



New Service Incentive Program Bellingham International Airport (BLI)

Bellingham International Airport's incentive program for new airline service is open to all carriers, regardless of service type, providing new, scheduled, eligible airline service to a destination without current non-stop flights. "Destination" is defined as any airport without current scheduled non-stop flights to and from Bellingham International Airport.

The program offers tiered incentives based on airline certification, with one tier for carriers operating under Federal Aviation Administration (FAA) Part 121, and another tier for carriers operating under FAA Part 135, or FAA Part 380.

Program Term:

The Air Service Incentive Program will be available from January 1, 2025 through December 31, 2027

Incentive Policy for FAA Part 121 Carriers

New service, operated by carriers under FAA Part 121, is eligible for the following specific incentives:

Fee Waivers

Bellingham International Airport offers FAA Part 121 carriers a limited no-cost operating environment for any new route without current service, or any route that has been dormant for a period of six months. This incentive includes a 100% waiver of all common use terminal rent, landing fees, per turn charges, and parking fees. There is no minimum frequency required for an airline to qualify for fee waivers.

For year 'round service under FAA Part 121, the fee-free period begins on the first day of service and continues for 730 consecutive calendar days. In the case of seasonal service, the fee-free period will cover the first three seasons of service.

Marketing Support

Bellingham International Airport offers FAA Part 121 carriers cash for marketing and advertising of service on any new route without current service, or any route that has been dormant for a period of six months. All advertising must contain the name and brand of the Airport and specifically mention the new route. All advertising must be approved by the Airport before it is used in marketing to ensure compliance with Federal Aviation Administration (FAA) regulations.

In the case of year 'round service, operated under FAA Part 121, Bellingham International Airport will provide \$100,000 in cash for marketing and advertising in the first 12 months of service. The Airport will also offer \$75,000 in cash for marketing and advertising in year two of service, for a total marketing incentive of \$175,000 over two years. Service must operate at least twice per week, under FAA Part 121, on the new route to be eligible for year 'round marketing support.

In the case of seasonal service operated under FAA Part 121, Bellingham International Airport will provide \$50,000 in cash for marketing and advertising in the first season of service. The Airport will also offer



\$35,000 in cash for marketing and advertising in the second season of service, and \$25,000 in cash for marketing and advertising in the third season of service. The total marketing incentive for seasonal service is \$110,000 over three years. Service must operate at least twice per week, under FAA Part 121, on the new route to be eligible for seasonal marketing support.

Total marketing cash available under this incentive program is limited to \$460,000. Once that amount has been allocated, the marketing portion of this incentive policy will expire.

Incentive Policy for FAA Part 135 and FAA Part 380 Carriers

New service, operated by carriers under FAA Part 135 and FAA Part 380, is eligible for the following specific incentives:

Fee Waivers

Bellingham International Airport offers FAA Part 135 and FAA Part 380 carriers a limited no-cost operating environment for any new route without current service, or any route that has been dormant for a period of six months. This incentive includes a 100% waiver of all common use terminal rent, landing fees, per turn charges, and parking fees. There is no minimum frequency required for an airline to qualify for fee waivers.

For year 'round service under FAA Part 135 and/or FAA Part 380, the fee-free period begins on the first day of service and continues for 730 consecutive calendar days. In the case of seasonal service, the fee-free period will cover the first three seasons of service.

Marketing Support

Bellingham International Airport offers FAA Part 380 carriers cash for marketing and advertising of service on any new route without current service, or any route that has been dormant for a period of six months. All advertising must contain the name and brand of the Airport and specifically mention the new route. All advertising must be approved by the Airport before it is used in marketing to ensure compliance with Federal Aviation Administration (FAA) regulations.

In the case of year 'round service, operated under FAA Part 380, Bellingham International Airport will provide \$15,000 in cash for marketing and advertising in the first 12 months of service. The Airport will also offer \$7,500 in cash for marketing and advertising in year two of service, for a total marketing incentive of \$22,500 over two years. Service must operate at least twice per week, under FAA Part 380, on the new route to be eligible for year 'round marketing support.

In the case of seasonal service operated under FAA Part 380, Bellingham International Airport will provide \$7,500 in cash for marketing and advertising in the first season of service. The Airport will also offer \$5,000 in cash for marketing and advertising in the second season of service, and \$2,500 in cash for marketing and advertising in the third season of service. The total marketing incentive for seasonal service is \$15,000 over three years. Service must operate at least twice per week, under FAA Part 380, on the new route to be eligible for seasonal marketing support.

Total marketing cash available under this incentive program is limited to \$60,000. Once that amount has been allocated, the marketing portion of this incentive policy will expire.