



AIRPORT DIRECTOR'S REPORT September 2019

Meeting 09/25/19
Agenda Item No. 4

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

- Launch of new website still pending contractual issues between City and website hosting vendor. Ready to launch once resolved.
- Preparations for participation and sponsorship at Goleta Lemon Festival. Contour Airlines donating two tickets.
- Meeting with City Fire Public Information Officer (PIO) staff for coordination of Airport emergency response and develop plan for Triennial exercise.
- Launch of digital marketing campaign for Delta Air Lines service in cooperation with Visit Santa Barbara, as part of Air Service Incentive Program. In market through December.

Recent Media Highlights:

- **TV:**
 - On-going 15 second public service announcement
 - Runway Repair Issues at SFO Impacts SB Travelers | September 10
 - Quick Response to SBA plane crash helps avoid bigger disaster | August 28
 - Passengers find alternatives after plane crash delays at SBA | August 27
 - Santa Barbara Airport Reopens Main Runway - August 26
 - C130 Wreckage Moved Off Runway and Towed to Hangar at SBA | August 26
 - 7 Escape Injury After Plane Crash Lands at SBA | August 25
- **RADIO:**
 - KCLU | Some Airline Service Impacted by SFO Runway Repairs | September 8
 - SBA Reopens to Commercial Service after 19 Hour Shutdown | August 26
 - SBA Remains Closed in Wake of Cargo Plane Crash Landing | August 26
 - Transport Plane Makes Emergency Landing at South Coast Airport | August 26
- **NOOZHAWK:**
 - Runway Work at SFO Causing Cancellations of Santa Barbara Flights | September 9
- **City News In Brief:**
 - Fly Nonstop to Denver on Frontier Airlines | September 16
 - FlySBA.com | September 9
- **Pacific Coast Business Times**
 - Flights Cancelled After Plane Crash at SBA | August 26
- **World Airline News.com**
 - SkyWest Starts Delta Connection Service Between SBA and SLC| August 19
- **Aero News Network**
 - Santa Barbara Airport Studies FBO Expansion | September 7
- **The Sacramento Bee**
 - Sacramento Launches Flights to Palm Springs, Santa Barbara | September 16

2. Business Development

a. Air Service Development

- Preparing follow up to air carrier meetings to encourage new service in 2020 partnering with Visit Santa Barbara.
- Preparing for October air carrier meeting regarding other service targets
- Sun Country Airlines ended its seasonal service on September 1. Has indicated that they do not believe they will return for seasonal service in 2020.
- Frontier Airlines will transition to seasonal service to Denver on November 12 with plans to return in spring 2020.
- Contour Airlines will divert Las Vegas RON beginning September 16, reportedly due to overnight space constraints.
- Delta Salt Lake digital marketing campaign to run September through November supported by both SBA and Visit Santa Barbara.

b. Property Management

- Scheduling the implementation of Phase II of the Amadeus shared gate-use software at Gates 1, 2b, 3, 4 and 5a and 5b. Anticipated to go live by the end of October. System working well so far at Gate 2a.
- Completing negotiations for another tenancy at 6100 Hollister.
- Lease agreement Senseker Engineering in Bldg 114 prepared for City Council approval on 10/1
- Lease agreement for Mission Test and Support Services (MSTS) approved first and second reading at City Council, effective date November 1.
- Year-end reconciliation of the rental car agencies was completed.
- Completed construction adjacent to rental car ready return lot early on 9/17. Reallocated parking stalls to rental car companies.
- New Property Management Specialist, Natalie Salamack, started at the Airport on 9/3.
- Continuing negotiations with attorney representing lessees of High Sierra Grill, seeking early termination of lease.
- Issued Notice of Termination (Notice to Vacate) to Civil Air Patrol in Airport Administration offices effective October 14, in accordance with lease agreement terms.
- Continued refinement of FBO redevelopment scope and examination of project assumptions.
- Preparations with LeighFisher re: pending negotiations with existing FBOs for continuity of operations during redevelopment.

