

# TENANTS - GROSS RECEIPTS

SAVANNAH / HILTON HEAD INTERNATIONAL AIRPORT

March 2017

Tenant	Previous Year Mo.	Current Year Mo.	Variance Month	Previous Year YTD	Current Year YTD	Variance YTD
<b>Ground Handling</b>						
GAT	40,389	82,296	103.76%	109,136	157,226	44.06%
Delta Global	48,143	49,012	1.81%	108,984	112,408	3.14%
Delta Global United	106,591	0	-100.00%	291,834	235,779	-19.21%
Jetstream	68,711	73,376	6.79%	171,916	187,379	8.99%
	<b>263,834</b>	<b>204,684</b>	<b>-22.42%</b>	<b>681,870</b>	<b>692,792</b>	<b>1.60%</b>
<b>Ground Trans</b>						
K-Shuttle	39,508	38,356	-2.92%	90,245	81,003	-10.24%
	<b>39,508</b>	<b>38,356</b>	<b>-2.92%</b>	<b>90,245</b>	<b>81,003</b>	<b>-10.24%</b>
<b>Hotel</b>						
Quail Run Lodge	84,345	95,104	12.76%	254,211	267,458	5.21%
Fairfield Inn	224,950	259,366	15.30%	524,447	618,805	17.99%
Hyatt Place	257,968	282,128	9.37%	574,707	653,522	13.71%
Hilton Garden Inn	416,168	481,445	15.69%	1,022,012	1,118,817	9.47%
Springhill Suites	258,806	285,763	10.42%	661,376	726,036	9.78%
Holiday Inn Express	254,607	298,199	17.12%	692,900	738,109	6.52%
Staybridge Suites	256,526	290,601	13.28%	594,768	758,617	27.55%
Double Tree	353,926	359,167	1.48%	836,103	914,548	9.38%
Country Inn	210,212	235,140	11.86%	436,136	521,612	19.60%
Candlewood Suites	223,054	208,574	-6.49%	488,359	561,763	15.03%
Wingate Inn	218,525	235,743	7.88%	468,002	539,096	15.19%
Towneplace Suites	159,612	186,373	16.77%	402,813	476,721	18.35%
Comfort Suites	191,972	237,737	23.84%	515,666	558,831	8.37%
Hampton Inn	360,540	408,569	13.32%	960,463	972,912	1.30%
	<b>3,471,211</b>	<b>3,863,909</b>	<b>11.31%</b>	<b>8,431,963</b>	<b>9,426,847</b>	<b>11.80%</b>
<b>Miscellaneous</b>						
Circle K	0	141,703		0	398,492	
CARma Auto Care	20,896	48,693	133.03%	67,780	129,299	90.76%
Williamsburg Travel	14,053	14,237	1.31%	57,753	31,644	-45.21%
Lamar Advertising	8,997	9,006	0.10%	26,931	27,018	0.32%
Ekta Shell Station	67,150	83,933	24.99%	177,270	228,990	29.18%
Fast Fuel	59,742	72,974	22.15%	155,542	187,847	20.77%
Gallea Golf	144,134	163,732	13.60%	300,522	355,046	18.14%
Sharp Details	3,055	0	-100.00%	5,235	2,075	-60.36%
	<b>318,027</b>	<b>534,278</b>	<b>68.00%</b>	<b>791,033</b>	<b>1,360,411</b>	<b>71.98%</b>

