Stewart International Airport Air Service Development Incentive Program – Program Authorization

Committee on Operations

February 9, 2012

Regional Airports Experiencing Reduction in Service and Expanding Incentive Program

VIRGIN ISLANDS PORT AUTHORITY
AIRLINE SERVICE INCENTIVE
HENRY E. ROHLSEN AIRPORT
ST. CROIX, VIRGIN ISLANDS

Press Release Article
PORT AUTHORITY WAIVES FEES AT STEWART AIRPORT TO HELP RETAIN AND EXPAND EXISTING AIR SERVICE FOR CUSTOMERS
Date: Aug 14, 2008
Press Release Number: 87-2008

timesunion.com

Airport updates incentive program to attract new service

December 2, 2011 at 12:10 pm by Eric Anderson

PALM SPRINGS INTERNATIONAL AIRPORT
AIR SERVICE DEVELOPMENT INCENTIVE PROGRAM HIGHLIGHTS

ervice is a vital contributor to the City of Palm Springs and the
hella Valley, and it is widely recognized that that significant cost
ated with adding capacity in existing or new markets. The promot

Past Incentives at Stewart

THE PORT AUTHORITY OF NY & NJ

NOW THERE'S ANOTHER REASON TO THINK STEWART INTERNATIONAL AIRPORT:

AIR SERVICE INCENTIVES

Stewart International Airport's airlines have counted on Stewart's outstanding service, operational integrity, excellent on-time performance, and competitive pricing. Now they can count on reduced cost and marketing support when they open non-stop service to new markets.

The incentive program is available to any new or existing carrier or charter tour operator that provides scheduled non-stop passenger service to any new destination not currently served from Stewart Airport. Carriers will receive credits up to $525 per turn for ground handling service charges and $3 per outbound seat, not to exceed $150,000 per destination, for marketing and advertising support in the first year of non-stop service.

To learn more how you can build your competitive edge in Stewart's fast growing region using our new incentive opportunities, contact E.J. Mullins, Port Authority of NY & NJ Aviation Department at 212-435-3735 or airservice@panynj.gov.

THINK OF THE POSSIBILITIES

- THE AIRPORT'S POTENTIAL IS DYNAMIC AND EXPANDING
- IT'S ONE OF THE EASIEST AIRPORTS TO USE IN THE UNITED STATES
- STRONG DEMAND FOR SWF WILL CONTINUE TO GROW WITH THE ECONOMY
- A NEW FEDERAL INSPECTION STATION WILL OPEN IN NOVEMBER
- SWF IS ONLY 57 MILES FROM NEW YORK CITY

THE PORT AUTHORITY OF NY & NJ

AFFORDABLE ○ CONVENIENT ○ HASSLE-FREE

Give yourself the gift of easy, stress-free travel this holiday season by booking your flight through Stewart International Airport.

A small airport with the sophistication of larger ones, Stewart International offers **friendly customer service**, **shorter security lines**, **fast check-in**, **easy boarding**, and **parking within easy walking distance** of the terminal. Add to this **quick deplaning**, **convenient baggage claim**, and **on-site car rental agencies** and you have one of the country's easiest airports to use.

So the next time you think about booking a flight in or out of the region,
THINK STEWART INTERNATIONAL AIRPORT,
your neighborhood airport. It's your affordable, convenient, and hassle-free alternative to the big airports of the region.

TO LEARN MORE ▶ PANYNJ.GOV

Proposed Incentive

Description	Current Incentive (for both domestic & international	Proposed-Domestic Incentive	Proposed-International Incentive
Landing Fees	No incentive	50% credit year 1 25% credit year 2	100% credit year 1 50% credit year 2
Rentals	No incentive	50% credit year 1 25% credit year 2	100% credit year 1 50% credit year 2
Fuel Flowage Fees	No incentive	50% credit year 1 25% credit year 2	100% waiver year 1 50% waiver year 2
Marketing Support	$3/outbound seat up to $10K per destination	$3/outbound seat up to $150K year 1 $3/outbound seat up to $75K year 2	$3 per seat up to $250K annually for 1st year, $125K for second year
Ground Handling	$525 per turn	$525 per turn	$900 per turn
Duration	1 year total	2 years total	2 years total

Program Cost

- ✈ Expenses will vary by flight activity
- ✈ Costs offset by additional revenue received from new flights