



In accordance with St. Joseph County Airport Authority District Board Resolution 2022-05, the Air Service Incentive Policy is amended as follows:

Air Service Incentive Policy

Effective May 25, 2023 – December 31, 2027

Air Service Incentive Program Goals:

- SBN seeks to expand air service through new routes and carriers; excluding special event flying.
- The program is designed to increase air service at the Airport by offering reduced fees and marketing support to a new carrier initiating service at SBN or for an existing carrier to offer air service to airports not currently served from SBN.

SBN Air Service Incentives:

- Existing Carriers
 - New Domestic Route(s)
 - \$75,000 in Marketing Support for first year/season.
 - Landing Fee and Loading Bridge Fee Waiver for two years/seasons on new route(s) only
- New Carriers
 - Existing Route(s)
 - \$50,000 in Marketing Support for first year/season
 - Landing Fee and Loading Bridge Fee Waiver for first year/season
 - New Domestic Route(s)
 - \$75,000 in Marketing Support for first year/season
 - Landing Fee and Loading Bridge Fee Waiver for two years/seasons on new route(s) only
- Minimum Revenue Guarantee: May be negotiated in compliance with the FAA Air Carrier Incentive Program Guidebook for year-round service of an unserved route for up to two years
- New International Route(s)
 - \$100,000 in Marketing Support for the first year/season
 - Landing Fee and Loading Bridge Fee Waiver for the two years/seasons
 - Federal Inspection Service Fee Waiver for two years/seasons (\$5 per pax)
- Base of Operations
 - \$50,000 in Marketing Support for any/all route(s) for the first year
 - Deferred Base Space Rental for first year; 50% for second year; fair market value for third year

Additional Marketing Support for All New Service:

- SBN will host a press conference announcing the new service with participation from state and local government officials, chamber representatives, and airline personnel at the discretion of the air carrier.
- As the air carrier makes the new service announcement, SBN will issue press releases for all new nonstop routes.
- SBN will host a ribbon cutting/gate party for the inaugural flight.
- SBN will promote the new service on its social media channels including Facebook, Twitter, Instagram, LinkedIn, and any others as the social media landscape evolves.
- Marketing support shall include specific information regarding the SBN Airport.

Definitions:

- New Carrier: Any air carrier not serving SBN with scheduled service under its own brand.
- New Route: Any airport destination not currently served nonstop by another airline.
- Base of Operations: Minimum of one based aircraft and crew year-round.
- Special Event Flying: The addition of flights specifically because local activity demands additional capacity. These include flights due to activity relating to universities.

Stipulations for SBN Air Service Incentives:

- The air carrier will be eligible for fee waivers from the first day of service up to 24 months. At the conclusion of the incentive period, the air carrier will be invoiced, and must pay, the landing fees in accordance with the St. Joseph County Airport Authority's Airport Rates and Charges resolution as required by the lease agreement. If the air carrier discontinues service, the air carrier shall forfeit its right to claim any additional incentives offered through this policy starting on the date service discontinues.
- For purposes of determining eligibility, affiliated airlines, joint venture partners, and predecessor and successor airlines in an airline merger or acquisition shall be treated as a single carrier and will not be considered a new entrant to SBN. A regional carrier is eligible for the incentives if it markets and sells its service independent of a branded carrier which currently provides service at SBN.
- If an air carrier received benefits under this policy and exits the SBN market, it will not be eligible for additional incentives for a 24-month period.

The St. Joseph County Airport Authority Board of Directors may modify or enhance this policy as they deem appropriate.