

**Table 7.1 - Gross Concession Revenue
Quarterly Revenue Results
FY 2022 vs. FY 2021**

Months	FY 2022	FY 2021	Variance	
			Amount	Change
July	\$563,154	\$556,476	\$6,678	1.2%
August	563,154	556,476	6,678	1.2
September	563,154	556,476	6,678	1.2
1st Quarter Subtotal	1,689,462	1,669,428	20,034	1.2
October	563,154	556,476	6,678	1.2
November	563,154	556,476	6,678	1.2
December	563,154	556,476	6,678	1.2
2nd Quarter Subtotal	1,689,462	1,669,428	20,034	1.2
January	563,154	556,476	6,678	1.2
February	563,154	556,476	6,678	1.2
March	563,154	556,476	6,678	1.2
3rd Quarter Subtotal	1,689,462	1,669,428	20,034	1.2
April	563,154	556,476	6,678	1.2
May	563,154	556,476	6,678	1.2
June	563,154	556,476	6,678	1.2
4th Quarter Subtotal	1,689,462	1,669,428	20,034	1.2
AREAS Revenue	6,757,848	6,677,712	80,136	1.2
Noncompliance Fees and Fines	156,271	606,206	(449,935)	(74.2)
Non-Cash Adjustments*	874,850	874,850	0	0.0
Total AREAS Revenue	7,788,969	8,158,768	(369,799)	(4.5)
Advertising Revenue	1,343,670	1,663,610	(319,940)	(19.2)
Gross Concession Revenue	\$9,132,639	\$9,822,378	(\$689,739)	(7.0%)

Source: Turnpike Enterprise Finance Office.

* Adjustments to comply with accounting standards.

Note: Food service revenue reported by month for comparability.

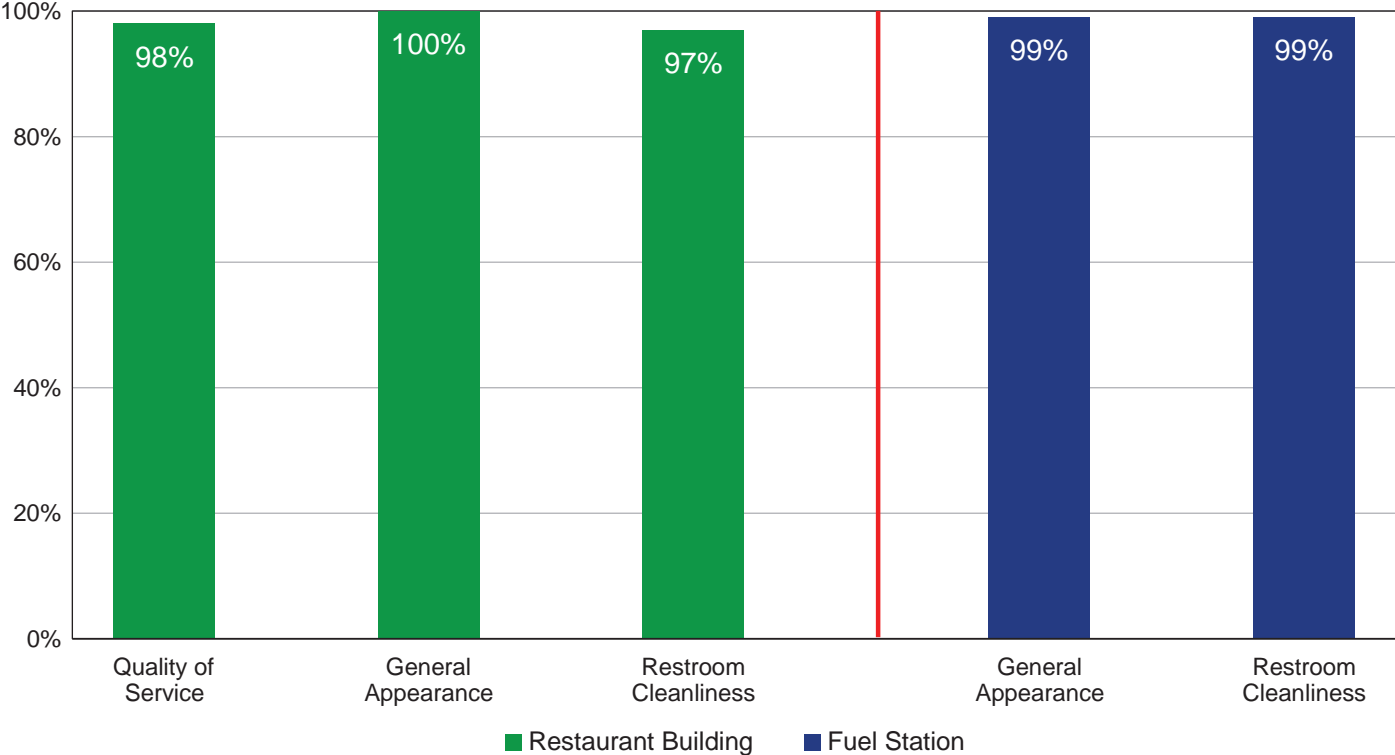
**Table 7.2 - Florida's Turnpike
Concessions Revenue Forecast (\$000)
FY 2023 through FY 2033**

