

Casco Bay Island Transit District – Finance Committee Meeting

Tariff Proposal Workshop Topic

April 16, 2024

Intro:

How We Got Here

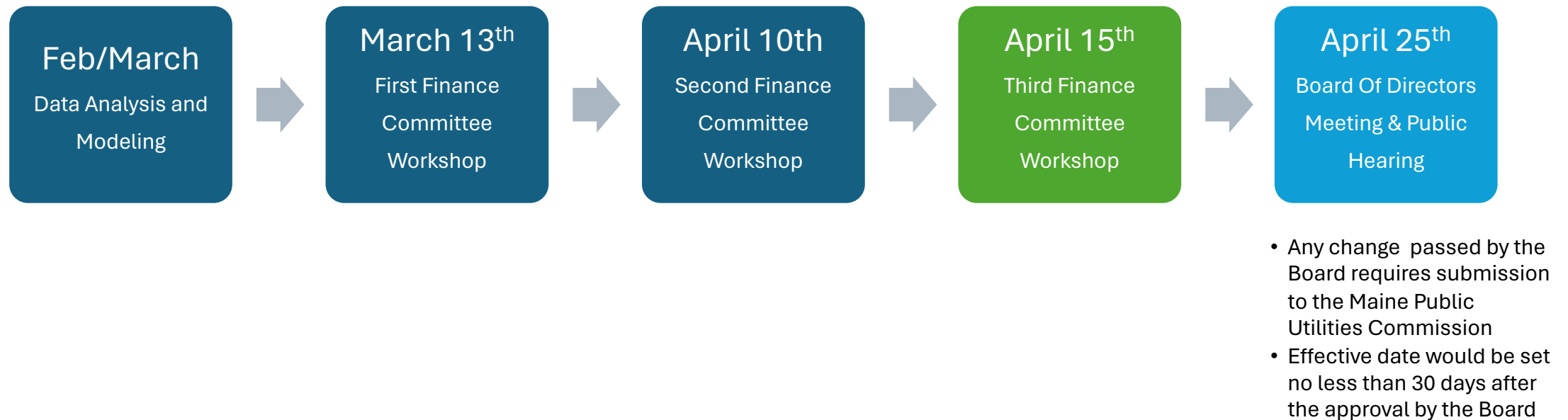
- Passed budget with \$4.3 M operating loss (brought neutral through grant revenue). Approval included a requirement to reduce amount of operating loss by ~\$1M through management adjustments via a mix of both **EXPENSE REDUCTION AND REVENUE INCREASE**
 - Expense side: Concerning trend of increased operating loss (even omitting covid years), due to rising expenses
 - Revenue side: Tariff hasn't been changed in 15 years
- Staff proposals during budget process were not data informed (e.g., were flat % increases) of varying magnitude, which therefore could not be seriously considered
- 6 months into the FY and the committee has not received a proposal from staff to consider; therefore, the committee has initiated direct action on the topic



Note: 2020-2021 excluded due to COVID-19 pandemic impact

Process Overview

Public participation and comment is welcome and encouraged at all meetings and workshops. Written comments may also be shared via email to ratechange@cascobaylines.com with Jen Lavanture (jenniferl@cascobaylines.com) and/or your local director on copy.



Modeling and Analysis Approach:

Analyzed Our Data	• Conducted detailed review of ticket purchasing data (from RocketRez) • 66% of tickets sold are Peaks single tickets. ~70% of revenue from Peaks • Only ~45 annual passes purchased (2% of revenue) and ~800 monthlies to all islands • Summary data available in Appendix
Inflation Assessment	• Since rates haven't been updated in 15 years, important to compare to what they would be if rate increase aligned with rate of inflation • If rate increased with inflation, a Peaks single ticket would be ~\$12 • Expenses growing at 2x rate of inflation • Summary data available in Appendix
Comparable Research	• Reviewed rates at other ferry systems, including Maine State Ferry and the Chebeague ferry • Maine State Ferry proposal for Islesboro is \$15 for adult single ticket Chebeague is \$18/round trip • Summary data presented in Appendix
Develop Scenarios and Recommendation	• Evaluated dozens of scenarios/options • Prepare assessment of financial impact (revenue forecast and comparison to 2023) • Assess how impacted the forecast would be to change in assumptions (e.g., more/less people transition to monthly or annual passes), also known as sensitivity analysis

Modeling and Analysis Approach:

In scope for the current proposal:

- Passenger tickets
- Bicycle Tickets
- Domesticated Animal Tickets
- Cruises (e.g., mailboat)

Out-of-scope for the current proposal:

- Vehicles
- Freight

Key Assumptions:

- Will maintain a peak/off-peak pricing structure that cycles in April and Oct
- Same eligibility criteria for half price tickets apply (senior, disabled, child)
- Children pricing structure (free under 5, half price for 5-13)
- No change to domesticated animal policy

Workshop Agenda – Key Topics:

- Based on input and comments received to-date from members of the board, committee, and public, propose the following as topics of focus for the committee workshop:
 1. Confirm committee support for 90-day pass option
 2. Confirm committee continued support for flat-fare to all islands
 3. Rationalize child age limits for half price eligibility
 4. Residents (seniors) traveling infrequently
 5. Visiting family (exploring potential for pricing tied to residency)
 6. Magnitude of increase (\$14 vs. \$12 for adult full-price)
 7. Pilot implementation

- Additionally, propose to discuss cruise (e.g., mailboat, sunrise, diamond pass) rates

¹ The chair recommends that this committee pursue further legal analysis and solicit formal guidance from counsel on the feasibility of implementing some program of resident discount pricing in the future based on recent conversation with CBITD counsel.

