

**Gross Concession Revenue
Quarterly Revenue Results
FY 2019 vs. FY 2018**

Months	FY 2019	FY 2018	Variance	
			Amount	Change
July	\$533,825	\$522,845	\$10,980	2.1%
August	533,825	522,845	10,980	2.1
September	533,825	522,845	10,980	2.1
1st Quarter Subtotal	1,601,475	1,568,535	32,940	2.1
October	533,825	522,845	10,980	2.1
November	533,825	522,845	10,980	2.1
December	533,825	522,845	10,980	2.1
2nd Quarter Subtotal	1,601,475	1,568,535	32,940	2.1
January	533,825	522,845	10,980	2.1
February	533,825	522,845	10,980	2.1
March	533,825	522,845	10,980	2.1
3rd Quarter Subtotal	1,601,475	1,568,535	32,940	2.1
April	533,825	522,845	10,980	2.1
May	533,825	522,845	10,980	2.1
June	533,825	522,845	10,980	2.1
4th Quarter Subtotal	1,601,475	1,568,535	32,940	2.1
AREAS Revenue	6,405,900	6,274,140	131,760	2.1
Noncompliance Fees and Fines	195,000	1,613,000	(1,418,000)	(87.9)
Non-Cash Adjustments*	874,850	527,979	346,871	65.7
Total Areas Revenue	7,475,750	8,415,119	(939,369)	(11.2)
Advertising Revenue	1,446,619	1,462,570	(15,951)	(1.1)
Gross Concession Revenue	\$8,922,369	\$9,877,689	(\$955,320)	(9.7%)

Source: Turnpike Enterprise Finance Office.

* Adjustments to comply with new accounting standards.

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

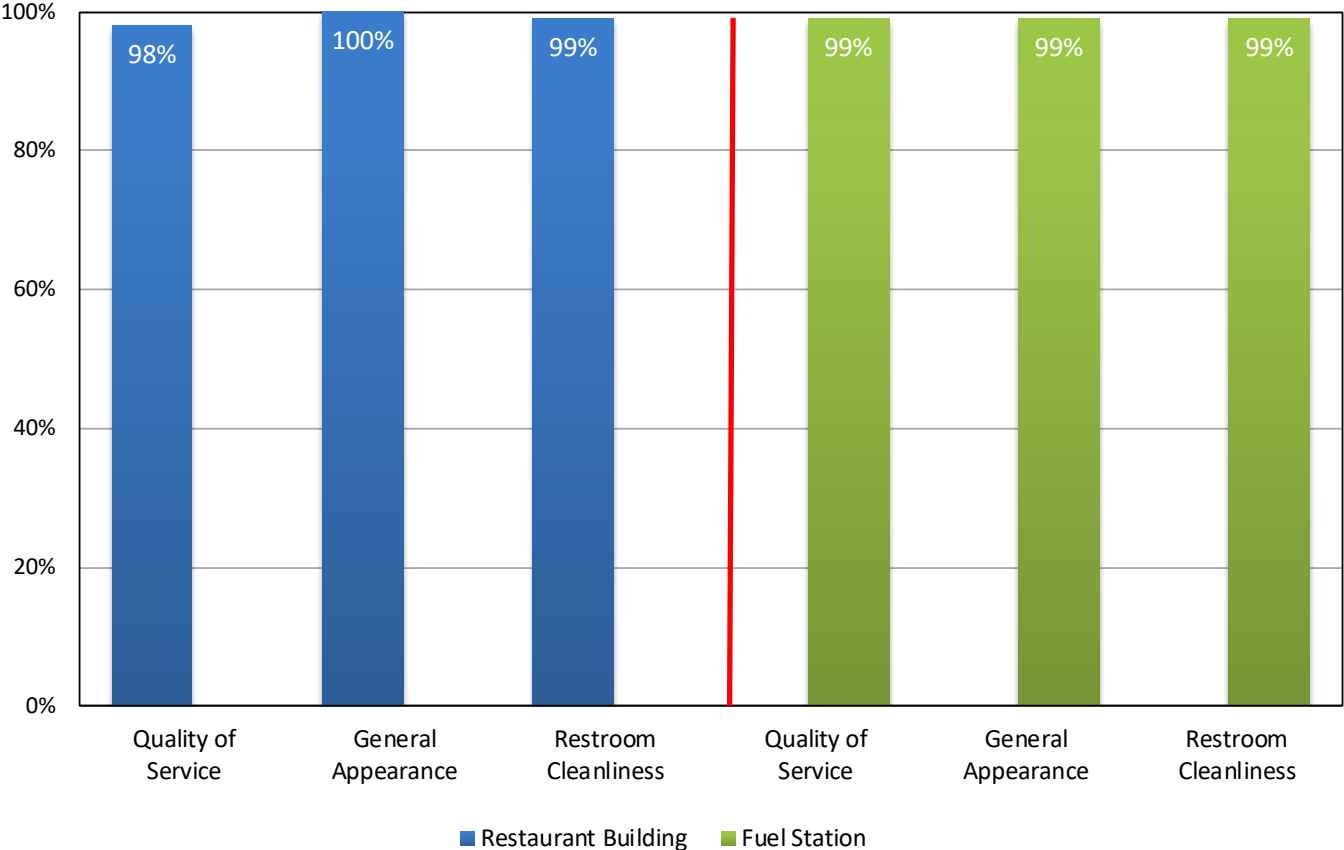
**Florida's Turnpike
Concessions Revenue Forecast (\$000)
FY 2020 through FY 2030**

