

Gross Concession Revenue  
Quarterly Revenue Results  
FY 2021 vs. FY 2020

Months	FY 2021	FY 2020	Variance	
			Amount	Change
July	\$556,476	\$546,637	\$9,839	1.8%
August	556,476	546,637	9,839	1.8
September	556,476	546,637	9,839	1.8
1st Quarter Subtotal	1,669,428	1,639,911	29,517	1.8
October	556,476	546,637	9,839	1.8
November	556,476	546,637	9,839	1.8
December	556,476	546,637	9,839	1.8
2nd Quarter Subtotal	1,669,428	1,639,911	29,517	1.8
January	556,476	546,637	9,839	1.8
February	556,476	546,637	9,839	1.8
March	556,476	546,637	9,839	1.8
3rd Quarter Subtotal	1,669,428	1,639,911	29,517	1.8
April	556,476	52,088	504,388	968.3
May	556,476	546,637	9,839	1.8
June	556,476	546,637	9,839	1.8
4th Quarter Subtotal	1,669,428	1,145,362	524,066	45.8
AREAS Revenue	6,677,712	6,065,095	612,617	10.1
Noncompliance Fees and Fines	606,206	179,000	427,206	238.7
Non-Cash Adjustments*	874,850	874,850	0	0.0
Total Areas Revenue	8,158,768	7,118,945	1,039,823	14.6
Advertising Revenue	1,663,610	1,614,173	49,437	3.1
Gross Concession Revenue	\$9,822,378	\$8,733,118	\$1,089,260	12.5%

Source: Turnpike Enterprise Finance Office.

\* Adjustments to comply with accounting standards.

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

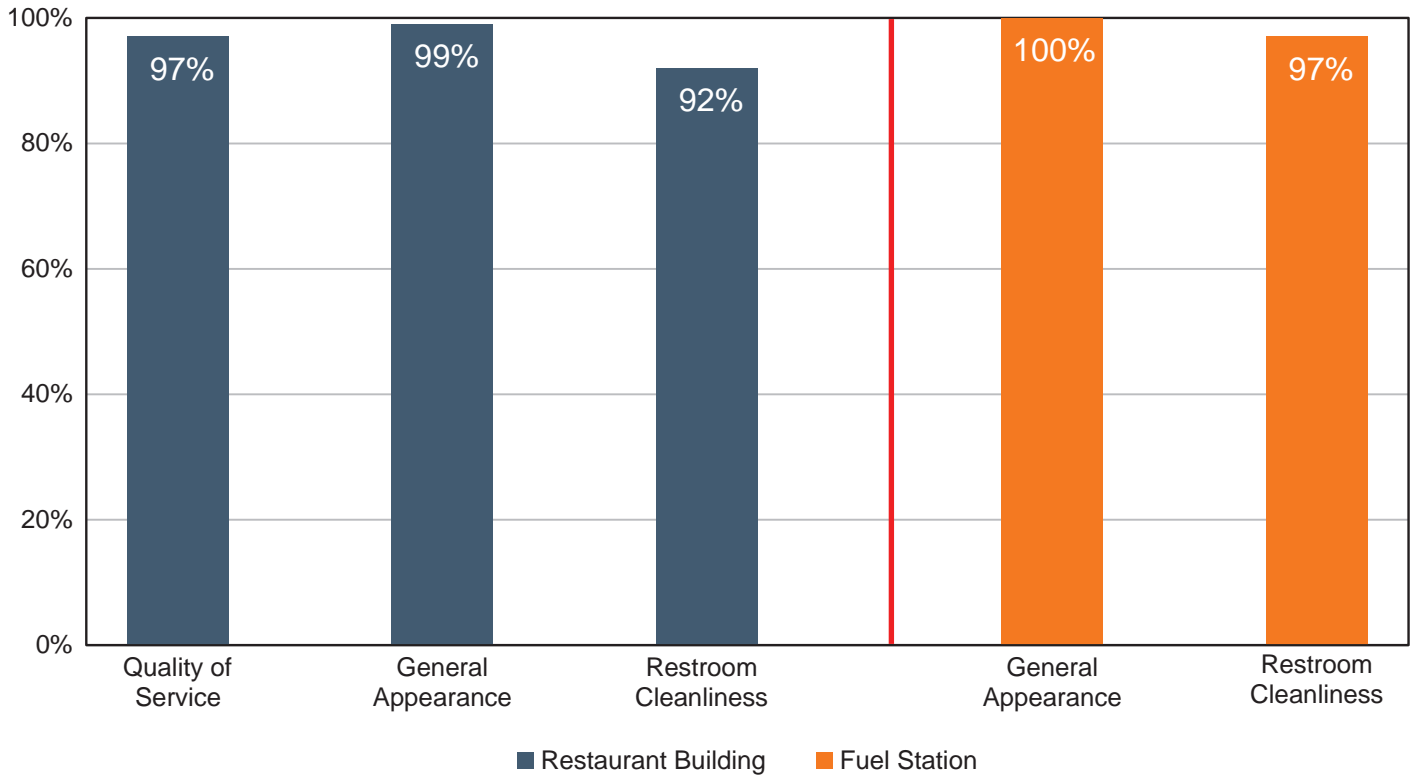
Florida's Turnpike  
 Concessions Revenue Forecast (\$000)  
 FY 2022 through FY 2032

