

# F&B Concessions Operators Terminal A

Concept	Type	Location	Current Operator	Term Ends
Freshii	Quick Serve Restaurant	Post-Security	SSP America	7/31/2024
Iron Horse	Full Service Restaurant	Post-Security	SSP America	7/31/2024
Peet's Coffee	Coffee Shop	Post-Security	SSP America	7/31/2024
Squeeze Burger	Quick Serve Restaurant	Post-Security	SSP America	7/31/2024
Starbucks	Coffee Shop	Pre-Security	HMS Host	10/31/2024
LaTaqueria	Full Service Restaurant	Post-Security	NA - Closed	NA
Paesanos	Quick Serve Restaurant	Post-Security	NA - Closed	NA
Vino Volo	Wine Bar	Post-Security	Paradies Lagardere	10/31/2026
Escape Lounge	Lounge	Post-Security	MAG US Lounge Management	10/31/2029

Note: For reference only. Includes concepts not available for 2024 RFP process.  
 Source: Sacramento International Airport

# F&B Concessions Operators Terminal B

Concept	Type	Location	Current Operator	Term Ends
Burgers & Brew	Quick Serve Restaurant	Post-Security	HMSHost	10/31/2024
Cafeteria 15L	Full Service Restaurant	Post-Security	SSP America	10/31/2024
Esquire Grill	Full Service Restaurant	Post-Security	HMSHost	10/31/2024
Famous Famiglia	Quick Serve Restaurant	Post-Security	Famiglia-DeBartolo	10/31/2024
Starbucks	Coffee Shop	Post-Security	HMSHost	10/31/2024
Vino Volo	Wine Bar	Post-Security	Paradies Lagardere	10/31/2024
Camden Foods	Coffee Shop	Pre-Security	NA - Closed	NA
The Gateway Bar	Full Service Restaurant	Pre-Security	NA - Closed	NA
Dos Coyote's	Quick Serve Restaurant	Post-Security	SSP America	TBD / 2024
Peet's	Coffee Shop	Post-Security	SSP America	TBD / 2024
Urban Crave	Quick Serve Restaurant	Post-Security	SSP America	TBD / 2024
Escape Lounge	Lounge	Pre-Security	MAG US Lounge Management	10/31/2029

Note: For reference only. Includes concepts not available for 2024 RFP process.  
Source: Sacramento International Airport

# Major Airlines by Terminal

## Terminal A

Airline	Domestic / International
American Airlines	Domestic / International
Air Canada	International
Delta Airlines	Domestic
United Airlines	Domestic

## Terminal B

Airline	Domestic / International
AeroMexico	International
Alaska Airlines	Domestic / International
Frontier	Domestic
Hawaiian Airlines	Domestic
Horizon Air	Domestic
Jet Blue	Domestic / International
Southwest	Domestic / International
Spirit	Domestic
Volaris	International

Note: Commuter and Connector airlines not included.  
<https://sacramento.aero/smf/flight-and-travel/airlines>

