

Table 7.1
Gross Concession Revenue Quarterly Revenue (\$000) Results
FY 2024 vs. FY 2023

Months	FY 2024	FY 2023	Variance	
			Amount	Change
July	\$685	\$663	\$22	3.3%
August	685	663	22	3.3
September	685	663	22	3.3
1st Quarter Subtotal	\$2,055	\$1,989	\$66	3.3%
October	685	663	22	3.3
November	685	663	22	3.3
December	685	663	22	3.3
2nd Quarter Subtotal	\$2,055	\$1,989	\$66	3.3%
January	685	662	23	3.5
February	685	662	23	3.5
March	685	662	23	3.5
3rd Quarter Subtotal	\$2,055	\$1,986	\$69	3.5%
April	685	662	23	3.5
May	685	662	23	3.5
June	684	662	22	3.3
4th Quarter Subtotal	\$2,054	\$1,986	\$68	3.4%
Noncompliance Fees and Fines	\$-	\$297	(\$297)	N/A
Total Areas Revenue	\$8,219	\$8,247	(\$28)	(0.3%)
Advertising Revenue	\$823	\$1,150	(\$327)	(28.4%)
Gross Concession Revenue	\$9,042	\$9,397	(\$355)	(3.8%)

Source: Turnpike Enterprise Finance Office.

Note: Concessionaire revenue reported by month for comparability.

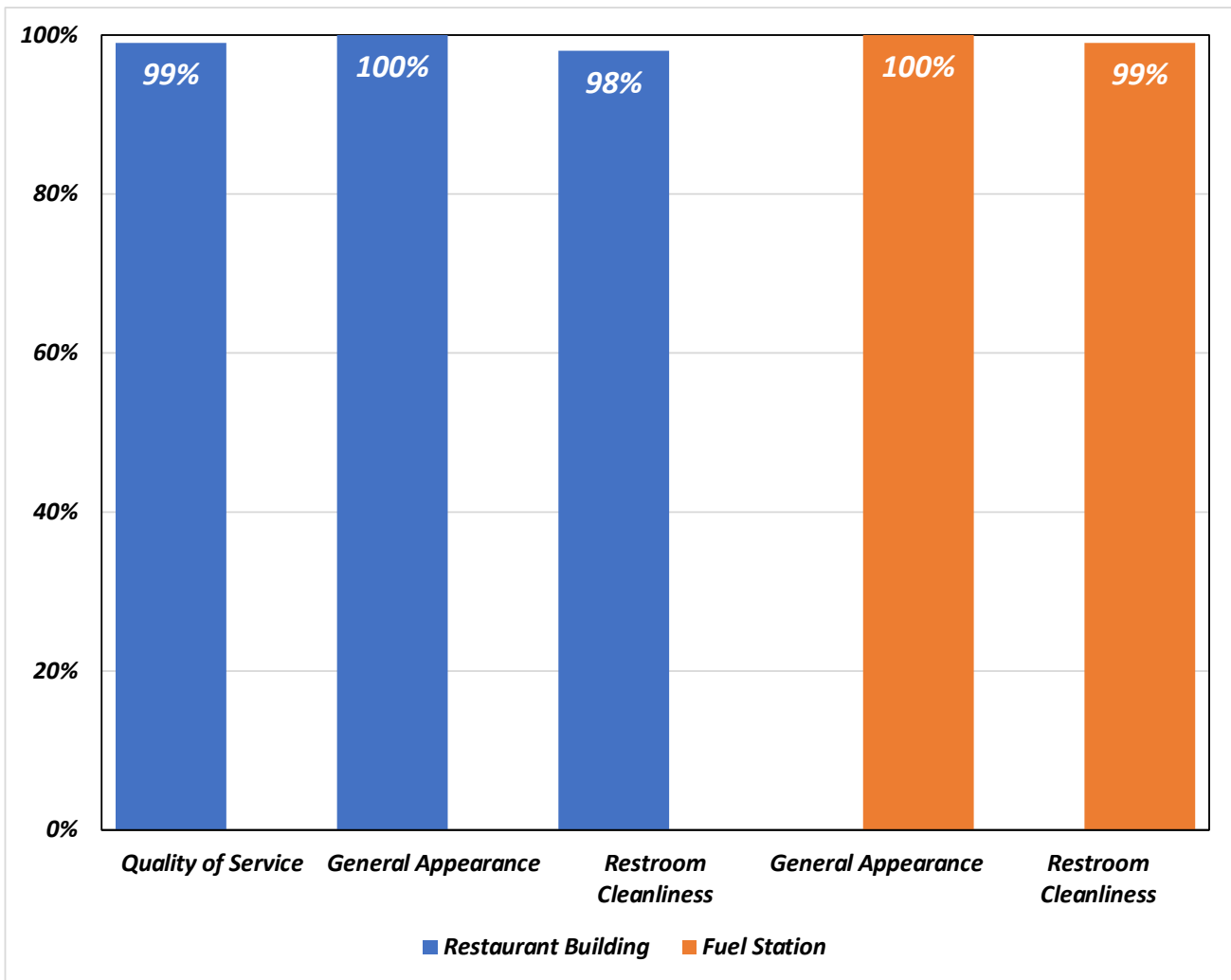
Table 7.2
Florida's Turnpike Concessions Revenue Forecast (\$000)
FY 2025 through FY 2035