<b>Fiscal Year</b>	<b>Concession</b>	<b>Advertisement</b>	<b>Total Gross Revenue</b>
2022	\$7,633	\$1,646	\$9,279
2023	7,754	1,656	9,410
2024	7,878	1,666	9,544
2025	8,004	1,618	9,622
2026	8,133	1,628	9,761
2027	8,263	1,639	9,902
2028	8,396	1,650	10,046
2029	8,532	1,661	10,193
2030	8,669	1,672	10,341
2031	8,810	1,683	10,493
2032	8,953	1,695	10,648

Source: Turnpike Enterprise Finance Office.

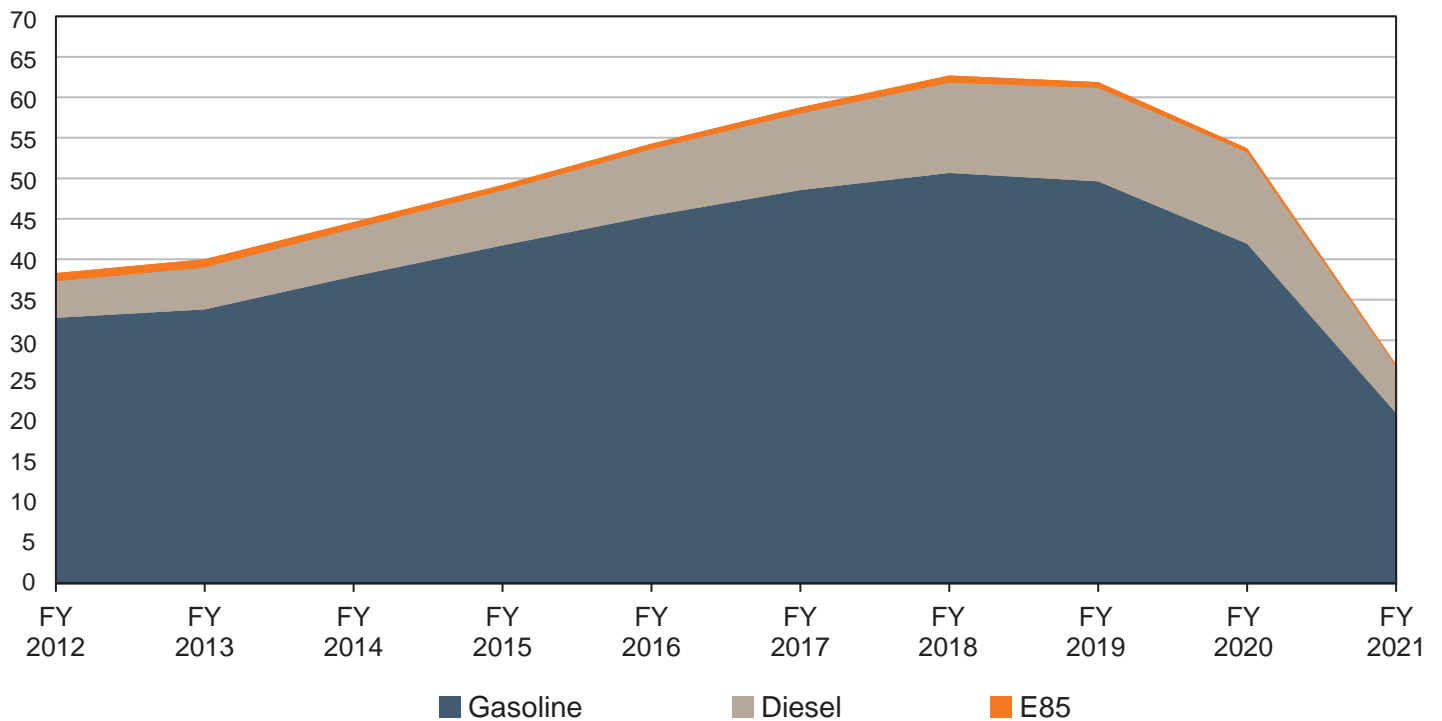
Note: The forecast amounts for concession revenue are based on agreement with Concessionaire, Areas USA FLTP, LLC, and include minimum contract amount with a conservative growth factor. Advertising revenues from toll booths are projected to decline due to All-Electronic Tolling conversions.

