



# CONCESSIONS QUARTERLY MEETING

June 7, 2019



# ***SPECIAL THANKS***

# Skyport

## PLEASE REMEMBER TO SIGN IN / PROVIDE CONTACT INFO

- Welcome
- DEN Concessions | Organization and staffing update
- Master Plan update
- DEN Concessions | Q1 Financial update
- DEN Air Service | Passenger Forecast
- DEN Security | Important updates
- Reminders / Closing

# Organization and Staffing



- We are currently hiring 6 new team members
- Interim plan for the summer:
  - We have an internal interim plan
  - Welcome Kiera, our summer intern

# Master Plan Update

# Jan-Mar 2019 Financial Update

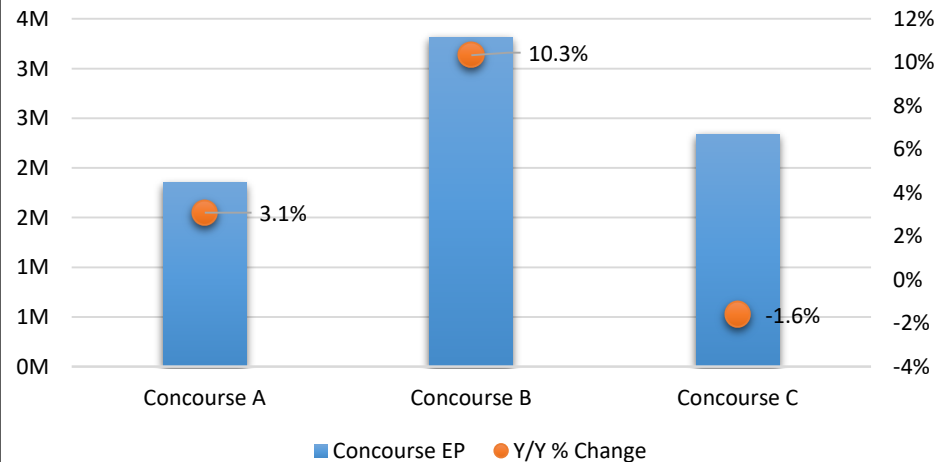
# ENPLANEMENTS | Q1 2019

Enplanements	Concourse EP	Y/Y % Change
Concourse A	1,851,539	3.1%
Concourse B	3,314,503	10.3%
Concourse C	2,337,062	-1.6%
<b>Total</b>	<b>7,504,002</b>	<b>4.6%</b>

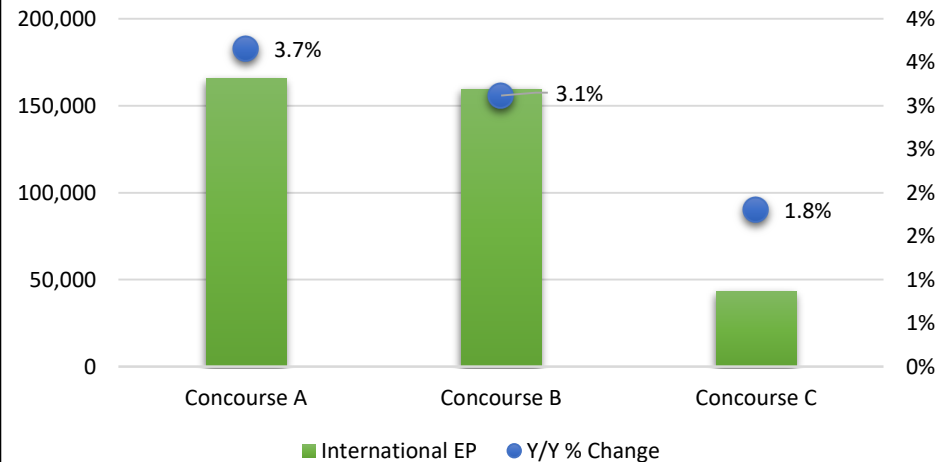


International		
International	EP	Y/Y % Change
Concourse A	165,469	3.7%
Concourse B	159,533	3.1%
Concourse C	43,314	1.8%
<b>Total</b>	<b>369,214</b>	<b>3.5%</b>

