

ALTA CARIBBEAN INITIATIVE PROJECT

Target	<p>Articulate efforts among all airlines based in the Caribbean to face the main problems that affect the competitiveness of the region, with the following actions:</p> <ul style="list-style-type: none"> • Encourage obtaining ISSA or IOSA certification (prerequisite for becoming an ALTA member) • Obtain ALTA membership • Ensure everyone's participation in ALTA events
Potencial initiatives	<ul style="list-style-type: none"> • Joint purchases: fuel, spare parts, ground support services • Training: security, internal maintenance • Advocacy with governments to reduce fees and taxes • Harmonization of regulations
Methodology	Work in 3 phases focusing on different groups of airlines, according to their size and importance in the Region
Criteria by phases	% of total ASK (Available Seat Kilometers)

Phase 1	• Schedule: 12 months / Focus: Airlines with > 1% ASK market share and with the ISSA process already started (19 airlines)
Phase 2	• Schedule: 12 months / Focus: Airlines with <1% of ASK's market share (10 airlines)
Phase 3	• Schedule: 12 months / Focus: Small and charter airlines (11 airlines)

What has been done?	<ul style="list-style-type: none"> • Letter ALTA for all airlines showing the objectives of the project and the importance of joining forces for the growth of Caribbean aviation • Meetings were held with some Airlines • TAG (Guatemala) and SANSA (Costa Rica) got their ISSA Registry and became ALTA members (Costa Rica Green Airways is interested in) • ALTA has been working to create a non-IOSA/ISSA membership eligibility criteria (details are described in "Projects accomplished with real savings and deliverable" KPI)
Difficulties	<ul style="list-style-type: none"> • Lack of support for ISSA Implementation Training (IIT): Until the beginning of the pandemic, companies that joined ISSA received 3 preparatory workshops for certification funded by the IATA International Airline Training Fund (IATF); as a result, ISSA-eligible companies find it difficult to apply for registration with their own efforts • Airlines bad financial situation due to the pandemic
Next steps	<ul style="list-style-type: none"> • Seek to attract to ALTA the non-IOSA/ISSA airlines as well, in accordance with the new criteria, after Executive Committee approval • Continue to stimulate and support the efforts of airlines that wish to obtain the IOSA or ISSA registration • Seek to resume contact with airlines that are already showing signs of recovery

