

**Gross Concession Revenue
Quarterly Revenue Results
FY 2012 vs. FY 2011**

Month	FY 2012	FY 2011	Variance	
			Amount	Change
July	\$500,000	\$749,988	(\$249,988)	(33.3%)
August	500,000	750,000	(250,000)	(33.3)
September	500,004	750,000	(249,996)	(33.3)
1st Quarter Subtotal	1,500,004	2,249,988	(749,984)	(33.3)
October	499,996	750,000	(250,004)	(33.3)
November	500,000	750,000	(250,000)	(33.3)
December	500,000	500,000	0	0.0
2nd Quarter Subtotal	1,499,996	2,000,000	(500,004)	(25.0)
January	500,005	500,002	3	0.0
February	499,995	500,000	(5)	0.0
March	500,000	500,000	0	0.0
3rd Quarter Subtotal	1,500,000	1,500,002	(2)	0.0
April	500,000	500,000	0	0.0
May	500,000	500,000	0	0.0
June	500,000	500,000	0	0.0
4th Quarter Subtotal	1,500,000	1,500,000	0	0.0
AREAS Revenue	\$6,000,000	\$7,249,990	(\$1,249,990)	(17.2%)
Advertising Revenue	1,169,000	1,132,218	36,782	3.2%
Gross Concession Revenue	\$7,169,000	\$8,382,208	(\$1,213,208)	(14.5%)

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 2013 through FY 2023**

Fiscal Year	Concession	Advertisement	Total Gross Revenue
2013	\$6,000	\$1,176	\$7,176
2014	6,180	1,176	7,356
2015	6,365	1,071	7,436
2016	6,556	927	7,483
2017	6,753	775	7,528
2018	6,956	775	7,731
2019	7,164	775	7,939
2020	7,379	775	8,154
2021	7,601	775	8,376
2022	7,829	775	8,604
2023	8,063	775	8,838

Source: Turnpike Enterprise Finance Office.

Note: The operating agreements with HMSHost Tollroads and Martin Petroleum expired in FY 2009. The amounts for concession revenue are based on agreement with new Concessionaire, Areas USA FLTP, LLC, and include minimum contract amount with a conservative growth factor starting FY 2014. The license agreements with Travelers Marketing for toll plaza advertising and Road Ranger sponsorship, and Florida Logos for specific sign structures expire in FY 2013 and FY 2016, respectively. The license agreement for Sponsor-A-Highway Program with Florida Logos expires in FY 2013. Amounts subsequent to contract expiration are held constant with no growth factored in.