

**Gross Concession Revenue
Quarterly Revenue Results
FY 2016 vs. FY 2015**

Months	FY 2016	FY 2015	Variance	
			Amount	Change
July	\$515,620	\$507,500	\$8,120	1.6%
August	515,620	507,500	8,120	1.6
September	515,620	507,500	8,120	1.6
1st Quarter Subtotal	1,546,860	1,522,500	24,360	1.6
October	515,620	507,500	8,120	1.6
November	515,620	507,500	8,120	1.6
December	515,620	507,500	8,120	1.6
2nd Quarter Subtotal	1,546,860	1,522,500	24,360	1.6
January	515,620	507,500	8,120	1.6
February	515,620	507,500	8,120	1.6
March	515,620	507,500	8,120	1.6
3rd Quarter Subtotal	1,546,860	1,522,500	24,360	1.6
April	515,620	507,500	8,120	1.6
May	515,620	507,500	8,120	1.6
June	515,620	507,500	8,120	1.6
4th Quarter Subtotal	1,546,860	1,522,500	24,360	1.6
AREAS Revenue	\$6,187,440	\$6,090,000	\$97,440	1.6%
Advertising Revenue	1,038,342	959,703	78,639	8.2%
Gross Concession Revenue	\$7,225,782	\$7,049,703	\$176,079	2.5%

Source: Turnpike Enterprise Finance Office.
Note: Food service revenue reported by month for comparability.
Advertising revenue reported by fiscal year.

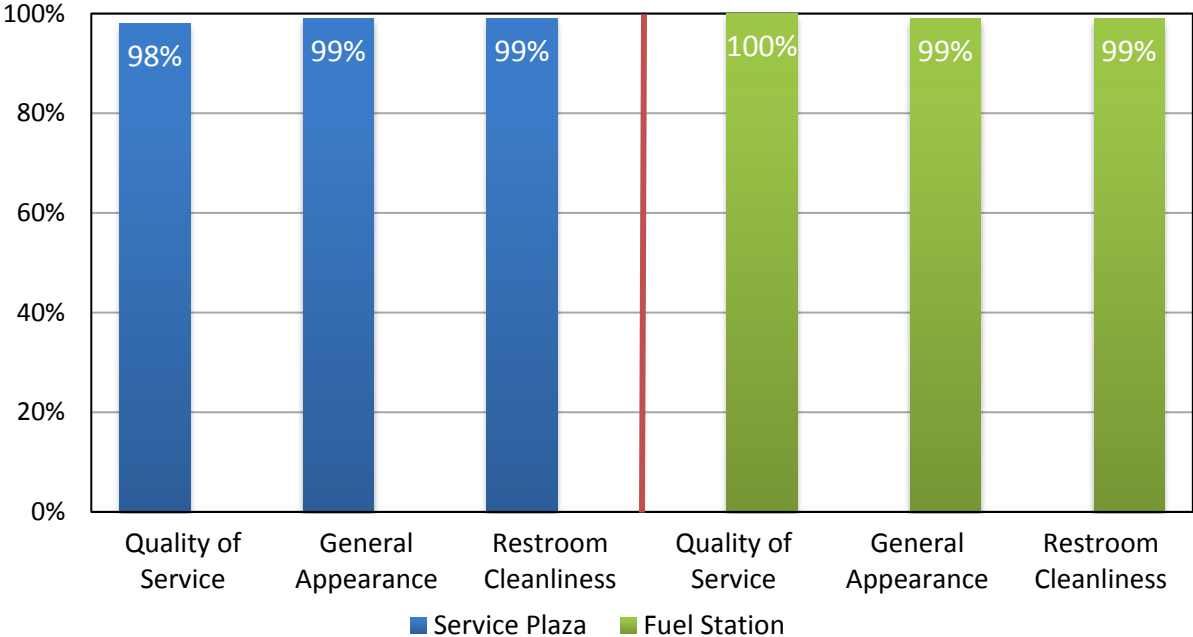
**Florida's Turnpike
Concessions Revenue Forecast (\$000)
FY 2016 through FY 2026**

Fiscal Year	Concession	Advertisement	Total Gross Revenue
2017	\$6,194	\$1,338	\$7,532
2018	6,275	1,389	7,664
2019	6,357	1,313	7,670
2020	6,440	1,271	7,711
2021	6,524	1,280	7,804
2022	6,609	1,197	7,806
2023	6,695	1,203	7,898
2024	6,782	1,177	7,959
2025	6,870	1,183	8,053
2026	6,959	1,189	8,148
2027	7,049	1,195	8,244

Source: Turnpike Enterprise Finance Office.