Fiscal Year	Concession	Advertisement	Total Gross Revenue
2023	\$7,950	\$1,668	\$9,618
2024	8,127	1,686	9,813
2025	8,309	1,704	10,013
2026	8,494	1,723	10,217
2027	8,685	1,742	10,427
2028	8,880	1,762	10,642
2029	9,080	1,782	10,862
2030	9,285	1,803	11,088
2031	9,496	1,824	11,320
2032	9,711	1,846	11,557
2033	9,932	1,868	11,800

Source: Turnpike Enterprise Finance Office.

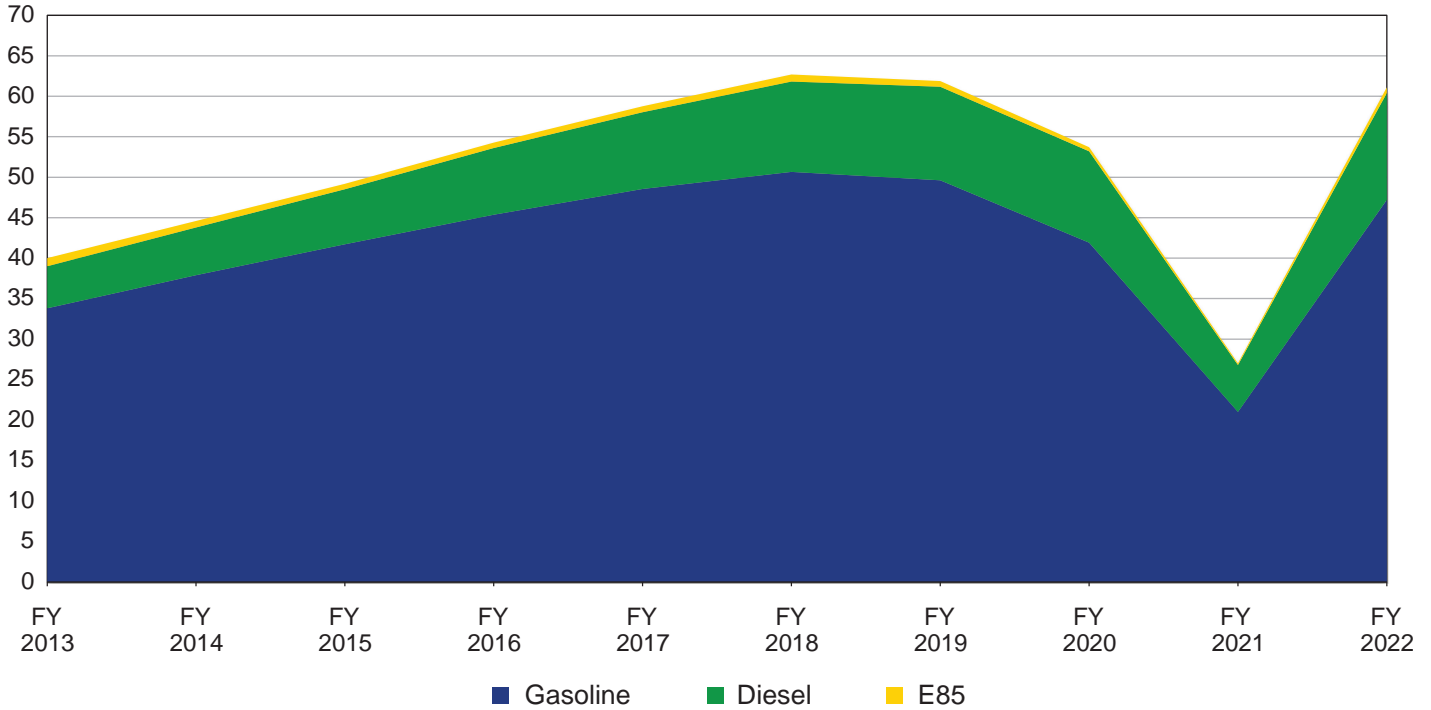
Note: The forecast amounts for concession revenue are based on agreement with Concessionaire, AREAS USA FLTP, LLC, and include minimum contract amount with a conservative growth factor. Advertising revenues from toll booths are projected to decline due to All-Electronic Tolling conversions.

