

ORLANDO SANFORD INTERNATIONAL AIRPORT (SFB)
AIR CARRIER INCENTIVE PROGRAM (ACIP)
2025

SUPERSEDES

This ACIP supersedes the previous SFB Air Service Incentive Program 2024 and is compliant with the new guidelines set forth by FAA Air Carrier Incentive Programs guidance issued December 7, 2023. The general principles of that guidance include: Discrimination between carriers participating in an ACIP and non-participating carriers must be justified and time-limited; A sponsor may not use airport revenues to subsidize air carriers; A sponsor may not cross-charge non-participating carriers or other aeronautical users to subsidize ACIP carriers; The terms of an ACIP should be made public; and Use of airport funds for an ACIP must not adversely affect airport operations or maintenance.

ELIGIBILITY

This ACIP is available to any commercial airline that does or will provide regularly scheduled service to and from SFB. There is no obligation to provide incentives to commercial airlines for those destinations not targeted by SFB as determined at the discretion of the CEO.

NEW SERVICE

New service includes: 1) any nonstop service to an airport destination not currently served from SFB by either an incumbent or new entrant air carrier or 2) any service to SFB by a new entrant cargo carrier. SFB may not offer incentives to a carrier to restart service to an airport destination that the same carrier had served and cancelled within the previous two-year period.

LIMITED BUDGET

Due to limited budget, incentives for new nonstop service to a destination not currently served from SFB may be restricted to one carrier, the first air carrier that establishes the new service.

INCENTIVES

The ACIP incentives offered include fee waivers for aircraft landing fees, aircraft terminal use fees (e.g., holdroom, apron, jetway, baggage claim, baggage make-up, and/or ticket counters), public safety fees, common use areas and equipment fees, and marketing contributions to promote use of the airport. For new service by any carrier, including any nonstop service to an airport destination not currently served from SFB by an incumbent or new entrant, the incentives may be available for up to two (2) years. For new service on a seasonal basis to an airport destination not currently served, the incentives may be available for up to two (2) seasons over two (2) consecutive years. A “season” means not less than three (3) consecutive months and not greater than seven (7) consecutive months. Marketing of any new service may be paid by SFB either directly to the marketing provider or be provided to the air carrier only after the carrier has paid the marketing provider and submitted an invoice with keen documentation to SFB. See **Exhibit A** for more detailed information.

LENGTH OF PROGRAM

This ACIP will remain in effect until either superseded by a subsequent ACIP or upon requirement from the Federal Aviation Administration (FAA). The incentives offered will not exceed the length of time prescribed in this program or by FAA; however, the amount and duration of incentives offered within those time parameters will be negotiated by the CEO on a case-by-case basis.

SFB: Air Carrier Incentive Program (ACIP)
U.S. / Canadian / Other International Carriers

These incentives are subject to the terms and conditions of the specific Air Carrier Incentive Program Agreement (ACIP Agreement) between the Air Carrier and the Sanford Airport Authority (Authority). In the event of conflict between the ACIP Agreement and the information contained herein, the ACIP Agreement will prevail. An ACIP Agreement, approved by the Authority Board, must be in place in order for an Air Carrier to receive any incentives.

Operational Incentives.

Authority sponsored operational incentives include certain fee reductions or waivers. The Authority will offer the following operational incentives to commercial airlines that provide qualified, regularly scheduled service for a new service destination:

Airport/Facility Fee Type	Incentive: Year 1	Incentive: Year 2
Terminal Use Fee (per turn)	100% waived	100% waived
Landing Fees	100% waived	100% waived
FIS Fee (per arriving int'l pax)	100% waived	100% waived
DCS Common Use Fee (per departing pax)	100% waived	100% waived
Public Safety Fee (per departing pax)	100% waived	100% waived

Marketing Incentives.

Marketing incentives are available for new service may be paid directly by the Authority to the marketing provider or be reimbursed to the Air Carrier after the air carrier has paid the marketing provider and presented the Authority with an invoice and sufficient supporting documentation. Such marketing incentives for new service destinations may be provided in an amount not to exceed \$200,000 per Air Carrier, with a maximum of \$50,000 for each new service destination during a Promotional Period. Up to four (4) new service destinations per Air Carrier may receive marketing incentives during any, one (1) fiscal year. Additional terms and conditions will be provided in the ACIP Agreement and must be adhered to by the Air Carrier.