

Casco Bay Island Transit District – Board of Directors Meeting & Public Hearing

Vehicle Rate Change Proposal

May 9, 2025

How we Got Here:

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

Goal: Support long term financial health of the District by reducing deficit prudently; Support islanders, workers, frequent ferry users who depend on CBL by maintaining affordable service, furthering CBL's Mission to act in the interest of ... the inhabitants of the islands comprising the District.

- **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)**

- Board approved FY 2025 budget with \$900,000 targeted reduction in deficit, of which assumed \$500,000 annualized revenue target

- **Reduce expenses:**

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

- Board approved FY 2025 budget with \$400,000 in annualized expense reductions target

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

Process Overview

Process mirrored process for Passenger fare change last year; 5 public workshops



Iterative process, in response to feedback and committee deliberation

- Any change passed by the Board requires submission to the Maine Public Utilities Commission
- Effective date would be set no less than 30 days after the approval by the Board

Public participation and comment has been welcomed and is encouraged at all meetings and workshops. Written comments may also be shared via email to ratechange@casco baylines.com.

Modeling and Analysis Approach:

Analyzed Our Data	<ul style="list-style-type: none">• Conducted detailed review of vehicle ticket purchasing data (from RocketRez)• Reviewed vehicle ridership data (Gary data from deckhand counts)• Updated detailed financial model used for passenger fare change• Focused 1st on non-commercial, 83% of vehicle revenue
Inflation Assessment	<ul style="list-style-type: none">• Since rates haven't been updated in 17 years, important to compare to what they would be if rate increase aligned with rate of inflation• If rate increased with inflation, a weekend peak season car ticket would be ~\$125• Expenses grew at 2x rate of inflation 2024-2023 and 2.3% 2023-2024
Comparable Research	<ul style="list-style-type: none">• Reviewed other ferry rates: Chebeague \$230; Steamship Authority \$340 Fri-Sun/\$262 Mon-Th; CBL down bay \$245; MSF \$38-108 – all r/t peak season• Cost to park in Portland \$15-\$50/day (\$50 at CBL garage)
Develop Scenarios and Recommendation	<ul style="list-style-type: none">• Evaluated multiple scenarios/options, presented in 6 workshops, iterated in response to feedback• Prepare assessment of financial impact (revenue forecast)• Assess how impacted the forecast would be to change in assumptions (e.g., more/fewer people use pass-holder rate tickets, overall changes in total vehicles transported), also known as sensitivity analysis

Note: Summary data presented in Appendix

Modeling and Analysis Approach:

In scope for the current proposal:

- Passenger Vehicle ticket pricing (introduce two-tier approach for passholders/general rates)
- Commercial vehicle rates (straight-line increase now, restructure next)

Out-of-scope for the current proposal:

- Significant restructuring of commercial vehicle rates / operation requirements
- Vehicles to other islands besides Peaks
- Freight
- Passenger rates

Key Assumptions:

- Will maintain a peak/off-peak pricing structure that cycles in April and Oct
- Two-tier pricing, with higher single ticket price and rates for 90-day and annual passholders
- In consideration of accessibility, offer simplified discounted rate for handicap plates/tags

Proposal:

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

PASSHOLDER RATE	Off-Peak Season	Peak Season
Passenger Vehicle SUN-WED	\$46.00	\$46.00
Passenger Vehicle THURS-SAT	\$46.00	\$82.65
GENERAL TICKET RATE	Off-Peak Season	Peak Season
Passenger Vehicle SUN-WED	\$82.65	\$190.00
Passenger Vehicle THURS-SAT	\$120.00	\$190.00

PASSHOLDER RATE ELIGIBILITY:

Annual Passenger Pass holders are eligible to purchase Passholder Rate vehicle tickets. 90-day pass holders may purchase a supplement at the time of pass purchase (\$50 per pass, \$25 per half-price pass) in order to purchase Passholder Rate vehicle 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 shows current and proposed 23% stop-gap increase in commercial rates. Finance Committee announced public process for developing a new structure commercial rates that addresses challenges with large-size trucks (and addressing operational aspects with Ops) by fall 2025. Note: only \$105k / 7% of vehicle revenue from large (high GVW) commercial vehicles

