

Casco Bay Island Transit District – Board of Directors Workshop on Vehicle Rate Change

Finance Committee Background and
Proposal as Recommended by Vote at April 17, 2025 Finance Committee Meeting

April 24, 2025

Presentation by Finance Committee Chair to Board

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....

- **2nd: Vehicle fares (not changed in 17 years)**

- Finance Committee recommending to board for approval FY 2025 budget with \$900,000 reduction in deficit, of which assumed \$500,000 in annualized revenue target

- **Reduce expenses:**

- Started in 2024: -\$300k reduction targeted via fuel conservation & other expenses

- Finance Committee recommending to board for approval FY 2025 budget with \$400,000 in annualized expense reductions target

- Operations Committee has begun hard work: develop a more efficient schedule

- **Goal:** Support long term financial health of the District by reducing deficit prudently; Vehicle rate change proposal designed to address part of long overdue revenue increase

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 especially in peak season, like passenger fare change last year
 - Lower discount rate with pass: islanders, summer residents, contractors, frequent users who depend on car ferry get lower rates, are more protected from compounding as rates will need to be increased on regular cadence
 - Financial model: analyzes 2-tier vehicle rate restructure and impact on revenues
- **Goal of \$400,000 - \$500,000 in additional revenue** projected from proposal
 - Change to 4 'discount' days aims to provide convenience and address congestion on Wed
- **Handicapped rates:** \$46 any day of the week, any season
- **Commercial:** Stop-gap +23%: Finance Committee intends to address more fully, in collaboration with Operations Committee and staff, in the near future
- **Add-on discount pass and fee not required:** Per counsel.
 - Discount not tied to residency
 - Elimination of add-on with annual pass removes confusion and operational complexity
 - 90-day pass proposed \$50 fee/\$25 for seniors

Pilot: as proposed for 2025, analyze and assess after year end
(need peak season and months of off-peak results, as done for passenger fares)

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

Annual pass holders eligible for discount rates. 90-day passholders eligible for discount rates, with supplement costing \$50/\$25. Anyone can purchase a pass (i.e., not tied to residency)

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 (\$50 per pass, \$25 per half-price pass). 90-day pass holders with the Vehicle Add-On may purchase Discount Rate Tickets.

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)

Commercial Vehicle Rates – Round-Trip Current vs. Proposed

Summarized¹

Table below reflects current commercial/passenger vehicle classification and proposed 23% across the board stop-gap increase. Committee discussed need to restructure commercial rates (and address operational aspects) in near future

CURRENT – Commercial Vehicles by Registered GVW (gross vehicle weight)			PROPOSED STRUCTURE – Commercial Vehicles by Registered GVW		
	Off-Peak Season	Peak Season		Off-Peak Season	Peak Season
<6,000 lbs.	\$44.65	\$85.45	<6,000 lbs.	\$54.92	\$105.10
6,000 – 10,999 lbs.	\$47.65	\$87.90	6,000 – 10,999 lbs.	\$58.61	\$108.12
11,000 – 19,999 lbs.	\$52.65	\$95.15	11,000 – 19,999 lbs.	\$64.76	\$117.03
20,000 – 29,999 lbs.	\$62.65	\$109.65	20,000 – 29,999 lbs.	\$77.06	\$134.87
30,000 – 39,999 lbs.	\$74.65	\$129.40	30,000 – 39,999 lbs.	\$91.82	\$159.16
40,000 – 49,999 lbs.	\$87.65	\$159.65	40,000 – 49,999 lbs.	\$107.81	\$196.37
50,000 – 59,999 lbs.	\$108.65	\$176.65	50,000 – 59,999 lbs.	\$133.64	\$217.28
over 60,000 lbs.	\$134.65	\$196.65	over 60,000 lbs.	\$165.62	\$241.88
Maximum charge per vehicle including freight: \$345.00			Maximum charge per vehicle including freight: \$425.00		