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



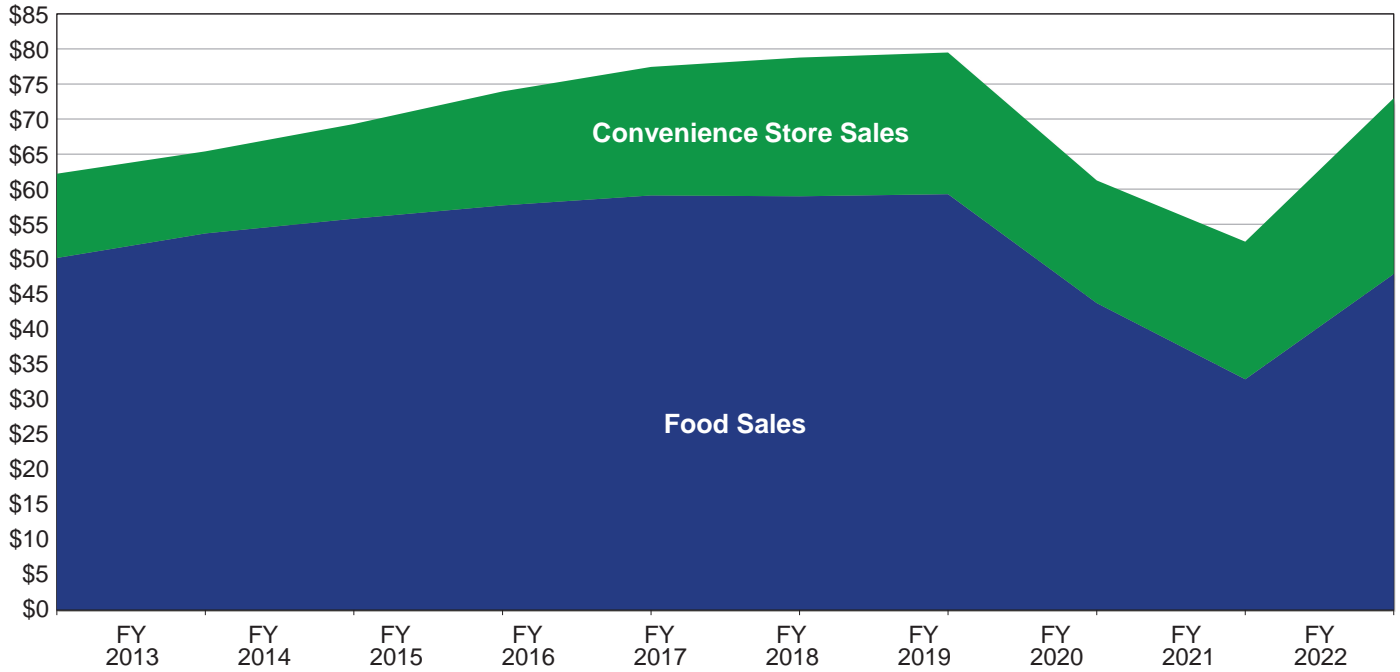
The Turnpike conducts annual customer satisfaction surveys to evaluate the opinions and perceptions of services provided at the service plazas located along the Turnpike's mainline. Based on the FY 2022 Service Plaza Customer Survey conducted in fall 2021, the graph above shows that customers gave the Turnpike high marks both for the restaurant building and fuel station facilities in all categories surveyed.

