

# Casco Bay Island Transit District – Finance Committee

## Vehicle Rate Workshop #5

April 17, 2025

Continuing Discussion from  
October 1, 2024, March 19 and April 2 and April 9, 2025 Finance Workshops

# Agenda

## April 17, 2025 Workshop #5

- Opening Comments from Treasurer & Finance Committee Chair
  - Reminder of rationale for change
  - Update on where are we in the process
- Review Proposal, no change from 4/9
  - Financial model
- Public Comment
- Committee Discussion
- Closing Committee Discussion & Potential Recommendation to Board
- Next Steps & Adjourn

# Background

## Vehicle Fares: Step 2 in multi-phase approach to address operating loss via revenue increase & expense reduction

- **Increase revenues:**

- ✓ Passenger fares: Changed in 2024 for first time in 15 years, resulting in increased revenues while protecting affordability for islanders and frequent riders....

- **2<sup>nd</sup>: Vehicle fares (now)**

- **Reduce expenses:**

- Started in 2024: -\$300k reduction targeted via fuel conservation & other expenses
  - Finance Committee recommend to board for approval a FY 2025 budget with \$400,000 in annualized expense reductions target
  - Operations Committee has begun hard work: develop a more efficient schedule
- Goal: Reduce deficit prudently, maintain compliance and access to grant funding to continue to offset operating expenses & fund necessary capital projects

Question: Does vehicle rate change mean grants are ending?

No, the committee is undertaking this as part of a planned effort directed to deficit reduction, consistent with Finance Committee attention to financial health of CBL

***Vehicles are complex, change and price increases are hard. Observationally, use patterns are more varied than passenger fares. Further complicated by commercial (oversize) vehicles that may not materially contribute to revenue, but contribute to congestion***

# Process Inaugurated October 2024

## Two-Tier Structure From Initial Proposal Maintained, Proposal Refined Through Substantial Input

- **Two tier rate structure designed to increase revenue while protecting islanders & workers**
  - Captures increased revenue from single tickets, like passenger fare change last year
  - Structure sets lower rates for islanders and frequent users; flat increase would result in higher rates for them
  - By establishing a discount rate under the pass structure, islanders & frequent users are more protected from compounding as rates will need to be increased responsibly, on a more regular cadence
- **Goal of \$400,000 - \$500,000 in additional revenue** for CBL target clarified & projected from proposal
- Changes 'discount' days with aim to provide convenience and address congestion
- **Handicapped rates:** \$46 any day of the week, any season
- Includes stop-gap +23% for commercial/large vehicles: Finance Committee discussion of this stop gap approach, and intention to address more fully, in collaboration with Operations Committee, in the near future
- **Legal counsel: Add-on discount pass not required**
  - Discount not tied to residency
  - Elimination of add-on with annual pass removes confusion and operational complexity
  - Allows simpler discount plan with annual pass (90-day pass proposed \$50 fee/\$25 for seniors)
  - Finance Committee discussion topic for today: Elimination of fee with annual? \$50/\$25 charge for 90 day?

# Where are we in the process?

- Intent of this workshop is for committee to further discuss and align on the proposed revisions first presented and concepts discussed at the April 9 workshop, and to solicit further public input and comment.
- This is the 5<sup>th</sup> public workshop of this Committee on this topic
  - Thank you to all the Peaks islanders who discussed and provided feedback – it has been a vital part of this Committee’s process
- Pending outcome of today’s workshop, the Committee may make a recommendation to the Board. The Board would then consider and vote on a motion, following a noticed public hearing.

# Proposal Review

# Current Rate 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     |

# Proposed Rate Structure – Round-Trip Peaks Vehicle Rates

## Summarized

*Note – Topic for Committee Discussion: Table below updated to reflect current commercial/passenger vehicle classification, based on discussion at April 9<sup>th</sup> workshop*

### PROPOSED STRUCTURE

| REGULAR RATE                | Off-Peak Season | Peak Season |
|-----------------------------|-----------------|-------------|
| Passenger Vehicle SUN-WED   | \$82.65         | \$190.00    |
| Passenger Vehicle THURS-SAT | \$120.00        | \$190.00    |
| DISCOUNT RATE               | Off-Peak Season | Peak Season |
| Passenger Vehicle SUN-WED   | \$46.00         | \$46.00     |
| Passenger Vehicle THURS-SAT | \$46.00         | \$82.65     |

#### DISCOUNT RATE ELIGIBILITY:

Annual Pass holders are eligible to purchase Discount Rate tickets. 90-day pass holders may purchase a Vehicle Add-On at the time of pass purchase. 90-day pass holders with the Vehicle Add-On may purchase Discount Rate Tickets. (see slide 12 for policy and operational details).

#### Special Rates:

Handicapped Rate: \$46.00 year-round, 7 days (requires handicapped plate or hang tag)

Loyetta Voyer Rate: \$46.00 year-round, 7 days (purchased & distributed by LV Fund)

# Other Details of Note

- **Stuffing** allowed in 2025: transition year, tickets purchased in advance will be honored until they expire in 60 days
- Passes / discount eligibility not related to residency: anyone can buy a pass
- PIC & other island non-profits support needs-based tickets for islanders. Potential for outreach to see if they may be able to support passes.

