



Sacramento International Airport Food & Beverage and Retail Concessions Program Insights

As of June 2025



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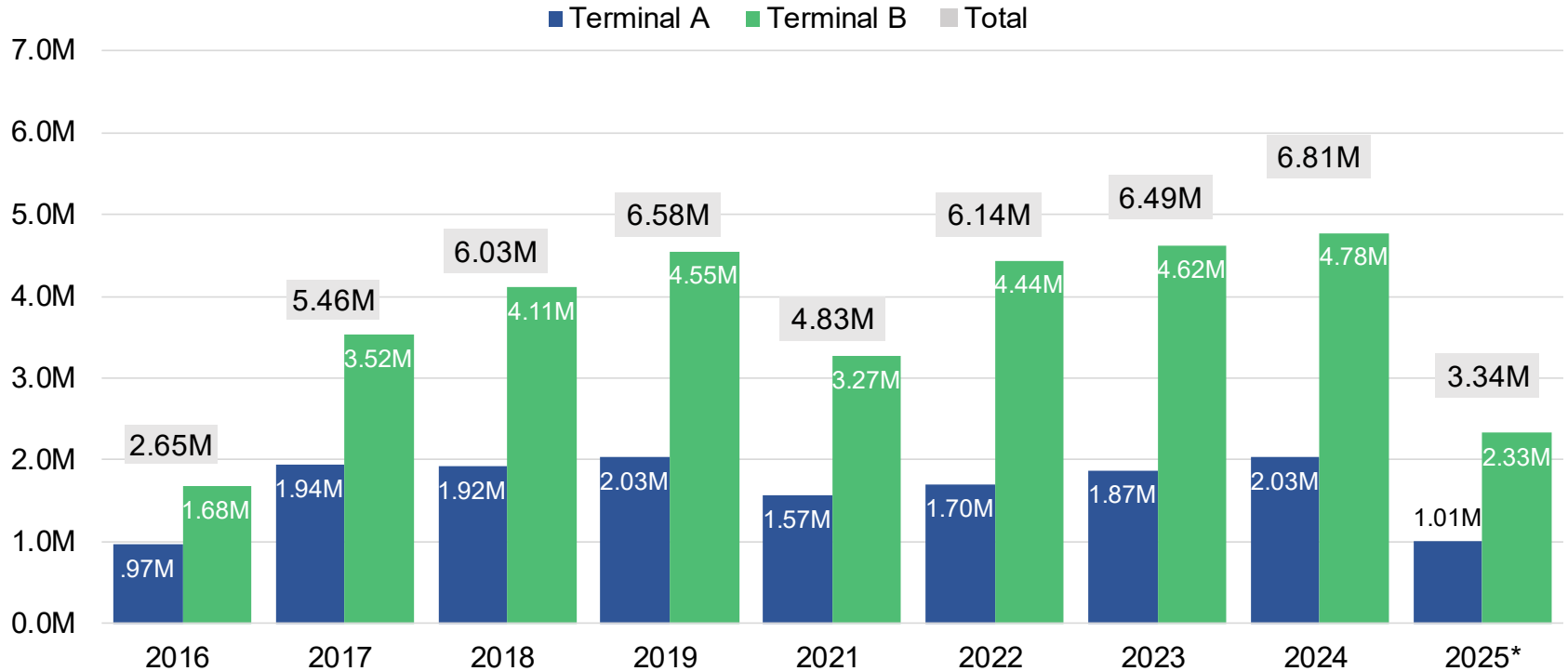
1. Enplanements & Revenue
2. Concept Revenue
3. Concept Compare





