

**Table 7.1**  
**Concession Quarterly Gross Revenue (\$000) Results**  
**FY 2025 vs. FY 2024**

Months	FY 2025	FY 2024	Variance	
			Amount	Change
July	\$723	\$685	\$38	5.5%
August	723	685	38	5.5
September	723	685	38	5.5
<b>1st Quarter Subtotal</b>	<b>\$2,169</b>	<b>\$2,055</b>	<b>\$114</b>	<b>5.5%</b>
October	723	685	38	5.5
November	723	685	38	5.5
December	723	685	38	5.5
<b>2nd Quarter Subtotal</b>	<b>\$2,169</b>	<b>\$2,055</b>	<b>\$114</b>	<b>5.5%</b>
January	723	685	38	5.5
February	723	685	38	5.5
March	723	685	38	5.5
<b>3rd Quarter Subtotal</b>	<b>\$2,169</b>	<b>\$2,055</b>	<b>\$114</b>	<b>5.5%</b>
April	723	685	38	5.5
May	724	685	39	5.7
June	723	684	39	5.7
<b>4th Quarter Subtotal</b>	<b>\$2,170</b>	<b>\$2,054</b>	<b>\$116</b>	<b>5.6%</b>
<b>Total Areas Revenue</b>	<b>\$8,677</b>	<b>\$8,219</b>	<b>\$458</b>	<b>5.6%</b>
Advertising Revenue	1,213	823	390	47.4
<b>Gross Concession Revenue</b>	<b>\$9,890</b>	<b>\$9,042</b>	<b>\$848</b>	<b>9.4%</b>

Source: Turnpike Enterprise Finance Office.

Note: Concessionaire revenue reported by month for comparability.

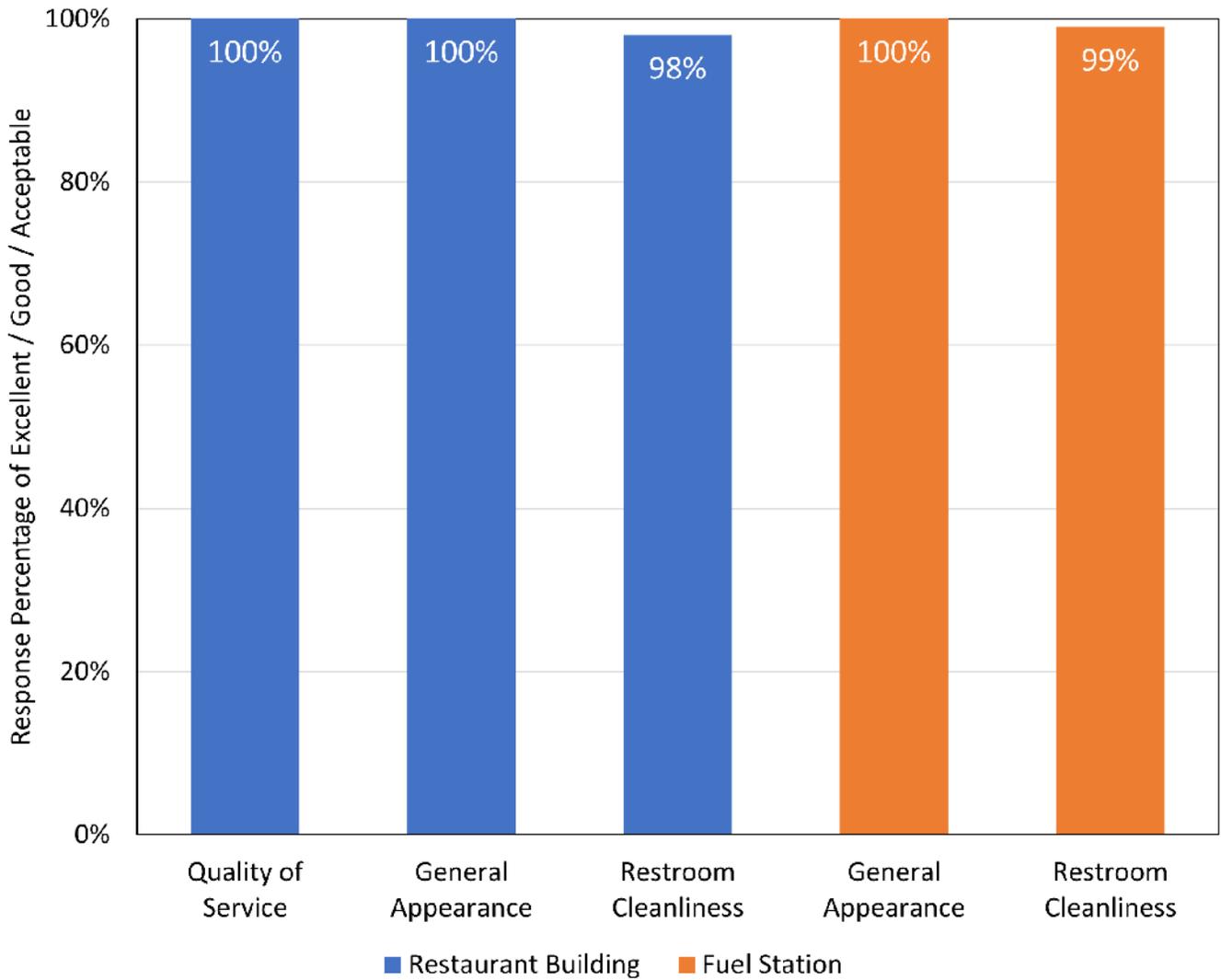
**Table 7.2**  
**Florida's Turnpike Concessions Revenue Forecast (\$000)**  
**FY 2026 through FY 2036**