## *Current Pass/Passenger Rates for Reference*

| <b>FLAT FARE – ALL ISLANDS</b>             | <b>Peak<br/>Season<br/>Rates</b> | <b>Off-Peak<br/>Season<br/>Rates</b> |
|--------------------------------------------|----------------------------------|--------------------------------------|
| Fare Type                                  |                                  |                                      |
| Adult                                      | \$14.00                          | \$7.20                               |
| Half (senior/disabled/child)               | \$7.00                           | \$3.60                               |
| 30-Day Pass                                | \$48.00                          | \$32.00                              |
| 30-Day Pass – Half (senior/disabled/child) | \$24.00                          | \$16.00                              |
| 90-Day Pass                                | \$144.00                         | \$96.00                              |
| 90-Day Pass – Half (senior/disabled/child) | \$72.00                          | \$48.00                              |
| Annual                                     | \$432.00                         | \$432.00                             |
| Annual – Half (senior/disabled/child)      | \$216.00                         | \$216.00                             |

# Vehicle Discount: Eligibility and how would it work?

- Annual pass holders are eligible to purchase Discount Rate passenger vehicle tickets
- 90-day passenger pass holders that have purchased the Vehicle add-on are eligible to purchase Discount Rate passenger vehicle tickets
  - Vehicle Discount Supplement expires with the passenger pass/must be purchased at same time as the passenger pass (see note below).
- Program Details:
  - Eligible Pass holders can purchase vehicle tickets at the Discount price
  - Pass must be presented to purchase discount ticket
  - Pass holder must be in present in vehicle to board the vessel (does not need to be the driver). Vehicle ticket includes driver. All other passengers require ticket or pass.
  - Note: Passes not tied to the vehicle but to the person (photo id)
- Passenger passes not tied to residency, discount eligibility will not be tied to residency

Committee discussion topic – propose to implement as a ***pilot*** in time for summer 2025

# Commercial Vehicle Rates – Round-Trip Current vs. Proposed

## Summarized<sup>1</sup>

**Note – Topic for Committee Discussion: Table below updated to reflect current commercial/passenger vehicle classification, based on discussion at April 9<sup>th</sup> workshop. 23% increase.**

| CURRENT – Commercial Vehicles by Registered GVW (gross vehicle weight) |                 |             |
|------------------------------------------------------------------------|-----------------|-------------|
|                                                                        | Off-Peak Season | Peak Season |
| <6,000 lbs.                                                            | \$44.65         | \$85.45     |
| 6,000 – 10,999 lbs.                                                    | \$47.65         | \$87.90     |
| 11,000 – 19,999 lbs.                                                   | \$52.65         | \$95.15     |
| 20,000 – 29,999 lbs.                                                   | \$62.65         | \$109.65    |
| 30,000 – 39,999 lbs.                                                   | \$74.65         | \$129.40    |
| 40,000 – 49,999 lbs.                                                   | \$87.65         | \$159.65    |
| 50,000 – 59,999 lbs.                                                   | \$108.65        | \$176.65    |
| over 60,000 lbs.                                                       | \$134.65        | \$196.65    |
| Maximum charge per vehicle including freight: \$345.00                 |                 |             |

| PROPOSED STRUCTURE – Commercial Vehicles by Registered GVW |                 |             |
|------------------------------------------------------------|-----------------|-------------|
|                                                            | Off-Peak Season | Peak Season |
| <6,000 lbs.                                                | \$54.92         | \$105.10    |
| 6,000 – 10,999 lbs.                                        | \$58.61         | \$108.12    |
| 11,000 – 19,999 lbs.                                       | \$64.76         | \$117.03    |
| 20,000 – 29,999 lbs.                                       | \$77.06         | \$134.87    |
| 30,000 – 39,999 lbs.                                       | \$91.82         | \$159.16    |
| 40,000 – 49,999 lbs.                                       | \$107.81        | \$196.37    |
| 50,000 – 59,999 lbs.                                       | \$133.64        | \$217.28    |
| over 60,000 lbs.                                           | \$165.62        | \$241.88    |
| Maximum charge per vehicle including freight: \$425.00     |                 |             |

<sup>1</sup> Rate categories summarized for clarity. Consistent increases (23%) proposed for trailers, commercial freight, and construction equipment.

# Commercial Considerations: *Defer Substantial Restructuring For Now*

- Commercial / large size vehicles are a complicated topic
  - Few very large trucks, they underpay for space taken; most delivering to island businesses or residents
  - Islanders home repair needs served by commercial trucks; concern about pricing and access for contractors vs complaints about congestion & unfairness of trucks serving a single home-owner
  - Essential island businesses (e.g., Hannigan's, Peaks Island Fuel) are frequent users of car ferry
- Initial proposal proposed to change from weight-based rate calculation to size-based, however propose to temporarily defer significant change due to need for additional analysis, as well as discussions with businesses and CBL staff to optimize rate & structure
  - Significant operational impact associated with this change
  - Battery Steele delivery planned, wider lane for large trucks
- Therefore, propose increase of 23% across the board (half inflation rate since 2010) as an interim/stop-gap rate increase
  - To simplify, recommend maintaining commercial truck <6000lbs classification (change back from 4/9)

# Future Considerations in Response to Public Input

- Family & Friends: Explore options for pass holders to purchase fixed quantities of transferrable tickets for passenger & vehicle
  - Many islanders request a more affordable option, some report decline in family visits
- Medical: Continue CBL support of Loretta Voyer fund tickets
- Financial Hardship: Currently island support for single tickets – potential to provide support for passes
- Families: Many young families who have moved to Peaks for the community face high costs: day care, parking, ferry passes. There is discussion about encouraging young families