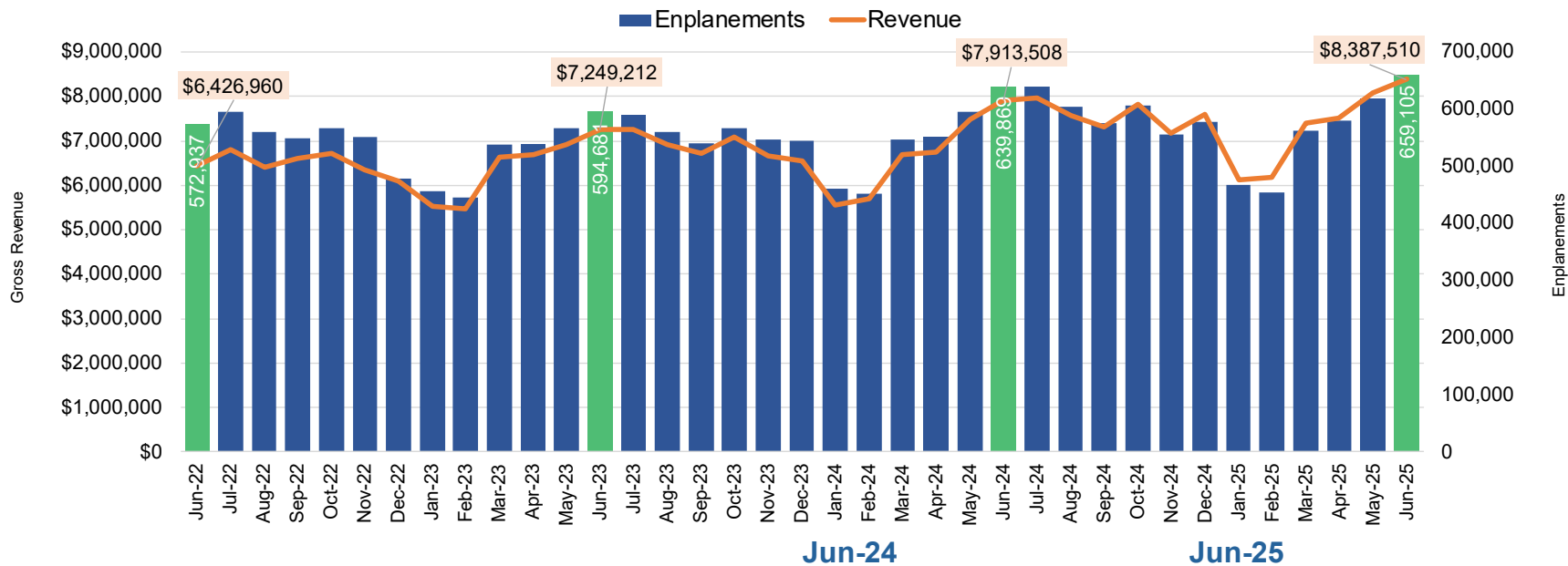
Enplanements & Revenue

Annual Enplanements



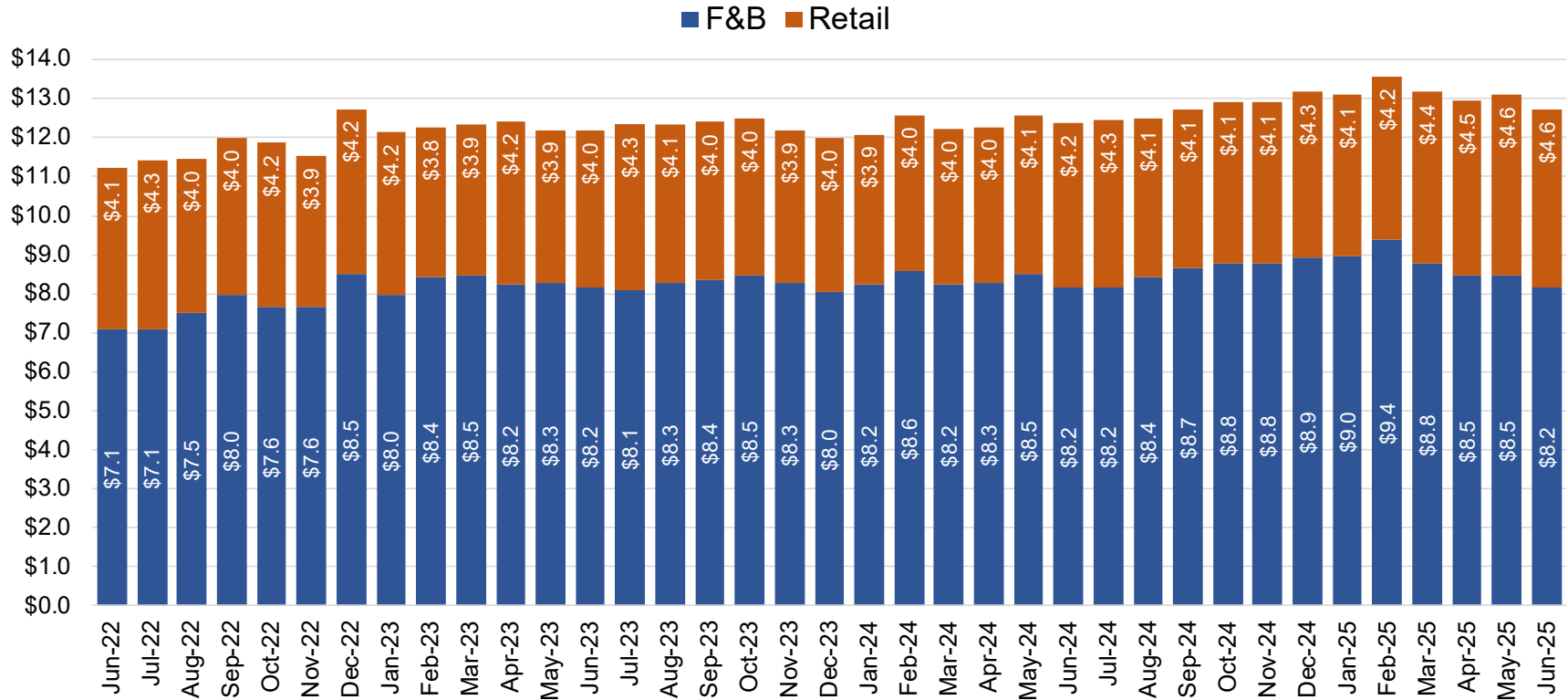
*YTD through June 2025

Total Enplanements vs. F&B and Retail Gross Revenue

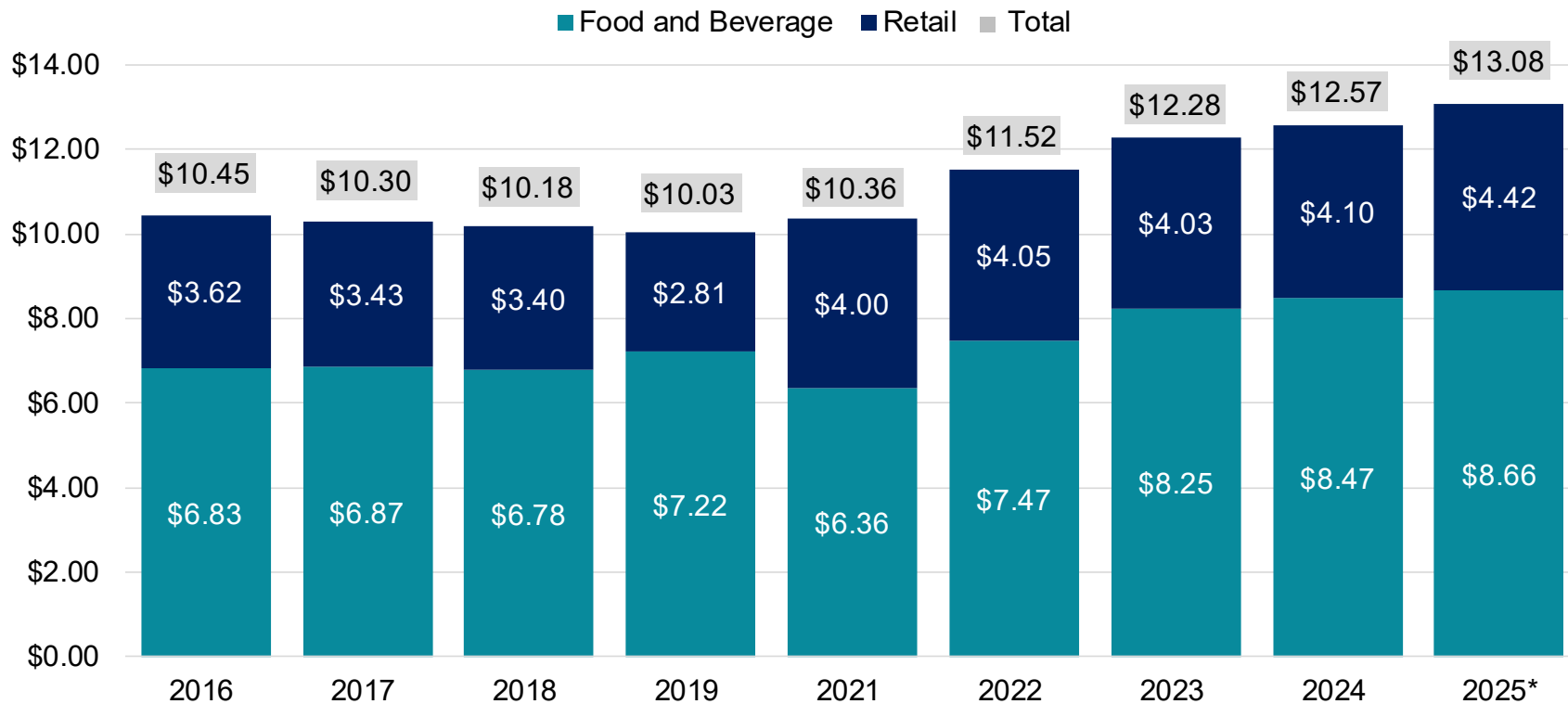


Jun-24			Jun-25		
Airport	Total	YOY %	Total	YOY %	
Enplanements	639,869	7.6%	659,105	3.0%	
F&B + Retail Gross Revenue	\$7,913,508	9.2%	\$8,387,510	6.0%	