Fiscal Year	Concession	Advertisement	Total Gross Revenue
2020	\$7,409	\$1,615	\$9,024
2021	7,540	1,537	9,077
2022	7,673	1,429	9,102
2023	7,809	1,423	9,232
2024	7,947	1,410	9,357
2025	8,089	1,379	9,468
2026	8,233	1,388	9,621
2027	8,380	1,397	9,777
2028	8,530	1,406	9,936
2029	8,684	1,415	10,099
2030	8,840	1,424	10,264

Source: Turnpike Enterprise Finance Office

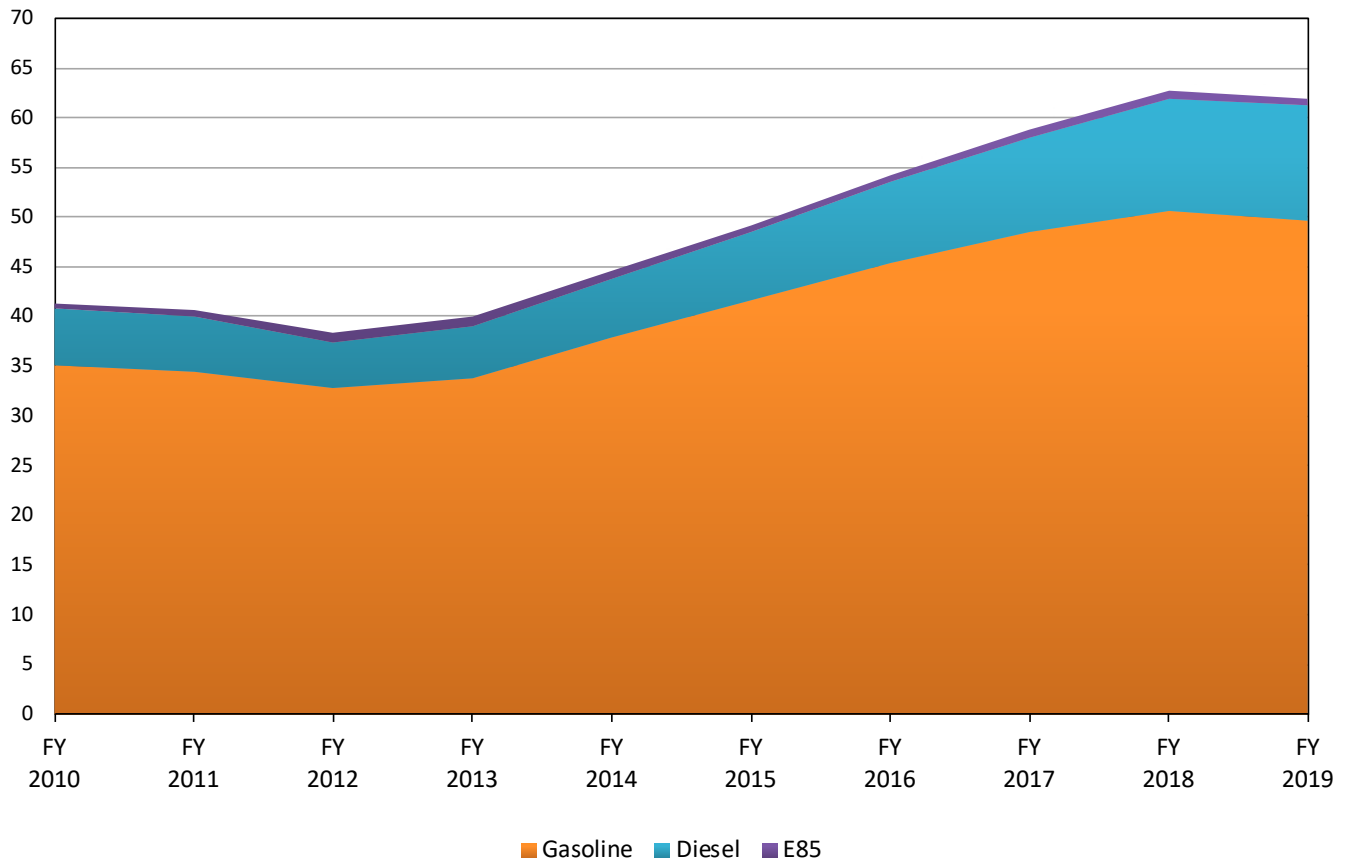
Note: The forecast amounts for concession revenue are based on agreement with Concessionaire, Areas USA FLTP, LLC, and include minimum contract amount with a conservative growth factor. Advertising revenues from toll booths are projected to decline due to All-Electronic Tolling conversions.