# Financial Analysis of Proposal

# Forecasted Revenue Impact – Vehicle Rates (updated for 4/17 workshop)

Updated: Maintains commercial classification of vehicles <6,000lbs, adjusts pass supplement revenue

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| Travel Type                                    | Ticket Type       | Rate/Product Name                          | Baseline           | Forecast Year 1 Implementation | Change vs. Baseline (% Change) |
|------------------------------------------------|-------------------|--------------------------------------------|--------------------|--------------------------------|--------------------------------|
| Vehicle                                        | Auto              | PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED   |                    | \$462,575                      |                                |
| Vehicle                                        | Auto              | PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT |                    | \$74,922                       |                                |
| Vehicle                                        | Auto              | PEAKS AUTO - Regular                       |                    | \$493,314                      |                                |
| Vehicle                                        | Auto              | PEAKS AUTO - Regular - Weekend             |                    | \$534,385                      |                                |
| <b>Vehicle</b>                                 | <b>Auto</b>       | <b>SubTotal</b>                            | <b>\$1,185,000</b> | <b>\$1,565,196</b>             | <b>\$380,196<br/>32%</b>       |
| Vehicle                                        | VDP               | VDP - Annual, Recognized Revenue           |                    | -                              |                                |
| Vehicle                                        | VDP               | VDP - 90-day, Recognized Revenue           |                    | \$12,623                       |                                |
|                                                |                   |                                            | -                  | \$12,623                       | \$12,623<br>N/A - new          |
| Vehicle                                        | Commercial        | (Commercial) Vehicle < 6,000lbs            |                    | \$155,116                      |                                |
| Vehicle                                        | Commercial        | Vehicle 6-10,999lbs                        |                    | \$48,653                       |                                |
| Vehicle                                        | Commercial        | Vehicle 11-19,999lbs                       |                    | \$29,727                       |                                |
| Vehicle                                        | Commercial        | Vehicle 20-29,999lbs                       |                    | \$49,362                       |                                |
| Vehicle                                        | Commercial        | Vehicle 30-39,999lbs                       |                    | \$6,844                        |                                |
| Vehicle                                        | Commercial        | Vehicle 40-49,999lbs                       |                    | \$1,178                        |                                |
| Vehicle                                        | Commercial        | Vehicle 50-59,999lbs                       |                    | \$2,173                        |                                |
| Vehicle                                        | Commercial        | Vehicle over 60,000lbs                     |                    | \$5,805                        |                                |
| Vehicle                                        | Commercial        | Vehicle Maximum Charge                     |                    | \$11,900                       |                                |
| <b>Vehicle</b>                                 | <b>Commercial</b> | <b>SubTotal</b>                            | <b>\$231,000</b>   | <b>\$310,758</b>               | <b>\$79,758<br/>35%</b>        |
| <b>TOTAL KEY VEHICLE CATEGORIES</b>            |                   |                                            | <b>\$1,416,000</b> | <b>\$1,888,576</b>             | <b>\$472,576</b>               |
| (note: excludes trailers, mopeds, motorcycles) |                   |                                            |                    |                                | <b>32%</b>                     |