Fiscal Year	Concession	Advertisement	Total Gross Revenue
2025	\$8,830	\$1,013	\$9,843
2026	9,044	1,017	10,061
2027	9,265	1,020	10,285
2028	9,492	1,023	10,515
2029	9,724	1,026	10,750
2030	9,963	1,028	10,991
2031	10,209	1,030	11,239
2032	10,461	1,032	11,493
2033	10,719	1,033	11,752
2034	10,985	1,034	12,019
2035	11,258	1,035	12,293

Source: Turnpike Enterprise Finance Office.

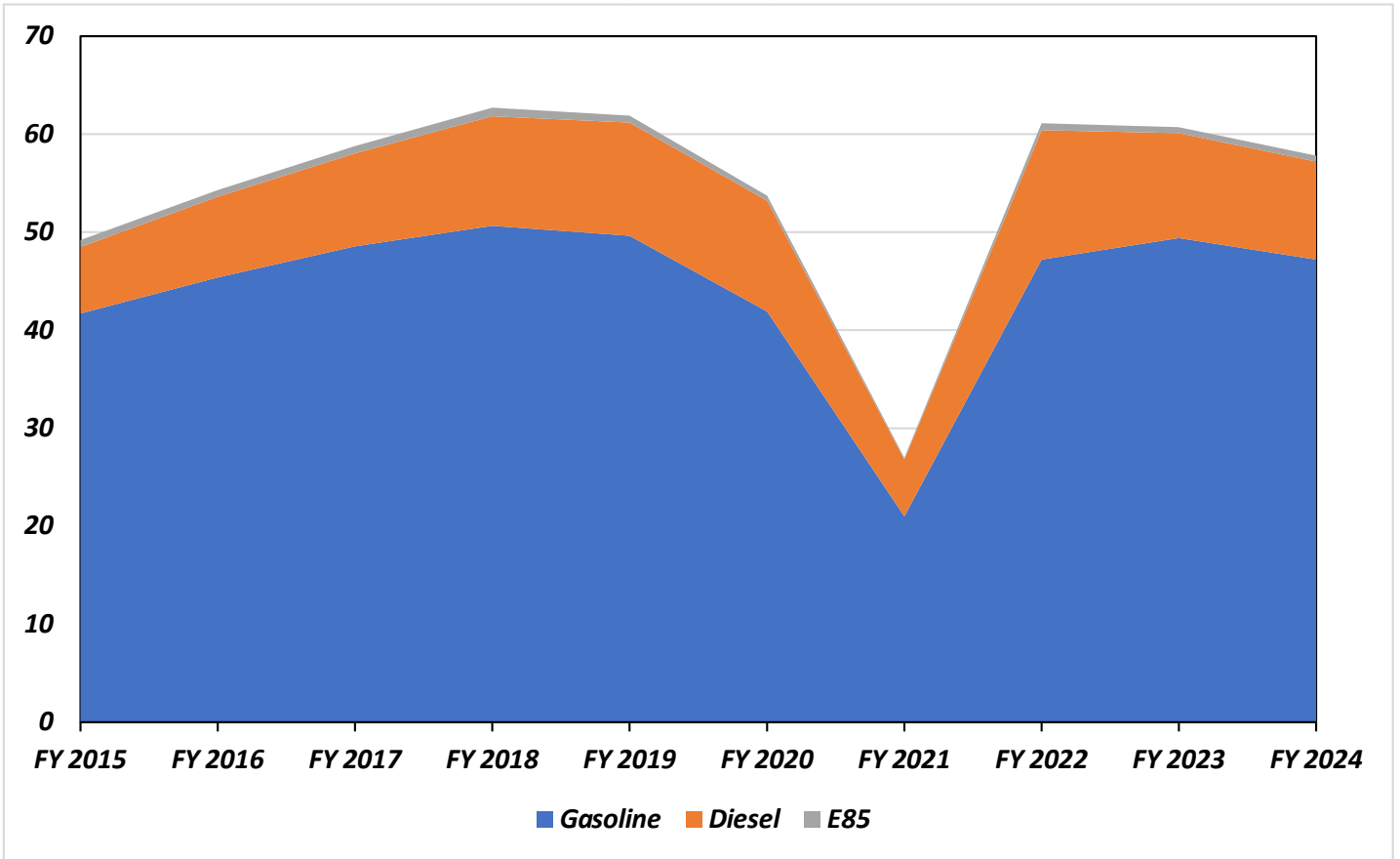
Note: The forecast amounts for concession revenue are based on an agreement with Concessionaire, AREAS USA FLTP, LLC, and include minimum contract amount with a conservative growth factor. Advertising revenues from toll booths are projected to decline due to All-Electronic Tolling conversions.