Airport Revenue per Enplaned Passenger

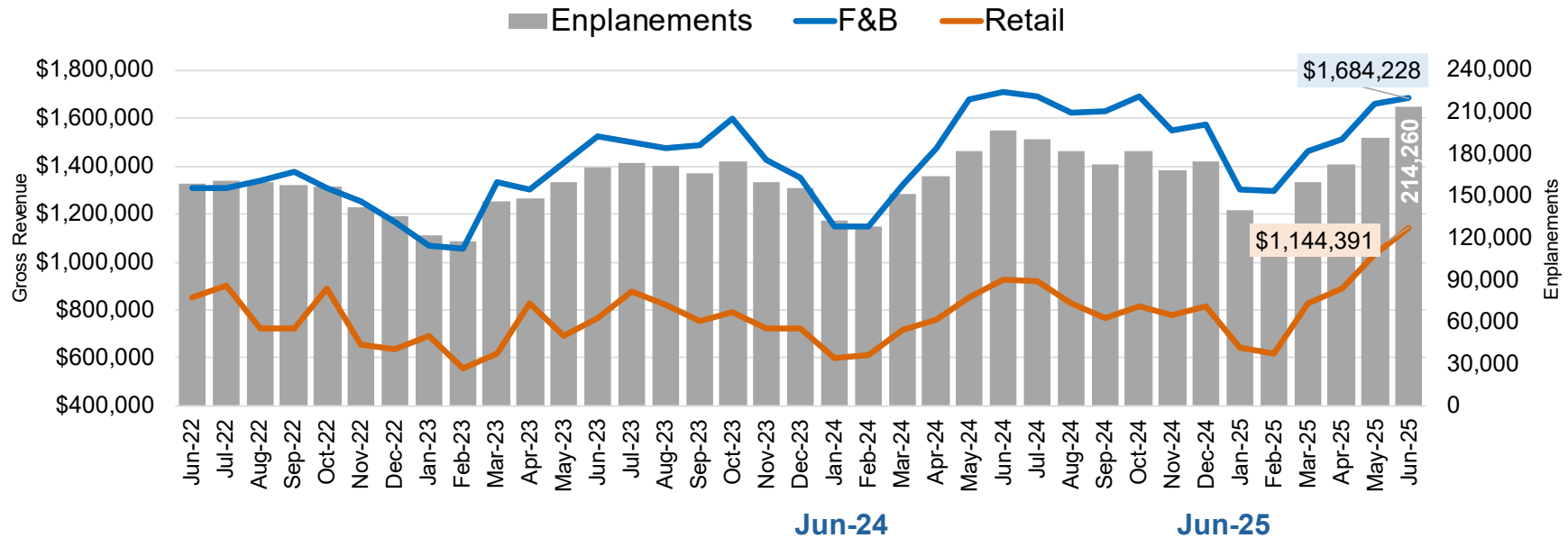


Annual Sales per Enplaned Passenger



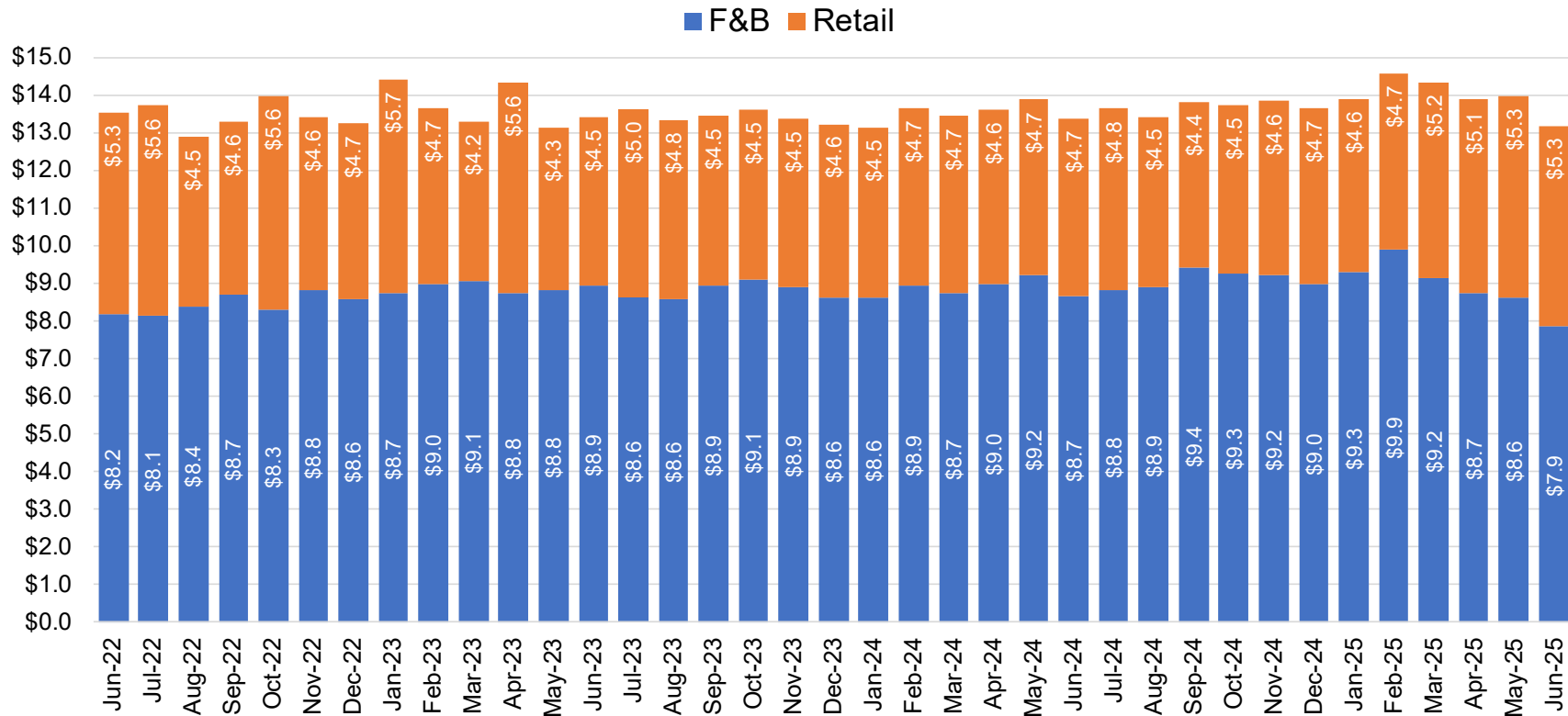
*YTD through June 2025

Enplanements vs. Gross Revenue Terminal A

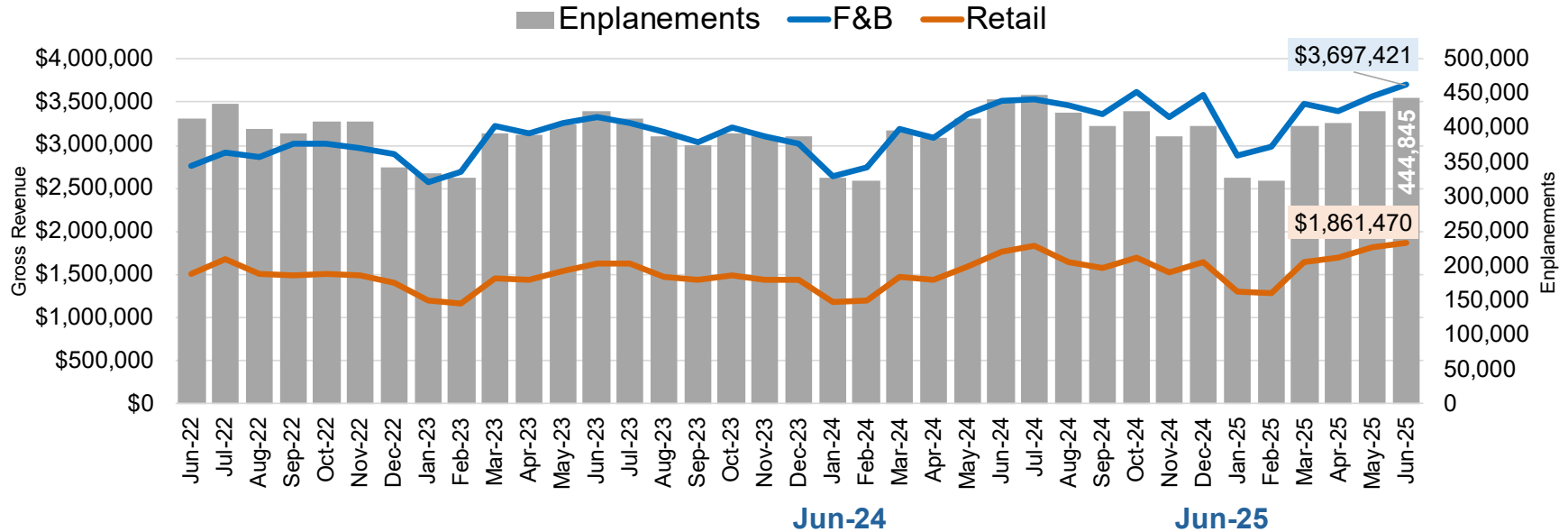


	Jun-24		Jun-25	
Terminal A	Total	YOY %	Total	YOY %
Enplanements	197,085	15.3%	214,260	8.7%
Food & Beverage Gross Revenue	\$1,710,785	12.0%	\$1,684,228	(1.6%)
Retail Gross Revenue	\$929,126	21.4%	\$1,144,391	23.2%

