

**RESOLUTION NO. 2026-04  
REPLACING RESOLUTION NO. 2024-04**

**RESOLUTION OF THE SARASOTA MANATEE AIRPORT AUTHORITY  
AIR CARRIER INCENTIVE PROGRAM**

**WHEREAS**, the Sarasota Manatee Airport Authority (the "Authority") is a body politic and corporate created by Chapter 2003-309, Laws of Florida, an amendment; and

**WHEREAS**, the Authority owns and operates the Sarasota Bradenton International Airport (the "Airport") and

**WHEREAS**, it is the desire of the Authority to increase air service to the Airport, foster competition, and promote the economic development of the region; and

**WHEREAS**, the Authority proposes to take affirmative measures to ensure the future viability of the airport and the economic well-being of the community; and

**WHEREAS**, it has been demonstrated through survey research that each additional domestic passenger spends an average of \$36.50 per visit to the Airport; and

**WHEREAS**, each additional enplaned passenger provides \$4.50 in Passenger Facility Charge revenue and incremental increases in Federal Airport Improvement Program entitlement funds based upon the statutory formula,

**NOW, THEREFORE, BE RESOLVED**, the Authority hereby adopts this Resolution No. 2026-04 Replacing Resolution No. 2024-04, adopting the Air Carrier Incentive Program (ACIP), attached hereto, dated May 11, 2026, and supplementing any successor resolutions establishing air carrier incentives at the Airport, through May 10, 2028,

**PASSED AND ADOPTED** this 11<sup>th</sup> day of May 2026.

**SARASOTA MANATEE AIRPORT AUTHORITY**

By: \_\_\_\_\_  
**Robert Spencer, Chairman**

ATTEST:

\_\_\_\_\_  
**Jesse Bider, Secretary**

**SARASOTA MANATEE AIRPORT AUTHORITY**  
**AIR CARRIER INCENTIVE PROGRAM**  
**May 11, 2026**

**Objectives**

The Sarasota Manatee Airport Authority Air Carrier Incentive Program (ACIP) is designed to increase both domestic and international air travel at the Sarasota Bradenton International Airport (SRQ). The objectives of the ACIP include:

- 1) Promote incumbent air carriers to offer new, nonstop service and/or expand existing service
- 2) Promote new entrant air carriers to offer new, nonstop, scheduled passenger air service
- 3) Promote marketing of new and existing air carrier routes

**Program Term and Funding**

The ACIP shall be effective from May 11, 2026, through May 10, 2028. Air carriers that are currently enrolled in a previous year air carrier incentive program are eligible to complete the program they are currently enrolled in through the eligibility time frame.

In accordance with FAA policy, the costs associated with implementing the ACIP will not be included in the airline rates and charges. Funding of the program will come from SMAA unrestricted funds. SMAA reserves the right to place a cap on the total amount of marketing support awarded during the term of the ACIP. Once the cap is reached, SMAA will cease to offer new additional support agreements but will fully abide by existing ones in effect. SMAA reserves the right to amend, modify, or alter the ACIP at any time without notice.

**Eligibility Requirements**

- 1) Qualifying Service:  
In order to qualify for the airline marketing support and the fee abatement program, the air service must meet each of the following requirements:
  - a) Scheduled service, available for purchase in the airline computer reservation system (CRS), and inaugurated after May 11, 2026
  - b) Not flown by the applicant airline on a scheduled basis in the twenty-four (24) months prior to service commencement
  - c) Nonstop
  - d) Round-trip
  - e) Daily, or less-than-daily (min of 1 round-trip per week)
  - f) Year-round (defined as a minimum of 43 weeks in a 52-week continuous calendar cycle) or seasonal (defined as a minimum of 10 consecutive weeks). Seasonal service must be less than 7 months to qualify for 3 seasons of fee waivers and marketing incentives. Seasonal service 7 months or greater is eligible for 2 seasons of fee waivers and marketing incentives.
  - g) In the event the number of actual flights operated is below a 90% completion rate as published in the schedule, the airline may lose eligibility for participation in the ACIP
- 2) Non-Qualifying Service:
  - a) Aircraft capacity upgrades on existing service

- b) Cargo or other non-passenger service
- 3) Participation Requirements:
  - a) Must have a fully executed signatory or non-signatory airline agreement with SMAA
  - b) Must be current in financial and other obligations with SMAA
  - c) Must remain current in financial and other obligations with SMAA
  - d) Must complete and submit an ACIP Application Form
  - e) Must have the ACIP Application Form approved by the SMAA President, CEO

