

**MINUTES
OF THE
WOODS HOLE, MARTHA'S VINEYARD
AND NANTUCKET STEAMSHIP AUTHORITY**

The Meeting in Public Session

September 16, 2025

The Members of the Woods Hole, Martha's Vineyard and Nantucket Steamship Authority met at 10:00 a.m. Tuesday, September 16, 2025, in the first-floor meeting room at the Nantucket Public Safety Facility, 4 Fairgrounds Road, Nantucket. All five (5) Members were present: Chair James M. Malkin of Dukes County; Vice Chair Peter J. Jeffrey of Falmouth; Secretary Moira E. Tierney of New Bedford; and Members Robert F. Ranney of Nantucket and Robert R. Jones of Barnstable. Ms. Tierney participated via Zoom videoconferencing.

Port Council Chair Nathaniel E. Lowell of Nantucket was present, and member Joseph E. Sollitto Jr. of Oak Bluffs was present via Zoom conferencing. The following staff members were present: General Manager Robert B. Davis; General Counsel Terence G. Kenneally; Treasurer/Comptroller Mark K. Rozum; Chief Operating Officer Mark H. Amundsen; Communications Director Sean F. Driscoll; Assistant Treasurer Courtney M. Oliveira; Director of Shoreside Operations Alison A. Fletcher; Director of Information Technologies Stephen M. Colman; Director of Engineering Zachary A. Lawrence (who participated via Zoom), and Nantucket Terminal Manager Richard Marshall.

Video and Audio Recording of Today's Meeting:

Mr. Malkin announced Mr. Driscoll was making an audio and video recording of the meeting; Kaie Quigley (representing the *Nantucket Inquirer and Mirror*), Jason Graziadei (representing the *Nantucket Current*), Louisa Hufstader (representing the *Vineyard Gazette*), and Eunki Seonwoo (representing the *Martha's Vineyard Times*) indicated they were making audio recordings of the meeting.

Statement Regarding Remote Participation:

Mr. Malkin announced that, pursuant to Section 20 of Chapter 20 of the Acts of 2021, as amended, Ms. Tierney was participating in the meeting remotely

because her physical attendance would be unreasonably difficult. Ms. Tierney was participating in the meeting by the Zoom videoconferencing app and all members would be clearly audible to each other.

As a result of the remote participation, any and all votes taken by the Members shall be by roll call vote, he said.

Minutes:

IT WAS VOTED – upon a motion by Mr. Ranney, seconded by Mr. Jeffrey – to approve the minutes of the Board’s August 19, 2025, joint meeting with the Port Council in public session.

<u>VOTING</u>	<u>AYE</u>	<u>NAY</u>
Mr. Malkin	35 %	
Mr. Jeffrey	10 %	
Ms. Tierney	10 %	
Mr. Ranney	35 %	
Mr. Jones	10 %	
TOTAL	100 %	0 %

Recognition of Public Officials:

Mr. Malkin welcomed Libby Gibson, Nantucket town manager, to the meeting. Ms. Gibson then recognized Mr. Davis for his contribution to the town in his service to the Authority and, noting that it was his last meeting on the island as general manager, presented a town pin to him, wished him the best, and noted she very much appreciated his tenure.

Port Council Report:

Mr. Lowell then provided an update on the Port Council’s September 9, 2025, meeting, including the following:

- An update on the *M/V Monomoy* conversion project.
- An update on the Woods Hole Terminal Reconstruction Project.
- An update on the reservation system project.
- The July 2025 business summary.

- Preliminary drafts of the 2025 Operating Budget and rate adjustments.
- Updates to the 2026 Operating Schedules.

Mr. Lowell noted that the traffic data that would be presented to the Board is a really good exercise in understanding the levels of service versus the deck space available.

M/V Monomoy status:

Mr. Lawrence reviewed the progress of the *M/V Monomoy* conversion at Alabama Shipyard. Recent milestones include installation of the main shafts and propellers; installation of the stern thruster and coating of the freight deck. The vessel was undocked last week, and stability tests are scheduled for Monday, September 22, 2025.

Mr. Malkin asked if, given what has been learned from the conversions on the *M/V Aquinnah* and *M/V Barnstable*, there were any lessons that would be applied on this vessel. Mr. Lawrence said there were, noting the skeg extension was a direct result of data gathered from the operation of those vessels. Mr. Davis noted the Authority was working with Elliott Bay Design Group on an examination of other modifications made to the Hornbeck vessels, such as a bulbous bow, to improve their efficiency in transit. Mr. Amundsen noted design work was also under way for a high-efficiency propeller.

