



## Woods Hole, Martha's Vineyard and Nantucket Steamship Authority

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***Revised May 14, 2025 3:00 PM***  
***Posted May 13, 2025, 9:00 a.m.***

### **JOINT MEETING OF THE STEAMSHIP AUTHORITY BOARD MEMBERS AND PORT COUNCIL**

**Thursday, May 15, 2025 – 9:30 AM**

**New Bedford Port Authority  
123 MacArthur Drive  
New Bedford, MA 02740**

NOTE: This meeting will be open to the public; however, the public may participate virtually in the meeting, including Public Comment, by visiting <https://us02web.zoom.us/j/87417009198> or by going to zoom.us and using meeting ID 874 1700 9198. Participants can also use the same meeting ID and join telephonically by calling one of the following numbers: (669) 900-6833, (346) 248-7799, (929) 436-2866, (253) 215-8782, (301) 715-8592, or (312) 626-6799.

### **AGENDA**

#### **Item No. 1. Approval of Minutes**

**Minutes of the Port Council's April 1, 2025, Meeting in Public Session**

**Minutes of the Authority's April 15, 2025, Meeting in Public Session**

#### **Item No. 2. General Manager's Report**

**This report will be presented by the General Manager, Robert B. Davis, and will include the following:**

- a) Updates on Current Projects including:**
  - i) M/V Aquinnah and M/V Monomoy Status**
  - ii) Woods Hole Terminal Reconstruction Project Status**
- b) Nantucket North Slip Fender Status**

- c) Blue Line Update and Recommendation
- d) Strategic Plan Review
- e) Renewable Diesel Pilot Program
- f) **Reservation System Replacement Update**

**Item No. 3. Treasurer/Comptroller's Report**

This report will be presented by the Treasurer/Comptroller, Mark K. Rozum, and will include the following:

- a) Results of Operations – Business Summary for the Month of March 2025
- b) Analysis of Rates Versus 2024 Cost of Service
- c) Proposed Draft of the 2026 Budget Policy Statement
- d) **Bid Results on the Sale of \$20,000,000 Series A 2025 Steamship Bonds**

**Item No. 4. Procurement**

- ~~a) Request for Authorization to Award Contract No. 16-2024, "Reservation System Replacement"~~
- ~~b) Request for Authorization to Execute "Project Management Agreement"~~
- c) Request for Authorization to Award Contract No. 02-2025, "Dry Dock and Overhaul Services for the M/V Martha's Vineyard"

**Item No. 5. Old/New Business**

- a) Update from General Manager Search Committee

**Item No. 6. Public Comment**

**MEETING IN EXECUTIVE SESSION TO FOLLOW (See Next Page)**

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**STEAMSHIP AUTHORITY**  
**Thursday, May 15, 2025 – 9:30 AM**

**New Bedford Port Authority**  
**123 MacArthur Drive**  
**New Bedford, MA 02740**

**EXECUTIVE SESSION MEETING AGENDA**

**Item No. 1. Minutes**

- a) Approval of the Minutes of the April 15, 2025, Meeting in Executive Session

**Item No. 2. Collective Bargaining Matters**

- a) Anticipated and Ongoing Negotiations with Teamsters Union Local 59; and MEBA's District No. -1PCD
- b) Discussion with respect to a tentative collective bargaining agreement with Teamsters Union Local No. 59 governing the terms and conditions of employment for the Authority's Unlicensed Vessel Employees.

# ***M/V Aquinnah*** **Positioning Voyage to** **Fairhaven MA**

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WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

Board & Port Council Meeting May 15, 2025

## ***MV Aquinnah Departure Mobile Alabama***



04/29/2025

05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

2

## ***MV Aquinnah Arrival Tampa Bay***



05/01/2025

05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

3

## ***MV Aquinnah Skyway Bridge Tampa***



05/03/2025

05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

4



## ***MV Aquinnah Arrival New Bedford Hurricane Barrier***



05/08/2025

05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

5



## ***MV Aquinnah Crew - Welcome Home!***



05/08/2025

05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

6

## ***MV Aquinnah Voyage Report***

|                           |                |
|---------------------------|----------------|
| Depart Mobile AL          | 29 April 2025  |
| Tampa Bay FL (fuel)       | 1 May 2025     |
| Port Everglades FL (fuel) | 3 May 2025     |
| Moorehead City NC (fuel)  | 6 May 2025     |
| Arrival Fairhaven MA      | 8 May 2025     |
| <br>                      |                |
| Total Sea Miles           | 1,976 NMiles   |
| Total Fuel Consumed       | 19,484 Gallons |

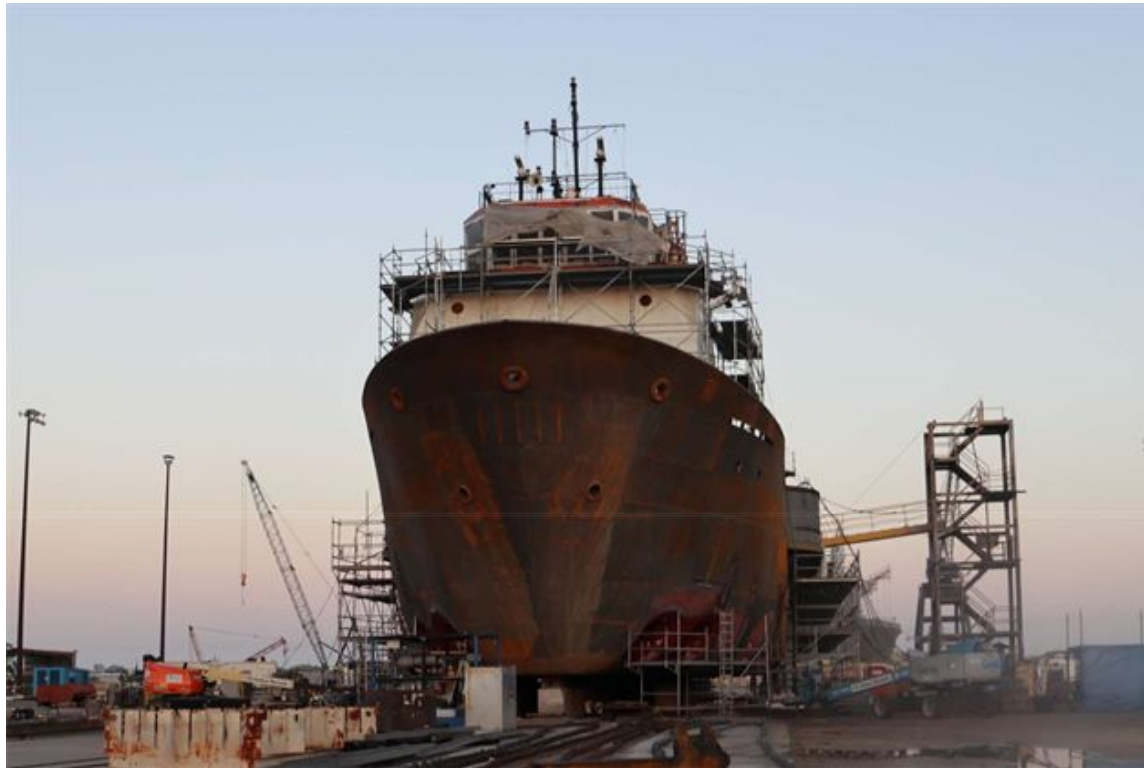
# ***M/V Monomoy* Conversion at Alabama Shipyard**

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WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

Board and Port Council Report May 15, 2025

## ***MV Monomoy Hull Blasting***



05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

2

## ***MV Monomoy Stern Ramp Installation***



05/08/2025

05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

3

## ***MV Monomoy Bow Thruster Tunnels***



05/08/2025

05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

4



## ***MV Monomoy Rudder Ready For Install***



05/08/2025

05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

5



## ***MV Monomoy Passenger Lounge***



05/08/2025

05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

6

## ***MV Monomoy Name Installed on Stern***



05/08/2025

05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

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## *MV Monomoy* Milestones

- New Bulwarks Stern Complete
  - Mid-body Removal Complete
  - Vessel Un-docking 15 Aug 25
  - Stability Test 20 Aug 25
  - Sea Trials TBD
- 
- Note: Vessel Un-docking slipped to 15 Aug 25 due to steel work under keel coolers

## *M/V Aquinnah M/V Barnstable MV Monomoy Financial Snapshot*

| Project: <i>M/V Aquinnah; M/V Barnstable and M/V Monomoy</i> |            |                       |                                        |                  |                    |
|--------------------------------------------------------------|------------|-----------------------|----------------------------------------|------------------|--------------------|
|                                                              | Budget     | Payments Made to Date | Outstanding Commitments and Allowances | Current Estimate | Change from Budget |
| <b>Vessel Acquisition</b>                                    | 17,483,332 | 17,483,332            | -                                      | 17,483,332       | -                  |
| <b>Design &amp; Engineering</b>                              | 350,000    | 454,863               | 45,137                                 | 500,000          | 150,000            |
| <b>General Construction</b>                                  |            |                       |                                        |                  |                    |
| Original Contract - MV Aquinnah                              | 13,705,158 | 13,705,158            | (0)                                    | 13,705,158       | -                  |
| Change Orders                                                | -          | 3,744,374             | (197,708)                              | 3,546,666        | 3,546,666          |
| Original Contract - MV Barnstable                            | 13,705,158 | 13,705,158            | (0)                                    | 13,705,158       | -                  |
| Change Orders                                                | -          | 4,044,189             | (130,870)                              | 3,913,320        | 3,913,320          |
| Original Contract - MV Monomoy                               | 17,000,000 | 8,800,759             | 8,199,241                              | 17,000,000       | -                  |
| Change Orders                                                |            | -                     | -                                      | -                | -                  |
| Anticipated Additional Costs                                 |            |                       | -                                      | -                | -                  |
| Sub-Total                                                    | 44,410,316 | 43,999,638            | 7,870,664                              | 51,870,302       | 7,459,986          |
| <b>Owner Supplied Materials</b>                              | 4,500,000  | 4,932,702             | 1,991,337                              | 7,432,702        | 2,932,702          |
| <b>SSA Personnel</b>                                         | 1,550,000  | 1,943,005             | 313,645                                | 2,693,005        | 1,143,005          |
| <b>Allowance for Contingencies</b>                           | 12,705,000 | -                     | -                                      | -                | (12,705,000)       |
| <b>Total Amount</b>                                          | 80,998,648 | 68,813,540            | 10,220,783                             | 79,979,341       | (1,019,307)        |







Installation of retaining wall forms and poured concrete at the North and West sides of the Terminal Building.

These retaining walls will serve to support the stairs and terrace at the North side and pedestrian walking area on the West side of the Terminal Building.



Install curtain wall frames for windows at the North and Northwest side of the Utility Building





Install stone siding on  
East, West and South  
sides of the Utility  
Building





Geowell lateral connections, high pressure water test and backfill trench at the Terminal building.

These geowells will provide heat to both the Utility Building and the Terminal Building



Skim coat and sand drywall on second floor of the Utility Building in preparation for coat and color.





Trench and Install two handholds for electrical conduits connecting to the Terminal Building.





Wiring for heating and air conditioning controls and split units on second floor and Install heaters at stairwell #2 at Utility Building.





Installation of steel posts and beams that will hold the Glulam Roof beams.

Installation of Glulam beams at the Terminal Building both on the East and West sides.



Preparation work for the Installation with temporary walls and supports to shore up post and beam frame for the Glulam beams at Terminal Building





Glulam beams delivered  
and installed at the  
Terminal Building  
complete





**CAPITAL EXPENDITURE STATUS REPORT**  
as of May 13, 2025

**Project: Woods Hole Terminal Reconstruction - Utility & Terminal Buildings Construction**

|                                                      | <u>Budget</u>     | <u>Payments Made to<br/>Date</u> | <u>Outstanding<br/>Commitments and<br/>Allowances</u> | <u>Current Estimate</u> | <u>Change from Budget</u> |        |
|------------------------------------------------------|-------------------|----------------------------------|-------------------------------------------------------|-------------------------|---------------------------|--------|
| <b><u>Design &amp; Engineering - Const Admin</u></b> | 2,535,353         | 1,289,765                        | 1,245,588                                             | 2,535,353               | -                         |        |
| <b><u>General Construction</u></b>                   |                   |                                  |                                                       |                         |                           |        |
| Original Contract - Colantonio Inc.                  | 32,134,531        | 12,033,635                       | 20,100,896                                            | 32,134,531              | -                         | 37.40% |
| Change Orders                                        | -                 | 330,541                          | 250,232                                               | 580,774                 | 580,774                   | 1.00%  |
| Anticipated Additional Costs                         |                   |                                  | -                                                     | -                       | -                         |        |
| <b><u>General Construction</u></b>                   | <u>32,134,531</u> | <u>12,364,176</u>                | <u>20,351,128</u>                                     | <u>32,715,305</u>       | <u>580,774</u>            |        |
| <b><u>Owner Supplied Materials</u></b>               | -                 | 410,538                          | 39,462                                                | 450,000                 | 450,000                   |        |
| <b><u>SSA Personnel - 3 Years</u></b>                | 583,274           | 49,664                           | 434,800                                               | 583,274                 | -                         |        |
| <b><u>Allowance for Contingencies</u></b>            | 3,907,500         | -                                | -                                                     | -                       | (3,907,500)               |        |
| <b><u>Total Amount</u></b>                           | <u>39,160,658</u> | <u>14,114,143</u>                | <u>22,070,978</u>                                     | <u>36,283,932</u>       | <u>(2,876,726)</u>        |        |

# ***Nantucket Terminal North Slip Approach Dolphin Repairs***

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WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

Board & Port Council Report May 15, 2025

## ***Re-bar Installation***



05/07/2025

05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

2



## ***Reaction Block Final Concrete Pour***



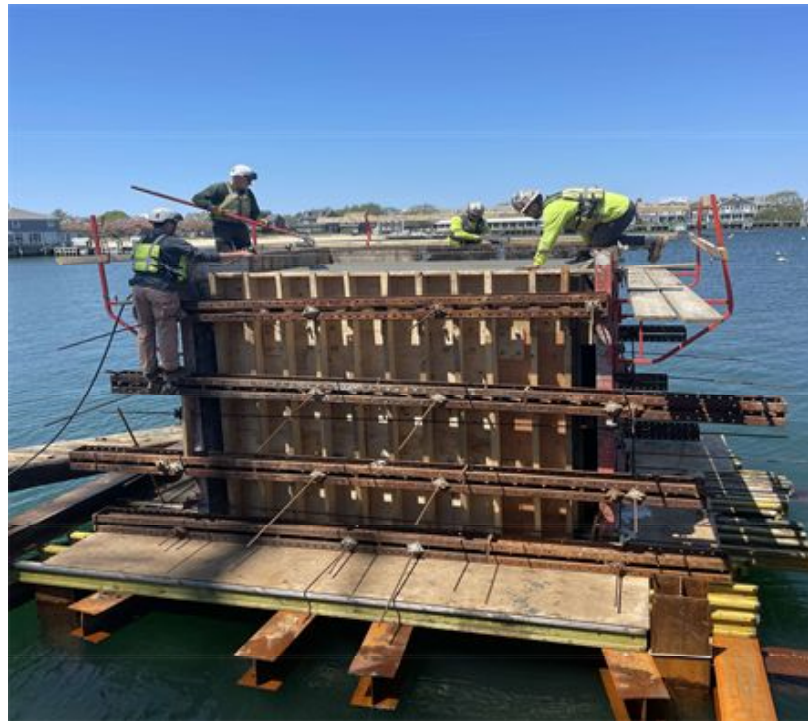
05/12/2025

05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

3

## ***Reaction Block Final Pour***



05/12/2025

05/15/2025

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

4

# *Nantucket Approach Dolphin Repairs*

|                              |             |
|------------------------------|-------------|
| Erect Forms / Install Re-bar | 4 May 2025  |
| First Concrete Pour          | 5 May 2025  |
| Second Concrete Pour         | 12 May 2025 |
| Install Anodes on Piles      | 16 May 2025 |
| Final Core Test to 5000 PSI  | 20 May 2025 |
| North Slip Re-Opening        | 21 May 2025 |



# STAFF SUMMARY

Date: May 13, 2025

File# SO-2025-06



| TO: |                 | FOR: |             | FROM:                       |
|-----|-----------------|------|-------------|-----------------------------|
| X   | General Manager | X    | Vote        | Dept.: Shoreside Operations |
|     |                 |      |             | Author: Alison A. Fletcher  |
| X   | Board Members   |      | Information | Subject: Blue Line Update   |

**PURPOSE:**

To provide the Board with an update on the implementation of Reservation-Only Days and use of the Blue Line for island residents on the Vineyard route during the 2025 schedule and to recommend to the Board the continuation of use of the Blue Line during the 2025 late spring and summer schedules.

**BACKGROUND:**

In November 2024, as a result of shoreside construction at the Woods Hole Terminal along with the anticipated transfer bridge replacements at the Vineyard Haven Terminal, staff recommended the extension of Reservation-Only Days to the 2025 Winter Schedule. The expected impact upon the Authority's ability to stage vehicles prompted the staff's recommendation. During Reservation-Only Days, the Authority provides the Blue Line for island residents who need to undertake unscheduled travel. The Members approved the implementation during the 2025 Winter schedule on a 90-day trial basis. Staff was tasked with monitoring the program and to report the results of the trial.

Prior to the start of Reservation-Only Days, on January 4, 2025, over 21,200 mailers were sent out to residents in the Preferred and Excursion program explaining the Blue Line program and how it works. In addition, a campaign was launched both on the Authority's website and social media pages explaining the program. Social media posts reached 13,000 customers across Facebook, Instagram, and X platforms. The Authority's Marketing and Communications group also ran ads in the Vineyard Gazette and the Martha's Vineyard Times during the week of January 6, 2025, to notify those that are not on social media. In addition, a re-education campaign was prepared and provided to terminal personnel to ensure that shoreside employees were aware of the Blue Line program and how it works.

Staff modified the online standby program that is utilized on the Nantucket route for use on the Vineyard route as well. This online standby program provides customers with a call back or text message when there is space available at the terminal or on upcoming trips. Customers can also view their status on our website at [www.steamshipauthority.com/traveling\\_today/blueline](http://www.steamshipauthority.com/traveling_today/blueline)

From January 4 to April 18, 2025, the Blue Line was utilized 924 times leaving Vineyard Haven. Due to vessel space availability, the Blue Line was not needed, leaving Woods Hole until January 10, 2025. From January 10 to April 17, 2025, it was used 711 times.

Overall, the program has been well received, and staff is working to continue to enhance the program to better suit the traveling public's needs. At the April 2025 meeting the Members voted to continue the program through June 17, 2025.

