John Glenn Columbus International Airport
Air Service Incentive Program (CMH – ASIP)

The Columbus Regional Airport Authority (Authority or CRAA), is committed to developing successful, mutually beneficial air services with commercial passenger airlines to support the air transportation needs of the region it serves. To this end, CRAA will work with domestic and international airlines to develop and support new, nonstop, commercial passenger service at John Glenn Columbus International Airport (CMH).

SCOPE OF CMH AIR SERVICE INCENTIVE PROGRAM (CMH-ASIP)

The CMH-ASIP has several, distinct components to encourage new air service from CMH:

1. A landing fee waiver
2. A fixed rent or comparable use fee waiver
3. A marketing incentive
4. Select fee waivers for international air service

Incentive program components are applied in varying values based on the frequency and destination of the new service, as detailed on pages 2-3. The high-level program component categories are:

1. New Entrant incentives
2. Domestic Unserved Target Airport incentives
3. Domestic Underserved Target Airport incentives
4. International Target Market incentives

APPLICATION PROCESS

Airlines seeking to participate in the CMH-ASIP will be required to provide written request based on the proposed level of service. Requests should be submitted no less than 45 days prior to the commencement of service. Applicants will be advised in writing what level of incentives, if any, have been approved.

DEFINITIONS

New Entrant: a Part 121 or Part 129 carrier that has not provided scheduled service at CMH or LCK within the five years immediately preceding the initiation of the proposed service.

Domestic destination: nonstop passenger air service to an airport within the United States.

International destination: nonstop passenger air service to an airport outside of the United States.

Domestic Unserved Target Airport: a designated priority domestic destination lacking nonstop service from CMH. These designated markets are identified in the Appendix.

Domestic Underserved Target Airport: a designated priority domestic destination that is not adequately served to meet the regional passenger demand. These designated markets are identified in the Appendix.

International Target Market: any international destination lacking nonstop service from CMH that has not had nonstop service within the prior fifteen months at the time of an airline’s application. Incentives vary based on the destination receiving new nonstop service.

INCENTIVE CATEGORIES

New Entrant

A. Incentives are offered to New Entrants establishing qualifying nonstop service, regardless of the destination.

   a. For New Entrants providing a minimum 70 annual scheduled passenger departures to any destination, over not less than 8 months, CRAA will provide **Level 1** incentives:
      i. **Waive 100% of Landing Fee Rates** for the first 12 consecutive months
      ii. **Waive 100% of fixed rent** (Terminal Building Rental Rates, Common Use Charges, Apron Fees, Inline Baggage System Fees, Loading Bridge Fees, Holdroom Use Fees, Apron Use Fees), **and/or gate and ticket counter use fees** (Unleased Ticket Counters, Unleased Baggage Makeup Use Fees), for the first 12 consecutive months. These waivers shall not exceed the equivalent of $500,000 in rent or fees for each eligible airline.
      iii. **Waive 100% of** Federal Inspection Services (FIS) **Fees** for the first 12 consecutive months, if applicable
      iv. CRAA will provide for the first 12 consecutive months **$75,000 for approved marketing** efforts, with no airline match required

   b. For New Entrants in providing a minimum 30 annual scheduled passenger departures to any destination, over not less than 14 weeks, CRAA will provide **Level 2** incentives:
      i. **Waive 100% of Landing Fee Rates** for the first 6 consecutive months
      ii. **Waive 100% of fixed rent** (Terminal Building Rental Rates, Common Use Charges, Apron Fees, Inline Baggage System Fees, Loading Bridge Fees, Holdroom Use Fees, Apron Use Fees), **and/or gate and ticket counter use fees** (Unleased Ticket Counters, Unleased Baggage Makeup Use Fees), for the first 6 consecutive months. These waivers shall not exceed the equivalent of $100,000 in rent or fees for each eligible airline.
      iii. **Waive 100% of** Federal Inspection Services (FIS) **Fees** for the first 6 consecutive months, if applicable

Domestic Unserved Target Airport

A. Incentives are offered to passenger airlines establishing qualifying nonstop service to a designated priority domestic target airport, lacking nonstop service from CMH.

   a. For airlines providing a minimum 70 annual scheduled passenger departures to a Domestic Unserved Target Airport (identified in the Appendix), over not less than 40 weeks annually, CRAA will:
      i. **Waive 100% of Landing Fee Rates** for the first 24 consecutive months
      ii. CRAA will provide for the first 12 consecutive months up to **$75,000 for approved marketing** efforts, with no airline match required

B. An airport ceases to qualify as a Domestic Unserved Target Airport once an airline announces new nonstop service. Should the service not commence within 10 months of such an announcement, the airport becomes re-eligible for incentives. The list of Domestic Unserved Target Airports (shown in the Appendix) may be revised by the Authority with a minimum of 30 days public notice.