Proposal:

Current Tariff Structure – Round-Trip Passenger Rates

Summarized

CURRENT								
	PEAK SEASON	Peaks Island	Little Diamond	Great Island	Diamond Cove	Long Island	Great Chebeague	Cliff Island
FULL PRICE		\$7.70	\$8.20	\$9.55	\$10.70	\$10.70	\$11.05	\$11.55
HALF PRICE		\$3.85	\$4.10	\$4.75	\$5.35	\$5.35	\$5.50	\$5.75
COMMUTER		\$23.95	\$26.35	\$31.35	\$32.40	\$32.40	\$35.90	\$38.20
MONTHLY		\$82.50	\$88.00	\$106.75	\$111.90	\$111.90	\$124.85	\$125.15
ANNUAL		\$906.95	\$968.00	\$1,174.25	\$1,231.00	\$1,231.00	\$1,263.35	\$1,376.65
	OFF SEASON	Peaks Island	Little Diamond	Great Island	Diamond Cove	Long Island	Great Chebeague	Cliff Island
FULL PRICE		\$4.10	\$5.20	\$6.15	\$6.95	\$6.95	\$6.75	\$7.45
HALF PRICE		\$2.00	\$2.60	\$3.10	\$3.45	\$3.45	\$3.35	\$3.70
COMMUTER		\$16.00	\$19.35	\$23.35	\$24.65	\$24.65	\$23.75	\$26.35
MONTHLY		\$82.45	\$88.00	\$106.75	\$111.90	\$111.90	\$124.85	\$125.15
ANNUAL		\$906.95	\$968.00	\$1,174.25	\$1,231.00	\$1,231.00	\$1,263.35	\$1,376.65

Half-Price Fare Eligibility:

Children aged 5-13 are eligible for half price fare. There is no charge for children under 5.

Adults 65 years of age or over are eligible for half price fare

Those with transportation disabilities are eligible fore half price fare. A Medicare Card, METRO Reduced Fare card or an out of state disability card issued by a transit agency of that State may be presented at the Ticket Office to validate half fares for persons with transportation disabilities.

Proposed Structure – Round-Trip Rates For Passengers, Dogs, & Bikes

PROPOSED ROUND-TRIP PASSENGER FARES		PROPOSED DOMESTICATED ANIMAL RATE	
PEAK SEASON			Proposed
ADULT	Flat Fare: ALL ISLANDS	SINGLE TICKET	\$4.50
HALF PRICE (senior/child/disabled)	\$14.00		
30-DAY PASS	\$7.00		
30-DAY PASS - HALF PRICE (senior/child/disabled)	\$48.00		
	\$24.00		
OFF SEASON			Proposed
FULL PRICE	Flat Fare: ALL ISLANDS	SINGLE TICKET - ADULT	\$7.00
HALF PRICE (senior/child/disabled)	\$7.20	SINGLE TICKET - CHILD	\$3.50
30-DAY PASS	\$3.60		
30-DAY PASS - HALF PRICE (senior/child/disabled)	\$32.00		
	\$16.00		
ANNUAL			
ANNUAL	Flat Fare: ALL ISLANDS		
ANNUAL – HALF PRICE (senior/child/disabled)	\$432.00		
	\$216.00		
		PROPOSED BICYCLE RATE	

Note: Annual and monthly passes also include transportation of one bicycle and/or one domesticated animal (dog/cat) along with the pass holder.

Half-Price Fare Eligibility:

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Proposed Structure – Round-Trip Passenger Rates Island by Island Comparison vs. Current

PEAKS ISLAND					
PEAK SEASON	Current Tariff	Proposed	% Change		% Change vs. Inflation
ADULT	\$7.70	\$14.00	▲	82%	▲ 25%
HALF PRICE	\$3.85	\$7.00	▲	82%	▲ 25%
COMMUTER	\$23.95	NA		NA	NA
MONTHLY/30-DAY	\$82.50	\$48.00	▼	-42%	▼ -60%
MONTHLY/30-DAY - HALF PRICE	NA	\$24.00		NA	NA
OFF SEASON					
ADULT	\$4.10	\$7.20	▲	76%	▲ 21%
HALF PRICE	\$2.00	\$3.60	▲	80%	▲ 24%
COMMUTER	\$16.00	NA		NA	NA
MONTHLY/30-DAY	\$82.45	\$32.00	▼	-61%	▼ -73%
MONTHLY/30-DAY - HALF PRICE	NA	\$16.00		NA	NA
ANNUAL					
ANNUAL	\$906.95	\$432.00	▼	-52%	▼ -67%
ANNUAL – HALF PRICE	NA	\$216.00		NA	NA

Note: Annual and monthly passes also include transportation of one bicycle and/or one domesticated animal (dog/cat) along with the pass holder.

Half-Price Fare Eligibility:

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Proposed Structure - Round-Trip Passenger Rates Island by Island Comparison vs. Current

LITTLE DIAMOND ISLAND					GREAT DIAMOND ISLAND				
PEAK SEASON	Current Tariff	Proposed	% Change	% Change vs. Inflation	PEAK SEASON	Current Tariff	Proposed	% Change	% Change vs. Inflation
ADULT	\$8.20	\$14.00	▲ 71%	▲ 18%	ADULT	\$9.55	\$14.00	▲ 47%	— 1%
HALF PRICE	\$4.10	\$7.00	▲ 71%	▲ 18%	HALF PRICE	\$4.75	\$7.00	▲ 47%	— 2%
COMMUTER	\$26.35	NA	NA	NA	COMMUTER	\$31.35	NA	NA	NA
MONTHLY/30-DAY	\$88.00	\$48.00	▼ -45%	▼ -62%	MONTHLY/30-DAY	\$106.75	\$48.00	▼ -55%	▼ -69%
MONTHLY/30-DAY - HALF PRICE	NA	\$24.00	NA	NA	MONTHLY/30-DAY - HALF PRICE	NA	\$24.00	NA	A
OFF SEASON					OFF SEASON				
ADULT	\$5.20	\$7.20	▲ 38%	— 5%	ADULT	\$6.15	\$7.20	▲ 17%	▼ -19%
HALF PRICE	\$2.60	\$3.60	▲ 38%	— 5%	HALF PRICE	\$3.10	\$3.60	▲ 16%	▼ -20%
COMMUTER	\$19.35	NA	NA	NA	COMMUTER	\$23.35	NA	NA	NA
MONTHLY/30-DAY	\$88.00	\$32.00	▼ -64%	▼ -75%	MONTHLY/30-DAY	\$106.75	\$32.00	▼ -70%	▼ -79%
MONTHLY/30-DAY - HALF PRICE	NA	\$16.00	NA	NA	MONTHLY/30-DAY - HALF PRICE	NA	\$16.00	NA	NA
ANNUAL					ANNUAL				
ANNUAL	\$968.00	\$432.00	▼ -55%	▼ -69%	ANNUAL	\$1,174.25	\$432.00	▼ -63%	▼ -75%
ANNUAL – HALF PRICE	NA	\$216.00	NA	NA	ANNUAL – HALF PRICE	NA	\$216.00	NA	NA

