



## AIRPORT DIRECTOR'S REPORT October 2019

Meeting 10/16/19  
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

- FlySBA.com to launch in October
- SBA 15 second commercial playing at airline terminal
- Media Releases:
  - Triennial Full-Scale Disaster Scheduled September 25– September 24
- Lemon Festival Participation – 1,200 entries for two free Contour tickets

#### Recent Media Highlights:

- **TV: KEYT**
  - On-going 15 second commercial
  - Runway Repair Issues at SFO Impacts SB Travelers | September 10
  - Airplane Crash Drill Creates Real Life Scenario in SB | September 25
  - Smoke May Be Visible from SBA During Emergency Drill | September 24
- **TV: KSBY**
  - Full-scale Disaster Drill Held at Santa Barbara Airport | September 25
  - SBA Conducting Full Scale Disaster Drill | September 24
- **NOOZHAWK:**
  - Simulated Crash Provides Training Opportunity at SBA | September 25
  - Delay for Airport Land Use Compatibility Plans | September 19
  - Concerns Over Community Impacts Could Delay SBCAG Decision on new Airport Land Use Plans | September 18
- **City News In Brief:**
  - Fly Nonstop to Denver on Frontier Airlines | September 16

#### 2. Business Development

##### a. Air Service Development

- Using data from Lemon Festival survey in marketing materials. Top service request: Chicago.
- Preparing for October air carrier meetings regarding other service targets.

##### b. Property Management

- Senseseekers long term lease for building 114 approved by City Council. Have taken occupancy.
- Dean's lease executed, tenant improvement plans in progress.

- Civil Air Patrol will vacate Airport Administration building on October 14. Will occupy storage location in building 304 and conduct once weekly meetings at the Visitor Center.
- Reallocation of stalls in the ready-return lot post-Gate 1 project in process.
- Phase II SUPPS implementation underway with air carriers, completion planned for first week of November.
- Settlement negotiations still ongoing with lessees of High Sierra.
- Executing consultant contract with LeighFisher for support in draft new generation airline operating and lease agreement for 2020.
- Preliminary analysis of post-May 2020 FBO agreement structure.

### **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. FBO Redevelopment Project**

Estimated Cost: \$242,000 (planning)

The FBO project has ramped up in intensity with weekly core staff team meetings to review deliverables prepared by consultant LeighFisher. Work on multiple elements is taking place concurrently with a particular focus on future community involvement, and the continuity of FBO operations beyond May 2020.

### **4. Certification & Operations**

- Operations staff led the successful completion of the SBA Triennial Full-Scale Disaster Drill on Wednesday, September 25, 2019. A special thank you to the 62 volunteers, to Delta Airlines for responding as the mock airline, and to all the Airport staff who helped make the Drill an outstanding success! The Drill was made possible by the participation and support of the following mutual aid partners, volunteers, and Airport tenants:
  - City of Santa Barbara Airport, Fire, and Police Departments
  - City of Santa Barbara Office of Emergency Services
  - Santa Barbara County Fire, Sheriff, Coroner's and Office of Emergency Services
  - Carpinteria, Montecito, and Summerland Fire Departments
  - Federal Aviation Administration
  - Transportation Security Administration
  - American Red Cross
  - American Medical Response
  - California Highway Patrol
  - Delta Airlines
  - United Airlines
  - American Airlines

- Alaska Airlines
  - Contour Airlines
  - Signature Flight Support
  - Atlantic Aviation
  - UCSB Campus Police
  - Easy Lift
  - MTD
  - Local students role-playing emergency “victim” volunteers
  - Local community members role-playing emergency “victim” volunteers
- The Security System Upgrade Project kicked off with the pre-construction meeting Thursday, October 10, 2019 with the contractor selected for the project, Birdi & Associates.
  - Noise Advisory Program
    - Due to unusually high complaint volume in August and September, staff continue to record, research, correlate, and investigation noise complaints. Total September monthly complaint data and letters sent will be provided as soon as possible.

## **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: Airlines currently working with vendor, Amadeus, and City IT staff to prepare network connections in anticipation of gate podium transition over two week period at the end of October/first week of November.
- 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. The new jet bridge foundation has been poured and is awaiting the new jet bridge.
- 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 commenced 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 September 30, 2019, preliminary operating revenues were 2.4% below budget. Preliminary operating expenditures were 13.9% below budget, with encumbrances, expenditures 43.5% above budget.

## August 2019 Concessions

Concession	Gross Revenue	Airport Revenue	Contracts	Gross Revenue per Enplanement	Gross Revenue per Enplanement for FY19
Restaurant-Landside	\$17,207	\$1,794		\$.36	\$.30
Restaurant-Airside	\$221,974	\$22,024		\$4.60	\$4.61
Restaurant-Total	\$239,181	\$23,818		\$4.96	\$4.91
Gift Shop	\$133,268	\$14,327		\$2.76	\$2.78
Rental Cars	\$1,858,244	\$185,742	9,276	\$38.51	\$41.70

## E. CITY COUNCIL APPROVALS

### September 17, 2019

**SUBJECT:** 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.

THE CITY COUNCIL OF THE CITY OF SANTA BARBARA DOES ORDAIN AS FOLLOWS:

SECTION 1. In accordance with the provision of Section 521 of the Charter of the City of Santa Barbara, a seven and one half year lease agreement between the City of Santa Barbara and Mission Support and Test Services (MSTS) at 6190 Francis Botello Road at Santa Barbara Airport, is hereby approved.

### September 24, 2019

**SUBJECT:** Increase In Professional Services Contract With Hiltachk Marketing Group

#### **RECOMMENDATION:**

That Council authorize the Airport Director to execute an amendment to Professional Service Agreement No. 25,939 with Hiltachk Marketing Group to increase the contract not to exceed amount by \$150,000 to provide marketing support for air service development efforts at Santa Barbara Airport for an additional two years, for a total contract amount not to exceed 270,000, with funding authorized on an annual basis.

**October 1, 2019**

**SUBJECT: Employee Recognition – Service Award Pins**

**RECOMMENDATION:** That Council authorize the City Administrator to express the City's appreciation to employees who are eligible to receive service award pins for their years of service through October 31, 2019.

**5 YEARS**

Kellie Reed, Airport Operations Supervisor, Airport Department

**25 YEARS**

Matthew (Matt) Donahue, Senior Airport Maintenance Worker, Airport Department

**SUBJECT: Introduction Of Ordinance For Lease Agreement With Senseker Engineering, Inc.**

**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 Senseker Engineering, Inc, a California Corporation, for 10,880 Square Feet of Office and Light Manufacturing Space at 100 Frederick Lopez Road at Santa Barbara Airport for a Term of Five Years with a Five-Year Option to Extend Effective Upon the First Day of the Month Following Adoption of the Enabling Ordinance.

**SUBJECT: Airport Promotional Partnership With KEYT Fiscal Year 2020**

**RECOMMENDATION:** That Council authorize the 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 Fiscal Year 2020**

**RECOMMENDATION:** That Council authorize the 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 8, 2019**

**SUBJECT: Adoption Of Ordinance For Lease Agreement With Senseker Engineering, Inc.**

**RECOMMENDATON:** That Council 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 Senseker Engineering, Inc, a California Corporation, for 10,880 Square Feet of Office and Light Manufacturing Space at 100 Frederick Lopez Road at Santa Barbara Airport for a Term of Five Years with a Five-Year Option to Extend.