



Sacramento International Airport Food & Beverage and Retail Concessions Program Insights

As of January 2024



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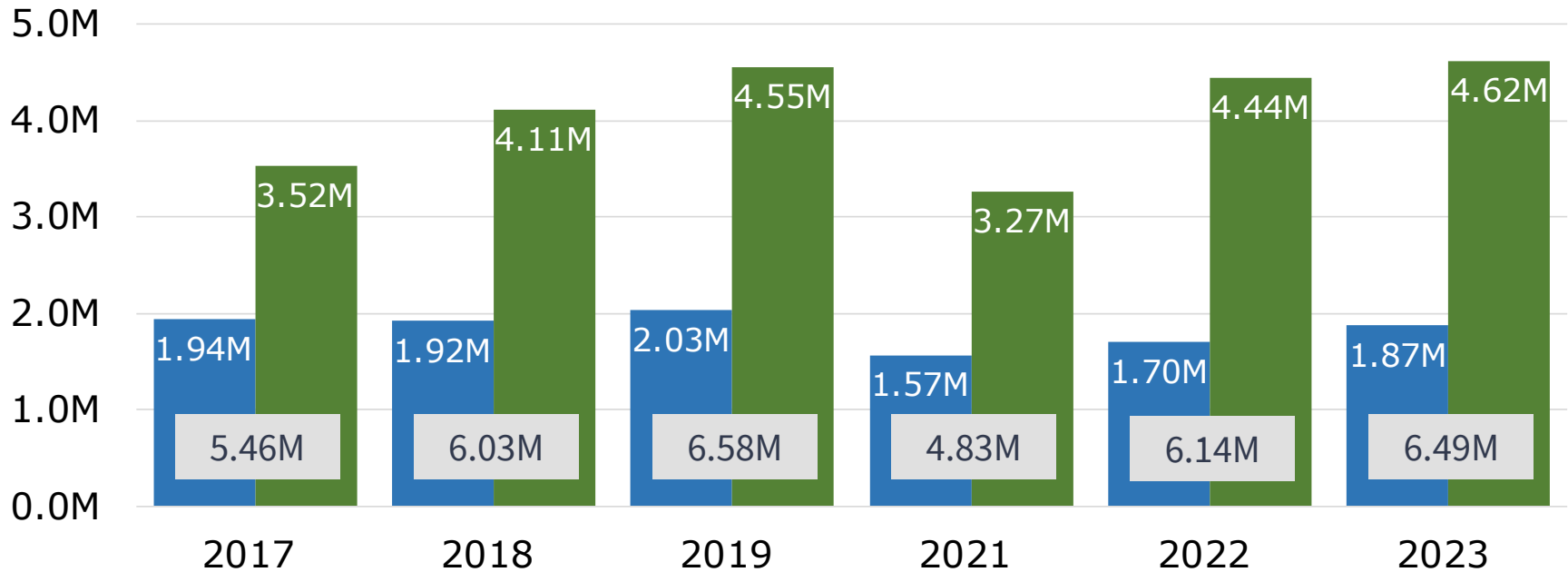


