

## SOUTHWEST AIRLINES CO.

Bob Montgomery Vice President – Properties

P.O. Box 36611 Dallas, Texas 75235-1611 214-792-4365 Facsimile: 214-792-4086 E-mail: bob.montgomery@wnco.com

October 12, 2010

Mr. John Clark Executive Director/CEO Indianapolis Airport Authority 7800 Colonel H. Weir Cook Memorial Drive, Suite 100 Indianapolis, IN 46241

Dear John:

As you know, we as an industry have seen airport costs drastically increase over the past decade. It's rare and impressive when an airport reverses that trend, especially with a new facility, which is why I am writing to you today.

Southwest Airlines is very pleased with the new lease at IND. We appreciate you partnering with the airlines to create such a realistic and business-minded deal. The precedent-setting changes that you, Marsha Stone, and your staff made to keep IND affordable for the airlines is truly a testament to your dedication to sustaining and growing air service for Indianapolis.

Prior to your tenure, the project and its related business deal caused a great deal of tension between the Authority and the airlines. Your efforts have opened a new path for us to cooperatively address the needs of the Indianapolis flying public. We look forward to working with you in this new spirit.

Sincerely,

Bob Montgomery

Vice President - Properties

Bel Houtes

Cc: Amy Weaver