## Enplanements Q1 2019



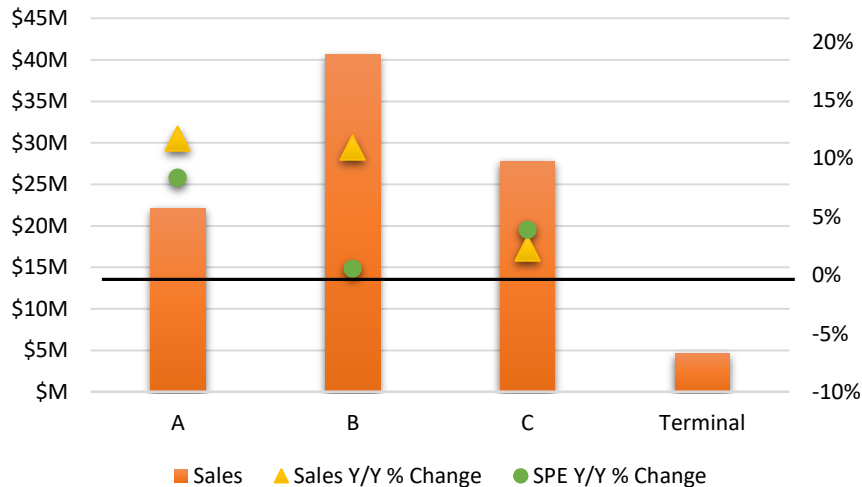
## International Enplanements Q1 2019



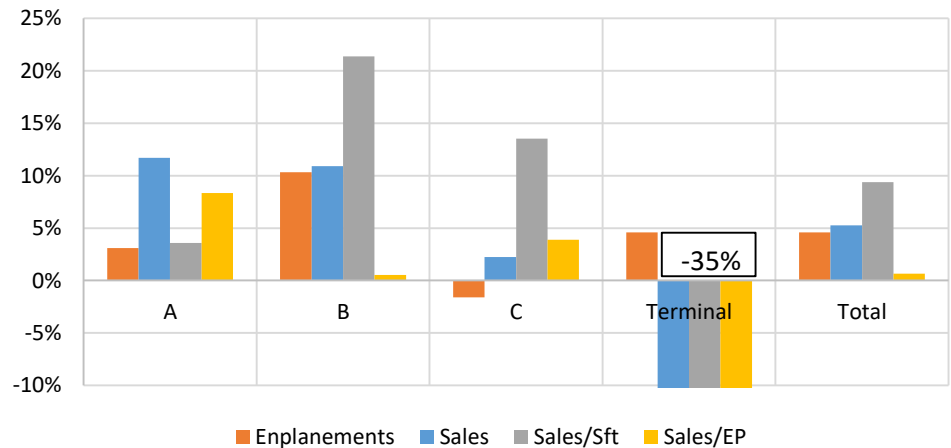
# CONCESSIONS | Q1 2019

Concourse	Sales Y/Y		Sales/Sft	Y/Y % Change	SPE Y/Y		Sft/EP	Y/Y % Change
	Sales	% Change			Sales/EP	% Change		
A	\$22,160,828	11.7%	\$2,137	3.6%	\$11.97	8.4%	5.60	4.6%
B	\$40,648,193	10.9%	\$2,234	21.4%	\$12.26	0.5%	5.49	-17.2%
C	\$27,798,018	2.2%	\$2,632	13.5%	\$11.89	3.9%	4.52	-8.5%
Terminal	\$4,643,173	-31.7%	\$708	-35.3%	\$0.62	-34.7%	0.87	0.9%
<b>Total</b>	<b>\$95,250,212</b>	<b>5.3%</b>	<b>\$2,085</b>	<b>9.4%</b>	<b>\$12.69</b>	<b>0.7%</b>	<b>6.09</b>	<b>-8.0%</b>
Incl Airportwide	\$98,945,617	6.1%	\$2,165	10.2%	\$13.19	1.4%		

