

# Casco Bay Island Transit District – Finance Committee

## Vehicle Rate Workshop #4

April 9, 2025 - updated

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

# Agenda

April 9, 2025 Workshop

- Opening Comments from Treasurer & Finance Committee Chair
  - Rationale for Change
  - Where are we in the process?
- Review Proposal from 4/2/24
  - Financial model
- Committee Discussion
- Public Comment
- Closing Committee Discussion & Potential Recommendation
- 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

# Where are we in the process?

- 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
- Objective: raise revenue while protecting access and affordability for year-round & seasonal residents & frequent users. After much financial modeling and discussion on Peaks Island, arrived at a proposal that aims to do that, by protecting against straight-line price increases
- The current proposal:
  - Utilizes price increases to raise revenue with Discount structure an integral part to protect access and affordability (i.e., protects against straight-line price increases....45% to respond to inflation, compounds with future increases)
  - Includes stop-gap measure with regard to commercial/large vehicles, which Committee intends to address more fully, in collaboration with Operations Committee, in the near future
- This is the 4<sup>th</sup> public workshop of this Committee on this topic
  - Pending outcome of today's workshop, the Committee may make a recommendation to the Board
  - Thank you to all the Peaks islanders who discussed and provided feedback – it has been a vital part of this Committee's process

# Proposal Review

# Clarifying Terminology - updated

- Yesterday 4:30pm email from counsel
- Vehicle Discount Supplement – do not need separate supplement concept to define eligibility to discounted pricing
- Allows us to meet an objection from islanders to paying additional fee for “vehicle discount pass”
  - For Finance Committee consideration: how to respond to this late breaking news
- All passes can be purchased by anyone, not tied to residency

# 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*

## PROPOSED STRUCTURE

REGULAR RATE	Off-Peak Season	Peak Season
Auto / Light Truck SUN-WED	\$82.65	\$190.00
Auto / Light Truck THURS-SAT	\$120.00	\$190.00
DISCOUNT RATE	Off-Peak Season	Peak Season
Auto / Light SUN-WED	\$46.00	\$46.00
Auto / Light Truck THURS-SAT	\$46.00	\$82.65

## SPECIAL RATES

Handicapped: \$46.00 year round, 7 days (requires handicapped plate or hang tag)  
Loyetta Voyer: \$46.00 year round, 7 days (purchased by LV Fund, given to islanders with essential medical travel needs per LVF policies)

Note: Auto/Light Truck defined as passenger vehicle with commercial or passenger plates, <6000lbs

## Vehicle Discount – Key Element of the Proposal

- Single ticket increase brought in \$1m in additional peak season revenue, while passenger passes provided a simplified, affordable option for seasonal & year-round residents and frequent riders
- Summer visitors, mainly to Peaks, subsidize year-round and frequent seasonal travelers & workers, who in turn support CBL off-peak operations
- Vehicle pass structured like an annual pass would be too expensive for many to afford & could have unintended consequence of increasing congestion by overuse from those that could afford (e.g., bringing car back and forth daily)
- Vehicle Discount: propose to redefine for pilot as benefit of passenger pass
  - Option 1, annual pass, eligible for vehicle discount (propose no additional charge)
  - Option 2, 90 day pass, eligible for vehicle discount for additional \$50 / \$25 for seniors
- Discount enables similar construct to passenger passes
  - Single tickets price for vehicles goes up, just like single passenger tickets
  - Single vehicle ticket price increase greatest in peak season, when boats most crowded

# Vehicle Discount – Key Element of Proposal:

## Who is eligible and how would it work?

- Annual and 90-day passenger pass holders get discounted vehicle tickets
- Comes with annual pass, propose add fee of \$50 / \$25 for seniors to 90 day pass cost
  - Vehicle Discount Supplement expires with the passenger pass/must be purchased at same time as the passenger pass (see note below).
- Program Details:
  - Pass holders can purchase vehicle tickets at the Discount price
  - Pass must be presented to purchase discount ticket (1 pass)
  - Pass holder must be in present in vehicle to board the vessel
  - Note: Passes not tied to the vehicle but to the person (photo id)
- Note: Operational details for pilot implementation discussed on slide 12
- Passenger passes not tied to residency, discount eligibility will not be tied to residency