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

Financial Analysis of Proposal

Forecasted Revenue Impact – Vehicle Rates

DRAFT – AS PRESENTED AT 04/17 FINANCE COMMITTEE MEETING

Travel Type	Ticket Type	Rate/ProductName	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	
Vehicle	Auto	SubTotal	\$1,185,000	\$1,565,196	\$380,196 32%
Vehicle	VDP	VDP - Annual, Recognized Revenue		-	
Vehicle	VDP	VDP - 90-day, Recognized Revenue		\$12,623	
			-	\$12,623	\$12,623 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	
Vehicle	Commercial	SubTotal	\$231,000	\$310,758	\$79,758 35%
TOTAL KEY VEHICLE CATEGORIES (note: excludes trailers, mopeds, motorcycles)			\$1,416,000	\$1,888,576	\$472,576 32%

Forecasted Revenue Impact – Sensitivity Analysis

DRAFT – FOR DISCUSSION AT 04/24 BOARD OF DIRECTORS WORKSHOP

Scenario #1: Decreased % of tickets are at Discount Rate (40% in all months)					
Travel Type	Ticket Type	Rate/ProductName	Baseline	Forecast Year 1 Implementation	Change vs. Baseline (% Change)
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED		\$306,824	
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT		\$50,599	
Vehicle	Auto	PEAKS AUTO - Regular		\$719,276	
Vehicle	Auto	PEAKS AUTO - Regular - Weekend		\$790,535	
Vehicle	Auto	SubTotal	\$1,185,000	\$1,867,233	\$682,233 58%
Vehicle	VDP	VDP - Annual, Recognized Revenue		-	
Vehicle	VDP	VDP - 90-day, Recognized Revenue		\$12,623	
			-	\$12,623	\$12,623 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	
Vehicle	Commercial	SubTotal	\$231,000	\$310,758	\$79,758 35%
		TOTAL KEY VEHICLE CATEGORIES (note: excludes trailers, mopeds, motorcycles)	\$1,416,000	\$2,190,614	\$774,614 54%

Scenario #3: 40% decrease in all units purchased (downside vs. base case)					
Travel Type	Ticket Type	Rate/ProductName	Baseline	Forecast Year 1 Implementation	Change vs. Baseline (% Change)
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED		\$346,932	
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT		\$56,191	
Vehicle	Auto	PEAKS AUTO - Regular		\$422,841	
Vehicle	Auto	PEAKS AUTO - Regular - Weekend		\$458,044	
Vehicle	Auto	SubTotal	\$1,185,000	\$1,284,008	\$99,008 8%
Vehicle	VDP	VDP - Annual, Recognized Revenue		-	
Vehicle	VDP	VDP - 90-day, Recognized Revenue		\$12,623	
			-	\$12,623	\$12,623 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	
Vehicle	Commercial	SubTotal	\$231,000	\$310,758	\$79,758 35%
		TOTAL KEY VEHICLE CATEGORIES (note: excludes trailers, mopeds, motorcycles)	\$1,416,000	\$1,607,388	\$191,388 13%

Scenario #2: Increased % of tickets are at Discount Rate (80% in all months)					
Travel Type	Ticket Type	Rate/ProductName	Baseline	Forecast Year 1 Implementation	Change vs. Baseline (% Change)
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED		\$563,345	
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT		\$95,608	
Vehicle	Auto	PEAKS AUTO - Regular		\$283,694	
Vehicle	Auto	PEAKS AUTO - Regular - Weekend		\$327,301	
Vehicle	Auto	SubTotal	\$1,185,000	\$1,269,948	\$84,948 7%
Vehicle	VDP	VDP - Annual, Recognized Revenue		-	
Vehicle	VDP	VDP - 90-day, Recognized Revenue		\$12,623	
			-	\$12,623	\$12,623 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	
Vehicle	Commercial	SubTotal	\$231,000	\$310,758	\$79,758 35%
		TOTAL KEY VEHICLE CATEGORIES (note: excludes trailers, mopeds, motorcycles)	\$1,416,000	\$1,593,328	\$177,328 12%