### All Concession Sales Q1 2019



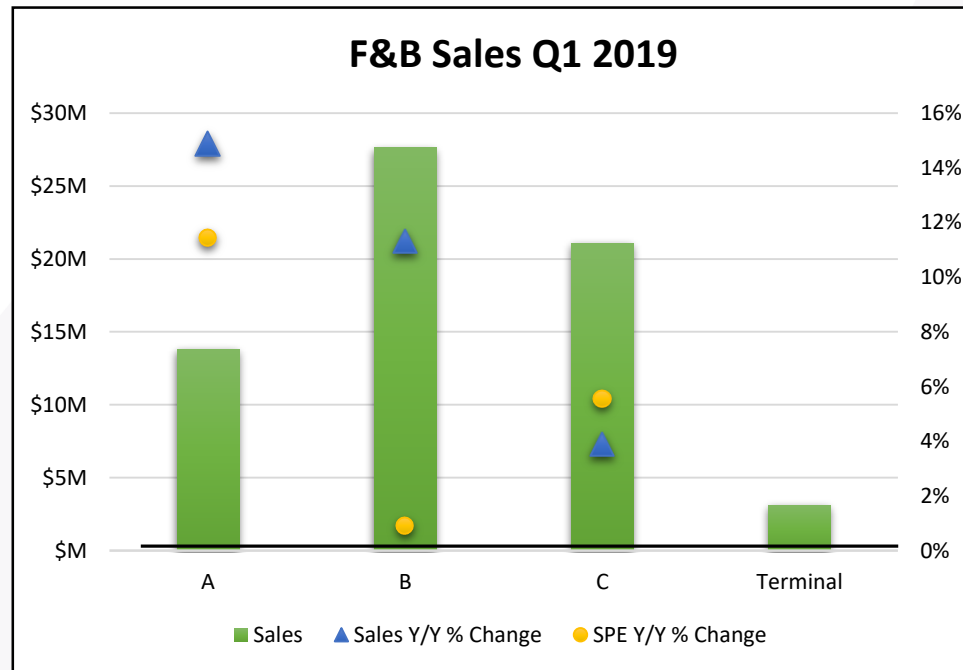
### All Concessions Year-over-Year Percentage Change Q1 2019





