

# MARKET AT A GLANCE

## FISCAL 2016

FACILITIES	OUTLETS	DOLLAR VOLUME (in millions)
<b>CLUBS<sup>1</sup></b>		
Army	142 <sup>2</sup>	\$127.5
Air Force	83	157.1 <sup>3</sup>
Navy	103 <sup>4</sup>	142.6
Marine Corps	331 <sup>5</sup>	209.9 <sup>5</sup>
Coast Guard	25	5.5
<b>All Services</b>	<b>684</b>	<b>\$652.7</b>
<b>CLASS SIX/PACKAGE STORES<sup>6</sup></b>		
AAFES Beverage Outlets (including Class Six Stores)	693	\$607.6
NEXCOM Beverage Outlets (including Package Stores)	207	\$212.6
Marine Corps Package Stores	9	\$52.7
Coast Guard Stores	64	\$48.8
<b>All Services</b>	<b>973</b>	<b>\$921.7</b>
<b>EXCHANGE FOODSERVICE</b>		
AAFES	1,737	\$885.3 <sup>7</sup>
NEXCOM	506 <sup>8</sup>	280.2
VCS	357 <sup>9</sup>	176.3 <sup>10</sup>
<b>All Services</b>	<b>2,600</b>	<b>\$1,341.8</b>
<b>EXCHANGE VENDING</b> . . . . . <b>No. of Machines</b>		
AAFES	20,471	\$65.0
NEXCOM	16,000	53.7 <sup>11</sup>
MCCS	5,422	26.1
VCS	2,848	13.9
<b>All Services</b>	<b>44,741</b>	<b>\$158.7</b>
<b>SUBSISTENCE DINING HALLS<sup>10</sup></b>		
Army	194	\$545.8 <sup>12</sup>
Air Force	261	232.0 <sup>13</sup>
Navy	278	402.2
Marine Corps	61 <sup>14</sup>	373.8
Coast Guard	355	40.0
DLA Troop Support <sup>15</sup>		594.8
<b>All Services</b>	<b>1,149</b>	<b>\$2,188.6</b>
<b>HOSPITAL FOOD SERVICE</b>		
Military <sup>16</sup>	53	\$40.1
VA Medical Centers	123	99.4
<b>All Services</b>	<b>176</b>	<b>\$139.5</b>
<b>LODGING FACILITIES</b>		
Armed Forces Recreation Centers <sup>17</sup>	5	\$185.0 <sup>17</sup>
Army Lodges <sup>18</sup>	18	31.7
Air Force Inns	84	360.9
Navy Lodges	39	79.3
Navy Gateway Inns and Suites <sup>19</sup>	110	297.3
Marine Corps Temporary Lodging <sup>20</sup>	21	36.1
Coast Guard Lodging	22	4.8
<b>All Services</b>	<b>299</b>	<b>\$995.2</b>
<b>SLOT MACHINE REVENUE</b>		
Army Recreation Machine Program		\$64.5 <sup>21</sup>
Air Force Slot Machines		25.1
<b>Total</b>		<b>\$89.6</b>
<b>THE MARKET</b>	<b>5,881</b>	<b>\$6,477.5</b>
<b>Exchange Dividends</b>		
AAFES		\$225.0 million
NEXCOM		\$32.6 million
Marine Corps Exchanges		\$44.8 million
Coast Guard Exchanges		\$2.1 million
<b>Total</b>		<b>\$304.5 million</b>

Note: Subtotals and totals may not add up due to rounding.

- 1- Clubs and Food, Beverage and Entertainment Facilities (CFBE).
- 2- Number includes total number of Food and Beverage operations in the inventory, including branded restaurant sales. Due to reporting/accounting processes, this figure may not accurately reflect all branded restaurant sales; in cases where a branded restaurant is operating inside another MWR facility, the sales may be reported as part of the facility revenue and not broken out separately.
- 3- Includes club sales and activity revenues only.
- 4- Navy branded food concepts only.
- 5- Includes 41 clubs and 10 full-service restaurants with \$47.5 million in sales; 153 direct-operated QSRs, snack bars and mobile restaurants with \$41.2 million in sales; and 127 third-party-operated (branded and non-branded) restaurants and QSRs with \$121.2 million in sales.
- 6- Dollar-volume figure includes alcoholic beverage sales in all exchange outlets, not only package stores.
- 7- Includes \$649.4 million in direct sales and \$235.9 million in concession revenues.
- 8- Includes 423 contracted and 83 direct-run operations.
- 9- Includes 189 Café locations with \$138.5 million and 168 Coffee locations with \$37.8 million in sales.
- 10- Does not include hospital patient feeding.

- 11- In addition, NEXCOM operates 90 RedBox machines with FY16 sales at \$2.0 million.
- 12- Garrison feeding only. Does not include operational rations (OpRats) or contingency operations feeding in Southwest Asia and other locations.
- 13- In addition, contractors received \$244 million for operating Food Transformation venues and dining halls. USAF non-food purchases for dining halls amounted to \$8.6 million.
- 14- Includes 47 contractor-operated CONUS mess halls.
- 15- Estimated additional subsistence purchases for military services. Total FY16 DLA Troop Support subsistence purchases for all government agencies was \$2.26 billion.
- 16- Includes only food service directly operated by individual military services. Army portion estimated.
- 17- Includes four AFRCs (\$175.5 million) and The New Sanno Hotel (\$9.5 million). FY16 projections.
- 18- Does not include privatized Army lodging (PAL)
- 19- Includes 70 NGIS at \$269.9 million and 39 Navy Getaways with \$27.4 million in revenues.
- 20- Includes 13 TLFs with \$30.3 million in total sales and 8 recreational lodging facilities with \$5.8 million in total sales.
- 21- ARMP FY15 revenue.