



MHT Air Service Incentive Program FY 2027-2029

This Air Service Incentive Program (the "Program") is established by Manchester-Boston Regional Airport ("MHT" or the "Airport") to encourage new passenger air service, increase seat capacity, and add service to strategic business and leisure markets.

1. Program Purpose

The purpose of this Program is to support the development of commercial passenger air service at MHT through temporary operating incentives and marketing support for qualifying passenger air carriers.

The FY '27-'29 Program is intended to:

- Attract new entrant carriers to the Airport.
- Encourage new nonstop passenger service to unserved and underserved destinations.
- Encourage new seasonal nonstop passenger service.
- Support meaningful increases in passenger seat capacity.
- Promote service to strategic Priority Destinations as identified by the Airport (Section 9).

2. Program Availability

This Program is available to passenger air carriers that meet the eligibility requirements set forth below. A carrier may qualify whether it operates as a signatory or non-signatory at MHT, provided all other Program requirements are satisfied.

Participation in this Program requires execution of an incentive agreement between the Airport and the participating air carrier using the Airport's standard form agreement.

3. Incentive Categories

3.1 Category I: New Year-Round Service

A passenger air carrier that establishes new year-round nonstop service to an unserved destination may qualify for the following incentives:

- 100% waiver of landing fees for twenty-four (24) months.
- 100% waiver of terminal rental fees for twenty-four (24) months.
- Up to \$100,000 in marketing support, to be used within twenty-four (24) months.

3.2 Category II - New Seasonal Service

A passenger air carrier that establishes seasonal nonstop service to an unserved destination may qualify for the following incentives:

- 100% waiver of landing fees for Season 1.
- 50% waiver of landing fees for Season 2.
- 100% waiver of terminal rental fees for Season 1 and Season 2.
- 50% waiver of terminal rental fees for Season 3.
- Up to \$50,000 in marketing support, to be used by the end of Season 3.

3.3 Category III - Significant Increase in Seat Capacity

A passenger air carrier that increases seat capacity on a specific route by fifty percent (50%) or more for a minimum of twelve (12) months, whether through increased frequency, upgauging, or a combination of both, may qualify for the following incentives:

- Waiver of landing fees attributable to the increased seat capacity for twelve (12) months.
- Up to \$25,000 in marketing support, to be used within twelve (12) months.

3.4 Category IV - New Entrant Bonus

A new entrant passenger air carrier that establishes year-round or seasonal nonstop service may qualify for the following additional marketing incentive:

- Up to \$50,000 in additional marketing support, to be used within twenty-four (24) months.

3.5 Category V - Priority Destination Incentive

A passenger air carrier that establishes new nonstop service to a Priority Destination identified by the Airport may qualify for the following incentive:

- Up to \$50,000 in marketing support, to be used within twenty-four (24) months.

4. Definitions

For purposes of this Program, the following definitions apply.

4.1 Unserved Destination

An unserved destination is a destination airport for which no other carrier offers scheduled service as of the date the carrier seeking the incentive plans to initiate service. For metropolitan areas with multiple airports, each airport shall be considered a separate destination.

4.2 Seasonal Service

Seasonal service means nonstop service offered for less than seven (7) months of a calendar year, but for at least twelve (12) consecutive weeks. More than one season may occur in a calendar year, such as winter and summer service, but there must be at least one season per calendar year.

4.3 Year-Round Service

Year-round service means nonstop service offered for more than seven (7) months of the calendar year.

4.4 New Entrant

A new entrant is a passenger air carrier that has not offered commercial passenger service to or from MHT within the twenty-four (24) months preceding the date on which the carrier plans to initiate service.

4.5 Priority Destination

A Priority Destination is a destination identified by the Airport as strategically important under this Program and listed in Section 9.

5. Eligibility Requirements

5.1 Category I and Category II Service Frequency

To qualify under Category I or Category II, service must be offered no less than two (2) days per week.

5.2 Category III Timing Requirement

To qualify under Category III, the air carrier must request the incentive prior to initiating the increase in service. Category III incentives are not retroactive.

