

**Table 7.1 - Gross Concession Revenue  
Quarterly Revenue Results  
FY 2023 vs. FY 2022**

| Months                          | FY 2023            | FY 2022            | Variance         |             |
|---------------------------------|--------------------|--------------------|------------------|-------------|
|                                 |                    |                    | Amount           | Change      |
| July                            | \$589,622          | \$563,154          | \$26,468         | 4.7%        |
| August                          | 589,622            | 563,154            | 26,468           | 4.7         |
| September                       | 589,622            | 563,154            | 26,468           | 4.7         |
| <b>1st Quarter Subtotal</b>     | <b>\$1,768,866</b> | <b>\$1,689,462</b> | <b>\$79,404</b>  | <b>4.7%</b> |
| October                         | 589,622            | 563,154            | 26,468           | 4.7         |
| November                        | 589,622            | 563,154            | 26,468           | 4.7         |
| December                        | 589,622            | 563,154            | 26,468           | 4.7         |
| <b>2nd Quarter Subtotal</b>     | <b>\$1,768,866</b> | <b>\$1,689,462</b> | <b>\$79,404</b>  | <b>4.7%</b> |
| January                         | 589,622            | 563,154            | 26,468           | 4.7         |
| February                        | 589,622            | 563,154            | 26,468           | 4.7         |
| March                           | 589,622            | 563,154            | 26,468           | 4.7         |
| <b>3rd Quarter Subtotal</b>     | <b>\$1,768,866</b> | <b>\$1,689,462</b> | <b>\$79,404</b>  | <b>4.7%</b> |
| April                           | 589,622            | 563,154            | 26,468           | 4.7         |
| May                             | 589,622            | 563,154            | 26,468           | 4.7         |
| June                            | 589,622            | 563,154            | 26,468           | 4.7         |
| <b>4th Quarter Subtotal</b>     | <b>\$1,768,866</b> | <b>\$1,689,462</b> | <b>\$79,404</b>  | <b>4.7%</b> |
| AREAS Revenue                   | 7,075,464          | 6,757,848          | 317,616          | 4.7         |
| Noncompliance Fees and Fines    | 297,005            | 156,271            | 140,734          | 90.1        |
| Non-Cash Adjustments*           | 874,850            | 874,850            | -                | 0.0%        |
| <b>Total AREAS Revenue</b>      | <b>\$8,247,319</b> | <b>\$7,788,969</b> | <b>\$458,350</b> | <b>5.9</b>  |
| Advertising Revenue             | 1,149,439          | 1,343,670          | (194,231)        | (14.5)      |
| <b>Gross Concession Revenue</b> | <b>\$9,396,758</b> | <b>\$9,132,639</b> | <b>\$264,119</b> | <b>2.9%</b> |

Source: Turnpike Enterprise Finance Office.

\* Adjustments to comply with accounting standards.

Note: Concessionaire revenue reported by month for comparability.

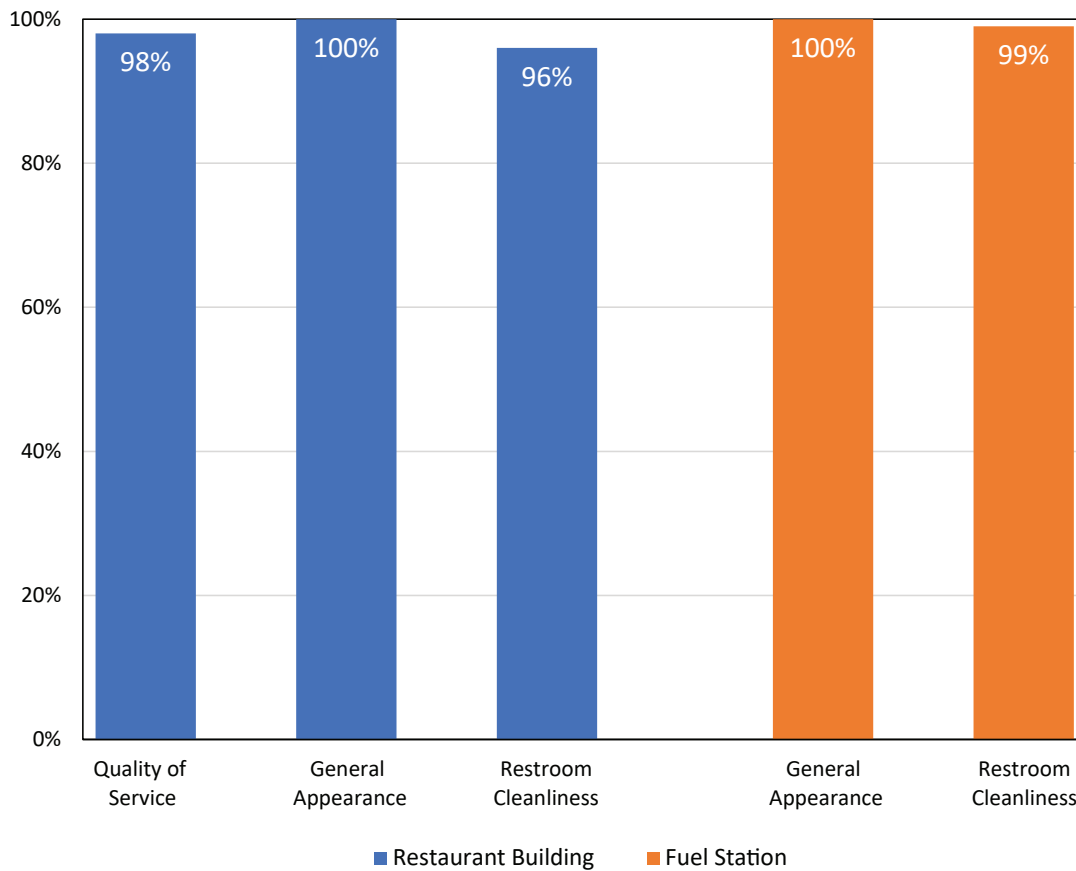
**Table 7.2 - Florida's Turnpike  
Concessions Revenue Forecast (\$000)  
FY 2024 through FY 2034**