Fiscal Year	Concession	Advertisement	Total Gross Revenue
2026	\$8,903	\$1,110	\$10,013
2027	9,136	1,114	10,250
2028	9,375	1,117	10,492
2029	9,622	1,120	10,742
2030	9,876	1,123	10,999
2031	10,137	1,126	11,263
2032	10,405	1,128	11,533
2033	10,682	1,130	11,812
2034	10,966	1,131	12,097
2035	11,259	1,132	12,391
2036	11,560	1,133	12,693

Source: Turnpike Enterprise Finance Office.

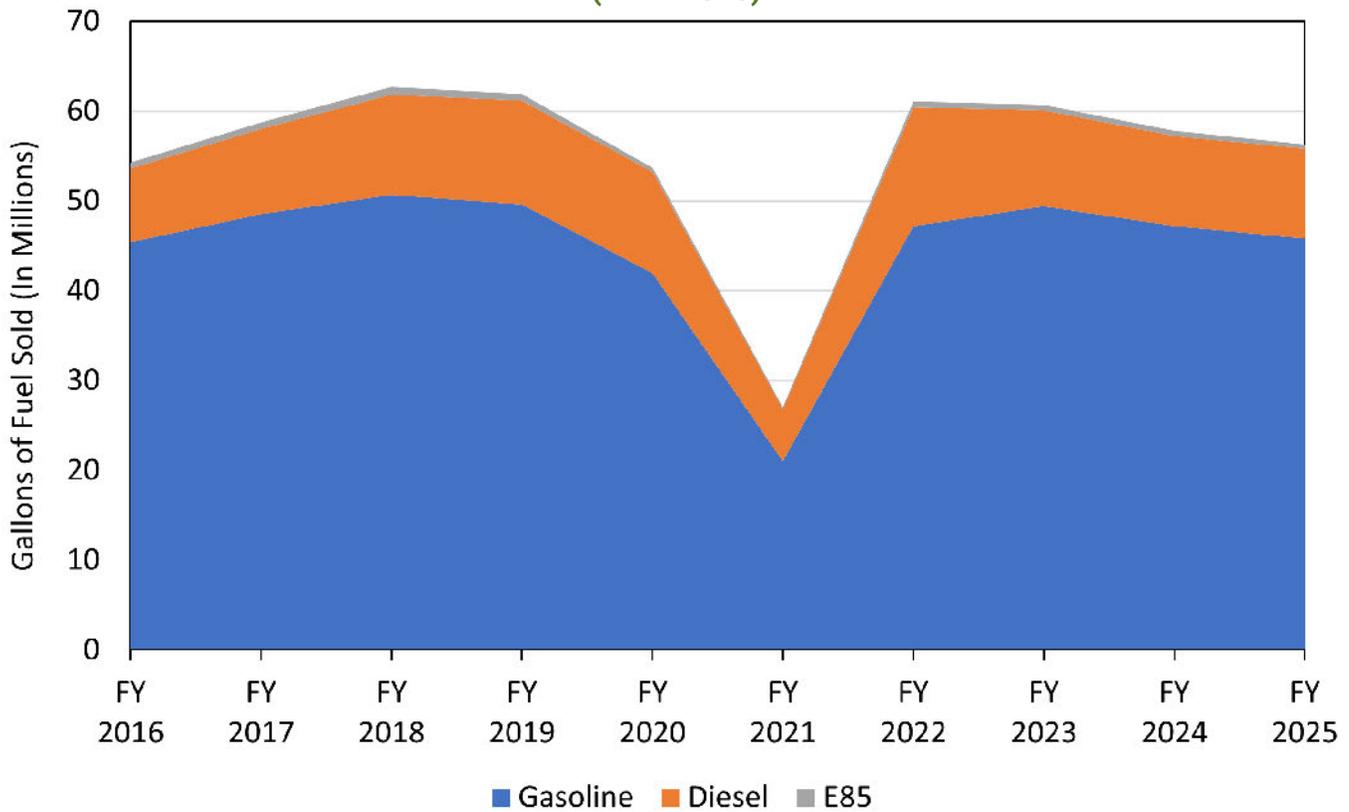
Note: The forecast amounts for concession revenue are based on an agreement with Concessionaire, AREAS USA FLTP, LLC, and include minimum contract amount with a conservative growth factor. Advertising revenues from toll plazas are projected to be flat in the future due to All-Electronic Tolling conversions.

