

**Gross Concession Revenue  
Quarterly Revenue Results  
FY 2013 vs. FY 2012**

Months	FY 2013	FY 2012	Variance	
			Amount	Change
July	\$500,000	\$500,000	\$0	0.0%
August	500,000	500,000	0	0.0
September	500,000	500,004	(4)	0.0
1st Quarter Subtotal	1,500,000	1,500,004	(4)	0.0
October	500,000	499,996	4	0.0
November	500,000	500,000	0	0.0
December	500,000	500,000	0	0.0
2nd Quarter Subtotal	1,500,000	1,499,996	4	0.0
January	540,000	500,005	39,995	8.0
February	580,000	499,995	80,005	16.0
March	615,000	500,000	115,000	23.0
3rd Quarter Subtotal	1,735,000	1,500,000	235,000	15.7
April	620,000	500,000	120,000	24.0
May	620,000	500,000	120,000	24.0
June	610,000	500,000	110,000	22.0
4th Quarter Subtotal	1,850,000	1,500,000	350,000	23.3
<b>AREAS Revenue</b>	<b>\$6,585,000</b>	<b>\$6,000,000</b>	<b>\$585,000</b>	<b>9.8%</b>
<b>Advertising Revenue</b>	<b>929,757</b>	<b>1,169,000</b>	<b>(239,243)</b>	<b>(20.5%)</b>
<b>Gross Concession Revenue</b>	<b>\$7,514,757</b>	<b>\$7,169,000</b>	<b>\$345,757</b>	<b>4.8%</b>

Source: Turnpike Enterprise Finance Office.

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

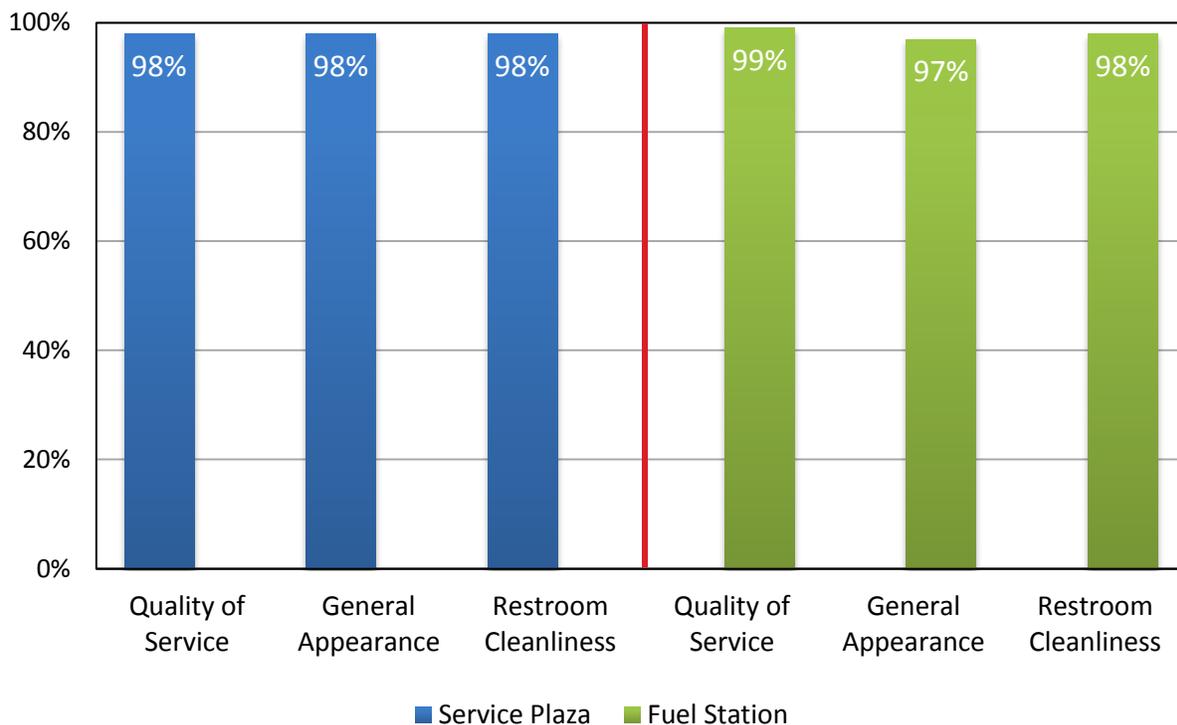
**Florida's Turnpike  
Concessions Revenue Forecast (\$000)  
FY 2014 through FY 2024**

<b>Fiscal Year</b>	<b>Concession</b>	<b>Advertisement</b>	<b>Total Gross Revenue</b>
2014	\$6,000	\$855	\$6,855
2015	6,120	800	6,920
2016	6,242	720	6,962
2017	6,367	720	7,087
2018	6,495	720	7,215
2019	6,624	570	7,194
2020	6,757	570	7,327
2021	6,892	570	7,462
2022	7,030	570	7,600
2023	7,171	570	7,741
2024	7,314	570	7,884

Source: Turnpike Enterprise Finance Office.