Terminal A Revenue per Enplaned Passenger

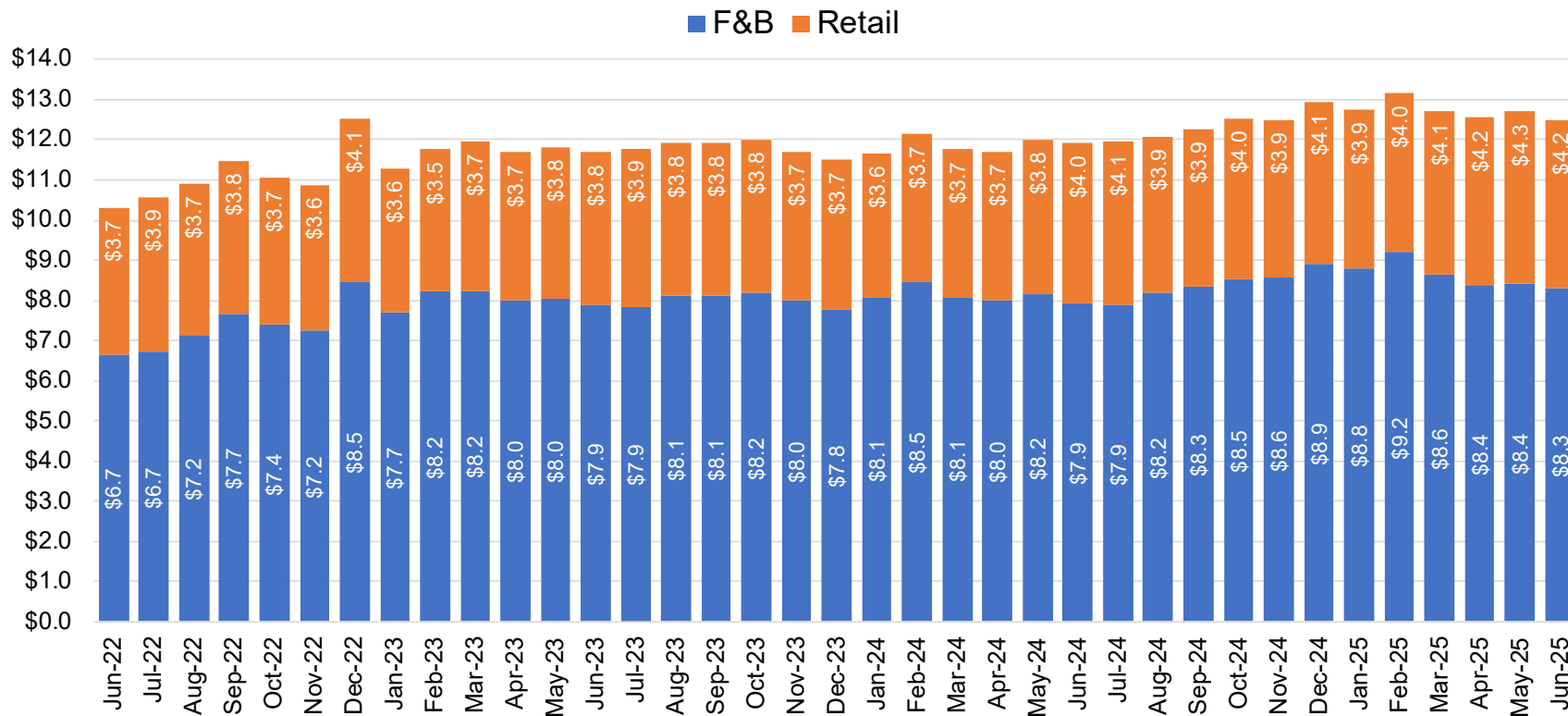


Enplanements vs. Gross Revenue Terminal B



Terminal B	Total	YOY %	Total	YOY %
Enplanements	442,784	4.5%	444,845	0.5%
Food & Beverage Gross Revenue	\$3,509,154	5.2%	\$3,697,421	5.4%
Retail Gross Revenue	\$1,764,443	8.9%	\$1,861,470	5.5%

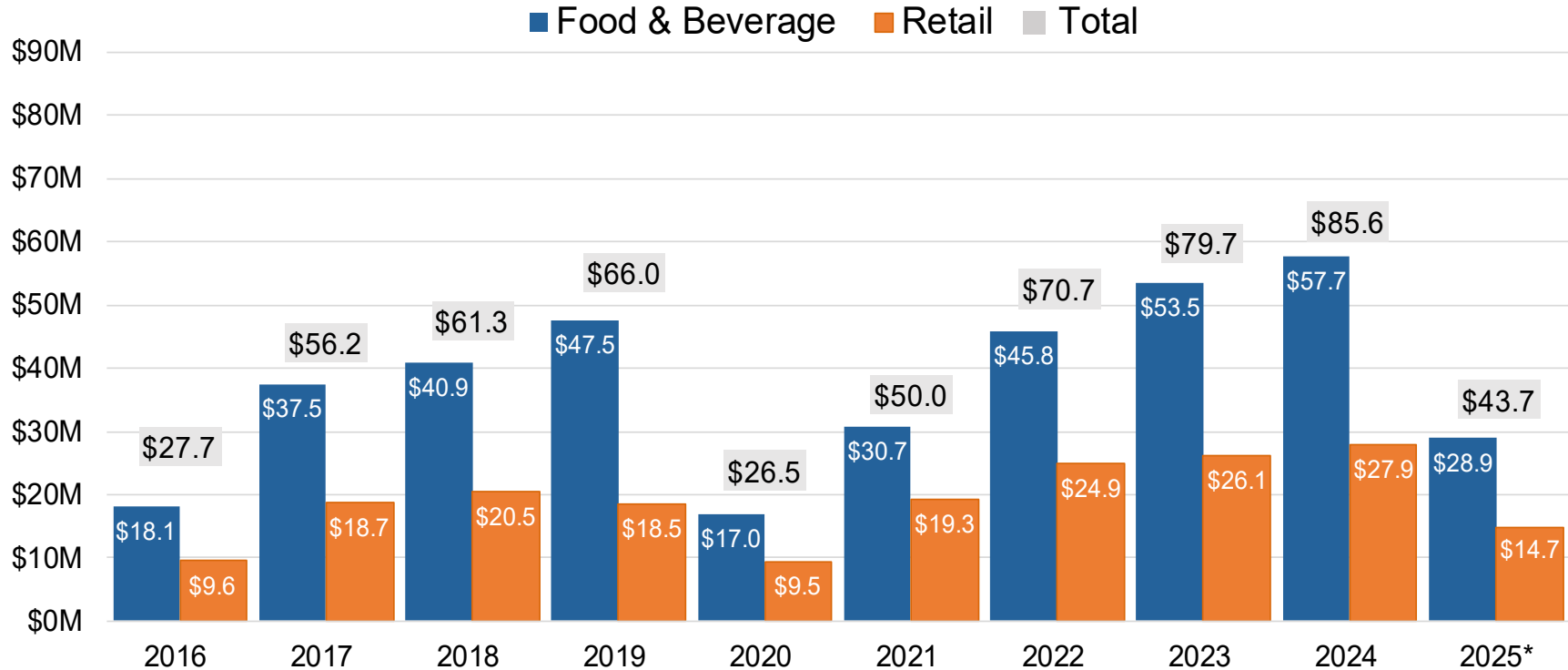
Terminal B Revenue per Enplaned Passenger





Annual Gross Revenue

Annual Gross Revenue



*YTD through June 2025

F&B Concessions Annual Gross Revenue

Terminal A

Concept	Type	Square Feet	2019	2021	2022	2023	2024	2024 YTD	2025 YTD	2025 vs 2024 YTD
Taylor's Market	Coffee & Market	1,131	\$ 1,486,786	\$ 1,779,141	\$ 1,688,497	\$ 1,633,590	\$ 1,434,670	\$ 611,917	\$ 1,049,906	171.6%
Vino Volo	Wine Bar	1,097	\$ 883,688	\$ 1,119,509	\$ 1,203,264	\$ 926,717	\$ 855,420	\$ 379,448	\$ 620,341	163.5%
Squeeze Inn	Quick Serve Restaurant	1,287	\$ 1,339,132	\$ 253,076	\$ 820,927	\$ 1,171,244	\$ 1,425,009	\$ 646,579	\$ 962,290	148.8%
Escape Lounge	Lounge	2,148	\$ 702,166	\$ 401,877	\$ 1,657,039	\$ 2,276,238	\$ 2,808,997	\$ 1,242,690	\$ 1,797,157	144.6%
Iron Horse	Full Service Restaurant	5,113	\$ 5,496,182	\$ 3,194,250	\$ 4,645,970	\$ 5,767,258	\$ 6,694,962	\$ 3,192,555	\$ 2,977,277	93.3%
Starbucks (Pre-Security)	Coffee	1,289	\$ 1,091,818	\$ 501,143	\$ 723,338	\$ 1,180,713	\$ 1,254,004	\$ 588,002	\$ 548,258	93.2%
Starbucks Kiosk	Coffee	220	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 448,932	--
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	--	--	--
Total*		14,181	\$ 14,447,650	\$ 10,183,132	\$ 13,936,010	\$ 16,538,232	\$ 18,251,952	\$ 3,975,874	\$ 4,805,592	120.9%

