



AIRPORT DIRECTOR'S REPORT November 2019

Meeting 11/20/19
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 November
- SBA 15 second commercial playing at airline terminal
- Media Releases:
SBA & United Airlines Announce Nonstop Service to Chicago | October 28

Recent Media Highlights:

- **TV: KEYT**
 - On-going 15 second commercial
 - Santa Barbara Airport to offer nonstop service to Chicago | October 28
 - NTSB preliminary report in C-130 plane crash at SBA | October 21
- **TV: KSBY**
 - Santa Barbara Airport to offer nonstop flight to Chicago | October 28
- **NOOZHAWK:**
 - Direct Chicago flights added to Santa Barbara Airport Offerings | October 28
 - NTSB: Air-duct failure led to crash landing of C-130 at SBA | October 22
- **City News In Brief:**
 - United Fly Santa Barbara to Chicago | October 28
 - Santa Barbara Airport Fly SBA | October 21
- **Pacific Coast Business Times**
 - United to offer Santa Barbara to Chicago flights | October 28
- **Santa Barbara News Press**
 - EAA provides opportunity for local Boy Scouts to fly | November 10
 - New nonstop United Airlines flights will connect SB to Chicago | November 4
 - Failed air duct blamed for plane's emergency landing
- **EdHat**
 - NTSB releases report on SBA crash landing | October 23
- **San Luis Obispo Tribune**
 - Direct Chicago flights added to SBA offerings | October 28
 - Air-duct failure led to crash landing of C-130 at SBA, NTSB says | October 21
- **Chicago Tribune**
 - United will add flights from Chicago to CA/WA/CO next summer | October 28
- **KCLU**
 - Airport on expansion roll: New nonstop service to Chicago planned | October 28
 - Failed air duct blamed for plane's emergency landing

- **SFO Connect.com**
 - Santa Barbara Airport to offer nonstop flights to Chicago | October 28
- **KPRL 1230 Radio**
 - Santa Barbara to Chicago | October 30

2. Business Development

a. Air Service Development

- Conference call held to discuss pending Chicago announcement strategy with United.
- UA will use B737-700 instead of A319 equipment due to weight constraint on departure to ORD
- Preparing follow-up information after October air carrier meetings on the Santa Barbara inter-California market.

b. Property Management

- Executed agreement with consultant to assist in improvements to SBA air carrier lease and operating permit agreement prior to carrier negotiations in 2020.
- Completed transition to all shared use gate equipment in Air Terminal. Working to standardize regulatory signage and bag sizers to minimize equipment movement in the gate hold area.
- High Sierra Grill has retained new legal counsel after settlement negotiations failed to result in a termination of the long-term lease.
- Additional training conducted on utility management module of new property and revenue management system.
- Planned temporary transfer of duties as a result of Tom Bullers' departure from SBA.
- Planning for anticipated holiday parking lot issues – new signage, social and traditional media push.

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.

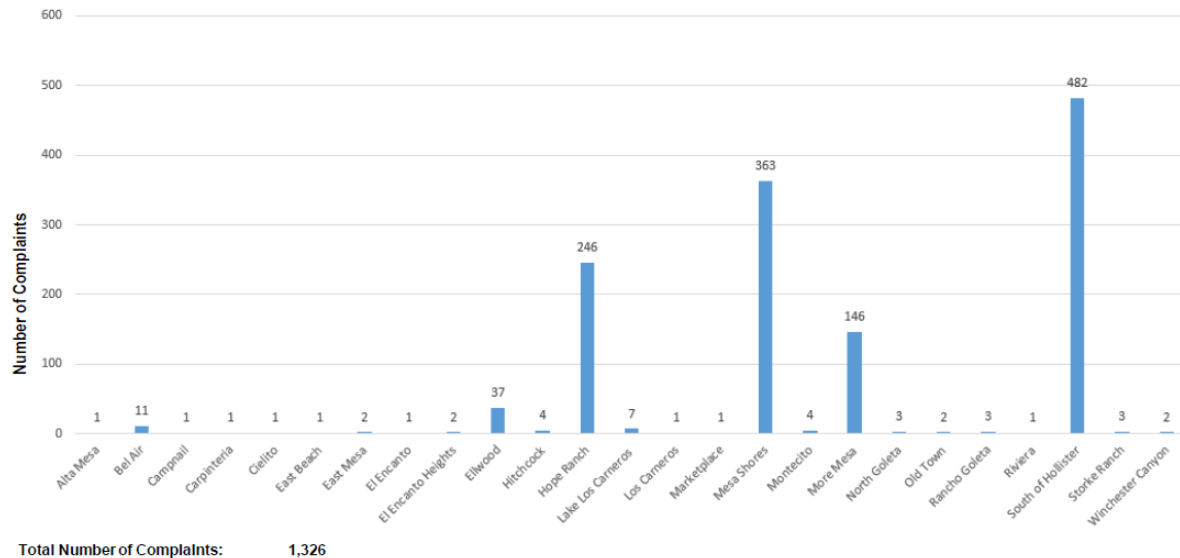
4. Certification & Operations

- The Airport participated in the annual Local Runway Safety Action Team (LRSAT) meeting with Air Traffic Control (ATC), FAA, and Airport stakeholders on October 21, 2019.
- Noise Advisory Program
 - In September, SBA received a total of 1326 noise complaints. Due to unusually high complaint volume in August, September, and October, staff continue to record, research, correlate, and investigation noise complaints. Total October monthly complaint data and letters sent will be provided as soon as possible.

Complaint - Histogram

Start Date /Time: 2019-09-01 00:00:00
End Date /Time: 2019-09-30 23:59:59

Group By: Community
Filter Name:



C. CAPITAL PROJECTS

1. Airline Terminal Solar Project

- EEI Solar One, LLC has been unable to complete development and construction of the planned solar photovoltaic system in the long term parking lot per the terms of their contract. As a result, the contract has been terminated.

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. JBT has indicated if they can secure the building permit the jet bridge could be operational in December 2019. The new jet bridge foundation has been poured and is awaiting the new jet bridge.
- Gate 1: All work associated with the Gate 1 relocation and associated terminal apron improvements has been completed. The terminal apron can now accommodate four narrow body aircraft concurrently.

D. FINANCIAL SUMMARY

As of October 31, 2019, preliminary operating revenues were 2.0% below budget. Preliminary operating expenditures were 25.0% below budget, with encumbrances, expenditures are 22.0% above budget.

September 2019 Concessions

Concession	Gross Revenue	Airport Revenue	Contracts	Gross Revenue per Enplanement	Gross Revenue per Enplanement for FY19
Restaurant-Landside	\$16,444	\$1,644		\$.35	\$.30
Restaurant-Airside	\$210,492	\$21,049		\$4.47	\$4.61
Restaurant-Total	\$226,936	\$22,693		\$4.82	\$4.91
Gift Shop	\$127,378	\$12,737		\$2.71	\$2.78
Rental Cars	\$1,712,575	\$171,256	10,299	\$36.39	\$41.70

E. CITY COUNCIL APPROVALS

October 8, 2019

SUBJECT: 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 SENSEEKER 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

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 five year and five year option lease agreement between the City of Santa Barbara and Senseeker Engineering, Inc. at 100 Frederick Lopez Road at Santa Barbara Airport, is hereby approved.

October 29, 2019

SUBJECT: Consent To Assign Lease Agreement With Twin Lakes Golf, LLC

RECOMMENDATION:

That Council authorize the Airport Director to execute a Consent to Assignment of Lease Agreement No. 20,722 between the City of Santa Barbara and Twin Lakes Golf, LLC to a reconstructed limited liability company of the same name.