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



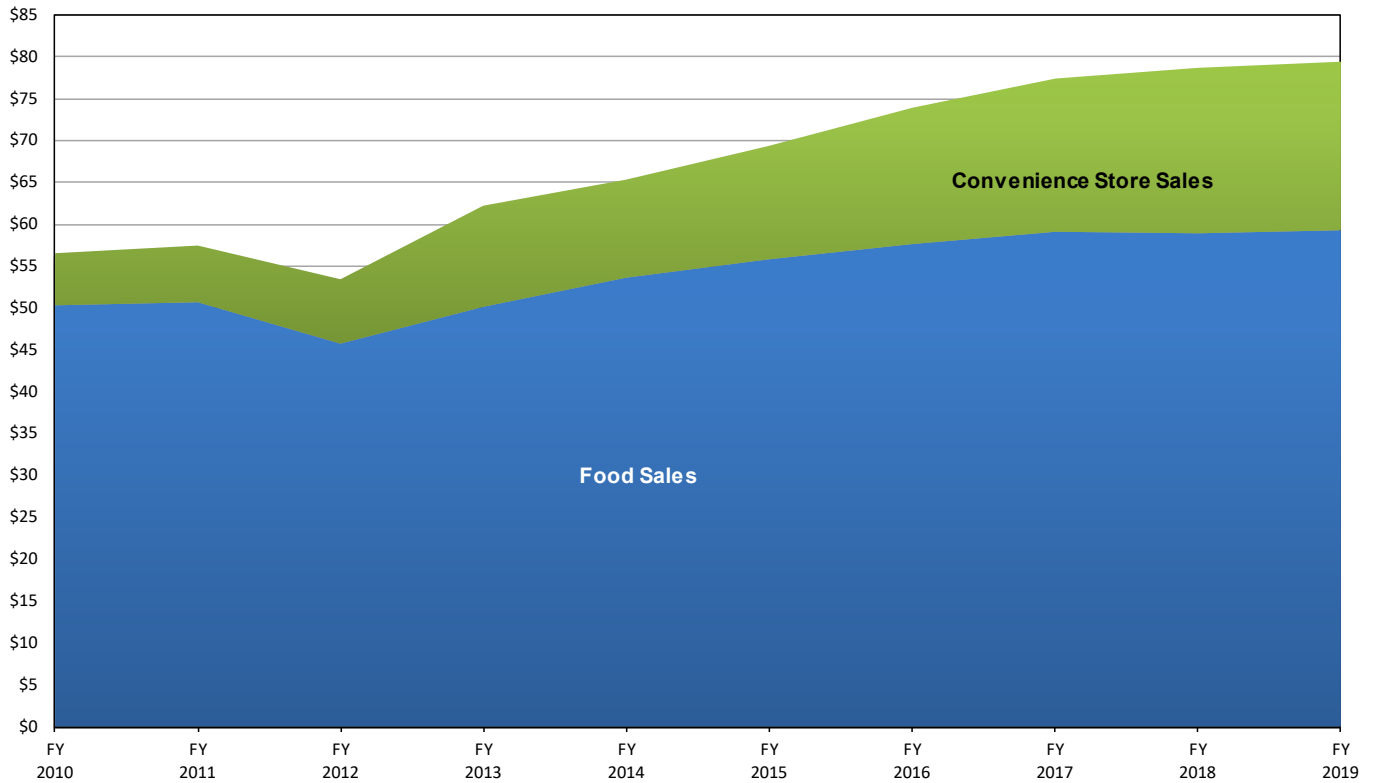
The Turnpike conducts annual customer satisfaction surveys to evaluate the opinions and perceptions of services provided at the service plazas located along the Turnpike's mainline. Based on the FY 2019 Service Plaza Customer Survey conducted in fall 2018, the graph above shows that customers gave the Turnpike high marks both for the restaurant building and fuel station facilities in all categories surveyed.

