



**City of Santa Barbara**  
Airport Department

Meeting: 7/18/18  
Agenda Item No. 11

**DATE:** July 18, 2018  
**TO:** Airport Commission  
**FROM:** Hazel Johns, Airport Director *HJ*  
**SUBJECT:** Operating Permit for MN Airlines LLC dba Sun Country Airlines

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**RECOMMENDATION:**

That Airport Commission approve and authorize the Airport Director to execute an Airline Operating Permit with MN Airlines LLC dba Sun Country Airlines, a Minnesota Limited Liability Company, for 620 feet of ticket counter and que space, 129 square feet of airline ticket and storage space. The airline will pay a 'per turn fee' for the rights to use baggage make-up, gate hold, inbound baggage and baggage claim facilities for their seasonal service. The 'per turn fee' will be \$2.19 per deplaned passenger and \$3.57 per enplaned passenger. Total monthly per turn fees will vary based on actual passenger load factors. Anticipated costs for the airline are approximately \$13,772 per month for terminal use, not including landing fees.

**DISCUSSION:**

In May, Sun Country announced that it will offer twice weekly service (Thursday and Sunday) to Minneapolis St. Paul International Airport (MSP). Sun Country is an ultra low-cost carrier focused on leisure destination travel and charter service.

The company is based in Eagan, Minnesota. It has a small fleet of aircraft and are focused on seasonal service in order to be able to nimbly reallocate their aircraft to new destinations and/or charter service. The new company's Chief Executive Officer most recently served as the Chief Operating Officer at Allegiant Air, another ultra low-cost carrier.

The departure time for Thursday service from SBA is 9:55 am and arrival in Minneapolis is at 3:25 pm Central Standard Time (CST). The departure time for Sunday service is 5:50 pm with a late evening arrival at 11:20 pm CST. Their Boeing 737-700 aircraft will be configured with 12 business class seats and 114 economy class seats for a total of 126 seats. Sun Country is phasing out its 737-700 aircraft in favor of a Boeing 737-800 which will feature a single economy class with greater seat capacity.

To support their operations at the Airport, Sun Country will lease two ticketing lobby podiums with two positions at each podium. However, Sun Country operates in a non-

traditional fashion with portable laptops that are removed and stored while not in use. They do not invest in particular cabinetry for their ticket counters.

Sun Country prefers to board their passengers via a jet bridge. Currently, the Airport can only board mainline aircraft at jet bridge Gates #2 and #4. These gates are used preferentially by American Airlines and United Airlines, and Alaska Airlines and United Airlines respectively. This means that the carriers operate proprietary computer terminals and systems at these podiums that cannot be used by any other carriers for boarding. There is a lack of space for additional permanent podiums in these gate hold areas. It does not benefit the Airport or any of these other carriers to vacate a podium for the twice-a-week, seasonal service of Sun Country. For this reason, Sun Country will be required to provide their own portable gate podium that can be rolled away to storage when not in use. Like Frontier Airlines, Sun Country has contracted with Aviation Port Services (APS) for ground handling and will share a small consolidated office space to support both airlines. Sun Country will not have any stationed personnel in Santa Barbara, rather their day-to-day operations will be managed by APS.

**PREPARED BY:** Business Development/Marketing