Given the ongoing construction at the Woods Hole Terminal, staff is recommending Reservation-Only Days should continue to be used seven (7) days a week through the summer schedules, which run through October 21, 2025. Staff is also proposing that the Mashpee Reservation Office day-of-sailing reservation hours be extended to seven (7) days per week during this time. Staff will bring a recommendation for use of the program for the fall schedule to the Port Council and Board for consideration at a later date.

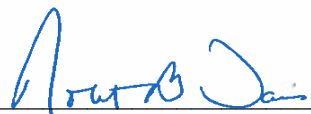
**RECOMMENDATION:**

Staff recommends the Authority continue with Reservation-Only Days seven (7) days a week on the Woods Hole-Martha's Vineyard route through the Late Summer Schedule ending on October 21, 2025, due to the ongoing construction. Staff will continue to monitor the program and make modifications when needed.

  
Alison A. Fletcher  
Director of Shoreside Operations

  
Sean F. Driscoll  
Communications Director

  
Mark H. Amundsen  
Chief Operating Officer

APPROVED:   
Robert B. Davis  
General Manager

# The Steamship Authority

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Strategic Plan Implementation Update

May 15, 2025

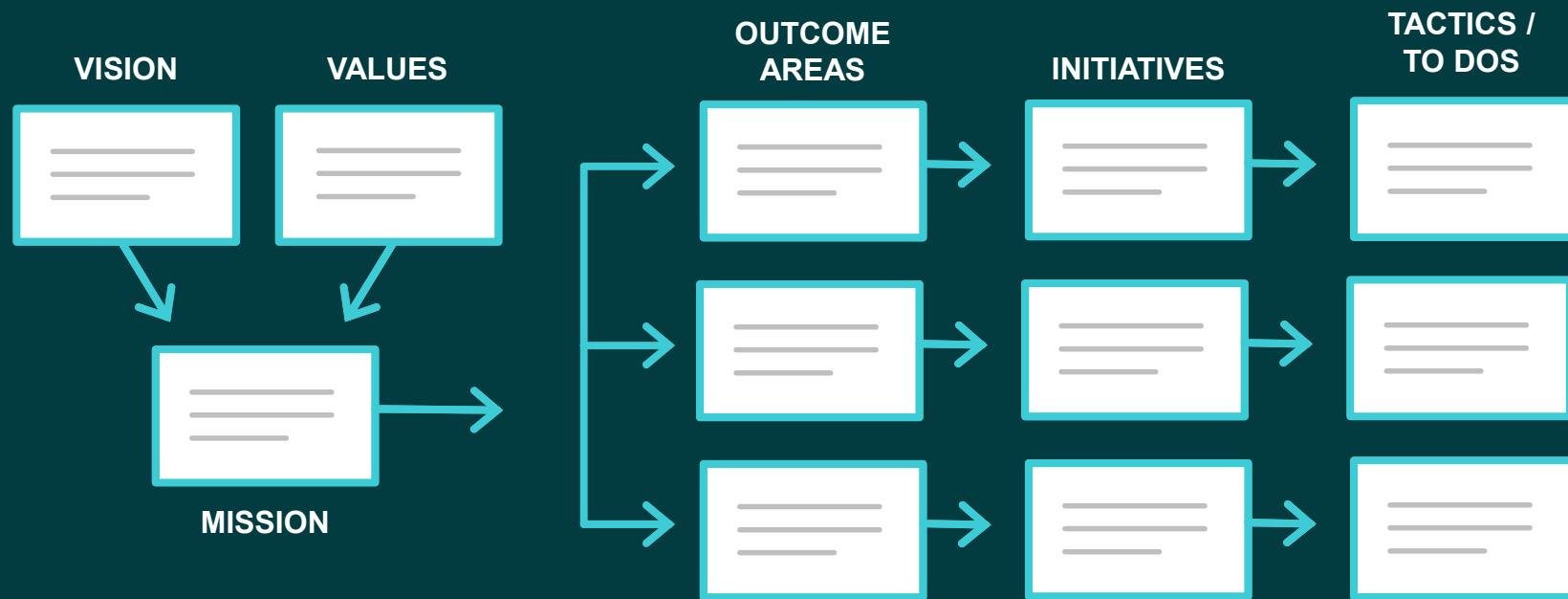


# SSA Strategic Plan Journey





# Framework to Work Plan



# Framework Time Horizon

| Framework Element      | Estimated Time Horizon |
|------------------------|------------------------|
| Strategic Plan         | 5-10 Years             |
| Strategic Outcome Area | 3-5 Years              |
| Initiative             | 1-3 Years              |
| Tactic                 | 12 to 24 Months        |
| To Do                  | 6 to 12 Months         |

# Recap Year One Implementation



## **Developed Work Plan**

Prioritized Strategic Plan Initiatives and developed Tactics and To Do's



## **Launched Performance Dashboard**

Populated online performance dashboard – Ellio® with work plan details, provided staff training, and began tracking work plan progress and key performance metrics



## **Reported Quarterly Results**

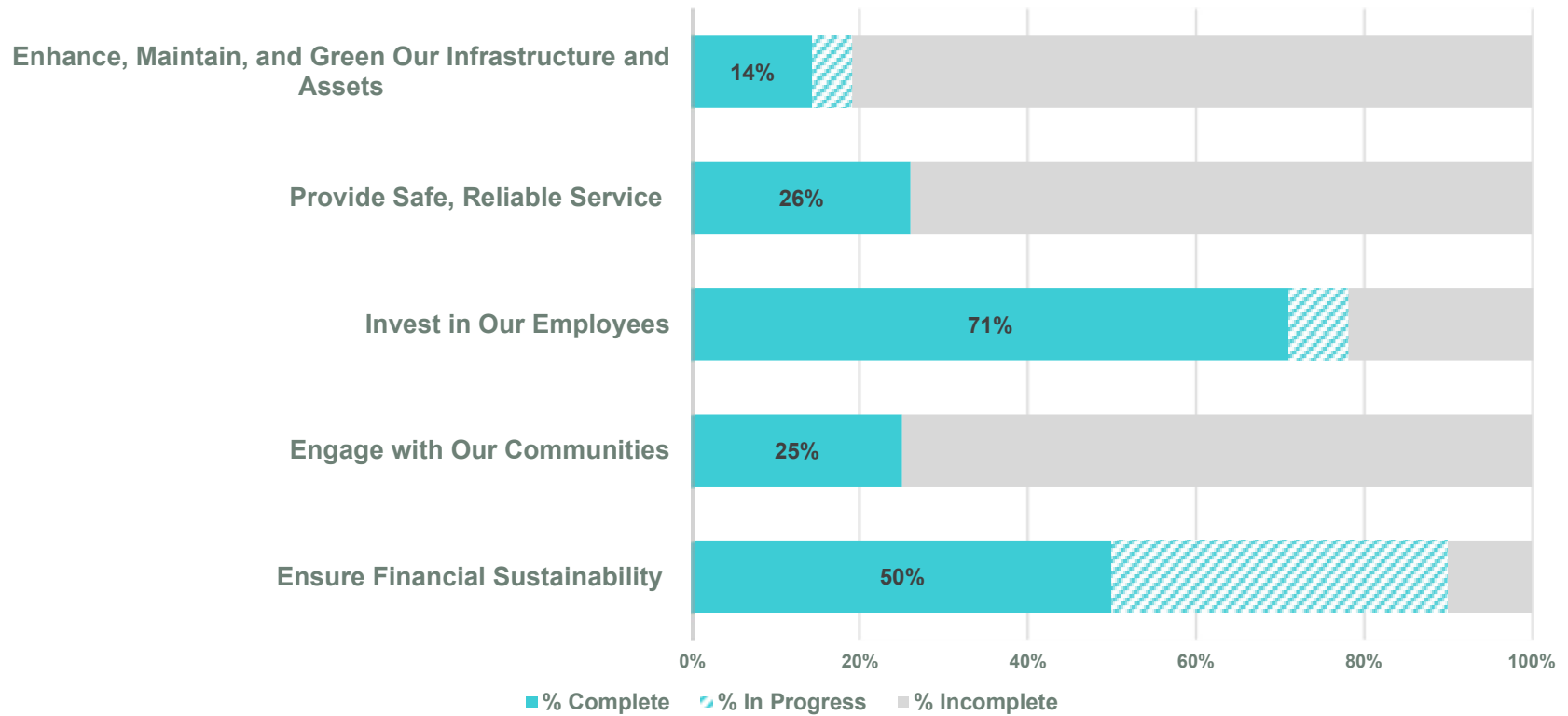
Provided quarterly progress reports to Board and Port Council outlining implementation progress and key performance metrics

# Implementation Progress





# Strategic Outcome Areas Progress-to-Date



# Infrastructure and Assets

## Progress in 2024

- Developed understanding of hybrid conversion options
- Began design process for vessel conversion

## Looking Ahead

- Integrate new Team Lead
- Finalize and report capital-related KPIs
- Develop new vessel acquisition plan



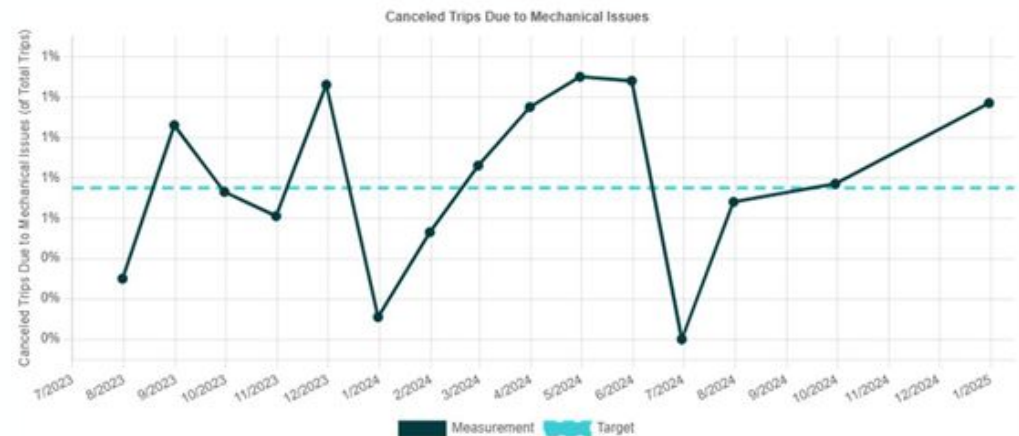
## Safe, Reliable Service

### Progress in 2024

- Positioned the organization to support an upgraded website
- Leveraged the strategic planning process to inform resourcing and project prioritization

### Looking Ahead

- Reservation system replacement
- SQMS program operationalized
- Opportunity for new initiatives



## Invest in Our Employees

### Progress in 2024

- Developed standardized and comprehensive onboarding information for new employees
- Streamlined new hire forms
- Began process for tracking job-specific training and information

### Looking Ahead

- Improve employee communication through engagement feedback and developing an electronic platform
- Share job-specific training for new employees





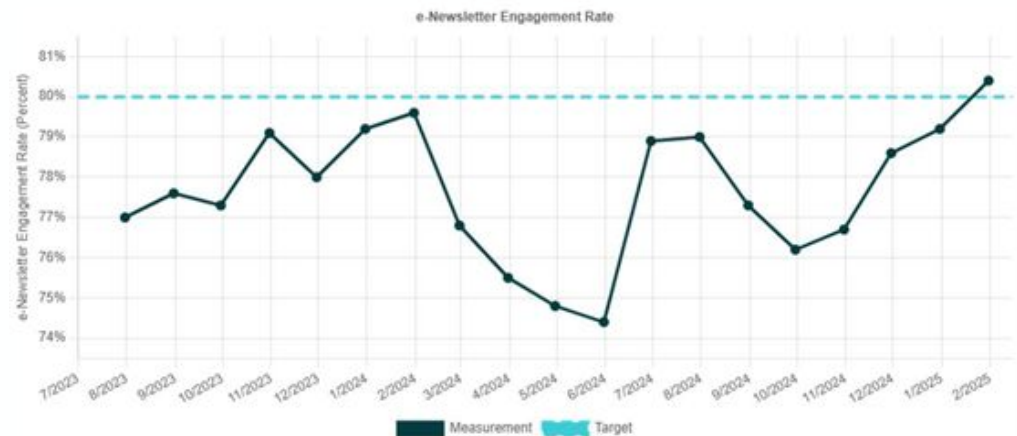
# Engage with Our Communities

## Progress in 2024

- Developed a reservation system replacement plan
- Issued a request for proposal for the new system
- Increased communication resources

## Looking Ahead

- Reservation system replacement
- Develop community engagement plan



# Financial Sustainability

## Progress in 2024

- Developed a grants management program
- Improved connection between grant program and annual budget process

## Looking Ahead

- Enhance departmental forecasting process
- Create a financial dashboard





## Next Steps

- Meet with Outcome Team Leads to debrief and reflect on the first year
- Identify initiatives that are largely operationalized
- Evaluate and re-prioritize remaining initiatives
- Consider new initiatives where there is adequate capacity and resources to support
- Determine preferred communication and reporting for the Board, Port Council, and the public



# Thank you!

**Contacts:** Janae Janik  
jjanik@raftelis.com



# STAFF SUMMARY

Date: 12 May 2025

File# MO-2025-02



| TO: |                 | FOR: |             | FROM:                                                                                                                                                              |
|-----|-----------------|------|-------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| X   | General Manager | X    | Vote        | Dept.: Marine Operations                                                                                                                                           |
|     |                 |      |             | Author: Mark Amundsen                                                                                                                                              |
| X   | Board Members   |      | Information | Subject: <i>MV Island Home</i> Test Trial Period for Utilizing Renewable Diesel R99 replacing Ultra Low Sulfur Diesel Fuel from June 1 <sup>st</sup> – Sept 1 2025 |

## PURPOSE:

To request a vote of the Board to authorize the General Manager to execute a purchase of RD99 Renewable Diesel Fuel from Diesel Direct for an approximate cost of \$62,400 upcharge for the *M/V Island Home* test / trial period from June 1 – Sept 1, 2025. The approximate cost of our contracted Ultra Low Sulfur Diesel fuel is \$2.40 per gallon resulting while the quoted price of RD99 from Diesel Direct is \$2.99 per gallon, inclusive of delivery charges.

## BACKGROUND:

Renewable Diesel (RD 99), also known as Hydrotreated Vegetable Oil (HVO), is an alternative option to conventional diesel fuel used in power generation and main propulsion in our fleet and meets the ASTM D975 product category for diesel fuel. This product is now available on a full year basis supplied by Global GLO stored in Providence, Rhode Island (see attached renewable diesel sustainability information sheet). The delivery of the product will be performed by our fuel contractor Diesel Direct. It is our intent to conduct a test trial period on the *M/V Island Home* from June 1<sup>st</sup> through September 1<sup>st</sup> 2025 to evaluate future use in our fleet.

We have vetted the RD99 renewable diesel fuel with all of the engine manufacturers in our fleet including EMD, Caterpillar and John Deere on the *M/V Island Home*. All of the aforementioned engine manufactures endorse the use of renewable diesel RD99 in their engines. The Steamship Authority has also contacted a major US ferry operator who has just completed their own test trial period similar to this proposal. Following the successful trial, the ferry operator is converting all ten (10) of its ferries to RD99. The engines used for their auxiliary power and main propulsion are Caterpillar and EMD engines respectively.

A lifecycle analysis conducted by the U.S Environmental Protection Agency (EPA), it is a well to wheel analysis that includes feedstock production and transportation, fuel production and distribution and use of the of the finished fuel (tailpipe emissions including carbon dioxide, methane, and nitrous oxide, based on the estimated average emissions for the United States vehicle fleet) and co-products.

- Range: Per EPA analysis, minimum 50% reduction in lifecycle GHG (greenhouse gases) emissions up to 78% depending on feedstock inputs relative to baseline diesel (97 kg CO<sub>2</sub>e/mmBtu).

Our fuel supplier Diesel Direct (under contract with the Authority) presented this option of supplying RD99 with an upcharge from conventional ULSD (Ultra Low Sulfur Diesel) pricing at \$0.60 cents per gallon. The \$0.60 cents per gallon will cover the segregation of the product from the rest of the fleet with dedicated fuel tanker trunks for product delivery to the M/V Island Home. It is anticipated that the fuel consumed during the test trial period will be approximately 104,000 gallons resulting in an approximate charge of \$62,400 increase in costs vs ULSD fuel.

The use of this fuel should significantly reduce the greenhouse gas emissions by the Authority fleet and will assist meeting the Governors 2030 greenhouse gas emissions reduction target by 50%

**RECOMMENDATION:**

To authorize the General Manager to execute a purchase of RD99 Renewable Diesel Fuel from Diesel Direct for an approximate cost of \$62,400 upcharge for the *M/V Island Home* test / trial period from June 1 – Sept 1, 2025.



