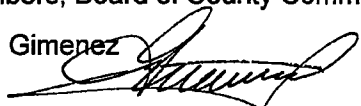


**Date:** November 15, 2011  
**To:** Honorable Chairman Joe A. Martinez  
and Members, Board of County Commissioners  
**From:** Carlos A. Gimenez  
Mayor   
**Subject:** Recommendation to Reject Request for Proposals for Electronic Concierge Services  
at Miami International Airport, RFP No. MDAD-01-11

Agenda Item No. 8(A)(2)

Resolution No. R-951-11

**RECOMMENDATION**

It is recommended that the Board reject the one proposal received by the Miami-Dade Aviation Department (MDAD) for the Request for Proposals (RFP) for Electronic Concierge Services at Miami International Airport (MIA), RFP No. MDAD-01-11, from Electronic Media Systems, Inc. (EMS).

**SCOPE**

Miami International Airport is located primarily within Commission District Six; however, this item is countywide in nature as MIA is a regional asset.

**FISCAL IMPACT/FUNDING SOURCE**

Not applicable as this is a rejection of the sole proposal.

**TRACK RECORD/MONITOR**

Not applicable as this is a rejection of the sole proposal.

**BACKGROUND**

The RFP for Electronic Concierge Services at Miami International Airport, advertised on May 27, 2011, sought a qualified firm to develop and deploy an Electronic Concierge (mobile phone / website platforms) to maximize passenger comfort, increase revenue for the Airport, and enhance MIA's image as a customer-friendly, global air-hub and technology showcase.

The scope of services for the RFP included that the electronic concierge provider create and manage a dynamic e-commerce system capable of allowing passengers transiting through MIA to access various stores via mobile devices or a simple web browser and shop for products to be picked up at MIA on their date of travel. The entire e-commerce transaction occurs online and is based upon the passenger entering ticket information (e.g. confirmed flight number, etc.).

The selected firm was to provide information such as passenger location and directions to parking lots, airline and flight information, as well as third-party support to airport concessionaires. The provider was also to develop consistent platforms for both mobile phone and website, provide customer / airport service by relaying information to travelers about airport services, retail /concessions, airline information and directions, while providing the airport with a means to increase its ancillary revenue.

The Selection Committee met and reviewed the sole proposal submitted in response to the RFP, and heard a presentation from EMS. As the Committee determined that the Proposer had not proposed on the entire scope of services outlined in the RFP, the Committee recommended that EMS's proposal be rejected.

A new solicitation is being reviewed; however, no time frame has been set for reissuance.

  
Deputy Mayor



# MEMORANDUM

(Revised)

**TO:** Honorable Chairman Joe A. Martinez  
and Members, Board of County Commissioners

**DATE:** November 15, 2011

**FROM:** R. A. Cuevas, Jr.  
County Attorney

**SUBJECT:** Agenda Item No. 8(A)(2)

**Please note any items checked.**

- "3-Day Rule" for committees applicable if raised**
- 6 weeks required between first reading and public hearing**
- 4 weeks notification to municipal officials required prior to public hearing**
- Decreases revenues or increases expenditures without balancing budget**
- Budget required**
- Statement of fiscal impact required**
- Ordinance creating a new board requires detailed County Manager's report for public hearing**
- No committee review**
- Applicable legislation requires more than a majority vote (i.e., 2/3's \_\_\_\_, 3/5's \_\_\_\_, unanimous \_\_\_\_ ) to approve**
- Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required**

Approved \_\_\_\_\_ Mayor  
Veto \_\_\_\_\_  
Override \_\_\_\_\_

Agenda Item No. 8(A)(2)  
11-15-11

RESOLUTION NO. R-951-11

RESOLUTION REJECTING ALL PROPOSALS RECEIVED IN CONNECTION WITH ELECTRONIC CONCIERGE SERVICES AT MIAMI INTERNATIONAL AIRPORT, RFP NO. MDAD-01-11

**WHEREAS**, the Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

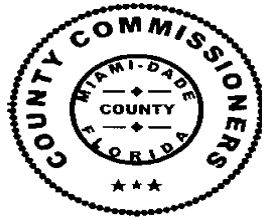
**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA**, that this Board hereby rejects all proposals received in connection with the Electronic Concierge Services at Miami International Airport, RFP No. MDAD 01-11.

The foregoing resolution was offered by Commissioner **Rebeca Sosa**, who moved its adoption. The motion was seconded by Commissioner **Sally A. Heyman** and upon being put to a vote, the vote was as follows:

	Joe A. Martinez, Chairman	<b>aye</b>
	Audrey M. Edmonson, Vice Chairwoman	<b>absent</b>
Bruno A. Barreiro	<b>aye</b>	Lynda Bell <b>aye</b>
Esteban L. Bovo, Jr.	<b>aye</b>	Jose "Pepe" Diaz <b>aye</b>
Sally A. Heyman	<b>aye</b>	Barbara J. Jordan <b>aye</b>
Jean Monestime	<b>aye</b>	Dennis C. Moss <b>aye</b>
Rebeca Sosa	<b>aye</b>	Sen. Javier D. Souto <b>aye</b>
Xavier L. Suarez	<b>absent</b>	

The Chairperson thereupon declared the resolution duly passed and adopted this 15<sup>th</sup> day of November, 2011. This resolution shall become effective ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board.

MIAMI-DADE COUNTY, FLORIDA  
BY ITS BOARD OF  
COUNTY COMMISSIONERS



HARVEY RUVIN, CLERK

By: **Christopher Agrippa**  
Deputy Clerk

Approved by County Attorney as  
to form and legal sufficiency.

David M. Murray

MIAMI-DADE COUNTY  
BOARD OF COUNTY COMMISSIONERS  
OFFICE OF THE COMMISSION AUDITOR



Legislative Notes

Agenda Item: 8A2  
File Number: 112016

Date of Analysis: October 19, 2011

**Summary**

This resolution rejects the one proposal received by the Miami-Dade Aviation Department (MDAD) for the Request for Proposals (RFP) for Electronic Concierge Services at Miami International Airport (MIA), RFP No. MDAD-01-11, from Electronic Media Systems, Inc. (EMS).

*The scope of services for the RFP included that the electronic concierge provider create and manage an e-commerce (shopping) system capable of allowing passengers transiting through MIA to access various stores via mobile devices or a simple web browser and shop for products to be picked up at MIA on their date of travel.*

A new solicitation is being reviewed; however, no time frame has been set for reissuance.

**Background and relevant information**

On May 6, 2008, the Board of County Commissioners, through R-461-08, awarded a **Non-Exclusive Wireless High Fidelity (WI-FI) License Agreement** to Electronic Media Systems, Inc. (EMS) to design, supply, install, operate and maintain internet service provider connectivity to MIA users via MIA's wireless network infrastructure.

The Non-Exclusive Wireless High Fidelity (WI-FI) System Provider at MIA RFP No. MDAD-01-01-06 was advertised with an issue date of November 1, 2006.

*Pursuant to R-461-08, the County is being paid a monthly fee consisting of 65% of the gross revenues for the month. The County is also being paid 50% of all advertising revenues obtained from title and/or presenting sponsors and any other related advertising revenues; and the passengers are being charged \$6.95 for 24 hours of access or \$19.95 per month.*

According to MDAD staff, EMS does have a separate contract with H.I. Development, the firm which manages the MIA Hotel for the MDAD.