**Gallons of Fuel Sold
FY 2010 through FY 2019
(In Millions)**



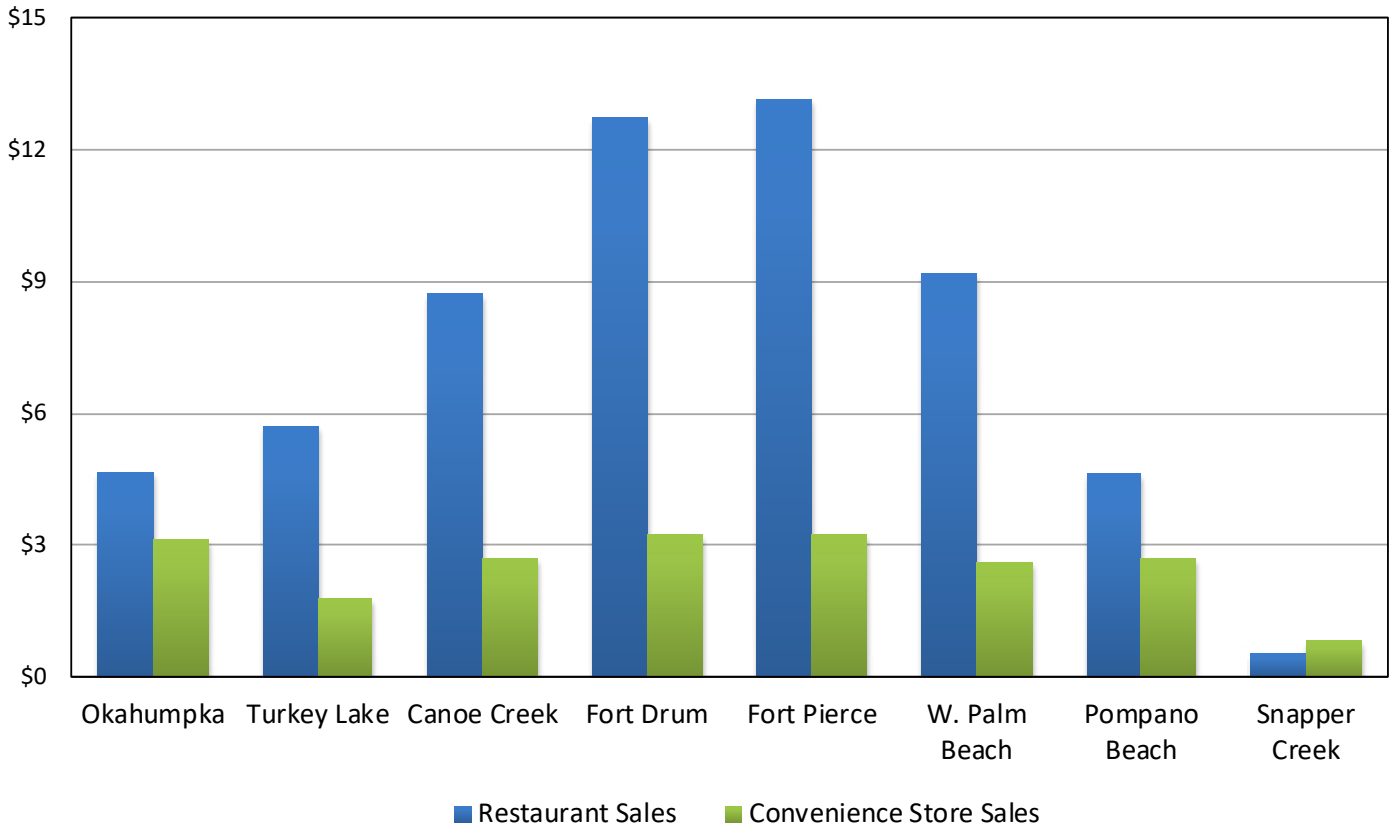
This graph depicts gallons of fuel sold at all service plazas for the ten year period from FY 2010 through FY 2019. In FY 2011 and FY 2012, fuel sales declined primarily due to construction activities at several service plazas which started in November 2010. Fuel sales have generally increased starting in FY 2013.

