



AIRPORT DIRECTOR'S REPORT October 2018

A. AIRPORT OPERATIONS

- Passenger Count
- Aircraft Operations
- Air Freight

The passenger count report will be distributed at the meeting

B. PROGRAMS

1. Marketing & Communications Program

- Media schedule is complete for FY19 – TV, Internet, Transit
- FlySBA.com new web design in progress
- Planning Contour Airlines launch for October 16 & 18
- 2 roundtrip ticket winners on American & Contour Airlines announced @ Lemon Festival

Recent Media Highlights:

- **TV:**
 - KEYT | On going 30 second commercial
 - KEYT | Active shooter training coverage | Oct 6
- **Facebook:**
 - Goleta Lemon Festival winners of 2 AA tickets to Dallas | Oct
 - Contour Airlines starts Oct 18 to Las Vegas | October 2
 - Great deals in October from SBA | October 1
 - Lemon Festival, thanks to all participants | October 1
 - Enter to win 2 roundtrip tickets on AA Airlines | September 26
 - Enter to win 2 roundtrip tickets on Contour Airlines | September 25
 - Ready for take-off! Direct flights to Oakland & Las Vegas| September 18
- **Twitter:**
 - Will be announcing winners shortly from Lemon Festival | October 1
 - Join us at Lemon Festival to win tickets | September 28
- **Noozhawk:**
 - City Council Retreats to Airport | September 29
 - FAA Awards \$340,000 to SBA | September 27
 - Passenger Growth Taking Off | October 4

Community Relations: Start of the month busy with tours

2. Business & Property Management

a. Property Management

- Working to resolve various operational challenges at NE Hangars, e.g. signage, ramp use, storage
- Reached agreement in principle with FedEx on short term license agreement.
- Submitted RFP response to the General Services Administration (GSA) for continued tenancy by federal contractor MSTs in building #126 at 6150 Botello Road.
- Conducting research and cost estimating work for a possible future 'shared use' ticketing and boarding gate technology system.
- Communicated with terminal employee groups regarding the need for employee shuttle service Nov. 15 – January 7 in order to create more parking capacity in the terminal parking lots for the traveling public. Employees will be asked to park at 495 S. Fairview facility parking lot.
- Reached agreement with City legal staff regarding new contract with LeighFisher for continued FBO redevelopment planning work.
- First flight for Contour OAK-SBA on October 16, LAS on October 18.
- Advertising shortly for replacement hire, Accounting Coordinator.

3. Facility Planning & Development

a. Local Coastal Program Amendment

Estimated Cost: \$5,000

Funding: Airport Capital Fund

As part of their adoption of the Airport Master Plan the City Council recommended adoption of a Local Coastal Program (LCP) Amendment to the 2003 Airport and Goleta Slough Local Coastal Plan. In order to incorporate new sea level rise (SLR) adaptation requirements, California Coastal Commission staff have stated that the LCP amendment will need to take the form of a comprehensive update. Airport Staff is preparing revisions to the biological resources and coastal resources (i.e. wetlands) section which will be reviewed in phases with California Coastal Commission staff prior to preparation of a draft amendment.

b. Airport Industrial Area Specific Plan Update

Estimated Cost: \$400,000

Funding: Airport Capital Fund

Staff has decided to postpone this effort to focus Capital Funds on existing facility demands. The Draft Airport Capital Improvement Program identifies the Airport Industrial Area Specific Plan Update as an unscheduled project.

4. Cert & Ops

- The Airport fulfilled the FAA required annual table-top review of the Airport Emergency Plan (AEP) on September 25th. The table-top exercise reviewed emergency response to the Airport in a scenario based around a fictitious bird-strike in an air carrier aircraft. The exercise was well attended, and successful.
- The Airport participated in a County-wide Active Shooter Drill on October 4th. Airport Patrol staff supported the coordination of the drill, which occurred in a vacant Airport owned building on the northeast corner of the Airport. Drill participants included Airport Patrol, City Police, SB County Sheriff's, SB Fire, Red Cross, Airport staff, TSA, and local volunteers.

- The FAA required AEP Full-Scale Triennial exercise is scheduled for September 2019. Triennial planning efforts will begin in early 2019.
- Noise Abatement- see report, 27 letters sent in response to noise complaints, 137 total complaints

C. CAPITAL PROJECTS

1. Airline Terminal Solar Project

EEI Solar One, LLC has proposed increasing the output capacity and size of the solar PV array from 992kW to approximately 1.2MW. The per kilowatt hour price for the energy delivered would remain unchanged. Staff are evaluating the proposal and are negotiating potential terms for the revised power purchase agreement.