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

# Vehicle Discount: Operational Details TBD

- New information allows simplification of pass discount concept, easier operationally
  - Pass now 1 card, to be presented at time of purchase of discount ticket
  - Optimal to have visually different annual pass, includes discount eligibility vs 90 day (must pay fee for discount on vehicle tickets) vs monthly pass which does not enable discount ticket purchase
- Vehicle boarding:
  - Pass holder must be in present in vehicle to board the vessel (does not need to be the driver)
  - Crew to check for pass type with discount ticket on boarding in Portland
- Transition period:
  - Only during initial phase of implementation, a current 90-day pass holder may purchase a pro-rated (by month) discount Supplement
  - Sticker will be affixed to current pass to denote purchase of pro-rated Supplement

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

*Summarized<sup>1</sup>*

**PROPOSED: No change to structure; 23% increase vs. current**

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.	N/A*	N/A*
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		

*\* Note: Auto/Light Truck defined as passenger vehicle with commercial or passenger plates, <6000lbs*

<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 to optimize rate & structure
  - Also 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
  - Reclassify light truck <6000lbs with commercial plate to regular or discount automobile/light truck rate (i.e., treat this class of gross vehicle weight the same, regardless of commercial or passenger plate)

# Future Considerations

- Family & Friends: Explore options for pass holders to purchase fixed quantities of transferrable tickets for passenger & vehicle
- Medical: Continued 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

DRAFT – FOR DISCUSSION AT 04/09 FINANCE COMMITTEE MEETING

Revise in light of decision

Travel Type	Ticket Type	Rate/ProductName	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	
<b>Vehicle</b>	<b>Auto</b>	<b>SubTotal</b>	<b>\$1,185,000</b>	<b>\$1,688,059</b>	<b>\$503,059 42%</b>
Vehicle	VDP	VDP - Annual, Recognized Revenue		\$31,500	
Vehicle	VDP	VDP - 90-day, Recognized Revenue		\$40,800	
			-	\$72,300	\$72,300 N/A - new
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	
<b>Vehicle</b>	<b>Truck - High GVW</b>	<b>SubTotal</b>	<b>\$231,000</b>	<b>\$155,642</b>	<b>-\$75,358 -33%</b>
<b>TOTAL KEY VEHICLE CATEGORIES</b>			<b>\$1,416,000</b>	<b>\$1,916,001</b>	<b>\$500,001</b>
(note: excludes trailers, mopeds, motorcycles)					<b>35%</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

# Forecasted Revenue Impact – Vehicle Rates

DRAFT – FOR DISCUSSION AT 04/09 FINANCE COMMITTEE MEETING

Rate/ProductName	Baseline	January	February	March	April	May	June	July	August	September	October	November	December	Forecast	Change vs. Baseline (% Change)
														Year 1 Implementation	
PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED		\$33,974	\$30,933	\$29,180	\$39,965	\$50,236	\$60,570	\$47,693	\$46,103	\$40,499	\$43,858	\$39,366	\$39,210	\$501,587	
PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT		\$3,775	\$3,437	\$3,242	\$7,979	\$10,029	\$12,092	\$9,521	\$9,204	\$8,085	\$4,873	\$4,374	\$4,357	\$80,968	
PEAKS AUTO - Regular		\$14,615	\$13,307	\$12,553	\$39,523	\$67,245	\$81,077	\$95,760	\$92,568	\$54,211	\$25,537	\$16,935	\$16,868	\$530,199	
PEAKS AUTO - Regular - Weekend		\$21,220	\$19,321	\$18,226	\$39,523	\$67,245	\$81,077	\$95,760	\$92,568	\$54,211	\$37,078	\$24,588	\$24,491	\$575,306	
SubTotal	\$1,185,000	\$73,583	\$66,999	\$63,202	\$126,989	\$194,755	\$234,815	\$248,734	\$240,443	\$157,006	\$111,345	\$85,262	\$84,926	\$1,688,059	\$503,059 42%
VDP - Annual, Recognized Revenue		\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$31,500	
VDP - 90-day, Recognized Revenue		\$1,800	\$1,800	\$1,800	\$2,867	\$3,933	\$5,000	\$5,000	\$5,000	\$5,000	\$3,933	\$2,867	\$1,800	\$40,800	
	-	\$4,425	\$4,425	\$4,425	\$5,492	\$6,558	\$7,625	\$7,625	\$7,625	\$7,625	\$6,558	\$5,492	\$4,425	\$72,300	\$72,300 N/A - new
(Commercial) Vehicle < 6,000lbs		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	-	
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	
SubTotal	\$231,000	\$9,731	\$10,681	\$8,026	\$11,879	\$16,461	\$18,222	\$12,234	\$17,773	\$14,106	\$15,446	\$12,421	\$8,662	\$155,642	-\$75,358 -33%
TOTAL KEY VEHICLE CATEGORIES (note: excludes trailers, mopeds, motorcycles)	\$1,416,000	\$83,314	\$77,680	\$71,228	\$138,868	\$211,216	\$253,038	\$260,968	\$258,216	\$171,111	\$126,791	\$97,683	\$93,588	\$1,916,001	\$500,001 35%