Updated to reflect proposed change in supplement pricing/structure

# Forecasted Revenue Impact – Vehicle Rates (updated for 4/17 workshop)

**DRAFT – FOR DISCUSSION AT 04/17 FINANCE COMMITTEE MEETING**

| Rate/Product Name                              | Baseline           | January         | February        | March           | April            | May              | June             | July             | August           | September        | October          | November        | December        | Forecast Year 1 Implementation | Change vs. Baseline (% Change) |
|------------------------------------------------|--------------------|-----------------|-----------------|-----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-----------------|-----------------|--------------------------------|--------------------------------|
| PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED       |                    | \$30,956        | \$27,694        | \$25,608        | \$35,349         | \$47,355         | \$56,874         | \$45,143         | \$43,139         | \$37,876         | \$40,797         | \$35,860        | \$35,926        | \$462,575                      |                                |
| PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT     |                    | \$3,440         | \$3,077         | \$2,845         | \$7,057          | \$9,454          | \$11,354         | \$9,012          | \$8,612          | \$7,561          | \$4,533          | \$3,984         | \$3,992         | \$74,922                       |                                |
| PEAKS AUTO - Regular                           |                    | \$13,317        | \$11,914        | \$11,016        | \$34,958         | \$63,388         | \$76,129         | \$90,640         | \$86,616         | \$50,700         | \$23,755         | \$15,426        | \$15,455        | \$493,314                      |                                |
| PEAKS AUTO - Regular - Weekend                 |                    | \$19,335        | \$17,297        | \$15,994        | \$34,958         | \$63,388         | \$76,129         | \$90,640         | \$86,616         | \$50,700         | \$34,490         | \$22,398        | \$22,439        | \$534,385                      |                                |
| <b>SubTotal</b>                                | <b>\$1,185,000</b> | <b>\$67,047</b> | <b>\$59,981</b> | <b>\$55,464</b> | <b>\$112,323</b> | <b>\$183,584</b> | <b>\$220,486</b> | <b>\$235,434</b> | <b>\$224,983</b> | <b>\$146,837</b> | <b>\$103,576</b> | <b>\$77,668</b> | <b>\$77,812</b> | <b>\$1,565,196</b>             | <b>\$380,196</b><br>32%        |
| VDP - Annual, Recognized Revenue               |                    | -               | -               | -               | -                | -                | -                | -                | -                | -                | -                | -               | -               | -                              |                                |
| VDP - 90-day, Recognized Revenue               |                    | \$743           | \$743           | \$743           | \$949            | \$1,155          | \$1,361          | \$1,361          | \$1,361          | \$1,361          | \$1,155          | \$949           | \$743           | \$12,623                       |                                |
|                                                | -                  | <b>\$743</b>    | <b>\$743</b>    | <b>\$743</b>    | <b>\$949</b>     | <b>\$1,155</b>   | <b>\$1,361</b>   | <b>\$1,361</b>   | <b>\$1,361</b>   | <b>\$1,361</b>   | <b>\$1,155</b>   | <b>\$949</b>    | <b>\$743</b>    | <b>\$12,623</b>                | <b>\$12,623</b><br>N/A - new   |
| (Commercial) Vehicle < 6,000lbs                |                    | \$7,469         | \$8,018         | \$8,842         | \$21,862         | \$15,240         | \$19,549         | \$16,186         | \$18,814         | \$13,874         | \$8,458          | \$8,677         | \$8,128         | \$155,116                      |                                |
| Vehicle 6-10,999lbs                            |                    | \$4,541         | \$2,270         | \$2,487         | \$3,676          | \$6,487          | \$6,595          | \$4,000          | \$4,433          | \$3,352          | \$3,784          | \$4,108         | \$2,919         | \$48,653                       |                                |
| Vehicle 11-19,999lbs                           |                    | \$1,638         | \$2,458         | \$2,224         | \$4,096          | \$4,330          | \$3,745          | \$2,692          | \$2,575          | \$1,756          | \$1,404          | \$2,224         | \$585           | \$29,727                       |                                |
| Vehicle 20-29,999lbs                           |                    | \$2,832         | \$3,776         | \$2,697         | \$2,967          | \$4,316          | \$5,530          | \$4,316          | \$6,339          | \$5,934          | \$4,855          | \$2,832         | \$2,967         | \$49,362                       |                                |
| Vehicle 30-39,999lbs                           |                    | \$477           | -               | \$159           | -                | \$477            | \$159            | \$159            | \$796            | \$637            | \$1,751          | \$1,751         | \$477           | \$6,844                        |                                |
| Vehicle 40-49,999lbs                           |                    | -               | -               | -               | \$196            | -                | -                | -                | \$196            | \$393            | -                | \$196           | \$196           | \$1,178                        |                                |
| Vehicle 50-59,999lbs                           |                    | -               | -               | \$217           | \$217            | -                | \$435            | \$217            | \$217            | \$217            | \$435            | \$217           | -               | \$2,173                        |                                |
| Vehicle over 60,000lbs                         |                    | \$242           | \$2,177         | \$242           | \$726            | -                | \$484            | -                | \$242            | \$968            | \$242            | \$242           | \$242           | \$5,805                        |                                |
| Vehicle Maximum Charge                         |                    | -               | -               | -               | -                | \$850            | \$1,275          | \$850            | \$2,975          | \$850            | \$2,975          | \$850           | \$1,275         | \$11,900                       |                                |
| <b>SubTotal</b>                                | <b>\$231,000</b>   | <b>\$17,200</b> | <b>\$18,700</b> | <b>\$16,868</b> | <b>\$33,740</b>  | <b>\$31,701</b>  | <b>\$37,772</b>  | <b>\$28,420</b>  | <b>\$36,586</b>  | <b>\$27,979</b>  | <b>\$23,904</b>  | <b>\$21,098</b> | <b>\$16,790</b> | <b>\$310,758</b>               | <b>\$79,758</b><br>35%         |
| <b>TOTAL KEY VEHICLE CATEGORIES</b>            | <b>\$1,416,000</b> | <b>\$84,989</b> | <b>\$79,424</b> | <b>\$73,074</b> | <b>\$147,012</b> | <b>\$216,440</b> | <b>\$259,619</b> | <b>\$265,215</b> | <b>\$262,931</b> | <b>\$176,177</b> | <b>\$128,635</b> | <b>\$99,715</b> | <b>\$95,345</b> | <b>\$1,888,576</b>             | <b>\$472,576</b><br>32%        |
| (note: excludes trailers, mopeds, motorcycles) |                    |                 |                 |                 |                  |                  |                  |                  |                  |                  |                  |                 |                 |                                |                                |

\* Baseline based on 2023 Sales Data

# Process and Discussion

# Proposal: Finance Committee Consideration

- No plan will be perfect or please everyone
- Believe this Committee has strong understanding of the need, the proposal, and a path to implementation
  - Public comment has been a critical input as we've refined proposal over time
- Recognize that initiatives to increase revenue need to be balanced by expense reduction initiatives
  - There are limits to amount of revenue that can be extracted from Peaks – whether via single tickets or passes
  - Board responsibility to consider entire District, ensure financial health of CBL
- Several points for Finance Committee deliberation:
  - Removing cost of supplement on annual pass and structure of \$50/\$25 for 90 day pass discount
  - Commercial considerations
  - Pilot and if so, duration and time of assessment