Service Plaza Response Scorecard  
Percentage of Excellent/ Good/ Acceptable



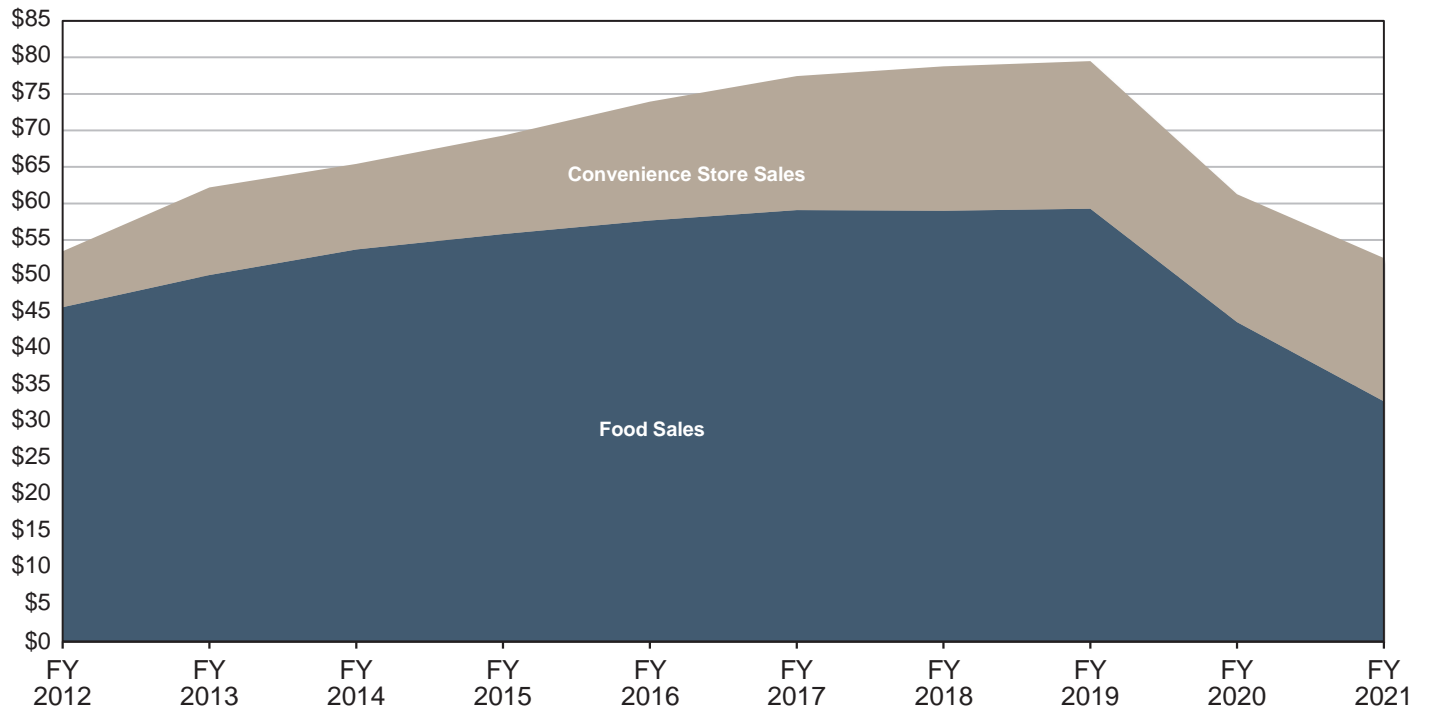
The Turnpike conducts annual customer satisfaction surveys to evaluate the opinions and perceptions of services provided at the service plazas located along the Turnpike's mainline. Based on the FY 2021 Service Plaza Customer Survey conducted in fall 2020, the graph above shows that customers gave the Turnpike high marks both for the restaurant building and fuel station facilities in all categories surveyed.