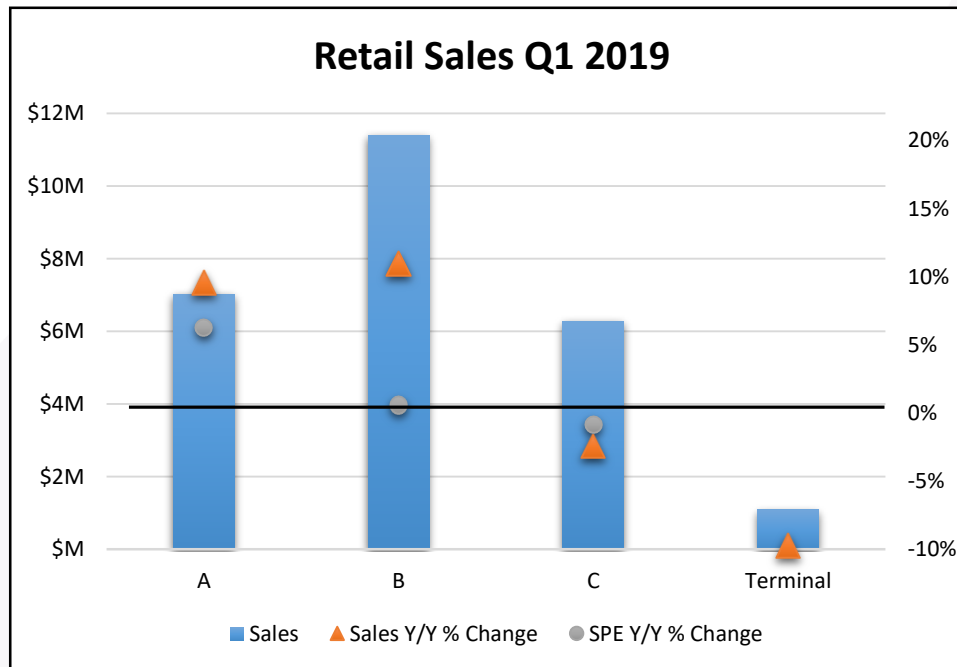
# FOOD & BEVERAGE | Q1 2019

Concourse	Sales Y/Y		Y/Y %		SPE Y/Y		Y/Y %	
	Sales	% Change	Sales/Sft	Change	Sales/EP	% Change	Sft/EP	Change
A	\$13,806,428	14.9%	\$2,025	-1.2%	\$7.46	11.4%	3.68	12.8%
B	\$27,643,484	11.3%	\$2,305	21.1%	\$8.34	0.9%	3.62	-16.7%
C	\$21,082,886	3.9%	\$2,883	13.4%	\$9.02	5.6%	3.13	-6.9%
Terminal	\$3,113,437	-39.3%	\$661	-51.0%	\$0.41	-41.9%	0.63	18.4%
<b>Total</b>	<b>\$65,646,235</b>	<b>5.4%</b>	<b>\$2,129</b>	<b>4.9%</b>	<b>\$8.75</b>	<b>0.8%</b>	<b>4.11</b>	<b>-4.0%</b>



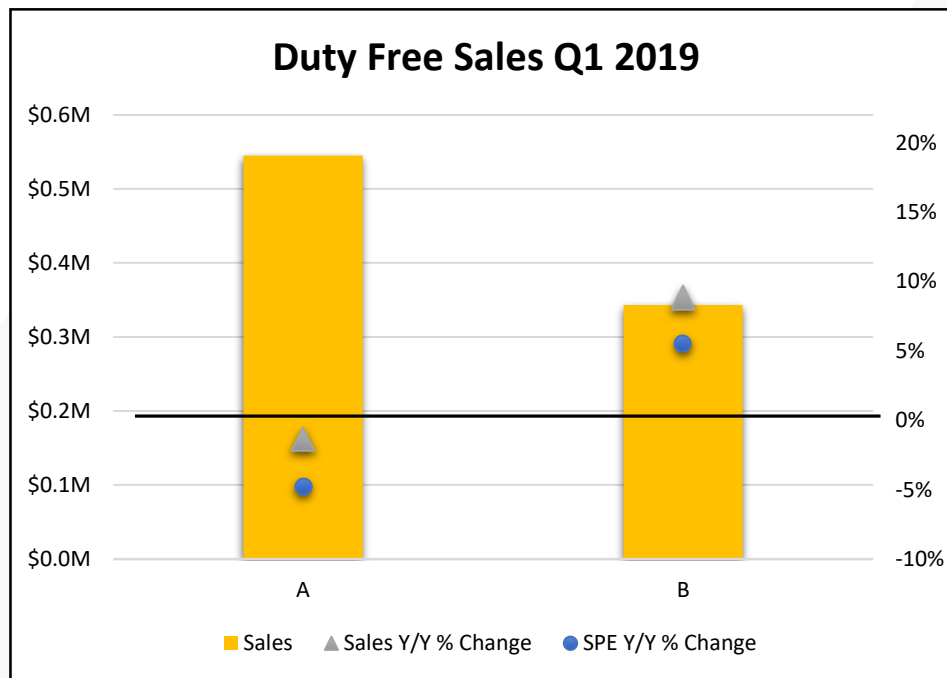
# RETAIL | Q1 2019

Concourse	Sales Y/Y		Sales/Sft	Y/Y % Change	SPE Y/Y		Sft/EP	Y/Y % Change
	Sales	% Change			Sales/EP	% Change		
A	\$7,019,489	9.5%	\$2,849	18.4%	\$3.79	6.3%	1.33	-10.3%
B	\$11,393,217	11.0%	\$2,171	25.3%	\$3.44	0.6%	1.58	-19.7%
C	\$6,285,409	-2.4%	\$2,341	15.7%	\$2.69	-0.9%	1.15	-14.3%
Terminal	\$1,089,596	-9.7%	\$659	20.9%	\$0.15	-13.7%	0.22	-28.6%
<b>Total</b>	<b>\$25,787,711</b>	<b>6.0%</b>	<b>\$2,140</b>	<b>23.1%</b>	<b>\$3.44</b>	<b>1.4%</b>	<b>1.61</b>	<b>-17.6%</b>