**Graph 7.2 - Gallons of Fuel Sold
FY 2013 through FY 2022
(In Millions)**



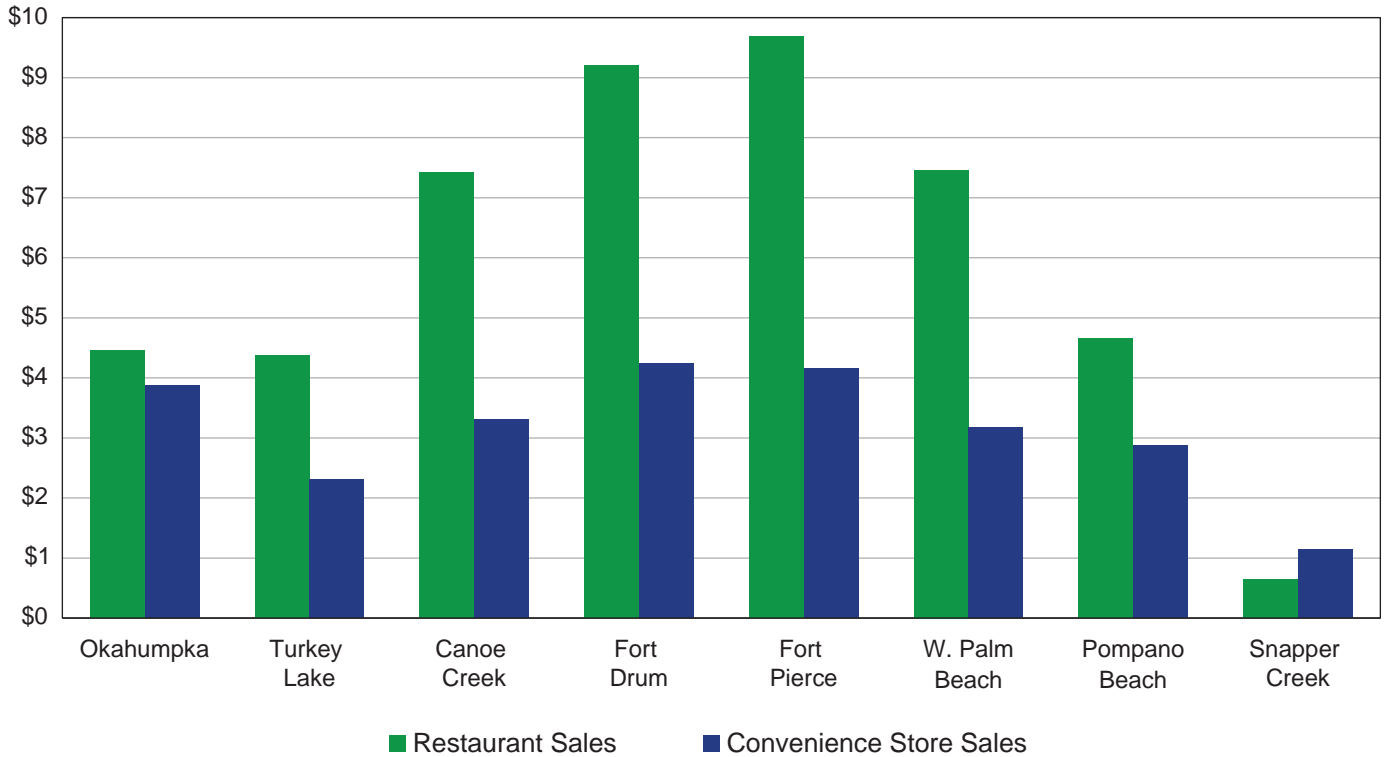
This graph depicts gallons of fuel sold at all service plazas for the ten-year period from FY 2013 through FY 2022. Fuel sales have generally increased starting in FY 2013 with the phased opening of the service plazas after renovations. A significant fuel sales decline in FY 2021 is due to the impacts of the COVID-19 pandemic with a notable recovery in FY 2022.