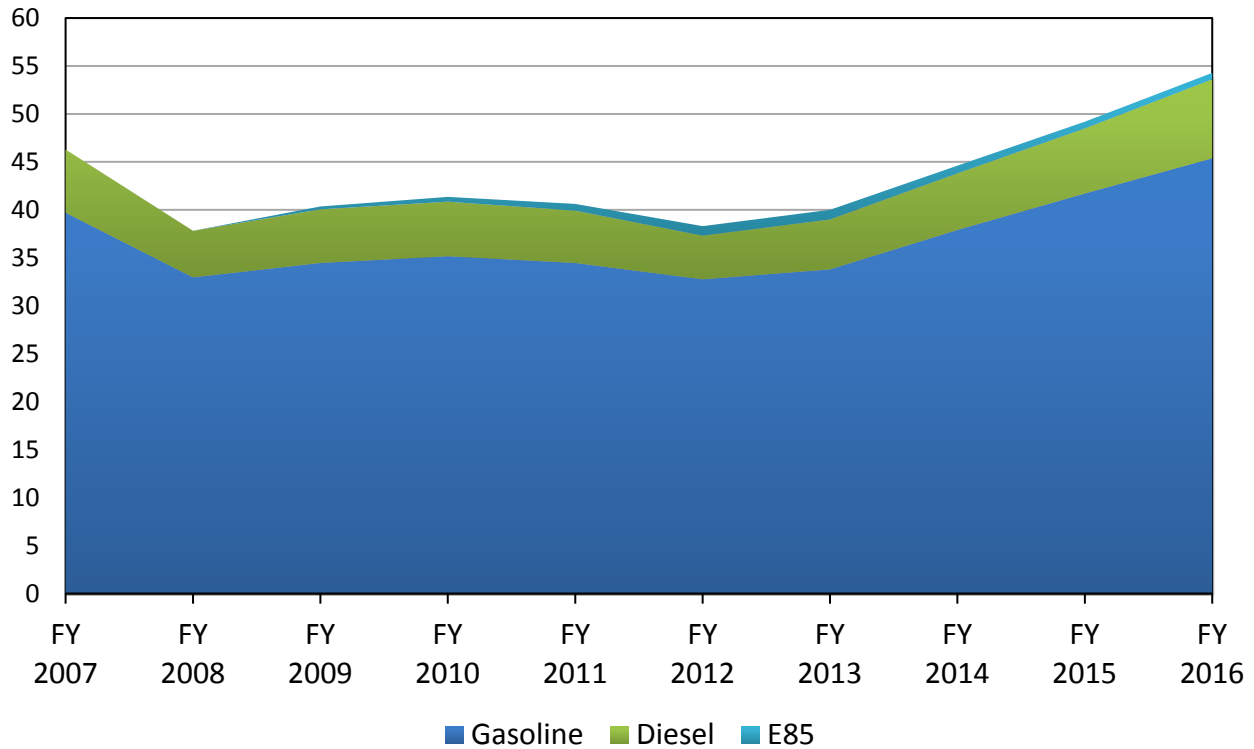
Note: The forecast amounts for concession revenue are based on agreement with Concessionaire, Areas USA FLTP, LLC, and include minimum contract amount with a conservative growth factor. A new license agreement with Florida Logos under the Sponsor-A-Highway Program requires a percentage of sponsorship sales, instead of annual minimum amounts. Advertising revenues from toll booths are projected to decline due to All-Electronic Tolling conversions.