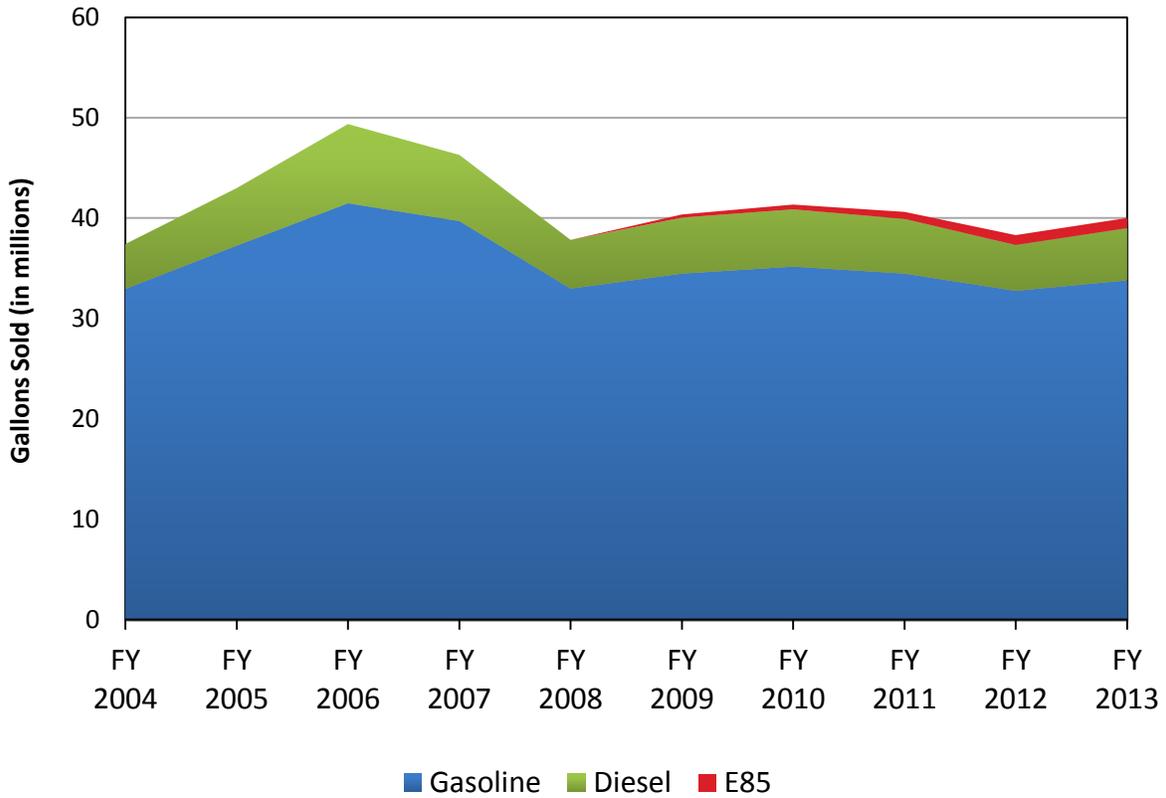
Note: The amounts for concession revenue are based on agreement with Concessionaire, Areas USA FLTP, LLC, and include minimum contract amount with a conservative growth factor starting FY 2015. The license agreements with Travelers Marketing for toll plaza advertising and Road Ranger sponsorship, and Florida Logos for specific sign structures both expire in FY 2014. The license agreement for Sponsor-A-Highway Program with Florida Logos also expires in FY 2014. Amounts subsequent to contract expiration are held constant with no growth factored in.