# Total Enplaned & Deplaned Passengers

Note: SMF expects traffic to increase by ~3% annually

Year	January	February	March	April	May	June	July	August	September	October	November	December	Annual / YTD Total
2003	624,000	600,284	683,448	717,996	777,251	835,295	851,696	820,658	696,960	734,204	708,121	728,250	8,778,163
2004	614,700	636,343	760,218	820,754	841,176	902,422	919,688	893,985	769,060	820,983	796,627	804,766	9,580,722
2005	716,874	696,146	867,879	826,318	909,823	938,261	947,996	932,588	839,452	861,225	844,049	822,455	10,203,066
2006	741,265	713,008	849,165	863,109	911,344	969,411	948,365	926,692	823,950	885,524	871,952	859,015	10,362,800
2007	785,255	743,038	895,879	900,533	959,268	1,015,617	1,013,042	997,414	853,982	887,997	867,507	848,107	10,767,639
2008	745,393	741,511	867,057	837,966	917,993	938,782	922,118	889,601	746,450	788,042	720,750	728,644	9,844,307
2009	632,283	608,642	724,901	750,711	765,836	827,933	823,093	783,976	705,074	750,043	695,384	713,066	8,780,942
2010	623,959	583,637	714,664	726,286	768,568	827,854	826,554	773,705	696,275	734,296	694,842	696,698	8,667,338
2011	626,761	580,773	688,257	692,308	747,041	783,440	790,649	766,588	696,573	703,057	737,796	734,684	8,547,927
2012	649,268	632,282	729,253	735,571	780,494	810,399	833,369	828,279	717,057	752,433	729,621	711,632	8,909,658
2013	635,111	598,512	730,069	709,487	772,052	802,096	795,129	768,809	706,618	727,298	700,086	741,263	8,686,530
2014	642,576	597,120	717,256	739,658	782,159	820,244	827,562	822,441	751,760	769,303	735,732	766,945	8,972,756
2015	657,900	631,098	765,940	791,909	849,220	882,605	909,956	862,697	803,888	846,265	800,314	810,655	9,612,447
2016	714,874	687,860	820,896	795,340	879,252	931,936	935,483	908,151	848,199	895,315	853,530	847,958	10,118,794
2017	749,326	695,553	862,130	868,009	936,623	984,217	990,707	978,851	936,271	989,637	975,666	945,090	10,912,080
2018	837,845	788,589	960,756	967,481	1,052,098	1,088,918	1,102,047	1,074,320	1,003,871	1,073,381	1,067,574	1,033,883	12,050,763
2019	913,429	860,854	1,047,798	1,079,861	1,152,815	1,181,375	1,230,606	1,186,402	1,109,543	1,156,907	1,090,360	1,162,890	13,172,840
2020	990,436	934,573	527,890	69,312	147,547	299,175	406,901	423,340	416,834	476,349	464,557	426,138	5,583,052
2021	352,548	367,726	577,348	679,228	831,094	981,510	1,081,170	984,424	916,525	1,001,487	970,039	958,931	9,702,030
2022	711,300	740,663	955,562	1,028,228	1,122,453	1,129,152	1,195,870	-	-	-	-	-	6,883,228

Source: Sacramento International Airport

<https://sacramento.aero/scas/about/reports> SCAS Passenger and Cargo Numbers – current month



# Total Passengers by Terminal

Note: SMF expects traffic to increase by ~3% annually

Terminal A	2015	2016	2017	2018	2019	2020	2021	2022*
Enplaned	1,582,928	1,687,675	1,828,141	1,923,046	2,036,468	888,638	1,573,216	948,801
Deplaned	1,562,495	1,677,395	1,823,652	1,917,525	2,030,659	895,220	1,573,984	955,909
Total	3,145,423	3,365,070	3,651,793	3,840,571	4,067,127	1,783,858	3,147,200	1,904,710

Terminal B	2015	2016	2017	2018	2019	2020	2021	2022*
Enplaned	3,233,512	3,378,367	3,632,386	4,108,584	4,550,311	1,897,401	3,277,807	2,486,958
Deplaned	3,230,945	3,375,357	3,627,901	4,101,608	4,555,402	1,901,793	3,277,023	2,491,560
Total	6,464,457	6,753,724	7,260,287	8,210,192	9,105,713	3,799,194	6,554,830	4,978,518

Source: Sacramento International Airport - <https://sacramento.aero/scas/about/reports> SCAS Passenger and Cargo Numbers – current month

\*2022 is Year to Date (YTD) through July 2022.