2. 495 South Fairview Electrical Update

The new electrical switchgear has been received and placed on the new concrete pad on September 4, 2018. SCE has inspected the gear both on the ground and on the pad and has given their approval to energize the system. We are now waiting for SCE to pull new cable into the gear and energize.

3. North East GA Ramp Reconstruction

Estimated Cost: \$1,828,106

Mead & Hunt Design Engineer

Granite Construction Contractor

Funding: FAA Airport Improvement Program

Planned Completion Date: December 2018

Project bids were received June 21, 2018. There was one bidder, Granite Construction, with a bid of \$1,828,106. This an acceptable bid which is about 6% over the Engineer's estimate. The construction start has been delayed to accommodate the "annual Gulfstream event" being held October 11-14, 2018. Construction will commence October 15 and should be completed by December 2018.

4. 6100 Hollister Avenue

Construction has commenced on the original three buildings on the project plus the two additional buildings added. The new expected completion date is May 2019.

5. 6210-6290 Hollister Avenue Update

The applicant submitted a Building Permit application on August 13, 2018. City Staff responded with necessary corrections to the building plans on September 19, 2018.

D. FINANCIAL SUMMARY

As of September 30, 2018, preliminary operating revenues were 6.0% below budget. Preliminary operating expenditures were 10.2% below budget, with encumbrances, expenditures 28.3% above budget.

August 2018 Concessions

Concession	Gross Revenue	Airport Revenue	Contracts	Gross Revenue per Enplanement	Gross Revenue per Enplanement for FY18
Restaurant-Landside	\$14,395	\$1,489		\$.38	\$.37
Restaurant-Airside	\$168,973	\$16,869		\$4.47	\$4.37
Restaurant-Total	\$183,368	\$18,358		\$4.85	\$4.69
Gift Shop	\$112,027	\$10,456		\$2.96	\$2.71
Rental Cars	\$1,768,634	\$176,805	8,368	\$46.79	\$41.25

E. CITY COUNCIL APPROVALS

September 18, 2018

SUBJECT: Airport Promotional Partnership With KEYT

RECOMMENDATION:

That Council authorize the interim Airport Director to execute a purchase order with News Press and Gazette Company, parent company of KEYT Television, for an eight month on-air public information partnership for residents of the greater Santa Barbara region about available air service at Santa Barbara Airport (SBA) for a total expenditure not to exceed \$40,000.

SUBJECT: Internet Air Service Advertising Program

RECOMMENDATION:

That Council authorize the interim Airport Director to execute a purchase order with Sojern, Inc. for a targeted internet marketing campaign to promote air service at Santa Barbara Airport (SBA) for a total expenditure not to exceed \$80,000.

October 2, 2018

SUBJECT: Air Service Development Efforts At Santa Barbara Airport

RECOMMENDATION:

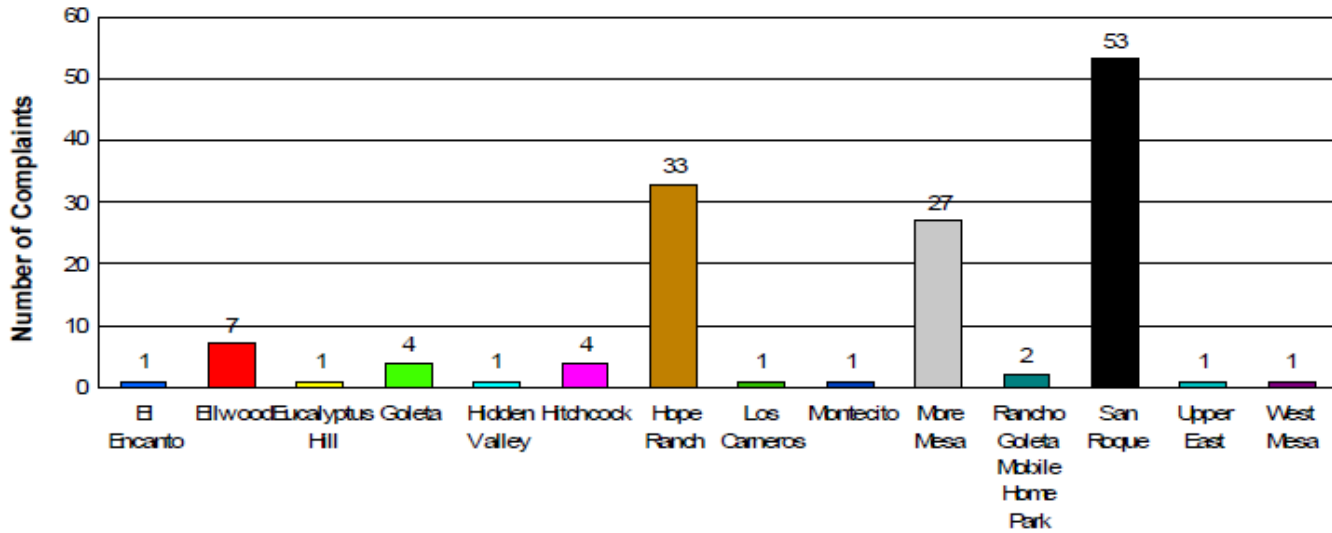
That Council receive a presentation about the Airport's 2018-2019 objectives for maintaining and increasing air service options for residents and visitors to the Santa Barbara region.