**Service Plaza Scorecard
Percentage of Good / Fair Response**



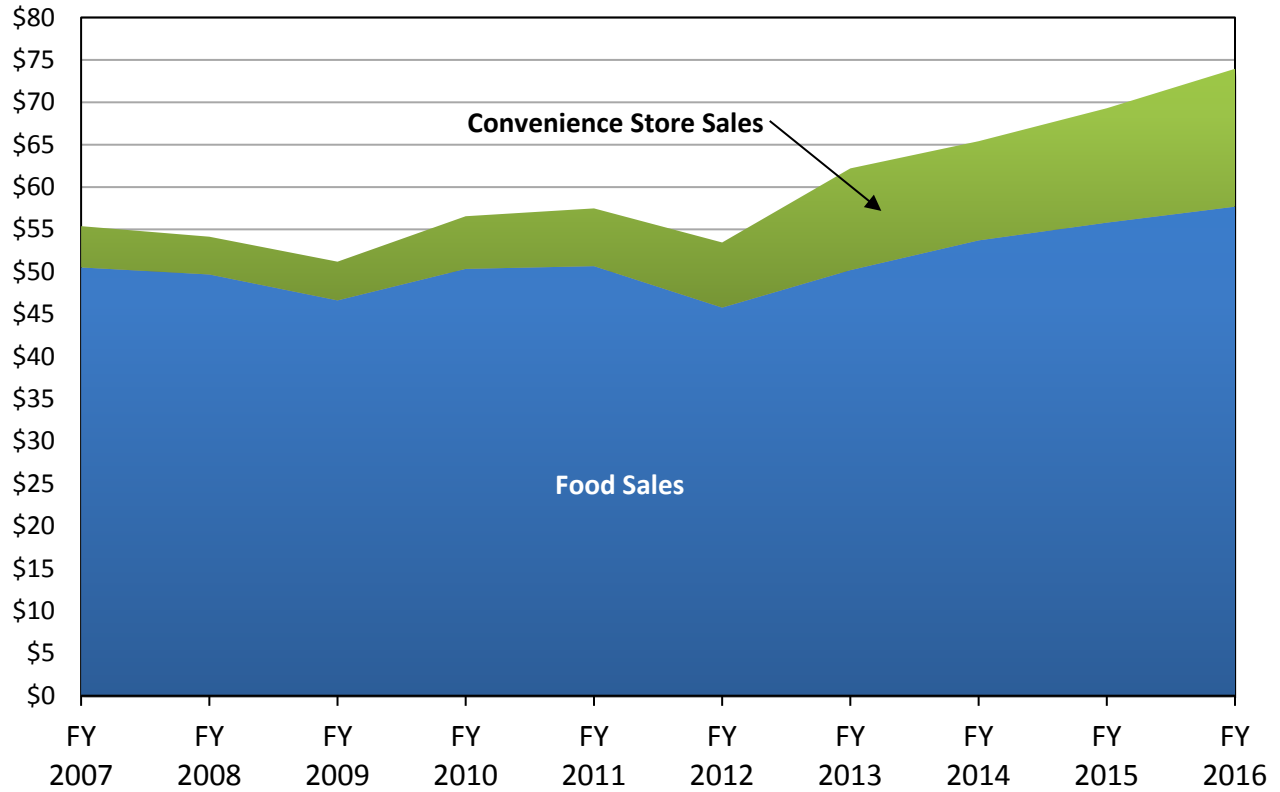
The Turnpike conducts annual customer satisfaction surveys to evaluate the opinions and perceptions of services provided at the service plazas located along the Turnpike's mainline. Based on the FY 2016 Service Plaza Customer Survey conducted in fall 2015, the graph above shows that customers gave the Turnpike high marks both for the restaurant building and fuel station facilities in all categories surveyed.