Terminal B

Concept	Type	Square Feet	2019	2021	2022	2023	2024	2024 YTD	2025 YTD	2025 vs 2024 YTD
Escape Lounge	Lounge	1,397	\$ 864,537	\$ 625,791	\$ 3,248,837	\$ 4,064,904	\$ 4,862,906	\$ 2,092,124	\$ 3,057,039	146.1%
Mango Taco	Quick Serve Restaurant	956	\$ -	\$ -	\$ 19,491	\$ 1,867,787	\$ 2,070,156	\$ 991,904	\$ 1,138,698	114.8%
Esquire Grill	Full Service Restaurant	4,338	\$ 7,467,614	\$ 3,764,665	\$ 6,017,803	\$ 7,774,751	\$ 8,935,852	\$ 4,164,725	\$ 4,668,196	112.1%
Famous Famiglia	Quick Serve Restaurant	984	\$ 2,457,369	\$ 1,492,678	\$ 2,899,223	\$ 3,839,178	\$ 4,482,212	\$ 2,047,799	\$ 2,277,936	111.2%
Cafeteria 15L	Full Service Restaurant	1,909	\$ 4,912,944	\$ 4,108,970	\$ 5,899,256	\$ 5,370,960	\$ 5,487,524	\$ 2,630,433	\$ 2,845,834	108.2%
Burgers & Brew	Quick Serve Restaurant	970	\$ 3,102,356	\$ 3,628,369	\$ 3,961,786	\$ 3,608,739	\$ 3,670,492	\$ 1,724,475	\$ 1,841,456	106.8%
Peet's Coffee	Coffee	1,030	\$ 1,648,626	\$ 296,096	\$ 1,442,306	\$ 1,823,122	\$ 2,106,052	\$ 982,131	\$ 1,048,413	106.7%
Starbucks	Coffee	932	\$ 3,279,272	\$ 2,334,685	\$ 3,118,304	\$ 4,198,879	\$ 3,656,878	\$ 1,904,970	\$ 1,923,259	101.0%
Urban Crave	Quick Serve Restaurant	1,242	\$ -	\$ 2,551,710	\$ 2,619,020	\$ 1,978,960	\$ 1,866,483	\$ 898,073	\$ 858,578	95.6%
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	\$ 10,966,118	\$ 12,393,933	113.0%

*Annual Revenue is January – December

YTD through June 2025

Starbucks Terminal A kiosk opened February 2025

Peet's and Freshii in Terminal A and Vino Volo in Terminal B permanently closed March 2025. Iron Horse in Terminal A permanently closed June 13, 2025.

Retail Concessions Annual Gross Revenue

Terminal A

Concept	Type	Square Feet	2019	2021	2022	2023	2024	2024 YTD	2025 YTD	2025 vs 2024 YTD
The Well	News and Convenience	3,593	\$ 4,347,578	\$ 6,221,208	\$ 7,140,177	\$ 7,619,510	\$ 8,187,909	\$ 3,024,262	\$ 3,544,243	117.2%
InMotion	Specialty Retail	549	\$ 1,021,975	\$ 686,234	\$ 701,290	\$ 622,097	\$ 694,590	\$ 298,347	\$ 257,923	86.5%
@ease / PopSox	Specialty Retail	1,366	\$ 344,110	\$ 421,332	\$ 406,696	\$ 401,154	\$ 377,883	\$ 172,533	\$ 112,189	65.0%
See's Candy Kiosk	Specialty Retail	150	\$ -	\$ -	\$ -	\$ -	\$ 58,944	\$ -	\$ 90,800	--
Total*		5,658	\$ 5,713,662	\$ 7,328,774	\$ 8,248,164	\$ 8,642,760	\$ 9,319,325	\$ 2,653,354	\$ 2,976,286	112.2%

Terminal B

Concept	Type	Square Feet	2019	2021	2022	2023	2024	2024 YTD	2025 YTD	2025 vs 2024 YTD
Farm To Fork To Sky Express Kiosk	Specialty Retail	250	\$ 16,803	\$ -	\$ 301,377	\$ 574,285	\$ 698,516	\$ 226,925	\$ 332,805	146.7%
Travel+Well Kiosk	Specialty Retail	363	\$ 26,501	\$ 626,108	\$ 1,260,157	\$ 1,299,952	\$ 1,500,478	\$ 537,302	\$ 734,428	136.7%
Farm To Fork To Sky Market	News & Convenience	1,870	\$ -	\$ 353,059	\$ 652,899	\$ 746,306	\$ 755,482	\$ 274,220	\$ 323,831	118.1%
Sactown	News and Convenience	848	\$ 2,870,800	\$ 3,852,151	\$ 4,928,670	\$ 4,951,683	\$ 5,395,622	\$ 2,029,237	\$ 2,295,762	113.1%
Doco Market	News & Convenience	1,397	\$ 2,380,010	\$ 5,562,619	\$ 6,630,907	\$ 6,802,606	\$ 7,240,079	\$ 2,609,657	\$ 2,906,807	111.4%
Chocolate Fish	Coffee, News, & Convenience	782	\$ 235,024	\$ 59,365	\$ 416,989	\$ 631,667	\$ 622,092	\$ 235,115	\$ 251,893	107.1%
InMotion	Specialty Retail	499	\$ 323,512	\$ 673,591	\$ 1,034,075	\$ 905,750	\$ 788,697	\$ 335,635	\$ 352,798	105.1%
No Boundaries	Specialty Retail	1,113	\$ -	\$ 285,516	\$ 577,386	\$ 749,656	\$ 823,949	\$ 320,649	\$ 296,210	92.4%
Brighton	Specialty Retail	455	\$ 120,626	\$ 201,228	\$ 542,924	\$ 641,581	\$ 715,929	\$ 284,982	\$ 239,544	84.1%
Total*		7,577	\$ 5,973,276	\$ 11,613,636	\$ 16,345,384	\$ 17,303,487	\$ 18,540,845	\$ 5,266,913	\$ 5,913,485	112.3%

*Annual Revenue is January – December

YTD through June 2025

See's Candy kiosk opened Oct. 28, 2024, replacing Travel+Well kiosk in Terminal A.

Revenue Year-Over-Year Percent Change

Terminal A

Concept	Type	Jun-24	Jun-25
Vino Volo	Wine Bar	(2.7%)	158.8%
Squeeze Inn	Quick Serve Restaurant	15.2%	151.5%
Taylor's Market	Coffee & Market	(10.0%)	86.4%
Escape Lounge	Lounge	22.0%	56.1%
The Well	News and Convenience	30.4%	24.9%
InMotion	Specialty Retail	(20.5%)	(0.4%)
Starbucks (Pre-Security)	Coffee	7.3%	(10.9%)
@ease / PopSox	Specialty Retail	(4.1%)	(16.4%)
Iron Horse	Full Service Restaurant	19.5%	(56.0%)

Terminal B

Concept	Type	Jun-24	Jun-25
Travel+Well	Specialty Retail Kiosk	13.6%	50.5%
Escape Lounge	Lounge	1.4%	37.8%
Farm To Fork To Sky Express	Specialty Retail Kiosk	3.8%	33.3%
InMotion	Specialty Retail	(29.5%)	26.1%
Starbucks	Coffee	(17.5%)	16.7%
Mango Taco	Quick Serve Restaurant	6.2%	14.0%
Esquire Grill	Full Service Restaurant	15.7%	12.9%
Cafeteria 15L	Full Service Restaurant	4.7%	8.9%
Peet's Coffee	Coffee	14.1%	6.3%
Famous Famiglia	Quick Serve Restaurant	20.4%	3.4%
Burgers & Brew	Quick Serve Restaurant	6.0%	2.0%
Sactown	News and Convenience	12.6%	1.2%
Doco Market	News & Convenience	11.4%	1.0%
Urban Crave	Quick Serve Restaurant	(2.8%)	(3.1%)
Brighton	Specialty Retail	2.1%	(3.2%)
Farm To Fork To Sky Market	News & Convenience	5.0%	(4.8%)
Chocolate Fish	Coffee, News, & Convenience	13.7%	(5.8%)
No Boundaries	Specialty Retail	13.0%	(8.5%)