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



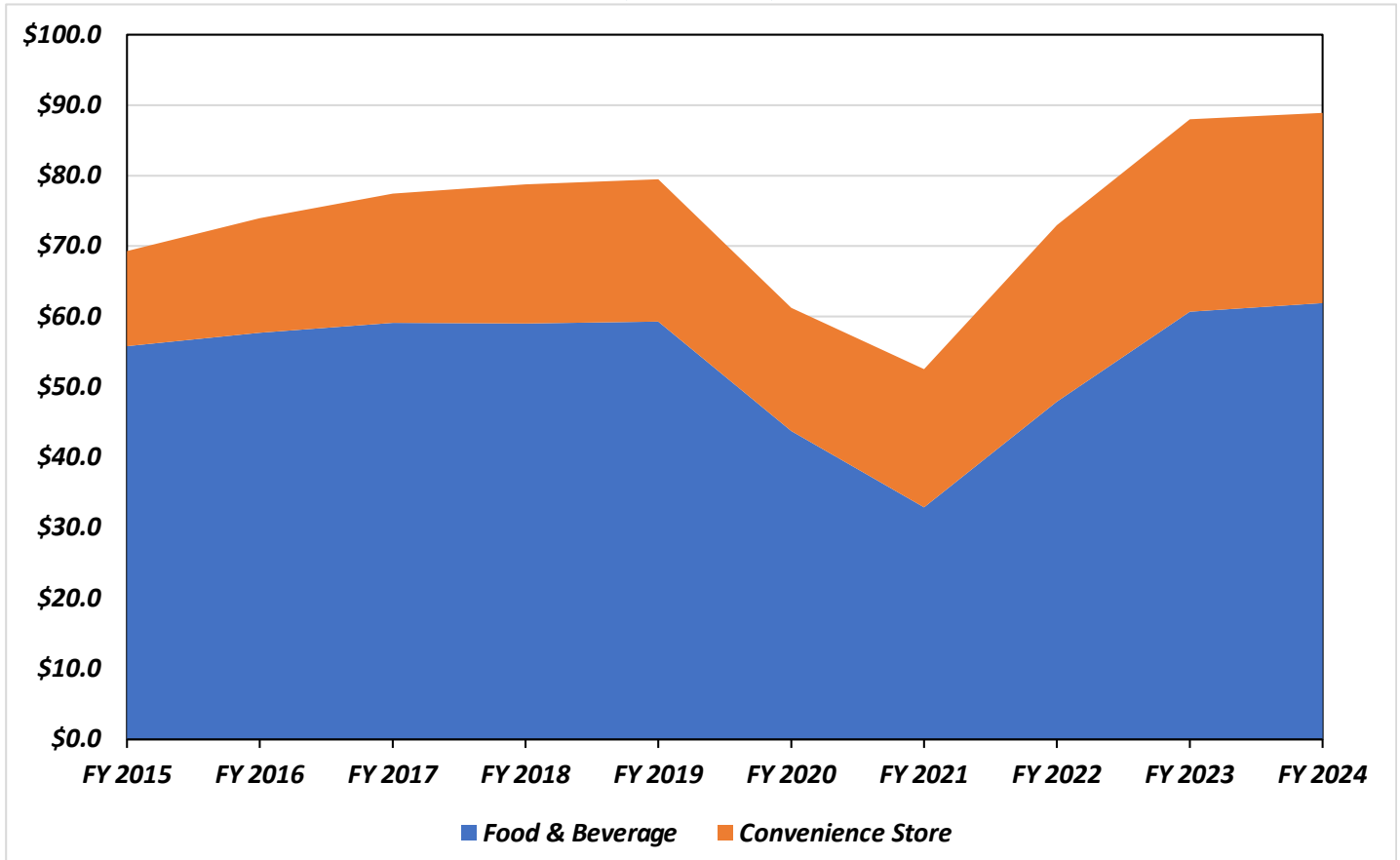
The Turnpike conducts annual customer satisfaction surveys to evaluate the opinions and perceptions of services provided at the service plazas located along the Turnpike’s mainline. Based on the FY 2024 Service Plaza Customer Survey conducted in fall 2023, the graph above shows that customers gave the Turnpike high marks both for the restaurant building and fuel station facilities in all categories surveyed.

Graph 7.2
Gallons of Fuel Sold
FY 2015 through FY 2024
(In Millions)