**In response to questions posed by the Office of the Commission Auditor, MDAD staff provided the following information:**

- Did this proposal include the entire airport? Yes

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- Which other airports similar in size to MIA offer this service? *Not to MDADs knowledge as this is a rather newly developing service. Contractor does have a partnership with some company doing similar work at a mall in Boston.*
- Why did EMS submit a proposal if they already have a 5 year contract with the County for the same scope of work? *Please see R-461-08. MDAD is required to put this out to bid because the scope of services is totally different and would otherwise require a bid waiver. As it turns out, EMS is unable to provide the full scope of services.*
- Please let me know how is EMS performing under the 2008 contract? *Please indicate if there have been any coverage issues. They are providing well under the current contract. No coverage issues.*
- What's the current cost to patrons for 24 hours of internet access and monthly internet access? *The 2008 contract says that passengers are charged \$6.95 for 24 hours or \$19.95 per month.*
- To date, how much has the County received in gross revenues and advertising revenues from EMS?

**MIA Airport (not including hotel) WI-FI Network Gross Revenue Share Summary**

Period	Rental Revenue	65% MDAD share	Roaming Revenue	65% MDAD Share	Sponsor & Ad Revenue	50% MDAD Share	Gross Revenue/Period
2008-09	\$655,583.28	\$413,129.13	\$187,279.59	\$121,731.73	\$171,658.52	\$85,829.26	\$994,521.39
2009-10	\$627,541.67	\$407,902.09	\$258,637.08	\$168,114.10	\$499,240.64	\$249,620.32	\$1,385,419.39
2010-11	\$992,113.00	\$644,873.45	\$360,183.72	\$234,119.42	\$186,827.25	\$93,413.63	\$1,539,123.97
2011-12	\$111,540.93	\$72,501.60	\$21,499.32	\$13,974.56	\$18,072.32	\$9,036.16	\$151,112.57
Totals	\$2,366,788.88	\$1,538,406.27	\$827,599.71	\$537,939.81	\$875,798.73	\$437,899.37	\$4,070,177.32

See additional information in the attachments

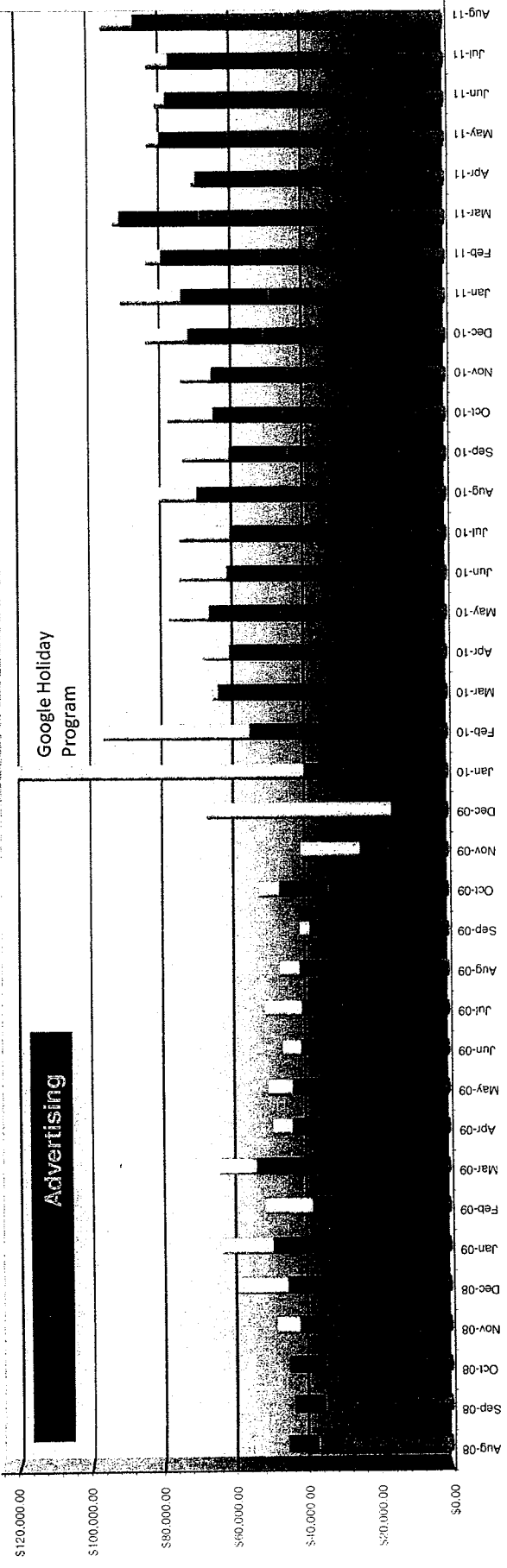
- What areas are covered now under the 2008 contract? *To design, supply, install, operate, and maintain internet service provider connectivity to Miami International Airport users via MIA's wireless network infrastructure.*

**Attachments include information on the WI-FI revenue from August 2008 through August 2011**

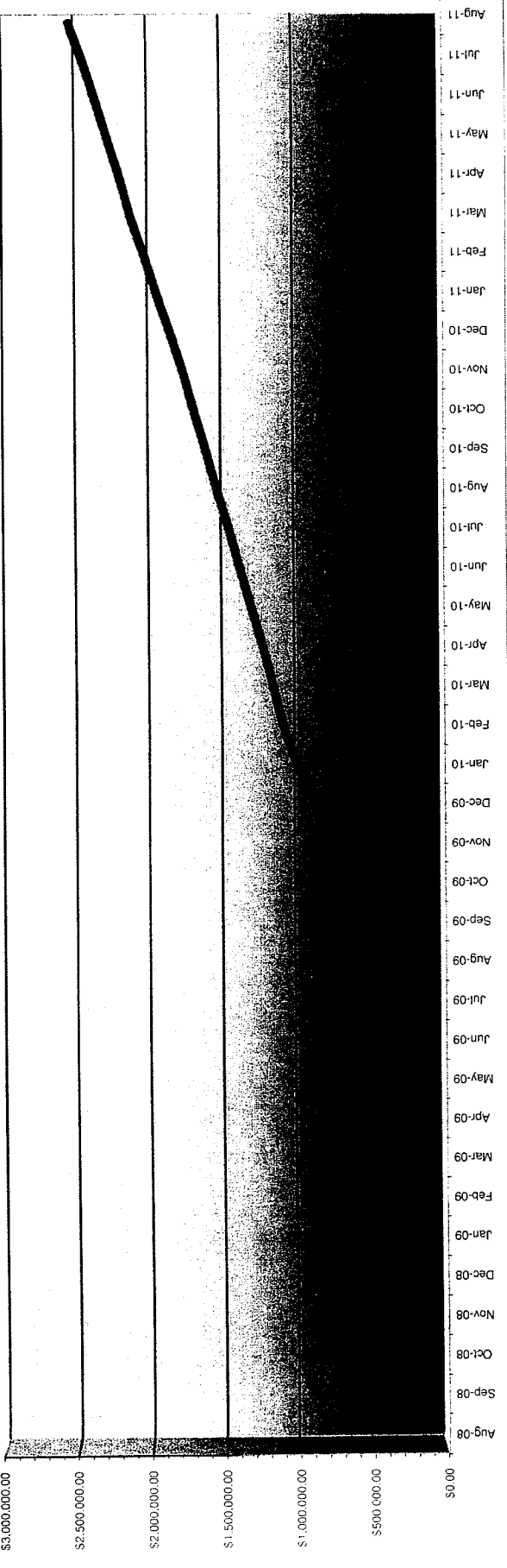
- MDAD Public WI-FI Contract-MDAD Net Revenues-Monthly
- MDAD Public WI-FI Contract-MDAD Net Revenues-Cumulative
- MDAD Public WI-FI Contract-MDAD Net Revenue Analysis by Source-Monthly
- WI-FI Network Gross Revenues and Revenue Share Summary (not including Hotel)
- WI-FI Network Gross Revenues and Revenue Share Summary (MIA Hotel)

