

Capital Region Airport Authority
Air Carrier Incentive Program (ACIP) Guidelines
March 27, 2024

Summary

The goal of our Air Carrier Incentive Program (ACIP) is to increase nonstop scheduled air service and/or passenger traffic at the Capital Region International Airport (LAN), and to sustain this service and additional options over the long term for our customers. The ACIP is available to any commercial airline who does or will provide scheduled air service to and from LAN. Accordingly, these guidelines outline air service incentives available for three levels of air service: (1) airlines initiating new non-stop service to a destination not currently served from LAN; (2) airlines offering a significant increase in capacity on pre-existing service to a destination; and (3) airlines offering new seasonal service for less than seven (7) months of the year.

1. New non-stop service to a single destination
 - Scheduled service of at least two (2) weekly departures to a single destination not currently served by another airline from the airport
 - Aircraft having a capacity of at least 76 seats
 - Except for Passenger facility Charges, a waiver of airport fees (i.e., landing, apron, and per-turn fees)
 - Incentive available for up to twenty-four (24) months
 - Annual direct airline marketing support (no cash payment to airline) of up to \$125,000 per year
 - Other fees (i.e., ground handling, fueling, etc.) to be coordinated with ground handling company/FBO
2. Significant increase in capacity on pre-existing service
 - Either (A) at least a thirty-three percent (33%) increase in frequency with a corresponding thirty-three percent (33%) increase in seat capacity, or (B) at least a thirty percent (30%) increase in seat capacity through the up-gauging of aircraft for at least twelve (12) months
 - Except for Passenger Facility Charges, a waiver of airport fees (i.e., landing, apron, and per-turn fees) in proportion to the increase in capacity
 - Incentive available for up to twelve (12) months
 - Direct airline marketing support (no cash payments to airline) of up to \$50,000
 - Other fees (i.e., ground handling, fueling, etc.) to be coordinated with ground handling company/FBO
3. Airlines offering new seasonal service for less than seven (7) months of the year
 - Scheduled service of at least two (2) weekly departures to a single destination not currently served by another airline from the airport
 - Aircraft having a capacity of greater than 76 seats
 - Except for Passenger Facility Charges, a waiver of airport fees (i.e., landing, apron, and per-turn fees) for the new service
 - Incentive available for up to thirty-six (36) months

- Annual direct airline marketing support (no cash payments to airline) of \$10,000 for each month of service (maximum of \$60,000 per year)
- Other fees (i.e., ground handling, fueling, etc.) to be coordinated with ground handling company/FBO

Due to budget limitations, for new service to a non-stop destination not currently served from LAN, CRAA may restrict incentives to one carrier, the first carrier that establishes the new service.