| Fiscal Year | Concession | Advertisement | Total Gross Revenue |
|-------------|------------|---------------|---------------------|
| 2024        | \$8,516    | \$1,076       | \$9,592             |
| 2025        | 8,624      | 1,085         | 9,709               |
| 2026        | 8,811      | 1,094         | 9,905               |
| 2027        | 9,003      | 1,103         | 10,106              |
| 2028        | 9,200      | 1,112         | 10,312              |
| 2029        | 9,402      | 1,121         | 10,523              |
| 2030        | 9,609      | 1,130         | 10,739              |
| 2031        | 9,821      | 1,139         | 10,960              |
| 2032        | 10,039     | 1,148         | 11,187              |
| 2033        | 10,263     | 1,157         | 11,420              |
| 2034        | 10,493     | 1,166         | 11,659              |

Source: Turnpike Enterprise Finance Office.

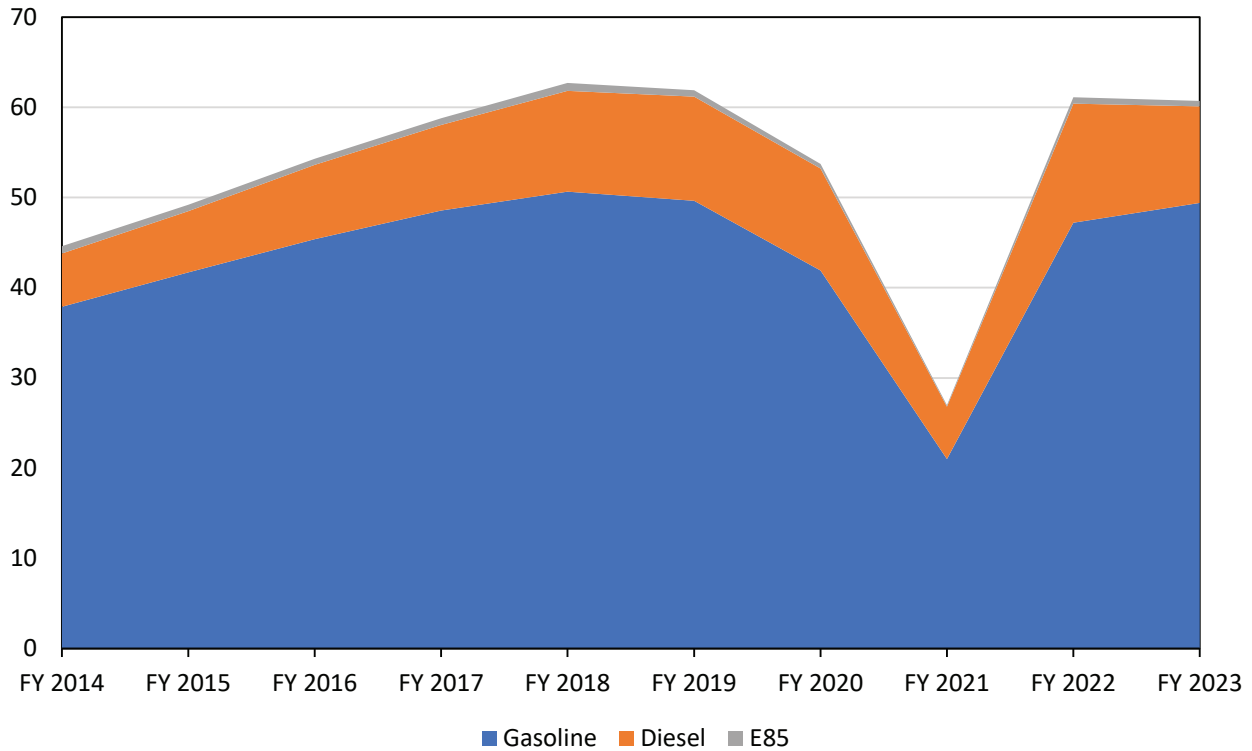
Note: The forecast amounts for concession revenue are based on an agreement with Concessionaire, AREAS USA FLTP, LLC, and include minimum contract amount with a conservative growth factor. Advertising revenues from toll booths are projected to decline due to All-Electronic Tolling conversions.