Scenario #4: 10% decrease in all units purchased (upside vs. base case)					
Travel Type	Ticket Type	Rate/ProductName	Baseline	Forecast Year 1 Implementation	Change vs. Baseline (% Change)
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED		\$520,397	
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT		\$84,287	
Vehicle	Auto	PEAKS AUTO - Regular		\$634,261	
Vehicle	Auto	PEAKS AUTO - Regular - Weekend		\$687,066	
Vehicle	Auto	SubTotal	\$1,185,000	\$1,926,011	\$741,011 63%
Vehicle	VDP	VDP - Annual, Recognized Revenue		-	
Vehicle	VDP	VDP - 90-day, Recognized Revenue		\$12,623	
			-	\$12,623	\$12,623 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	
Vehicle	Commercial	SubTotal	\$231,000	\$310,758	\$79,758 35%
		TOTAL KEY VEHICLE CATEGORIES (note: excludes trailers, mopeds, motorcycles)	\$1,416,000	\$2,249,392	\$833,392 58%

Process and Discussion

Process and Discussion: Next Steps

- Finance Committee held 5 public workshops on vehicle rate change (10/1/24, 3/19/25, 4/2/25, 4/9/25, 4/17/25)
- Information: Dedicated page on CBL website created -- [Finance Committee - Rate Change - Casco Bay Lines](#). Each workshop materials uploaded. Written comments submitted to: ratechange@cascobaylines.com
- Public input and feedback critical part of committee and board consideration
- Finance Committee voted on 4/17 to recommend to Board for public hearing, consideration and action.
 - Vote not unanimous, robust debate about 1 point: top rate for regular vehicle fare. Objective of workshop today.
- Next steps: Public hearing (requires 14-day notice), then Board vote. **Target 05/09**
- Final step: Preparation of legal opinion, preparation of PUC submission (tariff, legal opinion). Can consider implementation 30 days after PUC submission: **6/10/25 target**

Alternate Regular Rate Scenario – Round-Trip Peaks Vehicle Rates

Summarized

Annual pass holders eligible for discount rates. 90-day passholders eligible for discount rates, with supplement costing \$50/\$25. Anyone can purchase a pass (i.e., not tied to residency)

PROPOSED STRUCTURE

REGULAR RATE	Off-Peak Season	Peak Season
Passenger Vehicle SUN-WED	\$70.00	\$150.00
Passenger Vehicle THURS-SAT	\$100.00	\$170.00
DISCOUNT RATE	Off-Peak Season	Peak Season
Passenger Vehicle SUN-WED	\$46.00	\$46.00
Passenger Vehicle THURS-SAT	\$46.00	\$82.65

Discussion topic: Phase in increase over two years, plan for 20% increase next year?

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 (\$50 per pass, \$25 per half-price pass). 90-day pass holders with the Vehicle Add-On may purchase Discount Rate Tickets.

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)

Forecasted Revenue Impact – Vehicle Rates – *Alternate Regular Rate Scenario*

DRAFT – FOR DISCUSSION AT 04/24 BOARD OF DIRECTORS WORKSHOP

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		\$394,682	
Vehicle	Auto	PEAKS AUTO - Regular - Weekend		\$470,031	
Vehicle	Auto	SubTotal	\$1,185,000	\$1,402,210	\$217,210 18%
Vehicle	VDP	VDP - Annual, Recognized Revenue		-	
Vehicle	VDP	VDP - 90-day, Recognized Revenue		\$12,623	
			-	\$12,623	\$12,623 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	
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Vehicle	Commercial	Vehicle 50-59,999lbs		\$2,173	
Vehicle	Commercial	Vehicle over 60,000lbs		\$5,805	
Vehicle	Commercial	Vehicle Maximum Charge		\$11,900	
Vehicle	Commercial	SubTotal	\$231,000	\$310,758	\$79,758 35%
TOTAL KEY VEHICLE CATEGORIES			\$1,416,000	\$1,725,591	\$309,591
(note: excludes trailers, mopeds, motorcycles)					21%