## Process: Next Steps

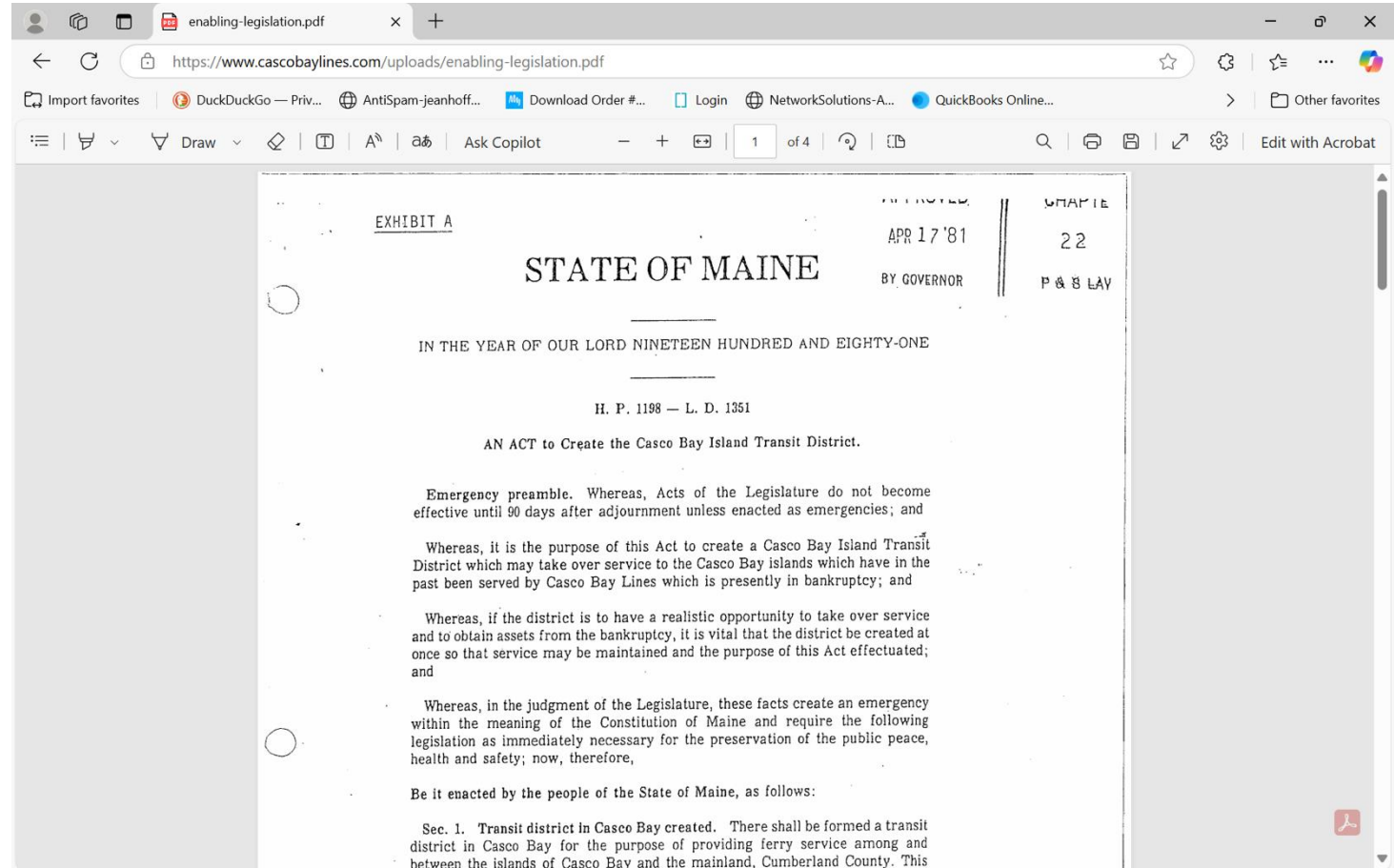
- Today is 5<sup>th</sup> public workshop on vehicle rate change (10/1/24, 3/19/25, 4/2/25, 4/9/25)
- Public input and feedback are critical part of committee and board consideration of proposal
- Information: Dedicated page on CBL website created -- [Finance Committee - Rate Change - Casco Bay Lines](#). Written comments may be submitted to: [ratechange@cascobaylines.com](mailto:ratechange@cascobaylines.com)
- Finance Committee discussion including points on prior slide, decision whether to recommend to Board for public hearing, consideration and action
- Discussion with legal counsel and preparation of opinion
- Preparation of PUC submission, with counsel (tariff, legal opinion) for 6/1/25 target

# Appendix

# Background: CBL Enabling Legislation

Sec 1. Transit District in Casco Bay created. ...do all things necessary to furnish waterborne transportation... including incidental tour and charter service, for public purposes in the interest of ... the inhabitants of the islands comprising the district.

Sec 8. Directors may establish such routes and shall fix such rates of fare to be charged for such public transportation service as shall to the extent possible reasonably assure sufficient income to meet the cost of the service.



# Commercial/High GVW Scenarios

Potential topic for Finance Committee  
Discussion – during stopgap period, should high GVW have floor of non-discount car rate?