**Graph 7.1 - Service Plaza Response Scorecard  
Percentage of Excellent/ Good/ Acceptable**



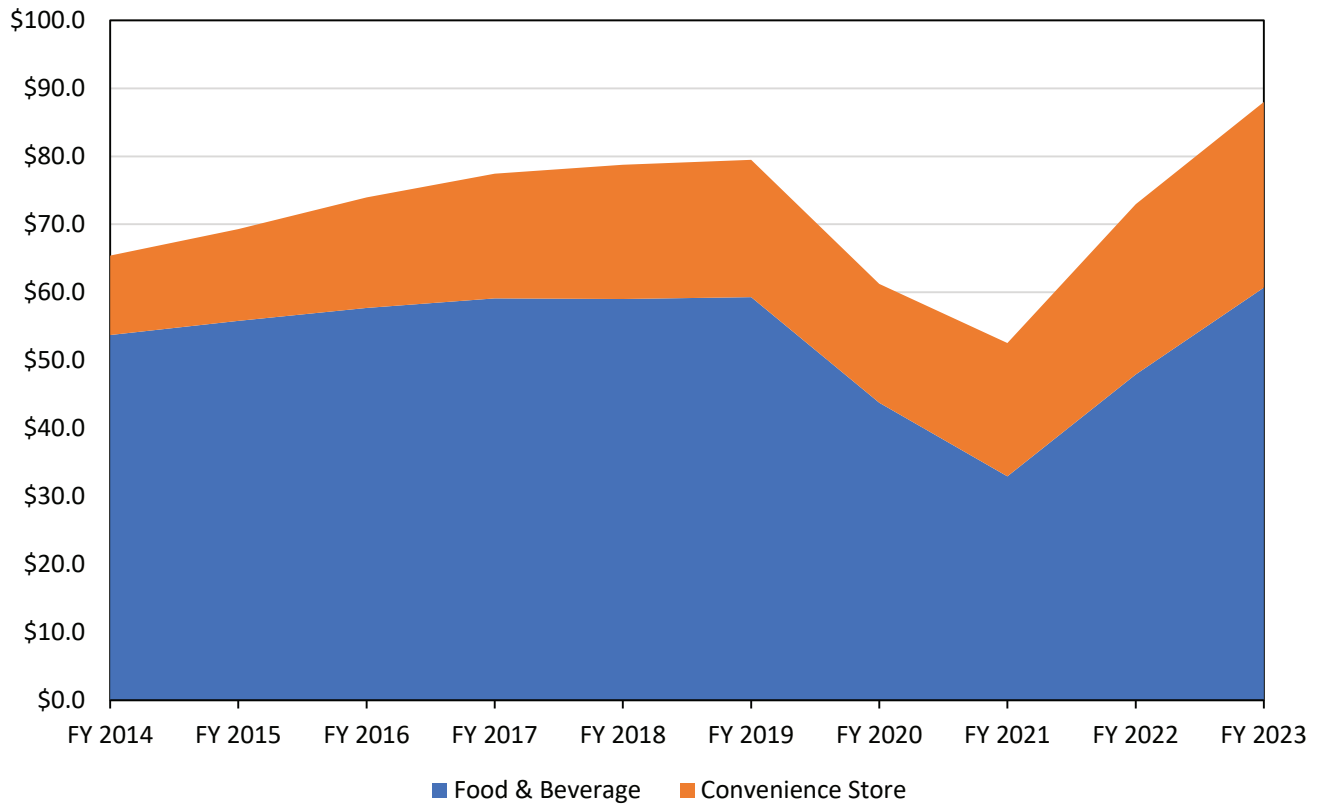
The Turnpike conducts annual customer satisfaction surveys to evaluate the opinions and perceptions of services provided at the service plazas located along the Turnpike's mainline. Based on the FY 2023 Service Plaza Customer Survey conducted in fall 2022, the graph above shows that customers gave the Turnpike high marks both for the restaurant building and fuel station facilities in all categories surveyed.