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



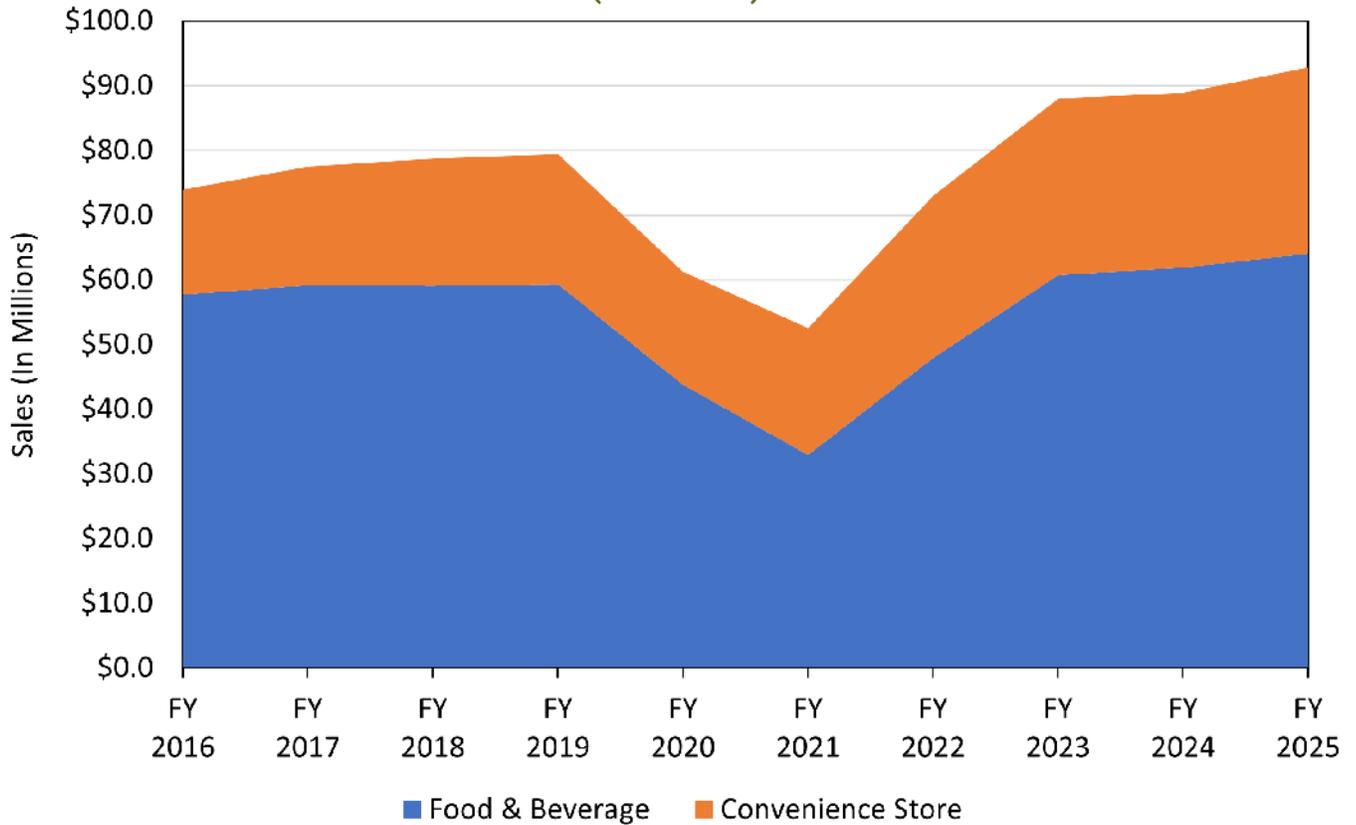
The Turnpike conducts annual customer satisfaction surveys to evaluate the opinions and perceptions of services provided at the service plazas located along the Turnpike Mainline. Based on the FY 2025 Service Plaza Customer Survey conducted in fall 2024, the graph above shows that customers gave the Turnpike high marks both for the restaurant building and fuel station facilities in all categories surveyed.

