



Woods Hole, Martha's Vineyard and Nantucket Steamship Authority

SUMMARY OF THE MEETING OF THE WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

October 18, 2022

The Members of the Woods Hole, Martha's Vineyard and Nantucket Steamship Authority Board held its monthly meeting on Tuesday, October 18, 2022, at the Martha's Vineyard Film Center, 79 Beach Road, Vineyard Haven. All five (5) Board Members were present: Chair Moira E. Tierney (New Bedford) (who participated via Zoom videoconferencing); Vice Chair Robert F. Ranney (Nantucket); Secretary Robert R. Jones (Barnstable); James M. Malkin (Dukes County); and Peter J. Jeffrey (Falmouth).

1. Communications Director Sean F. Driscoll provided updates on the website redesign and mobile app development project as follows:
 - The ADK design team is continuing to support the technology team as they work to bring the designs into development.
 - Content strategists focused on revisions to any pages previously submitted and developed content around program landing pages, and content for the following blog posts: lost and found, safety and security, change/cancel reservations, and things to do for both islands.
 - Following testing, modifications are being made to certain aspects of the mobile design, including the "book ferry" button, streamlining the confirmation flow, and making the "add a waitlist" option on the "trip selection" page easier to find.
 - The ADK front-end technology team coded the Governances pages, Account pages for programs, ability to rename reservations, pending cancellation icon, the ability to purchase, reload, and check gift card balances, the ability to share your eFerry ticket reservation information, logout functionality and bug fixes. The back-end team focused on coupon books, booking dates, local weather and bug fixes.
 - The launch date has been moved to March 2023 to account for delays in securing a content management system and switching the Authority's credit card processing company.
 - Public engagement has been ongoing via the biweekly eNews and website updates at www.steamshipauthority.com/websiteproject.

2. Woods Hole Terminal Reconstruction Project Manager Bill Cloutier and General Manager Robert B. Davis provided an update on the Woods Hole Terminal Reconstruction Project, which has begun its landside work. Phase 5 consists of enabling work in preparation for construction of the new terminal building and utility building. The project will be broken up into six subphases to allow operations to be maintained during construction. The first subphase involves activity around the traffic booth at the base of Cowdry Road and is expected to take five weeks.
3. Mr. Davis provided an update on the Nantucket dredging project. Nantucket terminal is used quite often for barge unloading, as it is the only facility on the island capable of such an operating. Staff have been receiving reports that barges are grounding, and that sediment is spreading farther away from the dock. The permitting cycle for this type of work is getting longer and there is a narrow window to do the work, as there are restrictions beginning in January due to the winter flounder. In order to make the project as quick as possible, the plans are to allow the dredging company full access to the site face of the pier and the south slip.
4. Mr. Davis provided an update on the proposed 2023 reservation timeline. The Authority is again planning to split the internet general opening up by island so as to manage demand. The timeline is as follows:
 - Head Start (mail and internet only): January 10-16, 2023
 - General opening (internet only) Nantucket: January 17-23, 2023
 - General opening (internet only) Martha's Vineyard: January 24-30, 2023
 - Telephone opening: January 31, 2023
 - Head Start transfer deadline date: May 15, 2023, or thirty (30) days prior to travel
 - Fall opening: June 12, 2023
 - Winter opening: October 16, 2023

During both the Nantucket and Vineyard internet general opening periods, reservation office hours will be extended to provide support to the Authority's internet/web customers. Office hours during this time period will be from 7 a.m. – 6 p.m.

Customers with profiles ending in an even number will need to renew their customer information this year to participate in Head Start. I also noted that staff is investigating increasing from five (5) to ten (10) the number of reservations each customer can make during the Head Start period.

5. The Members voted to extend 41 North's request to operate a licensed freight service between New Bedford and Nantucket from October 19, 2022, to December 31, 2022, under the same terms of conditions of its current license agreement.
6. Treasurer/Comptroller Mark K. Rozum and Assistant Treasurer Courtney M. Oliveira presented the draft 2023 Operating Budget, the highlights of which are below:
 - Operating Revenues: \$129,661,107
 - Operating Expenses: \$132,673,963
 - Other Income: \$8,700,818
 - Other Expenses: \$4,602,928

- Net Income From Operations: \$1,085,034

Ms. Oliveira stated the largest operating expense changes were tied to increased fuel costs; the principal increases were forecast to come in the operation of vessels, maintenance expense, depreciation, general expense, and operation of the terminals. Five (5) dry docks are budgeted for 2023 totaling \$4,842,000, with an additional \$4,093,000 budgeted for terminal, dolphin, and dock repairs, up 44.8% versus the 2022 budget.

Following discussion, the Members voted to approve the budget as presented.

7. Mr. Rozum then presented the proposed 2023 fare adjustments, reiterating that the adjustments are necessary to account for a 69% increase in fuel costs, or \$5,600,000. The target net operating revenue is \$9,000,000, which results in a \$4,400,000 adjustment from the Vineyard route and \$3,400,000 adjustment from the Nantucket route.

After discussion, the Members voted to approve the rate adjustments as proposed, with the change of eliminating the Excursion Fare increase and, in turn, adding \$2.00 to the standard-fare vehicles under 20 feet in length during the shoulder season. Therefore, the Vineyard route adjustments are as follows:

Rate	Adjustment	Additional Revenue
Standard fare vehicles under 20' in length	\$5.00-\$7.00 one-way \$10.00 peak Fri-Sun	\$2,000,000
Vehicles 20' in length and over	8.0 %	\$1,040,000
Passenger fares	\$0.50 single ticket \$4.00 10-ride \$9.00 46-ride	\$1,000,000
Parking	\$50.00 and \$1.00/day	\$350,000

The Nantucket route adjustments are as follows:

Rate	Adjustment	Additional Revenue
Standard fare vehicles under 20' in length	\$9.00-\$14.00 one-way \$20.00 peak Fri-Sun	\$800,000
Vehicles 20' in length and over	8.0 %	\$1,320,000
Passenger fares	\$1.00 conventional \$3.00 high-speed	\$1,020,000
Parking	\$50.00 and \$1.00/day	\$90,000
Barge Fees	\$1.00 per ton	\$145,000

8. The Board voted to authorize me to execute a new transportation agreement with the Martha's Vineyard Regional High School District, for school-related approved transportation for a fixed price of \$35,000 for the period July 1, 2022, through June 30, 2023.
9. The Board authorized Mr. Davis to execute two (2) procurement items:
 - Contract No. 20-2022, Nantucket Terminal Bulkhead Repairs, to the lowest eligible and responsible bidder, RINA USA Inc., to the lowest, eligible, and responsible bidder, AGM Marine Contractors Inc. of Mashpee, Massachusetts, for a total contract price of \$340,000.
 - Contract No. 21-2022, Dredging at Nantucket Terminal, to the lowest, eligible, and responsible bidder, AGM Marine Contractors Inc. of Mashpee, Massachusetts, for a total contract price of \$251,500.

The next monthly Board meeting is currently scheduled for 9:30 a.m. November 15, 2022. Please look for the formal notice for the meeting that will appear on this website. Thank you.