Woods Hole Terminal Reconstruction Project:

Mr. Davis shared an update on the Woods Hole Terminal Reconstruction Project. Recent milestones at the utility building include masonry work on the elevator shaft; roughing in the elevator doors on the first and second floors; installation of plumbing fixtures; installation of wall and floor tile in the restrooms and showers; installation of overhead doors on the north side of the building, and concrete pours for the generator pad and northeast stairwell. At the terminal building, milestones included installation of stone siding; and installation of electrical work and piping for radiant floor heating. Mr. Davis also shared plans to create space for five (5) spaces for taxis and rideshares at the corner of Luscombe and Railroad avenues.

Messrs. Davis and Jeffrey extended their thanks to the Falmouth Department of Public Works and the Falmouth Police Department for their assistance on traffic matters at the terminal. Mr. Jeffrey noted it was important

for the community to understand that these logistical decisions at the Woods Hole Terminal were not made in a vacuum.

Mr. Jeffrey asked what the next “heavy lift” would be in terms of deliveries, material installation, or paving. Mr. Davis said one (1) or two (2) more concrete pours were necessary at the terminal building, but they would not be as extensive as the last pour. The terminal building completion date is June 9, 2026, although there will still be some site work around the building to be done. Mr. Davis said the Authority is finalizing the site work package for Phase 8 to go out to bid, with the work starting in fall 2026. He said the site work will be more disruptive and, as such, will only be performed in the offseason.

Mr. Jeffrey asked if the utility building will be operational sooner; Mr. Davis said it would, and employees were expected to move in just after the first of the year.

Mr. Malkin noted he had asked for an independent review of traffic flow of the site and added it should be done with the Town of Falmouth’s input. Mr. Davis noted that the Authority had provided the town a draft of its curb cut proposal that includes some of those elements, and he has reached out to a firm to see what services they can provide in that regard. Mr. Malkin noted that local involvement in that work would be beneficial.

Reservation System Replacement Project:

Mr. Rozum provided an update on the Reservation System Replacement Project. The Authority recently had a successful meeting with E-Dea and agreed in principle to the contract term. Five (5) functional meetings and one (1) technical meeting have been held to begin the exploratory phase of the project, and thirteen (13) meetings are scheduled starting September 23, 2025, when E-Dea will be on site for two (2) weeks.

Mr. Malkin said one of his concerns has been staffing during this project. Mr. Rozum said those conversations have been had multiple times, and members of the project team are working to delegate their responsibilities, so it has the resources to succeed.

Mr. Jeffrey noted the IT Executive Steering Committee had charged the project team with having a procurement plan in support of the implementation of the reservation system that would come to the Board for approval. Mr. Rozum said when E-Dea is on site that plan will be able to be more fully developed.

Results of Operations:

Mr. Rozum reviewed the results of the July 2025 business summary via a PowerPoint presentation, which showed the Authority carried more passengers (up 2.2%), more vehicles under twenty (20) feet (up 0.1%) and more freight trucks over twenty (20) feet (up 3.0%) than in the same month in 2024. Year-to-date figures show the Authority has carried more passengers (up 1.3%), more vehicles under twenty (20) feet (up 0.5%) and fewer freight trucks over twenty (20) feet (down 0.2%) compared to the same time period in 2024.

During the month of July 2025, the Authority's vessels were budgeted to make a combined 2,576 trips, of which sixteen (16) were canceled for mechanical reasons on the Martha's Vineyard route and seven (7) were canceled for mechanical reasons on the Nantucket route, he said. Year-to-date, mechanical cancellations are 0.49% of trips, lower than the 0.76% of trips at the same point in 2024.

In July 2025, the Authority's operating revenue was approximately \$21,705,000, and its operating expenses were approximately \$13,060,000, that, when combined with other income and income deductions, resulted in a net operating income of \$9,098,000, about \$419,000 less than budgeted, he said. Year-to-date, the Authority has a net operating gain of \$2,696,000, about \$904,000 less than budgeted.

Preliminary traffic data for August 2025 shows that the Authority carried more passengers (up 5.8%) and more vehicles of all sizes (up 0.2%), he said.

Mr. Jeffrey asked if, given the increase of excursion-fare travel and the decrease in standard-fare travel, there was a way to see how many of the Authority's standard-fare customers have become part of the Excursion Program. Mr. Rozum said the data as to the size of the programs can be pulled, but he does not know if the system can track that specific change. Mr. Jeffrey said he did not want the work to be an overly heavy lift, but it would be interesting to review.

Mr. Malkin noted the data he has seen leads him to believe that the Authority needs to be sure that the Excursion Program customers are really qualified to be part of that program.

Preliminary Draft of the 2026 Operating Budget:

Mr. Rozum and Ms. Oliveira presented the preliminary 2026 Operating Budget. Ms. Oliveira noted that the baseline for revenues is the actual traffic statistics from August 2024-July 2025 and the operating expenses are based on the approved 2026 Operating Schedule. Additionally, the budget reflects the *M/V Monomoy* coming online and the reservation system launching in the fourth quarter.

