

September 22, 2008

Green Business Partner

San Francisco International Airport (SFO) will be launching our *"Green Rental Car"* program beginning January 1st, 2009. This program will help create a more environmentally friendly and cleaner Bay Area by replacing high emission vehicles with hybrid rental cars. The *"Green Rental Car"* program provides a flat \$15.00 discount to all customers who rent hybrid vehicles from any of SFO's rental car partners. Additionally, rental car companies will earn a rent credit for increasing the number of hybrid rental cars they maintain within their fleet at SFO.

We are inviting you and your company to become business partners in promoting and supporting SFO's environmental stewardship. To participate we ask that your company agree to the following guidelines for business participation:

- a) Provide notification to all of your employees that the *"Green Rental Car"* program is supported by your business and that your staff is authorized to participate when renting a car from SFO;
- b) Provide incentives for your customers, clients and partners who are visiting the Bay Area to take advantage of the *"Green Rental Car"* program when travelling to SFO for business or pleasure;
- c) Include information on the *"Green Rental Car"* program in your company's travel policies;
- d) Highlight this program in relevant company brochures, websites and publications.

SFO will begin a promotional advertising campaign the first quarter of 2009 and we would like to highlight your participation in our materials. We plan to advertise throughout the Airport terminals, on our website, and in partnership with rental car companies. We will also be holding a press conference with the Mayor and business partners to launch this green initiative.

If your business is willing to participate in the *"Green Rental Car"* program and you agree to implement the guidelines above, please sign below and return it to SFO by November 15, 2008. We appreciate your partnership and look forward to working together to improve the air quality in the Bay Area. Should you have any questions or want to discuss this further please contact Julian Potter at 650-821-5027.

Very truly yours,

John L. Martin
Airport Director

FAX to: 650-821-5005 -- ATTN: Theresa Ludwig

Or mail to: Theresa Ludwig, Director's Office, SFIA, P.O. Box 8097, San Francisco, CA. 94128

Signature of Company Official _____ Date _____

Company Name: _____

Printed Name of Signatory _____

Contact name and phone number _____

Contact E-mail Address _____