# Duluth Airport Authority Air Carrier Incentive Program for the Duluth International Airport

Effective: September 18, 2026

Expires: Carrier must sign an incentive agreement no later than December 31, 2027

| Service Type | New/Underserved Market (Airport Code) | Incentive Available Landing Fees | Incentive Available Terminal Rents/Fees | Incentive Available Marketing/ Promotional Support | Significant Increase in Service (Routes Already in Service | Budgetary Limitation |
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| Seasonal | PHX, AZA (Phoenix/Mesa, AZ) | 100% waiver for 36 mos | 100% waiver for 36 mos | The DAA will spend a minimum of $50,000 over 36 mos that either exclusively promotes the new service or mentions the service within a broader context. No less frequently than quarterly, the air carrier shall provide reporting on: past performance, advanced bookings, load factors, etc to the DAA to assist DAA with its marketing efforts. | | Limited to the first air carrier. If service is provided by an air carrier already serving DLH the following provisions apply: a) landing fee waivers shall apply to the incremental increase in service. b) terminal rent/fee waivers shall apply to the incremental increase of passengers in the joint use cost allocation formula. c) on the day the route is launched. |
| Year-round | DTW (Detroit, MI) | 100% waiver for 24 mos | 100% waiver for 24 mos | The DAA will spend a minimum of $30,000 over 24 mos that either exclusively promotes the new service or mentions the service within a broader context. No less frequently than quarterly, the air carrier shall provide reporting on: past performance, advanced bookings, load factors, etc to the DAA to assist DAA with its marketing efforts. | | Limited to the first air carrier. If service is provided by an air carrier already serving DLH the following provisions apply: a) landing fee waivers shall apply to the incremental increase in service. b) terminal rent/fee waivers shall apply to the incremental increase of passengers in the joint use cost allocation formula. c) on the day the route is launched. |
| Seasonal | LAS (Las Vegas, NV) | 100% waiver for 36 mos | 100% waiver for 36 mos | The DAA will spend a minimum of $50,000 over 36 mos that either exclusively promotes the new service or mentions the service within a broader context. No less frequently than quarterly, the air carrier shall provide reporting on: past performance, advanced bookings, load factors, etc to the DAA to assist DAA with its marketing efforts. | | Limited to the first air carrier. If service is provided by an air carrier already serving DLH the following provisions apply: a) landing fee waivers shall apply to the incremental increase in service. b) terminal rent/fee waivers shall apply to the incremental increase of passengers in the joint use cost allocation formula. c) on the day the route is launched. |
| Year-round | ORD (Chicago, IL) | 100% waiver for 12 mos. See DLH Air Carrier Incentive Policy for applicability. | 100% waiver for 12 mos. See DLH Air Carrier Incentive Policy for applicability. | The DAA will spend a minimum of $30,000 over 12 mos that either exclusively promotes the new service or mentions the service within a broader context. No less frequently than quarterly, the air carrier shall provide reporting on: past performance, advanced bookings, load factors, etc to the DAA to assist DAA with its marketing efforts. | *Incumbent Carrier* - 1,064 increase in weekly seats during incentive period. *New Entrant Carrier* - 1,064 weekly seats minimum during incentive period | Limited to the first air carrier. If service is provided by an air carrier already serving DLH the following provisions apply: a) landing fee waivers shall apply to the incremental increase in service. b) terminal rent/fee waivers shall apply to the incremental increase of passengers in the joint use cost allocation formula. c) on the day the route is launched. |
| Seasonal | PIE (Tampa/St Petersburg, FL) | 100% waiver for 36 mos | 100% waiver for 36 mos | The DAA will spend a minimum of $50,000 over 36 mos that either exclusively promotes the new service or mentions the service within a broader context. No less frequently than quarterly, the air carrier shall provide reporting on: past performance, advanced bookings, load factors, etc to the DAA to assist DAA with its marketing efforts. | | Limited to the first air carrier. If service is provided by an air carrier already serving DLH the following provisions apply: a) landing fee waivers shall apply to the incremental increase in service. b) terminal rent/fee waivers shall apply to the incremental increase of passengers in the joint use cost allocation formula. c) on the day the route is launched. |
| Seasonal | MCO, SFB (Orlando/Sanford, FL) | 100% waiver for 36 mos | 100% waiver for 36 mos | The DAA will spend a minimum of $50,000 over 36 mos that either exclusively promotes the new service or mentions the service within a broader context. No less frequently than quarterly, the air carrier shall provide reporting on: past performance, advanced bookings, load factors, etc to the DAA to assist DAA with its marketing efforts. | | Limited to the first air carrier. If service is provided by an air carrier already serving DLH the following provisions apply: a) landing fee waivers shall apply to the incremental increase in service. b) terminal rent/fee waivers shall apply to the incremental increase of passengers in the joint use cost allocation formula. c) on the day the route is launched. |

***The Duluth Airport Authority reserves the right to amend the ACIP at its discretion. New ACIPs shall be posted on the Duluth Airport Authority's website for 30 days prior to becoming active.**