Mark H. Amundsen  
Chief Operating Officer



Robert B. Davis  
General Manager

Attachments:

Diesel Direct Quote

Renewable Diesel Sustainability Information Sheet

AmSpec

## Agenda Item

2f) -

Reservation System  
Replacement Update

To Be Discussed

# Business Summary March, 2025

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WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP  
AUTHORITY

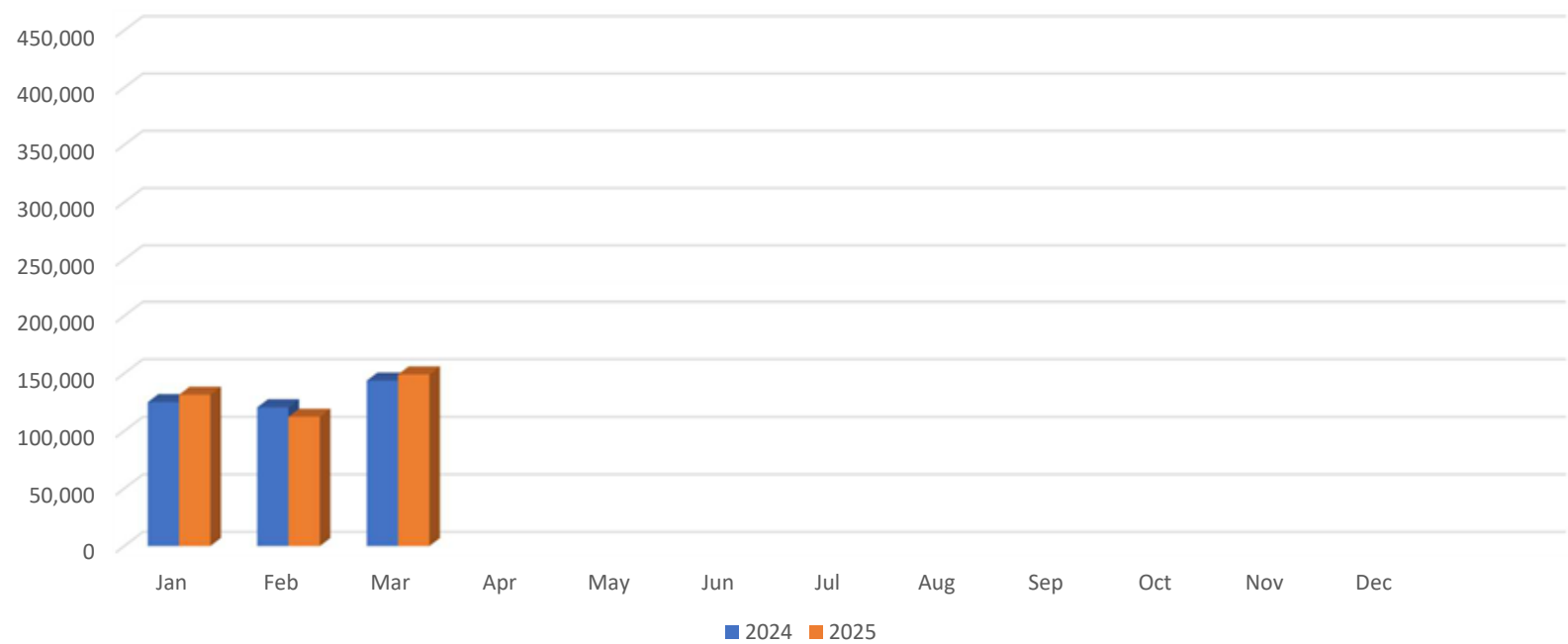
Joint Board and Port Council Meeting – May 15, 2025

## Passengers Carried – March 2025 vs. 2024

|                          |   | Monthly<br>Variance | Montly %<br>Difference |  |   | YTD<br>Variance | YTD %<br>Difference |
|--------------------------|---|---------------------|------------------------|--|---|-----------------|---------------------|
| Martha's Vineyard Route  | ▲ | 3,456               | 2.7%                   |  | ▲ | 369             | 0.1%                |
|                          |   |                     |                        |  |   |                 |                     |
| Nantucket Regular Ferry  | ▲ | 2,013               | 14.7%                  |  | ▲ | 3,644           | 9.8%                |
| Nantucket Fast Ferry     | ▼ | -109                | -3.4%                  |  | ▼ | -424            | -8.6%               |
| Nantucket Route Subtotal | ▲ | 1,904               | 11.3%                  |  | ▲ | 3,220           | 7.7%                |
|                          |   |                     |                        |  |   |                 |                     |
| <b>Total Passengers</b>  | ▲ | <b>5,360</b>        | <b>3.7%</b>            |  | ▲ | <b>3,589</b>    | <b>0.9%</b>         |



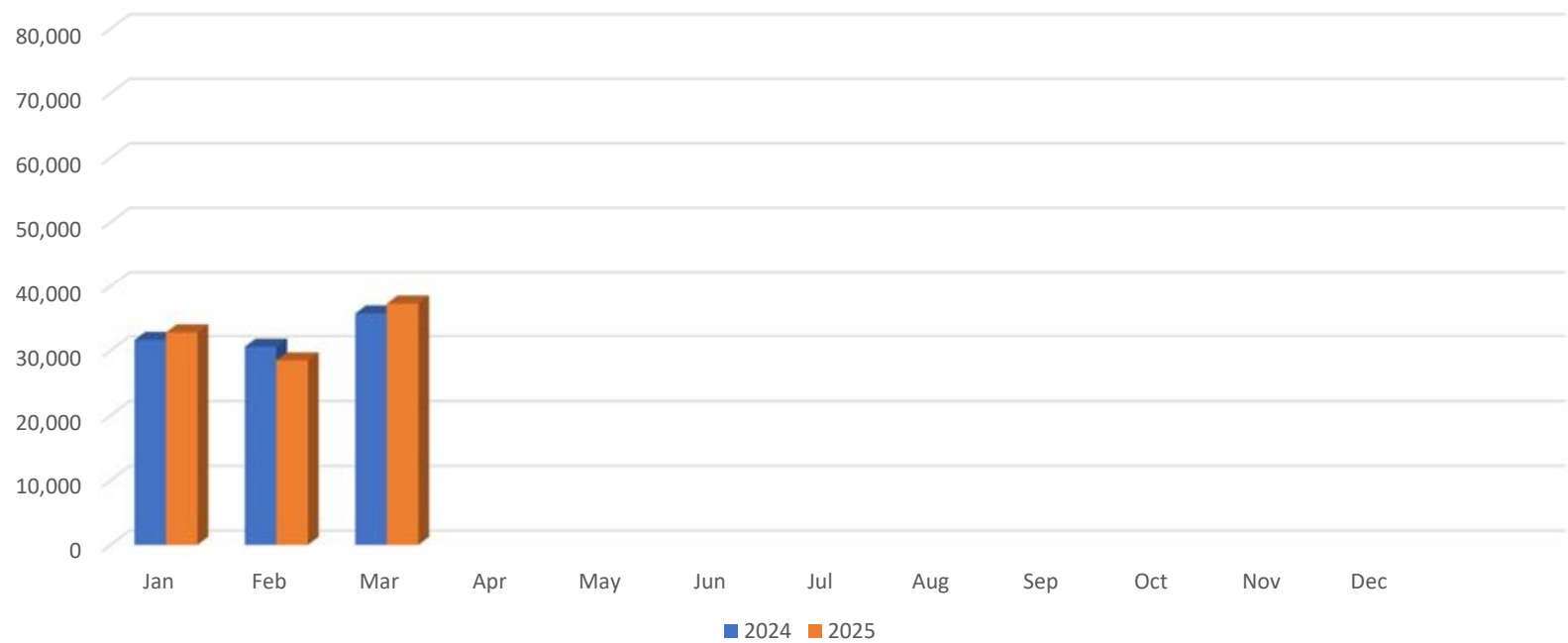
# Passengers Carried 2024 - 2025



## Vehicles Less than 20 ft. Carried – March 2025 vs. 2024

|                                     |   | Monthly<br>Variance<br>vs. 2024 | Monthly %<br>Difference vs.<br>2024 |  |   | YTD Variance<br>vs. 2024 | YTD %<br>Difference vs.<br>2024 |
|-------------------------------------|---|---------------------------------|-------------------------------------|--|---|--------------------------|---------------------------------|
| <b>Martha's Vineyard Route</b>      |   |                                 |                                     |  |   |                          |                                 |
| Standard Fare Autos                 | ▲ | 41                              | 0.4%                                |  | ▼ | -1,453                   | -5.8%                           |
| Standard Fare Trucks                | ▲ | 127                             | 3.7%                                |  | ▼ | -335                     | -3.6%                           |
| Excursion Fare Autos                | ▲ | 668                             | 4.9%                                |  | ▲ | 1,084                    | 2.8%                            |
| Excursion Fare Trucks               | ▲ | 272                             | 6.8%                                |  | ▲ | 864                      | 7.9%                            |
| <b>Total – Martha's Vineyard</b>    | ▲ | <b>1,108</b>                    | <b>3.6%</b>                         |  | ▲ | <b>160</b>               | <b>0.2%</b>                     |
| <b>Nantucket Route</b>              |   |                                 |                                     |  |   |                          |                                 |
| Standard Fare Autos                 | ▼ | -100                            | -7.6%                               |  | ▼ | -369                     | -11.2%                          |
| Standard Fare Trucks                | ▲ | 100                             | 11.5%                               |  | ▼ | -9                       | -0.4%                           |
| Excursion Fare Autos                | ▲ | 226                             | 12.0%                               |  | ▲ | 553                      | 10.1%                           |
| Excursion Fare Trucks               | ▲ | 199                             | 22.1%                               |  | ▲ | 257                      | 9.6%                            |
| <b>Total – Nantucket</b>            | ▲ | <b>425</b>                      | <b>8.6%</b>                         |  | ▲ | <b>432</b>               | <b>3.2%</b>                     |
| <b>Total Vehicles Less Than 20'</b> | ▲ | <b>1,533</b>                    | <b>4.3%</b>                         |  | ▲ | <b>592</b>               | <b>0.6%</b>                     |

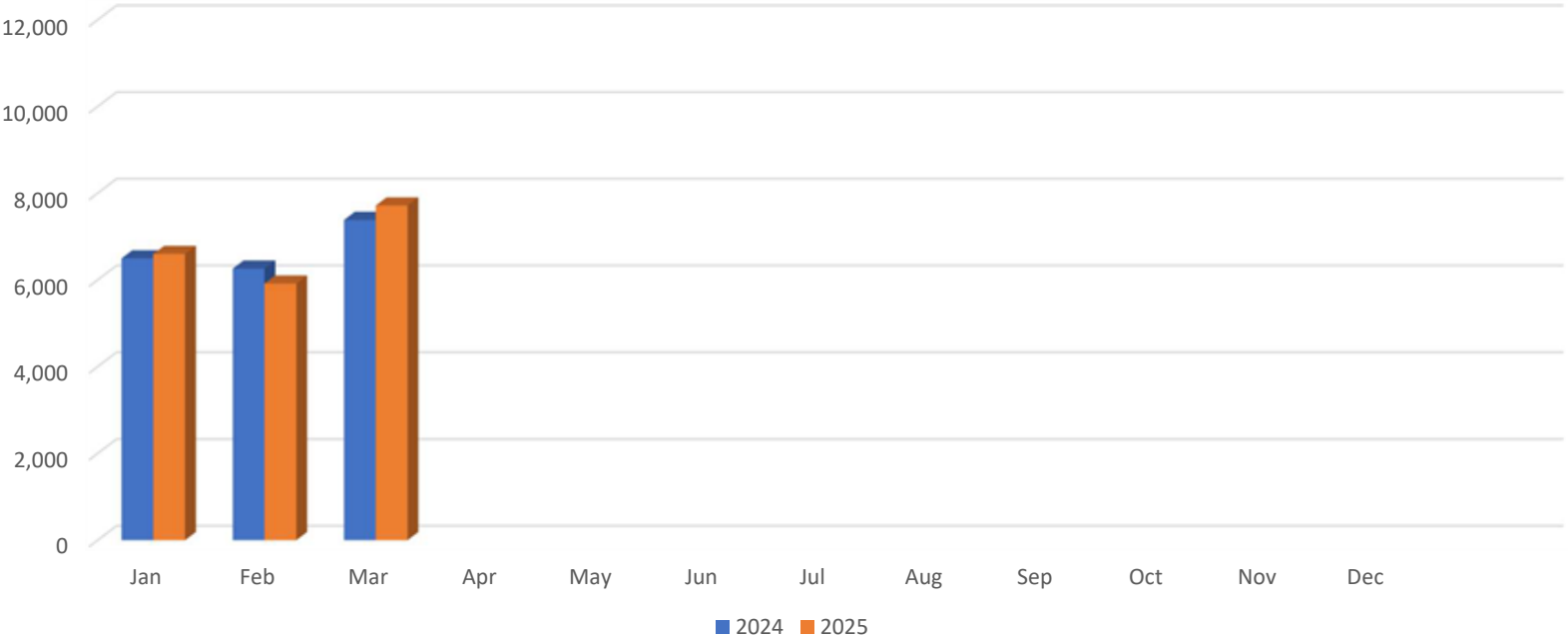
# Vehicles Less than 20 Feet Carried 2024 - 2025



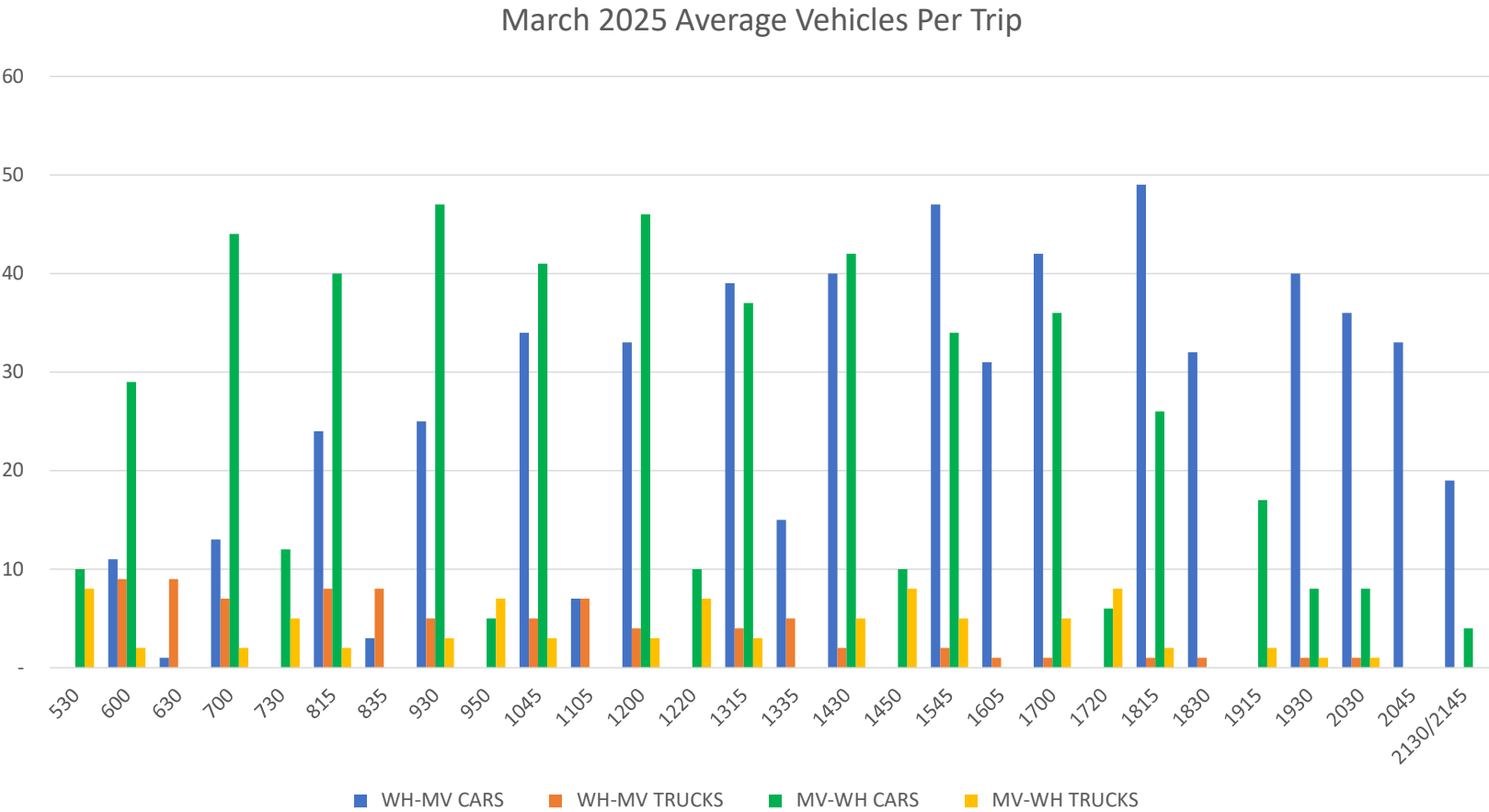
## Freight Trucks (Trucks 20 ft and over) Carried March 2025 vs. 2024

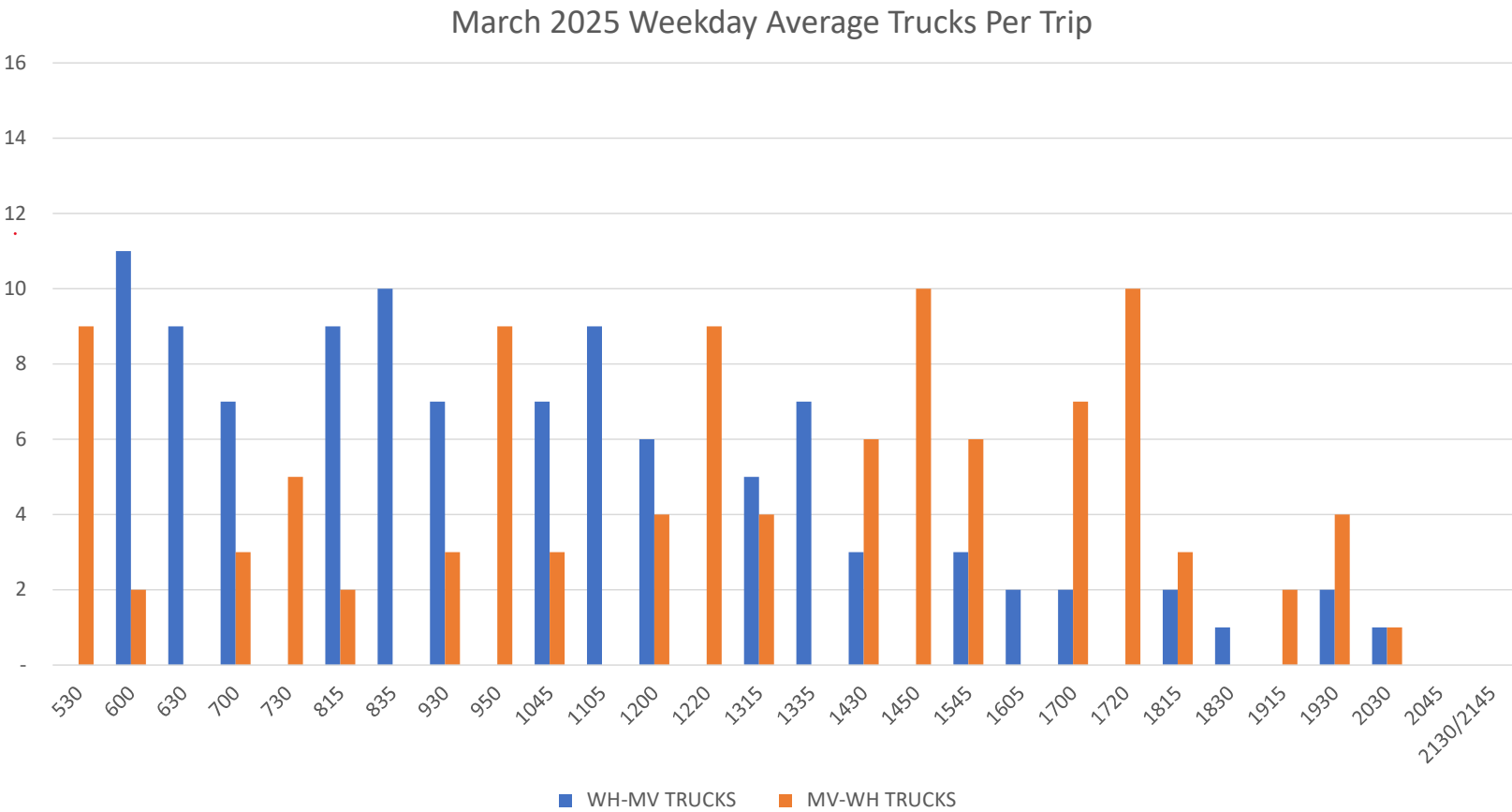
|                         |   | Monthly<br>Variance vs.<br>2024 | Monthly %<br>Difference<br>vs. 2024 |  |   | YTD<br>Variance vs.<br>2024 | YTD %<br>Difference vs.<br>2024 |
|-------------------------|---|---------------------------------|-------------------------------------|--|---|-----------------------------|---------------------------------|
| Martha's Vineyard Route | ▲ | 150                             | 3.2%                                |  | ▼ | -79                         | -0.6%                           |
|                         |   |                                 |                                     |  |   |                             |                                 |
| Nantucket Route         | ▲ | 184                             | 7.0%                                |  | ▲ | 169                         | 2.4%                            |
|                         |   |                                 |                                     |  |   |                             |                                 |
| <b>Total Trucks</b>     | ▲ | <b>334</b>                      | <b>4.5%</b>                         |  | ▲ | <b>90</b>                   | <b>0.4%</b>                     |