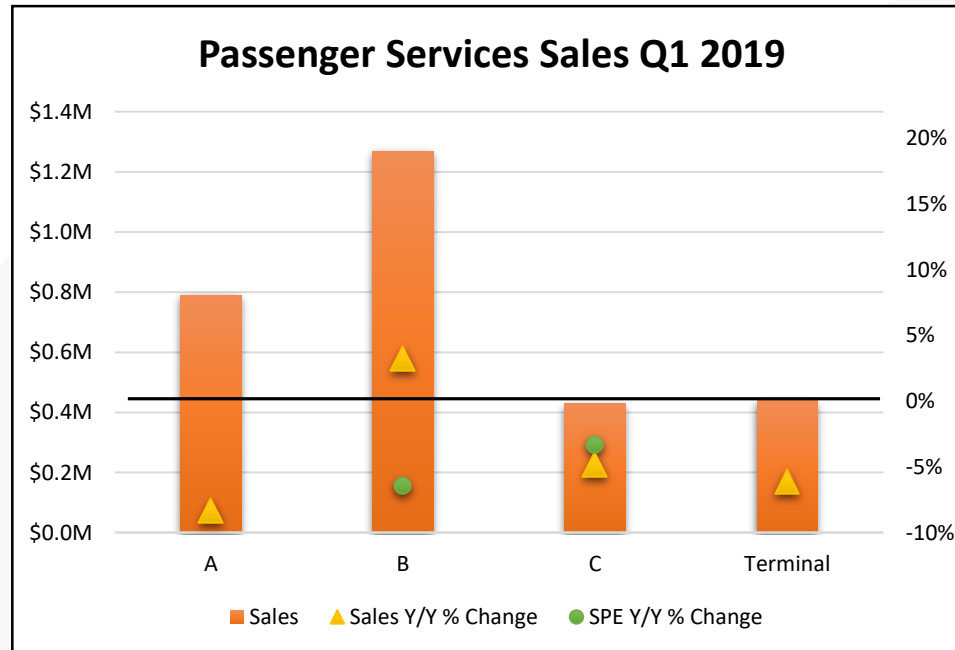
# DUTY FREE | Q1 2019

Concourse	Sales Y/Y		Sales/Sft	Y/Y % Change	Sales/Intl SPE Y/Y		Sft/EP	Y/Y % Change
	Sales	% Change			EP	% Change		
A	\$544,887	-1.4%	\$941	-1.4%	\$3.29	-4.8%	3.50	-3.5%
B	\$343,028	8.8%	\$567	6.1%	\$2.15	5.5%	3.79	-0.5%
<b>Total</b>	<b>\$887,915</b>	<b>2.3%</b>	<b>\$750</b>	<b>1.0%</b>	<b>\$2.73</b>	<b>-1.0%</b>	<b>3.64</b>	<b>-2.0%</b>



# PASSENGER SERVICES | Q1 2019

Concourse	Sales Y/Y		Y/Y %		SPE Y/Y		Y/Y %	
	Sales	% Change	Sales/Sft	Change	Sales/EP	% Change	Sft/EP	Change
A	\$790,024	-8.3%	\$1,548	-8.3%	\$0.43	-11.1%	0.28	-3.0%
B	\$1,268,464	3.2%	\$3,632	3.2%	\$0.38	-6.5%	0.11	-9.4%
C	\$429,723	-4.8%	\$761	-4.7%	\$0.18	-3.3%	0.24	1.5%
Terminal	\$440,140	-6.1%	\$2,240	-6.1%	\$0.06	-10.3%	0.03	-4.4%
<b>Total</b>	<b>\$2,928,351</b>	<b>-2.8%</b>	<b>\$1,806</b>	<b>-2.7%</b>	<b>\$0.39</b>	<b>-7.0%</b>	<b>0.22</b>	<b>-4.4%</b>



