

Casco Bay Island Transit District – Finance Committee Meeting

Vehicle Tariff Workshop Topic

September 5, 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
- Updated passenger fare structure in June 2024 following public process, during which need to address vehicle rates was



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

How We Got Here

- Additionally, vehicle traffic on Peaks has increased in recent years
- Increased concern about congestion and safety
 - Capacity constraints abound -- Portland terminal/queue, fixed space on the car deck on the vessel, and Peaks Island, notably Welch/Island Ave queue and boarding area
 - 'Wacky Wednesday' particularly concerning in terms of congestion, though congestion and capacity limitations frequently extend to other days
- Despite many committee / sub-committee meetings, board discussions, and requests to staff over several years a reasonable, actionable plan has yet to be set forth. We will not solve all of the operational issues with the tariff alone, but we can play a role in driving toward a solution

Key Inputs & Comparables:

CBL 2023 Data:

Current Tariff Structure – Round-Trip Peaks Vehicle Rates

Summarized

CURRENT		
	Off-Peak Season	Peak Season
Auto or Light Truck (<6,000 lbs.) Mon & Tues	\$36.65	\$62.65
Auto or Light Truck (<6,000 lbs.) Thurs-Sun	\$36.65	\$82.65
Auto or Light Truck (<6,000 lbs.) Wed Only	\$36.65	\$36.65
Handicapped Plates Mon & Tues	\$36.65	\$52.65
Handicapped Plates Thurs-Sun	\$36.65	\$72.65

Current Tariff Structure vs. Inflation – Round-Trip Peaks Vehicle Rates

Summarized

CURRENT			CURRENT STRUCTURE – INFLATION ADJUSTED		
	Off-Peak Season	Peak Season		Off-Peak Season	Peak Season
Auto or Light Truck (<6,000 lbs.) Mon & Tues	\$36.65	\$62.65	Auto or Light Truck (<6,000 lbs.) Mon & Tues	\$52.78	\$90.22
Auto or Light Truck (<6,000 lbs.) Thurs-Sun	\$36.65	\$82.65	Auto or Light Truck (<6,000 lbs.) Thurs-Sun	\$52.78	\$119.02
Auto or Light Truck (<6,000 lbs.) Wed Only	\$36.65	\$36.65	Auto or Light Truck (<6,000 lbs.) Wed Only	\$52.78	\$52.78
Handicapped Plates Mon & Tues	\$36.65	\$52.65	Handicapped Plates Mon & Tues	\$52.78	\$75.82
Handicapped Plates Thurs-Sun	\$36.65	\$72.65	Handicapped Plates Thurs-Sun	\$52.78	\$104.62

Vehicle ‘Ridership’ Ops Data (FY 2023 & FY 2024 YTD)

VEHICLES FY 2023 .

2022-2023	PEAKS	LT DIA	GT DIA	D COVE	LONG	CHEB	CLIFF	TOTAL
OCT	4,817							4,817
NOV	3,313							3,313
DEC	3,605					1		3,606
JAN	3,451				2	3	2	3,458
FEB	3,174				3	3		3,180
MAR	2,328				5	5	1	2,339
APR	3,810				10	3		3,823
MAY	5,136		1		8			5,145
JUN	5,432		2		2	2	2	5,440
JUL	5,943		1		2	14	2	5,962
AUG	5,957				6	17	3	5,983
SEP	4,476		2		8	12	2	4,500
FY 2023	51,442	-	6	-	46	60	12	51,566

