

Richmond International Airport (RIC) Air Carrier Incentive Program

Type of New Service	Destination	Service Commitment	Qualifications for Incentives	Maximum Marketing Incentive (Per Carrier)			Operational Incentives	Seasonal Service
New Entrant Carrier Passenger Service	Any	12 consecutive months	New Entrant Carrier service with 25+ annual departures	\$50,000			None	Marketing Incentive will be available on a prorated basis if services offered for 3+ consecutive months
				Maximum Marketing Incentive (Per Destination)				
				1 Flight/Week	2-4 Flights/Week	5-7 Flights/Week		
New Passenger Service by Incumbent or New Entrant Carrier	Unserviced Domestic Airport	12 consecutive months	Service to an Untargeted Domestic Unserviced Airport Destination within 400 statute miles of RIC	None	Year 1: \$20,000	Year 1: 30,000	100% credit for landing fees and terminal rents for up to two years for ALL flights flown by carrier to destination	Marketing Incentive will be available on a prorated basis if services offered for 3+ consecutive months in the applicable 12 month period
			Service to an Untargeted Domestic Unserviced Airport Destination 400+ statute miles outside RIC	Year 1: \$12,000	Year 1: \$40,000	Year 1: \$60,000		
			Service to a Targeted Domestic Unserviced Airport Destination	Year 1: \$20,000	Year 1: \$65,000	Year 1: \$95,000		
	Unserviced International Airport	24 consecutive months	Service to an International Unserviced Airport Destination in the Americas or Caribbean, including U.S. Territories	Year 1: \$25,000 Year 2: \$12,000	Year 1: \$80,000 Year 2: \$40,000	Year 1: \$120,000 Year 2: \$60,000	100% credit for FIS, landing fees, and terminal rents for up to two years for ALL flights flown by carrier to destination	
			Service to any International Unserviced Airport Destination in Europe, Asia, or Africa	Year 1: \$100,000 Year 2: \$50,000	Year 1: \$350,000 Year 2: \$150,000	Year 1: \$500,000 Year 2: \$250,000		