\* 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
- For discussion: proceed to Board with recommendation for approval

## Process: Next Steps

- 4/9/25 was 4<sup>th</sup> public workshop on vehicle rate change (10/1/24, 3/19/25, 4/2/25)
- 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, 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

# Forecasted Revenue Impact – Sensitivity Analysis

DRAFT – FOR DISCUSSION AT 04/09 FINANCE COMMITTEE MEETING

Scenario #1: Decreased % of tickets are using VDP (40% in all months)				
Rate/ProductName	Destination	Baseline	Forecast Year 1 Implementation	Change vs. Baseline (% Change)
PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED	Peaks Island		\$332,088	
PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT	Peaks Island		\$54,583	
PEAKS AUTO - Regular	Peaks Island		\$775,009	
PEAKS AUTO - Regular - Weekend	Peaks Island		\$853,350	
SubTotal		\$1,185,000	\$2,015,029	\$830,029 70%
VDP - Annual, Recognized Revenue			\$31,500	
VDP - 90-day, Recognized Revenue			\$40,800	
		-	\$72,300	\$72,300 N/A - new
(Commercial) Vehicle < 6,000lbs	Peaks Island		-	
Vehicle 6-10,999lbs	Peaks Island		\$48,653	
Vehicle 11-19,999lbs	Peaks Island		\$29,727	
Vehicle 20-29,999lbs	Peaks Island		\$49,362	
Vehicle 30-39,999lbs	Peaks Island		\$6,844	
Vehicle 40-49,999lbs	Peaks Island		\$1,178	
Vehicle 50-59,999lbs	Peaks Island		\$2,173	
Vehicle over 60,000lbs	Peaks Island		\$5,805	
Vehicle Maximum Charge	Peaks Island		\$11,900	
SubTotal		\$231,000	\$155,642	-\$75,358 -33%
TOTAL KEY VEHICLE CATEGORIES		\$1,416,000	\$2,242,971	\$826,971
(note: excludes trailers, mopeds, motorcycles)				58%

Scenario #3: 40% decrease in all units; deceased revenue from VDP purchasing				
Rate/ProductName	Destination	Baseline	Forecast Year 1 Implementation	Change vs. Baseline (% Change)
PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED	Peaks Island		\$376,190	
PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT	Peaks Island		\$60,726	
PEAKS AUTO - Regular	Peaks Island		\$454,456	
PEAKS AUTO - Regular - Weekend	Peaks Island		\$493,119	
SubTotal		\$1,185,000	\$1,384,491	\$199,491 17%
VDP - Annual, Recognized Revenue			\$24,750	
VDP - 90-day, Recognized Revenue			\$27,000	
		-	\$51,750	\$51,750 N/A - new
(Commercial) Vehicle < 6,000lbs	Peaks Island		-	
Vehicle 6-10,999lbs	Peaks Island		\$48,653	
Vehicle 11-19,999lbs	Peaks Island		\$29,727	
Vehicle 20-29,999lbs	Peaks Island		\$49,362	
Vehicle 30-39,999lbs	Peaks Island		\$6,844	
Vehicle 40-49,999lbs	Peaks Island		\$1,178	
Vehicle 50-59,999lbs	Peaks Island		\$2,173	
Vehicle over 60,000lbs	Peaks Island		\$5,805	
Vehicle Maximum Charge	Peaks Island		\$11,900	
SubTotal		\$231,000	\$155,642	-\$75,358 -33%
TOTAL KEY VEHICLE CATEGORIES		\$1,416,000	\$1,591,883	\$175,883
(note: excludes trailers, mopeds, motorcycles)				12%