F. NOISE ABATEMENT

- In September there were a total of one hundred thirty seven (137) noise complaints

Complaint - Histogram

Start Date / Time: 2018-09-01 00:00:00 Group By: Community
End Date / Time: 2018-09-30 23:59:59 Filter Name:



Total Number of Complaints: 137

G. SAFETY, ENFORCEMENT, AND PROTECTION – September 2018

**Airport Patrol
Safety, Enforcement and Protection Report
SEPTEMBER 2018**

Safety	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FYTD
Aircraft Accidents	0	0	2										2
Aircraft Alerts	0	0	3										3
Disabled Aircraft	2	1	3										6
Vehicle Accidents	1	2	4										7
Medical Calls	4	7	1										12
Airfield Safety Inspections	2	64	66										132
Wildlife Management	2	4	1										7
FOD Removal	2	2	2										6
Escort Details	0	14	9										23
Enforcement	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FYTD
Penal Code Violations	11	4	11										26
Vehicle Code Violations	2	4	2										8
Health & Safety Code	0	0	0										0
Welfare & Institutions Code	0	2	2										4
Municipal Code	2	5	1										8
Security Violations	19	13	17										49
Assisting Other Agencies	19	8	14										41
911 Hang-Ups	0	1	0										1
Protection	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FYTD
Law Enforcement Contacts	58	62	35										155
Vehicle Patrols	681	674	606										1961
Suspicious Circumstances	11	9	12										32
Keep The Peace	0	3	4										7
Premise Checks	22	19	8										49
Dignitary Security Details	0	0	0										0
Alarms – Access Control	6	17	10										33
Alarms –Other	2	5	2										9
TSA Required Inspections	913	941	853										2707
Calls For Service	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FYTD
Emergency Calls	3	8	8										19
Non-Emergency Calls	128	299	125										552
Average Response Times	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FYTD
Emergency Calls (in minutes)	0.333	1.3	3.333										0.938
Non-Emergency Calls (in minutes)	2.563	2.78	2.618										2.565
Call Dispositions	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FYTD
Notice to Appear Citation	0	0	0										0
Notice of Violation	1	5	2										8
Parking Citation (other than white zone)	8	7	7										22
Report	43	3	17										63
Field Interview	11	7	2										20
Warning	13	25	23										61
PR Contact	19	21	7										47
False and Unfounded	10	7	7										24
Gone On Arrival	2	1	3										6
Unable To Locate	12	7	6										25
Public Assist	33	61	45										139
P3 Information*	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FYTD
Checkpoint Responses w/in time limit	100.0%	100.0%	100.0%										100.0%
Responses to Unauthorized Person In SIDA	100.0%	100.0%	100.0%										100.0%
Required AOA Fence Line Inspections	100.0%	100.0%	100.0%										100.0%
Responses to Unauthorized Person In AOA	100.0%	100.0%	100.0%										100.0%
Response Non-Emergency Calls w/in 15 Mins	98.9%	98.7%	97.6%										98.4%
Completed Required Terminal Inspections	96.8%	93.5%	76.7%										89.1%
Completed Require SIDA Ramp Inspections	93.5%	93.5%	83.3%										90.2%
Completed Required AOA Patrols	87.1%	100.0%	83.3%										90.2%
Completed Required Non-AOA Patrols	96.8%	100.0%	93.3%										96.7%

* The P3 Information section may include activity performed by employees of other divisions of the airport. All other sections document activity only performed by Airport Law Enforcement Personnel.