## Current

| Passenger              | Off-Peak | Peak     |
|------------------------|----------|----------|
| PEAKS AUTO             | \$36.65  |          |
| PEAKS AUTO MON - TUES  |          | \$62.65  |
| PEAKS AUTO WED         |          | \$36.65  |
| PEAKS AUTO THURS - SUN |          | \$82.65  |
| <b>Commercial</b>      |          |          |
| <6,000 lbs.            | \$44.65  | \$85.45  |
| 6,000 – 10,999 lbs.    | \$47.65  | \$87.90  |
| 11,000 – 19,999 lbs.   | \$52.65  | \$95.15  |
| 20,000 – 29,999 lbs.   | \$62.65  | \$109.65 |
| 30,000 – 39,999 lbs.   | \$74.65  | \$129.40 |
| 40,000 – 49,999 lbs.   | \$87.65  | \$159.65 |
| 50,000 – 59,999 lbs.   | \$108.65 | \$176.65 |
| over 60,000 lbs.       | \$134.65 | \$196.65 |
| Max                    | \$345.00 | \$345.00 |

## 4/2 Proposal

| Passenger                                        | Off-Peak | Peak     |
|--------------------------------------------------|----------|----------|
| Auto / Light Truck<br><b>SUN-WED - VDP</b>       | \$46.00  | \$46.00  |
| Auto / Light Truck<br><b>THURS-SAT - VDP</b>     | \$46.00  | \$82.65  |
| Auto / Light Truck<br><b>SUN-WED - REGULAR</b>   | \$82.65  | \$190.00 |
| Auto / Light Truck<br><b>THURS-SAT - REGULAR</b> | \$120.00 | \$190.00 |
| <b>Commercial</b>                                |          |          |
| <6,000 lbs.                                      | \$54.92  | \$105.10 |
| 6,000 – 10,999 lbs.                              | \$58.61  | \$108.12 |
| 11,000 – 19,999 lbs.                             | \$64.76  | \$117.03 |
| 20,000 – 29,999 lbs.                             | \$77.06  | \$134.87 |
| 30,000 – 39,999 lbs.                             | \$91.82  | \$159.16 |
| 40,000 – 49,999 lbs.                             | \$107.81 | \$196.37 |
| 50,000 – 59,999 lbs.                             | \$133.64 | \$217.28 |
| over 60,000 lbs.                                 | \$165.62 | \$241.88 |
| Max                                              | \$425.00 | \$425.00 |

## Car ticket neutrality

| Passenger                                        | Off-Peak      | Peak          |
|--------------------------------------------------|---------------|---------------|
| Auto / Light Truck<br><b>SUN-WED - VDP</b>       | \$46.00       | \$46.00       |
| Auto / Light Truck<br><b>THURS-SAT - VDP</b>     | \$46.00       | \$82.65       |
| Auto / Light Truck<br><b>SUN-WED - REGULAR</b>   | \$82.65       | \$190.00      |
| Auto / Light Truck<br><b>THURS-SAT - REGULAR</b> | \$120.00      | \$190.00      |
| <b>Commercial</b>                                |               |               |
| <6,000 lbs.                                      | \$82.65 85%   | \$190.00 99%  |
| 6,000 – 10,999 lbs.                              | \$94.50 98%   | \$197.41 101% |
| 11,000 – 19,999 lbs.                             | \$106.36 102% | \$204.82 94%  |
| 20,000 – 29,999 lbs.                             | \$118.21 89%  | \$212.23 76%  |
| 30,000 – 39,999 lbs.                             | \$130.06 74%  | \$219.65 57%  |
| 40,000 – 49,999 lbs.                             | \$141.91 62%  | \$227.06 34%  |
| 50,000 – 59,999 lbs.                             | \$153.77 42%  | \$234.47 27%  |
| over 60,000 lbs.                                 | \$165.62 23%  | \$241.88 23%  |
| Max                                              | \$425.00      | \$425.00      |

# Forecasted Revenue Impact – Vehicle Rates (updated for 4/17 workshop)

**Back-up scenario:** Reclassification of commercial vehicles <6,000lbs maintained

**DRAFT – FOR DISCUSSION AT 04/17 FINANCE COMMITTEE MEETING**

| Travel Type                                    | Ticket Type      | Rate/Product Name                          | Baseline           | Forecast Year 1 Implementation | Change vs. Baseline (% Change) |
|------------------------------------------------|------------------|--------------------------------------------|--------------------|--------------------------------|--------------------------------|
| Vehicle                                        | Auto             | PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED   |                    | \$501,587                      |                                |
| Vehicle                                        | Auto             | PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT |                    | \$80,968                       |                                |
| Vehicle                                        | Auto             | PEAKS AUTO - Regular                       |                    | \$530,199                      |                                |
| Vehicle                                        | Auto             | PEAKS AUTO - Regular - Weekend             |                    | \$575,306                      |                                |
| Vehicle                                        | Auto             | <b>SubTotal</b>                            | <b>\$1,185,000</b> | <b>\$1,688,059</b>             | <b>\$503,059<br/>42%</b>       |
| Vehicle                                        | VDP              | VDP - Annual, Recognized Revenue           |                    | -                              |                                |
| Vehicle                                        | VDP              | VDP - 90-day, Recognized Revenue           |                    | \$12,623                       |                                |
|                                                |                  |                                            |                    | <b>\$12,623</b>                | <b>\$12,623<br/>N/A - new</b>  |
| Vehicle                                        | Truck - High GVW | (Commercial) Vehicle < 6,000lbs            |                    | -                              |                                |
| Vehicle                                        | Truck - High GVW | Vehicle 6-10,999lbs                        |                    | \$48,653                       |                                |
| Vehicle                                        | Truck - High GVW | Vehicle 11-19,999lbs                       |                    | \$29,727                       |                                |
| Vehicle                                        | Truck - High GVW | Vehicle 20-29,999lbs                       |                    | \$49,362                       |                                |
| Vehicle                                        | Truck - High GVW | Vehicle 30-39,999lbs                       |                    | \$6,844                        |                                |
| Vehicle                                        | Truck - High GVW | Vehicle 40-49,999lbs                       |                    | \$1,178                        |                                |
| Vehicle                                        | Truck - High GVW | Vehicle 50-59,999lbs                       |                    | \$2,173                        |                                |
| Vehicle                                        | Truck - High GVW | Vehicle over 60,000lbs                     |                    | \$5,805                        |                                |
| Vehicle                                        | Truck - High GVW | Vehicle Maximum Charge                     |                    | \$11,900                       |                                |
| Vehicle                                        | Truck - High GVW | <b>SubTotal</b>                            | <b>\$231,000</b>   | <b>\$155,642</b>               | <b>-\$75,358<br/>-33%</b>      |
| <b>TOTAL KEY VEHICLE CATEGORIES</b>            |                  |                                            | <b>\$1,416,000</b> | <b>\$1,856,323</b>             | <b>\$440,323</b>               |
| (note: excludes trailers, mopeds, motorcycles) |                  |                                            |                    |                                | <b>30%</b>                     |