Revenue Per Enplaned Passenger

Terminal A

Concept	Type	Jun-24	Jun-25
The Well	News and Convenience	\$4.20	\$4.83
Escape Lounge	Lounge	\$1.22	\$1.76
Squeeze Inn	Quick Serve Restaurant	\$0.68	\$1.57
Iron Horse	Full Service Restaurant	\$3.26	\$1.32
Taylor's Market	Coffee & Market	\$0.66	\$1.13
Vino Volo	Wine Bar	\$0.46	\$1.09
Starbucks Kiosk	Coffee	--	\$0.50
Starbucks (pre-security)	Coffee	\$0.61	\$0.50
InMotion	Specialty Retail	\$0.31	\$0.28
@ease / PopSox	Specialty Retail	\$0.16	\$0.13
See's Candy Kiosk	Specialty Retail	--	\$0.10

Terminal B

Concept	Type	Jun-24	Jun-25
Esquire Grill	Full Service Restaurant	\$1.76	\$1.98
Doco Market	News & Convenience	\$1.62	\$1.63
Cafeteria 15L	Full Service Restaurant	\$1.11	\$1.21
Sactown	News and Convenience	\$1.20	\$1.21
Escape Lounge	Lounge	\$0.85	\$1.16
Famous Famiglia	Quick Serve Restaurant	\$0.96	\$0.99
Starbucks	Coffee	\$0.72	\$0.83
Burgers & Brew	Quick Serve Restaurant	\$0.79	\$0.80
Mango Taco	Quick Serve Restaurant	\$0.45	\$0.51
Peet's Coffee	Coffee	\$0.41	\$0.43
Travel+Well	Specialty Retail Kiosk	\$0.28	\$0.42
Urban Crave	Quick Serve Restaurant	\$0.42	\$0.41
Farm To Fork To Sky Express	Specialty Retail Kiosk	\$0.14	\$0.18
InMotion	Specialty Retail	\$0.14	\$0.17
Farm To Fork To Sky Market (pre-security)	News & Convenience	\$0.17	\$0.16
No Boundaries	Specialty Retail	\$0.17	\$0.15
Brighton	Specialty Retail	\$0.15	\$0.15
Chocolate Fish (pre-security)	Coffee, News, & Convenience	\$0.13	\$0.12

See's Candy Kiosk opened October 2024
Starbucks Kiosk opened March 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

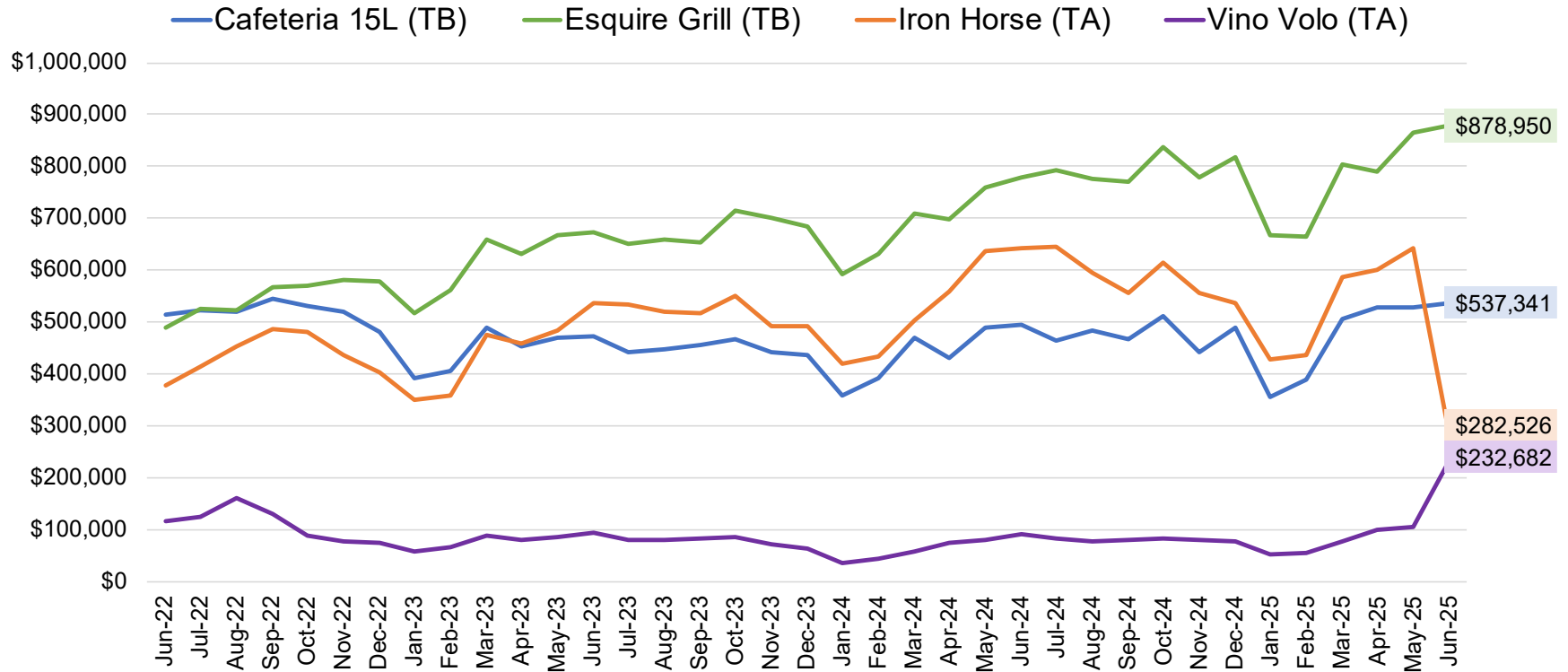
See's Candy kiosk opened Oct. 28, 2024 replacing Travel+Well kiosk in Terminal A.

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.