**Graph 7.2 - Gallons of Fuel Sold  
FY 2014 through FY 2023  
(In Millions)**



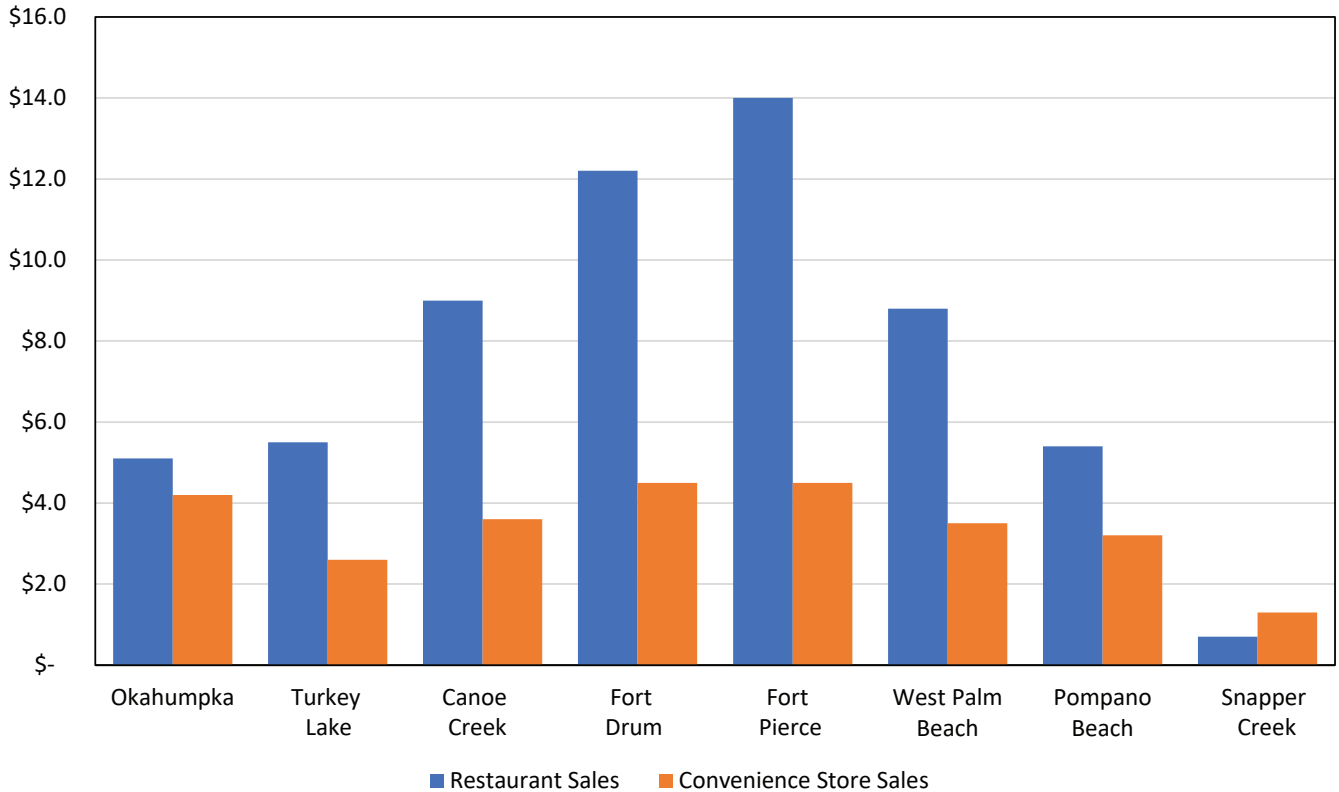
This graph depicts gallons of fuel sold at all service plazas for the ten-year period from FY 2014 through FY 2023. Fuel sales generally increased between FY 2014 to FY 2018. A significant fuel sales decline in FY 2021 is due to the pandemic, with a notable recovery in FY 2022. While gasoline sales in FY 2023 increased over FY 2022, both diesel and E85 sales decreased, resulting in a net decrease of fuel sold of 0.4 million gallons.

