

ALBUQUERQUE INTERNATIONAL SUNPORT

Food Concessions

Market Share and Change Over Prior Year / Month

Fiscal Year 2023

| Tenant | Type | Data | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Grand Total | YTD Mkt Share | Change Prior Yr | |
|---|--------------------|------------|-----------------|-----------------|-----------------|-----------------|-----------------|------|------|------|------|------|------|------|-----------------|-----------------|-----------------|--|
| Keva Juice | | Revenues | \$ 96,733.15 | \$ 79,867.16 | \$ 82,825.72 | \$ 88,214.78 | \$ 74,764.99 | | | | | | | | \$ 422,405.80 | | | |
| | | Amount Due | \$ 10,640.65 | \$ 8,785.39 | \$ 9,110.83 | \$ 9,703.63 | \$ 8,224.15 | | | | | | | | | \$ 46,464.65 | | |
| Rio Grande Brew Pub & Grill | | Revenues | \$ 411,864.31 | \$ 428,228.20 | \$ 457,691.63 | \$ 500,248.70 | \$ 405,039.93 | | | | | | | | | \$ 2,203,072.77 | | |
| | | Amount Due | \$ 57,766.22 | \$ 60,153.24 | \$ 64,783.04 | \$ 70,489.71 | \$ 57,642.93 | | | | | | | | | \$ 310,835.14 | | |
| Fresquez '11 - Gross Revenue Sum | | | \$ 508,597.46 | \$ 508,095.36 | \$ 540,517.35 | \$ 588,463.48 | \$ 479,804.92 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 2,625,478.57 | 33.18% | 25.97% | |
| Fresquez '11 - Amount Due Sum | | | \$ 68,406.87 | \$ 68,938.63 | \$ 73,893.88 | \$ 80,193.34 | \$ 65,867.08 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 357,299.80 | | | |
| Fresquez (2008 contract) | Panda Express | Revenues | \$ 95,734.40 | \$ 100,050.03 | \$ 110,312.21 | \$ 129,282.22 | \$ 105,717.19 | | | | | | | | | \$ 541,096.05 | | |
| | | Amount Due | \$ 10,530.78 | \$ 11,005.50 | \$ 12,134.34 | \$ 14,221.04 | \$ 11,628.89 | | | | | | | | | \$ 59,520.55 | | |
| | Schlotzsky's | Revenues | \$ 66,120.51 | \$ 60,470.21 | \$ 61,027.07 | \$ 65,218.23 | \$ 53,953.75 | | | | | | | | | \$ 306,789.77 | | |
| | | Amount Due | \$ 7,273.26 | \$ 6,651.72 | \$ 6,712.98 | \$ 7,174.01 | \$ 5,934.91 | | | | | | | | | \$ 33,746.88 | | |
| | Route 66 | Revenues | \$ 81,492.16 | \$ 87,651.23 | \$ 98,807.83 | \$ 100,203.90 | \$ 79,380.85 | | | | | | | | | \$ 447,535.97 | | |
| | | Amount Due | \$ 13,803.27 | \$ 14,848.51 | \$ 16,743.23 | \$ 16,978.59 | \$ 13,445.19 | | | | | | | | | \$ 75,818.79 | | |
| | Watch | Revenues | \$ 37,604.85 | \$ 35,168.39 | \$ 36,842.66 | \$ 40,491.70 | \$ 32,674.47 | | | | | | | | | \$ 182,782.07 | | |
| | | Amount Due | \$ 5,912.19 | \$ 5,708.57 | \$ 6,018.01 | \$ 6,625.38 | \$ 5,304.67 | | | | | | | | | \$ 29,568.82 | | |
| | La Trattoria | Revenues | \$ 24,451.02 | \$ 29,804.70 | \$ 37,701.48 | \$ 46,062.34 | \$ 36,465.60 | | | | | | | | | \$ 174,485.14 | | |
| | | Amount Due | \$ 2,689.61 | \$ 3,278.52 | \$ 4,147.16 | \$ 5,066.86 | \$ 4,011.22 | | | | | | | | | \$ 19,193.37 | | |
| | Comida Buena | Revenues | \$ 346,714.59 | \$ 332,337.78 | \$ 339,953.87 | \$ 398,955.58 | \$ 317,213.50 | | | | | | | | | \$ 1,735,175.32 | | |
| | | Amount Due | \$ 38,138.60 | \$ 36,557.16 | \$ 37,394.93 | \$ 43,885.11 | \$ 34,893.49 | | | | | | | | | \$ 190,869.29 | | |