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.	\$55.00	\$105.00
6,000 – 10,999 lbs.	\$47.65	\$87.90	6,000 – 10,999 lbs.	\$59.00	\$108.00
11,000 – 19,999 lbs.	\$52.65	\$95.15	11,000 – 19,999 lbs.	\$65.00	\$117.00
20,000 – 29,999 lbs.	\$62.65	\$109.65	20,000 – 29,999 lbs.	\$77.00	\$135.00
30,000 – 39,999 lbs.	\$74.65	\$129.40	30,000 – 39,999 lbs.	\$92.00	\$159.00
40,000 – 49,999 lbs.	\$87.65	\$159.65	40,000 – 49,999 lbs.	\$108.00	\$196.00
50,000 – 59,999 lbs.	\$108.65	\$176.65	50,000 – 59,999 lbs.	\$134.00	\$217.00
over 60,000 lbs.	\$134.65	\$196.65	over 60,000 lbs.	\$166.00	\$242.00
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, mopeds, golf carts, etc.

Alternate Scenario Consideration:

- The Finance Committee voted April 17th to recommend the proposal, as workshopped, as presented on the previous slide to the Board for approval
- The vote was not unanimous, and an alternate scenario was subsequently presented to the board for its April 24th workshop, based on discussion at the April 17th Finance committee meeting, as presented on following slide
 - Alternate scenario reduces General Rate ticket prices, resulting in significant reduction in projected revenue increase (see financial analysis section)

Alternate Regular Rate Scenario – Round-Trip Peaks Vehicle Rates

Summarized

Annual Pass holders and 90-Day Pass holders eligible for passholder rates. 90-day Add-On costs \$50/\$25. Anyone can purchase a pass (not tied to residency).

PROPOSED STRUCTURE

PASSHOLDER RATE	Off-Peak Season	Peak Season
Passenger Vehicle SUN-WED	\$46.00	\$46.00
Passenger Vehicle THURS-SAT	\$46.00	\$82.65
GENERAL TICKET RATE	Off-Peak Season	Peak Season
Passenger Vehicle SUN-WED	\$70.00	\$150.00
Passenger Vehicle THURS-SAT	\$100.00	\$170.00

PASSHOLDER RATE ELIGIBILITY:

Annual Passenger Pass holders are eligible to purchase Passholder Rate vehicle tickets. 90-day pass holders may purchase a supplement at the time of pass purchase (\$50 per pass, \$25 per half-price pass) in order to purchase Passholder Rate vehicle 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)

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

Financial Analysis 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	\$1,416,000	\$1,888,576	\$472,576
		(note: excludes trailers, mopeds, motorcycles)			32%

* Baseline based on 2023 Sales Data

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	
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	\$1,416,000	\$1,725,591	\$309,591 21%
		(note: excludes trailers, mopeds, motorcycles)			

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

* Baseline based on 2023 Sales Data

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 #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 #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 #4: 10% decrease in all units purchased (upside vs. base case)