C. CRAA will cap Domestic Target Airport marketing support at $300,000 per airline should an airline commence serving more than 4 domestic target airports within a 6-month period. Landing fee waivers still apply.

Domestic Underserved Target Airport

A. Incentives are offered to passenger airlines establishing additional qualifying nonstop service to a designated priority domestic target airport that is considered underserved from CMH.

a. For airlines providing a minimum of 70 additional annual scheduled passenger departures to a Domestic Underserved Target Airport (identified in the Appendix), over not less than 40 weeks annually, CRAA will:
   i. **Waive 100% of Landing Fee Rates** for the first 12 consecutive months
   ii. CRAA will provide for the first 12 consecutive months up to **$75,000 for approved marketing** efforts, with no airline match required

B. Underserved airports are those with greater than or equal to 100 O&D passengers daily each way (PDEW), and an average annual seat to passenger (SDEW / PDEW) ratio less than or equal to 1.00, as determined by CRAA. In order to qualify for the Domestic Underserved Target Airport incentive, the airline's additional qualifying service must be projected to increase the SDEW/PDEW ratio above 1.00. CRAA will revisit the airport listing as needed using the latest data available, as identified in the Appendix. An airport ceases to qualify as a Domestic Underserved Target Airport as determined by CRAA.

C. If future published flight schedules reflect increases to a Domestic Underserved Target Airport that is expected to decrease the ratio below the 1.00 threshold, the airport will be removed from the list in CRAA's discretion. CRAA reserves the right to remove a Domestic Underserved Target Airport from the list for any other reason, and regardless of whether or not the future flight schedules will be incentivized.

International Target Market

A. Incentives are offered to passenger airlines establishing qualifying nonstop service to international destinations (including primary and secondary airports) lacking nonstop service from CMH. Incentives will vary based on the destination served.

   a. For airlines providing a minimum 100 annual scheduled passenger departures to London, Paris, Frankfurt, Munich, Amsterdam, Dublin, over not less than 6 months annually, CRAA will:
      i. **Waive 100% of Landing Fee Rates** for the first 24 consecutive months
      ii. **Waive 100% of Federal Inspection Services (FIS) Fees, fixed rent** (Terminal Building Rental Rates, Common Use Charges, Apron Fees, Inline Baggage System Fees, Loading Bridge Fees, Holdroom Use Fees, Apron Use Fees), **and/or gate and ticket counter use fees** (Unleased Ticket Counters, Unleased Baggage Makeup Use Fees), for the first 24 consecutive months.
      iii. Provide **$1,000,000 for approved marketing** efforts. Maximum of $500,000 in Year 1; maximum of $500,000 in Year 2. No airline match is required.

   b. For airlines providing a minimum 100 annual scheduled passenger departures to all other transoceanic destinations not mentioned in section (a), over not less than 6 months annually, CRAA will:
      i. **Waive 100% of Landing Fee Rates** for the first 24 consecutive months
      ii. **Waive 100% of Federal Inspection Services (FIS) Fees** for the first 24 consecutive months
      iii. Provide **$300,000 for approved marketing** efforts. Maximum of $150,000 in Year 1; maximum of $150,000 in Year 2. No airline match is required.

   c. For airlines providing at least one departure a week for a period of 18 weeks to any unserved international destination, CRAA will:
      i. **Waive 100% of Landing Fee Rates** for the first 12 consecutive months

B. An airport ceases to qualify as an international target market once an airline announces new nonstop service and commences such service within 10 months. Should the service not commence within 10 months of such an announcement, the market becomes re-eligible for incentives.

ADDITIONAL SUPPORT INCENTIVE FOR NEW NONSTOP ROUTES

In addition to the marketing support and waivers identified above, CRAA also offers additional assistance to encourage the successful launch of service:

A. In conjunction with the airline making the announcement, CRAA will issue a press release and sponsor an inaugural event to promote qualifying new service from CMH.

B. CRAA will dedicate a rotating banner to promote new service on FlyColumbus.com for a period of time not exceeding the length of other incentives.

C. In addition, CRAA will issue an email blast to our database to highlight the new service as well as promote via CRAA's social media channels on Facebook and Twitter.

CMH ASIP GUIDELINES

A. Airline must sign the CMH - ASIP agreement. As described in the agreement, if an airline fails to fulfill the agreed upon minimum qualifications the airline must reimburse CRAA within 30 days of the termination of service.

B. Except for qualifying increases in frequency to a Domestic Unserved Target Airport, airlines must provide new air service to a destination the airline has not served nonstop from CMH or LCK within the 5-year period immediately preceding the application for incentive.