**DOMESTIC SERVICE INCENTIVES**

**Domestic New Nonstop Destination**

<b>Rates and Charges Eligible for Incentive<sup>2</sup></b>	<b>Incentive (% Fee Reduction)<sup>1</sup></b>	<b>Year-Round Service Daily or Less-than-Daily<sup>3</sup></b>	<b>Seasonal Daily or Less-than-Daily<sup>3</sup></b>
<b>Landing Fees</b>	<b>100%</b>	<b>2 Years</b>	<b>3 Seasons</b>
<b>Terminal Rent Fees<sup>4</sup></b>	<b>100%</b>	<b>2 Years</b>	<b>3 Seasons</b>
<b>Terminal &amp; Gate Use Fees (Non-Sig)</b>	<b>100%</b>	<b>2 Years</b>	<b>3 Seasons</b>
<b>Preferential Apron Fees</b>	<b>100%</b>	<b>2 Years</b>	<b>3 Seasons</b>
<b>Hold Room Fees</b>	<b>100%</b>	<b>2 Years</b>	<b>3 Seasons</b>
<b>Baggage Claim Fees</b>	<b>100%</b>	<b>2 Years</b>	<b>3 Seasons</b>

<sup>1</sup> Fee reductions would be applied on invoices as credits against the amount that would have otherwise been due in the same month the ACIP Qualifying Service is provided

<sup>2</sup> Incumbent Signatory Airlines will receive a prorated reduction on Non-Preferential Gate Use Fees, Concourse Circulation Area Fees, Baggage Claim Fees, and Joint Use Baggage & Makeup Area Fees for qualifying flights. Landing Fees for Signatory and Non-Signatory airlines will be prorated for route additions by calculating MGLW or fraction of new operations compared to existing service.

<sup>3</sup> The 2 yr./3 season incentives are for new routes currently not operated by incumbents, otherwise the incentive is reduced to 1 yr./1 season. Seasonal service 7 months or greater only qualifies for 2 seasons of fee waivers.

<sup>4</sup> Waiver of terminal rent fees is only available for new entrant airlines and cannot be extended beyond 2 years by adding additional flights and/or service. The location and size of office space provided will be determined by the SMAA

**Domestic and Canadian Marketing Program Incentives<sup>1 2 3 4</sup>**

	<b>New Year-Round Daily</b>	<b>New Year-Round Less-than-Daily</b>	<b>New Seasonal (Min 10 Weeks)</b>
<b>Maximum Funds per Qualifying Service (&lt; 1,500 nautical miles)</b>	<b>\$150,000 Months 1-12 \$100,000 Months 13-24</b>	<b>\$100,000 Months 1-12 \$50,000 Months 13-24</b>	<b>\$75,000 1<sup>st</sup> Season \$50,000 2<sup>nd</sup> Season \$25,000 3<sup>rd</sup> Season</b>
<b>Maximum Funds per Qualifying Service (≥ 1,500 nautical miles)<sup>4</sup></b>	<b>\$250,000 Months 1-12 \$150,000 Months 13-24</b>	<b>\$200,000 Months 1-12 \$100,000 Months 13-24</b>	<b>\$150,000 1<sup>st</sup> Season \$100,000 2<sup>nd</sup> Season \$50,000 3<sup>rd</sup> Season</b>
<b>Support Cap</b>	<b>----- \$2 Million -----</b>		

<sup>1</sup> For qualifying intrastate Florida service, marketing dollars will be provided at a rate of \$1 for each scheduled passenger seat published in the airline's reservation system for months 1-12 and 13-24. Marketing funds shall not exceed the funds listed in the above chart for months 1-12 and 13-24.

<sup>2</sup> The 2 yr./3 season marketing dollar incentives are for new routes currently not operated by incumbents, otherwise the incentive is reduced to 1 yr./1 season

<sup>3</sup> New seasonal service must operate 10 consecutive weeks with a minimum of 1X weekly flight to qualify for fee waivers and 2X weekly flights to qualify for both fee waivers and marketing funds. However, if the destination is 1,500 nautical miles or greater from SRQ, new seasonal service must operate with a minimum of only 1X weekly flight to qualify for marketing funds.