**Graph 7.3 - Food and Convenience Store Sales  
FY 2014 through FY 2023  
(In Millions)**



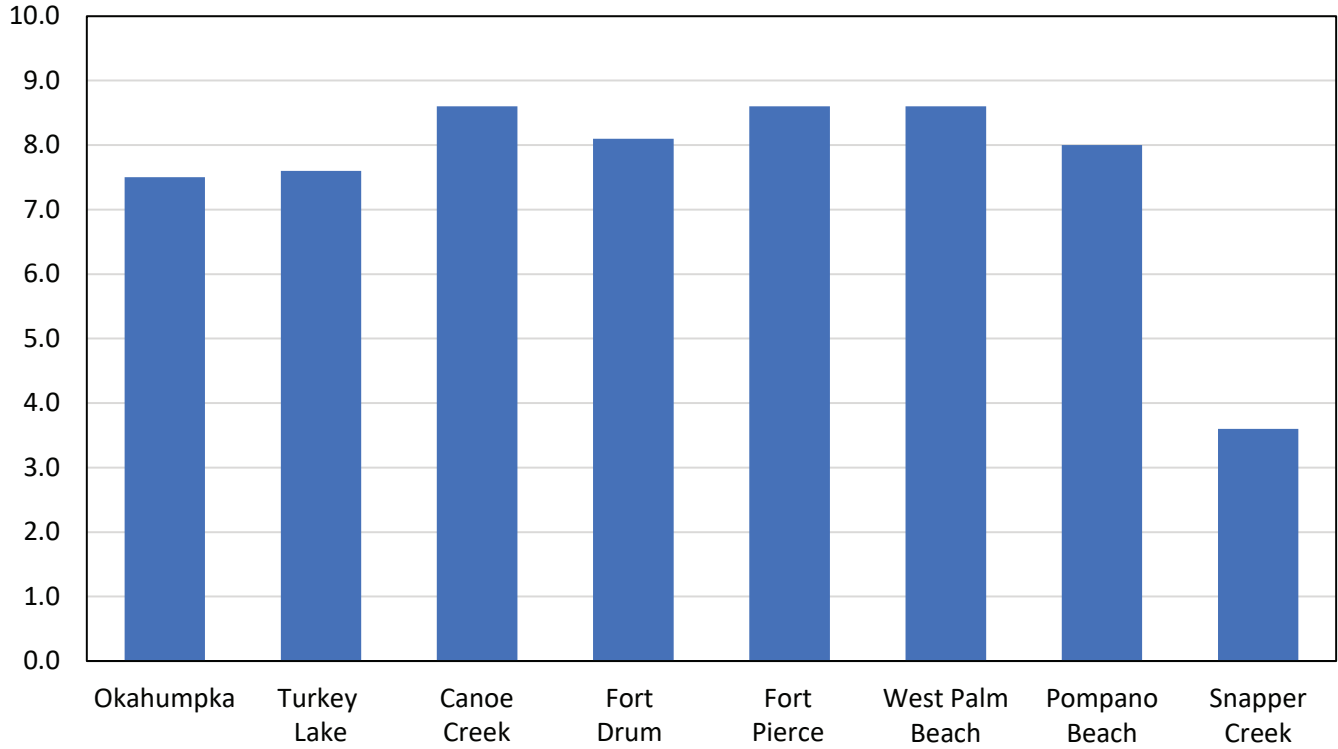
This graph illustrates food and convenience store sales for the past ten years. Food and convenience store sales declined in FY 2020 and FY 2021 due to the impacts from pandemic. A significant increase in FY 2022 is due to the recovery. The increase in sales continued into FY 2023, with both food and convenience store sales increasing by 27 percent and 9 percent, respectively, over the previous year.

**Graph 7.4 - Food and Convenience Store Sales by Service Plaza  
FY 2023  
(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 store sales totaled approximately \$61 million and \$27 million, respectively, for the year.

**Graph 7.5 - Fuel Gallons Sold (Gasoline/Diesel/E85)  
FY 2023  
(In Millions)**



As indicated in the graph above, a higher volume of fuel gallons were sold at service plazas on the Turnpike Mainline – SR 91 between MP 88 and MP 236 (Canoe Creek, Fort Drum, Fort Pierce and West Palm Beach), which serve long distance travelers, and on the Turnpike Mainline – SR 91 between MP 0X and MP 88 (Pompano Beach) which reflects the high volume of traffic on this section of the Mainline. Overall sales of nearly 61 million gallons in FY 2023 are comparable to approximately 61 million gallons sold in FY 2022.

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