Note: Annual and monthly passes also include transportation of one bicycle and/or one domesticated animal (dog/cat) along with the pass holder.

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Proposed Structure - Round-Trip Passenger Rates Island by Island Comparison vs. Current

DIAMOND COVE

	Current Tariff	Proposed	% Change	% Change vs. Inflation
PEAK SEASON				
ADULT	\$10.70	\$14.00	▲ 31%	▼ -10%
HALF PRICE	\$5.35	\$7.00	▲ 31%	▼ -10%
COMMUTER	\$32.40	NA	NA	NA
MONTHLY/30-DAY	\$111.90	\$48.00	▼ -57%	▼ -70%
MONTHLY/30-DAY - HALF PRICE	NA	\$24.00	NA	NA
OFF SEASON				
ADULT	\$6.95	\$7.20	— 4%	▼ -29%
HALF PRICE	\$3.45	\$3.60	— 4%	▼ -28%
COMMUTER	\$24.65	NA	NA	NA
MONTHLY/30-DAY	\$111.90	\$32.00	▼ -71%	▼ -80%
MONTHLY/30-DAY - HALF PRICE	NA	\$16.00	NA	NA
ANNUAL				
ANNUAL	\$1,231.00	\$432.00	▼ -65%	▼ -76%
ANNUAL – HALF PRICE	NA	\$216.00	NA	NA

LONG ISLAND

	Current Tariff	Proposed	% Change	% Change vs. Inflation
PEAK SEASON				
ADULT	\$10.70	\$14.00	▲ 31%	▼ -10%
HALF PRICE	\$5.35	\$7.00	▲ 31%	▼ -10%
COMMUTER	\$32.40	NA	NA	NA
MONTHLY/30-DAY	\$111.90	\$48.00	▼ -57%	▼ -70%
MONTHLY/30-DAY - HALF PRICE	NA	\$24.00	NA	NA
OFF SEASON				
ADULT	\$6.95	\$7.20	— 4%	▼ -29%
HALF PRICE	\$3.45	\$3.60	— 4%	▼ -28%
COMMUTER	\$24.65	NA	NA	NA
MONTHLY/30-DAY	\$111.90	\$32.00	▼ -71%	▼ -80%
MONTHLY/30-DAY - HALF PRICE	NA	\$16.00	NA	NA
ANNUAL				
ANNUAL	\$1,231.00	\$432.00	▼ -65%	▼ -76%
ANNUAL – HALF PRICE	NA	\$216.00	NA	NA

Note: Annual and monthly passes also include transportation of one bicycle and/or one domesticated animal (dog/cat) along with the pass holder.

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Proposed Structure - Round-Trip Passenger Rates Island by Island Comparison vs. Current

CHEBEAGUE ISLAND					CLIFF ISLAND				
PEAK SEASON	Current Tariff	Proposed	% Change	% Change vs. Inflation	PEAK SEASON	Current Tariff	Proposed	% Change	% Change vs. Inflation
ADULT	\$11.05	\$14.00	▲ 27%	▼ -13%	ADULT	\$11.55	\$14.00	▲ 21%	▼ -16%
HALF PRICE	\$5.50	\$7.00	▲ 27%	▼ -12%	HALF PRICE	\$5.75	\$7.00	▲ 22%	▼ -16%
COMMUTER	\$35.90	NA	NA	NA	COMMUTER	\$38.20	NA	NA	NA
MONTHLY/30-DAY	\$124.85	\$48.00	▼ -62%	▼ -71%	MONTHLY/30-DAY	\$125.15	\$48.00	▼ -62%	▼ -74%
MONTHLY/30-DAY - HALF PRICE	NA	\$24.00	NA	NA	MONTHLY/30-DAY - HALF PRICE	NA	\$24.00	NA	NA
OFF SEASON					OFF SEASON				
ADULT	\$6.75	\$7.20	— 7%	▼ -26%	ADULT	\$7.45	\$7.20	— -3%	▼ -33%
HALF PRICE	\$3.35	\$3.60	— 7%	▼ -26%	HALF PRICE	\$3.70	\$3.60	— -3%	▼ -33%
COMMUTER	\$23.75	NA	NA	NA	COMMUTER	\$26.35	NA	NA	NA
MONTHLY/30-DAY	\$124.85	\$32.00	▼ -74%	▼ -81%	MONTHLY/30-DAY	\$125.15	\$32.00	▼ -74%	▼ -82%
MONTHLY/30-DAY - HALF PRICE	NA	\$16.00	NA	NA	MONTHLY/30-DAY - HALF PRICE	NA	\$16.00	NA	NA
ANNUAL					ANNUAL				
ANNUAL	\$1,263.35	\$432.00	▼ -66%	▼ -76%	ANNUAL	\$1,376.00	\$432.00	▼ -69%	▼ -78%
ANNUAL – HALF PRICE	NA	\$216.00	NA	NA	ANNUAL – HALF PRICE	NA	\$216.00	NA	NA

Note: Annual and monthly passes also include transportation of one bicycle and/or one domesticated animal (dog/cat) along with the pass holder.

