	\$ 4,347,578	\$ 6,221,208	\$ 7,140,177	\$ 4,359,632
Total*				\$ 813,845	\$ 2,602,274	\$ 5,783,394	\$ 7,328,774	\$ 8,439,557	\$ 5,032,492

Annual Revenue is January - December

*Total excludes permanently closed locations

YTD through July 2023

Retail Annual Gross Revenue – Terminal B

Concept	Type	Location	Square Feet	2017	2018	2019	2021	2022	2023 YTD
Chocolate Fish	Coffee, News, & Convenience	Pre-Security	782	\$ -	\$ -	\$ 235,024	\$ 59,365	\$ 416,989	\$ 354,879
Farm To Fork To Sky Market	News & Convenience	Pre-Security	1,870	\$ -	\$ -	\$ -	\$ 353,059	\$ 652,899	\$ 470,046
Brighton	Specialty Retail	Post-Security	455	\$ 631,171	\$ 312,738	\$ 120,626	\$ 201,228	\$ 542,924	\$ 370,547
Doco Market	News & Convenience	Post-Security	1,397	\$ -	\$ -	\$ 2,380,010	\$ 5,562,619	\$ 6,630,907	\$ 3,988,080
Farm To Fork To Sky Express	Specialty Retail Kiosk	Post-Security	250	\$ -	\$ -	\$ 16,803	\$ -	\$ 301,377	\$ 331,803
InMotion	Specialty Retail	Post-Security	499	\$ 987,547	\$ 1,164,795	\$ 323,512	\$ 673,591	\$ 1,034,075	\$ 525,257
No Boundaries	Specialty Retail	Post-Security	1,113	\$ -	\$ -	\$ -	\$ 285,516	\$ 577,386	\$ 400,925
Sactown	News and Convenience	Post-Security	848	\$ -	\$ -	\$ 2,870,800	\$ 3,852,151	\$ 4,928,670	\$ 2,874,953
Travel+Well	Specialty Retail Kiosk	Post-Security	300	\$ -	\$ -	\$ -	\$ 626,108	\$ 1,260,157	\$ 716,333
Total*				\$ 1,618,717	\$ 1,477,533	\$ 5,946,775	\$11,613,636	\$16,345,384	\$10,032,824

Annual Revenue is January - December

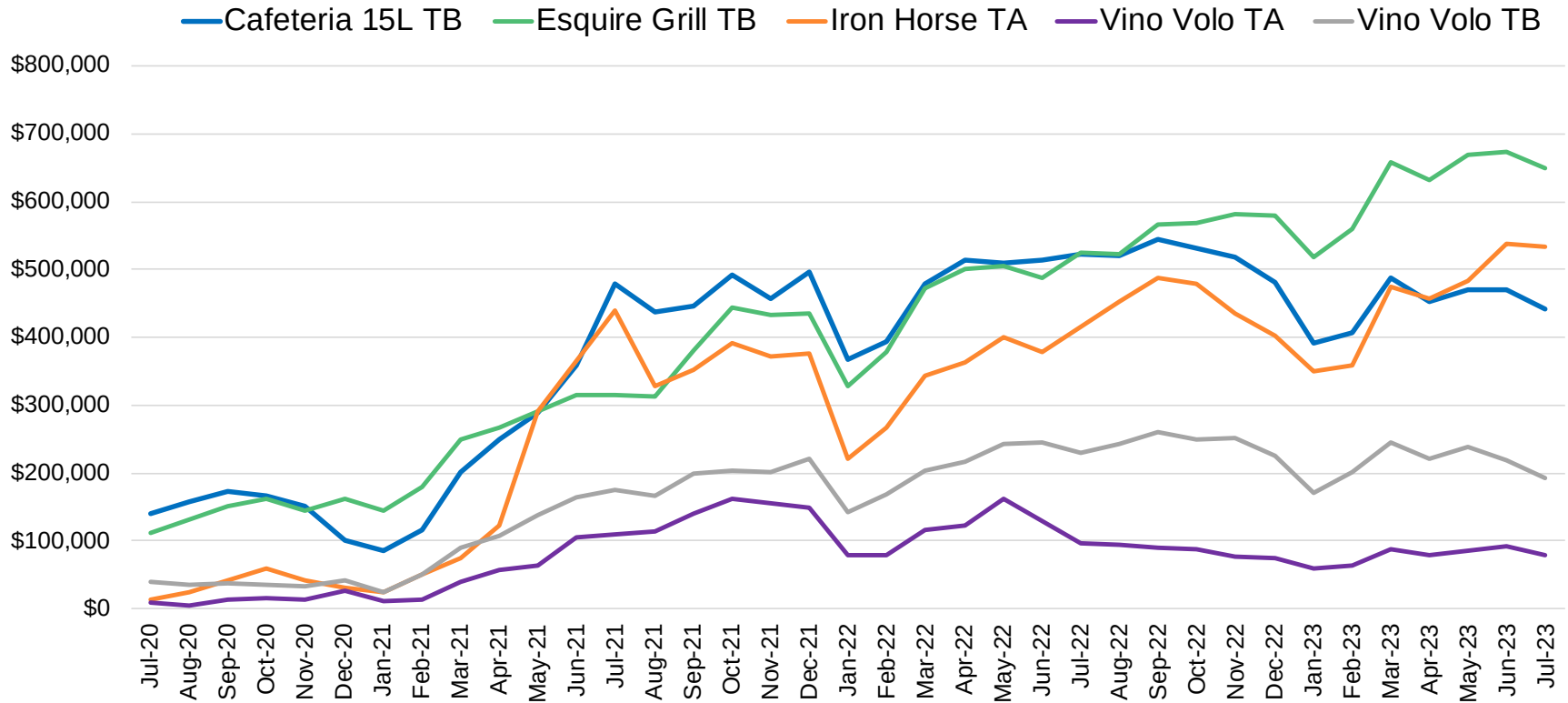
*Total excludes permanently closed locations