Prepared by: Michael Amador-Gil

**MDAD Public Wi-Fi Contract - MDAD Net Revenues - Monthly**



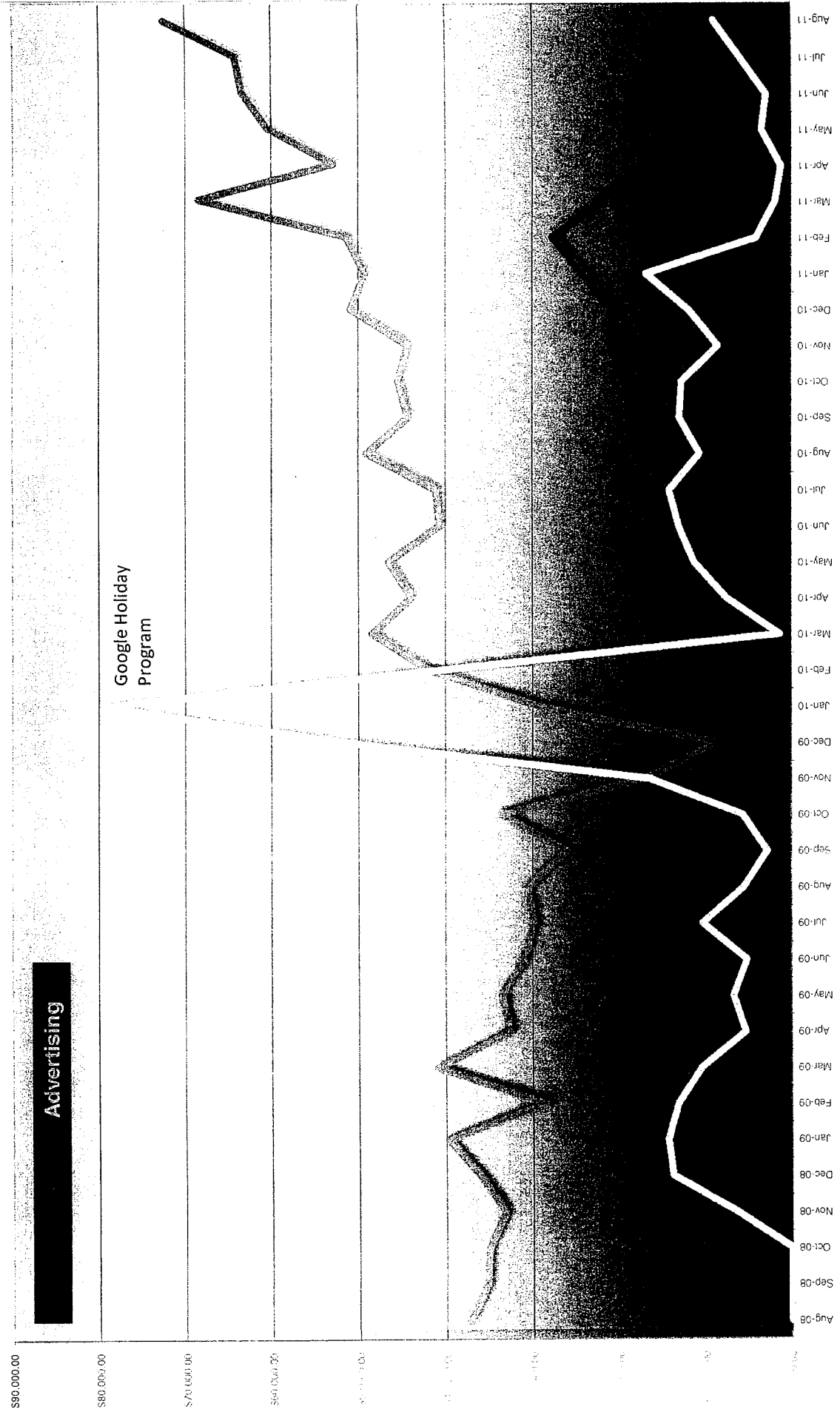
**MDAD Public Wi-Fi Contract - MDAD Net Revenues - Cumulative**



# MDAD Public Wi-Fi Contract - MDAD Net Revenue Analysis by Source - Monthly

Advertising

Google Holiday Program





**Miami International Airport (not including Hotel)**  
**WiFi Network Gross Revenue and Revenue Share Summary**  
 Revised: 10/10/11