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

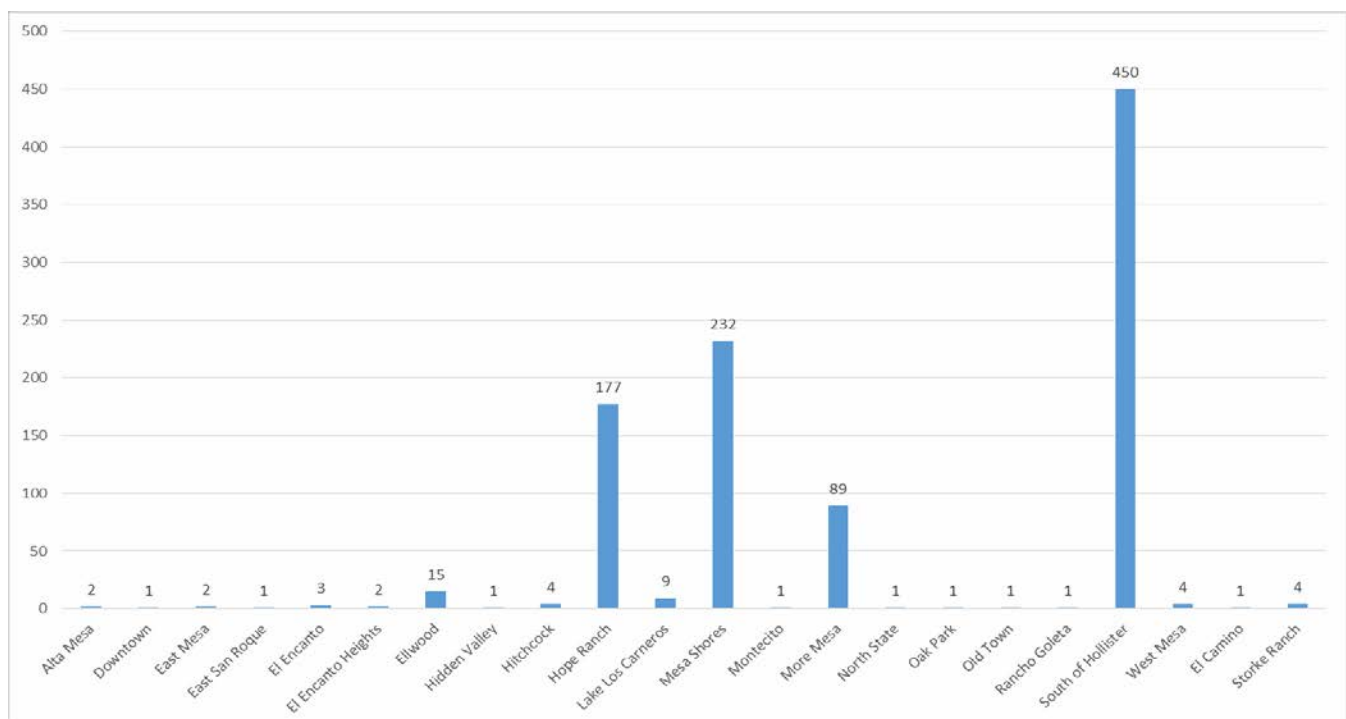
- Operations staff supported the response and continuing recovery efforts for the C-130 accident on August 25, 2019.
- Enhanced Security Awareness training began September 3, 2019 for airline/ground handler SIDA security badge holders.
- Operations staff are leading the SBA Triennial Full-Scale Disaster Drill on Wednesday, September 25, 2019.
- Security System Upgrade Project pre-construction meeting is scheduled October 10, 2019.
- Noise Abatement
 - In August, SBA received a total of 1002 noise complaints. Due to unusually high complaint volumes in July and August, complaints remain in the research, correlation, and investigation phase.

Complaint – Histogram

Total Number of Complaints: 1002

Start Date / Time: 2019-08-01 00:00:00
 End Date / Time: 2019-08-31 23:59:59

Group By: Community
 Filter Name:



C. CAPITAL PROJECTS

1. Airline Terminal Solar Project

EEI Solar One, LLC partnered with another firm to assist with moving the project forward. Based on input from the new partner, EEI Solar One, LLC proposed amendments to the existing power purchase agreement. Staff and City Attorney will be reviewing the proposal to determine the appropriate course forward.

