



AIRPORT DIRECTOR'S REPORT

September 2020

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

- New Marketing Campaign with the message of "How we fly has changed. What hasn't." Look out for the new messages on our City busses!
- New Travel Safely page on FlySBA.gov published
- Collaboration with City TV Production Crew to produce 3-5 minute Safe Air Travel segment for Inside Santa Barbara
- Great response to the new Airport Fire Department Truck social media messages
- SBA Participation in AUS's JetStream Summer Fest being submitted for an ACI-NA MarCom award for *Best in Airport Partnership*
- TSA lead 9/11 "United Together, Protecting The Homeland" moment of silence

2. Business Development

- **Air Service Development**
 - Held video conference with Contour Airlines network management to discuss current/future prospects for return to service at SBA.
 - Held video conference with Delta route management to discuss current/future prospects for return to service
 - Agreement with Visit Santa Barbara for marketing support for SEA, DEN, SLC and PDX inbound markets
 - Working with Boutique Air regarding once daily service to LAX starting October
 - Alaska adding additional frequency to SEA in November
- **Property Management**
 - Participated in AAAE PFC/Rates & Charges workshop regarding managing airline costs amidst pandemic conditions
 - Completed assignment of parking lot parcel adjacent to Super8 hotel in conjunction with sale of hotel to new owners

- Posted recruitment for Business Services Manager i.e. budget analyst for closing on 9/30
- Continued work on Atlantic relocation to building 312
- Lease for Spitfire Aviation expires on 10/31, notification of non-renewal due to delinquent rent and lack of activity
- Work continues to prepare for NE Hangar ramp impacts to tenants in Signature hangars
- Working with prospective tenant for restaurant building @ 521 Firestone
- Concluded negotiations with Coastal Aviation
- Negotiations for L3 Harris tenancy and possible expansion

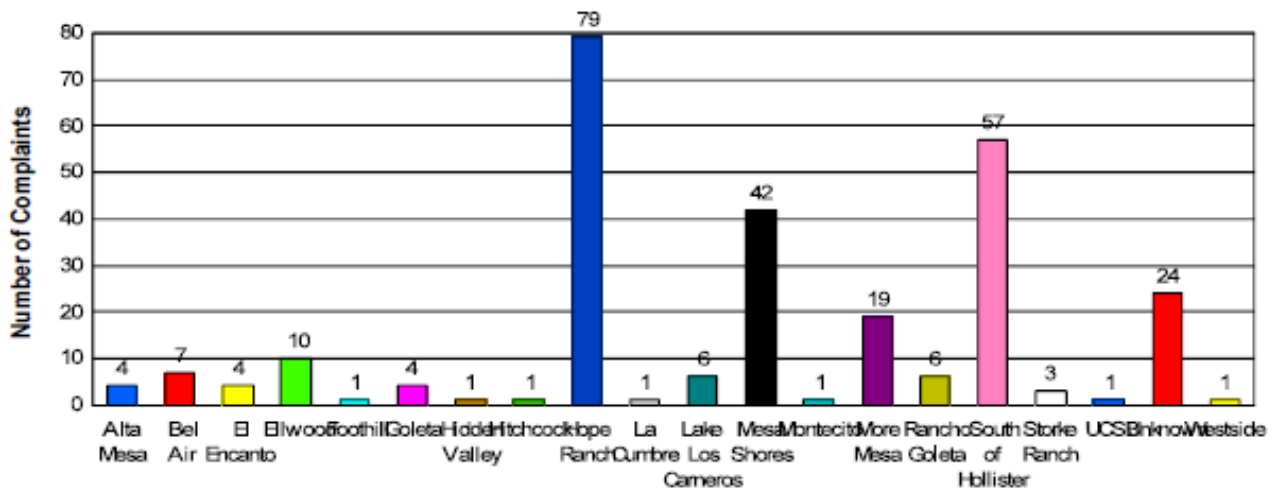
3. Certification & Operations

- Noise Advisory Program
 - In August, SBA received a total of 272 noise complaints.

Complaint – Histogram

Start Date / Time: 2020-08-01 00:00:00
 End Date / Time: 2020-08-31 23:59:59

Group By: Community
 Filter Name:



Total Number of Complaints: 272

C. CAPITAL PROJECTS

1. Federal Aviation Administration Airport Improvement Program (AIP) Grant Projects

- Airfield Sweeper: AIP Grant 059 was awarded June 29, 2020. A purchase order has been issued and the new sweeper is expected in March 2021.
- North East Hangar: AIP Grant 060 was awarded on August 24, 2020, for the base bid (Hangar 14 pavement area). The Airport has received City Council authority to front \$830,925 to cover the cost of the bid alternate portion of the project (Hangar 15 pavement area). The project commences on October 5, 2020. FAA anticipated to reimburse SBA with a grant for \$830,925 in FY2021 AIP.

D. FINANCIAL SUMMARY

As of August 31, 2020 preliminary operating revenues were 8.8% above budget. Preliminary operating expenditures were 25% below budget, with encumbrances, expenditures are 45% above budget.

July 2020 Concessions

Concession	Gross Revenue	Airport Revenue	Contracts	Gross Revenue per Enplanement	Gross Revenue per Enplanement for FY19
Restaurant-Landside	\$0.00	\$0.00		\$0	\$.37
Restaurant-Airside	\$37,554	\$3,562		\$3.42	\$4.61
Restaurant-Total	\$37,554	\$3,562		\$3.42	\$4.61
Gift Shop	\$36,007	\$1,830		\$3.28	\$2.80
Rental Cars	\$737,291	\$74,550	2,757	\$67.11	\$36.80