Tenant	Previous Year Mo.	Current Year Mo.	Variance Month	Previous Year YTD	Current Year YTD	Variance YTD
<b>Parking</b>						
Airport Parking	541,807	629,922	16.26%	1,530,692	1,696,489	10.83%
	<b>541,807</b>	<b>629,922</b>	<b>16.26%</b>	<b>1,530,692</b>	<b>1,696,489</b>	<b>10.83%</b>
<b>Rental Car</b>						
Avis	494,356	505,165	2.19%	1,149,095	1,140,068	-0.79%
Hertz	829,370	986,191	18.91%	1,956,911	2,266,934	15.84%
Vanguard	878,866	1,072,202	22.00%	2,159,604	2,536,918	17.47%
Budget	413,328	461,108	11.56%	912,165	1,037,816	13.78%
Thrifty	280,208	268,262	-4.26%	591,243	567,159	-4.07%
Enterprise	490,972	676,027	37.69%	1,157,646	1,586,370	37.03%
Dollar	144,841	109,627	-24.31%	328,986	247,761	-24.69%
Payless	86,260	96,480	11.85%	199,902	226,545	13.33%
	<b>3,618,201</b>	<b>4,175,062</b>	<b>15.39%</b>	<b>8,455,552</b>	<b>9,609,571</b>	<b>13.65%</b>
<b>Restaurant</b>						
Wendy's	130,702	128,679	-1.55%	346,064	341,785	-1.24%
201 Seafood	0	150,469		0	465,665	
Sam Snead's Tavern	279,022	297,692	6.69%	820,284	800,420	-2.42%
	<b>409,724</b>	<b>576,840</b>	<b>40.79%</b>	<b>1,166,348</b>	<b>1,607,870</b>	<b>37.86%</b>
<b>Terminal</b>						
Tapia Cigars	6,055	5,495	-9.25%	11,534	13,047	13.12%
Paradies	384,490	473,154	23.06%	870,751	1,073,461	23.28%
Piera's Salon	7,864	7,638	-2.87%	21,246	21,110	-0.64%
Sunglass Warehouse	28,755	30,827	7.21%	60,872	70,545	15.89%
Flip Flop Stop	33,428	34,016	1.76%	56,139	67,110	19.54%
Beads on the Vine	0	21,577		0	46,212	
The Salt Table	0	9,864		0	19,890	
Host	483,813	567,055	17.21%	1,174,189	1,345,090	14.55%
	<b>944,405</b>	<b>1,149,626</b>	<b>21.73%</b>	<b>2,194,731</b>	<b>2,656,465</b>	<b>21.04%</b>
<b>Vending</b>						
GA Lottery	29,392	38,591	31.30%	93,020	93,978	1.03%
Zoom	8,216	13,280	61.64%	21,706	32,432	49.41%
Willies Shoeshine	1,268	1,105	-12.85%	3,461	3,076	-11.12%
	<b>38,876</b>	<b>52,976</b>	<b>36.27%</b>	<b>118,187</b>	<b>129,486</b>	<b>9.56%</b>
<b>TOTAL GROSS RECEIPTS</b>	<b>9,645,593</b>	<b>11,225,653</b>	<b>16.38%</b>	<b>23,460,621</b>	<b>27,260,934</b>	<b>16.20%</b>

# TENANTS - PAYMENTS

SAVANNAH / HILTON HEAD INTERNATIONAL AIRPORT

March 2017

Tenant	Previous Year Mo.	Current Year Mo.	Variance Month	Previous Year YTD	Current Year YTD	Variance YTD
<b>Ground Handling</b>						
GAT	1,212	2,469	103.71%	3,274	4,717	44.07%
Delta Global	1,444	1,470	1.80%	3,269	3,372	3.15%
Delta Global United	3,198	0	-100.00%	8,755	7,073	-19.21%
Jetstream	2,061	2,201	6.79%	5,158	5,621	8.98%
	<b>7,915</b>	<b>6,140</b>	<b>-22.43%</b>	<b>20,456</b>	<b>20,783</b>	<b>1.60%</b>
<b>Ground Trans</b>						
K-Shuttle	1,492	1,360	-8.85%	3,666	3,326	-9.27%
	<b>1,492</b>	<b>1,360</b>	<b>-8.85%</b>	<b>3,666</b>	<b>3,326</b>	<b>-9.27%</b>
<b>Hotel</b>						
Quail Run Lodge	4,133	4,660	12.75%	12,456	13,105	5.21%
Fairfield Inn	11,023	12,709	15.30%	25,698	30,322	17.99%
Hyatt Place	12,640	13,824	9.37%	28,160	32,022	13.71%
Hilton Garden Inn	17,479	20,221	15.69%	42,924	46,991	9.47%
Springhill Suites	12,681	14,002	10.42%	32,407	35,576	9.78%
Holiday Inn Express	12,476	14,612	17.12%	33,953	36,167	6.52%
Staybridge Suites	12,570	14,239	13.28%	29,144	37,172	27.55%
Double Tree	17,342	17,599	1.48%	40,968	44,813	9.39%
Country Inn	10,300	11,522	11.86%	21,370	25,559	19.60%
Candlewood Suites	10,930	10,220	-6.50%	23,930	27,526	15.03%
Wingate Inn	10,708	11,551	7.87%	22,933	26,415	15.18%
Towneplace Suites	7,821	9,132	16.76%	19,738	23,359	18.35%
Comfort Suites	9,407	11,649	23.83%	25,268	27,383	8.37%
Hampton Inn	17,666	20,020	13.33%	47,063	47,672	1.29%
	<b>167,176</b>	<b>185,960</b>	<b>11.24%</b>	<b>406,012</b>	<b>454,082</b>	<b>11.84%</b>
<b>Miscellaneous</b>						
Circle K	0	4,109		0	11,556	
CARma Auto Care	500	2,922	484.40%	1,500	6,834	355.60%
Williamsburg Travel	1,405	1,424	1.35%	5,775	3,164	-45.21%
Lamar Advertising	3,636	3,621	-0.41%	10,888	10,863	-0.23%
Ekta Shell Station	3,290	4,113	25.02%	8,686	11,221	29.18%
Fast Fuel	2,927	3,576	22.17%	7,621	9,204	20.77%
Gallea Golf	5,904	6,695	13.40%	12,193	14,398	18.08%
Sharp Details	153	100	-34.64%	362	300	-17.13%
	<b>17,815</b>	<b>26,560</b>	<b>49.09%</b>	<b>47,025</b>	<b>67,540</b>	<b>43.63%</b>
<b>Parking</b>						
Airport Parking	541,807	629,922	16.26%	1,530,692	1,696,489	10.83%