Month	Time Period	Retail		65%		Rooming		65%		Sponsor & Ad		50%		Gross Revenue		MDAD Revenue Share		
		Revenue	MDAD Share	Revenue	MDAD Share	Revenue	MDAD Share	Revenue	MDAD Share	Revenue	MDAD Share	Revenue	MDAD Share	Period	Cumulative	Period	Cumulative	
1	August-08	\$57,286.59	\$37,236.42	\$12,949.13	\$8,404.59			\$0.00				50.00		\$70,216.94	\$70,216.94	\$45,641.01	\$45,641.01	
2	September-08	\$53,257.26	\$35,286.68	\$15,588.85	\$8,702.75			\$0.00				50.00		\$67,676.05	\$137,892.99	\$43,989.43	\$89,630.44	
3	October-08	\$53,977.36	\$35,083.95	\$15,593.72	\$10,135.92			\$0.00				50.00		\$69,569.02	\$207,462.01	\$45,219.86	\$134,850.31	
4	November-08	\$50,996.02	\$33,147.41	\$14,645.39	\$9,129.45			\$12,723.01		\$6,396.51				\$77,834.33	\$285,296.34	\$48,673.36	\$183,523.67	
5	December-08	\$55,505.93	\$36,078.89	\$14,724.21	\$9,570.74			\$27,586.72		\$13,793.36				\$97,816.92	\$383,113.26	\$59,442.99	\$242,966.66	
6	January-09	\$61,082.12	\$39,703.57	\$15,005.09	\$9,788.41			\$28,731.21		\$14,365.61				\$104,872.72	\$487,985.98	\$63,857.59	\$306,824.25	
7	February-09	\$43,519.29	\$28,502.10	\$15,296.97	\$9,943.03			\$26,306.82		\$13,153.41				\$85,453.18	\$573,439.16	\$51,598.54	\$358,422.79	
8	March-09	\$62,977.07	\$40,935.10	\$20,079.89	\$13,051.93			\$29,899.08		\$10,448.04				\$103,953.04	\$677,392.20	\$64,435.06	\$422,857.85	
9	April-09	\$50,169.84	\$32,610.43	\$17,194.81	\$11,368.83			\$10,993.72		\$5,346.86				\$78,354.12	\$755,746.32	\$49,326.12	\$472,183.97	
10	May-09	\$51,607.33	\$33,603.27	\$15,675.21	\$10,188.91			\$15,573.65		\$6,787.83				\$80,948.23	\$836,694.55	\$50,580.00	\$522,763.98	
11	June-09	\$47,768.81	\$31,049.73	\$15,775.80	\$10,254.27			\$10,494.18		\$5,197.59				\$73,939.79	\$910,634.34	\$46,501.59	\$569,265.56	
12	July-09	\$45,587.05	\$29,891.58	\$17,219.87	\$11,192.92			\$20,864.13		\$10,340.07				\$83,887.05	\$994,521.39	\$51,424.56	\$620,690.13	
13	August-09	\$46,979.31	\$30,536.56	\$17,145.99	\$11,143.59			\$17,291.21		\$5,560.11				\$75,243.53	\$1,069,764.92	\$47,240.26	\$667,930.39	
14	September-09	\$40,140.75	\$26,091.49	\$19,508.85	\$12,680.74			\$5,931.59		\$2,815.80				\$65,281.17	\$1,135,046.09	\$41,588.02	\$709,518.41	
15	October-09	\$51,756.59	\$33,667.73	\$20,736.61	\$13,485.30			\$11,148.26		\$5,704.13				\$83,951.37	\$1,218,997.46	\$52,857.15	\$762,375.56	
16	November-09	\$26,057.39	\$16,924.25	\$11,949.07	\$7,766.90			\$32,919.72		\$16,459.86				\$70,906.09	\$1,289,903.55	\$41,151.00	\$803,526.56	
17	December-09	\$13,218.15	\$8,611.30	\$11,167.11	\$7,258.62			\$102,867.55		\$51,433.79				\$127,282.84	\$1,417,186.39	\$67,303.71	\$870,830.27	
18	January-10	\$45,033.81	\$29,272.00	\$16,729.73	\$10,874.32			\$158,835.68		\$79,417.84				\$220,599.25	\$1,637,785.64	\$119,564.16	\$990,394.43	
19	February-10	\$64,539.60	\$41,950.74	\$20,409.42	\$13,266.12			\$81,462.50		\$40,731.25				\$166,411.52	\$1,804,197.16	\$95,948.11	\$1,086,342.55	
20	March-10	\$74,581.59	\$48,479.93	\$23,653.65	\$15,374.89			\$2,859.47		\$1,419.74				\$101,077.65	\$1,905,274.81	\$65,274.55	\$1,151,617.10	
21	April-10	\$67,589.85	\$43,933.40	\$25,734.61	\$16,740.50			\$15,930.08		\$7,515.04				\$108,374.54	\$2,013,649.35	\$68,188.94	\$1,219,806.04	
22	May-10	\$71,682.39	\$46,593.50	\$26,137.89	\$19,622.13			\$22,572.66		\$11,286.33				\$124,442.85	\$2,138,092.20	\$77,501.95	\$1,297,307.99	
23	June-10	\$62,613.50	\$40,698.65	\$31,864.72	\$20,712.07			\$26,149.83		\$13,074.92				\$120,627.85	\$2,258,720.05	\$74,485.63	\$1,371,793.62	
24	July-10	\$63,258.27	\$41,142.56	\$29,521.12	\$19,188.92			\$28,498.06		\$14,201.53				\$121,220.73	\$2,379,940.78	\$74,533.02	\$1,446,326.63	
25	August-10	\$75,577.22	\$49,125.19	\$31,327.33	\$20,362.90			\$21,283.75		\$10,641.88				\$128,188.51	\$2,508,129.29	\$80,129.97	\$1,526,456.60	
26	September-10	\$68,249.53	\$44,394.73	\$23,539.71	\$16,152.31			\$29,055.13		\$13,017.57				\$119,184.42	\$2,627,313.71	\$73,564.60	\$1,600,021.21	
27	October-10	\$70,067.05	\$45,543.58	\$29,675.86	\$19,289.31			\$25,500.88		\$12,750.42				\$125,243.74	\$2,752,557.45	\$77,583.31	\$1,677,604.51	
28	November-10	\$68,241.65	\$44,422.27	\$32,277.52	\$20,980.39			\$7,038.30		\$8,518.15				\$117,655.77	\$2,870,213.22	\$73,920.81	\$1,751,525.32	
29	December-10	\$75,099.15	\$50,959.45	\$31,905.32	\$20,738.46			\$23,818.12		\$11,909.06				\$134,122.59	\$3,004,335.81	\$83,606.97	\$1,835,132.28	
30	January-11	\$75,579.19	\$49,321.67	\$35,536.29	\$24,251.56			\$33,749.34		\$16,874.67				\$146,985.07	\$3,151,320.88	\$90,477.89	\$1,925,610.18	
31	February-11	\$79,165.55	\$51,456.31	\$42,637.96	\$27,714.41			\$8,176.86		\$4,088.40				\$129,977.91	\$3,281,298.79	\$83,259.12	\$2,008,869.30	
32	March-11	\$105,268.79	\$68,489.66	\$53,001.18	\$32,100.77			\$3,843.16		\$1,921.73				\$143,213.34	\$3,424,512.13	\$92,512.15	\$2,101,381.45	
33	April-11	\$51,438.39	\$32,915.32	\$25,392.61	\$16,511.70			\$2,500.30		\$1,250.15				\$109,311.10	\$3,533,823.23	\$70,677.17	\$2,172,058.62	
34	May-11	\$93,106.71	\$60,519.36	\$29,241.05	\$19,008.62			\$6,967.59		\$3,483.75				\$129,318.24	\$3,663,141.47	\$83,011.73	\$2,255,070.35	
35	June-11	\$97,521.53	\$63,454.23	\$22,976.02	\$14,349.41			\$5,918.83		\$2,959.32				\$125,616.54	\$3,788,758.01	\$80,762.96	\$2,335,833.31	
36	July-11	\$98,579.52	\$64,271.69	\$19,436.13	\$12,629.58			\$11,997.09		\$5,998.55				\$130,306.74	\$3,919,064.75	\$82,899.82	\$2,418,733.13	
37	August-11	\$111,540.93	\$72,501.60	\$21,499.42	\$13,974.56			\$18,972.32		\$9,036.16				\$151,112.57	\$4,070,177.32	\$95,512.32	\$2,514,245.45	
38	September-11																	
39	October-11																	
40	November-11																	
41	December-11																	
42	January-12																	
43	February-12																	
44	March-12																	
45	April-12																	
46	May-12																	
47	June-12																	
48	July-12																	
<b>Totals:</b>		<b>\$2,366,778.88</b>	<b>\$1,538,406.27</b>	<b>\$827,599.71</b>	<b>\$537,939.81</b>	<b>\$875,798.73</b>	<b>\$437,899.37</b>	<b>\$4,070,177.32</b>							<b>\$2,514,245.45</b>			

Google Holiday Program (Periods Affected)  
 Record High (Not including Google 2009-2010 Holiday Program anomaly)

**Summary Data by Fiscal 12 Month Contract Year:**

	Period	Retail Revenue	65% MDAD Share	Rooming Revenue	65% MDAD Share	Sponsor & Ad Revenue	50% MDAD Share	Gross Revenue Period
	2008-2009	\$65,984.23	\$413,129.13	\$18,527.59	\$121,731.73	\$17,658.52	\$85,829.26	\$994,521.39
	2009-2010	\$62,541.67	\$407,902.09	\$25,657.08	\$168,114.10	\$19,249.64	\$249,620.32	\$1,385,419.39
	2010-2011	\$98,211,800	\$644,873.45	\$36,188.72	\$234,119.42	\$18,827.25	\$93,413.63	\$1,539,123.97
<b>YTD</b>	<b>2011-2012</b>	<b>\$111,540.93</b>	<b>\$72,501.60</b>	<b>\$21,499.42</b>	<b>\$13,974.56</b>	<b>\$18,972.32</b>	<b>\$9,036.16</b>	<b>\$151,112.57</b>
	2013-2013							
<b>Totals:</b>		<b>\$2,366,778.88</b>	<b>\$1,538,406.27</b>	<b>\$827,599.71</b>	<b>\$537,939.81</b>	<b>\$875,798.73</b>	<b>\$437,899.37</b>	<b>\$4,070,177.32</b>