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Proposed Structure – Domesticated Animals and Bicycles

DOMESTICATED ANIMALS

	Current Tariff	Proposed	% Change
SINGLE TICKET	\$4.10	\$4.50	▲ 10%
COMMUTER	\$14.45	NA	NA
MONTHLY ADD-ON	\$10.00	NA	NA
ANNUAL ADD-ON	\$0.00	NA	NA

BICYCLES

	Current Tariff	Proposed	% Change
SINGLE TICKET - ADULT	\$6.50	\$7.00	— 8%
SINGLE TICKET - CHILD	\$3.25	\$3.50	— 8%
COMMUTER	\$16.85	NA	NA
MONTHLY	\$31.25	NA	NA
MONTHLY ADD-ON	\$10.00	NA	NA
ANNUAL ADD-ON	\$0.00	NA	NA

Note: No Peak/Off-Peak structure for Domesticated Animals and Bicycles.
Annual and 30-day passes also include transportation of one bicycle and/or one domesticated animal (dog/cat) along with the pass holder.

Financial Analysis Proposal:

Forecasted Revenue Impact – Passenger Rates

DRAFT – FOR DISCUSSION AT 04/15 FINANCE COMMITTEE MEETING

Full Year	2024 Proposal - Revenue	Peaks Island	Little Diamond	Great D. Island	Diamond Cove	Long Island	Great Chebeague	Cliff Island	Total
	Full Price	\$2,024,740	\$38,135	\$73,264	\$170,228	\$204,986	\$53,906	\$46,559	\$2,611,818
	Half Price	\$482,079	\$24,068	\$35,550	\$39,216	\$93,703	\$8,565	\$18,789	\$701,970
	Commuter	-	-	-	-	-	-	-	-
	Monthly Pass*	\$121,315	\$2,699	\$8,236	\$17,633	\$22,799	\$776	\$2,650	\$176,109
	Annual Pass	\$28,370	-	-	-	\$432	-	\$432	\$29,234
		2,656,504	64,902	117,050	227,078	321,920	63,248	68,430	3,519,131

Full Year	Current Pricing - Revenue	Peaks Island	Little Diamond	Great D. Island	Diamond Cove	Long Island	Great Chebeague	Cliff Island	Total
	Full Price	\$1,117,637	\$22,711	\$51,812	\$131,789	\$162,377	\$43,177	\$39,591	\$1,569,093
	Half Price	\$265,585	\$14,397	\$25,320	\$30,721	\$75,020	\$6,843	\$16,090	\$433,976
	Commuter	\$282,847	\$8,968	\$29,015	\$42,796	\$88,977	\$3,322	\$13,014	\$468,938
	Monthly Pass	\$53,483	\$98	\$2,912	\$18,128	\$5,096	\$115	-	\$79,832
	Annual Pass	\$49,743	-	-	-	\$1,231	-	\$1,377	\$52,350
		1,769,296	46,173	109,060	223,434	332,700	53,457	70,071	2,604,190

* 2024 Proposal estimates assume that existing Commuter tickets convert to Monthly Pass.

* Estimates based on 2023 Ticket Sales Data

Forecasted Revenue Impact – Sensitivity Analysis

DRAFT – FOR DISCUSSION AT 04/15 FINANCE COMMITTEE MEETING

Sensitivity Scenario #1: Negative - Decrease in Full-price and Half-Price Single Tickets Sold by 20%

Full Year	2023	Proposal	ange 2023--> Proposal
# of Tickets	Actual	Total	Total
Full Price	204,594	163,675	(40,919)
Half Price	115,611	92,489	(23,122)
Commuter	20,017	-	(20,017)
30-Day Pass	873	4,149	3,276
Bike	11,477	11,477	-
Annual Pass	940	940	-
Other Passes	5,661	5,661	-
Total	359,173	278,391	(80,783)

Sensitivity Scenario #2: Negative 20% decrease in all tickets sold by 20%

Full Year	2023	Scenario 6	Scenario 6
# of Tickets	Actual	Total	Total
Full Price	204,594	163,675	(40,919)
Half Price	115,611	92,489	(23,122)
Commuter	20,017	-	(20,017)
30-Day Pass	873	3,319	2,446
Bike	11,477	9,182	(2,295)
Annual Pass	940	752	(188)
Other Passes	5,661	4,529	(1,132)
Total	359,173	273,945	(85,228)

Sensitivity Scenario #3: Positive. -20% increase in all tickets sold

Full Year	2023	Scenario 6	Scenario 6
# of Tickets	Actual	Total	Total
Full Price	204,594	245,513	40,919
Half Price	115,611	138,733	23,122
Commuter	20,017	-	(20,017)
30-Day Pass	873	4,979	4,106
Bike	11,477	13,772	2,295
Annual Pass	940	1,128	188
Other Passes	5,661	6,793	1,132
Total	359,173	410,918	51,745

Full Year	2023	Scenario 6
Revenue \$	Total	Total
Full Price	\$1,569,093	\$2,089,455
Half Price	\$433,976	\$561,576
Commuter	\$468,938	-
30-Day Pass	\$80,200	\$176,267
Bike	\$71,617	\$71,617
Annual Pass	\$52,350	\$29,234
Other Passes	-	-
Total	\$2,676,175	\$2,928,149
		\$251,974

Full Year	2023	Scenario 6
Revenue \$	Total	Total
Full Price	\$1,569,093	\$2,089,455
Half Price	\$433,976	\$561,576
Commuter	\$468,938	-
30-Day Pass	\$80,200	\$141,014
Bike	\$71,617	\$57,294
Annual Pass	\$52,350	\$23,387
Other Passes	-	-
Total	\$2,676,175	\$2,872,725
		\$196,550