# Annual Revenue by Concept Terminal A

Concept	Type	Location	Square Feet	Term Ends	2017 Annual Revenue	2018 Annual Revenue	2019 Annual Revenue	2020 Annual Revenue	2021 Annual Revenue	2022 Annual Revenue (YTD)
Iron Horse	Full Service Restaurant	Post-Security	5,113	7/31/2024	\$4,943,290.41	\$4,940,936.27	\$5,496,182.27	\$1,165,783.20	\$3,194,250.08	\$1,973,984.59
Freshii	Quick Serve Restaurant	Post-Security	1,187	7/31/2024	\$1,920,630.53	\$2,001,324.24	\$2,142,345.71	\$1,458,223.62	\$2,170,061.83	\$1,132,477.35
Squeeze Inn	Quick Serve Restaurant	Post-Security	1,287	7/31/2024	\$1,209,365.97	\$1,282,767.64	\$1,339,132.47	\$ 276,486.92	\$ 253,075.55	\$ 342,663.01
Peet's	Coffee Shop	Post-Security	709	7/31/2024	\$1,217,812.15	\$1,112,958.28	\$1,305,531.10	\$ 328,461.21	\$ 764,074.03	\$ 355,345.83
Starbucks	Coffee Shop	Pre-Security	364	10/31/2024	\$ 968,685.36	\$ 868,636.57	\$1,091,818.01	\$ 211,221.03	\$ 501,143.47	\$ 304,366.37
Paesanos*	Quick Serve Restaurant	Post-Security	1,387	Closed	\$ 695,457.88	\$ 631,639.46	\$ 583,939.02	\$ 114,362.12	NA	NA
La Taqueria*	Full Service Restaurant	Post-Security	2,816	Closed	\$ 345,976.41	\$ 348,229.25	\$ 503,501.98	\$ 85,198.58	NA	NA

Source: Sacramento International Airport; Airport Operators  
Year to Date (YTD) revenue through August