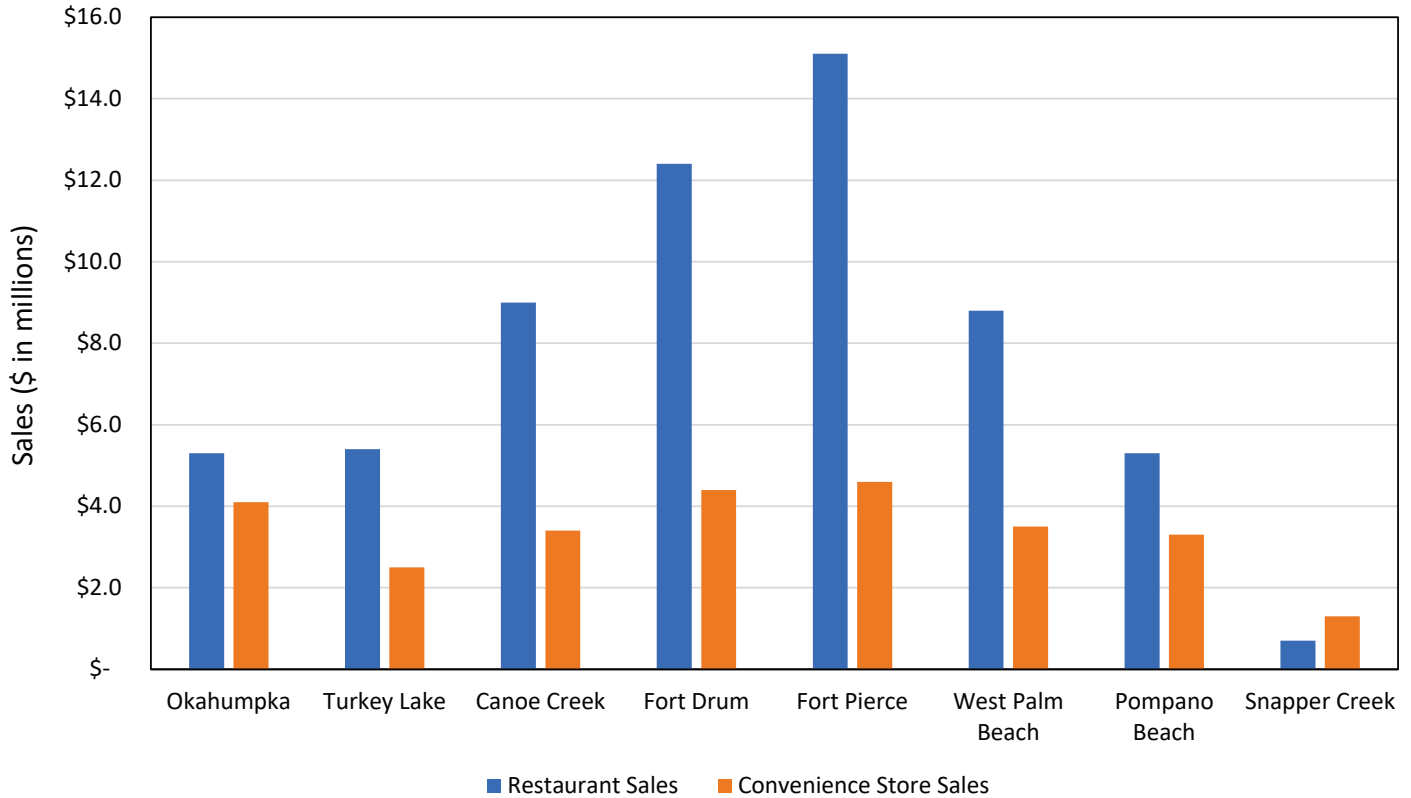
This graph depicts gallons of fuel sold at all service plazas for the ten-year period from FY 2015 through FY 2024. Fuel sales have generally increased from FY 2015 through FY 2018 with the phased opening of the service plazas after renovations. A significant fuel sales decline in FY 2021 is due to the economic downturn, with a notable recovery in FY 2022. While gasoline sales in FY 2023 increased over FY 2022, both diesel and E85 sales decreased. Total fuel sales decreased in FY 2024 by 2.9 million gallons.

Graph 7.3
Food and Convenience Store Sales
FY 2015 through FY 2024
(In Millions)



