

Attachment B
Incentive Programs at Other Airports

Ted Stevens Anchorage International Airport, AK

Waiver of all landing, gate fees and fuel flowage fees for two years up to \$3 million total.

Palm Springs International Airport, CA

\$1 million in marketing and advertising support and waiver of landing and other rates and charges.

Portland International Airport, OR

Offers \$4 million in incentives for new, international service to Amsterdam and Tokyo - made up of a \$500,000 landing fee waiver, and a \$3.5 million cash incentive paid out of City's General Fund.

Pensacola Regional Airport, FL

Two-year program that includes marketing support up to \$400,000, plus \$850,000 start-up cost offset.

Monterey Regional Airport

Has offered advertising support equal to \$600,000 – funded 50/50 by a \$300,000 Small Community Air Service Development Grant and a matching contribution from the Monterey Bay Hotel Association. Also offers a one-year landing fee waiver and a \$10 revenue sharing per enplanement credit.

Oakland International Airport, CA

Waives landing fees, office rents, gate charges, baggage charges and RON fees for three months on short routes, and six months on long routes. Offers marketing incentives from \$100,000 for domestic air service up to \$300,000 for targeted international routes.

John Wayne Airport, CA

Offers Mexico Incentive Program - rental credits up to \$300,000 for terminal space for five or more (5+) flights per week, up to \$225,000 for four (4) flights per week, and up to \$150,000 for three (3) flights per week for 12 months.

Sarasota Bradenton International Airport, FL

Offers a \$1 million advertising fund jointly supported by the Airport, City of Sarasota, and the County of Manatee, and a \$9.00 per enplanement rates and charges waiver. Has also offered a \$1.5 million revenue guarantee funded by a Small Community Air Service Development Grant..

Seattle-Tacoma International Airport, WA

Discounts international arrival facility charges, waives landing fees and facility charges, and offers promotional program up to \$455,000.