Enplanements

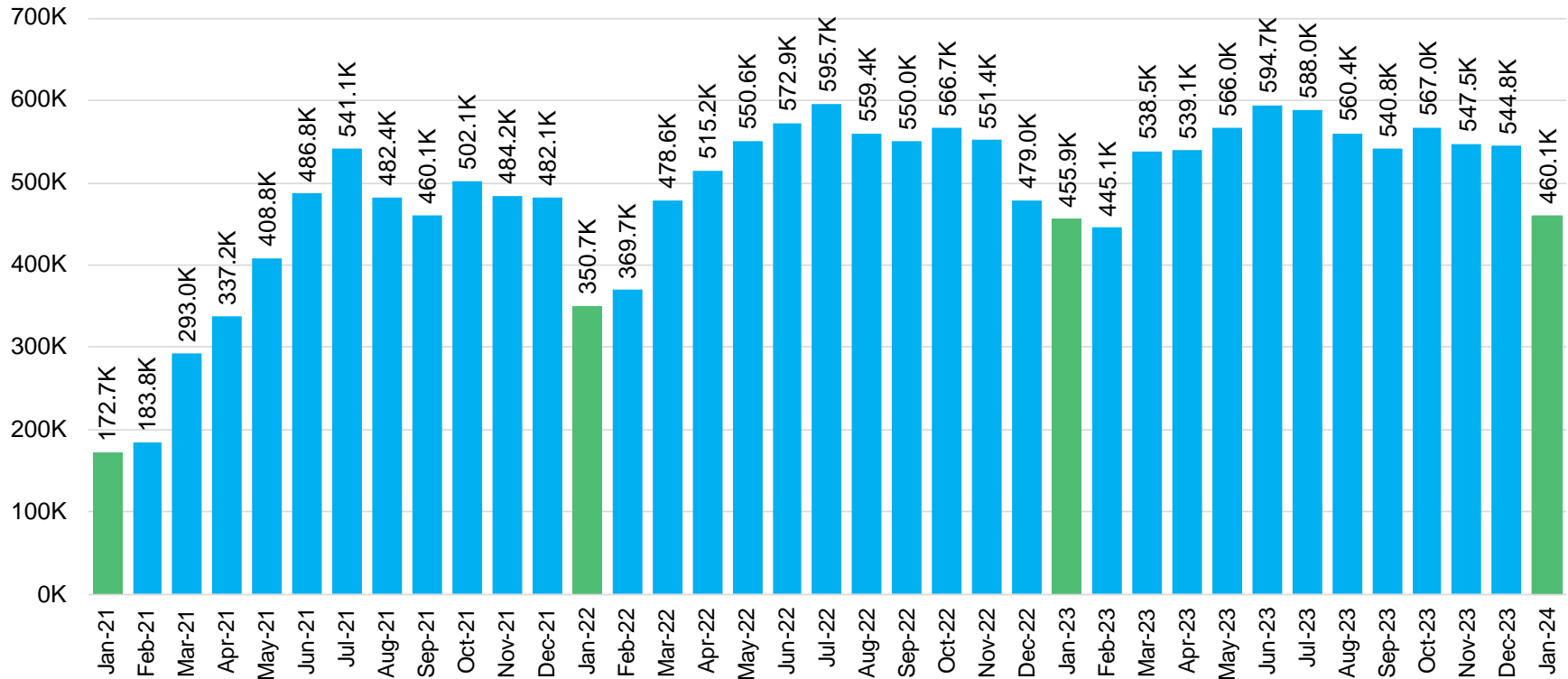
Annual Enplanements

Total Enplanements

■ Terminal A ■ Terminal B ■ Total

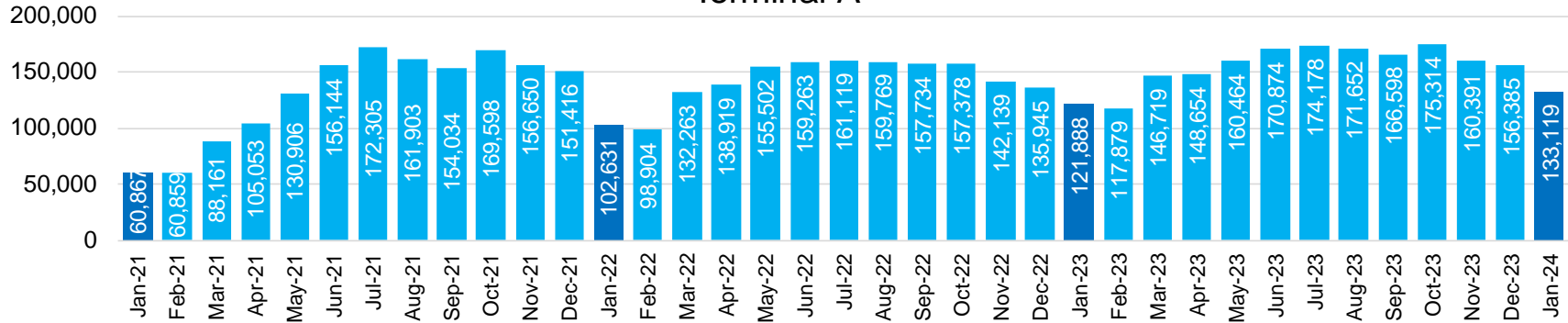


Total Enplanements

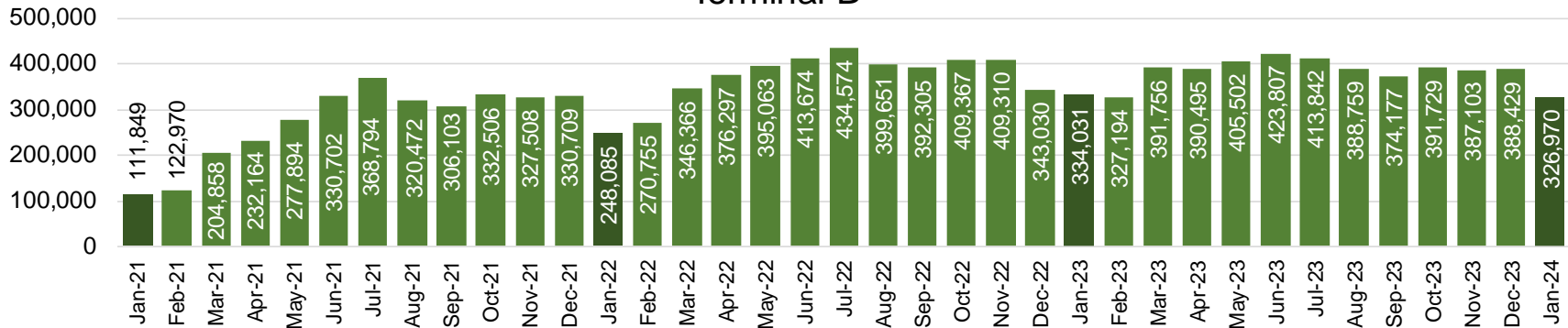


Enplanements by Terminal

Terminal A



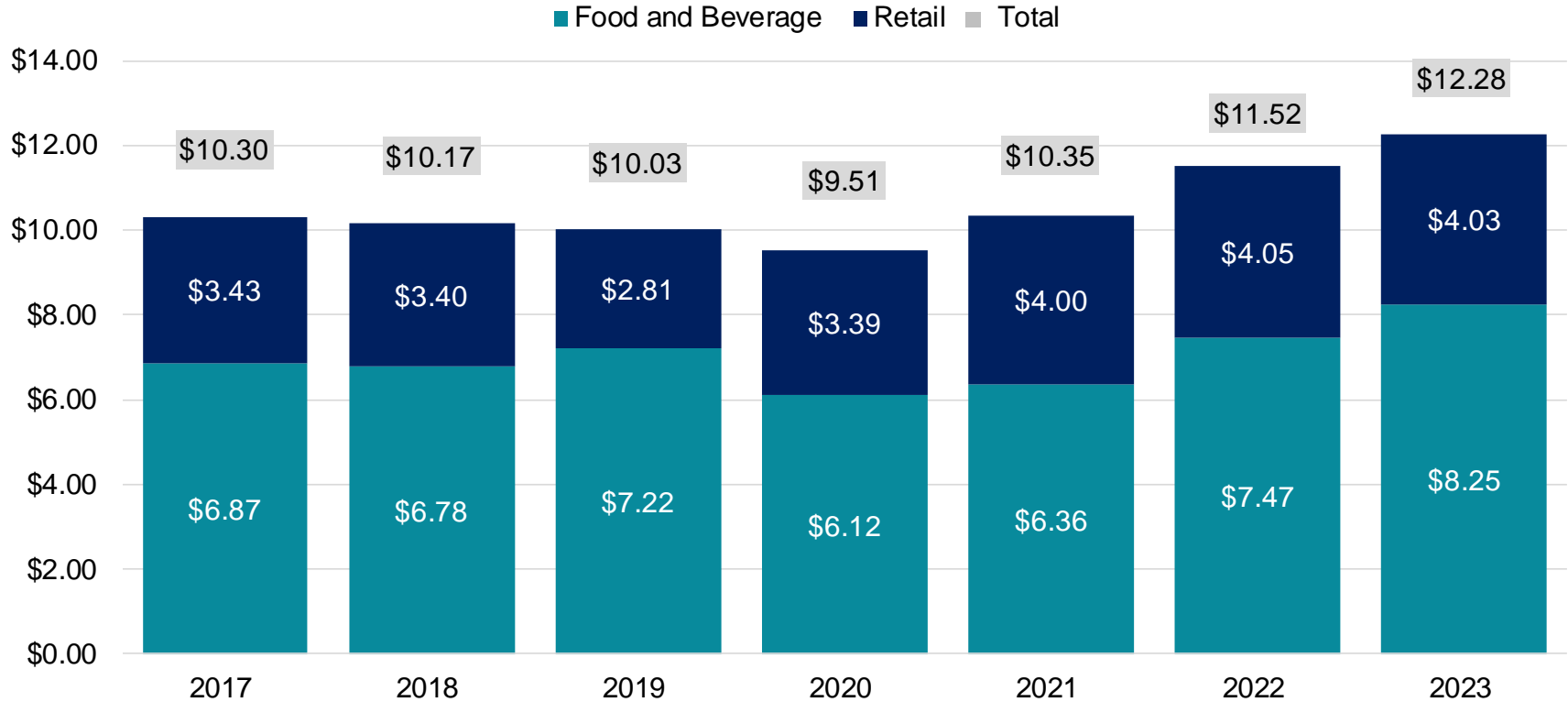
Terminal B