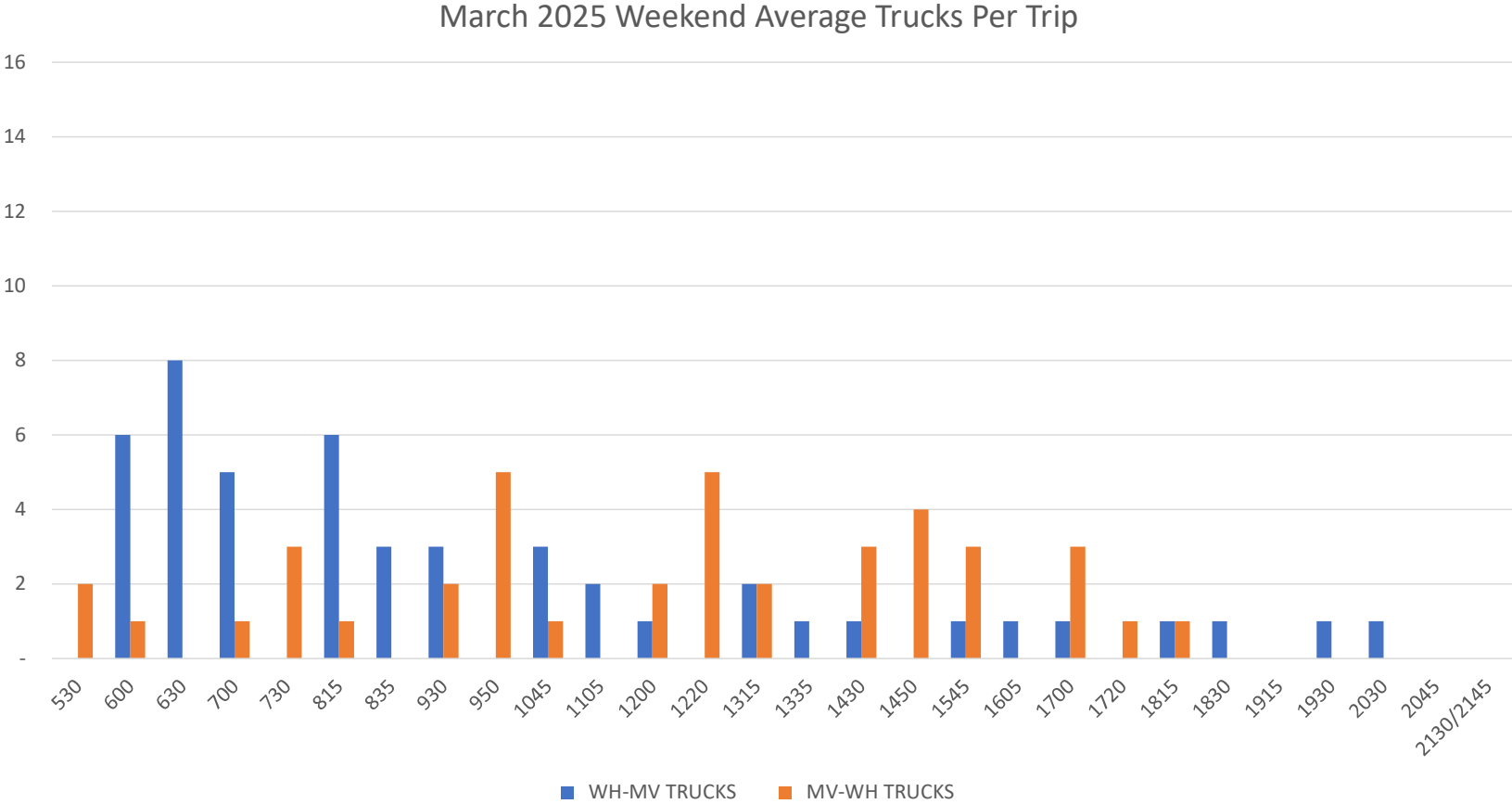
# Trucks (20 Feet & Over) Carried 2024 - 2025







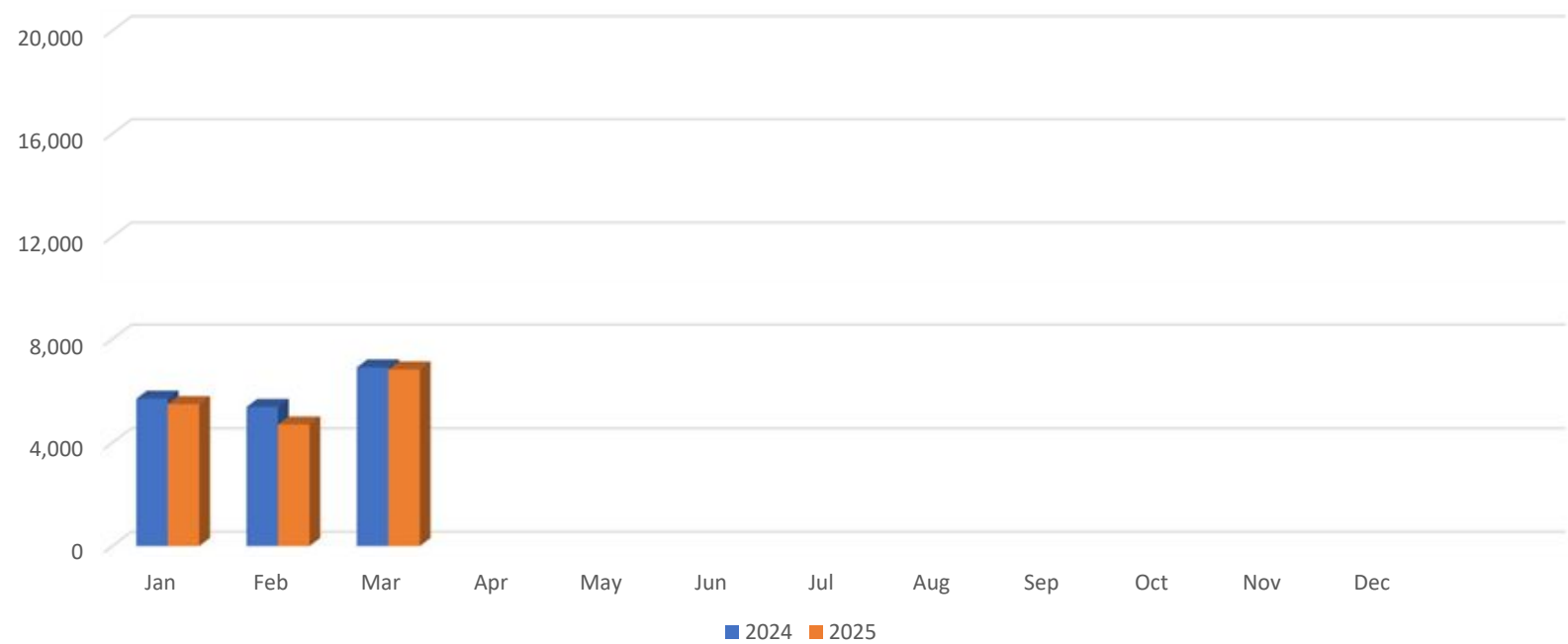




## Cars Parked– March 2025 vs. 2024

|                          |   | Monthly<br>Variance vs.<br>2024 | Monthly %<br>Difference<br>vs. 2024 |  |   | Y-T-D<br>Variance<br>vs. 2024 | Y-T-D %<br>Difference<br>vs. 2024 |
|--------------------------|---|---------------------------------|-------------------------------------|--|---|-------------------------------|-----------------------------------|
| Martha's Vineyard Route  | ▼ | -190                            | -3.0%                               |  | ▼ | -1,031                        | -6.2%                             |
|                          |   |                                 |                                     |  |   |                               |                                   |
| Nantucket Route          | ▲ | 16                              | 2.6%                                |  | ▼ | -33                           | -2.4%                             |
|                          |   |                                 |                                     |  |   |                               |                                   |
| <b>Total Cars Parked</b> | ▼ | <b>-174</b>                     | <b>-2.5%</b>                        |  | ▼ | <b>-1,064</b>                 | <b>-5.9%</b>                      |

# Cars Parked 2024 - 2025





## Trip Summary Report – March 2025

|          | Scheduled |           | Cancelled for |         |         |          |       |             |       |
|----------|-----------|-----------|---------------|---------|---------|----------|-------|-------------|-------|
| MV Route | Budgeted  | Available | Mechanical    | Weather | Traffic | Schedule | Crew  | Unscheduled | Total |
| March    | 1,252     | 2         | 0             | 12      | 36      | 0        | 0     | 1           | 1,207 |
| YTD      | 3,612     | 5         | 5             | 89      | 115     | 0        | 0     | 4           | 3,412 |
| YTD %    |           |           | 0.14%         | 2.46%   | 3.18%   | 0.00%    | 0.00% |             |       |
| NT Route | Budgeted  | Available | Mechanical    | Weather | Traffic | Schedule | Crew  | Unscheduled | Total |
| March    | 434       | 0         | 4             | 4       | 14      | 0        | 0     | 6           | 418   |
| YTD      | 1,142     | 0         | 10            | 43      | 50      | 0        | 0     | 22          | 1,061 |
| YTD %    |           |           | 0.88%         | 3.77%   | 4.38%   | 0.00%    | 0.00% |             |       |
| Total    | Budgeted  | Available | Mechanical    | Weather | Traffic | Schedule | Crew  | Unscheduled | Total |
| March    | 1,686     | 2         | 4             | 16      | 50      | 0        | 0     | 7           | 1,625 |
| YTD      | 4,754     | 5         | 15            | 132     | 165     | 0        | 0     | 26          | 4,473 |
| YTD %    |           |           | 0.32%         | 2.77%   | 3.47%   | 0.00%    | 0.00% |             |       |
| 2024     |           |           | 0.80%         | 4.92%   | 1.26%   | 0.38%    | 0.00% |             |       |

## Financial Snapshot

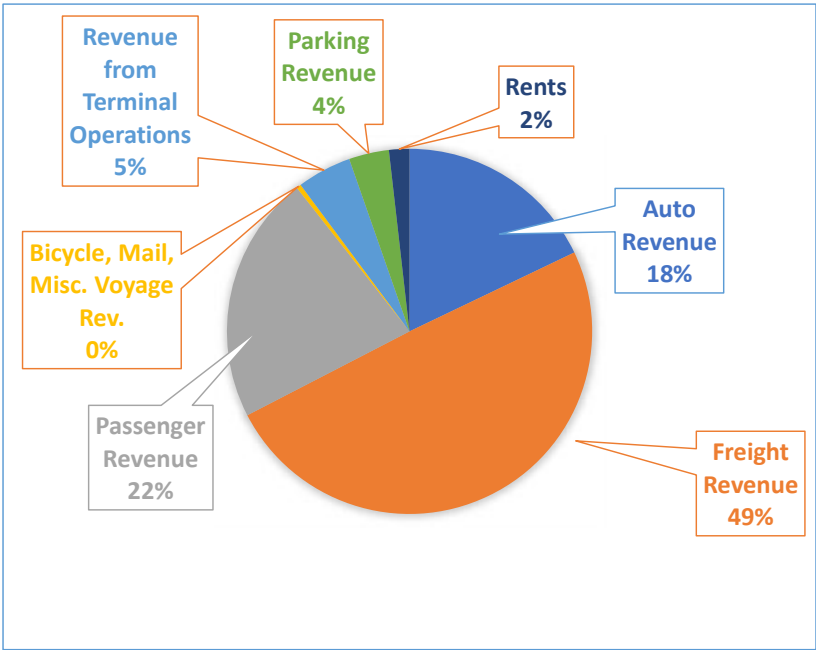
|                           | March        | 2025 Actual<br>vs. Budget |   |  | YTD           | 2025 Actual<br>vs. Budget |   |  |
|---------------------------|--------------|---------------------------|---|--|---------------|---------------------------|---|--|
|                           |              |                           |   |  |               |                           |   |  |
| Revenues & Income         |              |                           |   |  |               |                           |   |  |
| Operating Revenues        | \$7,099,500  | \$48,444                  | ▲ |  | \$18,416,809  | -\$719,959                | ▼ |  |
| Other Income              | 217,832      | -11,968                   | ▼ |  | 652,647       | -23,041                   | ▼ |  |
| Total Revenue             | 7,317,332    | 36,476                    | ▲ |  | 19,069,456    | -743,000                  | ▼ |  |
|                           |              |                           |   |  |               |                           |   |  |
| Expenses & Deductions     |              |                           |   |  |               |                           |   |  |
| Operating Expenses        | 12,311,521   | 514,622                   | ▲ |  | 34,230,937    | -2,379,402                | ▼ |  |
| Income Deductions         | 173,969      | -20,406                   | ▼ |  | 537,500       | -114,897                  | ▼ |  |
| Total Expenses            | \$12,485,490 | \$494,216                 | ▲ |  | \$34,768,437  | -\$2,494,299              | ▼ |  |
|                           |              |                           |   |  |               |                           |   |  |
| Net Operating Income/Loss | -\$5,168,158 | -\$457,740                | ▲ |  | -\$15,698,981 | \$1,751,299               | ▼ |  |
|                           |              |                           |   |  |               |                           |   |  |

## Operating Revenues – March 2025 vs. Budget

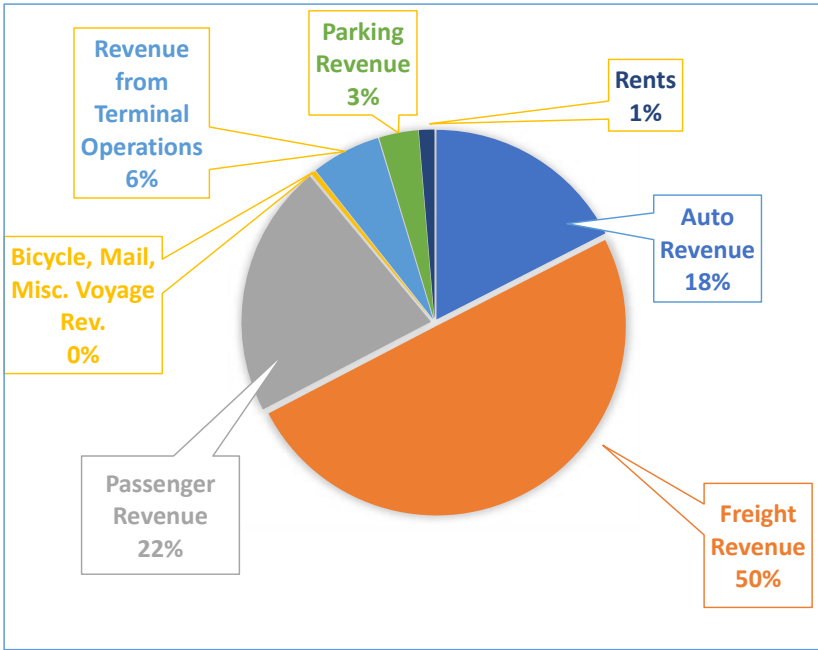
|                                    |   | Monthly<br>Variance vs.<br>Budget | Monthly %<br>Difference vs.<br>Budget |  |   | YTD Variance<br>vs. Budget | YTD %<br>Difference vs.<br>Budget |
|------------------------------------|---|-----------------------------------|---------------------------------------|--|---|----------------------------|-----------------------------------|
| <b>Waterline Revenues</b>          |   |                                   |                                       |  |   |                            |                                   |
| Automobile Revenue                 | ▼ | -\$85,654                         | -6.3%                                 |  | ▼ | -\$399,820                 | -11.0%                            |
| Freight Revenue                    | ▲ | 158,798                           | 4.7%                                  |  | ▲ | 20,379                     | 0.2%                              |
| Passenger Revenue                  | ▲ | 42,863                            | 2.8%                                  |  | ▼ | -4,932                     | -0.1%                             |
| Misc. Voyage Revenue               | ▲ | 975                               | 3.4%                                  |  | ▼ | -4,770                     | -6.0%                             |
| Term. Oper. Revenue                | ▲ | 20,610                            | 6.4%                                  |  | ▲ | 55,899                     | 5.4%                              |
| Parking Revenue                    | ▲ | 36,934                            | 17.2%                                 |  | ▲ | 59,081                     | 10.6%                             |
| Rent Revenue                       | ▼ | -126,082                          | -49.6%                                |  | ▼ | -445,796                   | -64.5%                            |
| Total Operating Revenue            | ▲ | \$48,444                          | 0.7%                                  |  | ▼ | -\$719,959                 | -3.8%                             |
| Total Other Income                 | ▼ | -\$11,968                         | -5.2%                                 |  | ▼ | -\$23,041                  | -3.4%                             |
| <b>Total Operating &amp; Other</b> | ▲ | <b>\$36,476</b>                   | <b>0.5%</b>                           |  | ▼ | <b>-\$743,000</b>          | <b>-3.8%</b>                      |