5/3/2017

Tenant	Previous Year Mo.	Current Year Mo.	Variance Month	Previous Year YTD	Current Year YTD	Variance YTD
	541,807	629,922	16.26%	1,530,692	1,696,489	10.83%
<b>Rental Car</b>						
Avis	45,728	46,728	2.19%	106,292	105,456	-0.79%
Hertz	76,717	91,223	18.91%	181,014	209,692	15.84%
Vanguard	81,295	99,179	22.00%	199,763	234,665	17.47%
Budget	38,233	42,653	11.56%	84,376	95,998	13.77%
Thrifty	25,919	24,814	-4.26%	54,690	52,462	-4.07%
Enterprise	45,415	62,532	37.69%	107,082	146,739	37.03%
Dollar	13,398	10,140	-24.32%	30,432	22,917	-24.69%
Payless	7,979	8,924	11.84%	18,491	20,955	13.33%
	<b>334,684</b>	<b>386,193</b>	<b>15.39%</b>	<b>782,140</b>	<b>888,884</b>	<b>13.65%</b>
<b>Restaurant</b>						
Wendy's	6,404	6,305	-1.55%	16,957	16,747	-1.24%
201 Seafood	0	500		0	1,500	
Sam Snead's Tavern	11,579	14,587	25.98%	34,042	39,221	15.21%
	<b>17,983</b>	<b>21,392</b>	<b>18.96%</b>	<b>50,999</b>	<b>57,468</b>	<b>12.68%</b>
<b>Terminal</b>						
Tapia Cigars	605	550	-9.09%	1,166	1,305	11.92%
Paradies	57,674	70,973	23.06%	130,613	161,019	23.28%
Piera's Salon	786	764	-2.80%	2,124	2,111	-0.61%
Sunglass Warehouse	2,875	3,083	7.23%	6,087	7,055	15.90%
Flip Flop Stop	3,343	3,402	1.76%	5,614	6,712	19.56%
Beads on the Vine	0	2,158		0	4,622	
The Salt Table	0	986		0	2,323	
Host	56,473	63,539	12.51%	136,274	152,575	11.96%
	<b>121,756</b>	<b>145,455</b>	<b>19.46%</b>	<b>281,878</b>	<b>337,722</b>	<b>19.81%</b>
<b>Vending</b>						
GA Lottery	1,764	2,315	31.24%	5,582	5,638	1.00%
Zoom	575	930	61.74%	1,519	2,271	49.51%
Willies Shoeshine	0	0		0	0	
	<b>2,339</b>	<b>3,245</b>	<b>38.73%</b>	<b>7,101</b>	<b>7,909</b>	<b>11.38%</b>
<b>TOTAL TENANT PAYMENTS</b>	<b>1,212,967</b>	<b>1,406,227</b>	<b>15.93%</b>	<b>3,129,969</b>	<b>3,534,203</b>	<b>12.91%</b>