



## AIRPORT DIRECTOR'S REPORT

February 2022

### A. AIRPORT OPERATIONS

- Passenger Count
- Aircraft Operations
- Air Freight

### B. PROGRAMS

#### 1. Marketing & Communications Program

- Spring/Summer SBA Brand Marketing Campaign finalization and launch – similar look and feel with a message of flying your home town Airport
- Plane Pull fundraising event in partnership with Alpha Resource Center and Alaska Airlines on Saturday, February 26 – will provide post event report next meeting.
- SWAAAE Conference Participation – Deanna, Aaron and Angi attended, and Angi moderated a panel session on “Transformative Relationships Through Strategic Marketing and Community Relations”
- Website redesign City project work continues and FlySBA.com redesign started – focus to create an even more modern and greater user experience for our varied stakeholder

#### 2. Business Development

- **Air Service Development**
  - Southwest visit February 15-17 was a success. Airline continuing with current level of service, while considering potential added frequencies and/or destinations.
  - Current market shares: Southwest 35%, United 31%, American 26% , Alaska 8%. Historic low for United.
  - United struggling like most of carriers nationwide with pilot and aircraft shortages. Still no confirmation on return of summer ORD service.
  - Alaska considering up-gauge on Seattle due to overflow demand, all routes, including San Diego doing well.
  - American plans 50% increase in capacity beginning May with 2x daily Phoenix on Airbus 319 plus 2x Embraer 175, and 2x daily Dallas on the same.
- **Property Management**
  - Annual airline meeting to discuss FY 21 reconciliation and FY 23 rates/charges scheduled for March 7.

- Continued staffing shortage in Properties, however, with addition of Administrative Specialist promotion of Tracy Berg to Property Management Specialist.
- Work initiated on new airline agreement including new outside aviation-specialized legal counsel. Target date is July 1, 2023 for this ambitious project.
- Terminal advertising contract will end March 31. Interim in-house management necessary while RFP process is completed.
- Parking revenue management system needs replacement, RFP in April.
- Atlantic renovation of 1503 Cook Place is officially started. Estimated completion September 20, 2022.
- Signature received and is reviewing new lease. Target approval in March by Council.
- Inovati relocating to former L3 Harris property under Temporary License to Use pending Commission approval of new lease.
- Lease discussions underway with multiple potential new tenants for vacant commercial industrial properties.

### **3. Facilities Maintenance**

- Passenger Boarding Bridge Maintenance
  - Passenger Boarding Bridges at Terminal Gates 1, 2, and 4 are now in their 10<sup>th</sup> year of service. The Facilities Division will be taking these boarding bridges out of service one at a time for a week at a time in order to perform the manufacturer-recommended 10 year service overhaul.
- Winter Storm Preparation
  - The County Flood Control District completed dredging the Carneros Creek sediment basin in December 13, 2021 under Airport staff escort. On December 14, a rainstorm re-opened the Goleta Slough mouth restoring tidal flow into the Goleta Slough that was blocked by beach sand. Over December 22-23, SBA received 3.75” of rain in 24-hours, resulting in the closure of two taxiways due to flooding. Additionally, on December 25 a “wind event” took down a portion of a tree on Hollister Avenue causing damage to the Economy Lot fence. SBA was able to remain open through these unusual weather events due to the hard work and preparation of the Airport Maintenance Crew.

## **C. CAPITAL PROJECTS**

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

- Coffman and Associates provided a draft Taxiway H Environmental Assessment (EA) for FAA review in December 2021. Staff will meet in February 2022 with FAA to review comments on the draft EA.

- A Request for Qualifications for the Airfield Marking, Signage, and Lighting Plan update was advertised on March 10, 2021. Staff selected Mead & Hunt to complete this task and was awarded the contract on June 8, 2021 by City Council. This project will bring the Airport into compliance with Federal Aviation Administration taxiway nomenclature protocol by changing the names of several existing taxiways at the Airport, as well as upgrading airfield lighting and signage to LED lights. Project is currently near the 90% design phase and will be implemented in FY 2023.
- City staff is conducting interviews for preliminary conceptual design for the Terminal Expansion and Parking Garage per the 2017 Airport Master Plan.
- The Southfield Redevelopment Project is moving forward – Atlantic to move into Northside building in September 2022.
- Staff is preparing a Request for Proposals for an update to the Master Plan. The RFP will be released in March 2022.

#### D. FINANCIAL SUMMARY

As of January 31, 2022, preliminary operating revenues were 24.8% above budget. Preliminary operating expenditures were 17% below budget, with encumbrances; expenditures are 1% above budget.

#### December 2021 Concessions

| Concession          | Gross Revenue | Airport Revenue | Contracts | Gross Revenue per Enplanement | Gross Revenue per Enplanement for FY21 |
|---------------------|---------------|-----------------|-----------|-------------------------------|--|
| Restaurant-Landside | \$0.00        | \$0.00          |           | \$0                           | \$0                                    |
| Restaurant-Airside  | \$153,879     | \$16,208        |           | \$3.44                        | \$3.44                                 |
| Restaurant-Total    | \$153,879     | \$16,208        |           | \$3.44                        | \$3.44                                 |
| Gift Shop           | \$137,995     | \$14,776        |           | \$3.08                        | \$2.78                                 |
| Rental Cars         | \$1,727,431   | \$172,743       | 5,596     | \$38.59                       | \$53.62                                |