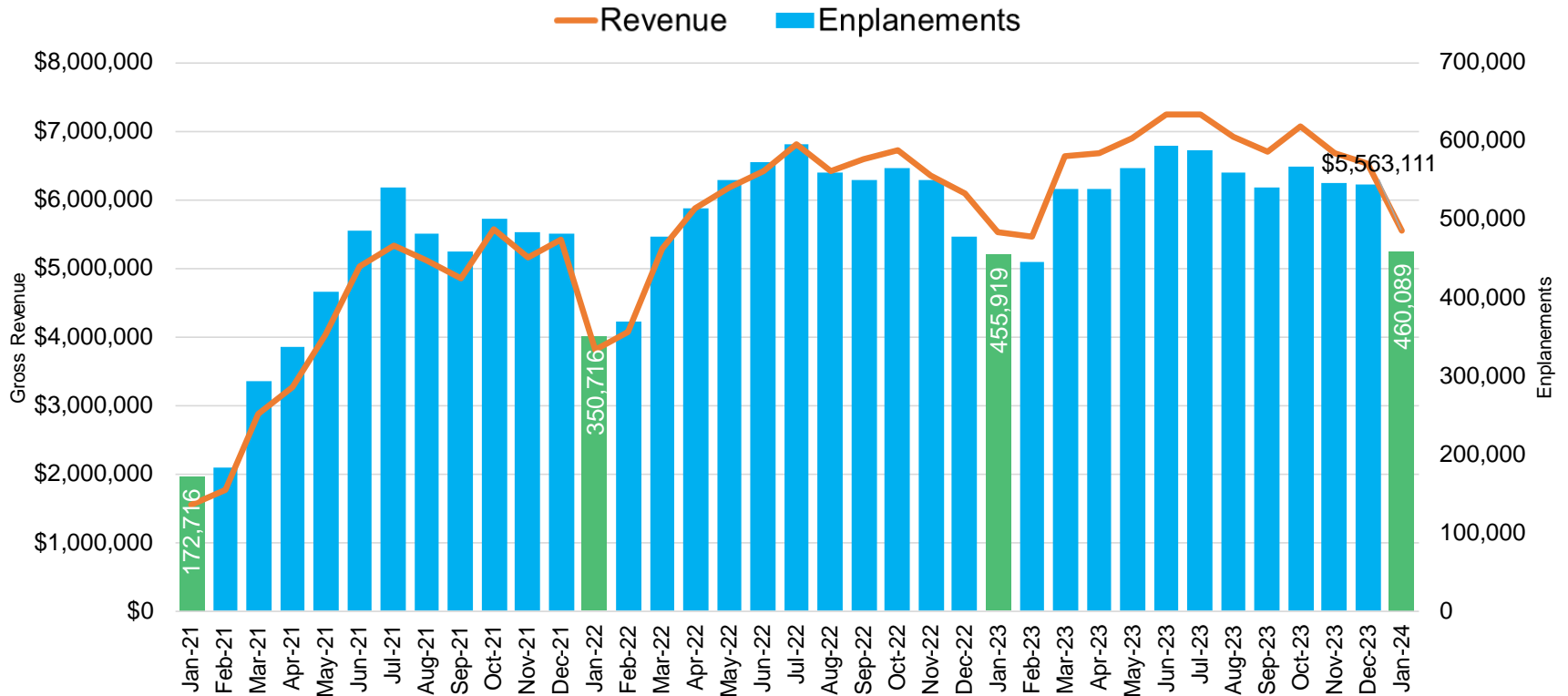


Passenger Spend

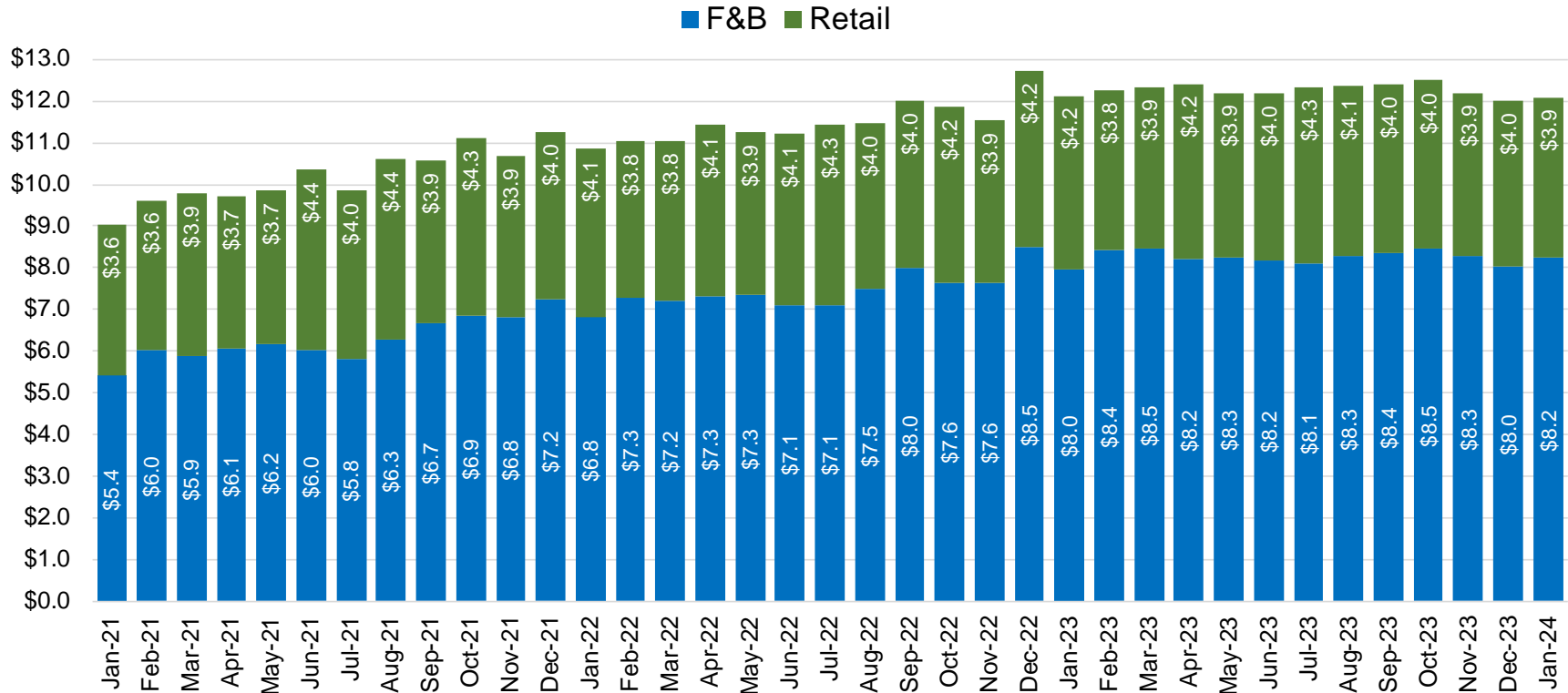
Sales per Enplaned Passenger (Annual)



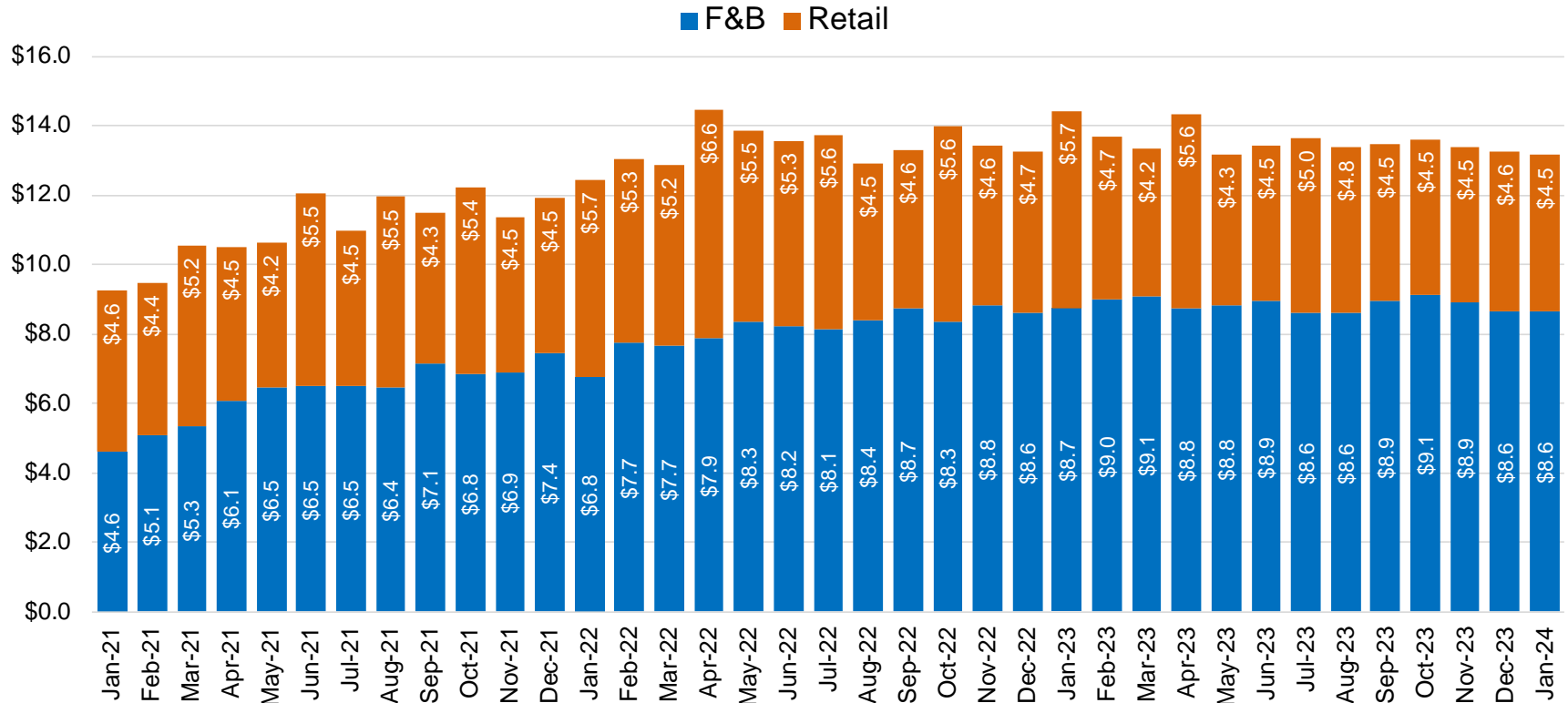
Total Enplanements vs. F&B and Retail Gross Revenue



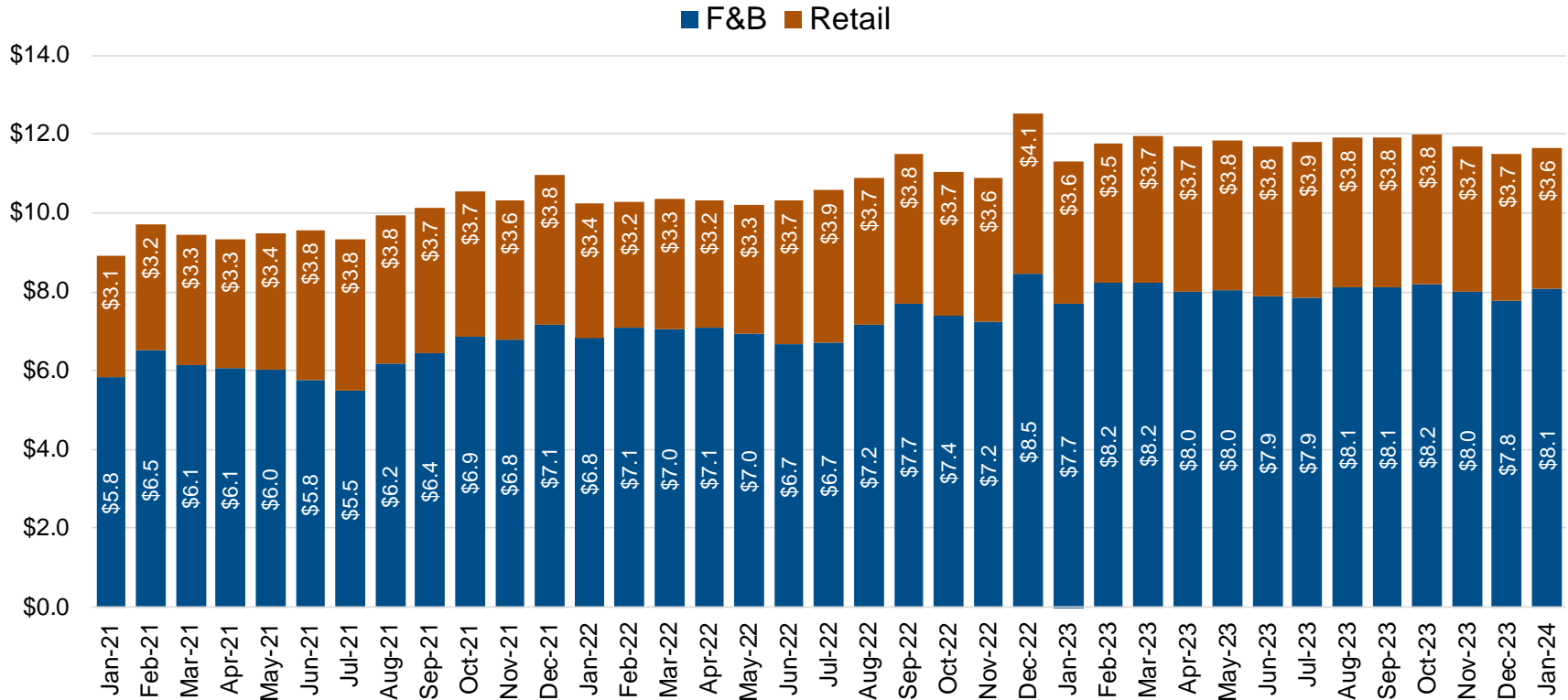
Total F&B and Retail Spend per Enplaned Passenger



