



## AIRPORT DIRECTOR'S REPORT

June 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 on schedule to launch in July
- SBA 15 second commercial playing at airline terminal
- Media Release: TSA Pre✓® Mobile RV Returning to Santa Barbara Airport | June 18

#### Recent Media Highlights:

- **TV:**
  - KEYT | On going 15 second commercial
  - KEYT | Dogs needing new homes flown to Santa Barbara Airport | June 14
  - KEYT | More Flights means more noise for Santa Barbara residents | May 21
- **City News In Brief:**
  - Fly SBA | June 20
  - TSA Pre-Check Mobile Van Coming to Airport | June 10
  - Fly SBA | May 20
- **Forbes.com**
  - A Relaxing Weekend in Santa Barbara | June 10
- **Noozhawk:**
  - Memorial Day Ceremonies Planned Throughout Santa Barbara County | May 23
  - TSA Pre-Check Returns to Santa Barbara Airport | June 19
- **Pacific Coast Business Times**
  - Passenger Counts Take Off at Airports in SLO, SBA | June 7
- **EdHat:**
  - Way Back When: An Aviation First for Santa Barbara | June 15
  - SBA Tower Panorama | June 14
  - TSA Pre-Check at the SB Airport? | June 13

#### 2. Business Development

##### a. Air Service Development

- Airport Director and Business Development Manager attended the annual airport/airline "JumpStart" meeting June 3-5 in Nashville. Met with eleven carriers, both currently serving and prospective airlines. Reached agreement with both Alaska Airlines and Southwest Airlines to plan corporate visits to discuss new service in fall 2019 and spring 2020 respectively.

- Airport Director and Business Development Manager attended corporate headquarters meeting with United on June 20, accompanied by air service consultant Kevin Schorr, Campbell Hill Aviation, and Kathy Janega-Dykes, Visit Santa Barbara.

#### **b. Property Management**

- Delta Air Lines has received its building permit for the Airline Terminal and will soon begin construction. Coordinating phasing of construction.
- Hiring Fair planned by Delta's ground handling company, G2. Must hire and train sufficient staff prior to start of service.
- Addressing critical space shortage issue in the ticketing lobby by relocations of Contour Airlines, Alaska Airlines and Sun Country Airlines. Complicated by lack of ticket counter millwork. Must be completed prior to Delta's ticket counter construction.
- Hosted airline staff meeting to brief on various projects underway to more efficiently use limited Airline Terminal space: Gate 1 expansion, Shared gate-use transition, Gate 3 boarding bridge installation.
- Made selection of vendor Amadeus EASE system for shared gate-use; negotiating agreement, establishing phased transition schedule with IT representatives from each carrier.
- Reached decision to replace all of the gate level millwork inserts in conjunction with transition to shared use gates in order to create a standardized configuration for airline employee use.
- Executed lease agreements for multiple tenants in 6100 Hollister development in anticipation of Certificate of Occupancy on July 1.
- Established Signage Program guidelines for new tenants at 6100 Hollister.
- Notified Civil Air Patrol of need to relocate their premises from Airport Administration building September 1 to make way for additional Airport Administration office space. Negotiating proposed relocation to Airport Visitor's Center on Hartley Place.
- Year-end reconciliation of airline rates and charges which will result in some refunds to carriers due to the number of carriers added during the year.
- Negotiating Lease and Operating Agreement with Delta Air Lines.
- Working with concessionaire First Class Concessions to address reoccurring customer service issues, as well as capacity issues in light of dramatic increase in enplaned passengers.
- Relocated terminal employee parking to the Hollister Avenue parking lot due to availability shortages on multiple days in May. Reinstated shuttle operation from the parking lot, departing every 15 minutes.
- Scheduled meeting with representatives from rental car companies to plan for displacement of ready return parking area for Gate 1 expansion project.
- Posted new Property Management Specialist position to be added after July 1.