Gallons of Fuel Sold  
FY 2012 through FY 2021  
(In Millions)



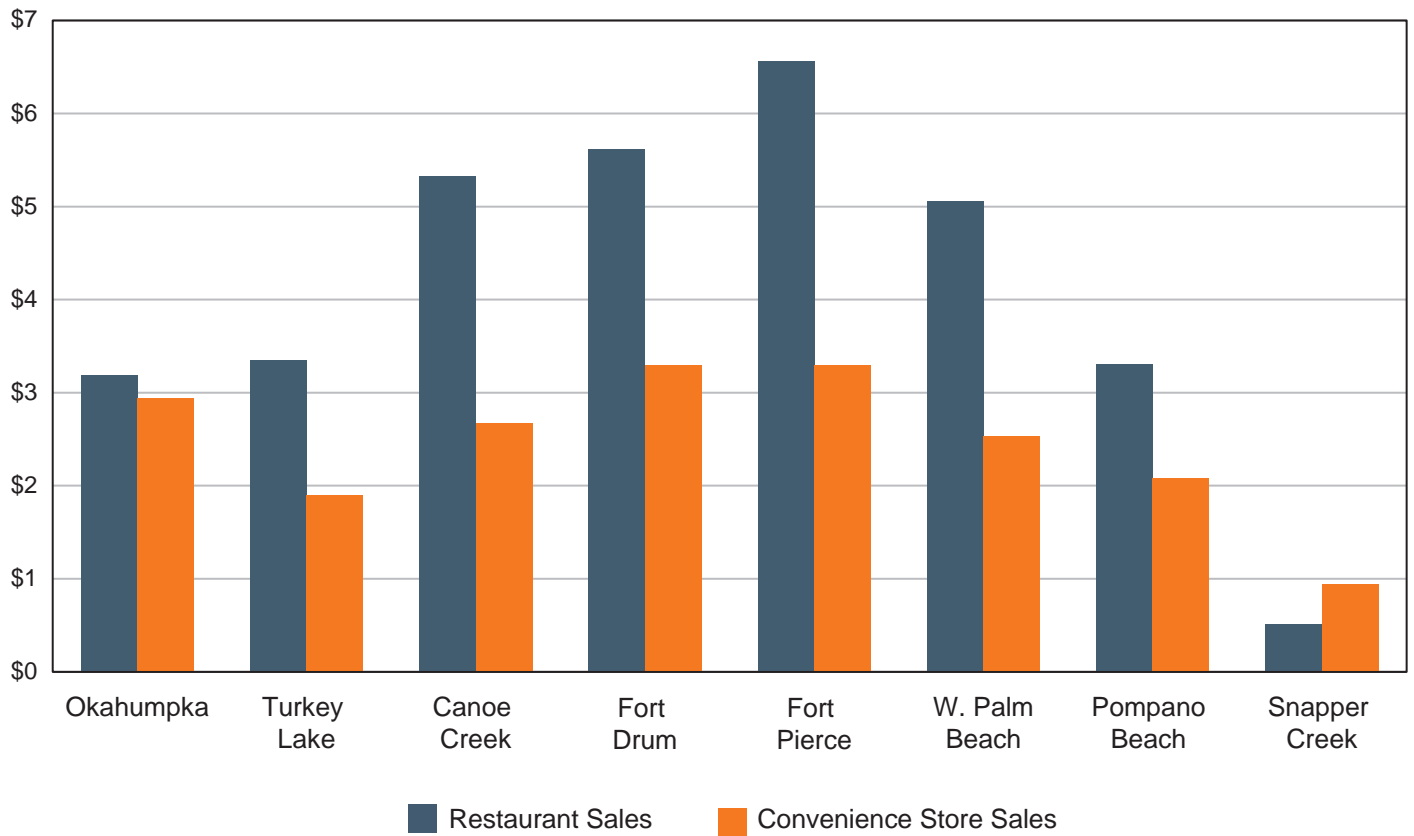
This graph depicts gallons of fuel sold at all service plazas for the ten-year period from FY 2012 through FY 2021. Fuel sales have generally increased starting in FY 2013 with the phased opening of the service plazas after renovation. A significant fuel sales decline in FY 2020 and FY 2021 is due to the impacts of the COVID-19 pandemic.