**Graph 7.2**  
**Gallons of Fuel Sold**  
**FY 2016 through FY 2025**  
**(In Millions)**



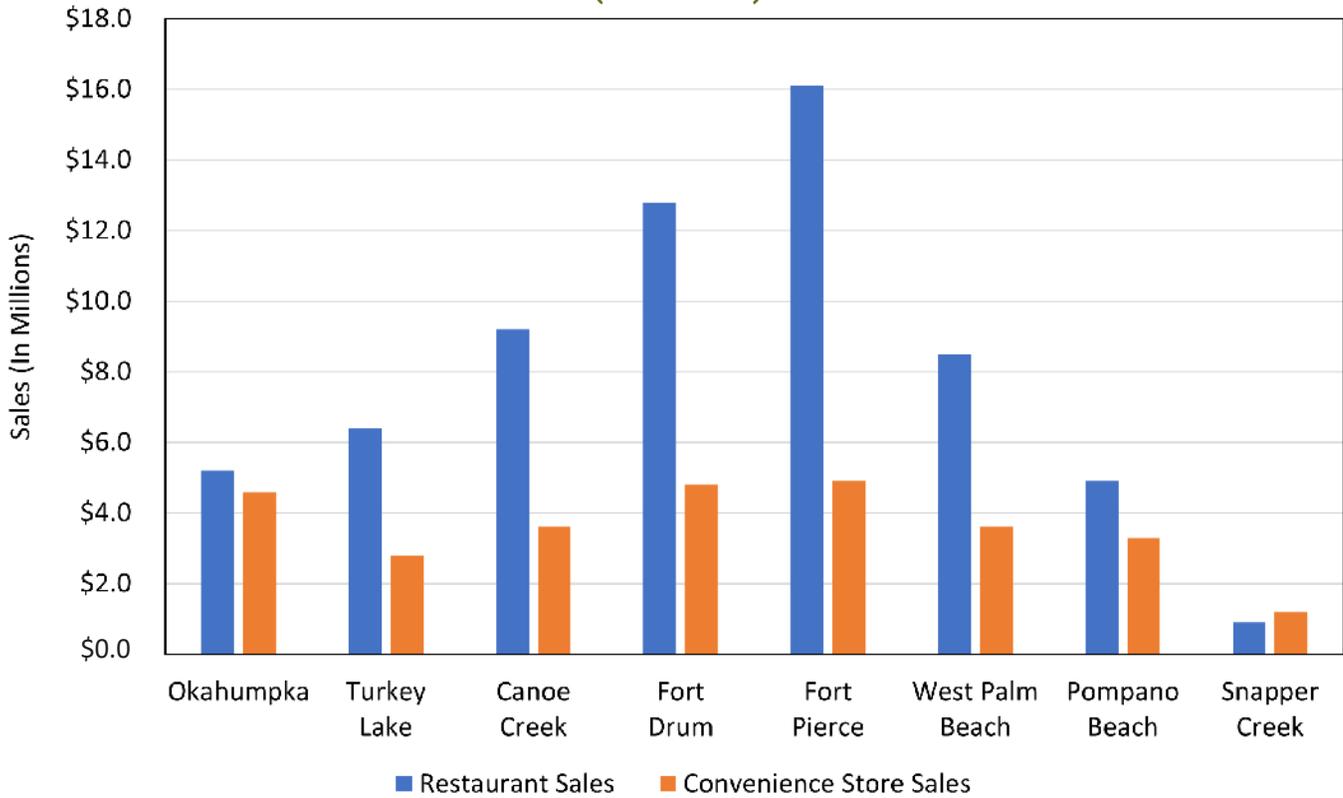
This graph depicts gallons of fuel sold at all service plazas for the ten-year period from FY 2016 through FY 2025. Fuel sales have generally increased from FY 2016 through FY 2018 with the phased opening of the service plazas after renovations. A significant fuel sales decline in FY 2021 is due to the 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 2025 by 1.5 million gallons.