\*Closed permanently in 2020

\*\*Previously Jack's Urban Eats

# Annual Revenue by Concept Terminal B

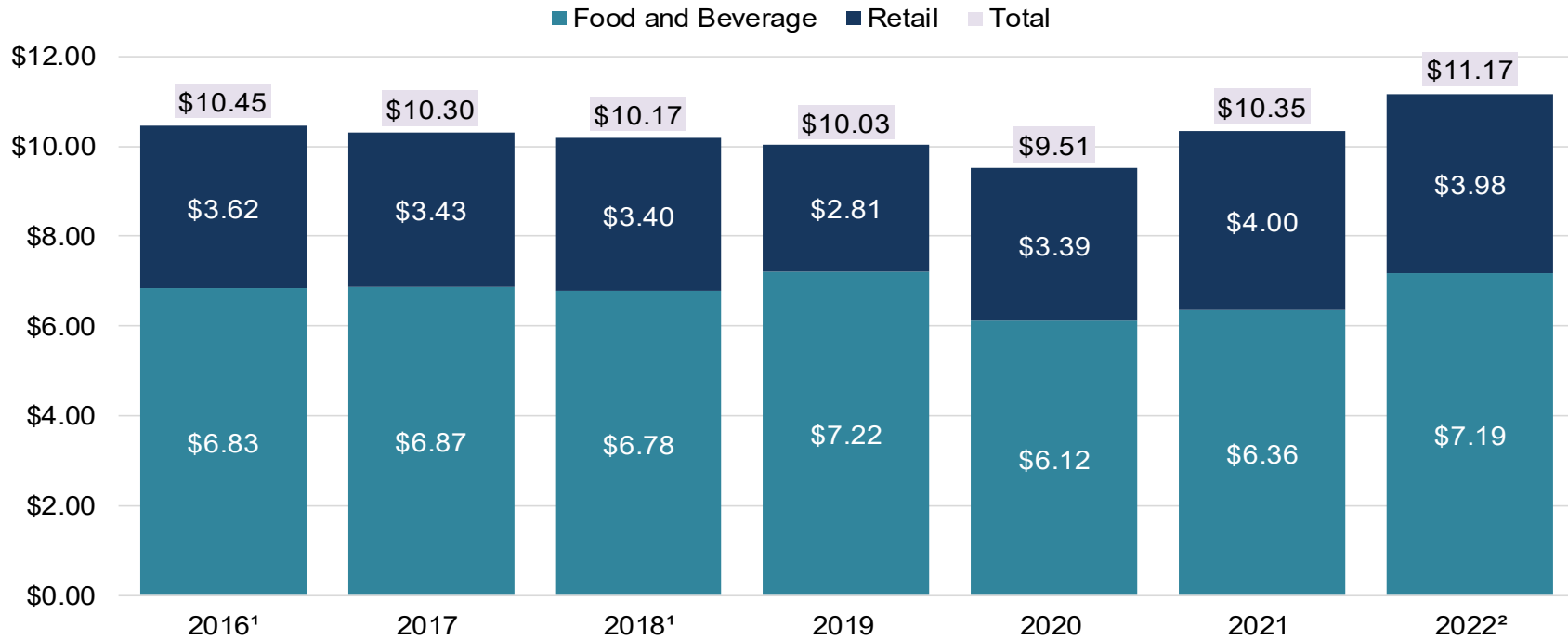
Concept	Type	Location	Square Feet	Term Ends	2017 Annual Revenue	2018 Annual Revenue	2019 Annual Revenue	2020 Annual Revenue	2021 Annual Revenue	2022 Annual Revenue (YTD)
Esquire Grill	Full Service Restaurant	Post-Security	4,338	10/31/2024	\$5,853,189.64	\$6,652,054.59	\$7,467,613.98	\$2,293,885.54	\$3,764,664.65	\$2,674,450.24
Cafeteria 15L	Full Service Restaurant	Post-Security	1,909	10/31/2024	\$3,767,910.96	\$4,330,634.03	\$4,912,944.42	\$1,895,839.00	\$4,108,969.77	\$2,777,527.83
Starbucks	Coffee Shop	Post-Security	932	10/31/2024	\$2,722,973.09	\$2,832,584.01	\$3,279,272.34	\$2,281,968.12	\$2,334,684.83	\$1,290,242.59
Burgers & Brew	Quick Serve Restaurant	Post-Security	970	10/31/2024	\$2,202,758.21	\$2,920,688.26	\$3,102,355.93	\$1,362,437.85	\$3,628,368.53	\$1,947,008.51
Urban Crave**	Quick Serve Restaurant	Post-Security	1,242	TBD / 2024	\$2,676,890.65	\$2,676,726.19	\$2,923,922.00	\$1,048,203.17	\$2,551,709.53	\$1,266,942.01
Famous Famiglia	Quick Serve Restaurant	Post-Security	984	10/31/2024	\$1,961,165.58	\$2,053,078.65	\$2,457,369.29	\$1,036,812.55	\$1,492,677.75	\$1,145,926.09
Dos Coyote's*	Quick Serve Restaurant	Post-Security	956	TBD / 2024	\$1,864,108.15	\$2,172,027.36	\$2,284,227.42	\$ 668,568.81	NA	NA
Vino Volo	Wine Bar	Post-Security	1,218	10/31/2024	\$1,349,543.03	\$1,585,437.53	\$1,737,982.01	\$ 653,513.29	\$1,740,021.94	\$1,218,344.48
Peet's	Coffee Shop	Post-Security	1,030	TBD / 2024	\$1,365,566.52	\$1,259,838.52	\$1,648,626.49	\$ 346,530.00	\$ 296,095.78	\$ 598,771.31
The Gateway Bar*	Full Service Restaurant	Pre-Security	1,387	Closed	\$ 648,015.89	\$ 671,270.33	\$ 718,936.59	\$ 123,652.58	NA	NA
Camden Foods*	Coffee Shop	Pre-Security	1,250	Closed	\$ 405,289.01	\$ 468,956.43	\$ 606,200.77	\$ 90,753.64	NA	NA

Source: Sacramento International Airport; Airport Operators  
Year to Date (YTD) revenue through August

\*Closed permanently in 2020

\*\*Previously Jack's Urban Eats

# Annual Spend per Enplaned Passenger



Source: Sacramento International Airport

1. 2018 July through December.

2. 2022 YTD January through June.