

# Travel Management Summary



iBank

**Back Office Data**

**CORNERSTONE INFORMATION SYSTEMS**

Based on Invoice Date

Report Parameters: Invoices Only

**2008**

Jan      Feb      Mar      Apr      May      Jun      Jul      Aug      Sep      Oct      Nov      Dec      YTD

| <b>Airlines</b>         | Jan          | Feb         | Mar         | Apr         | May         | Jun         | Jul         | Aug         | Sep | Oct | Nov | Dec | YTD          |
|-------------------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|-----|-----|-----|--------------|
| Gross Air Volume        | \$6,725,176  | \$6,406,060 | \$5,841,410 | \$6,159,667 | \$6,463,397 | \$5,800,560 | \$5,510,529 | \$5,658,309 | \$0 | \$0 | \$0 | \$0 | \$48,565,107 |
| Refund Air Volume       | \$0          | \$0         | \$0         | \$0         | \$0         | \$0         | \$0         | \$0         | \$0 | \$0 | \$0 | \$0 | \$0          |
| Net Air Volume          | \$6,725,176  | \$6,406,060 | \$5,841,410 | \$6,159,667 | \$6,463,397 | \$5,800,560 | \$5,510,529 | \$5,658,309 | \$0 | \$0 | \$0 | \$0 | \$48,565,107 |
| Refund Volume %         | 0 %          | 0 %         | 0 %         | 0 %         | 0 %         | 0.0 %       | 0 %         | 0 %         | 0 % | 0 % | 0 % | 0 % | 0 %          |
| # of Invoices           | 11,186       | 10,482      | 9,628       | 10,201      | 10,136      | 8,014       | 8,948       | 9,653       | 0   | 0   | 0   | 0   | 78,248       |
| # of Refunds            | 0            | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0   | 0   | 0   | 0   | 0            |
| Net Transactions        | 11,186       | 10,482      | 9,628       | 10,201      | 10,136      | 8,014       | 8,948       | 9,653       | 0   | 0   | 0   | 0   | 78,248       |
| Refund Trans %          | 0 %          | 0 %         | 0 %         | 0 %         | 0 %         | 0.0 %       | 0 %         | 0 %         | 0 % | 0 % | 0 % | 0 % | 0 %          |
| Total Mileage           | 31,025,933   | 28,146,683  | 25,135,459  | 25,401,236  | 26,781,545  | 21,254,702  | 22,297,966  | 24,378,621  | 0   | 0   | 0   | 0   | 204,422,145  |
| # Tickets Booked Online | 466          | 478         | 509         | 491         | 622         | 565         | 561         | 757         | 0   | 0   | 0   | 0   | 4,449        |
| Volume Booked Online    | \$145,008    | \$159,178   | \$225,159   | \$223,605   | \$286,747   | \$251,390   | \$263,730   | \$330,060   | \$0 | \$0 | \$0 | \$0 | \$1,884,875  |
| % Tickets Booked Online | 4.2 %        | 4.6 %       | 5.3 %       | 4.8 %       | 6.1 %       | 7.1 %       | 6.3 %       | 7.8 %       | 0 % | 0 % | 0 % | 0 % | 5.7 %        |
| Average Gross Amt       | \$601        | \$611       | \$607       | \$604       | \$638       | \$724       | \$616       | \$586       | \$0 | \$0 | \$0 | \$0 | \$621        |
| Average Refund Amt      | \$0          | \$0         | \$0         | \$0         | \$0         | \$0         | \$0         | \$0         | \$0 | \$0 | \$0 | \$0 | \$0          |
| Average Net Amt         | \$601        | \$611       | \$607       | \$604       | \$638       | \$724       | \$616       | \$586       | \$0 | \$0 | \$0 | \$0 | \$621        |
| Average Cost Per Mile   | 0.22         | 0.23        | 0.23        | 0.24        | 0.24        | 0.27        | 0.25        | 0.23        | 0   | 0   | 0   | 0   | 0.24         |
| Int'l Air Volume        | \$3,232,424  | \$3,146,935 | \$2,607,495 | \$2,692,862 | \$2,858,502 | \$3,014,114 | \$2,190,200 | \$2,278,813 | \$0 | \$0 | \$0 | \$0 | \$22,021,345 |