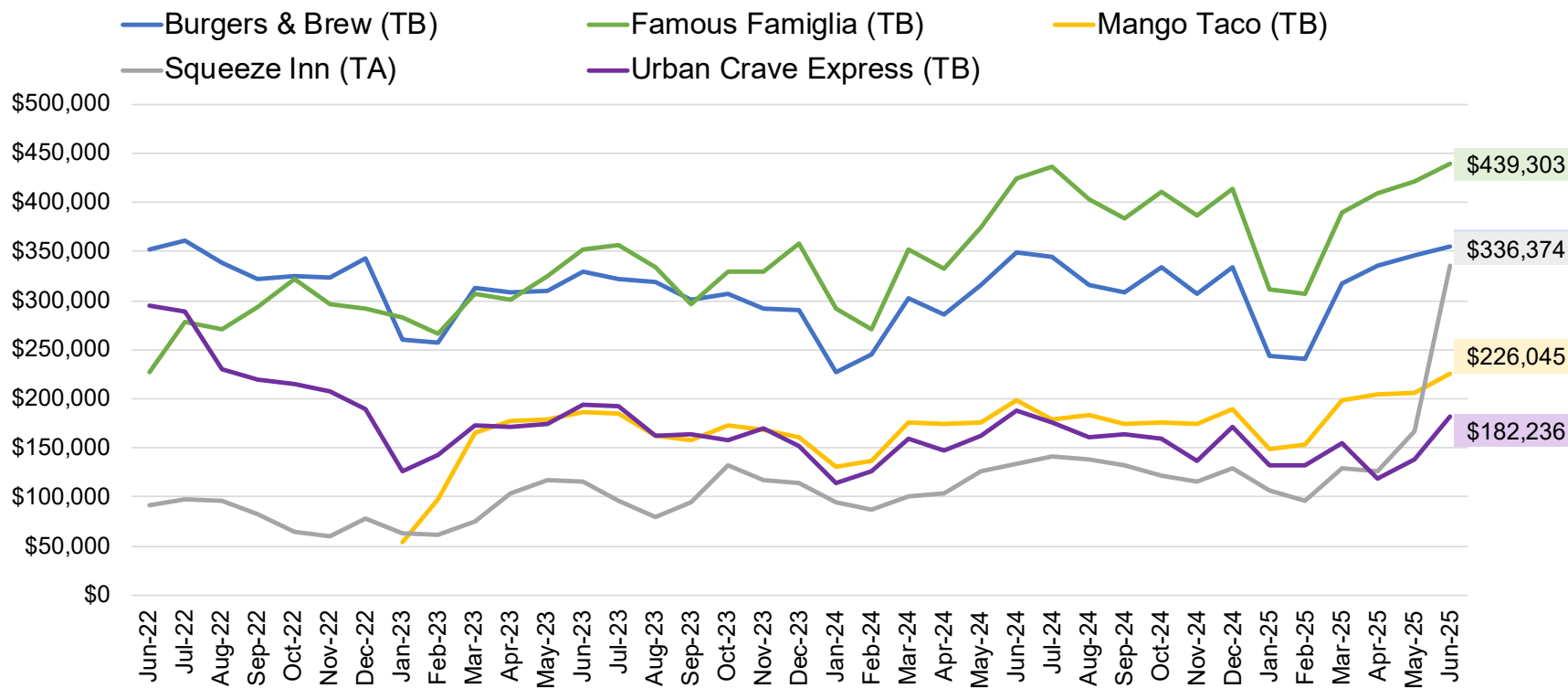
Gross Revenue by Concept Compare

Full-Service Restaurants

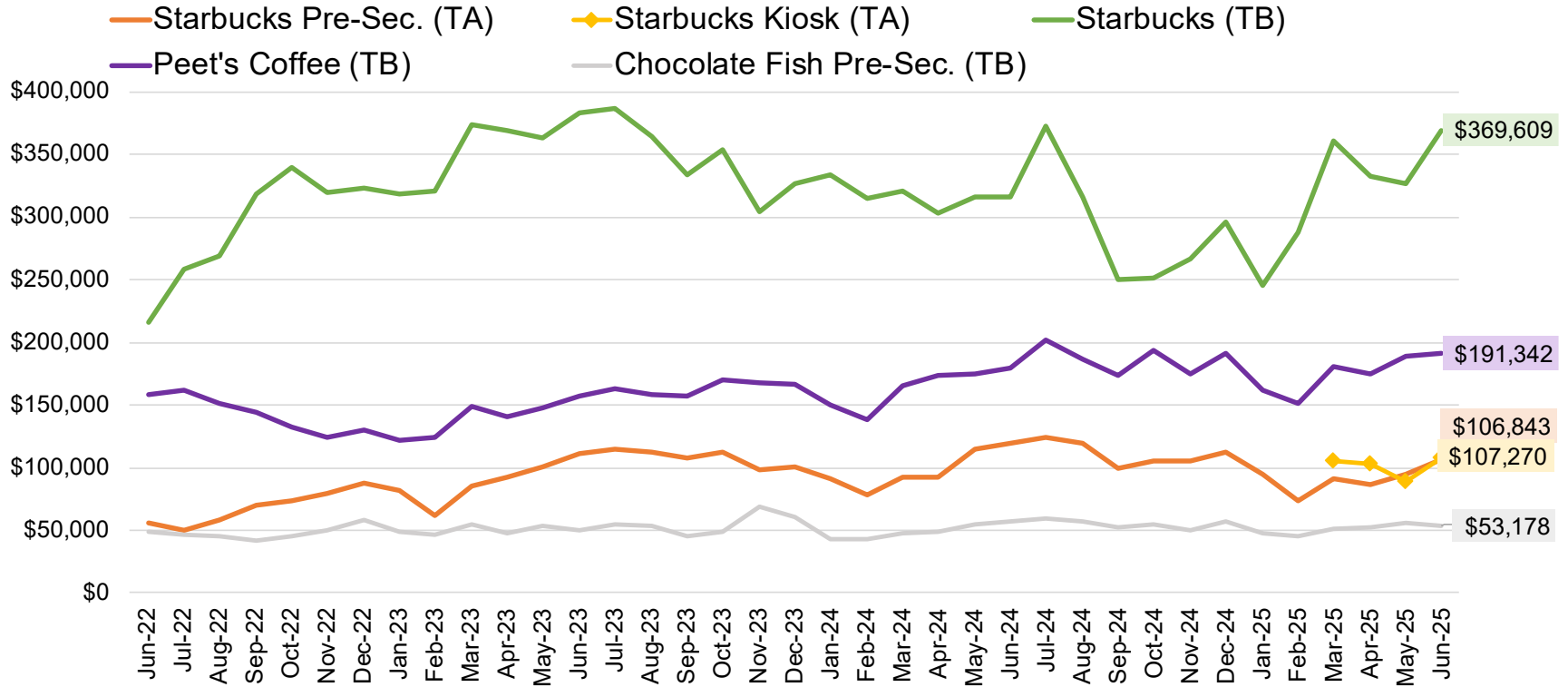


Vino Volo (Terminal B) permanently closed March 2025. Iron Horse (Terminal A) permanently closed June 13, 2025.

