

**Gross Concession Revenue  
Quarterly Revenue Results  
FY 2014 vs. FY 2013**

Months	FY 2014	FY 2013	Variance	
			Amount	Change
July	\$615,000	\$500,000	\$115,000	23.0%
August	620,000	500,000	120,000	24.0
September	625,000	500,000	125,000	25.0
1st Quarter Subtotal	1,860,000	1,500,000	360,000	24.0
October	500,000	500,000	0	0.0
November	500,000	500,000	0	0.0
December	500,000	500,000	0	0.0
2nd Quarter Subtotal	1,500,000	1,500,000	0	0.0
January	500,000	540,000	(40,000)	(7.4)
February	500,000	580,000	(80,000)	(13.8)
March	500,000	615,000	(115,000)	(18.7)
3rd Quarter Subtotal	1,500,000	1,735,000	(235,000)	(13.5)
April	500,000	620,000	(120,000)	(19.4)
May	500,000	620,000	(120,000)	(19.4)
June	500,000	610,000	(110,000)	(18.0)
4th Quarter Subtotal	1,500,000	1,850,000	(350,000)	(18.9)
<b>AREAS Revenue</b>	<b>\$6,360,000</b>	<b>\$6,585,000</b>	<b>(\$225,000)</b>	<b>(3.4%)</b>
<b>Advertising Revenue</b>	<b>778,533</b>	<b>929,757</b>	<b>(151,224)</b>	<b>(16.3%)</b>
<b>Gross Concession Revenue</b>	<b>\$7,138,533</b>	<b>\$7,514,757</b>	<b>(\$376,224)</b>	<b>(5.0%)</b>

Source: Turnpike Enterprise Finance Office.

Note: Food service revenue reported by month for comparability.  
Advertising revenue reported by fiscal year.

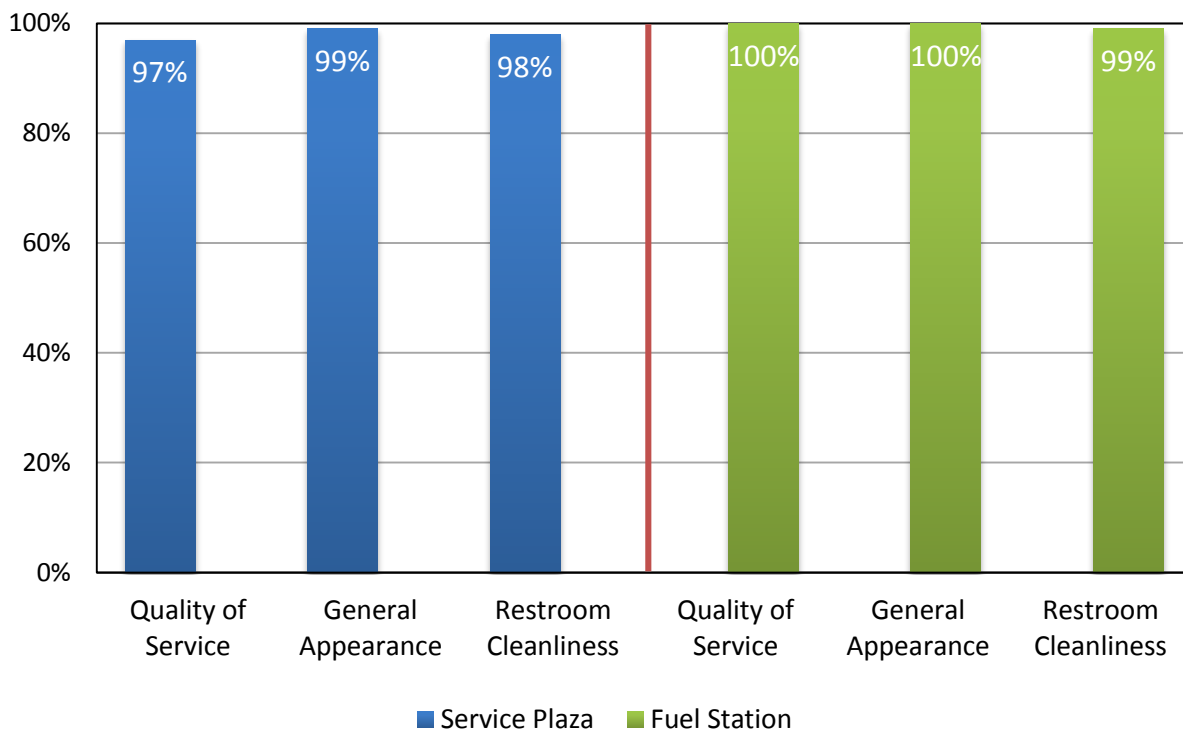
**Florida's Turnpike  
Concessions Revenue Forecast (\$000)  
FY 2015 through FY 2025**

<b>Fiscal Year</b>	<b>Concession</b>	<b>Advertisement</b>	<b>Total Gross Revenue</b>
2015	\$6,090	\$663	\$6,753
2016	6,182	636	6,818
2017	6,275	645	6,920
2018	6,368	655	7,023
2019	6,464	635	7,099
2020	6,561	513	7,074
2021	6,659	516	7,175
2022	6,759	518	7,277
2023	6,860	521	7,381
2024	6,963	524	7,487
2025	7,067	527	7,594

Source: Turnpike Enterprise Finance Office.