**Graph 7.3 - Food and Convenience Store Sales
FY 2013 through FY 2022
(In Millions)**



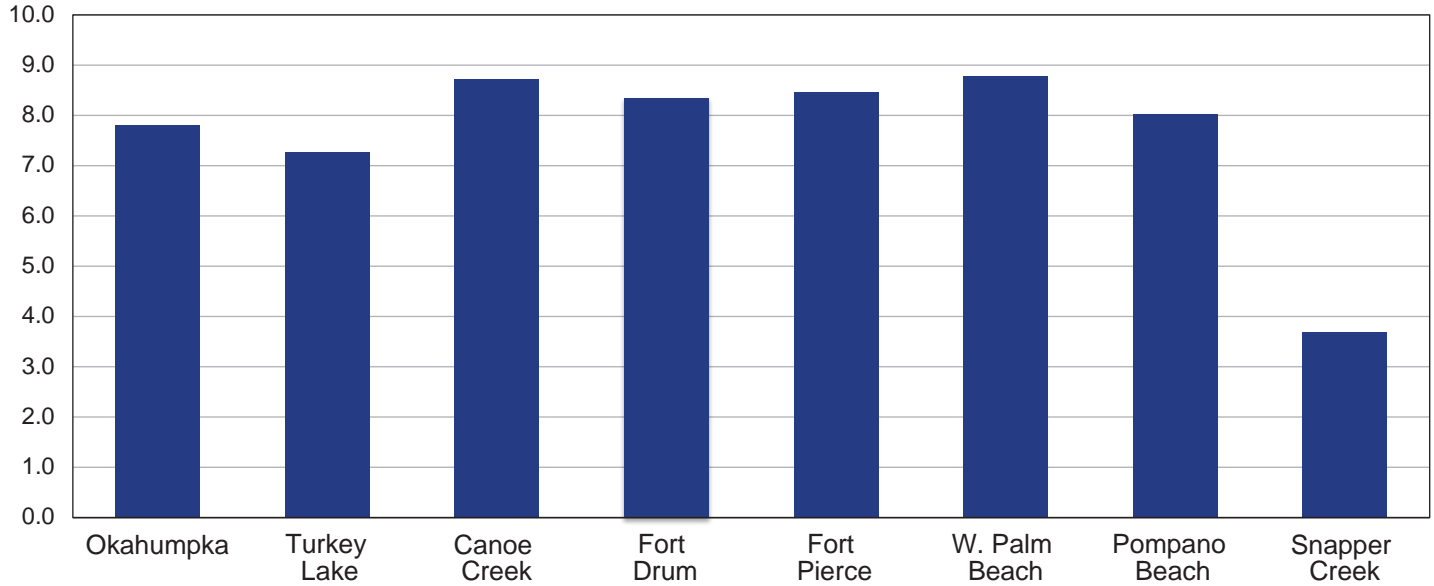
This graph illustrates food and convenience store sales for the past ten years. Food and convenience store sales declined in FY 2020 and FY 2021 due to the impacts from the COVID-19 pandemic. A significant increase in FY 2022 is due to the recovery from the pandemic impacts.

**Graph 7.4 - Food and Convenience Store Sales by Service Plaza
FY 2022
(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 stores sales totaled approximately \$48 million and \$25 million, respectively, for the year.

**Graph 7.5 - Fuel Gallons Sold (Gasoline/Diesel/E85)
FY 2022
(In Millions)**



As indicated in the graph above, higher volume of fuel gallons were sold at service plazas on the Turnpike Mainline - SR 91 between MP 88 and MP 236 (Canoe Creek 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 61 million gallons in FY 2022 is more than double that of FY 2021 sales largely due to the recovery from the impacts of the COVID-19 pandemic.

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