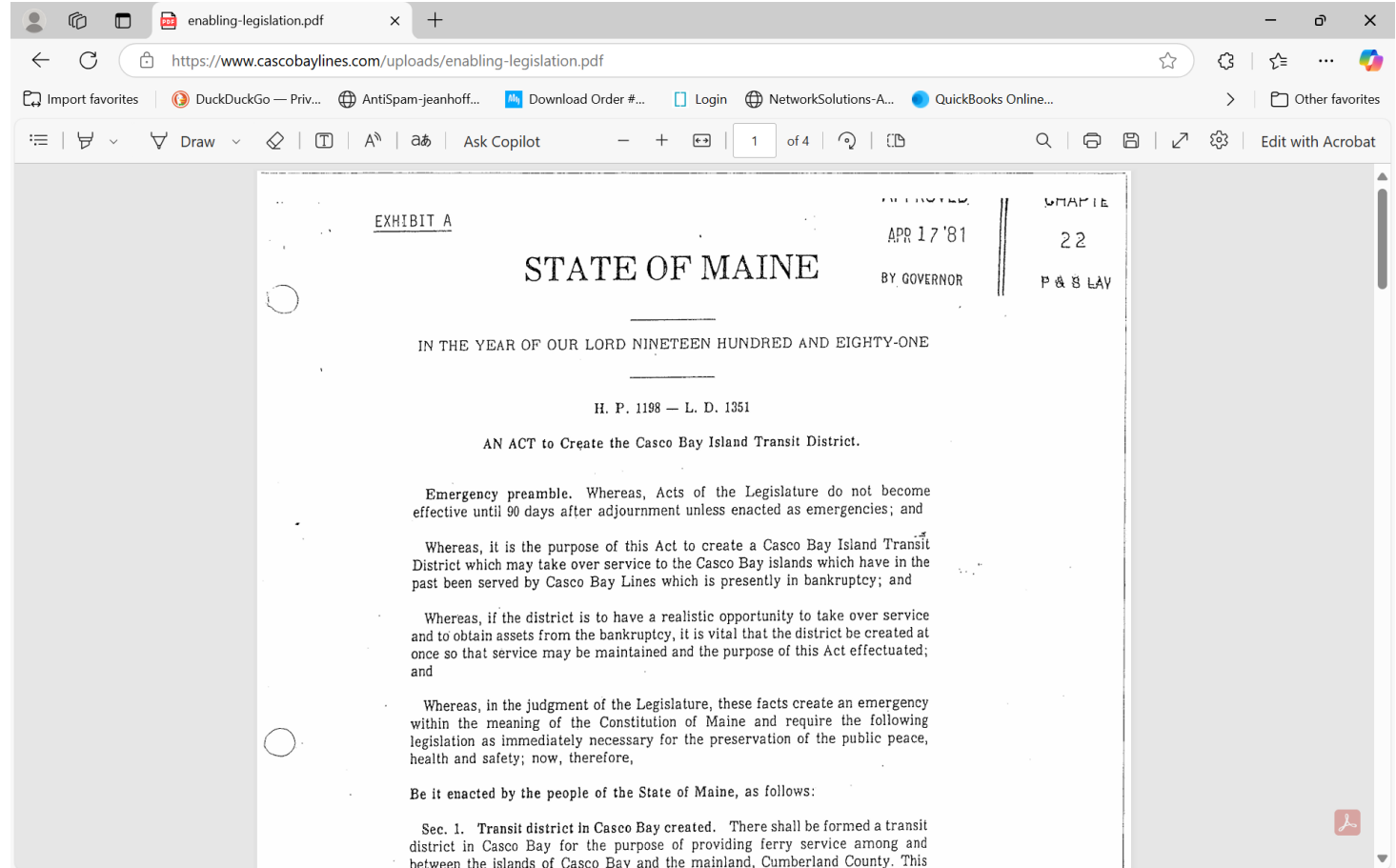
Scenario #1: Increased % of tickets are using VDP (80% in all months)				
Rate/ProductName	Destination	Baseline	Forecast Year 1 Implementation	Change vs. Baseline (% Change)
PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED	Peaks Island		\$664,175	
PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT	Peaks Island		\$109,167	
PEAKS AUTO - Regular	Peaks Island		\$258,336	
PEAKS AUTO - Regular - Weekend	Peaks Island		\$284,450	
SubTotal		\$1,185,000	\$1,316,128	\$131,128 11%
VDP - Annual, Recognized Revenue			\$31,500	
VDP - 90-day, Recognized Revenue			\$40,800	
		-	\$72,300	\$72,300 N/A - new
(Commercial) Vehicle < 6,000lbs	Peaks Island		-	
Vehicle 6-10,999lbs	Peaks Island		\$48,653	
Vehicle 11-19,999lbs	Peaks Island		\$29,727	
Vehicle 20-29,999lbs	Peaks Island		\$49,362	
Vehicle 30-39,999lbs	Peaks Island		\$6,844	
Vehicle 40-49,999lbs	Peaks Island		\$1,178	
Vehicle 50-59,999lbs	Peaks Island		\$2,173	
Vehicle over 60,000lbs	Peaks Island		\$5,805	
Vehicle Maximum Charge	Peaks Island		\$11,900	
SubTotal		\$231,000	\$155,642	-\$75,358 -33%
TOTAL KEY VEHICLE CATEGORIES		\$1,416,000	\$1,544,070	\$128,070
(note: excludes trailers, mopeds, motorcycles)				9%