### **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.

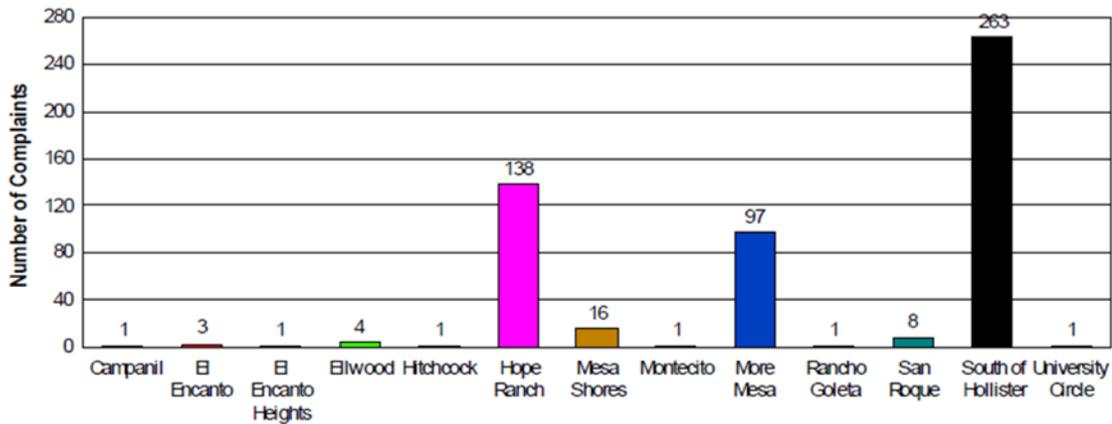
#### 4. Certification & Operations

- Annual FAA Part 139 Airport Inspection occurred May 13-15.
- Triennial Full-Scale Disaster Drill with mutual aid partners is scheduled for Wednesday, September 25, 2019.
- Pre-Bid held for Security System Upgrade Project.
- Staff is hosting a PublicVue Workshop on Wednesday, July 10<sup>th</sup> at 6pm to provide a training presentation on the PublicVue system.
- Noise Abatement
  - In May SBA received a total of 535 noise complaints. 84 letters were sent to aircraft operators in response to noise complaints that resulted in an aircraft not following voluntary noise abatement procedures.

#### Complaint - Histogram

Start Date / Time: 2019-05-01 00:00:00  
 End Date / Time: 2019-05-31 23:59:59

Group By: Community  
 Filter Name:



Total Number of Complaints: 535

### C. CAPITAL PROJECTS

#### 1. Airline Terminal Solar Project

After reaching tentative agreement, EEI Solar One, LLC has proposed additional significant changes to the Power Purchase Agreement that are far less favorable to the Airport. Staff have communicated continued support for the terms of the tentative agreement and have rejected subsequent proposals.

#### 2. 6100 Hollister Avenue

Construction is scheduled to be complete on June 30, 2019. Certificates of occupancy will be granted for buildings 2-5, while building 1 requires tenant improvements in order to gain its certificate of occupancy.

### 3. Terminal Projects

- SUPPS: With the support of consultant AvAirPros, staff selected Amadeus EASE system for shared gate use technology. Upon execution of the Implementation Agreement, Software License Agreement and Service Support Agreement by Amadeus, staff will seek City Council authorization for the system purchase, including new millwork inserts for gate podiums and network switches which will isolate the future system from the Airport’s own network system in the Airline Terminal. A training station will be set up in the Terminal for airline employee training – initially focusing on employees of American Airlines and Delta Airlines. The objective is to convert Gate 2 prior to the service start of Delta Air Lines.
- Passenger Boarding Bridge: City Council awarded a contract to John Bean Technologies on June 4, 2019, for Passenger Boarding Bridge No. 3. The contract is currently being executed and a Notice to Proceed is expected to be issued by June 24, 2019. Although the contractor has six months to complete the project, they have indicated if the permitting goes smooth the jet bridge could be operational in October 2019.
- Gate 1: On June 4, 2019, City Council awarded a contract for the relocation of chain link fencing on the south side of the terminal apron. The contract is currently being executed and a Notice to Proceed is expected to be issued by June 24, 2019. The fence relocation will start in July 2019 pending approval of the Construction and Safety Phasing Plan by the FAA. Additional items of work including the light relocation and concrete improvements are scheduled to have bids open on June 20, 2019. This work will commence in August 2019, pending approval of the Construction and Safety Phasing Plan by the FAA.

### D. FINANCIAL SUMMARY

As of May 31, 2019, operating revenues were 0.1% below budget. Operating expenditures were 9.4% below budget, with encumbrances, expenditures 2.9% below budget.

#### April 2019 Concessions

Concession	Gross Revenue	Airport Revenue	Contracts	Gross Revenue per Enplanement	Gross Revenue per Enplanement for FY18
Restaurant-Landside	\$10,126	\$1,046		\$.27	\$.37
Restaurant-Airside	\$176,457	\$17,663		\$4.62	\$4.37
Restaurant-Total	\$186,583	\$18,709		\$4.89	\$4.69
Gift Shop	\$102,936	\$8,036		\$2.70	\$2.71
Rental Cars	\$1,473,185	\$147,281	8,237	\$38.60	\$41.25

### E. CITY COUNCIL APPROVALS

None.