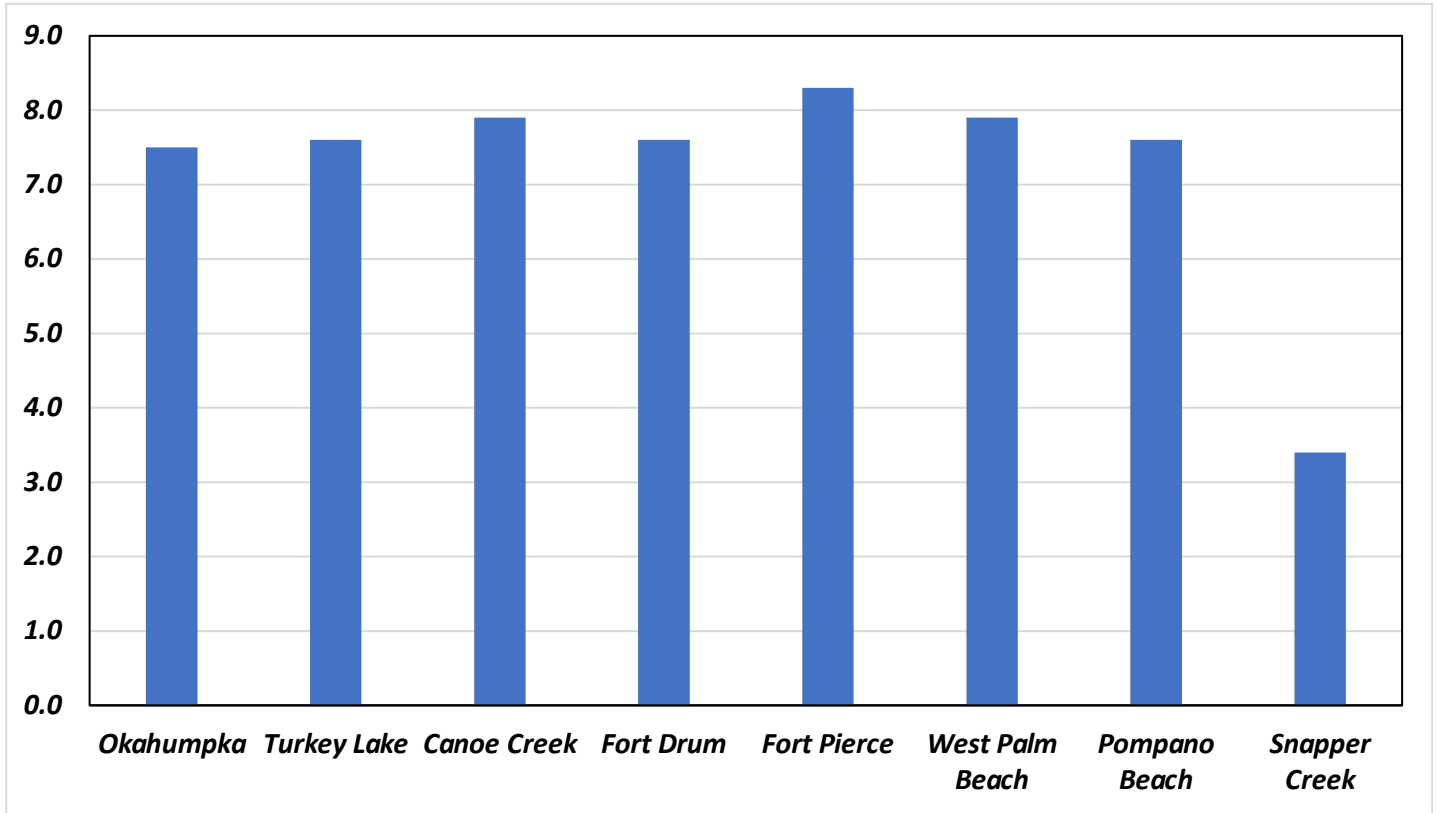
This graph illustrates food and convenience store sales for the past ten years. Food and convenience store sales declined in FY 2020 and FY 2021 due to the economic downturn. A significant increase in FY 2022 is due to the recovery. The increase in sales continued through FY 2024, with both food and convenience store sales increasing year over year.

Graph 7.4
Food and Convenience Store Sales by Service Plaza
FY 2024
(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 \$62 million and \$27 million, respectively, for the year.

Graph 7.5
Fuel Gallons Sold (Gasoline/Diesel/E85)
FY 2024
(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 approximately 58 million gallons in FY 2024 are 2.9 million gallons less than the approximate 61 million gallons sold in FY 2023.

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