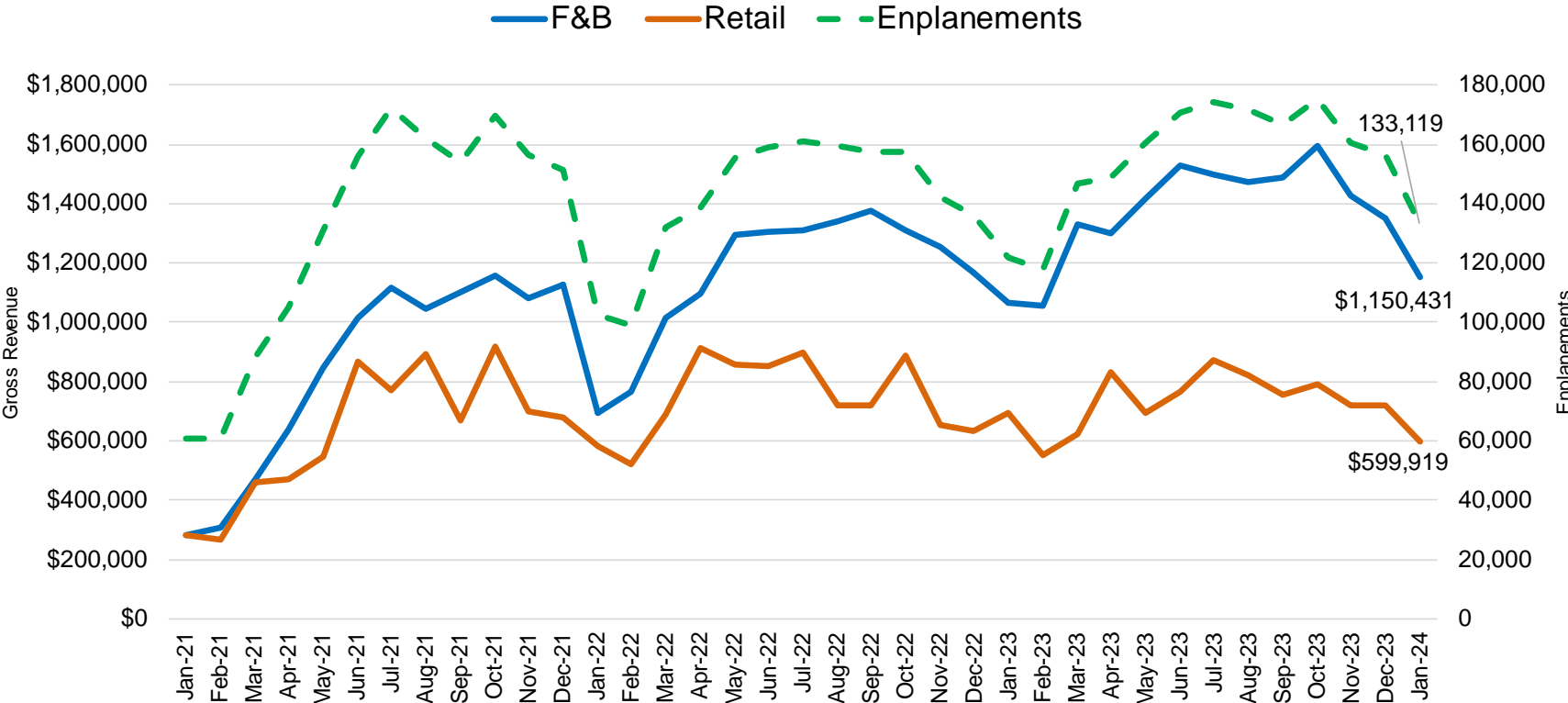
Terminal A F&B and Retail Spend per Enplaned Passenger



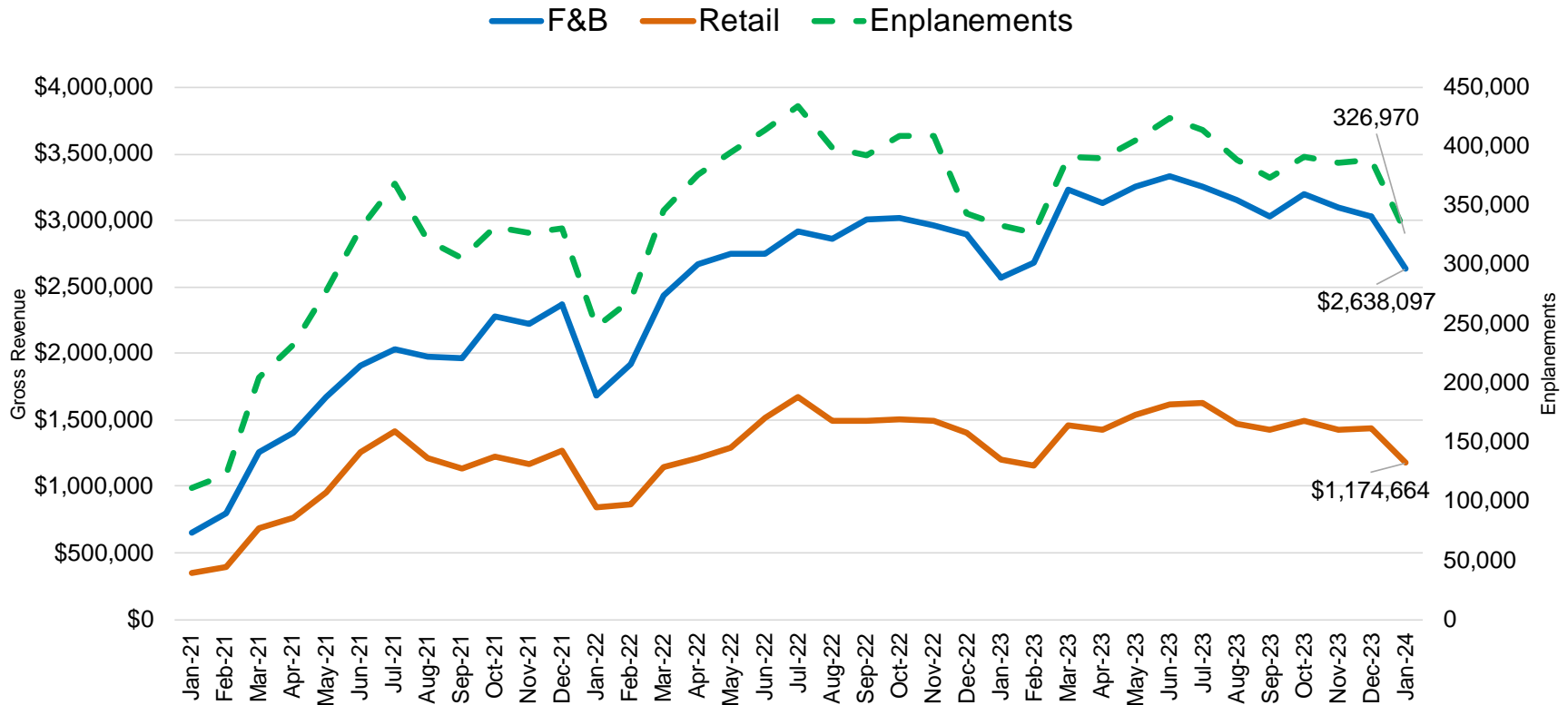
Terminal B F&B and Retail Spend per Enplaned Passenger