# Operating Revenues - 2025

March



January – March

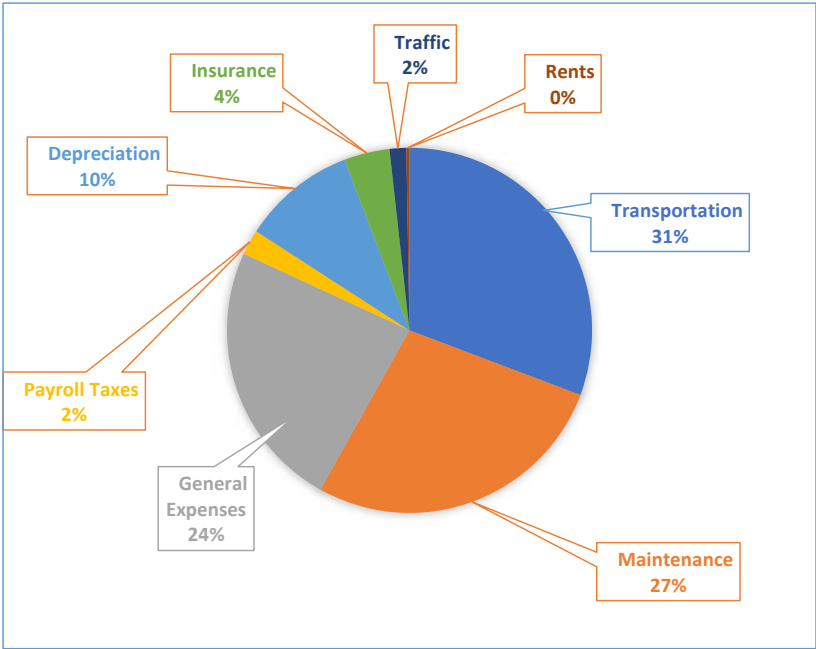


## Operating Expenses – March 2025 vs. Budget

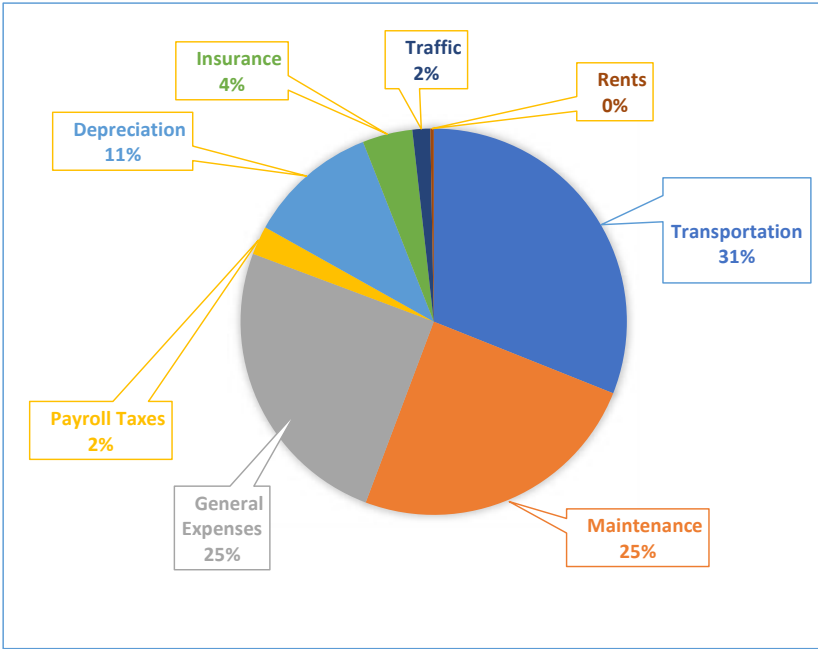
|                                    |   | Monthly<br>Variance vs.<br>Budget | Monthly %<br>Difference vs.<br>Budget |  |   | YTD Variance vs.<br>Budget | YTD % Difference<br>vs. Budget |
|------------------------------------|---|-----------------------------------|---------------------------------------|--|---|----------------------------|--------------------------------|
| <b>Operating Expenses</b>          |   |                                   |                                       |  |   |                            |                                |
| Maintenance                        | ▲ | \$694,991                         | 26.0%                                 |  | ▼ | -\$2,025,518               | -19.3%                         |
| Depreciation & Amortization        | ▼ | -105,709                          | -7.8%                                 |  | ▼ | -134,089                   | -3.5%                          |
| Vessel Operations                  | ▼ | -48,800                           | -1.9%                                 |  | ▼ | -382,021                   | -5.2%                          |
| Terminal Operations                | ▲ | 221,164                           | 20.4%                                 |  | ▲ | 408,718                    | 12.4%                          |
| Traffic Expense                    | ▼ | -38,478                           | -17.3%                                |  | ▼ | -114,713                   | -18.3%                         |
| General Expense                    | ▼ | -132,524                          | -4.3%                                 |  | ▲ | 66,261                     | 0.8%                           |
| Insurance                          | ▼ | -34,099                           | -6.5%                                 |  | ▼ | -151,891                   | -9.6%                          |
| Rents Expense                      | ▼ | -55,327                           | -62.1%                                |  | ▼ | -24,413                    | -19.7%                         |
| Payroll Taxes                      | ▲ | 13,404                            | 5.1%                                  |  | ▼ | -21,736                    | -2.6%                          |
| <b>Total Operating Expenses</b>    | ▲ | <b>\$514,622</b>                  | <b>4.4%</b>                           |  | ▼ | <b>-\$2,379,402</b>        | <b>-6.5%</b>                   |
|                                    |   |                                   |                                       |  |   |                            |                                |
| <b>Total Other Expenses</b>        | ▼ | <b>-\$20,406</b>                  | <b>-10.5%</b>                         |  | ▼ | <b>-\$114,897</b>          | <b>-17.6%</b>                  |
|                                    |   |                                   |                                       |  |   |                            |                                |
| <b>Total Operating &amp; Other</b> | ▲ | <b>\$494,216</b>                  | <b>4.1%</b>                           |  | ▼ | <b>-\$2,494,299</b>        | <b>-6.7%</b>                   |

# Operating Expenses - 2025

March



January – March





## Passengers Carried – April 2025 vs. 2024

|                          |   | Monthly<br>Variance | Montly %<br>Difference |  |   | YTD<br>Variance | YTD %<br>Difference |
|--------------------------|---|---------------------|------------------------|--|---|-----------------|---------------------|
| Martha's Vineyard Route  | ▲ | 9,825               | 6.4%                   |  | ▲ | 10,194          | 2.0%                |
|                          |   |                     |                        |  |   |                 |                     |
| Nantucket Regular Ferry  | ▼ | -366                | -2.0%                  |  | ▲ | 3,278           | 6.0%                |
| Nantucket Fast Ferry     | ▼ | -1,700              | -6.8%                  |  | ▼ | -2,124          | -7.1%               |
| Nantucket Route Subtotal | ▼ | -2,066              | -4.8%                  |  | ▲ | 1,154           | 1.4%                |
|                          |   |                     |                        |  |   |                 |                     |
| <b>Total Passengers</b>  | ▲ | 7,759               | <b>3.9%</b>            |  | ▲ | 11,348          | <b>1.9%</b>         |

## Vehicles Carried – April 2025 vs. 2024

|                                  |   | Monthly<br>Variance<br>vs. 2024 | Monthly %<br>Difference vs.<br>2024 |  |   | YTD Variance<br>vs. 2024 | YTD %<br>Difference vs.<br>2024 |
|----------------------------------|---|---------------------------------|-------------------------------------|--|---|--------------------------|---------------------------------|
| <b>Martha's Vineyard Route</b>   |   |                                 |                                     |  |   |                          |                                 |
| Standard Fare Autos              | ▲ | 124                             | 1.0%                                |  | ▼ | -1,329                   | -3.5%                           |
| Standard Fare Trucks             | ▲ | 388                             | 9.9%                                |  | ▲ | 53                       | 0.4%                            |
| Excursion Fare Autos             | ▲ | 1,028                           | 7.4%                                |  | ▲ | 2,112                    | 4.0%                            |
| Excursion Fare Trucks            | ▲ | 296                             | 7.3%                                |  | ▲ | 1,160                    | 7.8%                            |
| 20 Feet & Over Trucks            | ▲ | 101                             | 1.9%                                |  | ▲ | 22                       | 0.1%                            |
| <b>Total – Martha's Vineyard</b> | ▲ | <b>1,937</b>                    | <b>4.9%</b>                         |  | ▲ | <b>2,018</b>             | <b>1.5%</b>                     |
| <b>Nantucket Route</b>           |   |                                 |                                     |  |   |                          |                                 |
| Standard Fare Autos              | ▼ | -49                             | -2.0%                               |  | ▼ | -418                     | -7.3%                           |
| Standard Fare Trucks             | ▲ | 3                               | 0.3%                                |  | ▼ | -6                       | -0.2%                           |
| Excursion Fare Autos             | ▲ | 156                             | 7.6%                                |  | ▲ | 709                      | 9.4%                            |
| Excursion Fare Trucks            | ▼ | -21                             | -2.0%                               |  | ▲ | 236                      | 6.4%                            |
| 20 Feet & Over Trucks            | ▼ | -55                             | -1.6%                               |  | ▲ | 114                      | 1.1%                            |
| <b>Total – Nantucket</b>         | ▲ | <b>34</b>                       | <b>0.3%</b>                         |  | ▲ | <b>635</b>               | <b>2.1%</b>                     |
| <b>Total Vehicles</b>            | ▲ | <b>1,971</b>                    | <b>3.9%</b>                         |  | ▲ | <b>2,653</b>             | <b>1.6%</b>                     |

# STAFF SUMMARY

Date: May 9, 2025

File# A-712



| TO: |                 | FOR: |             | FROM:                                                  |
|-----|-----------------|------|-------------|--------------------------------------------------------|
| X   | General Manager |      | Vote        | Dept.: Accounting & Finance                            |
|     |                 |      |             | Authors: Mark K. Rozum                                 |
| X   | Board Members   | X    | Information | Subject: 2024 Analysis of Rates versus Cost of Service |

**PURPOSE:** To review and advise the Board on the “Effectiveness of the Authority’s Rate Structure to Cover the Respective Cost of Service for Passengers, Automobiles and Trucks”.

**BACKGROUND:** The management staff has conducted its annual review of the Authority’s rate structure to ensure that no traffic segment, i.e. passengers, automobiles or trucks, is subsidizing another. The Staff has conducted this review for the past twenty-one (21) years to determine the effectiveness of the Authority’s rate structure to cover the respective cost of service for passengers, automobiles and trucks. This study is conducted using the actual traffic data for each route.

Attached please find a summary copy of the 2024 Analysis of Rates versus Cost of Service study. This years’ analysis was developed using the same methodologies as the study of activity for 2004 through 2023. The analysis package includes:

- A summary of the Allocation of Revenues and Cost of Service by Route for the most recent ten (10) year period.
- The Allocation of Revenues and Cost of Service by Route for 2024.
- The Allocation of Indirect Costs as a % of Vessel Costs by Route 2005-2024.
- Estimated cost of carrying Automobiles and Trucks by vessel by route.
- Estimated cost of carrying Automobiles and Trucks by month by route
- Comparison of the 2024 Cost of Service to the prior year’s report.
- Cost of Service data for 2010-2024.
- Occupancy Graphs by route 2010-2024.
- Traffic data, Tables and Graphs as well as 10-year Market Share data.
- Trip Traffic by vessel by route 1991-2024.
- 2024 Average Passengers Carried by Trip
- Fare History Tables and Graphs of fares versus the Consumer Price Index.
- Current Steamship Authority Fares and competition passenger fares for 2024.
- Graphs of Occupancy and Capacity by route for 2024.
- Current Tariffs.

On the Martha's Vineyard route, the cost of vessel operations and of indirect non-vessel costs increased by \$5,506,421, during 2024 versus 2023, a 7.6% increase. Direct vessel operating expenses increased by \$2,605,257 or 7.3%, versus 2023 as this increase is mainly attributed to the increases in maintenance costs, wages and benefits offset by decreases in fuel costs. Indirect non-vessel operating costs increased by \$2,901,164, or 7.9% during 2024. Indirect cost increases were mainly attributable to increases in wages, benefits, depreciation, maintenance expenses and computer hardware and software expenses.

The Authority operated 418 less trips between Woods Hole and Martha's Vineyard in 2024 compared to 2023. Meanwhile, available vehicle deck capacity on the Vineyard route decreased by 13,970 car equivalent spaces in 2024, primarily because of changes in the summer schedule as well as the mix of vessels operating and the change in dates of the operating schedules. During 2024, the total spaces occupied decreased by 9,681 car equivalent units (CEU's) resulting in an 81.2% occupancy rate versus the 81.0% posted in 2023. The occupancy rate from 2024 to 2023 increased by 0.2%

After reducing the average cost per trip by the average passenger revenue per trip and by the revenue attributed to driver services, the cost to be covered by vehicle revenue was established. Based on spaces occupied, an estimated cost per CEU without any premium adjustment for center space was determined to be \$84.69 or a 11.9% increase over 2023. The increase in cost per CEU is mainly attributable to increase in operating costs, the decrease in vessel capacity offset by the increase of passenger revenue in 2024 compared to 2023. Average revenue per passenger vehicle was compared to the estimated costs per CEU to ascertain that 85.1% of the cost of service for passenger vehicles on the Vineyard route was being covered in 2024. The average percentage of cost covered using average truck over 20 feet in length revenue activity during the 2024 period was 94.3%. Excursion fared automobiles and trucks covered 26.6% and 38.0% of the cost of service, respectively, during 2024.

On the Nantucket route, the cost of vessel operations and of indirect non-vessel costs, after the allocation of indirect expenses to the M/V Iyanough, decreased by \$421,343 during 2024 versus 2023, a 1.0% decrease. Direct vessel operating expenses increased by \$484,253 or 1.9 the increases in maintenance costs, wages and benefits offset by decreases in fuel costs. Indirect non-vessel operating costs increased by \$62,910, or 0.3% during 2024. Indirect cost increases were mainly attributable to increases in wages, benefits, depreciation and computer hardware and software expenses.

Excluding the M/V Iyanough trips, the Authority operated 126 less trips on the Nantucket route in 2024 compared to 2023. As a result, the available vehicle deck capacity decreased by 9,540 spaces. During 2024, the total spaces occupied decreased by 6,358 car equivalent units (CEU's) resulting in an 85.4% occupancy rate versus 84.7% in 2023. The occupancy rate from 2024 to 2023 increased by 0.7% .

After reducing the average cost per trip by the average passenger revenue per trip and by the revenue attributed to driver services, the cost to be covered by vehicle revenue was established. Based on spaces occupied, an estimated cost per CEU without any premium adjustment for center space was determined to be \$182.00. Average revenue per passenger vehicle was compared to the estimated costs to determine that 105.2% of the cost of service for passenger vehicles on the Nantucket route was being covered in 2024. The average percentage of cost covered using average truck over 20 feet in length revenue activity during the 2024 period was 86.1%. Excursion fared automobiles and trucks covered 41.2% and 39.6% of the cost of service, respectively, during 2023.

This analysis is being provided to review how effective the Steamship Authority's rate structure was during the prior years' activity. Over time, this information will provide the Authority with a useful indicator of whether the financial position is improving or deteriorating and other factors that could impact the need for further cost reductions and/or rate increases in the years 2026 through 2030. This projection will be included with the final draft of the operating budget.

**RECOMMENDATION:** The Management Staff is presenting this summary for informational purposes and no vote is requested.



Mark K. Rozum  
Treasurer/Comptroller

APPROVED:



Robert B. Davis  
General Manager

Attachments

**AVERAGE AUTOMOBILE AND FREIGHT REVENUE vs. ALLOCATED COST OF SERVICE PER VESSEL TRIP  
MARTHA'S VINEYARD ROUTE**

|    |                                             |       | 2023          | 2024          | Variance     |
|----|---------------------------------------------|-------|---------------|---------------|--------------|
| A) | TOTAL VESSEL OPERATING COSTS -              | 7.3%  | \$ 35,601,515 | \$ 38,206,772 | \$ 2,605,257 |
| B) | ALLOCATION OF INDIRECT NON-VESSEL COSTS     | 7.9%  | 36,804,383    | 39,705,547    | 2,901,164    |
| C) | TOTAL COST, INCLUDING INDIRECT COSTS        | A + B | 72,405,898    | 77,912,319    | 5,506,421    |
| D) | NUMBER OF TRIPS                             | -2.5% | 17,004        | 16,586        | (418)        |
| E) | COST PER TRIP                               | C / D | \$ 4,258      | \$ 4,697      | \$ 439       |
| F) | VESSEL OPERATING DAYS                       |       |               |               |              |
|    | MARTHA'S VINEYARD ROUTE                     |       | 1,337         | 1,375         | 38           |
|    | NANTUCKET ROUTE                             |       | 1,233         | 1,147         | (86)         |
|    | TOTAL                                       |       | 2,570         | 2,522         | (48)         |
| G) | NUMBER OF VEH UNDER 20' CARRIED             |       |               |               |              |
|    | STANDARD FARE AUTOS                         |       | 255,560       | 241,561       | (13,999)     |
|    | EXCURSION FARE AUTOS                        |       | 155,743       | 158,959       | 3,216        |
|    | 1 SPACE STANDARD FARE TRUCKS                |       | 47,420        | 44,701        | (2,719)      |
|    | 1 SPACE EXCURSION FARE TRUCKS               |       | 41,678        | 44,454        | 2,776        |
|    | TOTAL NUMBER OF VEH UNDER 20'               | -2.1% | 500,401       | 489,675       | (10,726)     |
| H) | NUMBER OF TRUCKS OVER 20' CARRIED           |       |               |               |              |
|    | 2 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 30,317        | 30,684        | 367          |
|    | 3 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 14,747        | 15,253        | 506          |
|    | 4 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 17,959        | 18,101        | 142          |
|    | 5 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 1,526         | 1,171         | (355)        |
|    | TOTAL NUMBER OF TRUCKS OVER 20'             | 1.0%  | 64,549        | 65,209        | 660          |
| I) | TOTAL NUMBER OF TRUCK OVER 20' SPACES       | 0.6%  | 184,341       | 185,386       | 1,045        |
| J) | AVERAGE NUMBER OF SPACES PER TRUCK OVER 20' | I / H | 2.86          | 2.84          | (0.02)       |
| K) | TOTAL SPACES OCCUPIED                       | G + I | 684,742       | 675,061       | (9,681)      |
| L) | VEHICLE DECK CONFIGURATION                  |       |               |               |              |
|    | NUMBER OF SIDE SPACES                       |       | 17            | 17            | -            |
|    | NUMBER OF CENTER SPACES                     |       | 33            | 33            | -            |
|    | TOTAL NUMBER OF SPACES PER TRIP             |       | 50            | 50            | -            |
| M) | TOTAL CAPACITY                              | D * L | 845,440       | 831,470       | (13,970)     |
| N) | OCCUPANCY RATE                              | K / L | 81.0%         | 81.2%         | 0.2%         |
| O) | TOTAL REVENUE                               |       |               |               |              |
|    | PASSENGER REVENUE                           |       | 20,607,282    | 20,741,060    | 133,778      |
|    | VEHICLE REVENUE UNDER 20'                   |       |               |               |              |
|    | STANDARD FARE AUTOS                         |       | 25,639,380    | 25,749,913    | 110,533      |
|    | EXCURSION FARE AUTOS                        |       | 3,465,058     | 3,576,325     | 111,267      |
|    | 1 SPACE STANDARD FARE TRUCKS                |       | 4,629,513     | 4,553,186     | (76,327)     |
|    | 1 SPACE EXCURSION FARE TRUCKS               |       | 1,318,238     | 1,430,453     | 112,215      |
|    | SUB-TOTAL VEH UNDER 20' REVENUE             |       | 35,052,189    | 35,309,877    | 257,688      |
|    | FREIGHT REVENUE OVER 20'                    |       |               |               |              |
|    | 2 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 4,446,058     | 4,458,827     | 12,769       |
|    | 3 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 3,314,802     | 3,405,849     | 91,047       |
|    | 4 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 6,283,611     | 6,370,166     | 86,555       |
|    | 5 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 719,788       | 572,756       | (147,032)    |
|    | SUB-TOTAL FREIGHT REVENUE OVER 20'          |       | 14,764,259    | 14,807,598    | 43,339       |
|    | MISCELLANEOUS OPERATING REVENUE             |       |               |               |              |
|    | DRIVER SERVICES                             |       | 305           | 240           | (65)         |
|    | TOTAL REVENUE                               |       | \$ 70,424,035 | \$ 70,858,775 | \$ 434,740   |