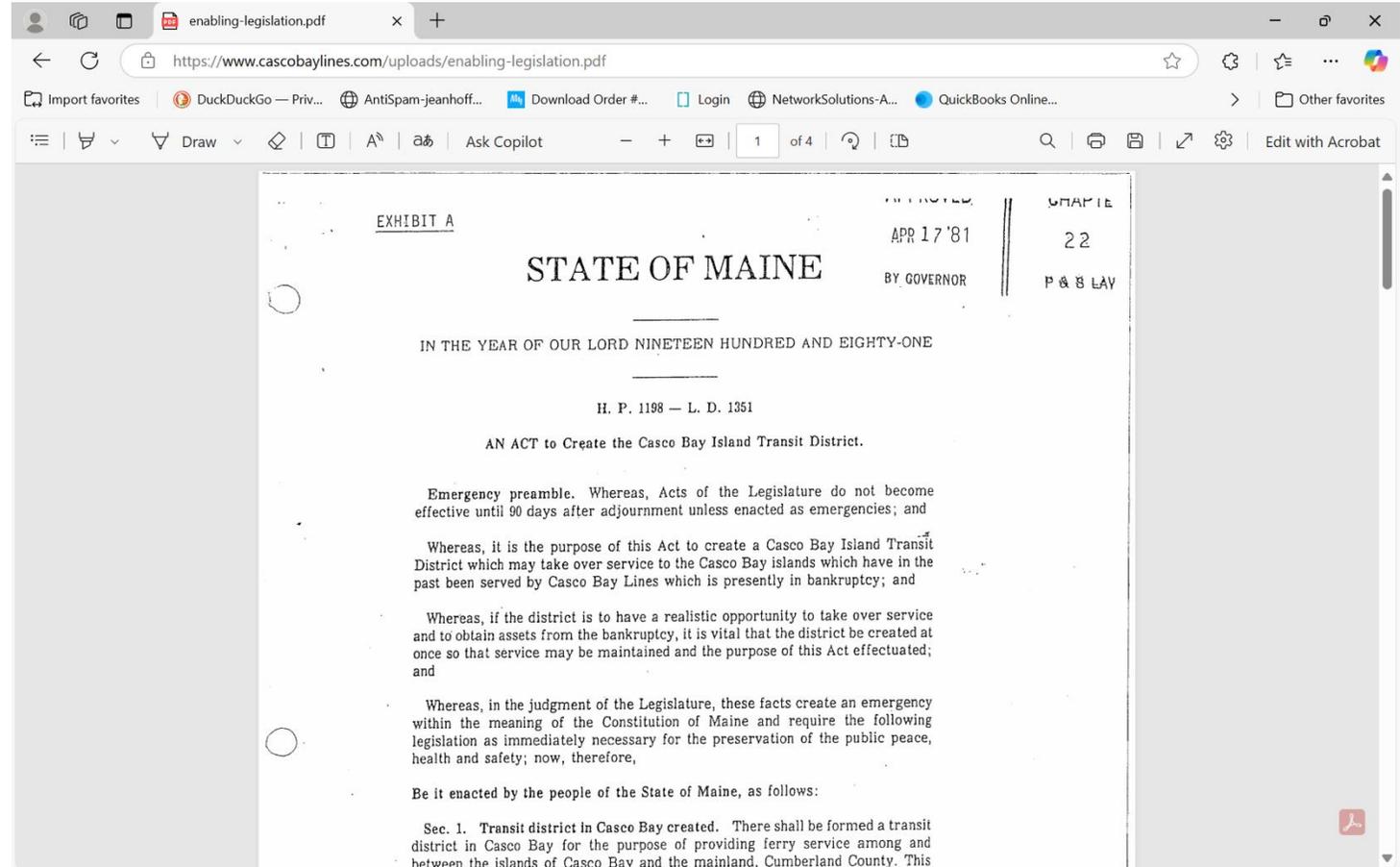
Travel Type	Ticket Type	Rate/ProductName	Baseline	Forecast Year 1 Implementation	Change vs. Baseline (% Change)
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - SUN-WED		\$520,397	
Vehicle	Auto	PEAKS AUTO / LIGHT TRUCK - VDP - THURS-SAT		\$84,287	
Vehicle	Auto	PEAKS AUTO - Regular		\$634,261	
Vehicle	Auto	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%

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

	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 STRUCTURE – INFLATION ADJUSTED

	Off-Peak Season	Peak Season
Auto or Light Truck (<6,000 lbs.) Mon & Tues	\$53.51	\$91.47
Auto or Light Truck (<6,000 lbs.) Thurs-Sun	\$53.51	\$120.67
Auto or Light Truck (<6,000 lbs.) Wed Only	\$53.51	\$53.51
Handicapped Plates Mon & Tues	\$53.51	\$76.87
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 (note: excludes trailers, mopeds, motorcycles)	\$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%

* Baseline based on 2023 Sales Data

Market Analysis

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

Maine State Ferry Prices: Last Updated - (October 2019)

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

Chebeague Ferry: Last Updated -

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

Summary of other public feedback received & considered:

- Do surveys and focus groups, hold meetings on Peaks Island → meetings can be attended virtually, and rate change page implemented to provide dedicated resource for information. Written comments accepted via email → not adopted
- Adopt flat increase; reduces revenue and increases passholder prices in proportion to decisions taken → not recommended as rate increases compound impacting longer-term affordability
- Process is rushed, should do a formal study and gather feedback. Robust financial analysis conducted by Committee since August/September 2024; Six public workshops held, substantial written feedback collected and public comments provided at workshops, Dedicated web page with all presentations set up for 2 months
- Increase no more than 20-25% in first year → accepted for passholder rate, General ticket rate increase modeled in alignment with Chebeague ferry, Steamship Authority & CBL Downbay vehicle rates
- Adopt as a pilot, analyze data and refine → recommended