Enplanements vs. Gross Revenue Terminal A



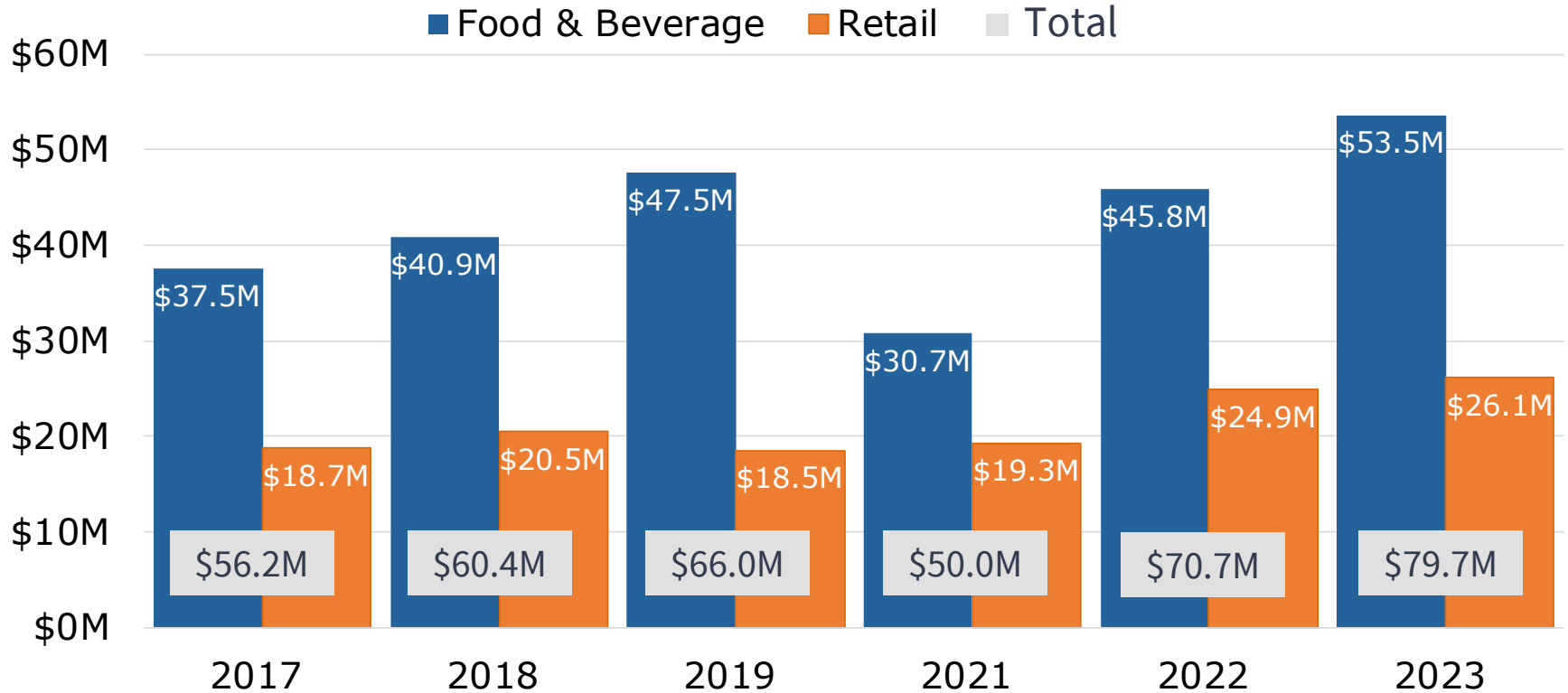
Enplanements vs. Gross Revenue Terminal B





Annual Gross Revenue

Annual Gross Revenue



Annual Revenue is January - December

F&B Annual Gross Revenue – Terminal A

Concept	Type	Location	Square Feet	2017	2018	2019	2021	2022	2023
Starbucks	Coffee Shop	Pre-Security	364	\$ 968,685	\$ 868,637	\$ 1,091,818	\$ 501,143	\$ 723,338	\$ 1,180,713
Escape Lounge	Lounge	Post-Security	2,148	\$ -	\$ -	\$ 702,166	\$ 401,877	\$ 1,657,039	\$ 2,276,238
Freshii	Quick Serve Restaurant	Post-Security	1,187	\$ 1,920,631	\$ 2,001,324	\$ 2,142,346	\$ 2,170,062	\$ 2,359,405	\$ 2,188,482
Iron Horse	Full Service Restaurant	Post-Security	5,113	\$ 4,943,290	\$ 4,940,936	\$ 5,496,182	\$ 3,194,250	\$ 4,645,970	\$ 5,767,258
Peet's Coffee	Coffee Shop	Post-Security	709	\$ 1,217,812	\$ 1,112,958	\$ 1,305,531	\$ 764,074	\$ 837,569	\$ 1,393,989
Squeeze Inn	Quick Serve Restaurant	Post-Security	1,287	\$ 1,209,366	\$ 1,282,768	\$ 1,339,132	\$ 253,076	\$ 820,927	\$ 1,171,244
Taylor's Market	Coffee & Market	Post-Security	1,131	\$ 590,935	\$ 1,274,081	\$ 1,486,786	\$ 1,779,141	\$ 1,688,497	\$ 1,633,590
Vino Volo	Wine Bar	Post-Security	1,097	\$ 802,827	\$ 783,648	\$ 883,688	\$ 1,119,509	\$ 1,203,264	\$ 926,717
Total*				\$11,653,547	\$12,264,352	\$14,447,650	\$10,183,132	\$13,936,010	\$16,538,232

Annual Revenue is January - December

F&B Annual Gross Revenue – Terminal B

Concept	Type	Location	Square Feet	2017	2018	2019	2021	2022	2023
Burgers & Brew	Quick Serve Restaurant	Post-Security	970	\$ 2,202,758	\$ 2,920,688	\$ 3,102,356	\$ 3,628,369	\$ 3,961,786	\$ 3,608,739
Cafeteria 15L	Full Service Restaurant	Post-Security	1,909	\$ 3,767,911	\$ 4,330,634	\$ 4,912,944	\$ 4,108,970	\$ 5,899,256	\$ 5,370,960
Escape Lounge	Lounge	Post-Security	1,397	\$ -	\$ -	\$ 864,537	\$ 625,791	\$ 3,248,837	\$ 4,064,904
Esquire Grill	Full Service Restaurant	Post-Security	4,338	\$ 5,853,190	\$ 6,652,055	\$ 7,467,614	\$ 3,764,665	\$ 6,017,803	\$ 7,774,751
Famous Famiglia	Quick Serve Restaurant	Post-Security	984	\$ 1,961,166	\$ 2,053,079	\$ 2,457,369	\$ 1,492,678	\$ 2,899,223	\$ 3,839,178
Mango Taco	Quick Serve Restaurant	Post-Security	956	\$ -	\$ -	\$ -	\$ -	\$ 19,491	\$ 1,867,787
Peet's Coffee	Coffee Shop	Post-Security	1,030	\$ 1,365,567	\$ 1,259,839	\$ 1,648,626	\$ 296,096	\$ 1,442,306	\$ 1,823,122
Starbucks	Coffee Shop	Post-Security	932	\$ 2,722,973	\$ 2,832,584	\$ 3,279,272	\$ 2,334,685	\$ 3,118,304	\$ 4,198,879
Urban Crave	Quick Serve Restaurant	Post-Security	1,242	\$ -	\$ -	\$ -	\$ 2,551,710	\$ 2,619,020	\$ 1,978,960
Vino Volo	Wine Bar	Post-Security	1,218	\$ 1,349,543	\$ 1,585,438	\$ 1,737,982	\$ 1,740,022	\$ 2,676,406	\$ 2,462,228
Total*				\$19,223,107	\$21,634,316	\$25,470,702	\$20,542,984	\$31,902,432	\$36,989,509

Annual Revenue is January - December
 Urban Crave previously Jack's Urban Eats
 Mango Taco opened late Dec. 2022

Retail Annual Gross Revenue – Terminal A

Concept	Type	Location	Square Feet	2017	2018	2019	2021	2022	2023
@ease / PopSox	Specialty Retail	Post-Security	1,366	\$ -	\$ -	\$ 344,110	\$ 421,332	\$ 406,696	\$ 401,154
InMotion	Specialty Retail	Post-Security	549	\$ 813,845	\$ 879,940	\$ 1,021,975	\$ 686,234	\$ 701,290	\$ 622,097
Travel+Well Kiosk	Specialty Retail Kiosk	Post-Security	150	\$ -	\$ -	\$ 69,732	\$ -	\$ 66,368	\$ 53,756
The Well	News and Convenience	Post-Security	3,593	\$ -	\$ 1,722,334	\$ 4,347,578	\$ 6,221,208	\$ 7,140,177	\$ 7,619,510
Total*				\$ 813,845	\$ 2,602,274	\$ 5,783,394	\$ 7,328,774	\$ 8,314,531	\$ 8,696,517