Full Year	2023	Scenario 6
Revenue \$	Total	Total
Full Price	\$1,569,093	\$3,134,182
Half Price	\$433,976	\$842,364
Commuter	\$468,938	-
30-Day Pass	\$80,200	\$211,521
Bike	\$71,617	\$85,940
Annual Pass	\$52,350	\$35,081
Other Passes	-	-
Total	\$2,676,175	\$4,309,088
		\$1,632,912

Workshop Topics: Passenger, Bicycle & Domesticated Animal Rates

Workshop Agenda – Key Topics:

- Based on input and comments received to-date from members of the board, committee, and public, propose the following as topics of focus for the committee workshop:
 1. Confirm committee support for 90-day pass option
 2. Confirm committee continued support for flat-fare to all islands
 3. Rationalize child age limits for half price eligibility
 4. Residents (seniors) traveling infrequently
 5. Visiting family (exploring potential for pricing tied to residency)
 6. Magnitude of increase (\$14 vs. \$12 for adult full-price)
 7. Pilot implementation

¹ The chair recommends that this committee pursue further legal analysis and solicit formal guidance from counsel on the feasibility of implementing some program of resident discount pricing in the future based on recent conversation with CBITD counsel.

Workshop Agenda – Item #7:

7. Magnitude of increase (\$14 vs. \$12 for adult full-price)

FOR WORKSHOP ONLY - ROUND-TRIP PASSENGER FARES	
PEAK SEASON	Flat Fare: ALL ISLANDS
ADULT	\$12.00
HALF PRICE (senior/child/disabled)	\$6.00
30-DAY PASS	\$48.00
30-DAY PASS - HALF PRICE (senior/child/disabled)	\$24.00
OFF SEASON	Flat Fare: ALL ISLANDS
FULL PRICE	• \$6.20
HALF PRICE (senior/child/disabled)	\$3.10
30-DAY PASS	\$32.00
30-DAY PASS - HALF PRICE (senior/child/disabled)	\$16.00
ANNUAL	Flat Fare: ALL ISLANDS
ANNUAL	\$432.00
ANNUAL – HALF PRICE (senior/child/disabled)	\$216.00

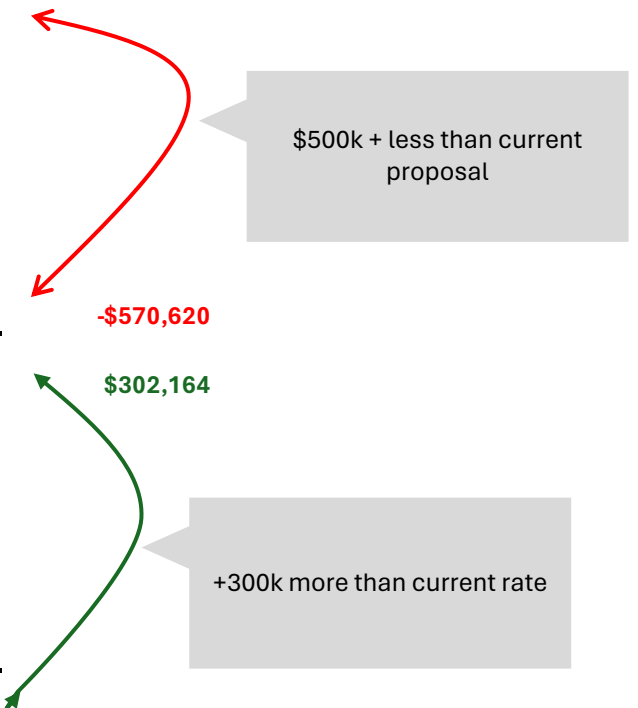
Agenda Item #7 –Forecasted Revenue Impact

DRAFT – FOR DISCUSSION AT 04/15 FINANCE COMMITTEE MEETING

Proposal	Peaks Island	Little Diamond	Great Island	Diamond Cove	Long Island eat Chebeague	Cliff Island	Total
Full Price	\$2,024,740	\$38,135	\$73,264	\$170,228	\$204,986	\$53,906	\$2,611,818
Half Price	\$549,903	\$26,199	\$41,259	\$42,877	\$109,687	\$9,192	\$800,703
Commuter	-	-	-	-	-	-	-
30-Day Pass	\$121,315	\$2,699	\$8,236	\$17,633	\$22,915	\$818	\$176,267
Bike	\$71,617	-	-	-	-	-	\$71,617
Annual Pass	\$28,370	-	-	-	\$432	\$432	\$29,234
	\$2,795,945	\$67,033	\$122,760	\$230,739	\$338,020	\$63,916	\$3,689,640

Projection - \$12	Peaks Island	Little Diamond	Great Island	Diamond Cove	Long Island eat Chebeague	Cliff Island	Total
Full Price	\$1,736,314	\$32,698	\$62,840	\$145,943	\$175,815	\$46,222	\$2,239,762
Half Price	\$413,526	\$20,638	\$30,497	\$33,629	\$80,386	\$7,345	\$602,139
Commuter	-	-	-	-	-	-	-
30-Day Pass	\$121,315	\$2,699	\$8,236	\$17,633	\$22,915	\$818	\$176,267
Bike	\$71,617	-	-	-	-	-	\$71,617
Annual Pass	\$28,370	-	-	-	\$432	\$432	\$29,234
	\$2,371,142	\$56,035	\$101,573	\$197,206	\$279,548	\$54,385	\$3,119,020

Current - Revenue	Peaks Island	Little Diamond	Great Island	Diamond Cove	Long Island eat Chebeague	Cliff Island	Total
Full Price	-	-	-	-	-	-	-
Half Price	-	-	\$2,023	-	-	-	\$2,023
Commuter	-	-	-	-	-	-	-
30-Day Pass	-	-	\$352,572	\$268,665	\$247,609	\$256,617	\$1,376,074
Bike	-	-	\$6,601	\$5,281	\$7,154	\$6,153	\$31,342
Annual Pass	-	-	\$359,173	\$273,945	\$254,763	\$262,770	\$1,407,417
			\$720,370	\$547,891	\$509,527	\$525,540	\$2,816,856



* 2024 Proposal estimates assume that existing Commuter tickets convert to Monthly Pass.