Gallons of Fuel Sold FY 2007 through 2016



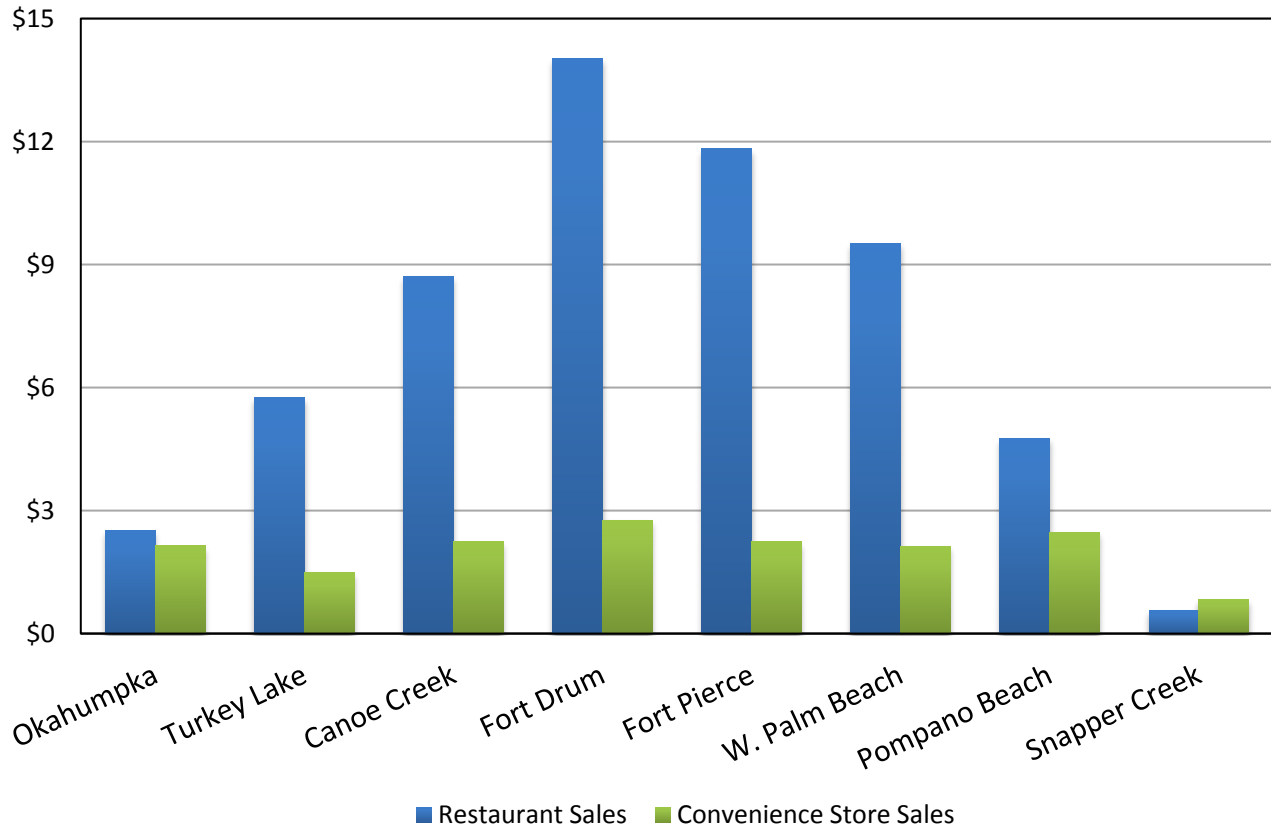
This graph depicts gallons of fuel sold at all service plazas for the ten year period from FY 2007 through FY 2016. Due to the slowing economy and particularly the rising fuel prices, fuel sales had declined in fiscal years 2007 and 2008 with some improvement in FY 2009 and FY 2010. In FY 2011 and FY 2012, fuel sales declined primarily due to construction activities at several service plazas which started in November 2010. Both gasoline and diesel gallons sold increased in FY 2016 by 9 percent and 21 percent, respectively, compared to the preceding year primarily due to traffic growth at renovated service plazas and lower fuel prices.