Annual Revenue is January - December

Retail Annual Gross Revenue – Terminal B

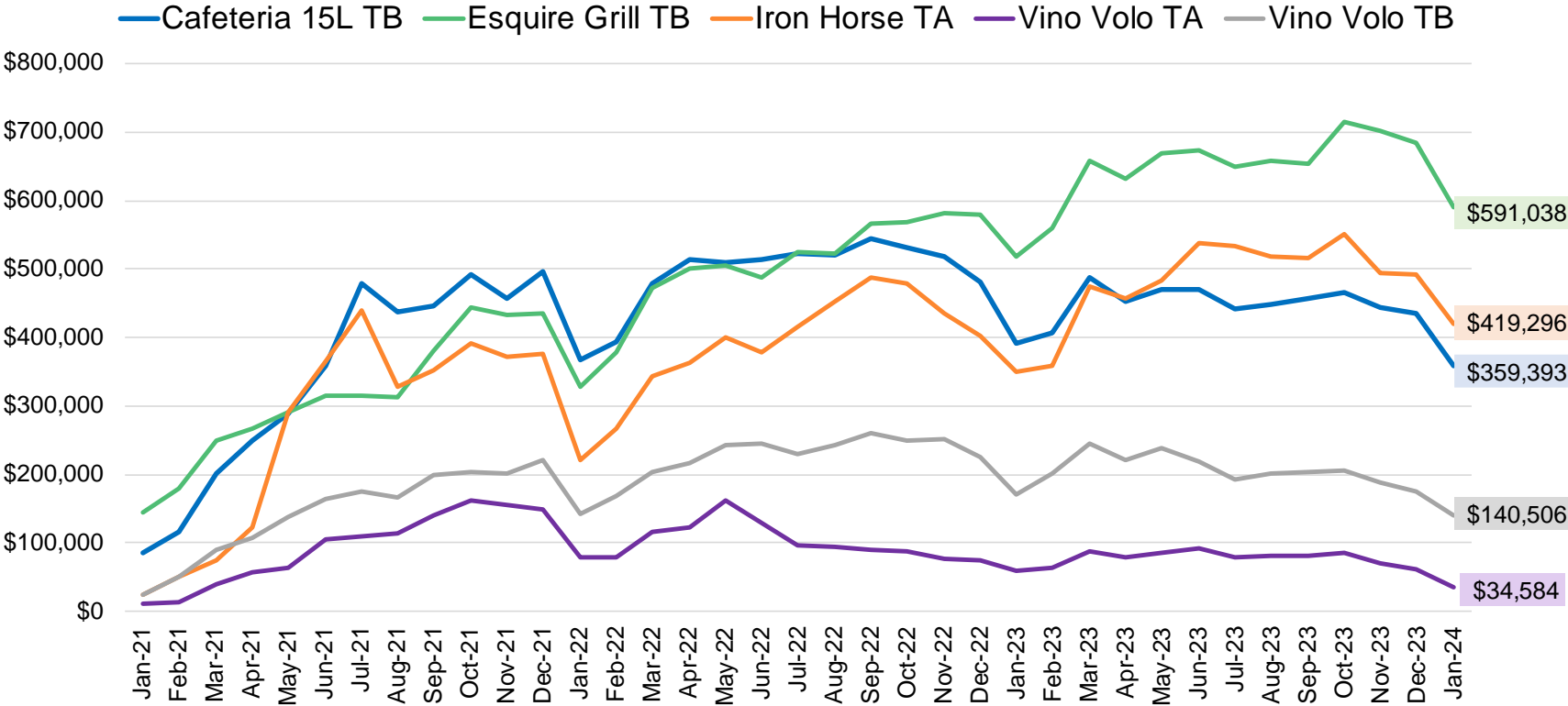
Concept	Type	Location	Square Feet	2017	2018	2019	2021	2022	2023
Chocolate Fish	Coffee, News, & Convenience	Pre-Security	782	\$ -	\$ -	\$ 235,024	\$ 59,365	\$ 416,989	\$ 631,667
Farm To Fork To Sky Market	News & Convenience	Pre-Security	1,870	\$ -	\$ -	\$ -	\$ 353,059	\$ 652,899	\$ 746,306
Brighton	Specialty Retail	Post-Security	455	\$ 631,171	\$ 312,738	\$ 120,626	\$ 201,228	\$ 542,924	\$ 641,581
Doco Market	News & Convenience	Post-Security	1,397	\$ -	\$ -	\$ 2,380,010	\$ 5,562,619	\$ 6,630,907	\$ 6,802,606
Farm To Fork To Sky Express	Specialty Retail Kiosk	Post-Security	250	\$ -	\$ -	\$ 16,803	\$ -	\$ 301,377	\$ 574,285
InMotion	Specialty Retail	Post-Security	499	\$ 987,547	\$ 1,164,795	\$ 323,512	\$ 673,591	\$ 1,034,075	\$ 905,750
No Boundaries	Specialty Retail	Post-Security	1,113	\$ -	\$ -	\$ -	\$ 285,516	\$ 577,386	\$ 749,656
Sactown	News and Convenience	Post-Security	848	\$ -	\$ -	\$ 2,870,800	\$ 3,852,151	\$ 4,928,670	\$ 4,951,683
Travel+Well	Specialty Retail Kiosk	Post-Security	300	\$ -	\$ -	\$ -	\$ 626,108	\$ 1,260,157	\$ 1,299,952
Total*				\$ 1,618,717	\$ 1,477,533	\$ 5,946,775	\$11,613,636	\$16,345,384	\$17,303,487

