



AIRPORT DIRECTOR'S REPORT December 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 launched November 25
- SBA 15 second commercial playing at airline terminal
- New internet banner advertising
- Media Release:
SBA Helps Thanksgiving Travelers Stay Stress-Free | November 21

Recent Media Highlights:

- **TV: KEYT**
 - On-going 15 second commercial
 - Airport Commission passes motion to change independent service provider policy | November 20
- **NOOZHAWK:**
 - High Sierra Grill, Flightline File Claims Against City of SB Over Lease | December 5
- **City News In Brief:**
 - Songs of the Season at SBA | December 2
- **Santa Barbara News Press**
 - Airport Commission whips up motion to show commitment to address economic discrimination concerns | November 21
 - Airport's FAA funding under threat by complaint | November 20
- **NBCBayarea.com**
 - Widespread Rain, Wind Causes 67 flight cancellations at SFO | November 30

2. Business Development

a. Air Service Development

- American Airlines twice daily DFW service will be upgauged to A319 equipment for the summer season beginning April 8.

- Alaska Airlines will add a second seasonal Seattle frequency beginning on May 21. The flight will be a RON 6:30 am morning departure to complement the existing afternoon service to Seattle. Plan to serve route with mainline Boeing equipment.
- Presented United Airlines with marketing plan for launch of Chicago service in June.

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 and Flightline LLC have filed claims against the City. City has issued of Five-Day Notice to Pay or Quit to High Sierra Grill. Will pursue unlawful detainer action if necessary.
- Added a third shuttle at an approximate cost of \$16,000 per month to accommodate employee and passenger holiday parking.
- Continued to lease 6100 Hollister property including a new lease proposal for Suite 4B.

c. FBO Redevelopment Project

- Continued weekly internal staff meetings to consider overall ramp space needs for FBOs and commercial RONs.
- Consultant Leigh Fisher conducted several simulations of scenarios for RON parking in relationship to FBO leaseholds.
- Evaluating current buildings and ramp space square footage and target rental rates for each.
- Reviewing initial draft community outreach plan.

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

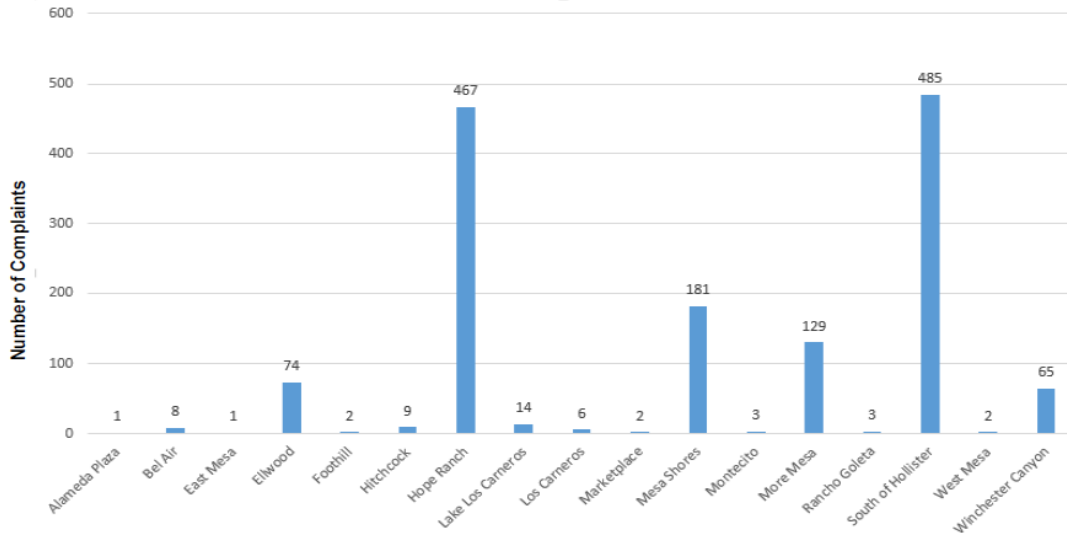
- Noise Advisory Program

- In October, SBA received a total of 1452 noise complaints.
- In November, SBA received a total of 706 noise complaints.

Complaint - Histogram

Start Date /Time: 2019-10-01 00:00:00
 End Date /Time: 2019-10-31 23:59:59

Group By: Community
 Filter Name:

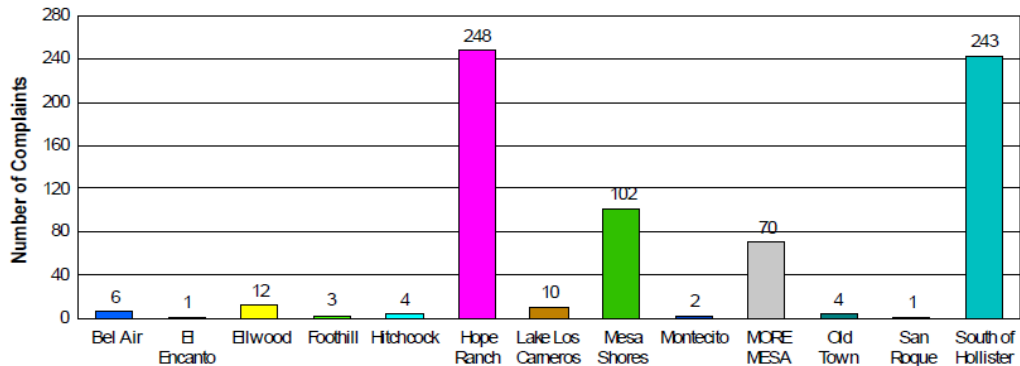


Total Number of Complaints: 1,452

Complaint - Histogram

Start Date / Time: 2019-11-01 00:00:00
 End Date / Time: 2019-11-30 23:59:59

Group By: Community
 Filter Name:



Total Number of Complaints: 706

C. CAPITAL PROJECTS

1. Terminal Projects

- Passenger Boarding Bridge: City Council awarded a contract to John Bean Technologies (JBT) on June 4, 2019, for Passenger Boarding Bridge No. 3. JBT is schedule to deliver the new jet bridge on December 9 and hopes to have it in service on December 20.

D. FINANCIAL SUMMARY

As of November 30, 2019, preliminary operating revenues were 1.6% below budget. Preliminary operating expenditures were 22% below budget, with encumbrances, expenditures are 13% above budget.

October 2019 Concessions

Concession	Gross Revenue	Airport Revenue	Contracts	Gross Revenue per Enplanement	Gross Revenue per Enplanement for FY19
Restaurant-Landside	\$17,792	\$1,779		\$.36	\$.30
Restaurant-Airside	\$218,920	\$21,892		\$4.45	\$4.61
Restaurant-Total	\$236,712	\$23,671		\$4.82	\$4.91
Gift Shop	\$133,663	\$13,366		\$2.72	\$2.78
Rental Cars	\$1,830,802	\$183,080	9,537	\$37.29	\$41.70

E. CITY COUNCIL APPROVALS

December 10 , 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 December 31, 2019.

5 YEARS

Mark Morales, Airport Operations Specialist, Airport Department

20 YEARS

David Lopez, Airport Patrol Officer, Airport Department