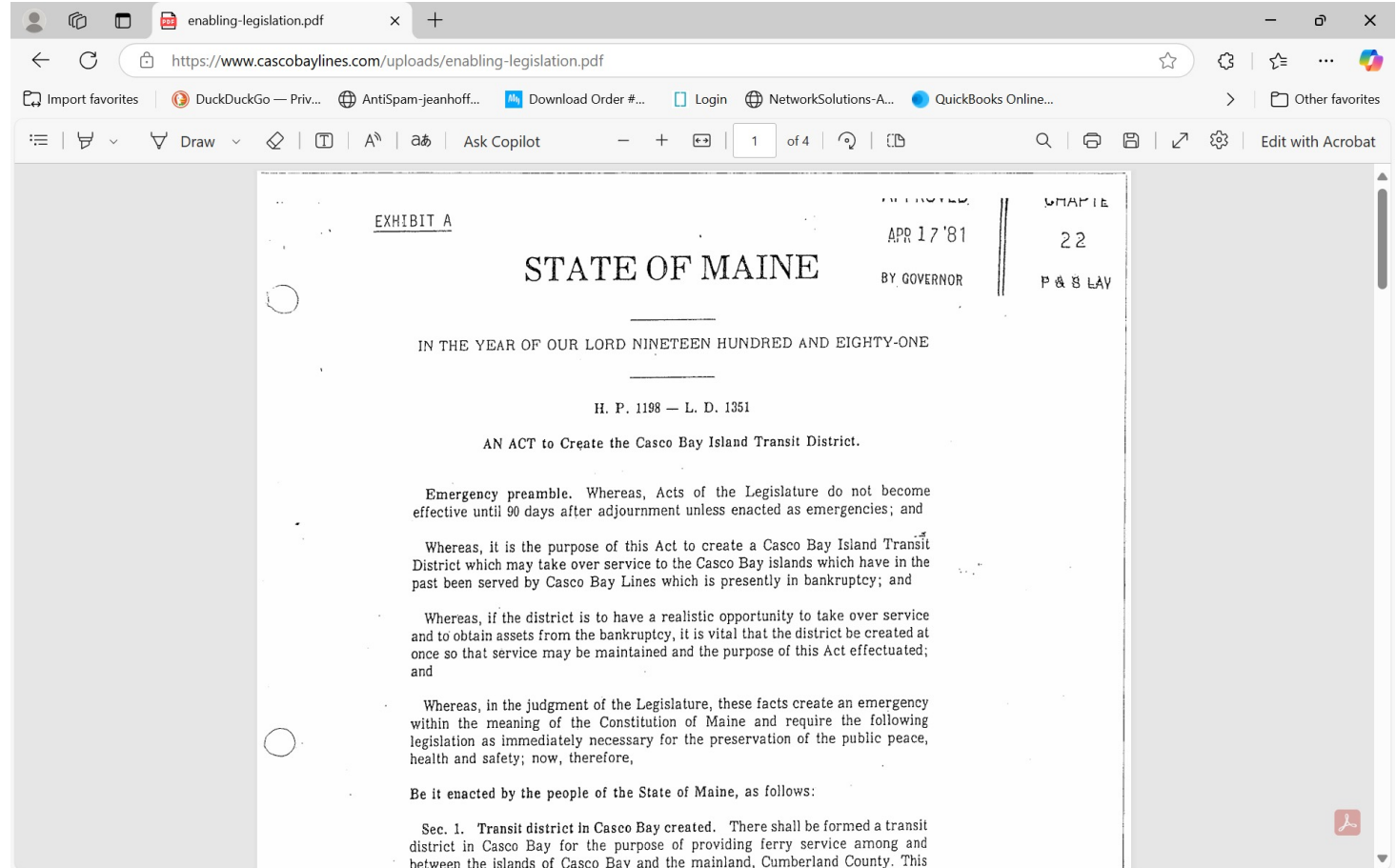
\$470k (32%) increase projected in proposal recommended by Finance Committee

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.



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

Forecasted Revenue Impact – Vehicle Rates, by month

DRAFT – AS PRESENTED 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	
SubTotal	\$1,185,000	\$67,047	\$59,981	\$55,464	\$112,323	\$183,584	\$220,486	\$235,434	\$224,983	\$146,837	\$103,576	\$77,668	\$77,812	\$1,565,196	\$380,196 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	
	-	\$743	\$743	\$743	\$949	\$1,155	\$1,361	\$1,361	\$1,361	\$1,361	\$1,155	\$949	\$743	\$12,623	\$12,623 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	
SubTotal	\$231,000	\$17,200	\$18,700	\$16,868	\$33,740	\$31,701	\$37,772	\$28,420	\$36,586	\$27,979	\$23,904	\$21,098	\$16,790	\$310,758	\$79,758 35%
TOTAL KEY VEHICLE CATEGORIES	\$1,416,000	\$84,989	\$79,424	\$73,074	\$147,012	\$216,440	\$259,619	\$265,215	\$262,931	\$176,177	\$128,635	\$99,715	\$95,345	\$1,888,576	\$472,576 32%
(note: excludes trailers, mopeds, motorcycles)															