| Int'l Air Vol %         | 48.1 %       | 49.1 %      | 44.6 %      | 43.7 %      | 44.2 %      | 52.0 %      | 39.8 %      | 40.3 %      | 0 % | 0 % | 0 % | 0 % | 45.3 %       |
| Int'l Air Tickets       | 1,783        | 1,820       | 1,629       | 1,701       | 1,743       | 1,756       | 1,406       | 1,290       | 0   | 0   | 0   | 0   | 13,128       |
| Int'l Avg Net Amt       | \$1,813      | \$1,729     | \$1,601     | \$1,583     | \$1,640     | \$1,716     | \$1,558     | \$1,767     | \$0 | \$0 | \$0 | \$0 | \$1,677      |
| Int'l Total Miles       | 10,529,781   | 10,523,248  | 8,821,015   | 8,344,313   | 9,000,907   | 8,833,243   | 7,034,158   | 6,845,473   | 0   | 0   | 0   | 0   | 69,932,138   |
| Int'l Cost per Mile     | 0.31         | 0.30        | 0.30        | 0.32        | 0.32        | 0.34        | 0.31        | 0.33        | 0   | 0   | 0   | 0   | 0.31         |
| Domestic Air Volume     | \$3,492,752  | \$3,259,125 | \$3,233,915 | \$3,466,805 | \$3,604,895 | \$2,786,446 | \$3,320,329 | \$3,379,496 | \$0 | \$0 | \$0 | \$0 | \$26,543,762 |
| Domestic Air Vol %      | 51.9 %       | 50.9 %      | 55.4 %      | 56.3 %      | 55.8 %      | 48.0 %      | 60.3 %      | 59.7 %      | 0 % | 0 % | 0 % | 0 % | 54.7 %       |
| Domestic Air Tickets    | 9,403        | 8,662       | 7,999       | 8,500       | 8,393       | 6,258       | 7,542       | 8,363       | 0   | 0   | 0   | 0   | 65,120       |
| Domestic Avg Net Amt    | \$371        | \$376       | \$404       | \$408       | \$430       | \$445       | \$440       | \$404       | \$0 | \$0 | \$0 | \$0 | \$408        |
| Domestic Total Miles    | 20,496,152   | 17,623,435  | 16,314,444  | 17,056,923  | 17,780,638  | 12,421,459  | 15,263,808  | 17,533,148  | 0   | 0   | 0   | 0   | 134,490,007  |
| Domestic Cost per Mile  | 0.17         | 0.18        | 0.20        | 0.20        | 0.20        | 0.22        | 0.22        | 0.19        | 0   | 0   | 0   | 0   | 0.20         |
| Full Fare Volume        | \$10,135,039 | \$9,375,604 | \$8,629,190 | \$9,187,630 | \$9,480,986 | \$9,844,530 | \$8,150,171 | \$8,828,205 | \$0 | \$0 | \$0 | \$0 | \$73,631,355 |
| Savings Volume          | \$3,409,863  | \$2,969,543 | \$2,787,780 | \$3,027,963 | \$3,017,590 | \$4,043,971 | \$2,639,642 | \$3,169,896 | \$0 | \$0 | \$0 | \$0 | \$25,066,248 |
| Savings %               | 33.6 %       | 31.7 %      | 32.3 %      | 33.0 %      | 31.8 %      | 41.1 %      | 32.4 %      | 35.9 %      | 0 % | 0 % | 0 % | 0 % | 34.0 %       |
| Low Fare Volume         | \$5,986,140  | \$5,803,806 | \$5,132,152 | \$5,535,507 | \$5,860,379 | \$5,331,996 | \$5,078,114 | \$5,134,650 | \$0 | \$0 | \$0 | \$0 | \$43,862,743 |
| Missed Savings Volume   | \$739,035    | \$602,255   | \$709,258   | \$624,160   | \$603,017   | \$468,563   | \$432,415   | \$523,659   | \$0 | \$0 | \$0 | \$0 | \$4,702,364  |
| Missed Savings %        | 12.4 %       | 10.4 %      | 13.8 %      | 11.3 %      | 10.3 %      | 8.8 %       | 8.5 %       | 10.2 %      | 0 % | 0 % | 0 % | 0 % | 10.7 %       |
| Negotiated Svngs Volume | \$0          | \$0         | \$0         | \$0         | \$0         | \$0         | \$0         | \$0         | \$0 | \$0 | \$0 | \$0 | \$0          |
| Negotiated Svngs %      | 0 %          | 0 %         | 0 %         | 0 %         | 0 %         | 0.0 %       | 0 %         | 0 %         | 0 % | 0 % | 0 % | 0 % | 0 %          |