VEHICLES FY 2024

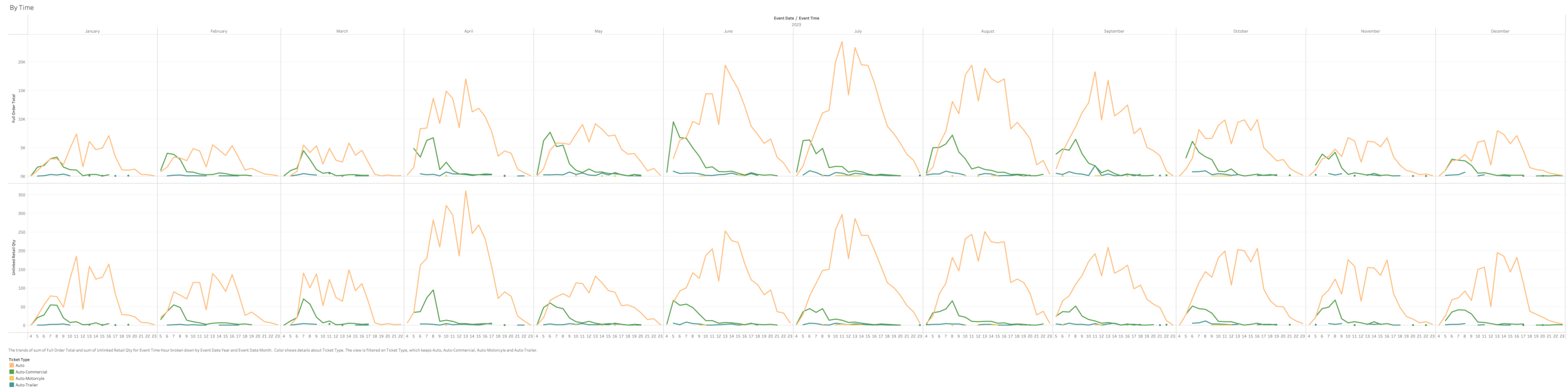
2023-2024	PEAKS	LT DIA	GT DIA	D COVE	LONG	CHEB	CLIFF	TOTAL
OCT	4,785		2		8	2		4,797
NOV	3,884		2		8	5		3,899
DEC	3,530		1		2	1		3,534
JAN	3,296				5	3	1	3,305
FEB	3,154		2		6	4	1	3,167
MAR	3,820				4			3,824
APR	4,320							4,320
MAY	5,324				10	4	2	5,340
JUN	5,240				7	10		5,257
JUL	5,938				6	12	2	5,958
AUG								-
SEP								-
FY 2024	43,291	-	7	-	56	41	6	43,401

Seasonality – Vehicle Tariff

Ticket Type over Time



Ticket Purchase by Time of Day, by Month



Key Inputs & Comparables:

Comparable Pricing

Market Analysis

- Researched rates for other ferry systems
- Much more variance and complexity in rate structures for other ferries, relative to passenger rates
- Selected rates for comparables (full detail follows):
 - Maine State Ferry: \$38-108, peak season, based on island
 - Block Island: \$80-98, additional for oversize vehicles
 - Steamship authority: \$128-270, based on season, for auto under 17'

Market Analysis

Block Island

MOTOR VEHICLES	ONE WAY	Round Trip
STANDARD SIZE VEHICLE	\$40.20	\$80.40
FULL SIZE VEHICLE (Pickup, Vans, SUV)	\$49.30	\$98.60
STR, TTRL (over 7FT tall) (price per foot one way)	\$6.25/ft	
Haz Mat Trucks	\$9.50/ft	
OVERSIZE VEHICLE UNDER 7': Dual Wheel, Ext Cab Pickups, Stake Bodies, Limos, etc. (price per foot one way)	\$4.55	\$9.10
OVERSIZE VEHICLE OVER 7': (price per foot one way)	\$6.25	\$12.50
ADD ONS (Top, Front or Back)	\$9.30	\$18.60
Reservation cancellation fee	\$12.85 each way	

Steamship authority - Martha's Vineyard

Passenger Automobiles (Standard Fare Rates)		One-Way	Round-Trip
Fare Description	Period	Amount	Amount
Under 17' in length	January 4, 2024 - March 31, 2024	\$64.00	\$128.00
Under 17' in length	April 1, 2024 - May 14, 2024	\$100.00	\$200.00
Under 17' in length (Mon-Thu)	May 15, 2024 - September 14, 2024	\$110.00	\$220.00
Under 17' in length (Fri-Sun)	May 15, 2024 - September 14, 2024	\$135.00	\$270.00
Under 17' in length	September 15, 2024 - October 31, 2024	\$100.00	\$200.00
Under 17' in length	November 1, 2024 - December 31, 2024	\$66.00	\$132.00
17' but less than 20' in length	January 4, 2024 - March 31, 2024	\$74.00	\$148.00
17' but less than 20' in length	April 1, 2024 - May 14, 2024	\$110.00	\$220.00
17' but less than 20' in length (Mon-Thu)	May 15, 2024 - September 14, 2024	\$120.00	\$240.00
17' but less than 20' in length (Fri-Sun)	May 15, 2024 - September 14, 2024	\$145.00	\$290.00
17' but less than 20' in length	September 15, 2024 - October 31, 2024	\$110.00	\$220.00
17' but less than 20' in length	November 1, 2024 - December 31, 2024	\$76.00	\$152.00
Extended Load beyond front or rear bumper	January 4, 2024 - December 31, 2024	\$12.50	\$25.00