* Estimates based on 2023 Ticket Sales Data

Workshop Topics – Cruise Rates:

Proposed Structure – Cruises

DRAFT – FOR WORKSHOP AT 04/10 FINANCE COMMITTEE MEETING

MAILBOAT / SUNRISE / SUNSET

	Current Tariff	Proposed	% Change
ADULT	\$17.00	\$19.50	▲ 15%
SENIOR	\$14.50	\$16.50	▲ 14%
CHILD	\$8.50	\$10.00	▲ 15%

DIAMOND PASS

	Current Tariff	Proposed	% Change
ADULT	\$16.00	\$18.50	▲ 16%
SENIOR	\$13.50	\$15.75	▲ 17%
CHILD	\$8.00	\$9.25	▲ 16%

Note: Cruise pricing last updated in 2020.

Forecasted Revenue Impact - Cruises

DRAFT – FOR WORKSHOP AT 04/10 FINANCE COMMITTEE MEETING

Full Year	2024 Proposal - Revenue	Mailboat	Diamond Pass	Sunset	Sunrise	Moonlight	Total
	Adult	\$209,114	\$85,766	\$62,510	\$6,916	\$399	\$364,705
	Senior	\$91,658	\$37,328	\$9,207	\$677	-	\$138,869
	Child	\$8,970	\$5,615	\$2,310	\$80	\$10	\$16,985
	Total	\$309,742	\$128,708	\$74,027	\$7,673	\$409	\$520,558

Full Year	2024 Proposal - Ticket #	Mailboat	Diamond Pass	Sunset	Sunrise	Moonlight	Total
	Adult	11,006	4,636	3,290	364	21	19,317
	Senior	5,555	2,370	558	41	-	8,524
	Child	897	607	231	8	1	1,744
	Total	17,458	7,613	4,079	413	22	29,585

Full Year	Current Pricing - Revenue	Mailboat	Diamond Pass	Sunset	Sunrise	Moonlight	Total
	Adult	\$187,102	\$74,176	\$55,930	\$6,188	\$357	\$323,753
	Senior	\$80,548	\$31,995	\$8,091	\$595	-	\$121,228
	Child	\$7,625	\$4,856	\$1,964	\$68	\$9	\$14,521
	Total	\$275,274	\$111,027	\$65,985	\$6,851	\$366	\$459,502

Full Year	Current Pricing - Ticket #	Mailboat	Diamond Pass	Sunset	Sunrise	Moonlight	Total
	Adult	11,006	4,636	3,290	364	21	19,317
	Senior	5,555	2,370	558	41	-	8,524
	Child	897	607	231	8	1	1,744
	Total	17,458	7,613	4,079	413	22	29,585

Appendix:

Summary of 2023 Ticket Purchase Revenue

2023 Ticket Sales Data, Revenue*	Peaks Island	Little Diamond	Great Island	Diamond Cove	Long Island	Great Chebeague	Cliff Island	Total
Adult	\$1,117,637	\$22,711	\$51,812	\$131,789	\$162,377	\$43,177	\$39,591	\$1,569,093
Senior	\$189,882	\$12,269	\$21,608	\$24,507	\$63,607	\$5,379	\$13,167	\$330,420
Child	\$71,954	\$2,087	\$3,701	\$6,152	\$10,888	\$1,208	\$2,852	\$98,842
Disabled	\$3,749	\$41	\$11	\$62	\$525	\$256	\$70	\$4,714
Commuter	\$282,847	\$8,968	\$29,015	\$42,796	\$88,977	\$3,322	\$13,014	\$468,938
Monthly Pass	\$42,297	-	\$2,562	\$18,128	\$4,364	\$115	-	\$67,466
Half-Price Monthly	-	-	-	-	-	-	-	-
Monthly Pass w/Dog	\$2,034	-	\$350	-	\$853	\$125	-	\$3,362
Monthly w/ Bike	\$9,153	\$98	-	-	\$122	-	-	\$9,372
Monthly w/ Dog & Bike	-	-	-	-	-	-	-	-
Bike - Adult	68,634	-	-	-	-	-	-	68,634
Bike - Child	2,984	-	-	-	-	-	-	2,984
Annual Pass	\$40,813	-	-	-	\$1,231	-	\$1,377	\$43,420
Half-Price Annual	-	-	-	-	-	-	-	-
Student Pass	-	-	-	-	-	-	-	-
Teacher Pass	-	-	-	-	-	-	-	-
Residential Pass	\$8,930	-	-	-	-	-	-	\$8,930
Employee	-	-	-	-	-	-	-	-
Police	-	-	-	-	-	-	-	-
Comp	-	-	-	-	-	-	-	-
Total	\$1,840,913	\$46,173	\$109,060	\$223,434	\$332,944	\$53,582	\$70,071	\$2,676,175

Summary of 2023 Ticket Purchase Units

# of Tickets	Peaks Island	Little Diamond	Great Island	Diamond Cove	Long Island	Great Chebeague	Cliff Island	Total
Adult	158,607	2,909	5,953	12,725	16,558	4,137	3,705	204,594
Senior	58,373	3,209	5,100	4,942	13,466	1,046	2,567	88,703
Child	20,082	516	860	1,169	2,168	224	532	25,551
Disabled	1,140	10	3	12	119	59	14	1,357
Commuter	13,712	355	1,027	1,416	3,003	114	390	20,017
Monthly Pass	513	-	24	162	39	1	-	739
Half-Price Monthly	-	-	-	-	-	-	-	-
Monthly Pass w/Dog	22	-	3	-	7	1	-	33
Monthly w/ Bike	99	1	-	-	1	-	-	101
Monthly w/ Dog & Bike	-	-	-	-	-	-	-	-
Bike - Adult	10,559	-	-	-	-	-	-	10,559
Bike - Child	918	-	-	-	-	-	-	918
Annual Pass	45	-	-	-	1	-	1	47
Half-Price Annual	-	-	-	-	-	-	-	-
Student Pass	1,022	-	-	7	117	2	20	1,168
Teacher Pass	278	-	-	-	-	-	31	309
Residential Pass	893	-	-	-	-	-	-	893
Employee	1,000	-	253	16	705	44	46	2,064
Police	452	-	-	-	90	-	-	542
Comp	1,068	154	65	105	130	26	30	1,578
	268,783	7,154	13,288	20,554	36,404	5,654	7,336	359,173