9



**Miami International Airport including MIA Hotel**  
**WiFi Network Gross Revenue and Revenue Share Summary**  
 Revised: 10/10/11

Month	Period	Retail		Roaming		Sponsor & Ad		Gross Revenue		MDAD Revenue Share	
		Revenue	MDAD Share	Revenue	MDAD Share	Revenue	MDAD Share	Monthly Period	Monthly Period	Cumulative	
1	August-08	\$61,409.65	\$39,910.43	\$12,846.59	\$9,000.23	\$0.00	\$0.00	\$75,247.16	\$48,910.65	\$48,910.65	
2	September-08	\$59,353.57	\$38,646.32	\$11,377.51	\$9,345.38	\$0.00	\$0.00	\$73,833.38	\$47,991.70	\$96,902.35	
3	October-08	\$62,749.48	\$40,780.66	\$16,624.75	\$10,806.09	\$0.00	\$0.00	\$79,364.23	\$51,586.75	\$148,489.10	
4	November-08	\$59,038.15	\$38,374.78	\$14,949.61	\$9,716.86	\$12,793.91	\$6,396.51	\$86,780.15	\$54,488.15	\$202,977.25	
5	December-08	\$63,613.62	\$41,348.85	\$15,699.26	\$10,204.52	\$27,586.72	\$13,793.36	\$106,899.60	\$65,346.73	\$268,323.98	
6	January-09	\$76,758.15	\$45,992.78	\$15,953.75	\$10,369.94	\$28,731.21	\$14,365.61	\$115,443.09	\$70,728.33	\$339,052.31	
7	February-09	\$53,685.21	\$34,505.39	\$16,194.60	\$10,517.00	\$26,306.82	\$13,153.41	\$95,572.03	\$58,175.80	\$397,228.10	
8	March-09	\$75,131.20	\$48,835.28	\$21,198.61	\$13,778.71	\$24,896.06	\$10,448.04	\$117,225.29	\$73,062.03	\$470,290.13	
9	April-09	\$60,098.11	\$39,258.79	\$18,789.59	\$12,018.18	\$19,693.72	\$5,346.86	\$89,581.36	\$56,623.83	\$526,913.95	
10	May-09	\$66,494.11	\$43,221.17	\$18,661.20	\$11,739.85	\$13,575.65	\$6,787.83	\$98,131.06	\$61,748.84	\$588,662.80	
11	June-09	\$59,873.62	\$38,917.85	\$18,231.50	\$11,852.30	\$19,395.18	\$5,197.59	\$88,503.10	\$55,967.74	\$644,630.53	
12	July-09	\$56,819.02	\$36,932.36	\$18,898.45	\$12,283.99	\$24,880.13	\$10,340.07	\$96,397.60	\$59,556.42	\$704,186.95	
13	August-09	\$57,262.55	\$37,220.66	\$18,493.65	\$12,020.87	\$11,120.21	\$5,560.11	\$86,876.41	\$54,801.64	\$758,988.59	
14	September-09	\$49,624.15	\$32,255.83	\$20,980.90	\$13,637.59	\$5,631.89	\$2,815.80	\$76,236.84	\$48,709.21	\$807,697.80	
15	October-09	\$62,262.83	\$40,470.84	\$22,782.80	\$14,808.82	\$11,408.26	\$5,704.13	\$96,453.89	\$60,983.79	\$868,681.59	
16	November-09	\$33,055.26	\$21,485.92	\$13,261.85	\$8,620.20	\$32,919.72	\$16,459.86	\$79,236.83	\$46,565.98	\$915,247.57	
17	December-09	\$18,988.93	\$12,342.80	\$12,057.80	\$7,837.57	\$113,841.94	\$56,920.97	\$144,888.67	\$77,101.34	\$992,348.91	
18	January-10	\$53,824.72	\$34,986.07	\$17,653.70	\$11,474.91	\$172,196.42	\$86,098.21	\$243,674.84	\$132,559.18	\$1,124,908.10	
19	February-10	\$78,207.72	\$50,835.02	\$21,512.65	\$13,983.22	\$87,211.37	\$43,605.69	\$186,931.74	\$108,423.93	\$1,233,332.02	
20	March-10	\$56,617.90	\$36,301.64	\$25,080.50	\$16,302.33	\$3,086.74	\$1,543.37	\$114,785.14	\$74,147.33	\$1,307,479.35	
21	April-10	\$78,717.51	\$51,166.40	\$27,043.85	\$17,578.50	\$16,232.94	\$8,116.47	\$121,994.33	\$76,861.37	\$1,384,340.72	
22	May-10	\$82,040.69	\$53,326.45	\$30,772.89	\$20,002.38	\$24,455.75	\$12,227.88	\$137,269.33	\$85,556.70	\$1,469,897.43	
23	June-10	\$71,461.89	\$46,450.23	\$32,504.72	\$21,128.07	\$28,193.89	\$14,096.95	\$132,160.50	\$81,675.24	\$1,551,572.67	
24	July-10	\$72,408.56	\$46,870.56	\$30,479.42	\$19,811.62	\$30,649.68	\$15,324.84	\$133,237.66	\$82,007.03	\$1,633,579.70	
25	August-10	\$85,371.53	\$55,493.44	\$31,982.54	\$20,788.65	\$22,871.00	\$11,435.50	\$140,228.07	\$87,717.60	\$1,721,297.29	
26	September-10	\$77,048.15	\$50,081.30	\$25,384.71	\$16,500.06	\$27,949.68	\$13,974.84	\$130,382.54	\$80,556.20	\$1,801,853.49	
27	October-10	\$79,559.29	\$51,694.69	\$30,145.86	\$19,594.81	\$27,197.98	\$13,598.99	\$136,874.13	\$84,888.49	\$1,886,741.98	
28	November-10	\$76,398.11	\$49,788.77	\$33,009.52	\$21,456.19	\$18,564.13	\$9,282.07	\$128,171.76	\$80,527.02	\$1,967,269.00	
29	December-10	\$89,156.07	\$57,951.45	\$32,572.32	\$21,172.01	\$25,782.77	\$12,891.39	\$147,511.16	\$92,014.84	\$2,059,283.84	
30	January-11	\$99,412.55	\$58,768.16	\$39,368.60	\$25,589.20	\$37,128.94	\$18,564.47	\$166,909.49	\$102,921.83	\$2,162,205.67	
31	February-11	\$59,361.56	\$38,087.09	\$14,373.15	\$8,842.55	\$9,776.41	\$4,538.21	\$142,814.32	\$91,467.85	\$2,253,673.51	
32	March-11	\$119,137.82	\$77,439.58	\$35,044.45	\$22,778.89	\$4,215.35	\$2,107.68	\$158,397.62	\$102,326.15	\$2,355,999.66	
33	April-11	\$94,420.46	\$61,373.30	\$26,060.49	\$16,939.32	\$2,654.86	\$1,327.43	\$123,135.81	\$79,640.05	\$2,435,639.71	
34	May-11	\$103,922.25	\$67,549.46	\$30,181.29	\$19,619.79	\$7,461.08	\$3,732.04	\$141,570.62	\$90,901.29	\$2,526,541.00	
35	June-11	\$107,503.69	\$69,877.40	\$22,852.21	\$14,853.96	\$6,284.17	\$3,142.09	\$136,640.10	\$87,873.44	\$2,614,414.44	
36	July-11	\$109,932.82	\$71,456.14	\$19,995.24	\$12,996.91	\$12,672.91	\$6,336.01	\$142,599.77	\$90,789.05	\$2,705,203.49	
37	August-11	\$123,312.23	\$80,152.95	\$22,268.71	\$14,474.68	\$14,184.84	\$9,592.42	\$164,765.81	\$104,220.05	\$2,809,423.54	
38	September-11										
39	October-11										
40	November-11										
41	December-11										
	<b>Program To Date:</b>	<b>\$2,615,381.33</b>	<b>\$1,699,997.86</b>	<b>\$846,109.88</b>	<b>\$549,971.42</b>	<b>\$910,468.41</b>	<b>\$455,234.21</b>	<b>\$4,371,959.62</b>	<b>\$2,705,203.49</b>		