YTD through July 2023

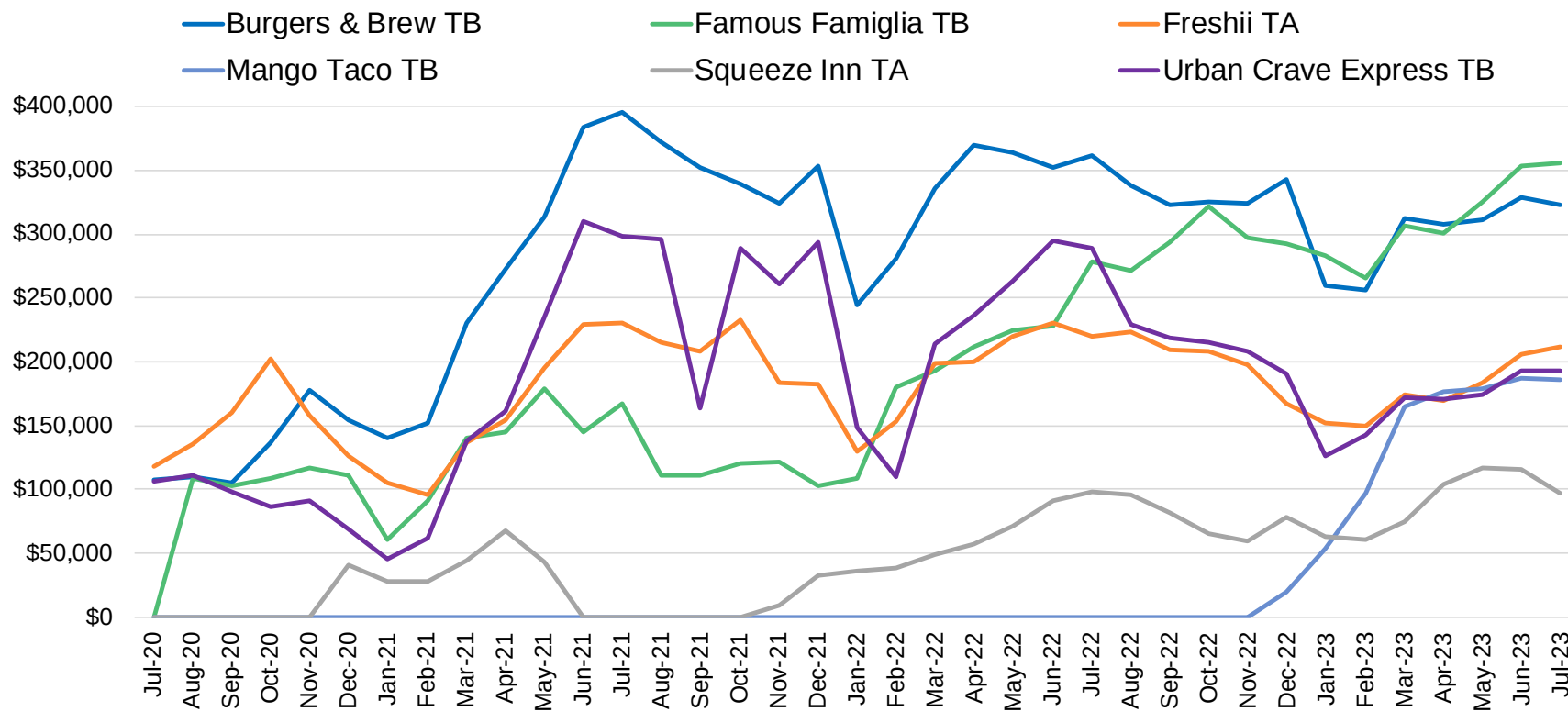
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Gross Revenue by Concept Compare

