

**ALBUQUERQUE INTERNATIONAL SUNPORT**

Food Concessions

Market Share and Change Over Prior Year / Month

Fiscal Year 2019

Tenant	Type	Data	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Grand Total	Mkt Share	Change Prior Yr
Fresquez (2011 contract)	Tia Juanitas	Revenues	\$ 159,073.76	\$ 159,631.94	\$ 145,081.12	\$ 170,038.14	\$ 128,007.52	\$ 129,017.58	\$ 100,139.63	\$ 94,943.20	\$ 75,679.40	\$ 122,528.89	\$ 128,253.06	\$ 139,570.26	\$ 1,551,964.50		
		Amount Due	19,984.72	20,159.01	18,384.34	21,489.25	16,172.88	16,295.48	12,460.41	12,039.49	8,324.73	15,491.41	16,301.02	17,499.24	194,601.98		
	Keva Juice	Revenues	\$ 80,524.86	\$ 71,783.91	\$ 63,074.05	\$ 68,829.93	\$ 61,833.01	\$ 64,238.03	\$ 58,666.63	\$ 53,514.87	\$ 120,318.49	\$ 75,559.07	\$ 81,128.23	\$ 92,836.88	\$ 892,307.96		
		Amount Due	8,857.73	7,896.23	6,938.15	7,571.29	6,801.63	7,066.18	6,453.33	5,886.64	15,228.06	8,311.50	8,924.11	10,212.06	100,146.91		
	Rio Grande Brew Pub & Grill	Revenues	\$ 319,459.28	\$ 314,433.16	\$ 332,318.17	\$ 381,052.12	\$ 296,561.12	\$ 275,933.88	\$ 240,425.14	\$ 243,138.05	\$ 294,498.28	\$ 287,020.32	\$ 343,700.07	\$ 338,185.39	\$ 3,666,724.98		
		Amount Due	44,055.97	43,385.44	46,057.38	52,666.62	41,094.19	38,326.12	33,077.70	34,032.03	41,106.52	40,020.52	48,258.58	47,067.95	509,149.02		
<b>Fresquez '11 - Gross Revenue Sum</b>			\$ 559,057.90	\$ 545,849.01	\$ 540,473.34	\$ 619,920.19	\$ 486,401.65	\$ 469,189.49	\$ 399,231.40	\$ 391,596.12	\$ 490,496.17	\$ 485,108.28	\$ 553,081.36	\$ 570,592.53	\$ 6,110,997.44	33.59%	3.89%
<b>Fresquez '11 - Amount Due Sum</b>			72,898.42	71,440.69	71,379.87	81,727.16	64,068.70	61,687.78	51,991.43	51,958.16	64,659.31	63,823.43	73,483.71	74,779.24	\$ 803,897.90		
Fresquez (2008 contract)	Panda Express	Revenues	\$ 90,530.67	\$ 91,218.94	\$ 80,360.69	\$ 91,174.07	\$ 81,291.41	\$ 71,853.14	\$ 63,767.79	\$ 62,025.83	\$ 76,064.40	\$ 75,792.99	\$ 90,354.53	\$ 104,383.50	\$ 978,817.96		
		Amount Due	9,958.37	10,034.08	8,839.68	10,029.15	8,942.06	7,903.85	7,014.46	6,822.84	8,367.08	8,337.23	9,939.00	11,482.19	107,669.99		
	Schlotzsky's	Revenues	94,638.42	93,545.01	88,559.41	98,595.87	80,928.17	76,454.37	66,103.93	64,941.12	80,059.12	80,428.31	\$ 91,454.27	96,199.16	1,011,907.16		
		Amount Due	10,410.23	10,289.95	9,741.54	10,845.55	8,902.10	8,409.98	7,271.43	7,143.52	10,059.97	8,860.50	10,059.97	10,581.91	111,309.79		
	Route 66	Revenues	\$ 63,126.85	\$ 77,521.86	\$ 70,101.59	\$ 77,628.01	\$ 66,623.62	\$ 66,728.23	\$ 48,529.78	\$ 56,297.12	\$ 63,510.14	\$ 62,052.74	\$ 70,801.45	\$ 65,964.59	\$ 788,885.98		
		Amount Due	10,704.17	13,158.15	11,893.61	13,164.82	11,299.42	11,320.03	8,230.74	9,554.88	10,776.00	10,532.16	12,015.97	11,191.83	133,841.78		