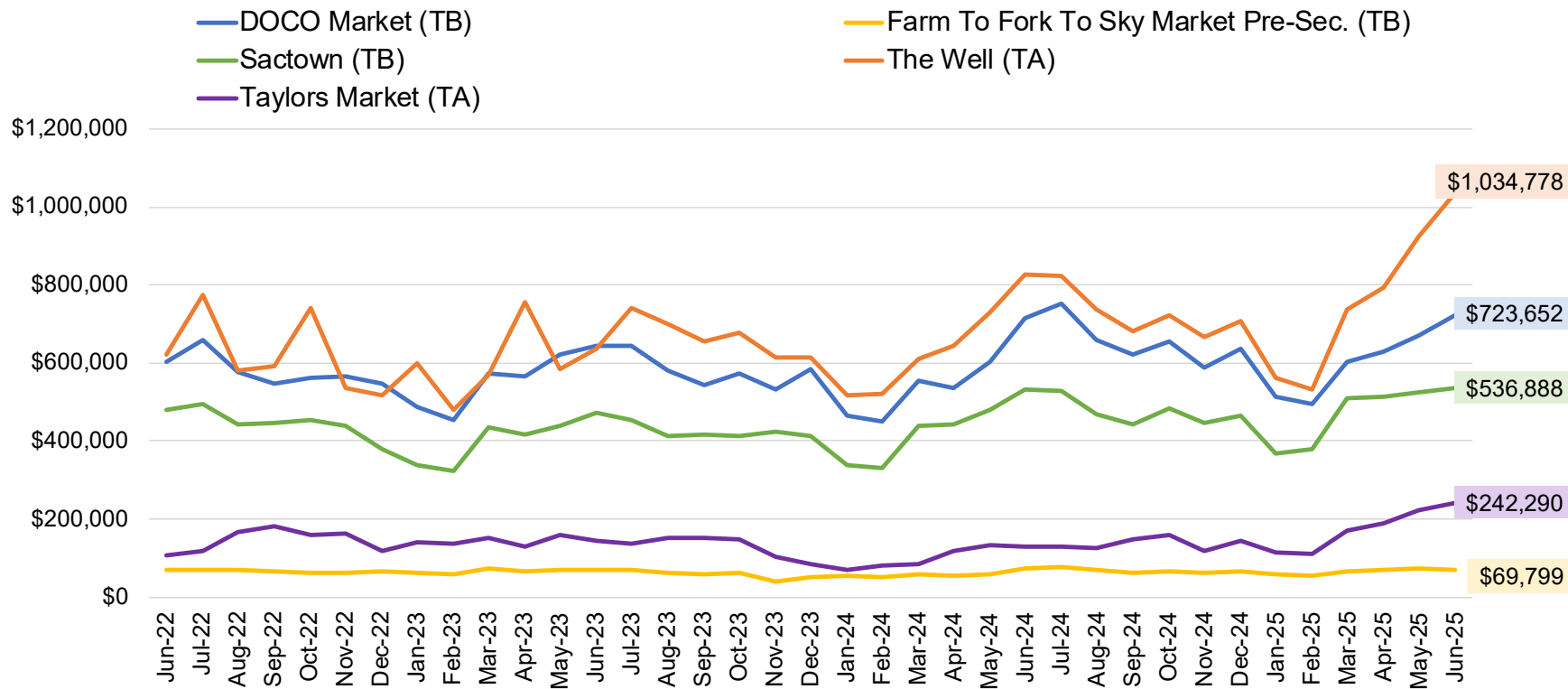
Quick-Serve Restaurants



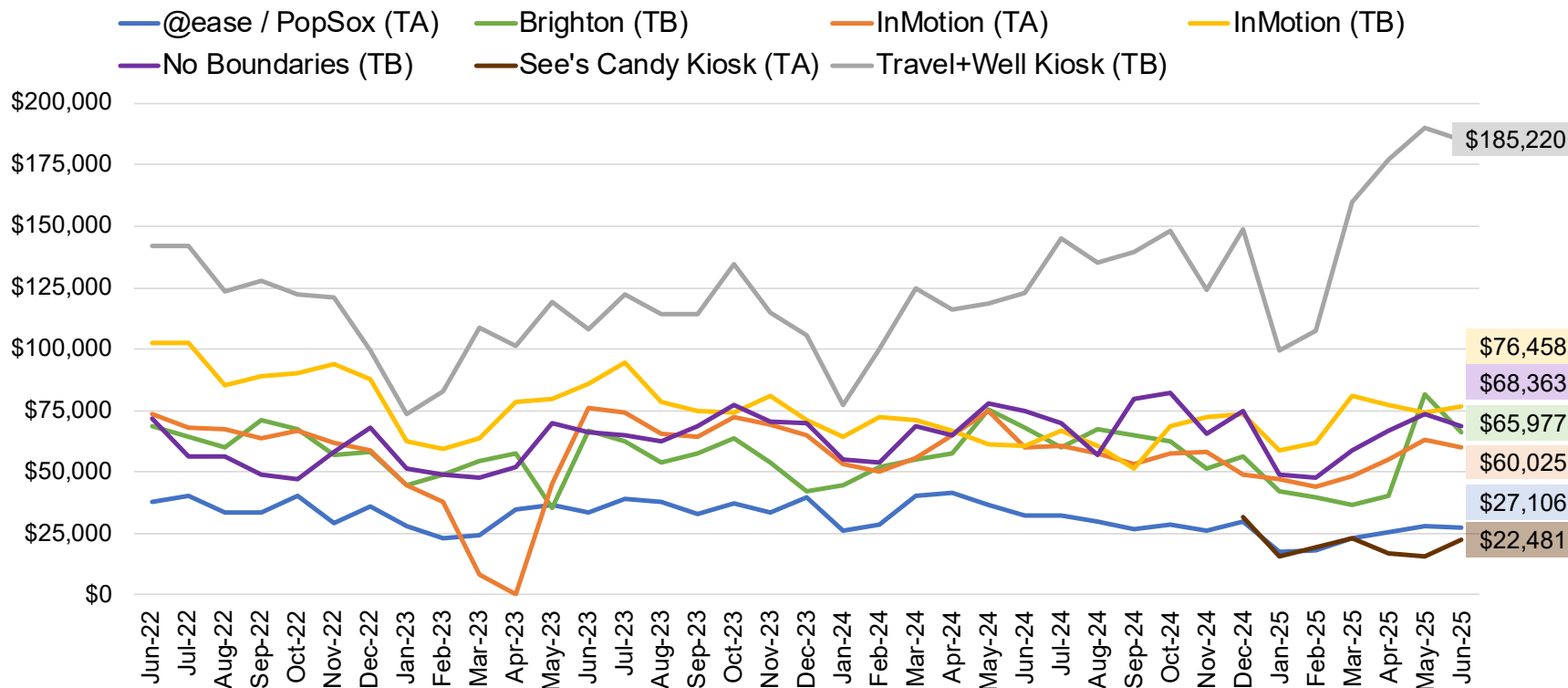
Coffee Shops



Convenience Retail

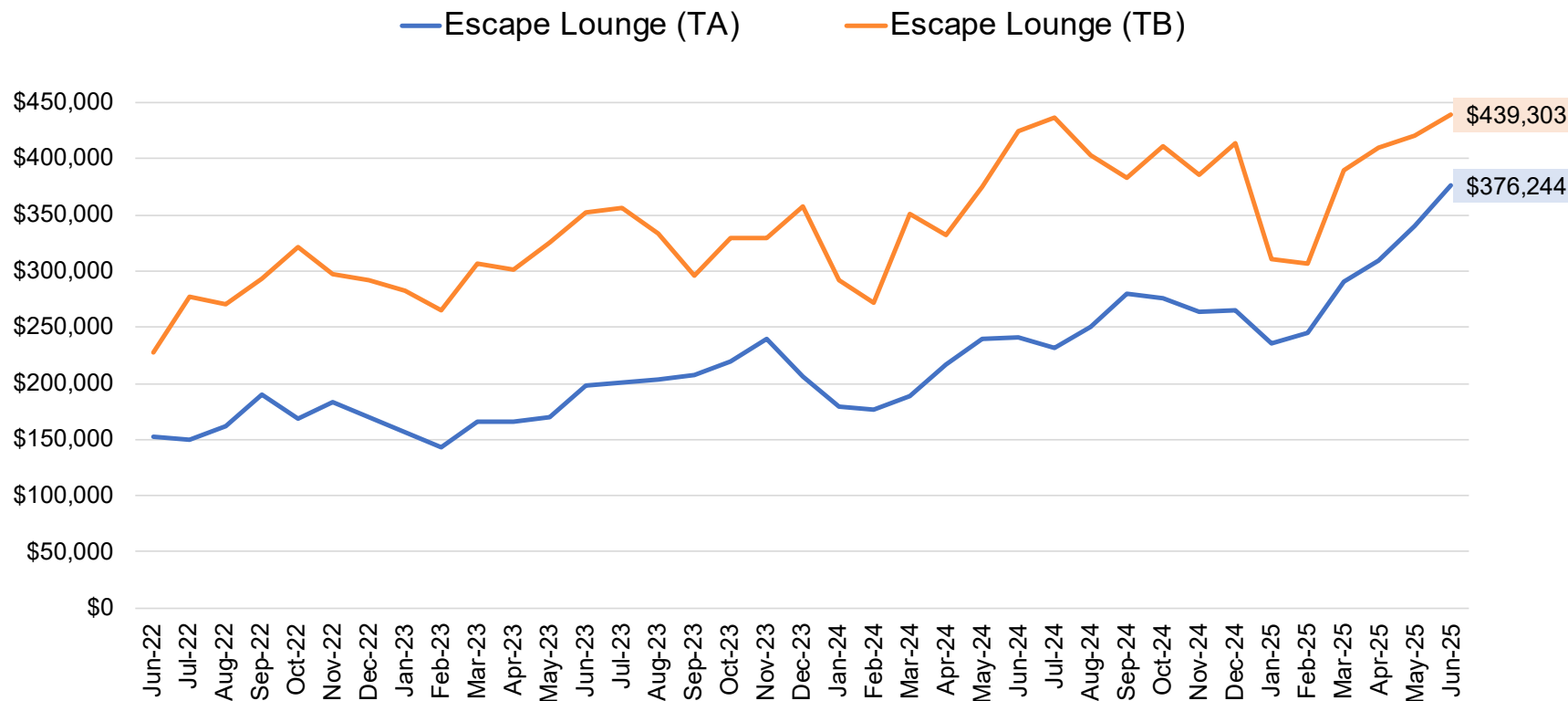


Specialty Retail



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
Iron Horse	SSP America
Squeeze Inn	SSP America
Starbucks Kiosk	HMSHost
Starbucks (pre-security)	HMSHost

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

THANK YOU

Sacramento County Department of Airports

Airport Concessions



Contact Us At SMFConcessions@saccounty.gov