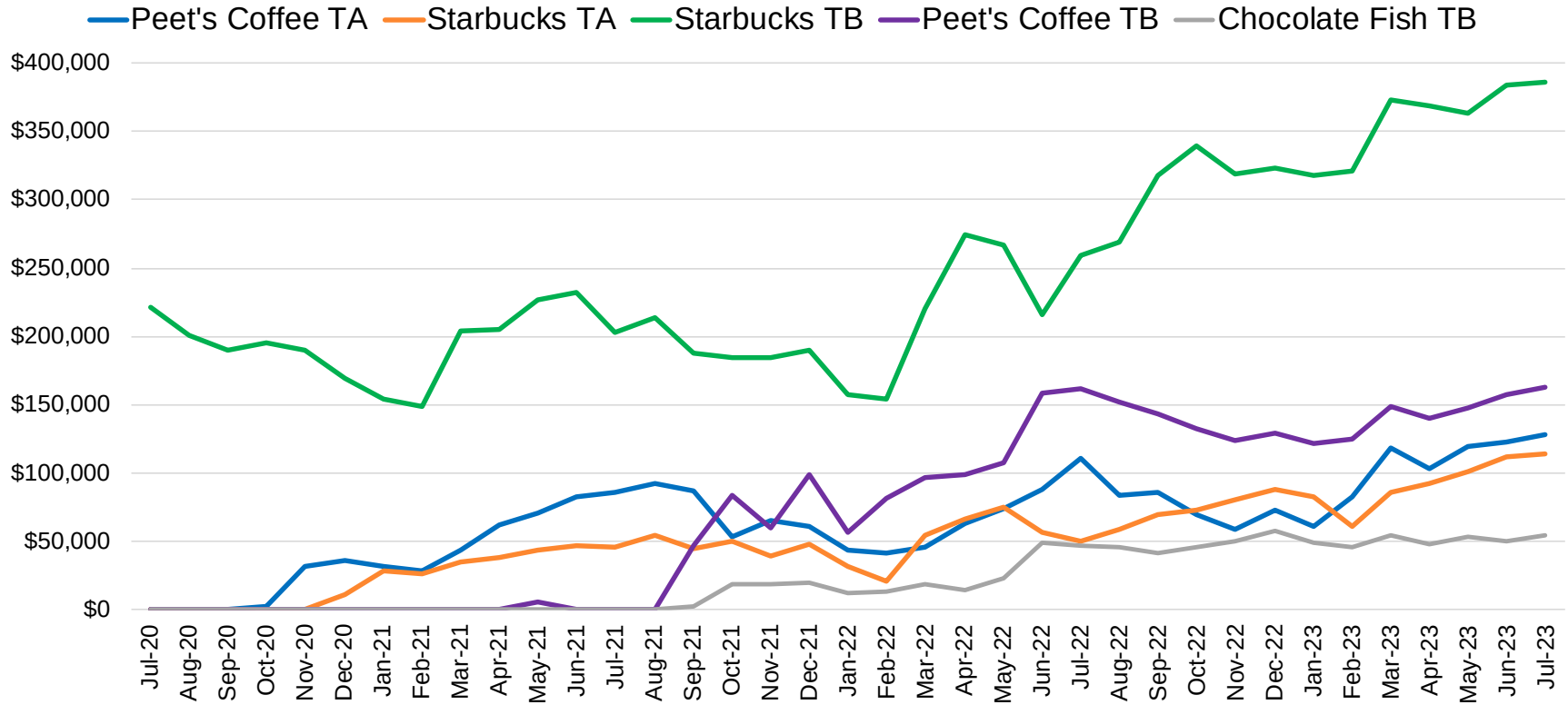
Full-Service Restaurants



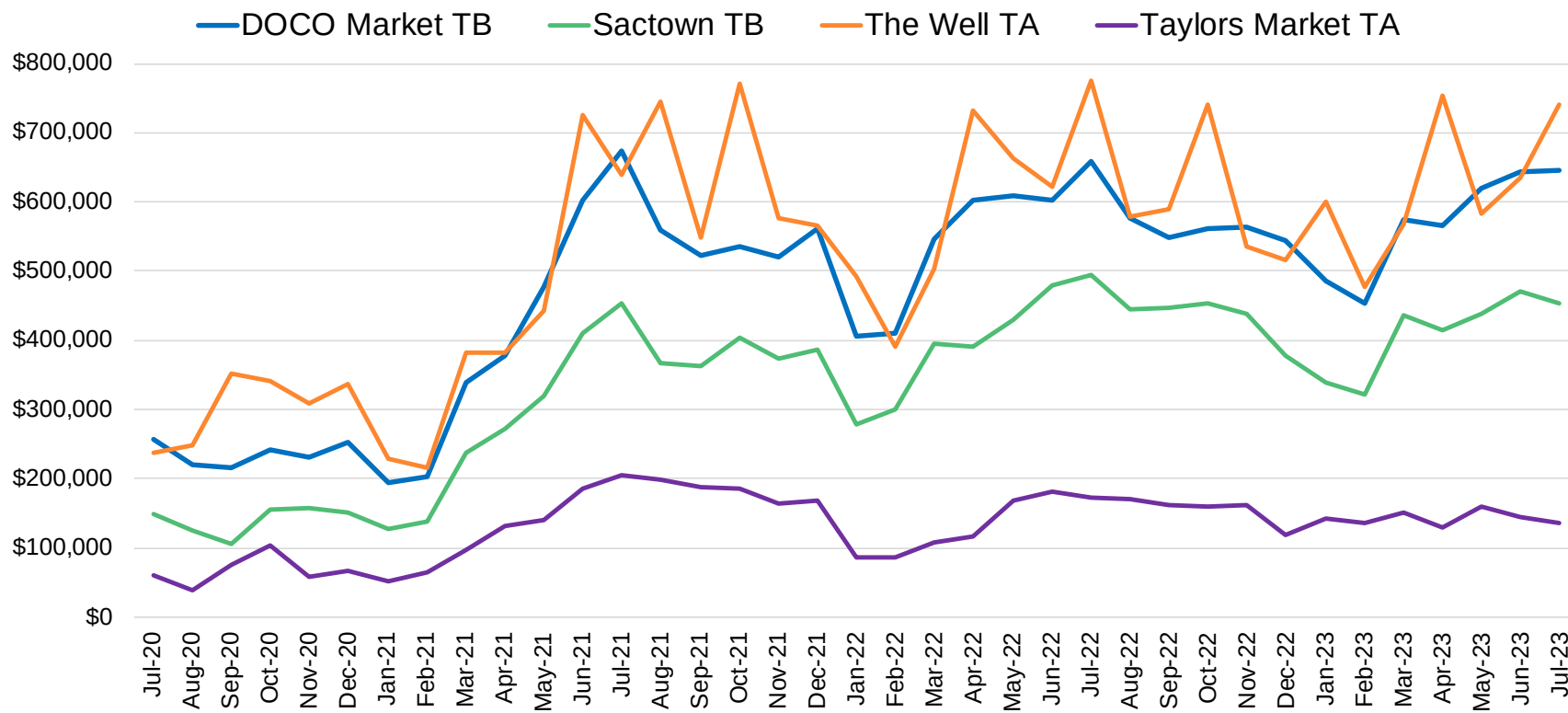
Quick-Serve Restaurants