	Snack Attack	Revenues	\$ 11,586.72	\$ 10,176.13	\$ 8,923.09	\$ 9,848.78	\$ 7,859.46	\$ 7,180.08	\$ 4,689.76	\$ 5,134.00	\$ 6,129.27	\$ 6,034.35	\$ 7,939.02	\$ 7,882.60	\$ 93,383.26		
		Amount Due	1,274.54	1,119.37	981.54	1,083.37	864.54	789.81	515.87	564.74	674.22	663.78	873.29	867.09	10,272.16		
	Watch	Revenues	\$ 85,657.44	\$ 92,358.86	\$ 75,884.86	\$ 87,250.91	\$ 68,220.34	\$ 64,422.31	\$ 37,431.15	\$ 40,546.10	\$ 48,638.61	\$ 42,478.66	\$ 63,142.58	\$ 69,811.12	\$ 775,842.94		
		Amount Due	12,097.68	13,175.89	10,840.62	12,413.20	9,784.19	9,283.95	5,351.07	5,864.09	7,012.87	6,136.00	9,177.44	9,905.63	111,042.63		
	La Trattoria	Revenues	\$ 43,772.47	\$ 46,682.94	\$ 38,857.87	\$ 44,967.47	\$ 33,643.51	\$ 30,958.98	\$ 26,220.46	\$ 24,949.47	\$ 32,192.70	\$ 34,187.09	\$ 39,474.73	\$ 49,445.60	\$ 445,353.29		
		Amount Due	4,814.97	5,135.12	4,274.37	4,946.42	3,700.79	3,405.49	2,884.25	2,744.44	3,541.20	3,760.58	4,342.22	5,439.02	48,988.87		
	Comida Buena	Revenues	\$ 274,120.61	\$ 279,903.32	\$ 250,415.44	\$ 295,552.24	\$ 243,617.54	\$ 231,459.83	\$ 200,969.41	\$ 198,439.66	\$ 257,470.27	\$ 256,669.73	\$ 275,581.46	\$ 297,702.47	\$ 3,061,901.98		
		Amount Due	30,153.27	30,789.37	27,545.70	32,510.75	26,797.93	25,460.58	22,106.64	21,828.36	28,321.73	28,233.67	30,313.96	32,747.27	336,809.23		
	Baskin Robins	Revenues	\$ 29,858.06	\$ 28,447.89	\$ 22,267.57	\$ 25,645.57	\$ 18,597.00	\$ 16,540.23	\$ 13,016.57	\$ 13,925.84	\$ 18,968.20	\$ 18,258.26	\$ 24,173.74	\$ 27,420.04	\$ 257,118.97		
		Amount Due	3,284.39	3,129.27	2,449.43	2,821.01	2,045.67	1,819.43	1,431.82	1,531.84	2,086.50	2,008.41	2,659.11	3,016.20	28,283.08		
Tia JuanitasPronto	Revenues	\$ 124,218.60	\$ 127,655.71	\$ 120,697.55	\$ 130,130.00	\$ 119,038.01	\$ 119,792.21	\$ 99,389.15	\$ 92,926.40	\$ 113,021.06	\$ 108,460.55	\$ 118,809.69	\$ 123,601.97	\$ 1,397,740.90			
	Amount Due	13,664.05	14,042.13	13,276.73	14,314.30	13,094.18	13,177.14	10,932.81	10,221.90	12,432.32	11,930.66	13,069.07	13,596.22	153,751.51			
Vending machine	Revenues	\$ 4,079.81	\$ 2,808.91	\$ 2,504.18	\$ 4,407.64	\$ 4,292.05	\$ 4,215.51	\$ 1,825.70	\$ 1,692.07	\$ 2,411.53	\$ 2,069.20	\$ 1,312.28	\$ 3,999.08	\$ 35,617.96			
	Amount Due	407.98	280.89	250.42	440.76	429.21	421.55	182.57	169.21	241.15	206.92	131.23	399.91	3,561.80			
<b>Fresquez '08 - Gross Revenue Sum</b>			\$ 821,589.65	\$ 850,319.57	\$ 758,572.25	\$ 865,200.56	\$ 724,111.11	\$ 689,604.89	\$ 561,943.70	\$ 560,877.61	\$ 698,465.30	\$ 686,431.88	\$ 783,043.75	\$ 846,410.13	\$ 8,846,570.40	48.63%	11.39%
<b>Fresquez '08 - Amount Due Sum</b>			96,769.65	101,154.23	90,093.62	102,569.32	85,860.08	81,991.81	65,921.66	66,445.83	82,259.58	80,656.52	92,581.26	99,227.25	\$ 1,045,530.81		
