



AIRPORT DIRECTOR'S REPORT January 2019

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

- FlySBA.com cost calculator in design stage
- Media release: PathPoint "Santa Barbara Airport" mural | December 3
- Media release: SBA Finishes Strong | December 20
- CNIB: Airport Finishes 2018 Strong, Pax Count up 10.3% | January 2

Recent Media Highlights:

- **TV:**
 - KEYT | On going 15 second commercial
- **Facebook:**
 - Current Operations are Running Smoothly at SBA | January 8
 - How's This for New Year's present, FlyFrontier| January 2
 - Happy New Year! | December 31
 - Hoping you #FlySBA this holiday season | December 24
 - Grateful for our Community | December 21
 - Harding Elementary Sings Jingle Bells! | December 13
 - Join Us for Songs of the Season | December 12
 - Thanks for Decorating the Tree | December 10
 - Let Gerardo & His Sleigh Give you a Lift | December 7
 - Decorate the Holiday Tree | December 6
 - PathPoint mural celebration | November 27
 - Happy Thanksgiving | November 21
 - Take Stress Out of Holiday Travel | November 19
- **Twitter:**
 - Operations Running Smoothly @ SBA | January 8
 - Frontier Airlines \$57 r/t to Denver | January 2
 - Happy New Year | December 31
 - Ho Ho Ho Happy Holidays | December 20
 - Songs of the Season | December 12
 - Happy Thanksgiving | November 21
 - Travel Stress Free | November 19
- **EdHat:**
 - Way Back When: Nowhere to Park It | December 15
- **The Voice**
 - SBA Gifted PathPoint Mural | January 4, 2019

2. Business Development

a. Air Service Development

- Participating at Routes Americas airline meeting event February 11-15. Anticipating confirmation of requested airline meetings including both current and target carriers.
- Evaluating proposal submitted by Contour requesting local marketing support for Vegas service.

b. Property Management

- Employee parking operation concluded on January 7.
- FBO next phase of work (Development Plan) kick off meeting with LeighFisher scheduled, formation of internal, cross-disciplinary team to begin work with LeighFisher.
- Near completion of negotiations for new lease of 10,000SF Building 114 (formerly occupied by Teledyne).
- The Water Store relocated from Building 223 (94 Frederick Lopez) to Goleta. Preparing space for new leasing effort.
- “Now Leasing” signage at 6100 Hollister is generating viable inquiries for commercial/industrial locations.
- Awaiting response from the General Services Administration (GSA) regarding continued tenancy by MSTs in building #126 at 6150 Botello Road.
- Resuming negotiations with FedEx for proposed 10-year agreement for 495 S. Fairview
- D&G Lin car dealership is on hold pending questions about potential brand consolidation.
- New Accounting Coordinator (Tracey Kelly) starting on 1/28.

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.

4. Certification & Operations

- The recently revised Airport Certification Manual (ACM) was approved by the FAA on December 12, 2018.
- Noise Abatement- See visual report in Section F. In December SBA received a total of 193 noise complaints. Eighty-six (86) complaints resulted from aircraft that did not fly a voluntary noise abatement procedure. Letters are being sent to aircraft operators in response to these 86 noise complaints.

C. CAPITAL PROJECTS

1. Airline Terminal Solar Project

EEl Solar One, LLC and Airport staff have tentatively agreed on revising the current power purchase agreement. The tentative agreement would slightly increase the per kilowatt hour price for energy in exchange for establishing a predetermined Airport purchase price schedule for the PV collection system. Under the proposed agreement the facility could revert to the Airport at no cost at the end of the 20 year agreement. Following City Attorney review of the proposed revisions staff will seek Commission and City Council approval of the terms of the agreement.

2. 495 South Fairview Electrical Update

The new electrical switchgear was energized by SCE on December 21, 2018 and put into service on December 26, 2018.

3. 6100 Hollister Avenue

Construction is continuing on all five of the new buildings. The expected completion date is May 2019, pending no significant rain delays. As of January 7, all site work is on hold due to rain/excessive moisture until the site allows for further construction. Interior building work continues.

4. 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 December 31, 2018, preliminary operating revenues were 0.2% below budget. Preliminary operating expenditures were 8.2% below budget, with encumbrances, expenditures 10.1% above budget.

