



## AIRPORT DIRECTOR'S REPORT December 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

- Several local news outlets highlighting increased travel over Thanksgiving
- Increased messaging of safe air travel reminders via City media outlets
- Heavy focus on what SBA is doing to provide a safe and clean environment via social media
- Increased walk through events and updates to signage and COVID-19 related needs updated in terminal
- Holiday decorations up in the terminal

#### 2. Business Development

- **Air Service Development**
  - Launch of Alaska's SBA-SAN service delayed until March 18 due to lack of demand
  - Still in negotiation with Boutique air regarding LAX service
- **Property Management/Budget**
  - New Business Services Manager – Jonathan Abad, started 12/7.
  - Continued work on Atlantic relocation to building 312
  - NE Hangar ramp project is nearing completion
  - Working on potential lease extension for L3 Harris
  - Completing reconciliation of airline rates and charges for FY20

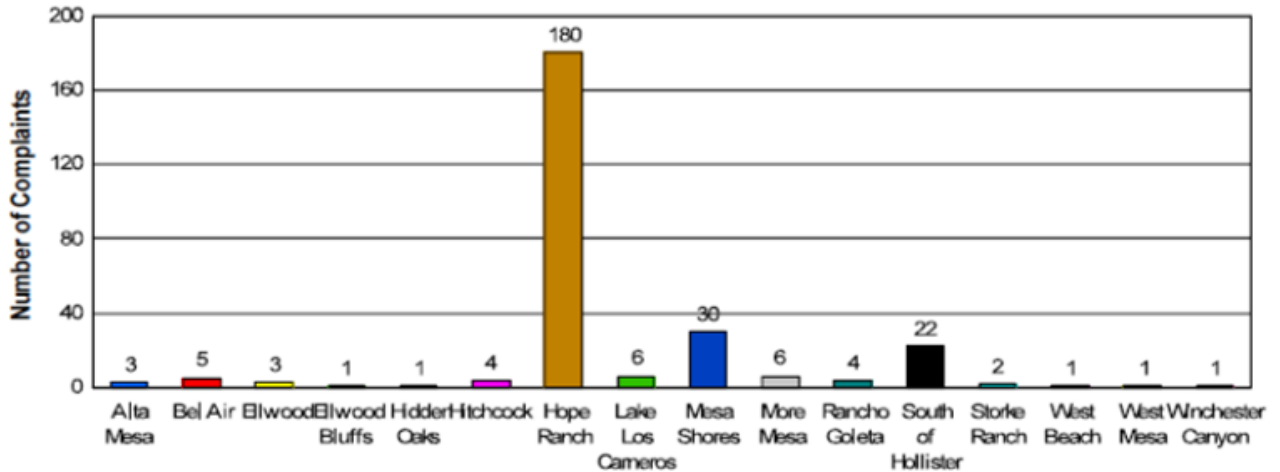
#### 3. Certification & Operations

- Noise Advisory Program
  - In November, SBA received a total of 270 noise complaints.

## Complaint – Histogram

Start Date / Time: 2020-11-01 00:00:00  
 End Date / Time: 2020-11-30 23:59:59

Group By: Community  
 Filter Name:



Total Number of Complaints: 270

## 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 commenced on October 5, 2020 and is scheduled to be complete by December 30, 2020.

## D. FINANCIAL SUMMARY

As of November 30, 2020 preliminary operating revenues were 21.2% above budget which is due to CARES ACT Grant. Preliminary operating expenditures were 24% below budget, with encumbrances, expenditures are 13% above budget.

**October 2020 Concessions**

<b>Concession</b>	<b>Gross Revenue</b>	<b>Airport Revenue</b>	<b>Contracts</b>	<b>Gross Revenue per Enplanement</b>	<b>Gross Revenue per Enplanement for FY20</b>
Restaurant-Landside	\$0.00	\$0.00		\$0	\$0.36
Restaurant-Airside	\$56,975	\$3,988		\$4.42	\$4.45
Restaurant-Total	\$56,975	\$3,988		\$4.42	\$4.82
Gift Shop	\$49,371	\$2,871		\$3.83	\$2.72
Rental Cars	\$948,532	\$94,853	3,644	\$73.71	\$37.29

**E. CITY COUNCIL APPROVALS**

**October 20, 2020**

**Subject: Sole Source Vendor For Airport Passenger Boarding Bridge Onboard Ground Power Unit**

**Recommendation:**

That Council Authorize the City's General Services Manager to issue a Purchase Order to JBT AeroTech Corporation in the amount of \$42,649.58 pursuant to the Sole Source provisions of the Santa Barbara Municipal Code Section 4.52.0709(K) for the purchase of a Passenger Boarding Bridge Ground Power Unit.