Includes ~\$130k of revenue resultant from reclass of commercial trucks <600lbs. Would be 30% increase without this reclassification.

Assumes ~60% of (full & half-price) annual & 90-day pass holders, on weighted average, purchase VDP.

Apparent decrease due to reclassification of commercial trucks <6000lbs. Adjusting for the reclassification, an increase of \$50k (48%) for all other commercial categories

# Examples

Not shown in 4/9 meeting

Updated to reflect proposed elimination of supplement charge for annual pass

## How will it work for me as a senior?

- Travels only by car, currently no pass: shopping (can choose day of week) and medical (no control over day of week)
- Annual Pass half price for seniors: \$216/year
- Proposed rate vs current rate, including pass cost:
  - Travel 1x/week est. \$364 more/year, +16%
  - Travel every 2 weeks: est. +\$303/year, +27%
  - 1x/week @\$46 = \$2392/year + \$216 = \$2608 total annual cost as proposed
  - Every 2 weeks, @\$46 = \$1196 + \$216 = \$1412 total annual cost as proposed
- Current cost:
  - 1x/week, assuming 50% peak Wed/50% Mon-Tues = \$2244/year
  - Every 2 weeks, 50% of peak Wed/50% Mon-Tues = \$1109/year
- Can take friends, visiting family car over with own pass at discount rate
- Calculations vary based on days of week for car travel, new proposed rates offer 4 days at cheapest rate in peak season compared to only Wed now

# How will it work for me, friends with babies?

- Friends/family with baby, travel with car full of stuff
- Passholder buys discount ticket for friends/family
- Meets friends at terminal and drives over with friend, baby, stuff, costs \$46
- Similar to what many do now: leave tickets at window or meet friends, family
- Off peak Sun-Wed friend can buy regular ticket without you for \$82.65 or you can do as above and get them a ticket and drive with them on the car ferry
- Passenger pass tied to person, who can drive in any vehicle including bringing friends, family cars at the discount rate

## How will it work for me, young family?

- Child in school, half price pass
- 2 parents, 1 works remotely, no pass; 1 has annual pass
- Drive car 1x/week: errands, fun, kids sports
- **Proposed rates estimated to cost family +\$168 or 4% more per year**
  - Assumes 50% on cheapest days Sun-Wed @\$46, 50% @\$82.65 on Th-Sat during peak season: \$46 all days offpeak, + 1 passenger (same) + 1 annual pass each adult + kid (same) = \$3921/year all in
- Current cost:
  - 1x/week, assuming peak season a third Wed/third weekend \$82.65/third Mon/Tu \$62.65 + 1 passenger + 1 annual pass each adult + kid = \$3753 for family to take car 1x/week
- Calculations vary based on days of week for car travel, new proposed rates offer 4 days at cheapest rate in peak season compared to only Wed now

# Clarification on Stuffing

- April advance ticket buying will be allowed in 2025
- **Peak Season Rates: April 19, 2025 – October 13, 2025**
- Vehicle tickets purchased at current off peak rates up until **4/18/25** will be valid for 60 days even after new rates are implemented
- For 2026 new rates are planned to be in effect and vehicle tickets will need to be valid at the price on the day of travel
- 2025 is last year of stuffing