**Graph 7.3**  
**Food and Convenience Store Sales**  
**FY 2016 through FY 2025**  
**(In Millions)**



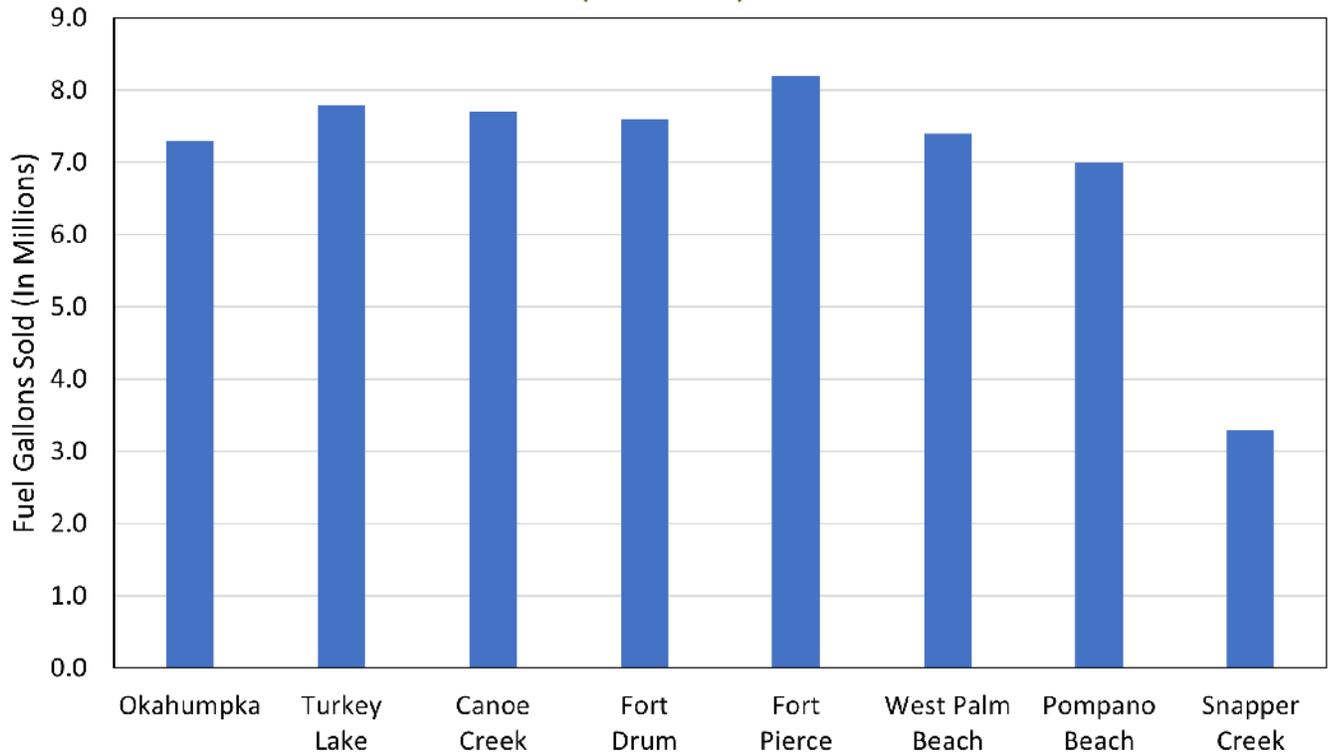
This graph illustrates food and convenience store sales for the past ten years. Food and convenience store sales declined in FY 2020 and FY 2021 due to the economic downturn. A significant increase in FY 2022 is due to the recovery. The increase in sales continued through FY 2025, with both food and convenience store sales increasing year over year.

**Graph 7.4**  
**Food and Convenience Store Sales by Service Plaza**  
**FY 2025**  
**(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 \$64 million and \$29 million, respectively, for the year.

**Graph 7.5**  
**Fuel Gallons Sold (Gasoline/Diesel/E85)**  
**FY 2025**  
**(In Millions)**



As indicated in the graph above, the highest volume of fuel gallons was sold at the Fort Pierce service plaza which serves long distance travelers. With the exception of Turkey Lake, all service plazas sold less fuel gallons in FY 2025 than the previous FY 2024. Overall sales of approximately 56 million gallons in FY 2025 are 1.5 million gallons less than the approximate 58 million gallons sold in FY 2024.

**Table 7.3**  
**Service Plaza Electric Vehicle (EV)**  
**Charging Sessions (In Thousands)**  
**FY 2025**

Service Plaza	FY 2025
Okahumpka	35
Turkey Lake	36
Canoe Creek	51
Fort Drum	71
Fort Pierce	116
West Palm	82
Pompano Beach	102
Snapper Creek*	N/A
<b>Total Charging Sessions</b>	<b>493</b>

Source: Turnpike Enterprise Finance Office.

\* There are no EV chargers at the Snapper Creek service plaza.