# DEN Air Service



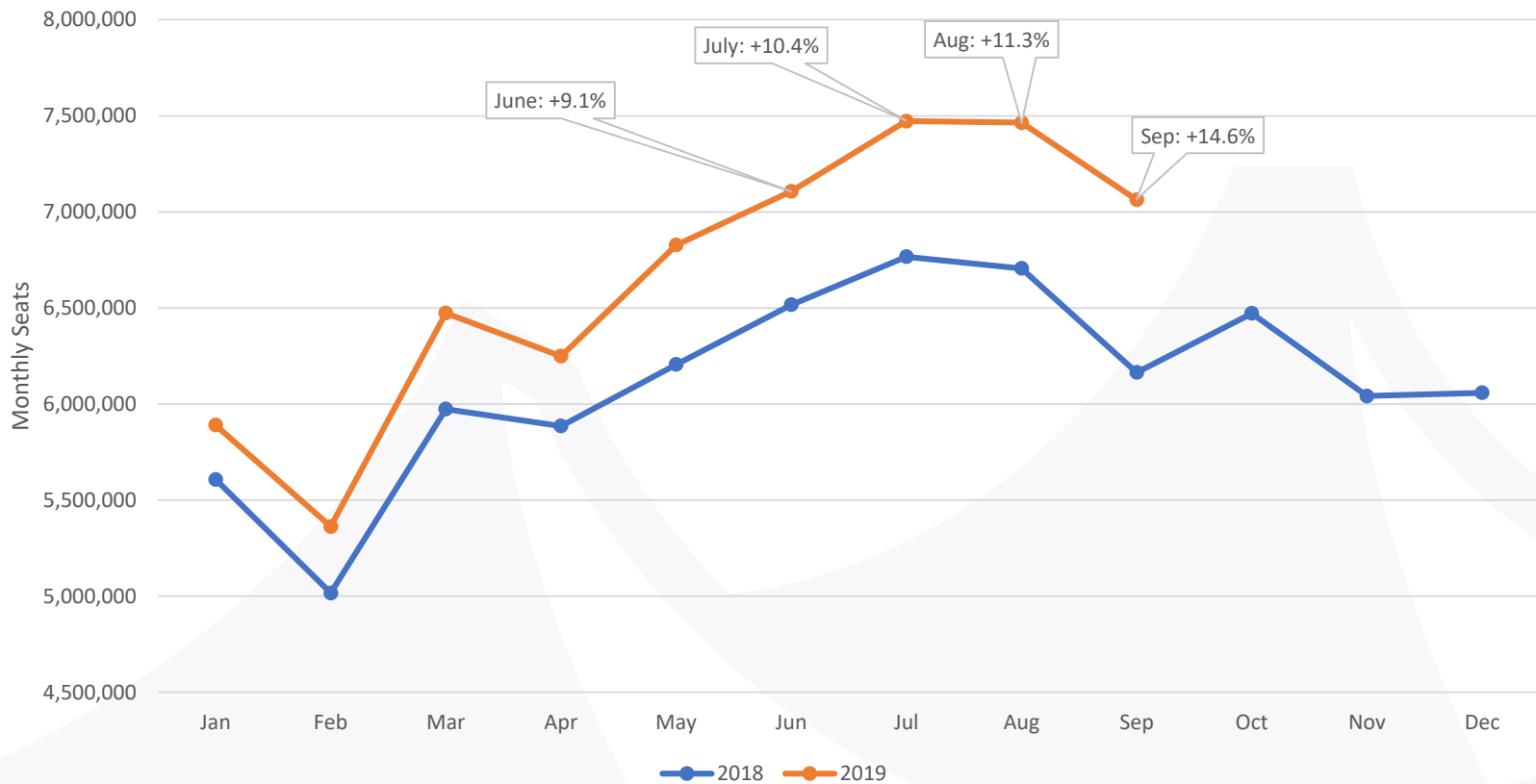
# AIR SERVICE

- DEN's largest year-over-year increases of 2019 are happening now from June through August
  - Over 80 of the 92 days between June 1-August 31 are estimated to break 2018's busiest day record of 207k, set in July 2018
- United, Frontier and Southwest are driving these increases
  - Most other carriers have increases as well



From June to August, DEN is seeing its most seats of the year (and most seats ever)

**DEN's Scheduled Seat Capacity by Month  
January 2018 – September 2019**



Source: Innovata Schedules via Diio Mi  
Note: Data sourced on 6/5/19

# AIR SERVICE

United and Frontier are the major drivers of seat increases this summer, although Southwest and other carriers are also adding seats as well