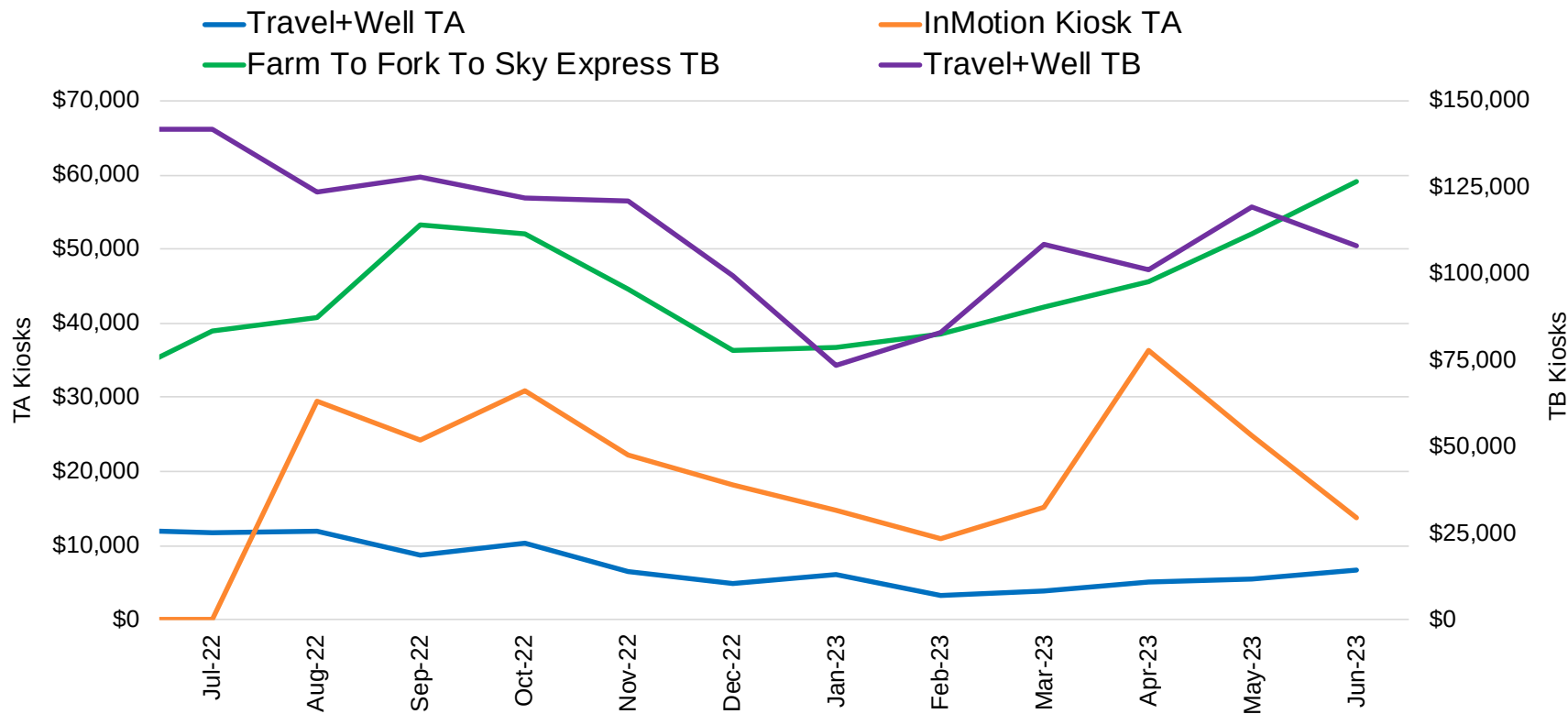
Coffee Shops



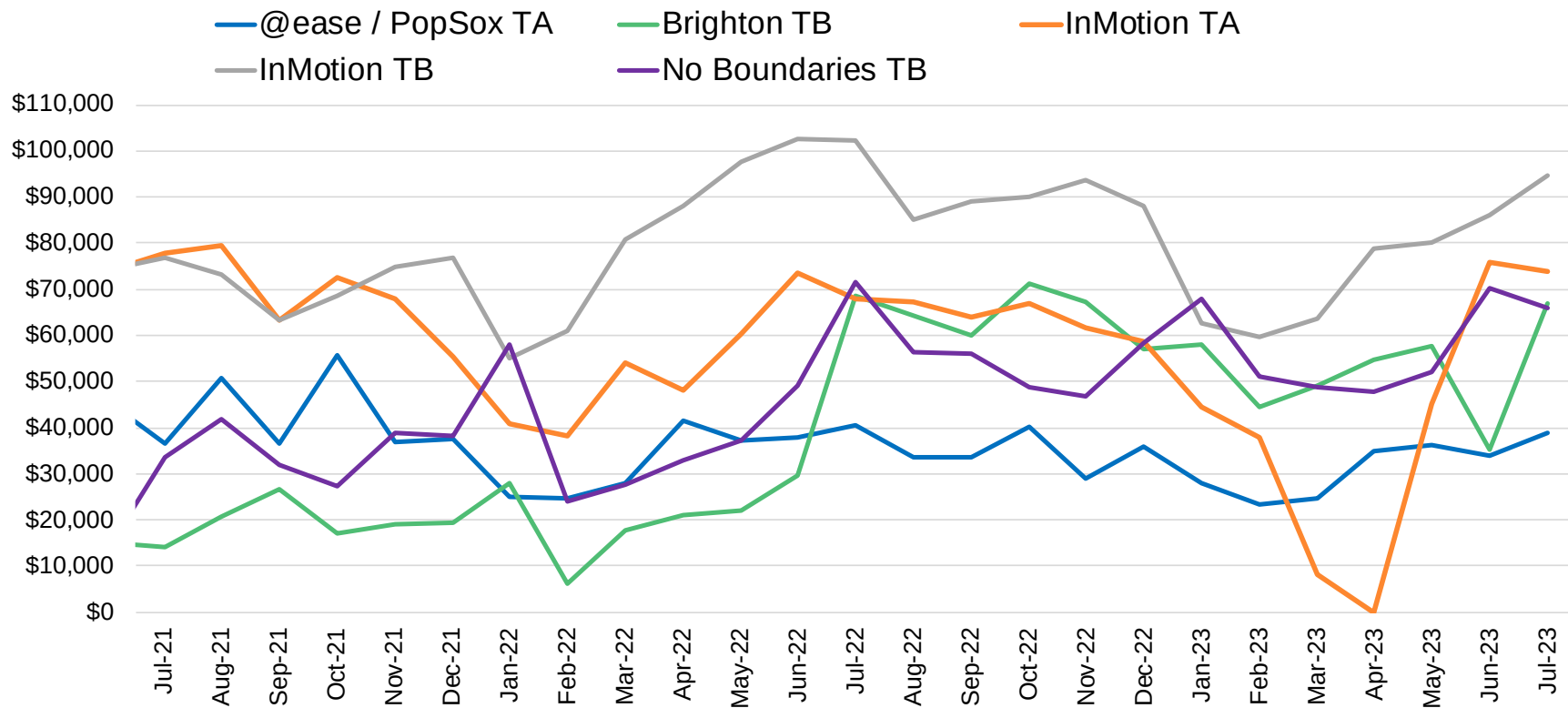
Convenience Retail



Retail Kiosks



Specialty Retail



THANK YOU

Sacramento County Department of Airports Airport Concessions



Andrew Durkee
Manager



Renata Daher
Senior Airport Economic
Development Specialist



Michael Gladwill
Airport Economic
Development Specialist

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