5.3 Category III Limitation

An air carrier is not eligible for Category III if the carrier is already receiving an incentive for the same flight under Category I or Category II.

5.4 First-Carrier Limitation

Category I and Category II incentives are available only to the first air carrier approved for incentives to initiate service to the applicable unserved destination. Incentives are applied on a first-come, first-served basis.

5.5 Financial Standing

To qualify for incentives, a carrier must be current on payment of all applicable rates and charges due to the Airport.

5.6 Service Performance Requirement

Air carriers must provide service throughout the duration of the promotional period at the level specified in order to receive applicable incentives. Incentives cannot be prorated and standard rates and charges will apply if service is terminated before the incentive period ends.

5.7 Passenger Terminal Requirement

Air carriers must operate from the passenger terminal in order to qualify for incentives. Air carrier and private charter flights do not qualify for incentives under this Program.

5.8 Regulatory Authority

An air carrier may qualify for an incentive regardless of the type of economic and safety certificates it has obtained from the U.S. Department of Transportation and the Federal Aviation Administration, including authorities granted under 14 C.F.R. Parts 119, 121, and 135, provided the carrier otherwise satisfies the requirements of this Program.

6. Scope of Incentives

6.1 Landing Fee Waivers

Any waiver of landing fees applies only to the landing fees associated with the incentivized flights.

6.2 Terminal Rent Waivers

Any waiver of terminal rental fees applies only to the rent due in connection with the incentivized flights and shall be calculated on the basis of passengers on those incentivized flights.

6.3 Marketing Support

Marketing support under this Program must be used within the applicable time period specified for the relevant incentive category.

All marketing plans, creative materials, and media schedules must receive prior written Airport approval before placement or production. The Airport name/logo and airline name/logo should appear in a reasonably prominent manner sufficient to show that the campaign promotes the Airport and the new service jointly, not solely the destination or solely the carrier brand.

At a minimum, advertisements and promotional materials should include:

- The Airport name, “Manchester-Boston Regional Airport” or “MHT” and the air carrier name.
- The Airport logo or Airport wordmark, subject to Airport brand standards and approval.
- The air carrier logo or brandmark, subject to carrier brand standards and approval.
- Clear reference to the promoted route, market, or new service.

7. Combination of Incentives

7.1 New Entrant Bonus Combinations

The Category IV New Entrant Bonus may be combined with Category I, Category II, and Category V incentives.

7.2 Priority Destination Bonus Combinations

The Category V Priority Destination Bonus may be combined with Category I, Category II, and Category IV incentives.

8. Program Restrictions

8.1 One-Time Incentive per Route

An air carrier may qualify for an incentive for a particular route only one time.

8.2 Non-Transferability

Incentives may not be transferred from one carrier to another. Incentives may not be transferred from one route to another.

9. Priority Destinations

The following markets are designated as Priority Destinations under this Program:

- Atlanta (ATL)
- Dallas-Fort Worth (DFW or DAL)
- Denver (DEN)
- Detroit (DTW)
- Houston (HOU or IAH)
- Las Vegas (LAS)
- Miami (MIA)
- Nashville (BNA)
- New York City (EWR, JFK, or LGA)
- Minneapolis-St. Paul (MSP)
- Phoenix (PHX)

10. Participation Process

Air carriers interested in participating in this Program should contact the Airport to discuss proposed service, timing, aircraft type, schedule, and eligibility. The Airport and carrier shall confirm the applicable incentive category or combination of categories before the carrier initiates service.

For Category III incentives, the request must be submitted before any increase in service or seat capacity takes effect.

11. Administrative Provisions

This Program is administered by Manchester-Boston Regional Airport in accordance with its terms and any executed incentive agreement. The Airport reserves the right to interpret and apply this Program consistent with the current airline operating agreement, available funding, operational considerations, and applicable law and policy.

If there is any inconsistency between this Program and an executed incentive agreement, the terms of the executed incentive agreement shall control for the approved carrier and service, to the extent permitted by law and Airport policy.

12. Application Process

For more information and/or to submit an application for ASIP consideration, please contact the Director of Aviation at (603) 624-6539 or e-mail tmalafronte@flymanchester.com