November 2018 Concessions

Concession	Gross Revenue	Airport Revenue	Contracts	Gross Revenue per Enplanement	Gross Revenue per Enplanement for FY18
Restaurant-Landside	\$10,510	\$1,086		\$.28	\$.37
Restaurant-Airside	\$167,881	\$16,745		\$4.54	\$4.37
Restaurant-Total	\$178,391	\$17,831		\$4.82	\$4.69
Gift Shop	\$95,654	\$10,390		\$2.59	\$2.71
Rental Cars	\$1,402,929	\$140,657	7,671	\$37.94	\$41.25

E. CITY COUNCIL APPROVALS

January 8, 2019

SUBJECT: Professional Services Agreement With LeighFisher Inc.

RECOMMENDATION:

That Council approve and authorize the Airport Director to execute a three-year professional service agreement with LeighFisher Inc., for consultant planning and analysis for Santa Barbara Airport's Fixed Base Operator Redevelopment Project, in an amount not to exceed \$242,000.

F. SAFETY, ENFORCEMENT, AND PROTECTION REPORT – December 2018

Safety	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FYTD
Aircraft Accidents	0	0	2	0	0	0							2
Aircraft Alerts	0	0	3	0	0	1							4
Disabled Aircraft	2	1	3	1	1	0							8
Vehicle Accidents	1	2	4	0	4	3							14
Medical Calls	4	7	1	0	1	2							15
Airfield Safety Inspections	2	64	66	58	45	32							267
Wildlife Management	2	4	1	3	2	0							12
FOD Removal	2	2	2	4	3	0							13
Escort Details	0	14	9	2	4	10							39
Enforcement	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FYTD
Penal Code Violations	11	4	11	5	5	6							42
Vehicle Code Violations	2	4	2	5	4	3							20
Health & Safety Code	0	0	0	2	0	0							2
Welfare & Institutions Code	0	2	2	3	2	3							12
Municipal Code	2	5	1	2	0	3							13
Security Violations	19	13	17	7	6	10							72
Assisting Other Agencies	19	8	14	9	3	9							62
911 Hang-Ups	0	1	0	0	0	3							4
Protection	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FYTD
Law Enforcement Contacts	58	62	35	39	29	26							249
Vehicle Patrols	681	674	606	687	625	605							3878
Suspicious Circumstances	11	9	12	7	12	10							61
Keep The Peace	0	3	4	8	3	6							24
Premise Checks	22	19	8	10	11	41							111
Dignitary Security Details	0	0	0	3	2	0							5
Alarms – Access Control	6	17	10	10	8	15							66
Alarms –Other	2	5	2	6	3	1							19
TSA Required Inspections	913	941	853	862	913	889							5371
Calls For Service	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FYTD
Emergency Calls	3	8	8	0	2	3							24
Non-Emergency Calls	128	299	125	125	91	124							892
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	1.5	3							0.938
Non-Emergency Calls (in minutes)	2.563	2.78	2.618	2.239	2.22	2.855							2.565
Call Dispositions	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FYTD
Notice to Appear Citation	0	0	0	2	1	2							5
Notice of Violation	1	5	2	2	2	4							16
Parking Citation (other than white zone)	8	7	7	8	10	1							41
Report	43	3	17	3	6	6							78
Field Interview	11	7	2	8	8	5							41
Warning	13	25	23	20	16	12							109
PR Contact	19	21	7	10	18	12							87
False and Unfounded	10	7	7	6	5	6							41
Gone On Arrival	2	1	3	0	3	1							10
Unable To Locate	12	7	6	2	4	3							34
Public Assist	33	61	45	62	44	46							291
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%	100.0%	100.0%							100.0%
Responses to Unauthorized Person In SIDA	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%							100.0%
Required AOA Fence Line Inspections	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%							100.0%
Responses to Unauthorized Person In AOA	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%							100.0%
Responses Non-Emergency Calls w/in 15 Mins	98.9%	98.7%	97.6%	98.4%	99.0%	98.2%							98.4%
Completed Required Terminal Inspections	96.8%	93.5%	76.7%	77.4%	83.3%	100.0%							88.0%
Completed Require SIDA Ramp Inspections	93.5%	93.5%	83.3%	93.5%	96.7%	100.0%							93.5%
Completed Required AOA Patrols	87.1%	100.0%	83.3%	80.6%	86.7%	93.5%							88.6%
Completed Required Non-AOA Patrols	96.8%	100.0%	93.3%	93.5%	93.3%	93.5%							95.1%

* 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.