**DEN Year-Over-Year Seat Comparison by Major Carriers  
June – August 2018 vs. June – August 2019**

Comparison Months	Frontier	Southwest	United	Others	DEN Total
June 2019 vs. June 2018	+191,795 (+26%)	+30,565 (+2%)	+304,288 (+11%)	+64,160 (+6%)	<b>+590,809 (+9%)</b>
July 2019 vs. July 2018	+209,656 (+27%)	+65,218 (+3%)	+358,450 (+12%)	+71,704 (+6%)	<b>+705,028 (+10%)</b>
August 2019 vs. August 2018	+195,302 (+25%)	+161,694 (+9%)	+321,303 (+11%)	+79,603 (+7%)	<b>+757,902 (+11%)</b>

Source: Innovata Schedules via Diio Mi  
Note: Data sourced on 6/5/19



In June, DEN is likely to see passenger totals nearly 30 percent busier than the average day in 2018

### DEN June Passenger Traffic Forecast Comparison June 2019

Date	Day of Week	Estimated Pax	Versus Avg in 2018
Jun 1, 2019	Saturday	178,932	1.1%
Jun 2, 2019	Sunday	203,574	15.0%
Jun 3, 2019	Monday	211,639	19.6%
Jun 4, 2019	Tuesday	196,296	10.9%
Jun 5, 2019	Wednesday	209,209	18.2%
Jun 6, 2019	Thursday	215,549	21.8%
Jun 7, 2019	Friday	217,118	22.7%
Jun 8, 2019	Saturday	194,930	10.1%
Jun 9, 2019	Sunday	219,317	23.9%
Jun 10, 2019	Monday	223,371	26.2%
Jun 11, 2019	Tuesday	216,313	22.2%
Jun 12, 2019	Wednesday	222,402	25.7%
Jun 13, 2019	Thursday	220,926	24.8%
Jun 14, 2019	Friday	222,672	25.8%
Jun 15, 2019	Saturday	208,779	18.0%
Jun 16, 2019	Sunday	219,664	24.1%
Jun 17, 2019	Monday	224,188	26.7%
Jun 18, 2019	Tuesday	216,905	22.5%
Jun 19, 2019	Wednesday	221,928	25.4%
Jun 20, 2019	Thursday	221,071	24.9%
Jun 21, 2019	Friday	224,379	26.8%
Jun 22, 2019	Saturday	209,053	18.1%
Jun 23, 2019	Sunday	220,702	24.7%
Jun 24, 2019	Monday	224,985	27.1%
Jun 25, 2019	Tuesday	216,869	22.5%
Jun 26, 2019	Wednesday	222,721	25.8%
Jun 27, 2019	Thursday	221,317	25.0%
Jun 28, 2019	Friday	224,548	26.9%
Jun 29, 2019	Saturday	209,242	18.2%
Jun 30, 2019	Sunday	219,919	24.2%

Source: Innovata Schedules via Diio Mi

Note: Data sourced on 6/5/19; passenger forecasts estimated based on airlines' estimated load factors

July will likely be DEN's busiest month ever again and will likely have the busiest day ever after the July 4<sup>th</sup> holiday

### DEN July Passenger Traffic Forecast Comparison July 2019

Date	Day of Week	Estimated Pax	Versus Avg in 2018
Jul 1, 2019	Monday	219,185	23.8%
Jul 2, 2019	Tuesday	212,617	20.1%
Jul 3, 2019	Wednesday	215,703	21.9%
Jul 4, 2019	Thursday	186,149	5.2%
Jul 5, 2019	Friday	197,246	11.4%
Jul 6, 2019	Saturday	209,693	18.5%
Jul 7, 2019	Sunday	223,419	26.2%
<b>Jul 8, 2019</b>	<b>Monday</b>	<b>227,112</b>	28.3%
Jul 9, 2019	Tuesday	220,580	24.6%
Jul 10, 2019	Wednesday	225,825	27.6%
Jul 11, 2019	Thursday	224,515	26.8%
Jul 12, 2019	Friday	226,354	27.9%
Jul 13, 2019	Saturday	211,393	19.4%
Jul 14, 2019	Sunday	223,767	26.4%
Jul 15, 2019	Monday	227,101	28.3%
Jul 16, 2019	Tuesday	221,994	25.4%
Jul 17, 2019	Wednesday	225,630	27.5%
Jul 18, 2019	Thursday	224,322	26.7%
Jul 19, 2019	Friday	226,342	27.9%
Jul 20, 2019	Saturday	211,571	19.5%
Jul 21, 2019	Sunday	223,887	26.5%
<b>Jul 22, 2019</b>	<b>Monday</b>	<b>227,311</b>	28.4%
Jul 23, 2019	Tuesday	222,100	25.5%
Jul 24, 2019	Wednesday	225,349	27.3%
Jul 25, 2019	Thursday	224,718	27.0%
Jul 26, 2019	Friday	226,551	28.0%
Jul 27, 2019	Saturday	211,539	19.5%
Jul 28, 2019	Sunday	224,301	26.7%
<b>Jul 29, 2019</b>	<b>Monday</b>	<b>227,421</b>	28.5%
Jul 30, 2019	Tuesday	222,241	25.6%
Jul 31, 2019	Wednesday	224,807	27.0%