**Impact of Exchanges \*\***

\*\* Only included once in Total Cost

|                          |           |           |           |           |           |           |           |           |     |     |     |     |             |
|--------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|-----|-------------|
| # of Exchanges           | 1,156     | 1,121     | 1,149     | 1,147     | 1,078     | 945       | 931       | 929       | 0   | 0   | 0   | 0   | 8,456       |
| Total Cost to Exchange   | \$229,202 | \$213,780 | \$263,073 | \$238,767 | \$296,265 | \$250,128 | \$232,856 | \$208,199 | \$0 | \$0 | \$0 | \$0 | \$1,932,272 |
| Avg Cost to Exchange     | \$198     | \$191     | \$229     | \$208     | \$275     | \$265     | \$250     | \$224     | \$0 | \$0 | \$0 | \$0 | \$229       |
| Cost Impact of Exchanges | 3.4 %     | 3.3 %     | 4.5 %     | 3.9 %     | 4.6 %     | 4.3 %     | 4.2 %     | 3.7 %     | 0 % | 0 % | 0 % | 0 % | 4.0 %       |

# Travel Management Summary



iBank

**Back Office Data**

**CORNERSTONE INFORMATION SYSTEMS**

Based on Invoice Date

Report Parameters: Invoices Only

**2008**

|                           | Jan         | Feb         | Mar         | Apr         | May          | Jun         | Jul          | Aug         | Sep | Oct | Nov | Dec | YTD          |
|---------------------------|-------------|-------------|-------------|-------------|--------------|-------------|--------------|-------------|-----|-----|-----|-----|--------------|
| <b>Hotel Bookings</b>     |             |             |             |             |              |             |              |             |     |     |     |     |              |
| Hotel Rooms Booked        | 3,530       | 3,513       | 3,687       | 4,107       | 3,750        | 3,160       | 3,909        | 4,622       | 0   | 0   | 0   | 0   | 30,278       |
| # of Nights               | 6,949       | 6,825       | 7,546       | 8,598       | 7,711        | 6,560       | 8,330        | 10,187      | 0   | 0   | 0   | 0   | 62,706       |
| Hotel Cost                | \$1,170,546 | \$1,124,596 | \$1,284,186 | \$1,428,232 | \$13,306,906 | \$1,078,985 | \$5,343,038  | \$1,528,523 | \$0 | \$0 | \$0 | \$0 | \$26,265,013 |
| Avg # of Hotel Nights     | 2.0         | 1.9         | 2.0         | 2.1         | 2.1          | 2.1         | 2.1          | 2.2         | 0   | 0   | 0   | 0   | 2.1          |
| Avg Cost per Night        | \$168       | \$165       | \$170       | \$166       | \$1,726      | \$164       | \$641        | \$150       | \$0 | \$0 | \$0 | \$0 | \$419        |
| <b>Car Rentals Booked</b> |             |             |             |             |              |             |              |             |     |     |     |     |              |
| Cars Booked               | 2,262       | 1,982       | 2,029       | 2,272       | 2,041        | 1,917       | 2,308        | 2,426       | 0   | 0   | 0   | 0   | 17,237       |
| # of Days                 | 5,744       | 5,041       | 5,115       | 5,713       | 5,113        | 5,096       | 6,159        | 6,624       | 0   | 0   | 0   | 0   | 44,605       |
| Car Rental Cost           | \$281,567   | \$256,205   | \$258,035   | \$279,085   | \$253,321    | \$260,442   | \$316,443    | \$320,472   | \$0 | \$0 | \$0 | \$0 | \$2,225,568  |
| Avg # of Days             | 2.5         | 2.5         | 2.5         | 2.5         | 2.5          | 2.7         | 2.7          | 2.7         | 0   | 0   | 0   | 0   | 2.6          |
| Avg Cost per Day          | \$49        | \$51        | \$50        | \$49        | \$50         | \$51        | \$51         | \$48        | \$0 | \$0 | \$0 | \$0 | \$50         |
| <b>Total Cost</b>         |             |             |             |             |              |             |              |             |     |     |     |     |              |
| Totals                    | \$8,177,289 | \$7,786,861 | \$7,383,631 | \$7,866,984 | \$20,023,624 | \$7,139,987 | \$11,170,010 | \$7,507,304 | \$0 | \$0 | \$0 | \$0 | \$77,055,688 |