Food and Convenience Store Sales  
FY 2012 through FY 2021  
(In Millions)



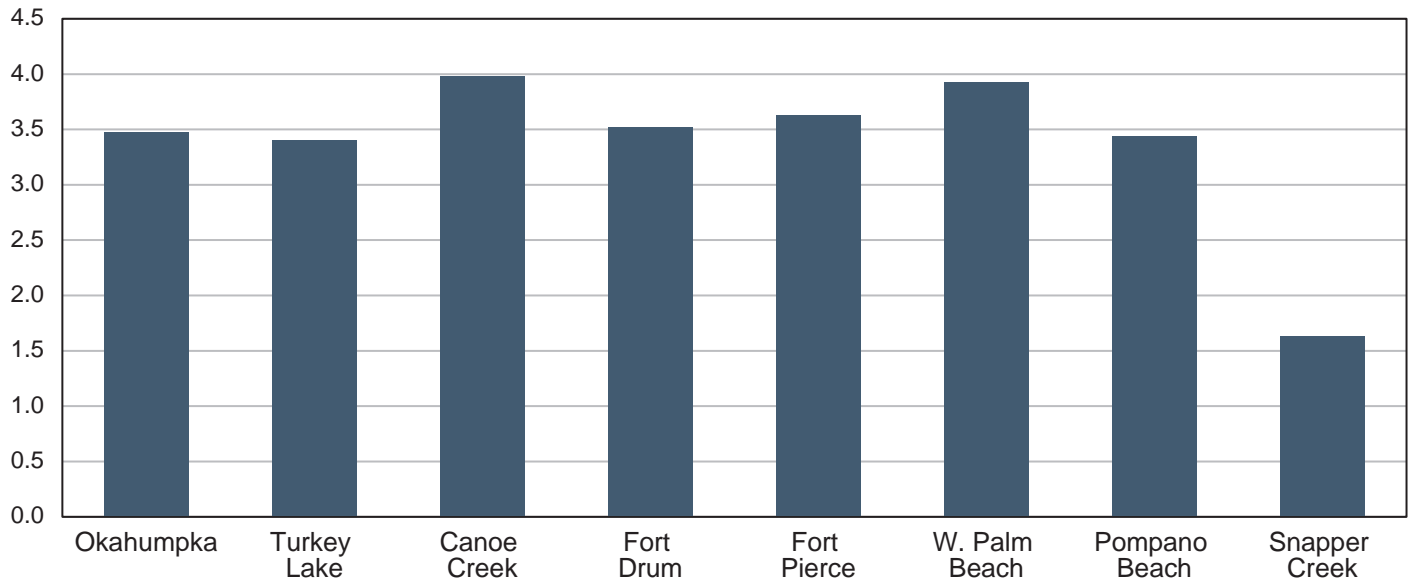
This graph illustrates food and convenience store sales for the past ten years. Food and convenience store sales declined in FY 2020 and FY 2021 due to the impacts from the COVID-19 pandemic.

Food and Convenience Store Sales by Service Plaza  
FY 2021  
(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 \$33 million and \$20 million, respectively, for the year.

Fuel Gallons Sold (Gasoline/Diesel/E85)  
FY 2021  
(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. Overall sales of 27 million gallons in FY 2021 is approximately half of the FY 2020 sales due to the full year impacts from the COVID-19 pandemic.