Google Holiday Program (Periods Affected)  
 Record High (Not including Google 2009-2010 Holiday Program anomaly)

**Revenue Summary / Forecast:**

	Retail		Roaming		S&A		Gross		MDAD		Period/Period Growth
	Revenue	MDAD Share	Revenue	MDAD Share	Revenue	MDAD Share	Revenue Period	Rev Share			
<b>Quarterly Comparative Data</b>											
FY2008-2009-Q4	\$183,167	\$119,071	\$55,194	\$35,876	\$44,651	\$22,325	\$283,032	\$177,273			
FY2009-2010-Q4	\$225,611	\$146,647	\$93,757	\$60,942	\$83,299	\$41,650	\$402,667	\$249,239	141%		
FY2010-2011-Q4	\$321,358	\$208,883	\$73,032	\$47,471	\$26,420	\$13,210	\$420,810	\$269,564	108%		
<i>Note: FYQ4 = May thru July</i>											
<b>Fiscal Year Comparative Data (August thru July):</b>											
FY2008-2009	\$748,807	\$486,725	\$202,512	\$131,633	\$171,659	\$85,829	\$1,122,978	\$704,187			
FY2009-2010	\$744,173	\$483,712	\$272,625	\$177,206	\$536,949	\$268,474	\$1,553,746	\$929,393	132%		
FY2010-2011	\$1,122,401	\$729,561	\$370,973	\$241,132	\$201,861	\$100,931	\$1,695,235	\$1,071,624	115%		
* FY2011-2012	\$1,234,641	\$802,517	\$408,070	\$265,246	\$222,048	\$111,024	\$1,864,759	\$1,178,786	110%		
* FY2012-2013	\$1,358,105	\$882,769	\$448,877	\$291,770	\$244,232	\$122,126	\$2,051,235	\$1,296,665	110%		

\* Forecast at 110% growth

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**Miami International Airport (not including Hotel)  
 WiFi Network Gross Revenue and Revenue Share Summary**  
 Revised: 10/10/11

Month	Time Period	Retail		65%		Roaming		65%		Sponsor & Ad		50%		Gross Revenue		MDAD Revenue Share	
		Revenue	MDAD Share	Revenue	MDAD Share	Revenue	MDAD Share	Revenue	MDAD Share	Revenue	MDAD Share	Revenue	MDAD Share	Period	Cumulative	Period	Cumulative
1	August-08	\$57,266.80	\$37,236.42	\$12,930.14	\$8,404.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$70,216.94	\$70,216.94	\$45,641.01	\$45,641.01
2	September-08	\$54,287.20	\$35,286.68	\$13,388.85	\$8,702.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$67,676.05	\$137,892.99	\$43,989.43	\$89,630.44
3	October-08	\$53,975.30	\$35,083.95	\$13,593.72	\$10,135.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$69,569.02	\$207,462.01	\$45,219.86	\$134,850.31
4	November-08	\$50,996.02	\$33,147.41	\$14,045.30	\$9,129.45	\$12,794.01	\$6,396.51	\$77,834.33	\$285,296.34	\$48,673.36	\$183,523.67						
5	December-08	\$55,595.99	\$36,078.89	\$14,724.21	\$9,570.74	\$27,586.72	\$13,793.36	\$97,816.92	\$383,113.26	\$59,442.99	\$242,966.66						
6	January-09	\$61,082.42	\$39,703.57	\$15,059.09	\$9,788.41	\$28,731.21	\$14,365.61	\$104,872.72	\$487,985.98	\$63,857.59	\$306,824.25						
7	February-09	\$43,849.29	\$28,502.10	\$15,296.97	\$9,943.03	\$26,306.82	\$13,153.41	\$85,453.18	\$573,439.16	\$51,598.54	\$358,422.79						
8	March-09	\$62,977.07	\$40,935.10	\$20,079.89	\$13,051.93	\$20,896.08	\$10,448.04	\$103,953.04	\$677,392.20	\$64,435.06	\$422,857.85						
9	April-09	\$50,169.89	\$32,610.43	\$17,490.51	\$11,368.83	\$10,693.72	\$5,346.86	\$78,354.12	\$755,746.32	\$49,326.12	\$472,183.97						
10	May-09	\$51,697.34	\$33,603.27	\$15,675.24	\$10,188.91	\$13,575.63	\$6,787.83	\$80,948.23	\$836,694.55	\$50,580.00	\$522,763.98						
11	June-09	\$47,768.51	\$31,049.73	\$15,775.80	\$10,254.27	\$10,395.16	\$5,197.59	\$73,939.79	\$910,634.34	\$46,501.59	\$569,265.56						
12	July-09	\$45,987.05	\$29,891.58	\$17,219.87	\$11,192.92	\$20,680.13	\$10,340.07	\$83,887.05	\$994,521.39	\$51,424.56	\$620,690.13						
13	August-09	\$46,979.53	\$30,536.56	\$17,143.99	\$11,143.59	\$11,120.21	\$5,560.11	\$75,243.53	\$1,069,764.92	\$47,240.26	\$667,930.39						
14	September-09	\$40,140.75	\$26,091.49	\$19,508.83	\$12,680.74	\$5,631.59	\$2,815.80	\$65,281.17	\$1,135,046.09	\$41,588.02	\$709,518.41						
15	October-09	\$51,796.50	\$33,667.73	\$20,746.61	\$13,485.30	\$11,408.26	\$5,704.13	\$83,951.37	\$1,218,997.46	\$52,857.15	\$762,375.56						
16	November-09	\$26,037.30	\$16,924.25	\$11,949.07	\$7,766.90	\$32,919.72	\$16,459.86	\$70,906.09	\$1,289,903.55	\$41,151.00	\$803,526.56						
17	December-09	\$13,243.15	\$8,611.30	\$11,167.11	\$7,258.62	\$102,867.58	\$51,433.79	\$127,282.84	\$1,417,186.39	\$67,303.71	\$870,830.27						
18	January-10	\$45,033.84	\$29,272.00	\$16,729.73	\$10,874.32	\$158,835.68	\$79,417.84	\$220,599.25	\$1,637,785.64	\$119,564.16	\$990,394.43						
19	February-10	\$64,539.60	\$41,950.74	\$20,409.42	\$13,266.12	\$81,462.50	\$40,731.25	\$166,411.52	\$1,804,197.16	\$95,948.11	\$1,086,342.55						
20	March-10	\$74,584.50	\$48,479.93	\$23,653.68	\$15,374.89	\$2,839.47	\$1,419.74	\$101,077.65	\$1,905,274.81	\$65,274.55	\$1,151,617.10						
21	April-10	\$67,589.85	\$43,933.40	\$25,754.61	\$16,740.50	\$15,050.08	\$7,515.04	\$108,374.54	\$2,013,649.35	\$68,188.94	\$1,219,806.04						
22	May-10	\$71,682.30	\$46,593.50	\$30,187.89	\$19,622.13	\$22,572.66	\$11,286.33	\$124,442.85	\$2,138,092.20	\$77,501.95	\$1,297,307.99						
23	June-10	\$62,613.30	\$40,698.65	\$31,864.72	\$20,712.07	\$26,149.83	\$13,074.92	\$120,627.85	\$2,258,720.05	\$74,485.63	\$1,371,793.62						
24	July-10	\$63,296.25	\$41,142.56	\$29,521.42	\$19,188.92	\$28,403.06	\$14,201.53	\$121,220.73	\$2,379,940.78	\$74,533.02	\$1,446,326.63						
25	August-10	\$75,577.22	\$49,125.19	\$31,327.54	\$20,362.90	\$21,283.75	\$10,641.88	\$128,188.51	\$2,508,129.29	\$80,129.97	\$1,526,456.60						
26	September-10	\$68,299.58	\$44,394.73	\$24,849.71	\$16,152.31	\$26,035.13	\$13,017.57	\$119,184.42	\$2,627,313.71	\$73,564.60	\$1,600,021.21						
27	October-10	\$70,067.05	\$45,543.58	\$29,675.86	\$19,259.31	\$25,500.83	\$12,750.42	\$125,243.74	\$2,752,557.45	\$77,583.31	\$1,677,604.51						
28	November-10	\$68,341.95	\$44,422.27	\$32,277.52	\$20,980.39	\$17,036.30	\$8,518.15	\$117,655.77	\$2,870,213.22	\$73,920.81	\$1,751,525.32						
29	December-10	\$75,399.15	\$50,959.45	\$31,905.32	\$20,738.46	\$23,818.12	\$11,909.06	\$134,122.59	\$3,004,335.81	\$83,606.97	\$1,835,132.28						
30	January-11	\$75,879.49	\$49,321.67	\$37,356.24	\$24,281.56	\$33,749.34	\$16,874.67	\$146,985.07	\$3,151,320.88	\$90,477.89	\$1,925,610.18						
31	February-11	\$79,163.55	\$51,456.31	\$42,637.56	\$27,714.41	\$8,176.86	\$4,088.40	\$129,977.91	\$3,281,298.79	\$83,259.12	\$2,008,869.30						
32	March-11	\$105,568.70	\$68,489.66	\$34,001.18	\$22,100.77	\$3,843.46	\$1,921.73	\$143,213.34	\$3,424,512.13	\$92,512.15	\$2,101,381.45						
33	April-11	\$61,408.19	\$32,915.32	\$25,402.61	\$16,511.70	\$2,500.30	\$1,250.15	\$109,311.10	\$3,533,823.23	\$70,677.17	\$2,172,058.62						
34	May-11	\$93,166.71	\$60,519.36	\$29,244.03	\$19,008.62	\$6,967.59	\$3,483.75	\$129,318.24	\$3,663,141.47	\$83,011.73	\$2,255,070.35						
35	June-11	\$97,621.89	\$63,454.23	\$22,076.02	\$14,349.41	\$5,918.63	\$2,959.32	\$125,616.54	\$3,788,758.01	\$80,762.96	\$2,335,833.31						
36	July-11	\$98,879.52	\$64,271.69	\$19,430.13	\$12,629.58	\$11,997.09	\$5,998.55	\$130,306.74	\$3,919,064.75	\$82,899.82	\$2,418,733.13						
37	August-11	\$111,540.93	\$72,501.60	\$21,499.32	\$13,974.56	\$18,072.32	\$9,036.16	\$151,112.57	\$4,070,177.32	\$95,512.32	\$2,514,245.45						
38	September-11																
39	October-11																
40	November-11																
41	December-11																
42	January-12																
43	February-12																
44	March-12																
45	April-12																
46	May-12																
47	June-12																
48	July-12																
<b>Totals:</b>		<b>\$2,366,778.88</b>	<b>\$1,538,406.27</b>	<b>\$827,599.71</b>	<b>\$537,939.81</b>	<b>\$875,798.73</b>	<b>\$437,899.37</b>	<b>\$4,070,177.32</b>							<b>\$2,514,245.45</b>		