Forecasted Revenue Impact – Sensitivity Analysis – *Alternate Regular Rate Scenario*

DRAFT – FOR DISCUSSION AT 04/24 BOARD OF DIRECTORS WORKSHOP

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Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT		\$50,599	
Vehicle	Auto	PEAKS AUTO - Regular		\$576,912	
Vehicle	Auto	PEAKS AUTO - Regular - Weekend		\$693,263	
Vehicle	Auto	SubTotal	\$1,185,000	\$1,627,597	\$442,597 37%
Vehicle	VDP	VDP - Annual, Recognized Revenue		-	
Vehicle	VDP	VDP - 90-day, Recognized Revenue		\$12,623	
			-	\$12,623	\$12,623 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	
Vehicle	Commercial	SubTotal	\$231,000	\$310,758	\$79,758 35%
TOTAL KEY VEHICLE CATEGORIES (note: excludes trailers, mopeds, motorcycles)			\$1,416,000	\$1,950,977	\$534,977 37%

Scenario #3: 40% decrease in all units purchased (downside vs. base case)					
Travel Type	Ticket Type	Rate/ProductName	Baseline	Forecast Year 1 Implementation	Change vs. Baseline (% Change)
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED		\$346,932	
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT		\$56,191	
Vehicle	Auto	PEAKS AUTO - Regular		\$338,299	
Vehicle	Auto	PEAKS AUTO - Regular - Weekend		\$402,884	
Vehicle	Auto	SubTotal	\$1,185,000	\$1,144,305	-3%
Vehicle	VDP	VDP - Annual, Recognized Revenue		-	
Vehicle	VDP	VDP - 90-day, Recognized Revenue		\$12,623	
			-	\$12,623	\$12,623 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	
Vehicle	Commercial	SubTotal	\$231,000	\$310,758	\$79,758 35%
TOTAL KEY VEHICLE CATEGORIES (note: excludes trailers, mopeds, motorcycles)			\$1,416,000	\$1,467,686	\$51,686 3%

Scenario #2: Increased % of tickets are at Discount Rate (80% in all months)					
Travel Type	Ticket Type	Rate/ProductName	Baseline	Forecast Year 1 Implementation	Change vs. Baseline (% Change)
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED		\$613,647	
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT		\$101,197	
Vehicle	Auto	PEAKS AUTO - Regular		\$192,304	
Vehicle	Auto	PEAKS AUTO - Regular - Weekend		\$231,088	
Vehicle	Auto	SubTotal	\$1,185,000	\$1,138,236	-4%
Vehicle	VDP	VDP - Annual, Recognized Revenue		-	
Vehicle	VDP	VDP - 90-day, Recognized Revenue		\$12,623	
			-	\$12,623	\$12,623 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	
Vehicle	Commercial	SubTotal	\$231,000	\$310,758	\$79,758 35%
TOTAL KEY VEHICLE CATEGORIES (note: excludes trailers, mopeds, motorcycles)			\$1,416,000	\$1,461,617	\$45,617 2%

Scenario #4: 10% decrease in all units purchased (upside vs. base case)					
Travel Type	Ticket Type	Rate/ProductName	Baseline	Forecast Year 1 Implementation	Change vs. Baseline (% Change)
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED		\$520,397	
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT		\$84,287	
Vehicle	Auto	PEAKS AUTO - Regular		\$507,448	
Vehicle	Auto	PEAKS AUTO - Regular - Weekend		\$604,326	
Vehicle	Auto	SubTotal	\$1,185,000	\$1,716,458	\$531,458 45%
Vehicle	VDP	VDP - Annual, Recognized Revenue		-	
Vehicle	VDP	VDP - 90-day, Recognized Revenue		\$12,623	
			-	\$12,623	\$12,623 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	
Vehicle	Commercial	SubTotal	\$231,000	\$310,758	\$79,758 35%
TOTAL KEY VEHICLE CATEGORIES (note: excludes trailers, mopeds, motorcycles)			\$1,416,000	\$2,039,839	\$623,839 43%