<sup>4</sup> Marketing funds for domestic routes 1,500 nautical miles or greater from SRQ shall include, but not be limited to, Phoenix (PHX/AZA), Las Vegas (LAS), Salt Lake City (SLC), and Los Angeles (LAX).

**INTERNATIONAL SERVICE INCENTIVES**

**New International Nonstop Destination Based Incentives**

<b>Rates and Charges Eligible for Incentive<sup>2</sup></b>	<b>Incentive (% Fee Reduction)<sup>1</sup></b>	<b>Year-Round Service Daily or Less-than-Daily<sup>4</sup></b>	<b>Seasonal Daily or Less-than-Daily<sup>4</sup></b>
<b>Landing Fees</b>	<b>100%</b>	<b>2 Years</b>	<b>3 Seasons</b>
<b>Terminal Rent Fees<sup>3</sup></b>	<b>100%</b>	<b>2 Years</b>	<b>3 Seasons</b>
<b>Terminal &amp; Gate Use Fees (Non-Sig)</b>	<b>100%</b>	<b>2 Years</b>	<b>3 Seasons</b>
<b>Preferential Apron Fees</b>	<b>100%</b>	<b>2 Years</b>	<b>3 Seasons</b>
<b>Hold Room Fees</b>	<b>100%</b>	<b>2 Years</b>	<b>3 Seasons</b>
<b>Baggage Claim Fees</b>	<b>100%</b>	<b>2 Years</b>	<b>3 Seasons</b>

<sup>1</sup> Fee reductions would be applied on invoices as credits against the amount that would have otherwise been due in the same month the ACIP Qualifying Service is provided

<sup>2</sup> Incumbent Signatory Airlines will receive a prorated reduction on Non-Preferential Gate Use Fees, Concourse Circulation Area Fees, Baggage Claim Fees, and Joint Use Baggage & Makeup Area Fees for qualifying flights only. Landing Fees for Signatory and Non-Signatory airlines will be prorated for route additions by calculating MGLW or fraction of new operations compared to existing service. When upgrading from seasonal service to year-round service, fee waivers would only apply to the flights added

<sup>3</sup> Waiver of terminal rent fees is only available for new entrant airlines and cannot be extended beyond 2 years by adding additional flights and/or service. The location and size of office space provided will be determined by the SMAA

<sup>4</sup> The 2 yr./3 season incentives are for new routes currently not operated by incumbents, otherwise the incentive is reduced to 1 yr./1 season. Seasonal service 7 months or greater only qualifies for 2 seasons of fee waivers.

**International (excluding Canada) Marketing Program Incentives<sup>1 2</sup>**

	<b>New Year-Round Daily or Less-than-Daily</b>	<b>New Seasonal (Min 10 Weeks)</b>
<b>Maximum Funds per Qualifying Service</b>	<b>\$300,000 Months 1-12 \$200,000 Months 13-24</b>	<b>\$250,000 1<sup>st</sup> Season \$150,000 2<sup>nd</sup> Season \$75,000 3<sup>rd</sup> Season</b>
<b>Support Cap</b>	<b>----- \$2 Million -----</b>	

<sup>1</sup> International is defined as any international destination 1,000 nautical miles or greater from SRQ, not including Canada. International destinations less than 1,000 nautical miles from SRQ qualify for marketing funds based on the Domestic and Canadian Marketing Program Incentives table.

<sup>2</sup> The 2 yr./3 season marketing dollar incentives are for new routes currently not operated by incumbents, otherwise the incentive is reduced to 1 yr./1 season

### **Marketing Fund Conditions**

The Authority will set an annual cap on the marketing funds. The Authority may prorate the marketing funds in the event that more than one air carrier/operator applies for the same destination.

Use of marketing funds must promote use of the airport. The use of funds for general economic development or for marketing and promotional activities unrelated to the airport is prohibited. Marketing funds may be used for advertising campaigns, radio, direct mail, internet marketing or other agreed upon promotions. The name "Sarasota Bradenton International Airport" , "SRQ", or the airport logo must be prominently mentioned or displayed in the form of media selected for the promotion.

Airport Authority marketing funds must either flow directly to the marketing provider or be provided to a carrier only after the carrier has paid the marketing provider and submitted an invoice to the airport for incentive related marketing with supporting documentation. The Authority reserves the right to review and approve the air carrier/operator advertising campaign to verify compliance with the requirements set forth herein. The air carrier/operator is responsible for the development of its advertising campaign.