Market Analysis

Maine State Ferry

Vehicles, Motorcycles & Trucks

Island Pair	Ticket Type	Off-Peak Rate 10/1 to 5/31	Peak Rate 6/1 to 9/30
Rockland ~ Vinalhaven Rockland ~ North Haven Bass Harbor ~ Swans Island Bass Harbor ~ Frenchboro	Vehicle (includes driver) Motorcycle (includes driver) Truck per foot (driver not included) Reservation (one-way)	\$36.50 \$28.25 \$5.25 \$15.00	\$48.50 \$37.50 \$6.25 \$15.00
Lincolntonville ~ Islesboro	Vehicle (includes driver) Motorcycle (includes driver) Truck per foot (driver not included) Reservation (one-way)	\$26.00 \$20.50 \$5.00 \$24.00	\$37.50 \$29.75 \$6.00 \$24.00
Rockland ~ Matinicus	Vehicle (Resv and driver included) Motorcycle (Resv and driver included) Truck round trip (Resv incld) Truck one-way (Resv incld)	\$108.00 \$60.00 \$7.50 per foot \$8.75 per foot	

Portland Parking Costs

CBL Garage (daily rate): \$25 in 2009; \$50 in 2024

Other lot / garage rates: \$20-55

Proposals:

Approach:

In scope for today's discussion:

- Auto/light truck

Out-of-scope for the current proposal:

- Operational parameters
 - Vehicle Reservations
- Commercial vehicles
- Downbay rates
- Motorcycle, trailer

Key Assumptions:

- Any peak/off-peak pricing structure will cycle in April and Oct, consistent with other tariff categories
- Can implement residential pricing

Current Tariff Structure – Round-Trip Peaks Vehicle Rates

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Scenario #1 Proposed Structure

SCENARIO #1 PROPOSAL		
RESIDENT	Off-Peak Season	Peak Season
Auto or Light Truck (<6,000 lbs.)	\$45.00	\$55.00
NON - RESIDENT	Off-Peak Season	Peak Season
Auto or Light Truck (<6,000 lbs.)	\$144.00	\$165.00

Residential Tariff Structure Notes:
Propose same criteria to establish bona fide residency as priority boarding program
Residential ID card holder must present card with vehicle ticket at time of boarding

Other Notes:
Propose to include Handicapped plates at discounted rate in both resident and non-resident categories.

Scenario #2 Proposed Structure

SCENARIO #2 PROPOSAL			
RESIDENT		Off-Peak Season	Peak Season
Auto or Light Truck (<6,000 lbs.) Tues-Thurs		\$45.00	\$55.00
Auto or Light Truck (<6,000 lbs.) Fri-Mon		\$56.00	\$70.00
NON - RESIDENT		Off-Peak Season	Peak Season
Auto or Light Truck (<6,000 lbs.) Tues-Thurs		\$130.00	\$150.00
Auto or Light Truck (<6,000 lbs.) Fri-Mon		\$155.00	\$180.00

Residential Tariff Structure Notes:

Propose same criteria to establish bona fide residency as priority boarding program
Residential ID card holder must present card with vehicle ticket at time of boarding

Other Notes:

Propose to include Handicapped plates at discounted rate in both resident and non-resident categories.

Options considered but not developed into scenarios:

- Variable pricing structure based on time of day (better supported with reservation system in place)
- Add on fees for vehicle length, bike racks, etc.

Next Steps:

Next Steps:

- Based on committee discussion, revise or develop new scenarios
 - Consider trailer rates
 - Prepare financial analysis
 - Schedule next workshop
 - Update from ops committee on vehicle reservations to confirm scope of this initiative
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- Note: Include breakdown of passenger / commercial in materials for next workshop

Appendix:

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/>