Black Mesa	Main Bakery	Revenues	\$ 53,305.23	\$ 48,967.24	\$ 43,679.14	\$ 52,225.33	\$ 42,201.67	\$ 44,911.05	\$ 35,181.80	\$ 31,395.34	\$ 39,705.21	\$ 38,775.73	\$ 43,377.08	\$ 46,291.94	\$ 520,016.76		
		Amount Due	5,863.58	5,386.40	4,804.71	5,744.79	4,642.18	4,940.22	3,870.00	3,453.49	4,367.57	4,265.33	4,771.48	5,092.11	57,201.86		
	Concourse A	Revenues	\$ 205,073.64	\$ 195,161.56	\$ 182,862.13	\$ 207,901.63	\$ 186,743.54	\$ 180,022.70	\$ 145,817.06	\$ 150,019.46	\$ 190,009.25	\$ 185,776.98	\$ 198,976.51	\$ 207,245.23	\$ 2,235,609.69		
		Amount Due	22,558.10	21,467.77	20,114.83	22,869.18	20,541.79	19,802.50	16,039.88	16,502.14	20,901.02	20,435.47	21,887.42	22,796.98	245,917.08		
	Vending machines	Revenues	\$ 632.55	\$ 728.95	\$ 579.30	\$ 720.64	\$ 449.73	\$ 493.00	\$ 506.60	\$ 469.39	\$ 554.81	\$ 690.57	\$ 502.99	\$ 560.52	\$ 6,889.05		
		Amount Due	63.26	72.90	57.93	72.06	44.97	49.30	50.66	46.94	55.48	69.06	50.30	56.05	688.91		
	Catering	Revenues	48,024.68	47,284.40	44,450.87	49,421.83	35,171.98	36,478.14	28756.72	23818.73	30648.76	28963.64	29913.04	38368.76	\$ 441,301.55		
		Amount Due	4,754.44	4,681.16	4,400.64	4,892.76	3,482.03	3,611.34	2,846.92	2,358.05	3,034.23	2,867.40	2,961.39	3,798.51	43,688.87		
	Ice Delivery	Revenues	\$ 4,132.50	\$ 3,585.00	\$ 2,550.00	\$ 2,749.50	\$ 2,257.50	\$ 2,185.50	\$ 2,191.50	\$ 1,773.00	\$ 2,185.50	\$ 2,242.50	\$ 2,343.00	\$ 2,307.00	\$ 30,459.00		
		Amount Due	454.58	394.35	280.50	302.45	248.33	235.62	241.07	195.03	240.41	246.68	257.73	253.77	3,350.52		
<b>Black Mesa - Gross Revenue Sum</b>			\$ 311,168.60	\$ 295,727.15	\$ 274,121.44	\$ 313,018.93	\$ 266,824.45	\$ 264,046.89	\$ 212,453.68	\$ 207,475.92	\$ 263,103.53	\$ 256,449.42	\$ 275,112.62	\$ 294,773.45	\$ 3,234,276.08	17.78%	3.56%
<b>Black Mesa - Amount Due Sum</b>			33,693.95	32,002.57	29,658.61	33,881.24	28,959.30	28,638.98	23,048.51	22,555.65	28,598.70	27,883.93	29,928.31	31,997.42	\$ 350,847.17		
<b>TOTAL SUM OF GROSS REVENUES</b>			\$ 1,691,816.15	\$ 1,691,895.73	\$ 1,573,167.03	\$ 1,798,139.68	\$ 1,477,337.21	\$ 1,422,841.27	\$ 1,173,628.78	\$ 1,159,949.65	\$ 1,452,065.00	\$ 1,427,989.58	\$ 1,611,237.73	\$ 1,711,776.11	\$ 18,191,843.92	100.00%	7.34%
<b>TOTAL SUM OF AMOUNT DUE</b>			203,362.02	204,597.49	191,132.10	218,177.72	178,888.08	172,318.57	140,961.60	140,959.64	175,517.59	172,363.88	195,993.28	206,003.91	2,200,275.88		
CHANGE FROM PRIOR YEAR - MONTH			16.90%	15.71%	15.56%	15.89%	6.30%	4.24%	5.20%	1.61%	1.52%	-1.39%	4.22%				
CHANGE FROM PRIOR YEAR YTD			16.90%	16.30%	16.06%	16.02%	14.15%	12.57%	11.72%	10.66%	9.59%	8.76%	7.68%	7.34%			

**Balance with ABM (7/16/19-LC)**