Current Tariff Structure, Inflation Adjusted

Inflation Adjusted Pricing	Peaks Island	Little Diamond	Great D. Island	Diamond Cove	Long Island	Great Chebeague	Cliff Island
Peak-Season							
Full Price	\$11.17	\$11.90	\$13.85	\$15.52	\$15.52	\$16.03	\$16.76
Half Price	\$5.59	\$5.95	\$6.89	\$7.76	\$7.76	\$7.98	\$8.34
Commuter	\$34.74	\$38.22	\$45.48	\$47.00	\$47.00	\$52.08	\$55.41
Monthly Pass	\$119.61	\$127.66	\$154.86	\$162.33	\$162.33	\$166.61	\$181.55
Half Price Monthly Pass	-	-	-	-	-	-	-
Off-Season							
Full Price	\$5.95	\$7.54	\$8.92	\$10.08	\$10.08	\$9.79	\$10.81
Half Price	\$2.90	\$3.77	\$4.50	\$5.00	\$5.00	\$4.86	\$5.37
Commuter	\$23.21	\$28.07	\$33.87	\$35.76	\$35.76	\$34.45	\$38.22
Monthly Pass	\$119.61	\$127.66	\$154.86	\$162.33	\$162.33	\$166.61	\$181.55
Half Price Monthly Pass	-	-	-	-	-	-	-
Annual							
Annual Pass	\$1,315.67	\$1,404.23	\$1,703.43	\$1,785.75	\$1,785.75	\$1,832.68	\$1,997.04
Half Price Annual Pass	-	-	-	-	-	-	-

Market Analysis

- Market Analysis conducted to provide baseline comparisons of fare structures and rates
- Primary comparisons selected were Maine State Ferry for service to Islesboro and the Chebeague Ferry Service
- Maine State Ferry is currently in the process of raising fares
 - Fares were last raised in 2019
- Casco Bay Lines current fares are significantly lower than comparable service providers
- Each of the CBL proposals considered to date remain comparable or lower than fares charged by these comparison service providers

Maine State Ferry Prices: Last Updated - (October 2019)								
Ticet Type	Island	Duration	Peak (6/1 - 9/30)	Off-Peak (10/1 - 5/31)	Cost @ 20 ft.	Peak: 2024 Proposal	Off-Peak: 2024 Proposal	Cost @ 20 ft.
Adult (18+)	Islesboro	20	\$13.00	\$8.00	-	\$15.00	\$9.00	-
Minor (6-17)	Islesboro	20	\$9.00	\$4.00	-	\$10.50	\$4.50	-
Child (0-5)	Islesboro	20	-	-	-	-	-	-
Commuter	Islesboro	20	\$52.00	\$32.00	-	\$60.00	\$36.00	-
Vehicle	Islesboro	20	\$29.50	\$22.00	-	\$37.50	\$26.00	-
Motorcycle	Islesboro	20	\$23.75	\$17.50	-	\$29.25	\$20.50	-
Truck per ft.	Islesboro	20	\$4.00	\$4.50	\$80.00	\$6.00	\$5.00	\$120.00
Reservation	Islesboro	20	\$20.00	\$20.00	-	\$20.00	\$20.00	-
Bicycle - Adult	Islesboro	20	\$18.00	\$13.00	-	\$21.00	\$15.00	-
Bicycle - Minor	Islesboro	20	\$14.00	\$9.00	-	\$16.50	\$10.50	-

Chebeague Ferry: Last Updated -				
Ticet Type	One Way	Round Trip	Monthly (Residents Only)	Annual (Residents Only)
Adult (12+)	\$10.00	\$18.00	\$130.00	\$1,430.00
Child (6-11)	\$3.00	\$5.00	\$50.00	\$550.00
Child (0-5)	-	-	-	-
10-Ride Adult	\$63.00	-	-	-
10-Ride Resident	\$42.00	-	-	-
25-Ride Child (6-11)	\$25.00	-	-	-
Pets	\$3.00	\$5.00	-	-
20-Ride Pet	\$25.00	-	-	-
Bicycles	\$3.00	\$5.00	-	-
20-Ride Bicycle	\$25.00	-	-	-

Tariff Rate:

<https://www.cascobaylines.com/uploads/Tariff-RATES-approved-by-puc-effective-6-1-2021.pdf>

Tariff Terms:

<https://www.cascobaylines.com/uploads/Tariff-TERMS-approved-by-puc-effective-6-1-2021.pdf>

Current Ticket Policy

- Fares apply in either direction between Portland and Islands in Casco Bay.
- Each ticket permits round-trip transportation.
- Child fares are for children aged 5-13. There is no charge for children under 5.
- Senior fares are for people 65 years of age or over.
- A Medicare Card, METRO Reduced Fare card or an out of state disability card issued by a transit agency of that State may be presented at the Ticket Office to validate half fares for persons with transportation disabilities.
- Dogs (except service animals) require tickets to board and must be kept leashed at all times.
- Bicycles require tickets or must be shipped as freight.

Frequent Rider Passes

- You must show your pass to the deckhand in order to board the boat.
- If you do not have your pass, you must purchase a ticket. This ticket will be refundable when you present your pass at the ticket window on a subsequent date, with a limit of refunds to two times within a twelve-month period from date of issuance.
- Passes are non-transferable and may only be used by the person named on the pass. Failure to abide by this rule may result in permanent loss of the pass.
- If you lose your pass, a replacement may be purchased for an \$8.00 fee.