Google Holiday Program (Periods Affected)  
 Record High (Not including Google 2009-2010 Holiday Program anomaly)

**Summary Data by Fiscal 12 Month Contract Year:**

	Period	Retail Revenue	65% MDAD Share	Roaming Revenue	65% MDAD Share	Sponsor & Ad Revenue	50% MDAD Share	Gross Revenue Period
	2008-2009	\$635,583.28	\$413,129.13	\$187,279.59	\$121,731.73	\$171,658.52	\$85,829.26	\$994,521.39
	2009-2010	\$627,541.67	\$407,902.09	\$258,637.08	\$168,114.10	\$199,240.64	\$249,620.32	\$1,385,419.39
	2010-2011	\$992,115.00	\$644,873.45	\$360,183.72	\$234,119.42	\$186,827.25	\$93,413.63	\$1,539,123.97
<b>YTD</b>	<b>2011-2012</b>	<b>\$111,540.93</b>	<b>\$72,501.60</b>	<b>\$21,499.32</b>	<b>\$13,974.56</b>	<b>\$18,072.32</b>	<b>\$9,036.16</b>	<b>\$151,112.57</b>
	2013-2013							
<b>Totals:</b>		<b>\$2,366,778.88</b>	<b>\$1,538,406.27</b>	<b>\$827,599.71</b>	<b>\$537,939.81</b>	<b>\$875,798.73</b>	<b>\$437,899.37</b>	<b>\$4,070,177.32</b>

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**Miami International Airport including MIA Hotel**  
**WiFi Network Gross Revenue and Revenue Share Summary**  
Revised: 10/10/11

