



AIR CARRIER INCENTIVE PROGRAM (ACIP)

February 2026



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The Tallahassee International Airport (“TLH”) is pleased to offer an Air Carrier Incentive Program (“Program”). This is designed to stimulate the aviation market at the Tallahassee International Airport.

This Program is intended to produce a net increase in departures from TLH by providing Airlines an incentive to implement new Air Service at TLH. The City will offer Program incentives on a reasonable and without unjust discrimination basis to Airlines, taking into consideration all relevant factors.

This cost of providing the incentives under this Program will have no effect on the rates and charges of other aeronautical users.

All incentives are offered at the discretion of the Director of Aviation.

INCENTIVES OFFERED

The term “fees” in this Program refers to fees charged by TLH and does not include any fees charged by other third-party operators at TLH, such as a fixed base operator. The term “per-passenger fees” refers to Facility Fees, Passenger Boarding Bridge Fees, Joint Use Fees Landing Fees, Passenger Security Charges, and Baggage Handling System Fees charged by TLH. The term “all fees” includes per-passenger fees and any other fees charged by TLH, including fees for exclusive, preferential, and joint use space in the terminal building. Charter operations are not eligible for any incentives under this Program. These fees are subject to negotiation and approval by the Director of Aviation.

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New Service Destination Incentives

A **new service destination** is one that is not currently served with non-stop service from TLH. This incentive period will start on the date of the first flight departing from TLH to the new airport destination.

If a carrier initiates non-stop, year-round service to a new airport destination, then the airline is eligible for a waiver up to 100% of the following fees and charges attributable to the operations associated with the new service for a period of up to two (2) years:

- Facility Fees
- Passenger Boarding Bridge Fees
- Joint Use Fees
- Landing Fees
- Passenger Security Charges
- Baggage Handling System Fees

Service is considered **seasonal** if it is a nonstop service offered for less than seven (7) months of the year. The seasonal incentive period will start on the date of the first flight departing from TLH to the new airport destination.

If a carrier initiates non-stop, seasonal service to a new airport destination, then the airline is eligible for a waiver up to 100% of the following fees and charges attributable to the operations associated with the new service for a period of up to three (3) seasons or three (3) consecutive years:

- Facility Fees
- Passenger Boarding Bridge Fees
- Joint Use Fees
- Landing Fees
- Passenger Security Charges
- Baggage Handling System Fees

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New Entrant Incentives

A carrier is considered a **new entrant carrier** if the carrier starts year-round or seasonal service at TLH but has not served TLH on a scheduled basis for the previous thirty-six (36) months. This incentive period will start on the date of the first flight departing from TLH.

If the carrier is a new entrant, then the airline is eligible for a waiver up to 100% of the following fees and charges attributable to the operations associated with the new service for a period of up to two (2) years:

- Facility Fees
- Passenger Boarding Bridge Fees
- Joint Use Fees
- Landing Fees
- Passenger Security Charges
- Baggage Handling System Fees

PROGRAM ELIGIBILITY CRITERIA

To be eligible for incentives under this Program, carriers must meet the following criteria:

- Carriers must provide new service that meets the criteria for the incentive as described above.
- Carriers must be in material compliance with Tallahassee International Airport's Rules and Regulations, TLH Minimum Standards for Commercial Aeronautical Activities, TLH Schedule of Rates and Charges, Federal Aviation Administration (FAA) Policy Regarding Air Carrier Incentive Program, and any other agreements between the carrier and the City.
- Carriers must be current in their payment obligations to TLH.
- Carriers must execute a Signatory or Non-Signatory Airport Use and Lease Agreement that is satisfactory to TLH.
- New non-stop jet service must be publicly announced by the carrier, approved and verified by the Airport by May 31, 2026.

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MONTHLY REPORTING

Carriers receiving new destination incentives (seasonal or year-round) and/or increased frequency incentives will be required to report the following information as part of the monthly activity report required by the airline agreement, separately for each new flight: enplaned and deplaned passenger numbers and landing weights. TLH will use this information to determine the amount of fees that are “directly associated” with the new flights such that they should be waived in accordance with this Program.

TERMINATION OF PROGRAM

The Director of Aviation at TLH reserves the right to terminate this Program at any time and for any reason, at his or her sole discretion, by posting notice of such termination on its website, and the termination shall be effective as of the date it is posted. Specifically, but without limitation, the Director of Aviation at TLH reserves the right to terminate this Program, subject to the availability of funds. Termination of this Program will not terminate any fee waivers to be provided pursuant to a Signatory or Non-Signatory Airport Use and Lease Agreement between TLH and a carrier that is effective prior to the termination date, except as provided in the “Compliance” section, below.

COMPLIANCE

TLH and carriers participating in this Program shall comply fully with all applicable laws, rules, and regulations with respect to this Program. If TLH or the FAA, determines that this Program is not in compliance with applicable law, rule, regulation, order, or policy, then TLH reserves the right to suspend, modify, or terminate the Program and any incentives owed under existing Signatory or Non-Signatory Airport Use and Lease Agreements without further liability or obligation to any carrier. Carriers agree to reimburse TLH for any incentives provided if it is determined that the incentives were provided in violation of any applicable law, rule, or regulation by TLH and/or the FAA.



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RESERVATION OF RIGHTS

The Director of Aviation at TLH reserves the right to modify, amend, or substitute this Program during the term of the Program, provided that any modification, amendments, or substitution will not impact any existing Signatory or Non-Signatory Airport Use and Lease Agreement.

CONTACT US

For more information on the Air Carrier Incentive Program and its eligibility criteria, please reach out to:

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