

Industry Business

● **AFFILIATES AND NETWORKS ARE** critical to the domestic and global reach of a chauffeured operation. Forming such fundamental business connections will determine both reputation and long-term success. In tandem with service reach, goes the number of employees and costs of doing business. While business costs vary from state to state and city to city, such expenses play a major role in determining operator latitude with rates, company overhead, staffing levels and compensation, and ultimately, quality of service. The higher the business costs, the tighter the squeeze for both operator and client.

Operator Staffing

Average number of **full-time** employees

16

Median number of **full-time** employees

4



Average number of **part-time** employees

11

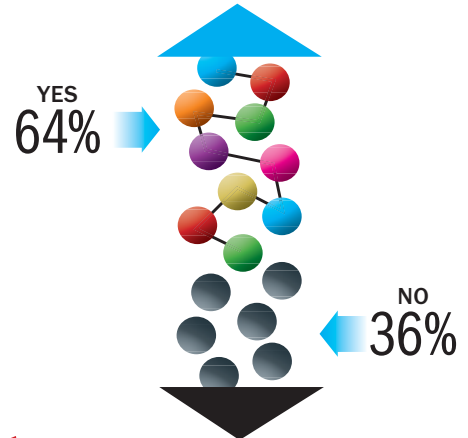
Median number of **part-time** employees

6



Networks, Reservations & Runs

Do you work with one or more networks?



INFO SLIVER

Of the operators who do work with networks, the percentage of total revenue derived from network business in 2008:

Average: 21%

Median: 15%

Reservations

213

Average number of reservations per week

50

Median number of reservations per week

2

Average number of reservations referred to foreign/overseas affiliates per week

Runs

183

Average number of trips per week

50

Median number of trips per week

4%

Average percentage of runs/trips that come from foreign/overseas clients per week



Business Costs

LICENSING

\$515

Average annual per vehicle cost for licensing

\$280

Median annual per vehicle cost for licensing

INSURANCE

\$375

Median monthly cost of insurance per vehicle

FINANCING

\$1,093

Average monthly finance payment per vehicle

\$900

Median monthly finance payment per vehicle