



Commercial Air Service Restoration Program Guidelines

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The Commercial Air Service Restoration Program provides Ohio's commercial airports the opportunity to work collaboratively through public and private partnerships to retain and restore air service opportunities for economic development. The program was established to assist business attraction and retention efforts across the state by providing support for air service in qualifying markets where airlines have canceled or are planning to cancel service. The program will also establish special requirements for Cincinnati/Northern Kentucky International Airport (CVG) in partnership with the Kenton County Airport Board.

This program will serve communities and sponsors of commercial service airports that cannot sustain the full cost of an air service incentive. For domestic service, JobsOhio will provide limited, short-term (up to 12 months) funding to support agreements with commercial air carriers. For international service, JobsOhio may provide multi-year (up to 36 months) support.

The program is designed to create and retain seat capacity and destinations at participating airports. Supported air service is expected to influence business retention and growth, commerce, and other additional benefits in the surrounding community. Improved connectivity between Ohio businesses and targeted business markets is an important objective for the program. The amount of funds awarded will be determined by the type of air service proposed, the level of support and financial commitment offered by the local community, and the availability of JobsOhio funds for this type of economic development activity.

Overview

JobsOhio will accept applications to the program on an ongoing basis. Applicants are encouraged to first complete a pre-screening process before incurring costs associated with developing reports and research that are necessary to use when communicating with commercial airlines as JobsOhio may be able to assist the applicant with this process.

Eligible applicants must have strong local support (local matching funds preferred), strategic marketing plans for air service, and local business letters of support. The program may be used to match Federal Small Community Air Service Development Program (SCASDP) funds and other federal air service funding programs.

Guiding Principles

- The primary focus is to work collaboratively through public and private partnerships to maximize restoration of air service that supports the economic vitality of the state
- These projects should have a significant economic impact on the airport enterprise itself as well as on the local region's business community surrounding the applicant airport
- The objective is to assist in providing catalytic air service incentives and subsidies that support the restoration of air service to critical business markets across the state of Ohio; however, there is no guarantee that financial support will be divided equally across the state or the seven JobsOhio-defined regions

Domestic and International Program Details

- The length of commitments for domestic service will span up to 12 months
- The length of commitments for international service will span up to 36 months
- Service to typical business markets or large airline hub airports is eligible; typical leisure destinations will be considered on a case-by-case basis if there is a compelling economic and community impact
- JobsOhio will provide up to \$1,000,000 for each domestic route depending on distance flown, number of flights, and aircraft type
- JobsOhio may provide more than \$1,000,000 for each international route depending on distance flown, number of flights, and aircraft type
- As an alternative to or in combination with the above support, JobsOhio may also provide up to \$250,000 to be used for one-time costs associated with startup costs, equipment, and/or marketing and promotion to address barriers to entering the market and increase the chances of route success
- The applicant will make significant matching contributions to an incentive package, which may include cash incentives (preferred), marketing funds, and waiver of airport operating rates and charges, or any combination thereof.
 - Non-hub and small hub airports will provide a match that is up to 20% of the JobsOhio incentive commitment
 - Medium and large hub airports will provide a match that is up to 30% of the JobsOhio incentive commitment

Eligibility

This incentive grant program is open to any airport located in the State of Ohio, and CVG in the State of Kentucky, that is certified under FAA Part 139 Airport Certification, and any airline with a FAA Part 121 Commercial Operators Certificate.

Eligible applicants must also:

- Prove the absence or suspension of daily nonstop service to the targeted market from the applicant community as a result of external economic and market factors (that may include data showing the absence of desired service, a public announcement by an airline that the targeted market is suspended, and/or removal of the service from airline computer reservation systems)
- Secure commitments for the balance of the JobsOhio incentive requirement, including monetary contributions, waiver of landing fees, waiver of terminal rents, and marketing if it does not cause a financial hardship on the applicant airport
- Secure airline service commitment to provide service to the targeted market with a mutually agreeable service pattern
- Secure a mutually agreeable schedule from the airline to review key performance indicators for the targeted market with JobsOhio and applicant community
- Submit strong supporting application documents including letters of support from the business community and a business plan that justifies the incentive in a manner acceptable to JobsOhio

Application Requirements

Applicants are to submit a presentation requesting support to JobsOhio and the network regional partner for assistance. The following information should be included in the request:

- Demonstration of the absence of daily non-stop service to the targeted market
- Description of the anticipated service, including city pairs, route maps, airline, flight frequency, aircraft type, route seasonality, etc.
- Demonstration of airport FAA Part 139 Airport Certification
- Demonstration of airline FAA Part 121 Commercial Operators Certificate
- Analytical data that supports the proposed service
- Letters of support from business community and local officials
- A business plan that includes indicators of route success and intended support activities for the service, including marketing, promotion, business and partner engagement, etc.
- Magnitude (monetary value) of air service incentive being requested
- Local incentives intended to meet match requirements
- Other incentives being provided by local community in addition to monetary incentives
- General statement and supporting data for why applicant feels that service is sustainable long term and could be supported by the community
- Requested time period for JobsOhio support (to make the service successful)
- Any other relevant information available at the time of the request

Selection Considerations

The amount of funds awarded for each commitment will be determined by the type of air service proposed, the level of support and matching funds offered by the local community, and the availability of JobsOhio funds for this type of economic development activity.

Disbursement of Funds

The applicant should propose a preferred budget. Actual disbursement schedules will be approved by JobsOhio and communicated to the applicant prior to final approval of the application.