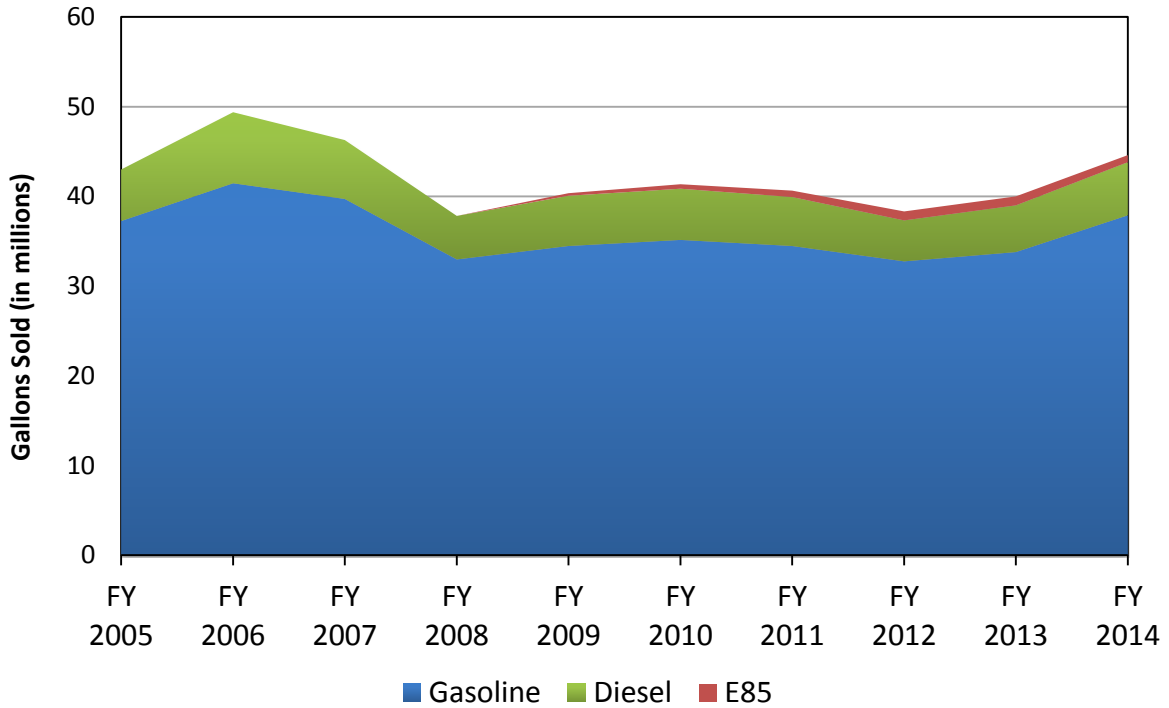
Note: The forecast amounts for concession revenue are based on agreement with Concessionaire, Areas USA FLTP, LLC, and include minimum contract amount with a conservative growth factor. A new license agreement signed in January 2014 with Florida Logos under the Sponsor-A-Highway Program requires a percentage of sponsorship sales, instead of annual minimum amounts. Advertisement revenues from toll booths are projected to decline due to All-Electronic conversions.