| | Tia JuanitasPronto | Revenues | \$ 135,754.39 | \$ 123,173.89 | \$ 133,446.23 | \$ 168,352.21 | \$ 139,782.44 | | | | | | | | | \$ 700,509.16 | | |
| | | Amount Due | \$ 14,932.98 | \$ 13,549.13 | \$ 14,679.09 | \$ 18,518.74 | \$ 15,376.07 | | | | | | | | | \$ 77,056.01 | | |
| | Vending machine | Revenues | \$ 4,348.20 | \$ 3,731.71 | \$ 3,323.81 | \$ 1,480.68 | \$ 1,522.32 | | | | | | | | | \$ 14,406.72 | | |
| | | Amount Due | \$ 434.82 | \$ 373.17 | \$ 332.38 | \$ 148.07 | \$ 152.23 | | | | | | | | | \$ 1,440.67 | | |
| Fresquez '08 - Gross Revenue Sum | | | \$ 792,220.12 | \$ 772,387.94 | \$ 821,415.16 | \$ 950,046.86 | \$ 766,710.12 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 4,102,780.20 | 51.85% | 46.20% | |
| Fresquez '08 - Amount Due Sum | | | \$ 93,715.51 | \$ 91,972.28 | \$ 98,162.12 | \$ 112,617.80 | \$ 90,746.67 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 487,214.38 | | | |
| Black Mesa | Main Bakery | Revenues | \$ 27,843.24 | \$ 29,548.52 | \$ 29,464.14 | \$ 32,116.77 | \$ 25,153.31 | | | | | | | | | \$ 144,125.98 | | |
| | | Amount Due | \$ 3,062.76 | \$ 3,250.34 | \$ 3,241.06 | \$ 3,532.84 | \$ 2,766.86 | | | | | | | | | \$ 15,853.86 | | |
| | Concourse A | Revenues | \$ 183,616.35 | \$ 182,088.65 | \$ 184,753.12 | \$ 219,813.63 | \$ 183,750.65 | | | | | | | | | \$ 954,022.40 | | |
| | | Amount Due | \$ 20,197.80 | \$ 20,029.75 | \$ 20,322.84 | \$ 24,179.50 | \$ 20,212.57 | | | | | | | | | \$ 104,942.46 | | |
| | Vending machines | Revenues | \$ - | | | | | | | | | | | | | \$ - | | |
| | | Amount Due | \$ - | | | | | | | | | | | | | \$ - | | |
| | Catering | Revenues | \$ 17,316.30 | \$ 17,316.30 | \$ 17,316.30 | \$ 17,316.30 | \$ 17,316.30 | | | | | | | | | \$ 86,581.50 | | |
| | | Amount Due | \$ 1,714.31 | \$ 1,714.31 | \$ 1,714.31 | \$ 1,714.31 | \$ 1,714.31 | | | | | | | | | \$ 8,571.55 | | |
| | Ice Delivery | Revenues | \$ - | | | | | | | | | | | | | \$ - | | |
| | | Amount Due | \$ - | | | | | | | | | | | | | \$ - | | |
| Black Mesa - Gross Revenue Sum | | | \$ 228,775.89 | \$ 228,953.47 | \$ 231,533.56 | \$ 269,246.70 | \$ 226,220.26 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,184,729.88 | 14.97% | 29.29% | |
| Black Mesa - Amount Due Sum | | | \$ 24,974.87 | \$ 24,994.40 | \$ 25,278.21 | \$ 29,426.65 | \$ 24,693.74 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 129,367.87 | | | |
| TOTAL SUM OF GROSS REVENUES | | | \$ 1,529,593.47 | \$ 1,509,436.77 | \$ 1,593,466.07 | \$ 1,807,757.04 | \$ 1,472,735.30 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 7,912,988.65 | 100.00% | 36.27% | |
| TOTAL SUM OF AMOUNT DUE | | | \$ 187,097.25 | \$ 185,905.31 | \$ 197,334.21 | \$ 222,237.79 | \$ 181,307.49 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 973,882.05 | | | |

Change from FY22 - By month

41.73% - 37.01% - 48.58% - 29.77% - 26.90% - - - - - - - - - -

Change from FY22 - YTD

41.73% - 39.35% - 42.39% - 38.61% - 36.27% - - - - - - - - - -

Change from FY19 - By month

-9.59% - -10.78% - 1.29% - 0.53% - -0.31% - - - - - - - - - -

Change from FY19 - YTD

-9.59% - -10.19% - -6.54% - 27.20% - -3.88% - - - - - - - - - -

Reconciled with ABRM 01/03/2023 MS