|    |                                                                           |                      | 2023          | 2024          | Variance   |
|----|---------------------------------------------------------------------------|----------------------|---------------|---------------|------------|
| P) | AVERAGE TOTAL REVENUE PER TRIP                                            | O / D                | \$ 4,142      | \$ 4,272      | \$ 130     |
| Q) | AVERAGE PASSENGER REVENUE PER TRIP                                        | O(P) / D             | \$ 1,212      | \$ 1,251      | \$ 39      |
| R) | AVERAGE DRIVER SERVICE REVENUE PER TRIP                                   | O(DS) / D            | \$ -          | \$ -          | \$ -       |
| S) | COST PER TRIP, INCLUDING ALLOCATION OF INDIRECT NON-VESSEL COSTS          | C / D                | \$ 4,258      | \$ 4,697      | \$ 439     |
| T) | ESTIMATED COST ATTRIBUTABLE TO:<br>CARRYING PASSENGERS<br>DRIVER SERVICES | Q<br>R               | \$ 1,212<br>- | \$ 1,251<br>- | \$ 39<br>- |
| U) | BALANCE OF COST TO BE COVERED BY REVENUE FROM AUTOMOBILES AND TRUCKS      | S - T                | \$ 3,046      | \$ 3,446      | \$ 400     |
| V) | ESTIMATED COST PER CEU WITHOUT PREMIUM ADJUSTMENT FOR CENTER SPACE        |                      |               |               |            |
|    | 1 SPACE                                                                   | (C - O) / K          | \$ 75.65      | \$ 84.69      | \$ 9.04    |
|    | 2 SPACE                                                                   |                      | 151.30        | 169.38        | 18.08      |
|    | 3 SPACE                                                                   |                      | 226.95        | 254.07        | 27.12      |
|    | 4 SPACE                                                                   |                      | 302.60        | 338.76        | 36.16      |
|    | 5 SPACE                                                                   |                      | 378.25        | 423.45        | 45.20      |
|    | TOTAL AVE. EST. COST PER TRUCK -                                          | (C-O)-(V(1) * G) / H | \$ 216.01     | \$ 240.77     | \$ 24.76   |
| W) | AVERAGE REVENUE PER VEH UNDER 20' - ACTUAL                                | O(A) / G             |               |               |            |
|    | STANDARD FARE AUTOS                                                       |                      | \$ 100.33     | \$ 106.60     | \$ 6.27    |
|    | EXCURSION FARE AUTOS                                                      |                      | 22.25         | 22.50         | 0.25       |
|    | 1 SPACE STANDARD FARE TRUCKS                                              |                      | 97.63         | 101.86        | 4.23       |
|    | 1 SPACE EXCURSION FARE TRUCKS                                             |                      | 31.63         | 32.18         | 0.55       |
|    | TOTAL AVERAGE REVENUE PER VEH UNDER 20'                                   |                      | \$ 70.05      | \$ 72.11      | \$ 2.06    |
|    | % OF COST COVERED USING AVG. VEH UNDER 20' REVENUE                        | W / V                |               |               |            |
|    | STANDARD FARE AUTOS                                                       |                      | 132.6%        | 125.9%        | -6.7%      |
|    | EXCURSION FARE AUTOS                                                      |                      | 29.4%         | 26.6%         | -2.8%      |
|    | 1 SPACE STANDARD FARE TRUCKS                                              | Y / V                | 129.1%        | 120.3%        | -8.8%      |
|    | 1 SPACE EXCURSION FARE TRUCKS                                             |                      | 41.8%         | 38.0%         | -3.8%      |
|    | TOTAL % OF COST COVERED PER VEH UNDER 20'                                 |                      | 92.6%         | 85.1%         | -7.5%      |
| Y) | AVERAGE REVENUE PER TRUCK OVER 20' - ACTUAL                               | O(F) / H             |               |               |            |
|    | 2 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | \$ 146.65     | \$ 145.31     | (1.34)     |
|    | 3 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 224.78        | 223.29        | (1.49)     |
|    | 4 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 349.89        | 351.92        | 2.03       |
|    | 5 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 471.68        | 489.12        | 17.44      |
|    | TOTAL AVERAGE REVENUE PER TRUCK OVER 20'                                  |                      | \$ 228.73     | \$ 227.08     | \$ (1.65)  |
| Z) | % OF COST COVERED USING AVG. TRUCK OVER 20' REVENUE                       |                      |               |               |            |
|    | 2 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 96.9%         | 85.8%         | -11.1%     |
|    | 3 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 99.0%         | 87.9%         | -11.1%     |
|    | 4 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 115.6%        | 103.9%        | -11.7%     |
|    | 5 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 124.7%        | 115.5%        | -9.2%      |
|    | TOTAL % OF COST COVERED PER TRUCK OVER 20'                                |                      | 105.9%        | 94.3%         | -11.6%     |

**AVERAGE AUTOMOBILE AND FREIGHT REVENUE vs. ALLOCATED COST OF SERVICE PER VESSEL TRIP  
NANTUCKET ROUTE WITH ALLOCATION OF INDIRECT EXPENSES TO M/V IYANOUGH**

|    |                                             |       | 2023          | 2024          | Variance     |           |
|----|---------------------------------------------|-------|---------------|---------------|--------------|-----------|
| A) | TOTAL VESSEL OPERATING COSTS -              | -1.9% | \$ 25,014,030 | \$ 24,529,777 | \$ (484,253) |           |
| B) | ALLOCATION OF INDIRECT NON-VESSEL COSTS     | 0.3%  | 18,594,929    | 18,657,839    | 62,910       |           |
| C) | TOTAL COST, INCLUDING INDIRECT COSTS        | A + B | -1.0%         | 43,608,959    | 43,187,616   | (421,343) |
| D) | NUMBER OF TRIPS                             |       | 5,369         | 5,243         | (126)        |           |
| E) | COST PER TRIP                               | C / D | \$ 8,122      | \$ 8,237      | \$ 115       |           |
| F) | VESSEL OPERATING DAYS                       |       |               |               |              |           |
|    | MARTHA'S VINEYARD ROUTE                     |       | 1,337         | 1,375         | 38           |           |
|    | NANTUCKET ROUTE                             |       | 1,233         | 1,147         | (86)         |           |
|    | TOTAL                                       |       | 2,570         | 2,522         | (48)         |           |
| G) | NUMBER OF VEH UNDER 20' CARRIED             |       |               |               |              |           |
|    | STANDARD FARE AUTOS                         |       | 46,726        | 41,507        | (5,219)      |           |
|    | EXCURSION FARE AUTOS                        |       | 21,873        | 20,404        | (1,469)      |           |
|    | 1 SPACE STANDARD FARE TRUCKS                |       | 10,713        | 10,191        | (522)        |           |
|    | 1 SPACE EXCURSION FARE TRUCKS               |       | 9,723         | 10,169        | 446          |           |
|    | TOTAL NUMBER OF VEH UNDER 20'               | -7.6% | 89,035        | 82,271        | (6,764)      |           |
| H) | NUMBER OF TRUCKS OVER 20' CARRIED           |       |               |               |              |           |
|    | 2 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 11,170        | 10,759        | (411)        |           |
|    | 3 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 6,015         | 6,367         | 352          |           |
|    | 4 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 17,927        | 17,810        | (117)        |           |
|    | 5 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 1,772         | 1,900         | 128          |           |
|    | TOTAL NUMBER OF TRUCKS OVER 20'             | -0.1% | 36,884        | 36,836        | (48)         |           |
| I) | TOTAL NUMBER OF TRUCK OVER 20' SPACES       | 0.3%  | 120,953       | 121,359       | 406          |           |
| J) | AVERAGE NUMBER OF SPACES PER TRUCK OVER 20' | I / H | 3.28          | 3.29          | 0.01         |           |
| K) | TOTAL SPACES OCCUPIED                       | G + I | -3.0%         | 209,988       | 203,630      | (6,358)   |
|    |                                             | 0.3%  |               |               |              |           |
| L) | VEHICLE DECK CONFIGURATION                  |       |               |               |              |           |
|    | NUMBER OF SIDE SPACES                       |       | 10            | 10            | -            |           |
|    | NUMBER OF CENTER SPACES                     |       | 37            | 36            | (1)          |           |
|    | TOTAL NUMBER OF SPACES PER TRIP             |       | 47            | 46            | (1)          |           |
| M) | TOTAL CAPACITY                              | D * L | 247,890       | 238,350       | (9,540)      |           |
| N) | OCCUPANCY RATE                              | K / L | 84.7%         | 85.4%         | 0.7%         |           |
| O) | TOTAL REVENUE                               |       |               |               |              |           |
|    | PASSENGER REVENUE                           |       | 4,942,833     | 4,558,268     | (384,565)    |           |
|    | VEHICLE REVENUE UNDER 20'                   |       |               |               |              |           |
|    | STANDARD FARE AUTOS                         |       | 12,133,989    | 11,212,715    | (921,274)    |           |
|    | EXCURSION FARE AUTOS                        |       | 1,300,258     | 1,198,498     | (101,760)    |           |
|    | 1 SPACE STANDARD FARE TRUCKS                |       | 2,681,531     | 2,603,156     | (78,375)     |           |
|    | 1 SPACE EXCURSION FARE TRUCKS               |       | 706,954       | 732,493       | 25,539       |           |
|    | SUB-TOTAL VEH UNDER 20' REVENUE             |       | 16,822,732    | 15,746,862    | (1,075,870)  |           |
|    | FREIGHT REVENUE OVER 20'                    |       |               |               |              |           |
|    | 2 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 3,478,624     | 3,497,929     | 19,305       |           |
|    | 3 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 2,410,563     | 2,661,786     | 251,223      |           |
|    | 4 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 10,739,420    | 11,129,810    | 390,390      |           |
|    | 5 SPACE (INCLUDING TRAILERS AND BUSES)      |       | 1,519,213     | 1,731,480     | 212,267      |           |
|    | SUB-TOTAL FREIGHT REVENUE OVER 20'          |       | 18,147,820    | 19,021,005    | 873,185      |           |
|    | MISCELLANEOUS OPERATING REVENUE             |       |               |               |              |           |
|    | DRIVER SERVICES                             |       | 1,593,290     | 1,568,695     | (24,595)     |           |
|    | TOTAL REVENUE                               |       | \$ 41,506,675 | \$ 40,894,830 | \$ (611,845) |           |

|    |                                                                           |                      | 2023          | 2024          | Variance     |
|----|---------------------------------------------------------------------------|----------------------|---------------|---------------|--------------|
| P) | AVERAGE TOTAL REVENUE PER TRIP                                            | O / D                | \$ 7,731      | \$ 7,800      | \$ 69        |
| Q) | AVERAGE PASSENGER REVENUE PER TRIP                                        | O(P) / D             | \$ 921        | \$ 869        | \$ (52)      |
| R) | AVERAGE DRIVER SERVICE REVENUE PER TRIP                                   | O(DS) / D            | \$ 297        | \$ 299        | \$ 2         |
| S) | COST PER TRIP, INCLUDING ALLOCATION OF INDIRECT NON-VESSEL COSTS          | C / D                | \$ 8,122      | \$ 8,237      | \$ 115       |
| T) | ESTIMATED COST ATTRIBUTABLE TO:<br>CARRYING PASSENGERS<br>DRIVER SERVICES | Q<br>R               | \$ 921<br>297 | \$ 869<br>299 | \$ (52)<br>2 |
| U) | BALANCE OF COST TO BE COVERED BY REVENUE FROM AUTOMOBILES AND TRUCKS      | S - T                | \$ 6,904      | \$ 7,069      | \$ 165       |
| V) | ESTIMATED COST PER CEU WITHOUT PREMIUM ADJUSTMENT FOR CENTER SPACE        |                      |               |               |              |
|    | 1 SPACE                                                                   | (C - O) / K          | \$ 176.55     | \$ 182.00     | \$ 5.45      |
|    | 2 SPACE                                                                   |                      | 353.10        | 364.00        | 10.90        |
|    | 3 SPACE                                                                   |                      | 529.65        | 546.00        | 16.35        |
|    | 4 SPACE                                                                   |                      | 706.20        | 728.00        | 21.80        |
|    | 5 SPACE                                                                   |                      | 882.75        | 910.00        | 27.25        |
|    | TOTAL AVE. EST. COST PER TRUCK -                                          | (C-O)-(V(1) * G) / H | \$ 578.94     | \$ 599.61     | \$ 20.67     |
| W) | AVERAGE REVENUE PER VEH UNDER 20' - ACTUAL                                | O(A) / G             |               |               |              |
|    | STANDARD FARE AUTOS                                                       |                      | \$ 259.68     | \$ 270.14     | \$ 10.46     |
|    | EXCURSION FARE AUTOS                                                      |                      | 59.45         | 58.74         | (0.71)       |
|    | 1 SPACE STANDARD FARE TRUCKS                                              |                      | 250.31        | 255.44        | 5.13         |
|    | 1 SPACE EXCURSION FARE TRUCKS                                             |                      | 72.71         | 72.03         | (0.68)       |
|    | TOTAL AVERAGE REVENUE PER VEH UNDER 20'                                   |                      | \$ 188.95     | \$ 191.40     | \$ 2.45      |
|    | % OF COST COVERED USING AVG. VEH UNDER 20' REVENUE                        | W / V                |               |               |              |
|    | STANDARD FARE AUTOS                                                       |                      | 147.1%        | 148.4%        | 1.3%         |
|    | EXCURSION FARE AUTOS                                                      |                      | 33.7%         | 32.3%         | -1.4%        |
|    | 1 SPACE STANDARD FARE TRUCKS                                              | Y / V                | 141.8%        | 140.4%        | -1.4%        |
|    | 1 SPACE EXCURSION FARE TRUCKS                                             |                      | 41.2%         | 39.6%         | -1.6%        |
|    | TOTAL % OF COST COVERED PER VEH UNDER 20'                                 |                      | 107.0%        | 105.2%        | -1.8%        |
| Y) | AVERAGE REVENUE PER TRUCK OVER 20' - ACTUAL                               | O(F) / H             |               |               |              |
|    | 2 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | \$ 311.43     | \$ 325.12     | 13.69        |
|    | 3 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 400.76        | 418.06        | 17.30        |
|    | 4 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 599.06        | 624.92        | 25.86        |
|    | 5 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 857.34        | 911.31        | 53.97        |
|    | TOTAL AVERAGE REVENUE PER TRUCK OVER 20'                                  |                      | \$ 492.02     | \$ 516.37     | \$ 24.35     |
| Z) | % OF COST COVERED USING AVG. TRUCK OVER 20' REVENUE                       |                      |               |               |              |
|    | 2 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 88.2%         | 89.3%         | 1.1%         |
|    | 3 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 75.7%         | 76.6%         | 0.9%         |
|    | 4 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 84.8%         | 85.8%         | 1.0%         |
|    | 5 SPACE (INCLUDING TRAILERS AND BUSES)                                    |                      | 97.1%         | 100.1%        | 3.0%         |
|    | TOTAL % OF COST COVERED PER TRUCK OVER 20'                                |                      | 85.0%         | 86.1%         | 1.1%         |

# STAFF SUMMARY

Date: May 8, 2025

File# A-711



| TO: |                 | FOR: |             | FROM:                                 |
|-----|-----------------|------|-------------|---------------------------------------|
| X   | General Manager | X    | Vote        | Dept.: Accounting & Finance           |
|     |                 |      |             | Authors: Mark K. Rozum                |
| X   | Board Members   |      | Information | Subject: 2026 Budget Policy Statement |

**PURPOSE:**

To review and approve the proposed budget policy guidelines to be used in the preparation of the Authority's 2026 Operating Budget.

**BACKGROUND:**

The Management Staff are in the preliminary stages of developing next year's proposed operating budget. This includes the preparation of a vessel maintenance overhaul schedule and a tentative operating schedule.

Attached please find a copy of the proposed 2026 Budget Policy Statement. The proposed 2026 operating schedule and attached 2025-2030 vessel repair schedules will be used as the basis for estimating next year's cost of service.

We expect to be in a position to review the preliminary 2026 Operating Budget with the Port Council and Board by the September meetings. A final draft of the proposed 2026 Operating Budget will be presented for the Board's review and approval at the Authority Meeting in October.

**RECOMMENDATION:**

The Management Staff is requesting that the attached 2026 Budget Policy Statement be adopted as proposed.

Mark K. Rozum  
Treasurer/Comptroller

APPROVED: Robert B. Davis  
General Manager

Attachments

## **2026 BUDGET POLICY STATEMENT**

### **2026 OPERATING BUDGET**

The following guidelines are to be used in the preparation of the Authority's 2026 Operating Budget:

#### **Operating Revenues**

Projected Traffic Levels –Historically, operating revenues are based on the actual traffic statistics for the most recent twelve (12) month period. Traffic estimates and the corresponding estimated operating revenues for the 2026 budget will initially be based on actual traffic statistics for the most recent twelve (12) months and may be adjusted based on extraordinary developments.

Please find the attached graphs showing the total number of passengers, automobiles and trucks carried on a rolling twelve (12) month basis since January 2020. We also attached a graph showing the total number of cars parked for the comparable time.

#### **Operating Expenses**

Operating Schedule – The proposed 2026 Operating Budget will be based on the proposed 2026 operating schedules. The operating budget will incorporate any effects of the M/V Aquinnah, M/V Barnstable, and M/V Monomoy.

Maintenance and Repairs – The Authority's vessels, terminals, vehicles, and equipment shall be properly maintained to ensure the continuation of a safe and reliable transportation system.

Each of the Authority's vessels will be scheduled for an approximate 6 week overhaul period, not including any required dry-dockings. All vessels will undergo their annual maintenance overhauls, including mandatory dry-dockings. (See attached 2025 – 2030 Repair Schedules.) Vessel repair costs will reflect the current market conditions, considering variables such as cost increases related to supply chain issues.