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



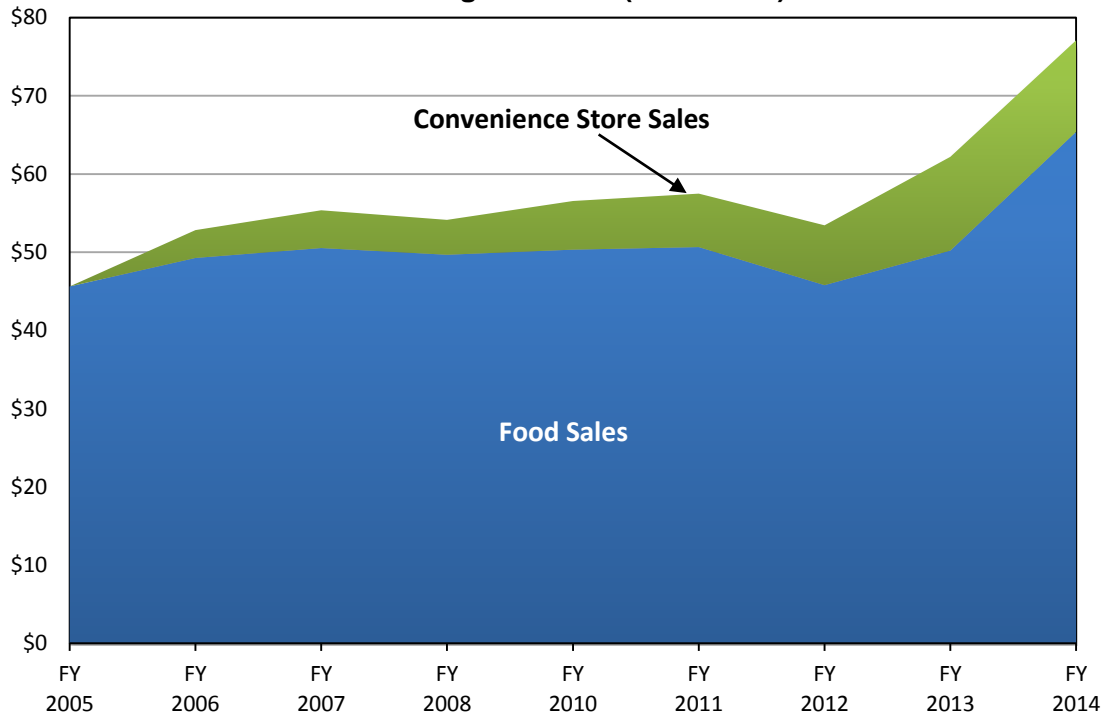
The Turnpike conducts annual customer satisfaction surveys to evaluate the opinions and perceptions of services provided at the service plazas located along the Turnpike's mainline. Based on the FY 2014 Service Plaza Customer Survey conducted in fall 2013, the graph above shows that customers gave the Turnpike high marks both for the restaurant building and fuel station facilities in all categories surveyed.

### Gallons of Fuel Sold FY 2005 through 2014



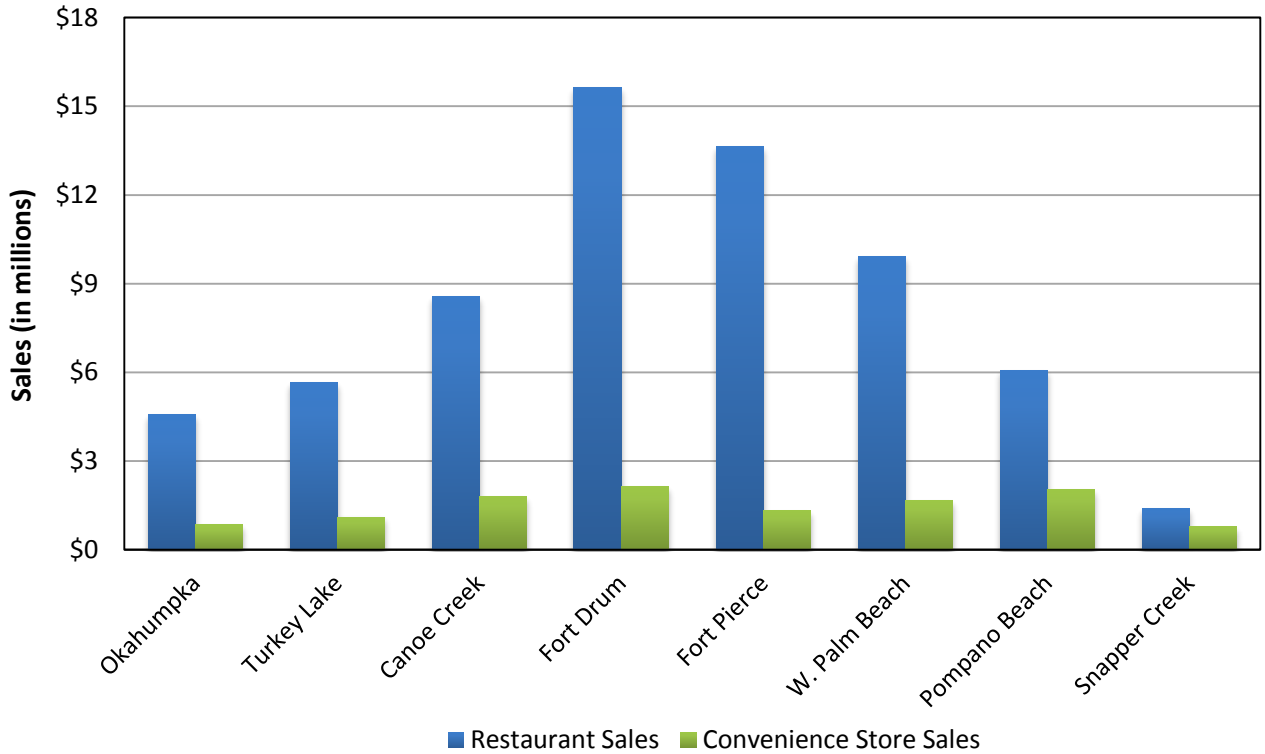
This graph depicts gallons of fuel sold at all service plazas for the ten year period from FY 2005 through FY 2014. Due to the slowing economy and particularly the rising fuel prices, fuel sales declined in fiscal years 2007 and 2008 with some improvement in FY 2009 and FY 2010. In FY 2011 and FY 2012, 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 2014 by over 12 percent and 13 percent, respectively, primarily due to increased traffic at renovated service plazas.