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



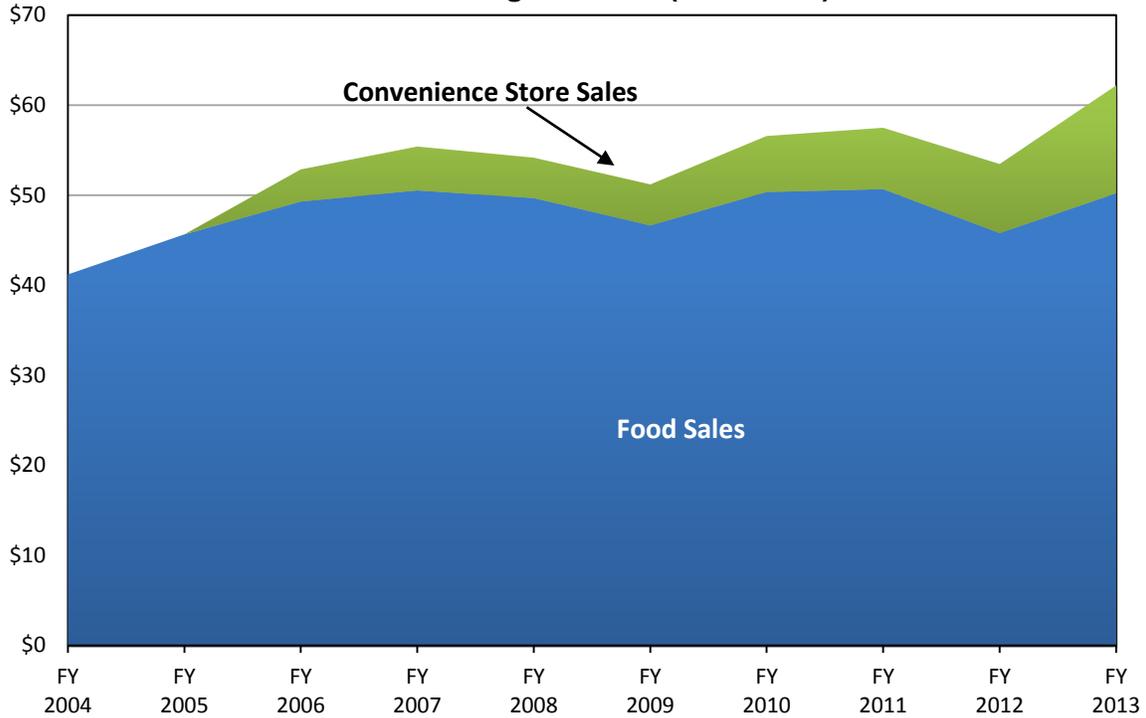
The Turnpike conducts annual customer satisfaction surveys to evaluate the opinions and perceptions of services provided at the service plazas located along the Turnpike's mainline. Based on the FY 2013 Service Plaza Customer Survey conducted in fall 2012, the graph above shows that customers gave the Turnpike high marks both for the restaurant building and fuel station facilities in all categories surveyed.

**Gallons of Fuel Sold  
FY 2004 through 2013**



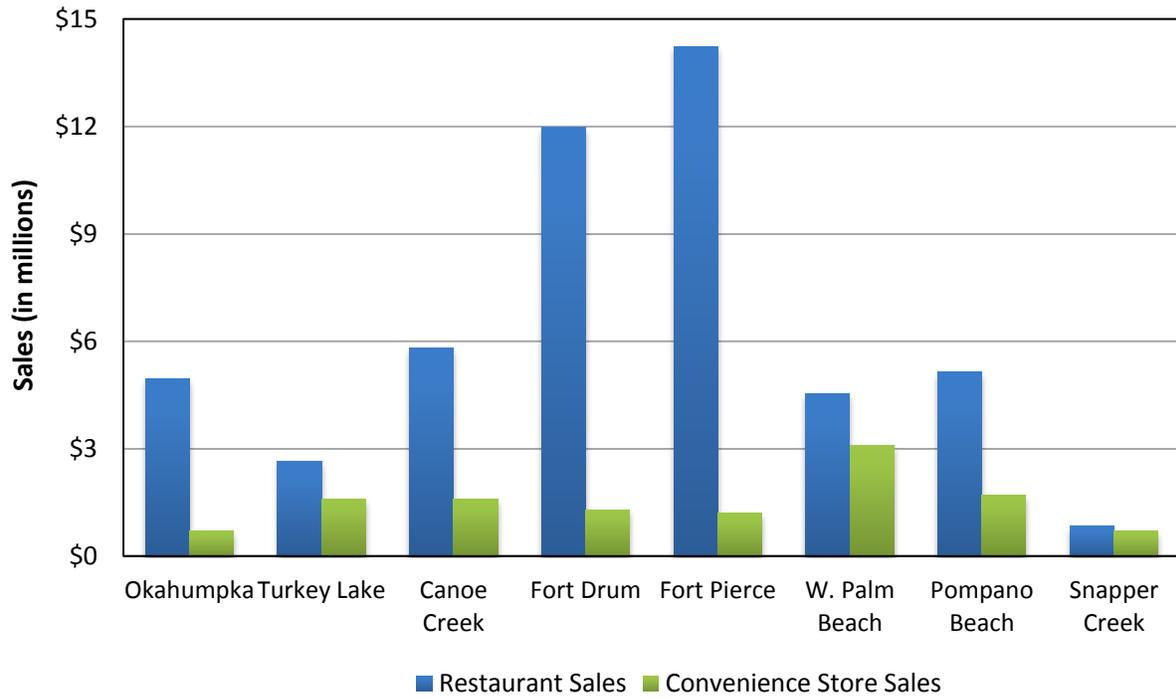
This graph depicts the gallons of fuel sold at all service plazas for the ten year period from FY 2004 through FY 2013. Due to the slowing economy and particularly the rising fuel prices, fuel sales declined in fiscal years 2007 and 2008 with some improvement in FY 2009 and FY 2010. In FY 2011 and FY 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 2013 by over 3 percent and 14 percent, respectively, primarily due to increased traffic at the Pompano Beach and Snapper Creek service plazas which reopened after renovations.