C. For the purposes of this ASIP, the terms Terminal Building Rental Rates, Common Use Charges, Landing Fee Rates, Inline Baggage System Fees, Loading Bridge Fees, Holdroom Use Fees, Apron Use Fees, Unleased Ticket Counters, Unleased Baggage Makeup Use Fees and Federal Inspection Services (FIS) Fees are defined by the most current John Glenn Columbus International Airport Signatory Airline Operating Agreement and Lease.

D. An airline that qualifies for both a new entrant and one or more target airport / market incentives may elect to receive the new entrant incentive for the first 12 consecutive months of the airline's operations and remain eligible to receive that portion of the target airport / market incentive, if any, that is awarded during the second 12 consecutive months of the qualifying service. An airline must provide a separate marketing plan for each incentive that is limited to the amount of marketing offered by CRAA thereunder (i.e., an airline qualifying for two target airport incentives may not pool CRAA's marketing support to advertise only one of the two new airports).

E. For the purpose of determining eligibility, affiliated airlines, joint venture partners, and predecessor and successor airlines in a merger or acquisition may be treated as a single carrier at CRAA's discretion.

F. A marketing plan to use marketing dollars shall be jointly developed between the airline and CRAA, and must be approved by CRAA prior to implementation. The joint marketing and advertising plan will promote CRAA, and the airline's brand and service.

G. With the exception of the International Target Market incentive, the Authority will provide up to a maximum of $750,000 in qualified marketing support each fiscal year, in the aggregate, on a first-come, first-served basis, subject to the availability of funds and the Authority's financial status and/or budget limitations.

H. The CMH-ASIP will terminate on June 30, 2026, or may be suspended at any time before that by CRAA's CEO without advanced notice. Upon termination of the program, all waivers or marketing support then in effect will continue to be honored pursuant to the terms of executed ASIP agreements.

I. If the Federal Aviation Administration or CRAA's legal counsel determines that the CMH-ASIP and/or applicable agreement violates applicable federal law, rules or regulations, then CRAA may immediately terminate or modify this ASIP and any waivers or further marking support in order to comply with such requirements. If this occurs, airlines operating under a current executed incentive program agreement will be notified in writing.

High-level Summary of CMH - Air Service Incentive Program (CMH-ASIP)

		Qualifying Requirement		Marketing Support	Fee Waivers		
Incentive Category	***Incentive period***	***Minimum Frequency***	***Minimum Duration***	***Amount***	***Landing Fees***	***Fixed Rent (or similar fees)***	***International Use Fees***
New Entrant *May be combined with airport and/or market specific incentives*							
Level 1: New Entrant	1 year	70 departures	8 months	$75,000	100% waived	100% waived *(max $500,000 per airline)*	100% waived
Level 2: New Entrant	6 months	30 departures	14 weeks	-		100% waived *(max $100,000 per airline)*	
Domestic Target Airport							
Unserved *Listed in the appendix*	2 years	70 departures annually	40 weeks annually	$75,000 *$300,000 cap per airline per 6 months*	100% waived	-	n/a
Underserved *Listed in the appendix*	1 year	70 departures annually	40 weeks annually	$75,000 *$300,000 cap per airline per 6 months*	100% waived	-	n/a
International Target Markets							
London, Paris, Frankfurt, Munich, Amsterdam, Dublin and Tokyo	2 years	100 departures annually	6 months annually	Year 1: $500,000 Year 2: $500,000	100% waived	100% waived	100% waived
All other transoceanic airports	2 years	100 departures annually	6 months annually	Year 1: $150,000 Year 2: $150,000	100% waived	-	100% waived
All other unserved international	1 year	18 departures	18 weeks	-	100% waived	-	-

Appendix: Domestic Target Airports

Domestic Underserved Target Airports:
~~LAX: Los Angeles~~ - announced
SFO: San Francisco
SAN: San Diego

Time frame used for SDEW / PDEW analysis:
PDEW: YE 2Q 2025 DOT O&D via Diio
SDEW: YE 4Q 2025 Dynamic Flight Schedules via Diio

Domestic Unserved Target Airports:
ABQ: Albuquerque, NM
BUR: Burbank, CA
EYW: Key West, FL
HNL: Honolulu, HI
LGB: Long Beach, CA
MEM: Memphis, TN
MSY: New Orleans, CA
OAK: Oakland, CA
OKC: Oklahoma City, OK
OMA: Omaha, NE
ONT: Ontario, CA
PBI: West Palm Beach, FL
PDX: Portland, OR
PNS: Pensacola, FL
RNO: Reno, NV
SAT: San Antonio, TX
SAV: Savannah, GA
SJC: San Jose, CA
SJU: San Juan, PR
SMF: Sacramento, CA
TUS: Tucson, AZ
VPS: Destin, FL