

# MARKET AT A GLANCE

## FISCAL 2017

FACILITIES	OUTLETS	DOLLAR VOLUME (in millions)
<b>CLUBS<sup>1</sup></b>		
Army	142 <sup>2</sup>	\$127.6
Air Force	83	150.9 <sup>3</sup>
Navy	103 <sup>4</sup>	135.2
Marine Corps	178 <sup>5</sup>	216.4 <sup>5</sup>
Coast Guard	25	5.4
<b>All Services</b>	<b>531</b>	<b>\$652.7</b>
<b>CLASS SIX/PACKAGE STORES<sup>6</sup></b>		
AAFES Beverage Outlets (including Class Six Stores)	693	\$615.9
NEXCOM Beverage Outlets (including Package Stores)	207	\$287.7
Marine Corps Package Stores	9	\$54.0
Coast Guard Stores	64	\$45.7
<b>All Services</b>	<b>973</b>	<b>\$1,003.3</b>
<b>EXCHANGE FOODSERVICE<sup>7</sup></b>		
AAFES	1,737	\$885.3 <sup>8</sup>
NEXCOM	506 <sup>9</sup>	280.2
VCS	349 <sup>10</sup>	183.3 <sup>10</sup>
<b>All Services</b>	<b>2,592</b>	<b>\$1,348.8</b>
<b>EXCHANGE VENDING<sup>11</sup></b>		
	<b>No. of Machines</b>	
AAFES	20,471	\$65.0
NEXCOM	16,000	53.7 <sup>12</sup>
MCCS	3,826	26.2
VCS	2,848	12.9
<b>All Services</b>	<b>43,145</b>	<b>\$157.8</b>
<b>SUBSISTENCE DINING HALLS<sup>13, 14</sup></b>		
Army	194	\$545.8 <sup>15</sup>
Air Force	260	232.0 <sup>16</sup>
Navy	278	402.2
Marine Corps	61 <sup>17</sup>	376.0
Coast Guard	355	40.0
DLA Troop Support <sup>18</sup>		594.8
<b>All Services</b>	<b>1,148</b>	<b>\$2,190.8</b>
<b>HOSPITAL FOOD SERVICE<sup>14</sup></b>		
Military <sup>19</sup>	53	\$40.1
VA Medical Centers	123	117.0
<b>All Services</b>	<b>176</b>	<b>\$157.1</b>
<b>LODGING FACILITIES</b>		
Armed Forces Recreation Centers <sup>20</sup>	5	\$192.2 <sup>20</sup>
Army Lodges <sup>21</sup>	18	26.6
Air Force Inns	84	351.7
Navy Lodges	39	84.3
Navy Gateway Inns and Suites <sup>22</sup>	124	306.9
Marine Corps Temporary Lodging <sup>23</sup>	21	38.8
Coast Guard Lodging	22	4.9
<b>All Services</b>	<b>313</b>	<b>\$1,005.4</b>
<b>SLOT MACHINE REVENUE<sup>24</sup></b>		
Army Recreation Machine Program		\$64.5
Air Force Slot Machines		25.1
<b>Total</b>		<b>\$89.6</b>
<b>THE MARKET</b>	<b>5,733</b>	<b>\$6,588.2</b>
<b>Exchange Dividends</b>		
AAFES		\$219.0 million
NEXCOM		\$23.1 million
Marine Corps Exchanges		\$54.9 million
Coast Guard Exchanges		\$2.2 million
<b>Total</b>		<b>\$299.2 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 45 clubs and eight full-service restaurants with \$57.1 million in sales; 125 branded F&B operations (95 national/regional brands, 30 in-house brands) with \$113.8 million in sales; and non-branded F&B sales of \$45.6 million.

6- Dollar-volume figure includes alcoholic beverage sales in all exchange outlets, not only package stores.

7- VCS, FY17 data; others, FY16

8- Includes \$649.4 million in direct sales and \$235.9 million in concession revenues.

9- Includes 423 contracted and 83 direct-run operations.

10- Includes 189 café locations with \$143.9 million in sales and 160 coffee locations with \$39.4 million.

11- MCCS, VCS, FY17 data; others, FY16

12- In addition, NEXCOM operates 90 Redbox machines with FY16 sales at \$2.0 million.

13- Does not include hospital patient feeding.

14- FY16 data

15- Garrison feeding only. Does not include operational rations (OpRats) or contingency operations feeding in Southwest Asia and other locations.

16- Does not include \$8.6 million in OpRats. In addition, contractors received \$279 million for operating dining halls and Food 2.0 venues. USAF non-food purchases for dining halls amounted to \$22 million.

17- Includes 47 contractor-operated CONUS mess halls.

18- Estimated additional subsistence purchases for military services. Total FY17 DLA Troop Support subsistence purchases for all government agencies was \$2.7 billion.

19- Includes only food service directly operated by individual military services. Army portion estimated.

20- Includes four AFRCs (\$182.7 million) and The New Sanno Hotel (\$9.5 million, projected).

21- Does not include privatized Army lodging (PAL)

22- Includes 71 NGIS at \$279.3 million and 53 Navy Getaways with \$27.6 million in revenues.

23- Includes 13 TLFs with \$30.0 million in total sales and 8 recreational lodging facilities with \$5.9 million in total sales.

24- ARMP FY15, Air Force FY16.