Annual Revenue is January - December

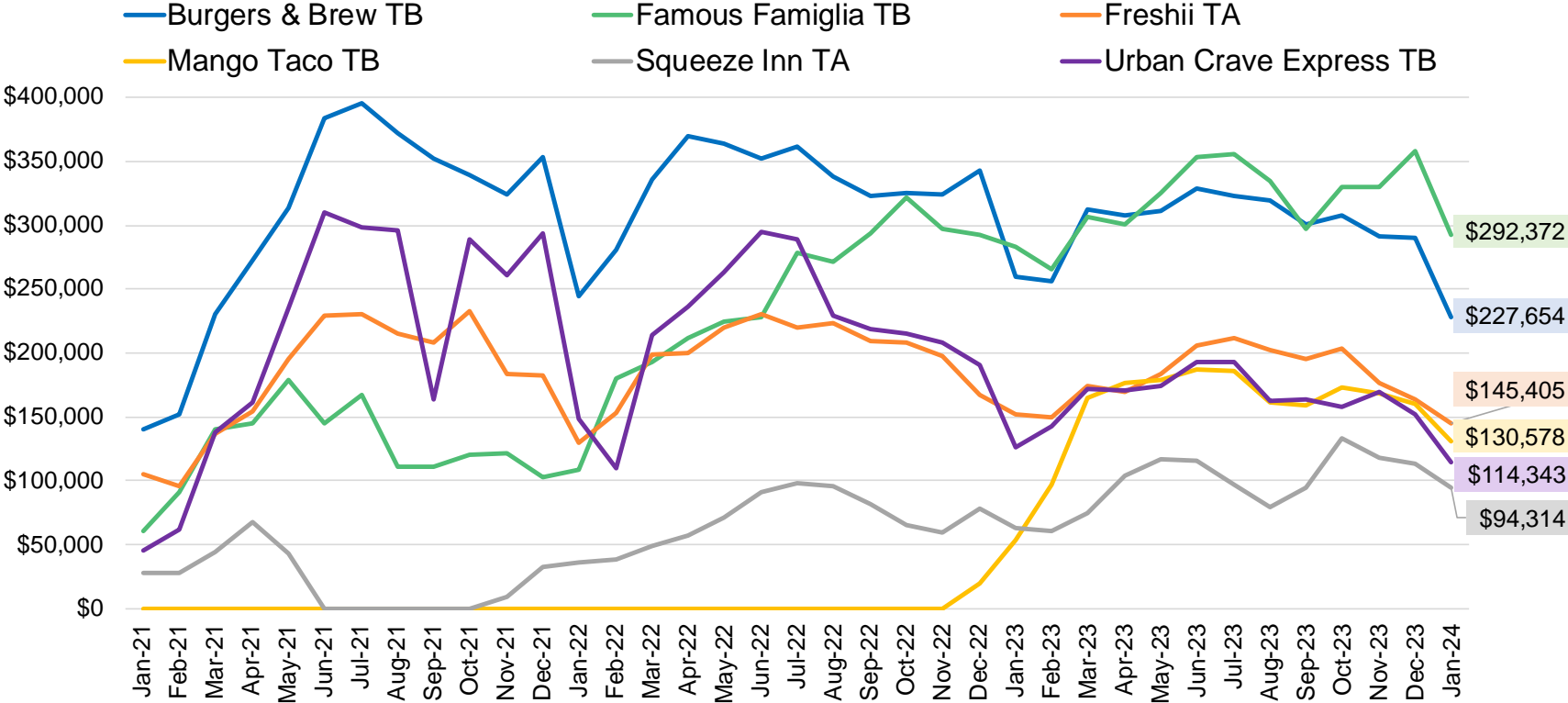


Gross Revenue by Concept Compare

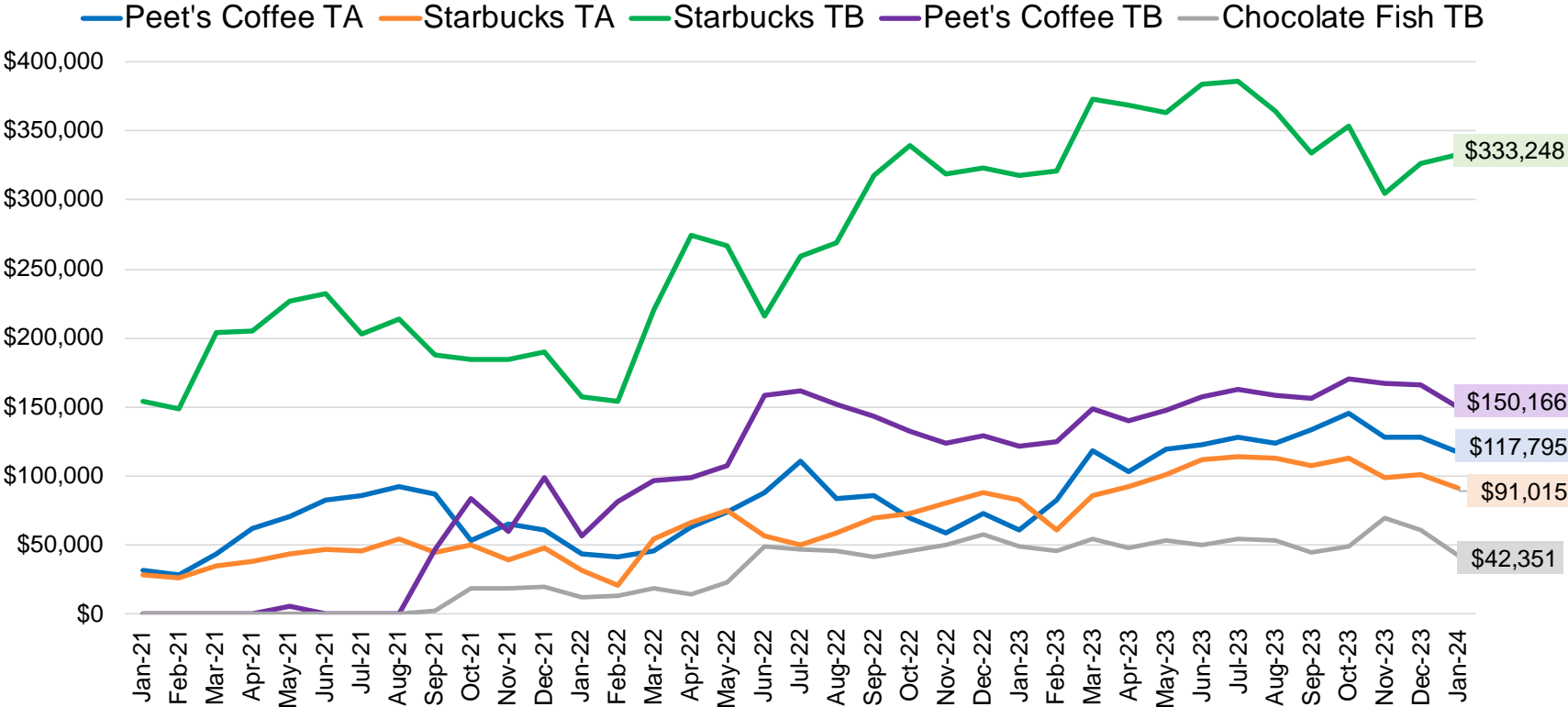
Full-Service Restaurants



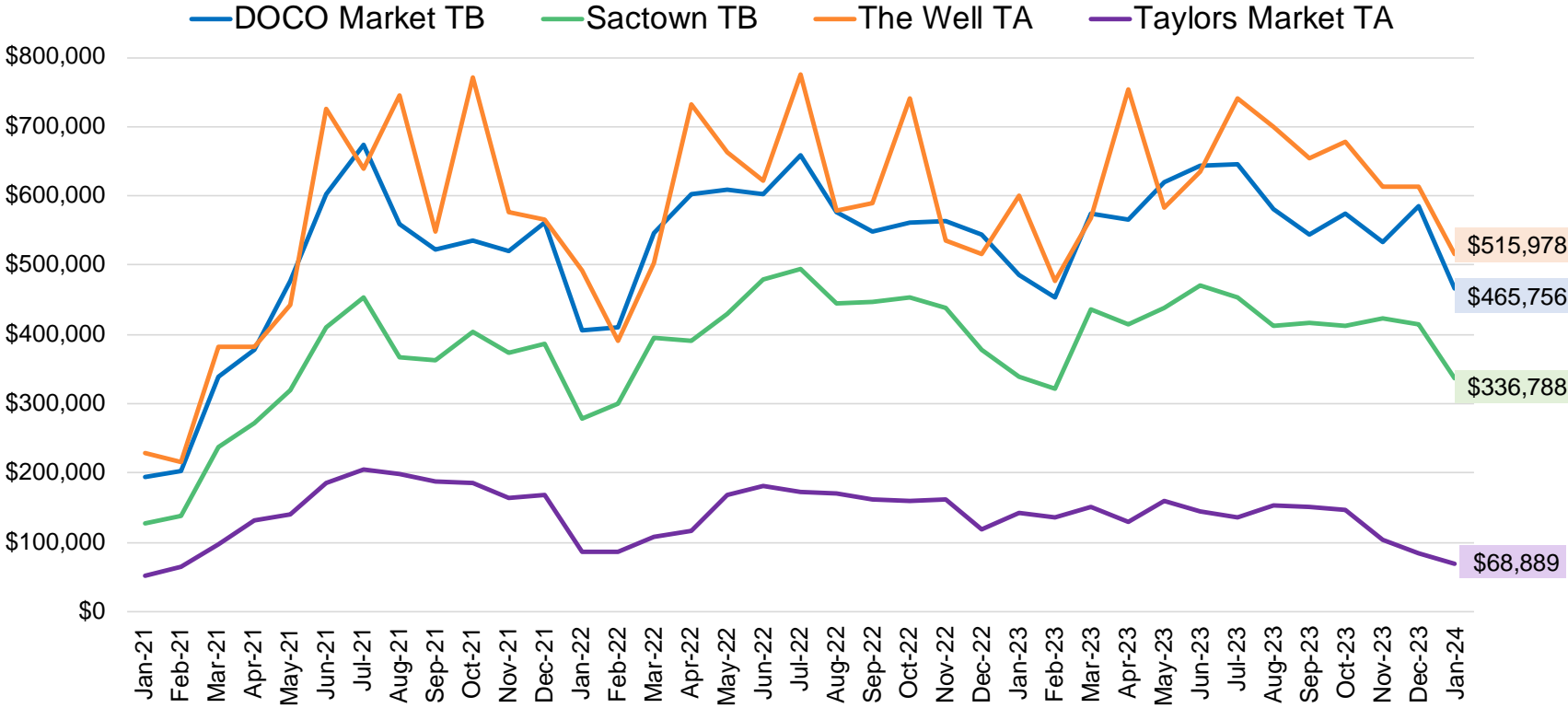
Quick-Serve Restaurants



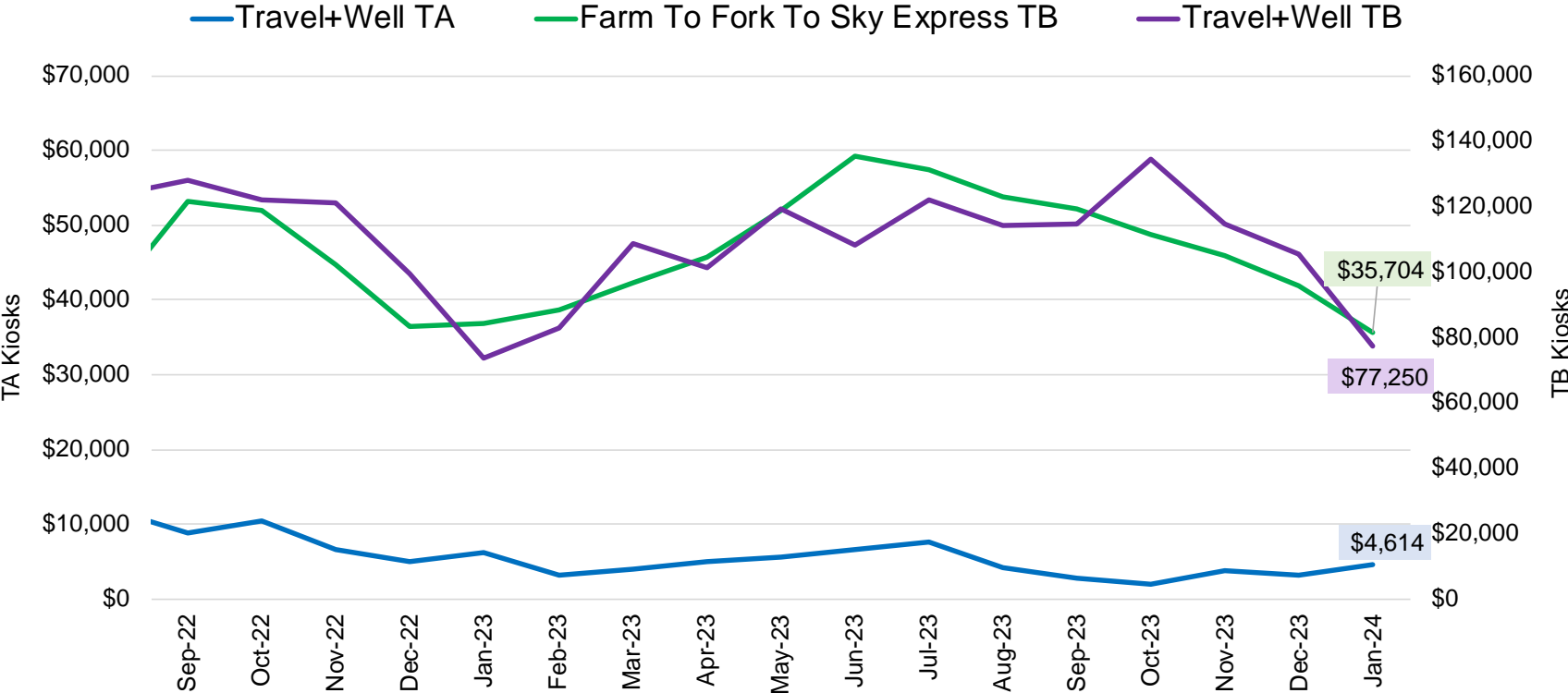
Coffee Shops



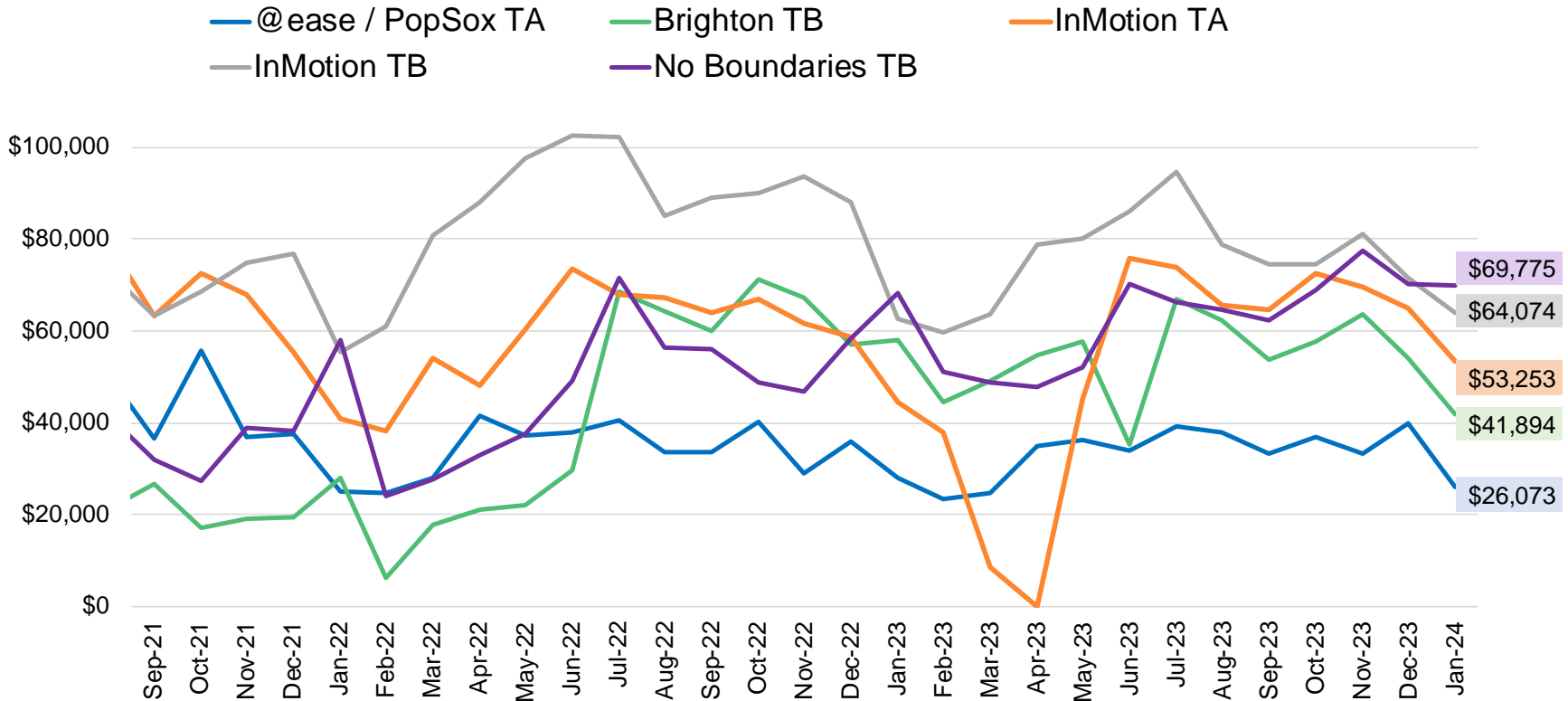
Convenience Retail



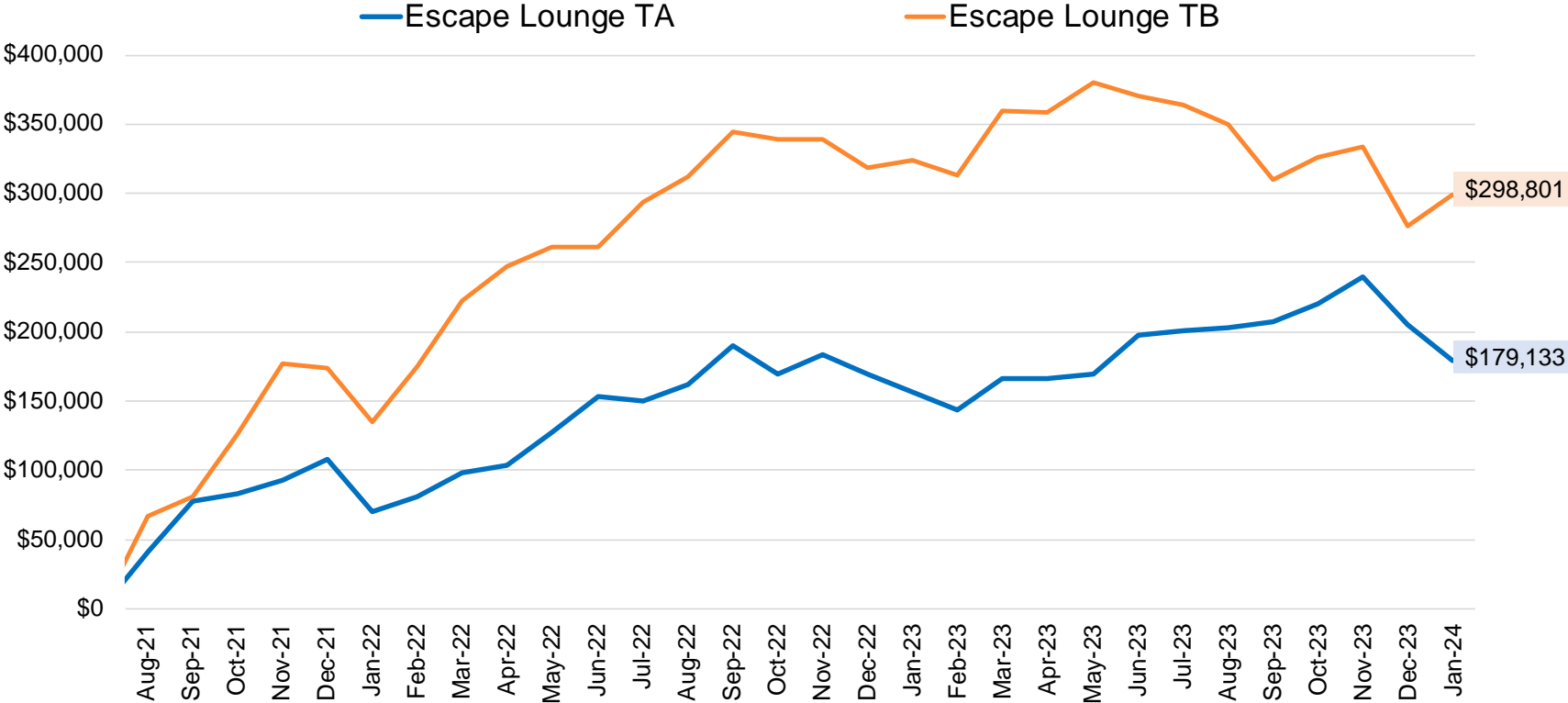
Retail Kiosks



Specialty Retail



Lounges



Concept Operators

Terminal A	
Concept	Operator
Escape Lounge	CAVU
Freshii	Kelli's Place
@ease / PopSox	Marshall Retail Group
InMotion	Marshall Retail Group
The Well	Marshall Retail Group
Travel+Well Kiosk	Marshall Retail Group
Taylor's Market	Paradies Lagadere
Vino Volo	Paradies Lagadere
Iron Horse	SSP America
Peet's Coffee	SSP America
Squeeze Inn	SSP America
Starbucks	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	Paradies Lagadere
No Boundaries	Paradies Lagadere
Sactown	Paradies Lagadere
Vino Volo	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	Paradies Lagadere

THANK YOU

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