Month	Period	Retail		Roaming		Sponsor & Ad		Gross Revenue	MDAD Revenue Share	
		Revenue	MDAD Share	Revenue	MDAD Share	Revenue	MDAD Share		Monthly Period	Monthly Period
1	August-08	\$61,400.66	\$39,910.43	\$13,846.50	\$9,000.23	\$0.00	\$0.00	\$75,247.16	\$48,910.65	\$48,910.65
2	September-08	\$59,455.87	\$38,646.32	\$14,377.51	\$9,345.38	\$0.00	\$0.00	\$73,833.38	\$47,991.70	\$96,902.35
3	October-08	\$62,739.48	\$40,780.66	\$16,624.75	\$10,806.09	\$0.00	\$0.00	\$79,364.23	\$51,586.75	\$148,489.10
4	November-08	\$59,038.13	\$38,374.78	\$14,949.01	\$9,716.86	\$12,793.01	\$6,396.51	\$86,780.15	\$54,488.15	\$202,977.25
5	December-08	\$63,613.62	\$41,348.85	\$15,699.26	\$10,204.52	\$27,586.72	\$13,793.36	\$106,899.60	\$65,346.73	\$268,323.98
6	January-09	\$70,758.13	\$45,992.78	\$15,953.75	\$10,369.94	\$28,731.21	\$14,365.61	\$115,443.09	\$70,728.33	\$339,052.31
7	February-09	\$53,085.21	\$34,505.39	\$16,180.00	\$10,517.00	\$26,806.82	\$13,153.41	\$95,572.03	\$58,175.80	\$397,228.10
8	March-09	\$75,131.20	\$48,835.28	\$21,198.01	\$13,778.71	\$20,896.08	\$10,448.04	\$117,225.29	\$73,062.03	\$470,290.13
9	April-09	\$60,398.14	\$39,258.79	\$18,489.50	\$12,018.18	\$10,693.72	\$5,346.86	\$89,581.36	\$56,623.83	\$526,913.95
10	May-09	\$66,494.11	\$43,221.17	\$18,061.30	\$11,739.85	\$13,575.65	\$6,787.83	\$98,131.06	\$61,748.84	\$588,662.80
11	June-09	\$59,873.62	\$38,917.85	\$18,231.30	\$11,852.30	\$10,395.18	\$5,197.59	\$88,503.10	\$55,967.74	\$644,630.53
12	July-09	\$56,819.02	\$36,932.36	\$18,898.45	\$12,283.99	\$20,680.13	\$10,340.07	\$96,397.60	\$59,556.42	\$704,186.95
13	August-09	\$57,262.55	\$37,220.66	\$18,493.65	\$12,020.87	\$11,120.21	\$5,560.11	\$86,876.41	\$54,801.64	\$758,988.59
14	September-09	\$49,624.35	\$32,255.83	\$20,980.90	\$13,637.59	\$5,651.59	\$2,815.80	\$76,236.84	\$48,709.21	\$807,697.80
15	October-09	\$62,262.83	\$40,470.84	\$22,782.80	\$14,808.82	\$11,408.26	\$5,704.13	\$96,453.89	\$60,983.79	\$868,681.59
16	November-09	\$33,055.26	\$21,485.92	\$13,261.85	\$8,620.20	\$32,919.72	\$16,459.86	\$79,236.83	\$46,565.98	\$915,247.57
17	December-09	\$18,988.93	\$12,342.80	\$12,057.80	\$7,837.57	\$13,841.94	\$5,920.97	\$144,888.67	\$77,101.34	\$992,348.91
18	January-10	\$33,824.72	\$34,986.07	\$17,653.70	\$11,474.91	\$172,196.42	\$86,098.21	\$243,674.84	\$132,559.18	\$1,124,908.10
19	February-10	\$78,207.72	\$50,835.02	\$21,512.65	\$13,983.22	\$87,211.37	\$43,605.69	\$186,931.74	\$108,423.93	\$1,233,332.02
20	March-10	\$86,617.90	\$56,301.64	\$25,080.50	\$16,302.33	\$3,086.74	\$1,543.37	\$114,785.14	\$74,147.33	\$1,307,479.35
21	April-10	\$78,717.54	\$51,166.40	\$27,043.85	\$17,578.50	\$16,232.94	\$8,116.47	\$121,994.33	\$76,861.37	\$1,384,340.72
22	May-10	\$82,040.69	\$53,326.45	\$30,772.89	\$20,002.38	\$24,455.75	\$12,227.88	\$137,269.33	\$85,556.70	\$1,469,897.43
23	June-10	\$71,461.89	\$46,450.23	\$32,504.72	\$21,128.07	\$28,193.89	\$14,096.95	\$132,160.50	\$81,675.24	\$1,551,572.67
24	July-10	\$72,108.56	\$46,870.56	\$30,479.42	\$19,811.62	\$30,649.68	\$15,324.84	\$133,237.66	\$82,007.03	\$1,633,579.70
25	August-10	\$85,374.53	\$55,493.44	\$31,982.54	\$20,788.65	\$22,871.00	\$11,435.50	\$140,228.07	\$87,717.60	\$1,721,297.29
26	September-10	\$77,018.15	\$50,081.30	\$25,384.71	\$16,500.06	\$27,949.68	\$13,974.84	\$130,382.54	\$80,556.20	\$1,801,853.49
27	October-10	\$79,530.29	\$51,694.69	\$30,145.86	\$19,594.81	\$27,197.98	\$13,598.99	\$136,874.13	\$84,888.49	\$1,886,741.98
28	November-10	\$76,598.11	\$49,788.77	\$33,009.52	\$21,456.19	\$18,564.13	\$9,282.07	\$128,171.76	\$80,527.02	\$1,967,269.00
29	December-10	\$89,156.07	\$57,951.45	\$32,572.32	\$21,172.01	\$25,782.77	\$12,891.39	\$147,511.16	\$92,014.84	\$2,059,283.84
30	January-11	\$90,412.55	\$58,768.16	\$39,368.00	\$25,589.20	\$37,128.94	\$18,564.47	\$166,909.49	\$102,921.83	\$2,162,205.67
31	February-11	\$89,361.76	\$58,087.09	\$44,373.15	\$28,842.55	\$9,076.41	\$4,538.21	\$142,814.32	\$91,467.85	\$2,253,673.51
32	March-11	\$119,137.82	\$77,439.58	\$35,044.45	\$22,778.89	\$4,213.35	\$2,107.68	\$158,397.62	\$102,326.15	\$2,355,999.66
33	April-11	\$94,420.46	\$61,373.30	\$26,060.49	\$16,939.32	\$2,654.86	\$1,327.43	\$123,135.81	\$79,640.05	\$2,435,639.71
34	May-11	\$103,922.25	\$67,549.46	\$30,184.29	\$19,619.79	\$7,461.08	\$3,732.04	\$141,570.62	\$90,901.29	\$2,526,541.00
35	June-11	\$107,503.69	\$69,877.40	\$22,852.24	\$14,853.96	\$6,284.17	\$3,142.09	\$136,640.10	\$87,873.44	\$2,614,414.44
36	July-11	\$109,932.52	\$71,456.14	\$19,995.24	\$12,996.91	\$12,672.01	\$6,336.01	\$142,599.77	\$90,789.05	\$2,705,203.49
37	August-11	\$123,312.23	\$80,152.95	\$22,268.74	\$14,474.68	\$19,184.84	\$9,592.42	\$164,765.81	\$104,220.05	\$2,809,423.54
38	September-11									
39	October-11									
40	November-11									
41	December-11									
	<b>Program To Date:</b>	<b>\$2,615,381.33</b>	<b>\$1,699,997.86</b>	<b>\$846,109.88</b>	<b>\$549,971.42</b>	<b>\$910,468.41</b>	<b>\$455,234.21</b>	<b>\$4,371,959.62</b>	<b>\$2,705,203.49</b>	

Google Holiday Program (Periods Affected)  
Record High (Not including Google 2009-2010 Holiday Program anomaly)

**Revenue Summary / Forecast:**

	Retail Revenue	65% MDAD Share	Roaming Revenue	65% MDAD Share	S&A Revenue	50% MDAD Share	Gross Revenue Period	MDAD Rev Share	Period/Period Growth
<b>Quarterly Comparative Data</b>									
FY2008-2009-Q4	\$183,187	\$119,071	\$55,194	\$35,876	\$44,651	\$22,325	\$283,032	\$177,273	
FY2009-2010-Q4	\$225,611	\$146,647	\$93,757	\$60,942	\$83,299	\$41,650	\$402,667	\$249,239	141%
FY2010-2011-Q4	\$321,358	\$208,883	\$73,032	\$47,471	\$26,420	\$13,210	\$420,810	\$269,564	108%
Note: FYQ4 = May thru July									
<b>Fiscal Year Comparative Data (August thru July):</b>									
FY2008-2009	\$748,807	\$486,725	\$202,512	\$131,633	\$171,659	\$85,829	\$1,122,978	\$704,187	
FY2009-2010	\$744,173	\$483,712	\$272,625	\$177,206	\$536,949	\$268,474	\$1,553,746	\$929,393	132%
FY2010-2011	\$1,122,401	\$729,561	\$370,973	\$241,132	\$201,861	\$100,931	\$1,695,235	\$1,071,624	115%
* FY2011-2012	\$1,234,641	\$802,517	\$408,070	\$265,246	\$222,048	\$111,024	\$1,864,759	\$1,178,786	110%
* FY2012-2013	\$1,358,103	\$882,569	\$448,877	\$291,770	\$244,252	\$122,126	\$2,051,235	\$1,296,665	110%

\* Forecast at 110% growth

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