**Food and Convenience Store Sales  
FY 2005 through FY 2014 (In millions)**



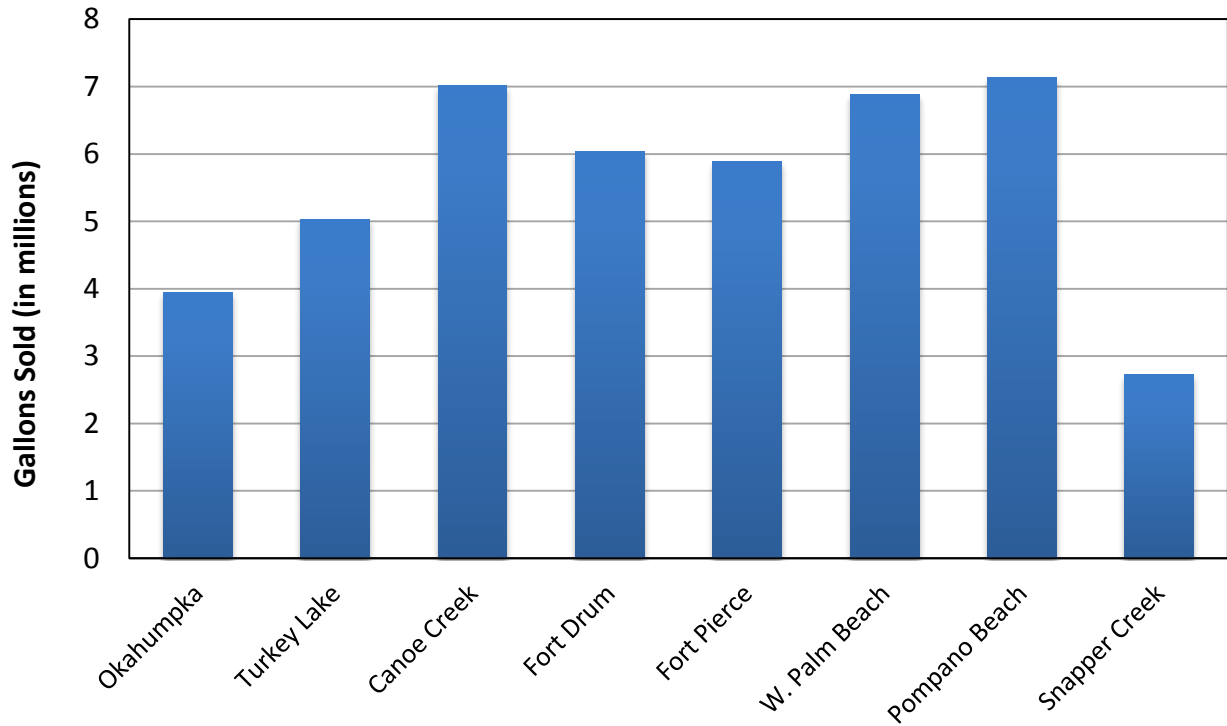
This graph illustrates food sales for the past ten years and convenience store sales since commencing operation in FY 2006. In FY 2014, food sales totaled over \$65 million, an increase of 30 percent over FY 2013. Convenience store sales of approximately \$12 million remained at FY 2013 level. The increase in sales is largely due to completion of renovations at several service plazas.

### Restaurant and Convenience Store Sales by Service Plaza FY 2014



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 Snapper Creek are lower since they serve commuters. This trend is consistent with prior years. Overall, the restaurant sales and convenient stores sales totaled approximately \$65 million and \$12 million, respectively, for the year.

**Fuel Gallons Sold (Gasoline / Diesel / E85)  
FY 2014**



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, nearly 45 million gallons of fuel were sold in FY 2014, an increase of approximately 12 percent from the preceding year.