**Food and Convenience Store Sales
FY 2010 through FY 2019
(In Millions)**



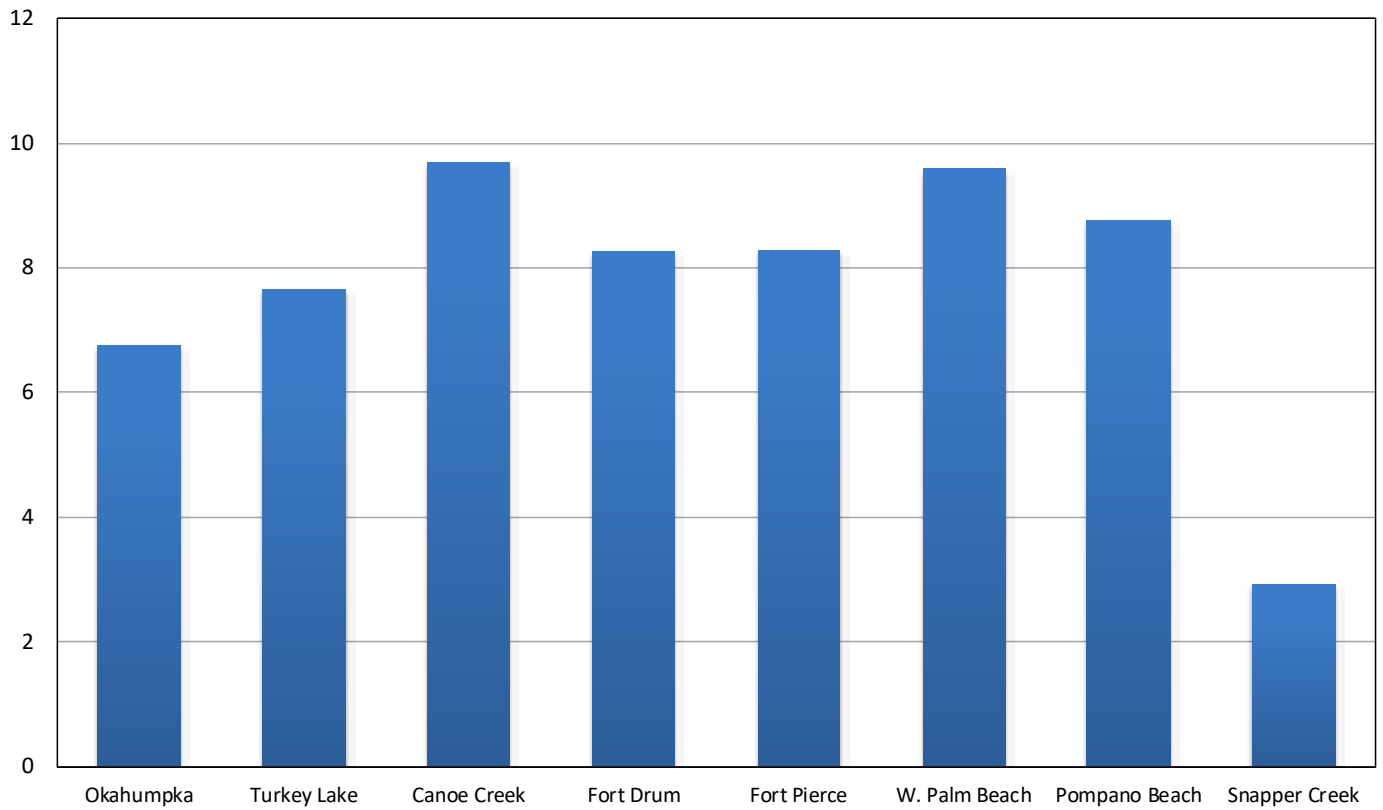
This graph illustrates food and convenience store sales for the past ten years. Food sales in FY 2019 of \$59 million remained unchanged from the preceding year, while the convenience store sales of \$20 million represent an increase of approximately 2 percent from the prior fiscal year. The overall increase in sales in recent years is largely due to more traffic and completion of renovations at all service plazas.

**Food and Convenience Store Sales by Service Plaza
FY 2019
(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 \$59 million and \$20 million, respectively, for the year.

**Fuel Gallons Sold (Gasoline/Diesel/E85)
FY 2019
(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. Overall sales of 62 million gallons in FY 2019 are comparable to the preceding year.