Source: Innovata Schedules via Diio Mi

Note: Data sourced on 6/5/19; passenger forecasts estimated based on airlines' estimated load factors

August is projected to be slightly busier than June but not as busy as July

### DEN August Passenger Traffic Forecast Comparison August 2019

Date	Day of Week	Estimated Pax	Versus Avg in 2018
Aug 1, 2019	Thursday	218,523	23.5%
Aug 2, 2019	Friday	221,052	24.9%
Aug 3, 2019	Saturday	207,235	17.1%
Aug 4, 2019	Sunday	218,754	23.6%
Aug 5, 2019	Monday	221,830	25.3%
Aug 6, 2019	Tuesday	219,279	23.9%
Aug 7, 2019	Wednesday	222,218	25.5%
Aug 8, 2019	Thursday	220,166	24.4%
Aug 9, 2019	Friday	222,366	25.6%
Aug 10, 2019	Saturday	199,247	12.6%
Aug 11, 2019	Sunday	219,650	24.1%
Aug 12, 2019	Monday	223,646	26.4%
Aug 13, 2019	Tuesday	217,610	22.9%
Aug 14, 2019	Wednesday	220,410	24.5%
Aug 15, 2019	Thursday	220,331	24.5%
Aug 16, 2019	Friday	222,199	25.5%
Aug 17, 2019	Saturday	197,435	11.5%
Aug 18, 2019	Sunday	219,359	23.9%
Aug 19, 2019	Monday	223,280	26.1%
Aug 20, 2019	Tuesday	211,477	19.5%
Aug 21, 2019	Wednesday	219,209	23.8%
Aug 22, 2019	Thursday	221,079	24.9%
Aug 23, 2019	Friday	222,546	25.7%
Aug 24, 2019	Saturday	190,607	7.7%
Aug 25, 2019	Sunday	218,557	23.5%
Aug 26, 2019	Monday	223,603	26.3%
Aug 27, 2019	Tuesday	211,710	19.6%
Aug 28, 2019	Wednesday	219,141	23.8%
Aug 29, 2019	Thursday	220,690	24.7%
Aug 30, 2019	Friday	222,088	25.5%
Aug 31, 2019	Saturday	172,183	-2.7%

Source: Innovata Schedules via Diio Mi

Note: Data sourced on 6/5/19; passenger forecasts estimated based on airlines' estimated load factors



# DEN Security

# SECURITY UPDATES



- 5% Unrecovered Rule and Policy considerations
- Identity Management System and employee vetting process
- Inspection of merchandise and consumables
- Important announcement:
  - In support of current stakeholder demand, the **Satellite Badging Office will be open on Saturday, June 15<sup>th</sup> from 7:30am to 4:00pm.** This will be an additional operating day to assist our customers with:
    - Fingerprint appointments
    - New Badge testing and renewals
    - Badge returns
    - Obtain badge PIN#

# Updates / Reminders

# UPDATES/REMINDERS



- Minimum Wage Ordinance – March 16, 2019
- Questions or information request: [minimumwage@flydenver.com](mailto:minimumwage@flydenver.com)
- Prepare for record-breaking summer traffic!
- Compliance – pricing, lease lines, maintenance reports
- Next meeting September 17<sup>th</sup> @ 1pm

THANK YOU





DENVER INTERNATIONAL AIRPORT

**DEN**