

**Gross Concession Revenue  
Quarterly Revenue Results  
FY 2011 vs. FY 2010**

Months	FY 2011	FY 2010	Variance	
			Amount	Change
July	\$749,988	\$696,654	\$53,334	7.7%
August	750,000	750,000	0	0.0
September	750,000	750,000	0	0.0
1st Quarter Subtotal	2,249,988	2,196,654	53,334	2.4
October	750,000	750,000	0	0.0
November	750,000	750,000	0	0.0
December	500,000	750,000	(250,000)	(33.3)
2nd Quarter Subtotal	2,000,000	2,250,000	(250,000)	(11.1)
January	500,002	750,000	(249,998)	(33.3)
February	500,000	750,000	(250,000)	(33.3)
March	500,000	750,000	(250,000)	(33.3)
3rd Quarter Subtotal	1,500,002	2,250,000	(749,998)	(33.3)
April	500,000	750,000	(250,000)	(33.3)
May	500,000	750,000	(250,000)	(33.3)
June	500,000	750,000	(250,000)	(33.3)
4th Quarter Subtotal	1,500,000	2,250,000	(750,000)	(33.3)
<b>HMSHost and Martin Petroleum Revenue</b>	<b>\$7,249,990</b>	<b>\$8,946,654</b>	<b>(\$1,696,664)</b>	<b>(19.0%)</b>
<b>Advertising Revenue</b>	<b>1,132,218</b>	<b>1,809,995</b>	<b>(677,777)</b>	<b>(37.4%)</b>
<b>Gross Concession Revenue</b>	<b>\$8,382,208</b>	<b>\$10,756,649</b>	<b>(\$2,374,441)</b>	<b>(22.1%)</b>

Source: Turnpike Enterprise Finance Office

Note: Food and fuel services revenue reported by month for comparability. Advertising revenue reported by fiscal year. Starting December 2010, the monthly minimum contract payment was reduced from \$750 thousand to \$500 thousand as part of an agreed upon reduction associated with service plaza renovations.

**Florida's Turnpike  
Concessions Revenue Forecast (\$000)  
FY 2012 through FY 2022**

<b>Fiscal Year</b>	<b>Concession</b>	<b>Advertisement</b>	<b>Total Gross Revenue</b>
2012	\$6,000	\$1,599	\$7,599
2013	6,000	1,599	7,599
2014	6,180	1,599	7,779
2015	6,365	1,599	7,964
2016	6,556	1,599	8,155
2017	6,753	1,599	8,352
2018	6,956	1,599	8,555
2019	7,164	1,599	8,763
2020	7,379	1,599	8,978
2021	7,601	1,599	9,200
2022	7,829	1,599	9,428

Note: The operating agreements with HMSHost Tollroads and Martin Petroleum expired in FY 2009. The amounts for concession revenue are based on agreement with new Concessionaire, Areas USA FLTP, LLC, and include minimum contract amount with a conservative growth factor starting FY 2014. The license agreements with Travelers Marketing for toll plaza advertising and Road Ranger sponsorship, and Florida Logos for specific sign structures expire in FY 2013 and FY 2016, respectively. The new license agreement for Sponsor-A-Highway Program with Florida Logos expire in FY 2013. Amounts subsequent to contract expiration are held constant with no growth factored in.