The vessels which have scheduled dry-dockings in 2026 are the *M/V Barnstable*, the *M/V Eagle*, the *M/V Island Home*, the *M/V Iyanough*, and the *M/V Nantucket*.

The Vineyard Haven Terminal is expected to have repair work done on the transfer bridges and slips done in 2026. Pending a more thorough evaluation of the other facilities, no significant terminal repair projects are currently anticipated. Nevertheless, each of the Authority's terminals will continue to be properly maintained and the anticipated expenses to do so will be included in the 2026 maintenance budget.

External and internal audits will be conducted for compliance with maintaining the ISO 9001 Quality Management Certifications and the vessel Safety Management Certifications as part of maintaining the Authority's Safety Quality Management System.

Levels of Employment – The numbers of employees in the terminals, the parking lots and shuttle bus operations, and reservations are expected to stay essentially the same as originally budgeted in 2025. Existing job vacancies are expected to be filled when appropriate.

Vessel staffing will be in accordance with all applicable legal and contractual requirements considering anticipated service level demands. The Wiper-to-Oiler promotion training program, which has been developed these past couple of years, will be incorporated into vessel staffing levels. In addition, the pilot qualification training and captain qualification training programs will also be reflected in vessel staffing.

Training – The Authority will continue to provide training for its employees at levels which ensure safe and efficient operations, including the “Standards of Training, Certification and Watchkeeping for Seafarers (STCW) Basic Safety Training” for its vessel crews. This STCW training program began in the winter of 2006. Annually, some twenty to thirty (20-30) vessel crew members are trained in STCW so that the entire fleet personnel participate over a five (5) year period. This training includes 1) personal survival; 2) fire prevention and firefighting; 3) elementary first aid; 4) crowd control and crisis management; and 5) personal safety and social responsibilities.

The cost of customer service training, cyber security and computer training, discrimination prevention training and other appropriate courses, such as additional radar training, ECDIS training, Deck Officers and Chief Engineer vessel recency training, Purser and Bosun training, rescue boat training, automated external defibrillator (AED) training, safety and ergonomics training, Facility Security Officer (FSO) and Vessel Security Officer (VSO) training, Marine Evacuation Slide (MES) training, hoisting equipment training, Qualified Individual training, oil spill response training, hazardous materials (“HazMat”) handling, EMD and MTU engine maintenance training, Programmable Logic Controllers training and Bridge Resource Management, will also be included in the proposed 2026 Operating Budget. New Hire orientation and mentoring programs will also be included. Other areas of training in the 2026 budget will include costs associated with employees obtaining their CDL licenses and additional training for various computer software and programs including the new reservation system.

Staff will continue with the Training and Development (T&D) Fair training courses. Including both professional development and safety focused courses such as, Leadership fundamentals, Manager/Supervisor training, Confined Space, Fall Protection, Aerial Lift, Personal Protective Equipment (PPE), Toxic and Hazardous Substances, Hazardous Waste Operations and Emergency Response (Hazwoper), Globally Harmonized System (GHS), Respirator Fit Testing/Training as well as OSHA 10 Certification training. Staff will continue with the well-received weeklong T&D fairs and will conduct four T&D fairs next year.



Use of Information Systems Technologies – The 2026 budget will incorporate costs associated with the new reservation system. The 2026 budget will also include recommendations from the IT Review that have not been fully implemented. During the budget process, the Treasurer will work with the IT Review consultant and the Director of Management Information Systems to ascertain costs and impacts associated with these projects. Additionally, the budget will include the associated costs with migrating systems that will be hosted in the cloud.

The Authority will continue to use information systems technologies to improve customer services and reduce operating costs where possible. Specifically, we will work to increase the Authority's presence on social media platforms and will be working in 2026 to implement the Steamship Authority's updated website, which will incorporate mobile ticketing capabilities for both traditional and high-speed services.

We will continue to evaluate technical enhancements to our website and mobile website, which will allow us to integrate additional customer services features, with proper consideration and planning for necessary infrastructure improvements. The Authority will also continue to migrate services and applications to be hosted in the cloud to improve redundancy and efficiency.

Staff will continue to incorporate its training materials into the Learning Management System (LMS). The LMS is the Authority's central hub for delivering and managing its marine and shoreside training and assessment programs.

Health Care – The 2026 Operating Budget will reflect the continuation of employee contributions equal to 20% of the expected annual cost of each employee's medical coverage. In addition, any changes in coverage required by the Affordable Care Act will be reflected in the annual cost estimates.

Vessel Fuel Oil – Currently, the barrel price of crude oil is trading in the \$57 - \$65 range while a year ago at this same time crude oil was trading in the \$70 - \$83 range. During the last three months, crude oil has traded between \$57 and \$73 and during the last twelve months between \$57 and \$83. During preparation of the 2026 Operating Budget, the vessel fuel oil cost will reflect the then current forecast for oil prices or the Authority's hedge program cost cap including the hedging premium, whichever is lower. The Authority will continue to make fuel and energy conservation a priority in both land and sea operations. Towards that end, schedule modifications and trip consolidations will continue to be made when practical.

Pensions and Other Postemployment Benefits – The 2026 Operating Budget will incorporate any additional expenses that have to be recognized due to the required adoption of additional Governmental Accounting Standards as they relate to Other Postemployment Benefits.

Utilities – The Authority will continue to pursue not only energy conservation measures, but also opportunities to reduce the cost for electric supply charges. In addition, we will

continue to review telephone usage and calling plans to determine the prospects for any potential savings.

Debt Administration – The Authority has evaluated its debt requirements including but not limited to advance refunding of existing debt and currently does not foresee any additional opportunities for restructuring during 2026. However, if, after additional evaluation, conditions are favorable for doing so, we may pursue a restructuring.

Rents and Leases – The proposed 2026 Operating Budget will reflect changes in the negotiated or anticipated costs associated with leased properties used for the Authority's parking operations, reservation office and bus maintenance facility.

Insurance – As the Authority's marine and non-marine insurance policies are issued on a June 30<sup>th</sup> renewal basis, insurance expense for the first half of 2026 will be known. The Authority's insurance program is extended with the same carriers for an additional two-year period. An allowance will be made for any projected increase in insurance premiums for the policy year beginning July 1, 2026. Additional insurance costs for the newly acquired vessels will be included in the 2026 budget.

Advertising – While the Authority will continue to maintain the same types of advertising placements currently being used, we will re-evaluate on an annual basis the emphasis of the advertising program to determine the appropriate mix of media usage. These include, but are not limited to, billboards (Boston on I-93 southbound and, in past years, on I-195 in the Fall River area), television, radio, newspapers, magazines, internet, social media, visitor centers and regional Chamber of Commerce guidebooks. In general, the Authority has shifted its focus toward digital marketing strategies in recent years and anticipates continuing to do so in 2026. As in previous years, advertising will be focused on passengers and not vehicle traffic.

### **License Fee Income**

Projections will be made for anticipated license fee income from all licensed carriers, considering the most recent traffic expectations and changes in the licensed carriers' traffic patterns.

### **Fund Transfers and Use of Special Purpose Funds**

The Authority will maintain sufficient fund balances to meet the currently scheduled debt service requirements of \$1,840,350 due September 1, 2026, for interest and \$13,400,350 due March 1, 2027 for principal and interest.

In addition, the Authority will endeavor to fund next year's cash transfers to the Replacement Fund in an amount not less than this year's estimated transfer of approximately \$13,977,000, but not to exceed the Authority's projected depreciation expense for 2025, currently estimated at \$16,314,000.

### **Fares and Rates**

The staff will be making all efforts to minimize the need for any rate increases. As requested during the approval of the 2026 budget, staff will also be reviewing the excursion program and corresponding rates.

**PROPOSED BUDGET CALENDAR – 2026 OPERATING BUDGET**

| <u>ACTIVITY</u>                                                                                                                           | <u>RESPONSIBILITY</u>                  | <u>DUE DATE<br/>OR DEADLINE</u>  |
|-------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------|----------------------------------|
| Review of proposed budget policy guidelines                                                                                               | Management Staff and Port Council      | May 15<br>(Port Council Meeting) |
| Review and approval of proposed budget policy guidelines                                                                                  | Management Staff and Authority Members | May 15<br>(Authority Meeting)    |
| Forward payroll worksheets to Department Heads (using number of employees by job classification)                                          | Treasurer/Asst. Treasurer              | May 16                           |
| Prepare preliminary operating and maintenance overhaul schedule, including proposed dates and vessels                                     | Management Staff                       | June 6                           |
| Return completed payroll worksheets                                                                                                       | Department Heads                       | June 13                          |
| Forward expense worksheets to Department Heads (using actual expenses from May 2023 through April 2024)                                   | Treasurer/Asst. Treasurer              | June 13                          |
| Return completed expense worksheets                                                                                                       | Department Heads                       | July 18                          |
| Review preliminary operating budget, in discussion draft form, with Management Staff (Including revenue and expense allocations by route) | Treasurer and Management Staff         | August 20                        |

## PROPOSED BUDGET CALENDAR – 2026 OPERATING BUDGET

| <u>ACTIVITY</u>                                                                                                              | <u>RESPONSIBILITY</u>                  | <u>DUE DATE<br/>OR DEADLINE</u>          |
|------------------------------------------------------------------------------------------------------------------------------|----------------------------------------|------------------------------------------|
| Review and discussion of preliminary operating budget and potential rate increases, if any                                   | Management Staff and Port Council      | September 9<br>(Port Council Meeting)    |
| Submit preliminary operating budget and potential rate increases, if any, to the Authority Members for review and discussion | Treasurer                              | September 12                             |
| Review and discussion of preliminary operating budget and any potential rate increases                                       | Management Staff and Authority Members | September 16<br>(Authority Meeting)      |
| Budget Open House (Zoom)                                                                                                     | Treasurer                              | September 17-19<br>(TBD)                 |
| Refine and revise, as needed, proposed operating budget and any proposed rate increases                                      | Treasurer and Management Staff         | September 25                             |
| Review and discussion of proposed operating budget and any proposed rate increases                                           | Management Staff and Port Council      | October 7<br>(Port Council Meeting)      |
| Submit proposed operating budget and any proposed rate increases to the Authority Members for final review and approval      | Treasurer                              | October 16                               |
| Final review and approval of the operating budget and any rate increases, if necessary                                       | Management Staff and Authority Members | <b>October 21</b><br>(Authority Meeting) |

NOTE: Authority and Port Council Meeting dates are tentative and subject to change by their Members.

May 2025 Joint Board & Port Council Meeting - Treasurer/Comptroller's report

2025 - 2030 Repair Schedule as of 02/25/2025

| VESSEL                       | COI<br>Due        | DRY-DOCK<br>Due | DRY-DOCK          |                   | REPAIR            |                   | SPRUCE UP         |                   | STANDBY STATUS    |                   |
|------------------------------|-------------------|-----------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|                              |                   |                 | START             | FINISH            | START             | FINISH            | START             | FINISH            | START             | FINISH            |
| <b>M/V EAGLE</b>             | <b>01/07/2026</b> | <b>2027</b>     |                   |                   |                   |                   |                   |                   |                   |                   |
| (prior dry dock 12-09-2022)  |                   | <b>2024</b>     | <b>10/21/2024</b> | <b>12/07/2024</b> | <b>12/08/2024</b> | <b>01/09/2025</b> |                   |                   |                   |                   |
| (last dry dock 12-18-2024)   |                   | <b>&amp;</b>    |                   |                   | <b>11/24/2025</b> | <b>01/10/2026</b> | <b>05/28/2025</b> | <b>06/05/2025</b> |                   |                   |
| (Required by 12-31-2027)     |                   | <b>2026</b>     | <b>10/23/2026</b> | <b>12/09/2026</b> | <b>12/10/2026</b> | <b>01/05/2027</b> | <b>05/26/2026</b> | <b>06/03/2026</b> |                   |                   |
| Year Built (Keel Laid)       | 1987              | <b>&amp;</b>    |                   |                   | <b>11/23/2027</b> | <b>01/06/2028</b> | <b>06/02/2027</b> | <b>06/10/2027</b> |                   |                   |
| Year Acquired/In Service     | 1987              | <b>2028</b>     | <b>10/21/2028</b> | <b>12/10/2028</b> | <b>12/11/2028</b> | <b>01/09/2029</b> | <b>06/02/2028</b> | <b>06/10/2028</b> |                   |                   |
| Age as of 2025               | 38                | <b>&amp;</b>    |                   |                   | <b>11/21/2029</b> | <b>01/10/2030</b> | <b>05/31/2029</b> | <b>06/05/2029</b> |                   |                   |
| Age as of 2026               | 39                |                 |                   |                   |                   |                   |                   |                   |                   |                   |
| Age as of 2027               | 40                |                 |                   |                   |                   |                   |                   |                   |                   |                   |
| <b>M/V ISLAND HOME</b>       | <b>03/21/2025</b> | <b>2027</b>     |                   |                   | <b>01/10/2025</b> | <b>02/23/2025</b> |                   |                   |                   |                   |
| (prior dry dock 03/10/2022)  |                   | <b>2026</b>     | <b>01/11/2026</b> | <b>02/24/2026</b> | <b>02/25/2026</b> | <b>03/29/2026</b> | <b>06/06/2025</b> | <b>06/17/2025</b> |                   |                   |
| (last dry dock 02/28/2024)   |                   | <b>&amp;</b>    |                   |                   | <b>01/06/2027</b> | <b>02/22/2027</b> | <b>06/04/2026</b> | <b>06/15/2026</b> |                   |                   |
| (Required by 02-28-2027)     |                   | <b>2028</b>     | <b>01/07/2028</b> | <b>02/20/2028</b> | <b>02/21/2028</b> | <b>03/24/2028</b> | <b>06/11/2028</b> | <b>06/19/2028</b> |                   |                   |
| Year Built (Keel Laid)       | 2005              | <b>&amp;</b>    |                   |                   | <b>01/10/2029</b> | <b>02/26/2029</b> | <b>06/06/2029</b> | <b>06/17/2029</b> |                   |                   |
| Year Acquired/In Service     | 2007              | <b>2030</b>     | <b>01/11/2030</b> | <b>02/24/2030</b> | <b>02/25/2030</b> | <b>03/29/2030</b> |                   |                   |                   |                   |
| Age as of 2025               | 20                |                 |                   |                   |                   |                   |                   |                   |                   |                   |
| Age as of 2026               | 21                |                 |                   |                   |                   |                   |                   |                   |                   |                   |
| Age as of 2027               | 22                |                 |                   |                   |                   |                   |                   |                   |                   |                   |
| <b>M/V MARTHA'S VINEYARD</b> | <b>10/17/2025</b> | <b>2026</b>     |                   |                   |                   |                   | <b>05/13/2025</b> | <b>05/21/2025</b> |                   |                   |
| (prior dry dock 11-05-2021)  |                   | <b>2025</b>     | <b>09/10/2025</b> | <b>10/21/2025</b> | <b>10/22/2025</b> | <b>11/23/2025</b> | <b>05/14/2026</b> | <b>05/19/2026</b> |                   |                   |
| (last dry dock 10-18-2023)   |                   | <b>&amp;</b>    |                   |                   | <b>09/11/2026</b> | <b>10/22/2026</b> | <b>05/18/2027</b> | <b>05/26/2027</b> |                   |                   |
| (Required by 10-31-2026)     |                   | <b>2027</b>     | <b>09/09/2027</b> | <b>10/20/2027</b> | <b>10/21/2027</b> | <b>11/22/2027</b> | <b>05/15/2028</b> | <b>05/20/2028</b> |                   |                   |
| Year Built (Keel Laid)       | 1992              | <b>&amp;</b>    |                   |                   | <b>09/06/2028</b> | <b>10/20/2028</b> | <b>05/13/2029</b> | <b>05/21/2029</b> |                   |                   |
| Year Acquired/In Service     | 1993              | <b>2029</b>     | <b>09/10/2029</b> | <b>10/21/2029</b> | <b>10/22/2029</b> | <b>11/23/2029</b> | <b>05/14/2030</b> | <b>05/22/2030</b> |                   |                   |
| Age as of 2025               | 33                |                 |                   |                   |                   |                   |                   |                   |                   |                   |
| Age as of 2026               | 34                |                 |                   |                   |                   |                   |                   |                   |                   |                   |
| Age as of 2027               | 35                |                 |                   |                   |                   |                   |                   |                   |                   |                   |
| <b>M/V NANTUCKET</b>         | <b>05/13/2025</b> | <b>2027</b>     |                   |                   | <b>04/07/2025</b> | <b>05/12/2025</b> |                   |                   | <b>02/24/2025</b> | <b>03/25/2025</b> |
| (prior dry dock 04-21-2022)  |                   | <b>2026</b>     | <b>02/25/2026</b> | <b>03/29/2026</b> | <b>03/30/2026</b> | <b>05/13/2026</b> |                   |                   |                   |                   |
| (last dry dock 04-02-2024)   |                   | <b>&amp;</b>    |                   |                   | <b>04/12/2027</b> | <b>05/17/2027</b> |                   |                   |                   |                   |
| (Required by 04-30-2027)     |                   | <b>2028</b>     | <b>02/21/2028</b> | <b>03/24/2028</b> | <b>03/25/2028</b> | <b>05/17/2028</b> |                   |                   |                   |                   |
| Year Built (Keel Laid)       | 1973              | <b>&amp;</b>    |                   |                   | <b>03/20/2029</b> | <b>05/12/2029</b> |                   |                   |                   |                   |
| Year Acquired/In Service     | 1974              | <b>2030</b>     | <b>02/25/2030</b> | <b>04/10/2030</b> | <b>04/11/2030</b> | <b>05/13/2030</b> |                   |                   |                   |                   |
| Age as of 2025               | 52                |                 |                   |                   |                   |                   |                   |                   |                   |                   |
| Age as of 2026               | 53                |                 |                   |                   |                   |                   |                   |                   |                   |                   |
| Age as of 2027               | 54                |                 |                   |                   |                   |                   |                   |                   |                   |                   |