Annual Passes

- The Annual Pass includes transportation of one bicycle and/or one domesticated animal (dog/cat) along with the pass holder.

Round Trip Tickets

- Each ticket is good for 60 days.
- A refund is offered if tickets are turned in before the 60 days are up (less \$.25 per passenger ticket and \$1.00 per vehicle ticket).
- After a ticket has expired, **each** ticket can be turned in at the ticket counter toward the purchase of **one** ticket of the same type (e.g. adult for adult, child for child).
- The cost of swapping **each** ticket would be \$.25 per passenger ticket and \$1.00 per vehicle ticket.
- For tickets purchased at the higher price (seasonal rate change), the difference shall be paid by the purchaser.

Commuter Tickets

- Commuter books consist of five (5) round-trip tickets
 - Applies to Passengers, Domestic Animals, and Bicycles
- Each ticket in a book of Commuter Tickets is good for 14 days.

Wholly unused and non-expired commuter book tickets will be redeemed in the following manner:

- The product of the number of tickets used from the commuter book times the regular round trip fare will be subtracted from the price of the commuter book, and the difference, minus a \$.25 per ticket service charge, will be refunded to the purchaser.
- Expired Commuter book tickets have no value after expiration.
- Commuter Book tickets are for exclusive use only by the purchaser and his or her immediate family and are not otherwise transferable.
- The purchaser's immediate family shall include his or her spouse and any or all purchaser's children under 18 who live with the purchaser.
- Passenger Commuter Book tickets expire 15 days after issue.
- Bicycle Commuter Book tickets expire 60 days after issue.

¹ <https://www.cascobaylines.com/portland-ferry-rates/passenger/>

Commuter Book Current Tariff Rules (Current)

- In addition to regular fare tickets, carrier offers certain tickets at discount known as Commuter Book tickets, based upon frequency of travel by purchaser. The discounts under Commuter Book tickets are substantial and it is necessary that strict compliance with conditions of their sale be enforced in order to protect the interests of commuter patrons.
- In consideration of the discount at which they are sold, the purchaser, by purchase and use of Commuter Book tickets, agrees to and accepts same, subject to tariff regulations, limitations and conditions as follows:
- Commuter Book tickets are 5 to a book and permit one round trip each. Passenger and Animal Commuter Book tickets are limited to 15 days and the Bicycle Commuter Book tickets are limited to 60 days, including date of sale.
- Commuter Book tickets are for exclusive use only by purchaser and his or her immediate family and are not otherwise transferable. The purchaser's immediate family shall include his or her spouse and any or all purchaser's children under 18 who live with the purchaser.
- It is necessary to safeguard the rights of the original purchaser as well as to prevent improper use of Commuter Book tickets. Carrier reserves the right at all times to request identification in connection with all Commuter Book tickets when they are used. Commuter Book tickets will not be honored for passage or redemption if detached from stub or if altered or mutilated.
- The date of sale and expiration date are printed on each Commuter Book ticket at the time of sale, and no use of such ticket will be permitted after date of expiration. Non- expired unused tickets will be redeemed in accordance with the provisions of Item 129 of this tariff.

Residential Boarding Pass Policy

- Each pass will cost \$10. Any person ages 5+ wishing to board ahead of others must have their own pass.
- All 2023 passes will be valid for all trips departing between 9:15 am – 7:15 pm from May 26, 2023 – October 9, 2023.
- The definition of a resident is as follows:
 - (a) persons domiciled on Peaks Island;
 - (b) persons who own property on Peaks Island and pay property taxes to the City of Portland; and
 - (c) their spouses, partners, or dependents.
 - This includes year-round and seasonal residents (including leaseholders).
 - It does not include guests, other relatives, or friends.
- Applications will be accepted on a rolling basis. New applications will be accepted in person or online. Renewals will be processed in person.
- Any new applicant must submit at least two (2) of the following documents:
 - property tax bill;
 - rental agreement;
 - motor vehicle registration;
 - driver's license;
 - hunting or fishing license;
 - utility bill;
 - property insurance bill;
 - or, other evidence of Peaks Island residency that is acceptable to Casco Bay Lines.
- All new applications requires applicants to certify information before a notary public.
- Once submitted, an application for a new pass holder, and supporting documentation, will be reviewed by District personnel. Provided the applicant meets the criteria (as outlined above), the pass or passes will be issued.
- In the event an application does not meet the criteria, the applicant will be notified in writing and an explanation for the denial provided.
- The program will not impede the public's right to travel nor consistently deny ferry service access to non-residents and will have, at most, a negligible or minor impact on the ability of non-residents to use its ferry services.
- The program will designate a minority percentage of a ferry's maximum capacity to residents, set a cap on the number of passes issued, and ensure that non-residents make up a majority of passengers on each trip to and from Peaks Island.
 - The maximum percentage that will be designated to resident pass holders will be forty (40) percent of the respective vessel's designated capacity.
 - In 2023, a cap of 1,500 annual passes will be issued on a first come, first served basis. Depending upon demand, this number may need to be adjusted upward.
- Pass holders must arrive at the respective terminal fifteen (15) minutes prior to departure time and wait in a designated area prior to boarding.
- An applicant may appeal the denial of a boarding pass request by District personnel in accordance with the following procedures:
 - An appeal must be made in writing to the District, supported by sufficient information to enable to appeal to be fairly evaluated, within 7 calendar days after the issuance of the written notice of denial.
 - The appeal will be evaluated by the District's General Manager.
 - A written decision from the General Manager stating the grounds for allowing or denying the appeal will be provided to the appellant within 60 days of the filing of the appeal.
 - The decision of the General Manager is final and no further appeal will be considered by the District or its Board of Directors.
- This policy is intended solely as an internal guide to the District. It does not afford any person any property or contractual rights, and no person shall have any enforceable rights against the District based upon this policy or alleged violations of this policy.

¹ <https://www.cascobaylines.com/portland-ferry-rates/passenger/>