# Current Rate Structure – Round-Trip Peaks Vehicle Rates *summarized*

*Last Increase: ~15 years ago*

| CURRENT – Non-Commercial Vehicle             |                 |             | CURRENT – Commercial Vehicles by Registered GVW (gross vehicle weight) |                 |             |
|----------------------------------------------|-----------------|-------------|------------------------------------------------------------------------|-----------------|-------------|
|                                              | Off-Peak Season | Peak Season |                                                                        | Off-Peak Season | Peak Season |
| Auto or Light Truck (<6,000 lbs.) Mon & Tues | \$36.65         | \$62.65     | <6,000 lbs.                                                            | \$44.65         | \$85.45     |
| Auto or Light Truck (<6,000 lbs.) Thurs-Sun  | \$36.65         | \$82.65     | 6,000 – 10,999 lbs.                                                    | \$47.65         | \$87.90     |
| Auto or Light Truck (<6,000 lbs.) Wed Only   | \$36.65         | \$36.65     | 11,000 – 19,999 lbs.                                                   | \$52.65         | \$95.15     |
| Handicapped Plates Mon & Tues                | \$36.65         | \$52.65     | 20,000 – 29,999 lbs.                                                   | \$62.65         | \$109.65    |
| Handicapped Plates Thurs-Sun                 | \$36.65         | \$72.65     | 30,000 – 39,999 lbs.                                                   | \$74.65         | \$129.40    |
|                                              |                 |             | 40,000 – 49,999 lbs.                                                   | \$87.65         | \$159.65    |
|                                              |                 |             | 50,000 – 59,999 lbs.                                                   | \$108.65        | \$176.65    |
|                                              |                 |             | over 60,000 lbs.                                                       | \$134.65        | \$196.65    |

Note: Maximum charge per vehicle including freight: \$345.00

# 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 | \$53.51         | \$91.47     |
| Auto or Light Truck (<6,000 lbs.) Thurs-Sun  | \$36.65         | \$82.65     | Auto or Light Truck (<6,000 lbs.) Thurs-Sun  | \$53.51         | \$120.67    |
| Auto or Light Truck (<6,000 lbs.) Wed Only   | \$36.65         | \$36.65     | Auto or Light Truck (<6,000 lbs.) Wed Only   | \$53.51         | \$53.51     |
| Handicapped Plates Mon & Tues                | \$36.65         | \$52.65     | Handicapped Plates Mon & Tues                | \$53.51         | \$76.87     |
| Handicapped Plates Thurs-Sun                 | \$36.65         | \$72.65     | Handicapped Plates Thurs-Sun                 | \$53.51         | \$106.07    |

# Current Tariff Structure Commercial vs. Inflation – Round-Trip Peaks

## Vehicle Rates

*Summarized*

| CURRENT – Commercial Vehicles by Registered GVW (gross vehicle weight) |                 |             | CURRENT STRUCTURE – <b>INFLATION</b> ADJUSTED |                 |             |
|------------------------------------------------------------------------|-----------------|-------------|-----------------------------------------------|-----------------|-------------|
|                                                                        | Off-Peak Season | Peak Season |                                               | Off-Peak Season | Peak Season |
| <6,000 lbs.                                                            | \$44.65         | \$85.45     | <6,000 lbs.                                   | \$65.19         | \$124.76    |
| 6,000 – 10,999 lbs.                                                    | \$47.65         | \$87.90     | 6,000 – 10,999 lbs.                           | \$69.57         | \$128.33    |
| 11,000 – 19,999 lbs.                                                   | \$52.65         | \$95.15     | 11,000 – 19,999 lbs.                          | \$76.87         | \$138.92    |
| 20,000 – 29,999 lbs.                                                   | \$62.65         | \$109.65    | 20,000 – 29,999 lbs.                          | \$91.47         | \$160.09    |
| 30,000 – 39,999 lbs.                                                   | \$74.65         | \$129.40    | 30,000 – 39,999 lbs.                          | \$108.99        | \$188.92    |
| 40,000 – 49,999 lbs.                                                   | \$87.65         | \$159.65    | 40,000 – 49,999 lbs.                          | \$127.97        | \$233.09    |
| 50,000 – 59,999 lbs.                                                   | \$108.65        | \$176.65    | 50,000 – 59,999 lbs.                          | \$158.63        | \$257.91    |
| over 60,000 lbs.                                                       | \$134.65        | \$196.65    | over 60,000 lbs.                              | \$196.59        | \$287.11    |

Maximum charge per vehicle including freight: \$345.00

Inflation adjusted maximum \$508

# Market Analysis

- Researched rates for other ferry systems
- Much more variance and complexity in vehicle rate structures for other ferries, relative to passenger rates
- Selected rates for comparables :
  - Chebeague Island ferry
    - \$230 R/T <20'
    - \$410 R/T 20-25'
    - \$580 > 25'
    - >65,000 lbs \$650
  - Maine State Ferry: \$38-108, peak season, based on island, large vehicles by foot
  - Steamship authority: \$170 R/T - \$436 - for up to 20' vehicle, both different off peak months
    - Offers different residential types of discount

## Portland Parking Costs

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

Other lot / garage rates: \$20-55

| Garage                          | Hourly Rate | Max Daily Rate | Monthly Rate |
|---------------------------------|-------------|----------------|--------------|
| Casco Bay Garage                | \$5.00      | \$50.00        | \$200        |
| Cumberland Co Courthouse Garage | \$4.00      |                | \$160        |
| Custom House Square             | \$5.00      | \$50.00        | \$195        |
| Elm Street Garage               | \$3.00      | \$28.00        | \$160        |
| Fore Street Garage              | \$7.00      |                | \$210        |
| Ocean Gateway Garage            | \$8.00      |                | \$200        |
| One City Center Garage          | \$5.00      |                | \$180        |
| Spring Street Garage            | \$4.00      | \$28.00        | \$160        |
| Temple Street Garage            | \$5.00      | \$50.00        | \$195        |
| 110 Thames St                   | \$7.50      | \$40.00        | \$180        |
| WEX /Roux Garage 100 Fore St    | \$5.00      |                |              |