**Food and Convenience Store Sales  
FY 2004 through FY 2013 (In millions)**



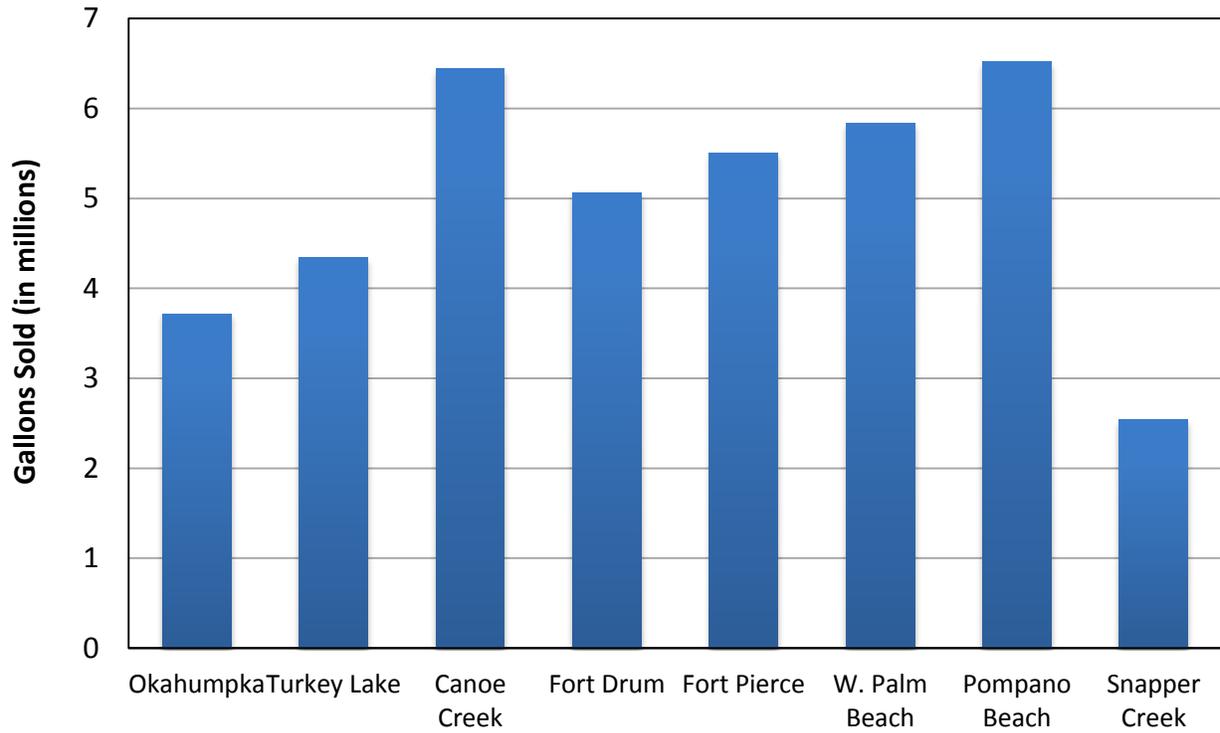
This graph illustrates food sales for the past ten years and convenience store sales since commencing operation in FY 2006. In FY 2013, food sales totaled \$50 million, an increase of nearly 10 percent over FY 2012. Convenience store sales also increased by approximately 56 percent over FY 2012 levels. The increase in sales is largely due to completion of renovations at several service plazas.

### Restaurant and Convenience Store Sales by Service Plaza FY 2013



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 Pierce and Fort Drum 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 \$50 million and \$12 million, respectively, for the year.

**Fuel Gallons Sold (Gasoline / Diesel / E85)  
FY 2013**



As indicated in the graph above, higher volume of fuel gallons were sold at service plazas on the Ticket System (Canoe Creek, Fort Drum, Fort Pierce 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 40 million gallons of fuel were sold in FY 2013, an increase of 4 percent from the preceding year.