2. Terminal Projects

- SUPPS: Scheduling the implementation of Phase II of the Amadeus shared gate-use software at Gates 1, 2b, 3, 4 and 5a and 5b. Anticipated to go live by the end of October. System working well so far at Gate 2a.
- Passenger Boarding Bridge: City Council awarded a contract to John Bean Technologies (JBT) on June 4, 2019, for Passenger Boarding Bridge No. 3. A Notice to Proceed has been issued effective June 24, 2019. Although the contractor has six months to complete the project, JBT has indicated if the permitting goes smooth the jet bridge could be operational in November or December 2019.
- Gate 1: On June 4, 2019, City Council awarded a contract for the relocation of chain link fence on the south side of the terminal apron and on July 30 awarded a contract for the Gate 1 reconfiguration work on the terminal apron. The fence relocation has been completed. The gate 1 items of work including the light relocation and concrete improvements are scheduled to commence construction on August 26, 2019 and are complete with the exception of the concrete cure and final pavement marking, which is scheduled to be completed by the middle of October 2019.

D. FINANCIAL SUMMARY

As of August 31, 2019, operating revenues were 4.1% below budget. Operating expenditures were 19.3% below budget, with encumbrances, expenditures 69.0% above budget.

July 2019 Concessions

Concession	Gross Revenue	Airport Revenue	Contracts	Gross Revenue per Enplanement	Gross Revenue per Enplanement for FY19
Restaurant-Landside	\$16,888	\$1,759		\$.37	\$.30
Restaurant-Airside	\$204,997	\$20,208		\$4.61	\$4.61
Restaurant-Total	\$221,885	\$21,967		\$4.85	\$4.91
Gift Shop	\$128,138	\$12,092		\$2.80	\$2.78
Rental Cars	\$1,684,177	\$168,328	8,157	\$36.80	\$41.70

E. CITY COUNCIL APPROVALS

September 10, 2019

SUBJECT: Lease Agreement With Mission Support And Test Services LLC

RECOMMENDATION:

That Council introduce and subsequently adopt, by reading of title only, an Ordinance of the Council of the City of Santa Barbara Approving and Authorizing the Airport Director to Execute a

Lease Agreement Between the City of Santa Barbara and Mission Support and Test Services to Lease 8,800 Square Feet of Building 226, and 47,692 Square Feet of Adjacent Land at 6190 Francis Botello Road at Santa Barbara Airport for a Term of Seven Years and Six Months (7.5 Years) Commencing Upon the First Day of the Month Following Adoption of the Enabling Ordinance.

SUBJECT: Contract With The American Association Of Airport Executives For Transportation Security Clearinghouse Services

RECOMMENDATION:

That Council authorize the Airport Director to execute a contract with American Association of Airport Executive's (AAAE) Airport Research and Development Foundation's Transportation Security Clearinghouse for a management system to facilitate rideshare operator compliance, data analytics, and account reconciliation for an initial term of two years.

SUBJECT: Contract For Construction Of The Santa Barbara Airport Security System Rehabilitation Project

RECOMMENDATION: That Council:

A. Award a contract with Birdi, Inc., in their low bid amount of \$1,820,993 for construction of the Santa Barbara Airport Security System Rehabilitation Project, Bid No. 3957A; and authorize the Public Works Director to execute the contract and approve expenditures up to \$182,100 to cover any cost increases that may result from contract change orders for extra work and differences between estimated bid quantities and actual quantities measured for payment;

B. Authorize the Public Works Director to execute a contract with Faith Group, LLC in the amount of \$237,852 for construction support services, and approve expenditures of up to \$23,785 for extra services of Faith Group, LLC that may result from necessary changes in the scope of work;

C. Approve an increase in appropriations and estimated revenues by a total of \$2,575,176 in the Airport's Grant Fund for the Airport Security System Rehabilitation Project, to be funded by Federal Aviation Administration Airport Improvement Grant 3-06-0235-056 in the amount of \$2,334,655, and a transfer of \$240,521 from existing appropriations in the Airport Operating Fund for the City's match;

D. Approve the allocation of remaining appropriations from the design of the Northeast Apron Rehabilitation Phase II Project in the Airport Capital Fund in the amount of \$42,570 for contract change order authority for the Airport Security System Rehabilitation; and

E. Approve an increase in appropriations and estimated revenues by \$3,315 in the Airport Capital Fund for contract change order authority for the Airport Security System Rehabilitation Project, to be funded by a transfer from appropriated reserves in the Airport Operating Fund.