Scenario #4: 10% decrease in all units (upside scenario)				
Rate/ProductName	Destination	Baseline	Forecast Year 1 Implementation	Change vs. Baseline (% Change)
PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED	Peaks Island		\$564,286	
PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT	Peaks Island		\$91,089	
PEAKS AUTO - Regular	Peaks Island		\$681,684	
PEAKS AUTO - Regular - Weekend	Peaks Island		\$739,679	
SubTotal		\$1,185,000	\$2,076,737	\$891,737 75%
VDP - Annual, Recognized Revenue			\$31,500	
VDP - 90-day, Recognized Revenue			\$40,800	
		-	\$72,300	\$72,300 N/A - new
(Commercial) Vehicle < 6,000lbs	Peaks Island		-	
Vehicle 6-10,999lbs	Peaks Island		\$48,653	
Vehicle 11-19,999lbs	Peaks Island		\$29,727	
Vehicle 20-29,999lbs	Peaks Island		\$49,362	
Vehicle 30-39,999lbs	Peaks Island		\$6,844	
Vehicle 40-49,999lbs	Peaks Island		\$1,178	
Vehicle 50-59,999lbs	Peaks Island		\$2,173	
Vehicle over 60,000lbs	Peaks Island		\$5,805	
Vehicle Maximum Charge	Peaks Island		\$11,900	
SubTotal		\$231,000	\$155,642	-\$75,358 -33%
TOTAL KEY VEHICLE CATEGORIES		\$1,416,000	\$2,304,679	\$888,679
(note: excludes trailers, mopeds, motorcycles)				63%

# 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
Commercial		
<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 SUN-WED - VDP	\$46.00	\$46.00
Auto / Light Truck THURS-SAT - VDP	\$46.00	\$82.65
Auto / Light Truck SUN-WED - REGULAR	\$82.65	\$190.00
Auto / Light Truck THURS-SAT - REGULAR	\$120.00	\$190.00
Commercial		
<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 SUN-WED - VDP	\$46.00	\$46.00
Auto / Light Truck THURS-SAT - VDP	\$46.00	\$82.65
Auto / Light Truck SUN-WED - REGULAR	\$82.65	\$190.00
Auto / Light Truck THURS-SAT - REGULAR	\$120.00	\$190.00
Commercial		
<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

# 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

	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 – 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

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		