**Food and Convenience Store Sales
FY 2007 through FY 2016 (In millions)**



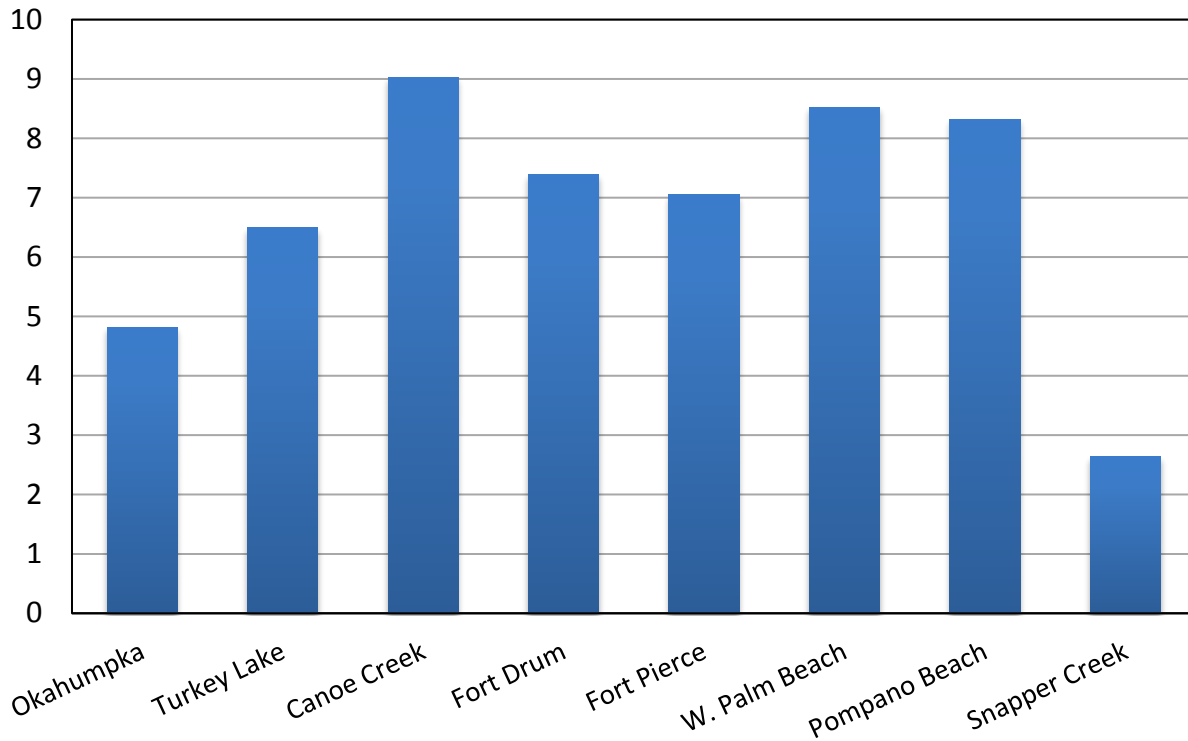
This graph illustrates food and convenience store sales for the past ten years. In FY 2016, food sales totaled nearly \$58 million, an increase of 3 percent over FY 2015. Convenience store sales of approximately \$16 million represent an increase of nearly 21 percent from the preceding fiscal year. The increase in sales is largely due to more traffic and completion of renovations at most several service plazas.

**Restaurant and Convenience Store Sales by Service Plaza
FY 2016
(In Millions)**



As depicted in the graph above, there is a direct correlation between a service plaza’s restaurant sales and its distance from major urban areas. Sales in rural areas such as Fort Drum and Fort Pierce service plazas are higher where recreational travelers are more prevalent. On the contrary, sales in service plazas located near urban areas such as Pompano Beach are lower since they serve commuters. This trend is consistent with prior years. Overall, the restaurant sales and convenience stores sales totaled approximately \$58 million and \$16 million, respectively, for the year. Restaurant and convenience stores sales at Okahumpka increased substantially compared to prior year due to completion of construction activities.

**Fuel Gallons Sold (Gasoline / Diesel / E85)
FY 2016
(In Millions)**



As indicated in the graph above, higher volume of fuel gallons were sold at service plazas on the Ticket System (Canoe Creek and West Palm Beach), which serve long distance travelers, and on the Southern Coin system (Pompano Beach) which reflects the high volume of traffic on this section of the Mainline. In total, over 54 million gallons of fuel were sold in FY 2016, an increase of approximately 10 percent from the preceding year.