May 2025 Joint Board & Port Council Meeting - Treasurer/Comptroller's report

2025 - 2030 Repair Schedule as of 02/25/2025

| VESSEL                                                                                                                                                                                                                                             | COI Due    | DRY-DOCK Due | DRY-DOCK   |            | REPAIR     |            | SPRUCE UP                        |        | STANDBY STATUS |            |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|--------------|------------|------------|------------|------------|----------------------------------|--------|----------------|------------|
|                                                                                                                                                                                                                                                    |            |              | START      | FINISH     | START      | FINISH     | START                            | FINISH | START          | FINISH     |
| M/V WOODS HOLE<br><br>(prior dry dock 02-17-2021)<br>(last dry dock 02-16-2023)<br>(Required by 02-28-2026)<br><br>Year Built (Keel Laid) 2015<br>Year Acquired/In Service 2016<br><br>Age as of 2025 10<br>Age as of 2026 11<br>Age as of 2027 12 | 02/26/2025 | 2026         |            |            |            |            |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            | 2025         | 01/10/2025 | 02/17/2025 | 02/18/2025 | 03/16/2025 |                                  |        | 03/17/2025     | 03/25/2025 |
|                                                                                                                                                                                                                                                    |            | &            |            |            | 01/11/2026 | 02/24/2026 |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            | 2027         | 01/06/2027 | 02/16/2027 | 02/17/2027 | 03/15/2027 |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            | &            |            |            | 01/07/2028 | 02/23/2028 |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            | 2029         | 01/10/2029 | 02/23/2029 | 02/24/2029 | 03/22/2029 |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 01/11/2030 | 02/24/2030 |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            |            |            |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            |            |            |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            |            |            |                                  |        |                |            |
| M/V GOVERNOR<br><br>(prior dry dock 04-16-2021)<br>(last dry dock 04-27-2023)<br>(Required by 04-30-2026)<br><br>Year Built (Keel Laid) 1954<br>Year Acquired/In Service 1998<br><br>Age as of 2025 71<br>Age as of 2026 72<br>Age as of 2027 73   | 05/09/2025 | 2026         |            |            |            |            |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            | 2025         | 02/18/2025 | 03/19/2025 | 03/20/2025 | 05/12/2025 |                                  |        | 01/01/2025     | 01/03/2025 |
|                                                                                                                                                                                                                                                    |            |              |            |            | 10/22/2025 | 10/27/2025 | Winterization                    |        | 01/04/2025     | 02/17/2025 |
|                                                                                                                                                                                                                                                    |            | &            |            |            | 03/30/2026 | 05/07/2026 |                                  |        | 06/18/2025     | 09/09/2025 |
|                                                                                                                                                                                                                                                    |            |              |            |            | 10/23/2026 | 10/28/2026 | Winterization                    |        | 10/28/2025     | 12/31/2025 |
|                                                                                                                                                                                                                                                    |            | 2027         | 02/17/2027 | 03/18/2027 | 03/19/2027 | 05/17/2027 |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 10/21/2027 | 10/26/2027 | Winterization                    |        |                |            |
|                                                                                                                                                                                                                                                    |            | &            |            |            | 03/25/2028 | 05/17/2028 |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 10/24/2028 | 10/29/2028 | Winterization                    |        |                |            |
|                                                                                                                                                                                                                                                    |            | 2029         | 02/24/2029 | 03/28/2029 | 03/29/2029 | 05/12/2029 |                                  |        |                |            |
| M/V IYANOUGH<br><br>(prior dry dock 04-09-2020)<br>(last dry dock 03-31-2022)<br>(Required by 03-31-2024)<br><br>Year Built (Keel Laid) 2005<br>Year Acquired/In Service 2006<br><br>Age as of 2025 20<br>Age as of 2026 21<br>Age as of 2027 22   | 03/25/2026 | 2024         |            |            |            |            |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            | 2025         | 01/04/2025 | 02/14/2025 |            |            |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 02/15/2025 | 03/04/2025 | Winterization & Dry Dock Storage |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 03/05/2025 | 03/25/2025 | Engine Overhaul (#3 only)        |        |                |            |
|                                                                                                                                                                                                                                                    |            | 2026         | 01/05/2026 | 02/15/2026 |            |            |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 02/16/2026 | 03/02/2026 | Winterization & Dry Dock Storage |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 03/03/2026 | 03/29/2026 | Engine Overhaul (#1 & #2)        |        |                |            |
|                                                                                                                                                                                                                                                    |            | 2027         | 01/06/2027 | 02/16/2027 |            |            |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 02/17/2027 | 03/03/2027 | Winterization & Dry Dock Storage |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 03/04/2027 | 03/30/2027 |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            | 2028         | 01/04/2028 | 02/14/2028 |            |            |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 02/15/2028 | 02/29/2028 | Winterization & Dry Dock Storage |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 03/01/2028 | 03/24/2028 |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            | 2029         | 01/04/2029 | 02/14/2029 |            |            |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 02/15/2029 | 03/01/2029 | Winterization & Dry Dock Storage |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 03/02/2029 | 03/28/2029 | Engine Overhaul (#3 & #4)        |        |                |            |
|                                                                                                                                                                                                                                                    |            | 2030         | 01/08/2030 | 02/18/2030 |            |            |                                  |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 02/19/2030 | 03/02/2030 | Winterization & Dry Dock Storage |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            | 03/03/2030 | 03/26/2030 | Engine Overhaul (#1 & #2)        |        |                |            |
|                                                                                                                                                                                                                                                    |            |              |            |            |            |            |                                  |        |                |            |

May 2025 Joint Board & Port Council Meeting - Treasurer/Comptroller's report

2025 - 2030 Repair Schedule as of 02/25/2025

| VESSEL                                                                                                                             | COI<br>Due | DRY-DOCK<br>Due | DRY-DOCK   |            | REPAIR     |            | SPRUCE UP  |            | STANDBY STATUS |            |
|------------------------------------------------------------------------------------------------------------------------------------|------------|-----------------|------------|------------|------------|------------|------------|------------|----------------|------------|
|                                                                                                                                    |            |                 | START      | FINISH     | START      | FINISH     | START      | FINISH     | START          | FINISH     |
| <b>M/V AQUINNAH</b><br>(aka Lode Star)<br>(prior dry dock 03-03-2014)<br>(last dry dock 03-03-2014)<br>(Required by mm-dd-yyyy)    | mm/dd/yyyy | YYYY            |            |            |            |            |            |            |                |            |
|                                                                                                                                    |            | &               |            |            | 05/02/2026 | 06/09/2026 |            |            |                |            |
|                                                                                                                                    | 2027       | 2027            | 05/18/2027 | 06/22/2027 | 06/23/2027 | 07/19/2027 |            |            |                |            |
| Year Built (Keel Laid)                                                                                                             | 2008       | &               |            |            | 05/12/2028 | 06/22/2028 |            |            |                |            |
| Year Acquired/In Service                                                                                                           | 2022       |                 |            |            |            |            |            |            |                |            |
|                                                                                                                                    |            | 2029            | 05/22/2029 | 06/29/2029 | 06/30/2029 | 07/26/2029 |            |            |                |            |
| Age as of 2025                                                                                                                     | 17         |                 |            |            |            |            |            |            |                |            |
| Age as of 2026                                                                                                                     | 18         |                 |            |            | 05/17/2030 | 06/27/2030 |            |            |                |            |
| Age as of 2027                                                                                                                     | 19         |                 |            |            |            |            |            |            |                |            |
| <b>M/V BARNSTABLE</b><br>(aka North Star)<br>(prior dry dock 09-09-2013)<br>(last dry dock 10-29-2024)<br>(Required by 10-31-2027) | 12/04/2025 | 2027            |            |            | 10/01/2025 | 11/23/2025 | 03/26/2025 | 04/15/2025 | 01/01/2025     | 01/03/2025 |
|                                                                                                                                    |            | 2026            | 06/10/2026 | 07/15/2026 | 07/16/2026 | 08/08/2026 |            |            | 01/04/2025     | 01/09/2025 |
|                                                                                                                                    | 2027       | &               |            |            | 07/20/2027 | 08/27/2027 |            |            |                |            |
| Year Built (Keel Laid)                                                                                                             | 2008       |                 |            |            |            |            |            |            |                |            |
| Year Acquired/In Service                                                                                                           | 2022       | 2028            | 06/23/2028 | 08/03/2028 | 08/04/2028 | 09/05/2028 |            |            |                |            |
| Age as of 2025                                                                                                                     | 17         | &               |            |            | 07/27/2029 | 09/03/2029 |            |            |                |            |
| Age as of 2026                                                                                                                     | 18         |                 |            |            |            |            |            |            |                |            |
| Age as of 2027                                                                                                                     | 19         | 2030            | 06/28/2030 | 08/08/2030 | 08/09/2030 | 09/10/2030 |            |            |                |            |
| <b>M/V MONOMOY</b><br>(aka Shooting Star)<br>(prior dry dock 07-26-2013)<br>(last dry dock 07-26-2013)<br>(Required by mm-dd-yyyy) | mm/dd/yyyy | YYYY            |            |            | 08/09/2026 | 09/16/2026 |            |            |                |            |
|                                                                                                                                    |            |                 |            |            | 01/06/2027 | 02/13/2027 |            |            |                |            |
|                                                                                                                                    | 2028       | 2027            | 12/02/2027 | 01/06/2028 | 01/07/2028 | 02/05/2028 |            |            |                |            |
| Year Built (Keel Laid)                                                                                                             | 2008       | &               |            |            | 01/04/2029 | 02/11/2029 |            |            |                |            |
| Year Acquired/In Service                                                                                                           | 2022       |                 |            |            |            |            |            |            |                |            |
| Age as of 2025                                                                                                                     | 17         | 2029            | 12/06/2029 | 01/10/2030 | 01/11/2030 | 02/09/2030 |            |            |                |            |
| Age as of 2026                                                                                                                     | 18         |                 |            |            |            |            |            |            |                |            |
| Age as of 2027                                                                                                                     | 19         |                 |            |            |            |            |            |            |                |            |
| <b>M/V SANKATY</b><br>(prior dry dock 12-20-2021)<br>(last dry dock 12-07-2023)<br>(Required by 12-31-2026)                        | 12/06/2025 | 2026            |            |            |            |            |            |            | 01/01/2025     | 01/03/2025 |
|                                                                                                                                    |            | 2025            | 10/22/2025 | 12/11/2025 | 12/12/2025 | 01/10/2026 |            |            | 01/04/2025     | 03/25/2025 |
|                                                                                                                                    |            | &               |            |            | 10/23/2026 | 11/21/2026 |            |            | 03/26/2025     | 05/12/2025 |
| Year Built (Keel Laid)                                                                                                             | 1981       | 2027            | 10/21/2027 | 12/01/2027 | 12/02/2027 | 01/06/2028 |            |            | 05/13/2025     | 06/17/2025 |
| Year Acquired/In Service                                                                                                           | 1994       |                 |            |            |            |            |            |            | 06/18/2025     | 09/09/2025 |
|                                                                                                                                    |            | &               |            |            | 10/21/2028 | 11/19/2028 |            |            | 09/10/2025     | 10/21/2025 |
| Age as of 2025                                                                                                                     | 44         |                 |            |            |            |            |            |            |                |            |
| Age as of 2026                                                                                                                     | 45         | 2029            | 10/22/2029 | 12/11/2029 | 12/12/2029 | 01/10/2030 |            |            |                |            |
| Age as of 2027                                                                                                                     | 46         |                 |            |            |            |            |            |            |                |            |
|                                                                                                                                    |            |                 | 2025       | 2026       | 2027       | 2028       | 2029       | 2030       |                |            |

# STAFF SUMMARY

Date: May 12, 2025

File# A-713



| TO: |                 | FOR: |             | FROM:                                                                                       |
|-----|-----------------|------|-------------|---------------------------------------------------------------------------------------------|
| X   | General Manager |      | Vote        | Dept.: Accounting                                                                           |
|     |                 |      |             | Authors: Mark K. Rozum                                                                      |
| X   | Board Members   | X    | Information | Subject: Bid Results on the sale of \$20,000,000 of Steamship Authority 2025 Series A Bonds |

**PURPOSE:** To advise the Board of the bid results on the sale of \$20,000,000 of Steamship 2025 Series A Bonds.

**BACKGROUND:** At the Authority's December 16, 2024, meeting, the Members voted to adopt a resolution authorizing the Authority's Treasurer to issue and sell a series of bonds in the aggregate amount of up to \$20,000,000 on a competitive basis. The proceeds of the Bonds will be used to finance construction of a new terminal in Woods Hole (hereinafter called the "Facilities") and to pay for costs of issuing the Bonds. To the extent that any proceeds of the Bonds are not needed for the above purpose, the Bond Resolution provides that such proceeds may be used for any purpose for which the Authority may issue Bonds. The bonds will have a maturity of March 1, 2035.

An official notice of sale was distributed, and bids were opened on Monday, May 12, 2025. Sixteen (16) bids were received. The bonds were awarded to FHN Financial Capital Markets, of New York, NY based on their offer to purchase all of the bonds at the lowest True Interest Cost of 3.028469%. The received bids ranged from 3.028469% to 3.283503%. The successful bid included \$2,135,680 in reoffering premium. Moody's Investor Service assigned a rating of Aa1 to this bond issuance. The Authority's outstanding bonds are rated Aa1 and carry the Commonwealth of Massachusetts's stable outlook.

The Authority was assisted by our financial advisor, Brianne Sussel of Unibank Fiscal Advisory Services, Inc. and our bond counsel, Richard Manley Jr. of Troutman Pepper Locke LLP.

**RECOMMENDATION:** This staff summary is for informational purposes,

Mark K. Rozum  
Treasurer/Comptroller

APPROVED:

Robert B. Davis  
General Manager

Attachments

# STAFF SUMMARY

Date: 14 May 2025

File# MO-2025-03



| TO: |                 | FOR: |             | FROM:                                                                                        |
|-----|-----------------|------|-------------|----------------------------------------------------------------------------------------------|
| X   | General Manager | X    | Vote        | Dept.: Marine Operations                                                                     |
|     |                 |      |             | Author: Mark Amundsen                                                                        |
| X   | Board Members   |      | Information | Subject: Contract #02-2025 Dry Dock and Overhaul Service for the MV <i>Martha's Vineyard</i> |

## **PURPOSE:**

To request the Members, authorize the General Manager to award Contract No. 02-2025, “Dry-dock and Overhaul Services for the *M/V Martha’s Vineyard*”, to the lowest eligible and responsible bidder, Thames Shipyard and Repair Company of New London, CT for a Total Contract Price of \$1,566,401.00.

## **BACKGROUND:**

The *M/V Martha’s Vineyard* is scheduled to enter shipyard availability from September 10, 2025 to October 21, 2025, to undergo a required United States Coast Guard hull exam; rudder, propeller and shaft maintenance, watertight door maintenance, blast and coating maintenance on aft peak void, forepeak void, potable water tanks and underwater and superstructure areas.

The 2025 Operating Budget estimate for Contract No. 02-2025, “Dry-dock and Overhaul Services for the *Martha’s Vineyard*”, including the above-mentioned items, was \$ 1,699,991. The major discrepancies between the amounts budgeted in the 2025 Operating Budget and the bid results of Contract No. 02-2025, were:

- Decrease in hull plating renewal from \$400,000 to \$ 252,917

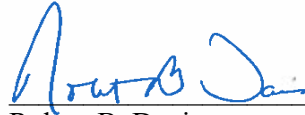
Drawings and specifications were sent to fourteen (14) shipyards. Two (2) responsive bids were received. See attached Bid Summary and Vendor Summary.

**RECOMMENDATION:**

To authorize the General Manager to award Contract No. 02-2025, “Dry-dock and Overhaul Services for the *M/V Martha’s Vineyard*”, to the lowest eligible and responsible bidder, Thames Shipyard and Repair Company of New London, CT for a Total Contract Price of \$1,566,401.



Mark H. Amundsen  
Chief Operating Officer



Robert B. Davis  
General Manager



## Woods Hole, Martha's Vineyard and Nantucket Steamship Authority

### Summary of Sealed Bid Results

#### DRYDOCK AND OVERHAUL SERVICES FOR THE MV MARTHA'S VINEYARD

##### Contract #02-2025

Contract Number 02-2025 was publicly opened and read aloud at 2:00 pm on Tuesday, May 13, 2025. Present at the opening were Peggy Nickerson (Steamship Authority) and Heather Rose (Steamship Authority).

Two (2) bids were received as listed below.

| <b><u>Bidder</u></b>                                  | <b><u>Total Bid Price</u></b> |
|-------------------------------------------------------|-------------------------------|
| Thames Shipyard & Repair Co., Inc.<br>New London, CT. | \$1,566,401.00                |
| GMD Shipyard Corporation<br>Brooklyn, NY              | \$1,786,002.00                |

The Bids are being taken under advisement.

Sincerely,

*Peggy Nickerson*

Peggy Nickerson, Procurement Officer  
Email: [pnickerson@steamshipauthority.com](mailto:pnickerson@steamshipauthority.com)  
Voice: (508) 548-5011 ext. 515

**CONTRACT NO. 02-2025**  
**Drydock & Overhaul Services for the M/V Martha's Vineyard**

**Bid packages were mailed to all vendors listed below:**

|                                                                                           |                                                                             |                                                                                  |                                                                         |
|-------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|----------------------------------------------------------------------------------|-------------------------------------------------------------------------|
| Thames Shipyard & Repair Co., Inc.<br>2 Ferry Street<br>New London, CT 06320              | Colonna's Shipyard Inc.<br>400 East Indian River Rd.<br>Norfolk, VA 23523   | Senesco Marine LLC<br>10 Macnaught Street<br>N. Kingstown, RI 02852              | Lyon Shipyard<br>500 Rose Avenue<br>Norfolk, VA 23504                   |
| Caddell Dry Dock & Repair Co.<br>PO Box 327 – Foot of Broadway<br>Staten Island, NY 10310 | GMD Shipyard Corp.<br>63 Flushing Avenue, Unit 276<br>Brooklyn, NY 11205    | Bayonne Dry Dock & Repair<br>51 Port Terminal Blvd<br>Bayonne, NJ 07002          | Detyens Shipyard Inc.<br>1670 Drydock Avenue<br>N. Charleston, SC 29405 |
| Gulf Marine Repair<br>1800 Grant Street<br>Tampa, FL 33605                                | St. Johns Ship Building<br>560 Stokes Landing Rd.<br>Palatka, FL 32177      | Patti Marine Enterprises, Inc.<br>306 South Pinewood Lane<br>Pensacola, FL 32507 | SVP Ferries<br>731 Seaview Ave<br>Bridgeport, CT 06607                  |
| Fincantieri Marine Repair<br>2060 East Adame St.<br>Jacksonville, FL 32202                | BAE Systems, Jacksonville<br>8500 Heckscher Drive<br>Jacksonville, FL 32226 |                                                                                  |                                                                         |

**Bids were received from the following vendors:**

| <b>Vendor</b>                                         | <b>Amount</b>  | <b>Comments</b> |
|-------------------------------------------------------|----------------|-----------------|
| Thames Shipyard & Repair Co., Inc.<br>New London, CT. | \$1,566,401.00 | Responsive      |
| GMD Shipyard Corporation<br>Brooklyn, NY              | \$1,786,002.00 | Responsive      |

**Contract awarded to:**

Thames Shipyard & Repair  
New London, CT

**Date of Award:**

Pending Approval at Board  
Meeting on 05/15/2025

**Amount of Contract:**

\$1,566,401.00



## Agenda Item

5a) -

# Update from General Manager Search Committee

To Be Presented