In 2026, the projected operating revenues are \$152,742,907 and the projected operating expenses are \$162,206,097 that, when combined with other income and expenses, results in a net income from operations of \$2,748,239, Ms. Oliveira said.

Significant operating expense changes include vessel maintenance (up \$3,065,129), payroll (up \$2,737,797), depreciation (up \$2,219,537), and terminal maintenance (up \$1,913,950). Vessel fuel oil costs are projected to be down \$255,360, she said. Ms. Oliveira reviewed specifics of the maintenance budgets, noting that thirty-two percent (32%) of the vessel maintenance budget was for five (5) dry dockings and fifty-four percent (54%) of the landside maintenance was for repairs to dolphins and docks.

Positive variations in projected operating revenue are \$1,333,214 in passenger revenue and \$765,650 in freight revenue, while negative variations are a drop of \$1,732,583 in automobile revenue, \$1,059,001 in rent revenue, and \$33,929 in parking revenue, she said.

Ms. Oliveira noted that grant revenue income was expected to increase by \$4.2 million, covering costs related to vessel dry docks, slip and pier repairs in Vineyard Haven, transfer bridge repairs in Fairhaven, and vessel engine and machinery parts.

Mr. Rozum noted several operational benefits from last year's budget, namely:

- increased preventative vessel maintenance investments
- continued investment in training costs
- settled all union contracts
- thirty-six percent (36%) decrease in mechanical trip cancellations compared to 2024
- fifty-eight percent (58%) decrease in crewing and schedule trip cancellations compared to 2024
- new reservation system expected to go live in 4th quarter 2026

Preliminary Draft of the 2026 Rate Adjustments:

Mr. Rozum then reviewed the draft proposed 2026 rate adjustments. After reviewing increases in maintenance, training, and IT expenses, he said the total rate adjustment revenue is \$7,436,890, of which \$4,397,962 will come from the Vineyard route and \$3,038,928 will come from the Nantucket route.

The proposed fare adjustments by category are as follows:

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|---------------------------------|--------------|
| ▪ Passenger fares | \$ 1,810,043 |
| ▪ Excursion rates | \$ 489,559 |
| ▪ Standard fare vehicles | \$ 1,797,955 |
| ▪ Vehicles over 20' in length | \$ 1,991,234 |
| ▪ Parking – Permits & Daily Fee | \$ 1,269,457 |
| ▪ Miscellaneous | \$ 78,642 |

The proposed Vineyard route adjustments are as follows:

Rate	Proposed Adjustment	Additional Revenue
Standard fare vehicles under 20' in length	▪ \$3.50-\$5.50: 1/1– 5/14 and 11/1– 12/31 ▪ \$6.00: 9/15–10/31 ▪ \$6.00 Mon–Thurs & \$8.00 Fri–Sun: 5/15–9/14 ▪ \$55: Auto 10-ride coupon book	\$1,198,350
Excursion Fare	▪ \$1.75: 1/1–5/14 and 9/15–12/31 per segment ▪ \$2.75: 5/15–9/14 per segment	\$350,026
Freight	▪ 5.5% increase	\$866,449
Passengers	▪ \$0.50 one-way adult ▪ \$0.25 one-way child/senior ▪ \$4.50 per 10-ride adult book ▪ \$2.75 per 10-ride child/senior book ▪ \$9.25 per 46-ride book	\$1,078,277
Daily Fee Parking	▪ \$5.00 per day from 1/1 - 3/31 & 11/1 - 12/31 ▪ \$8.00 per day from 4/1 - 5/14 & 9/15 - 10/31	\$760,415
Parking Permits	▪ \$200 Woods Hole Lot; \$50 Palmer Ave. Lot	\$129,100

The proposed Nantucket rate adjustments are as follows:

Rate	Proposed Adjustment	Additional Revenue
Standard fare vehicles under 20' in length	▪ \$10 & \$15: 1/1–5/14 and 11/1–12/31 ▪ \$15: 5/15–9/14 ▪ \$15: 9/15–10/31 ▪ \$80: auto 6-ride coupon book	\$599,605
Excursion fare	▪ \$4.50 one-way off-season ▪ \$6.25 one-way peak season	\$139,533
Vehicles 20' and over in length	▪ 5.5% increase	\$1,124,785
Passengers – High Speed Ferry	▪ \$2 one-way adult ▪ \$3 same-day round-trip adult	\$496,289
Passengers – Conventional Ferry	▪ \$1 one-way adult	\$235,478
Daily Fee Parking	▪ \$4.00–\$7.00 per calendar day	\$363,042
Parking Permits	▪ \$75.00 and \$50.00 annually	\$16,900
Barges	▪ 5% increase	\$55,000

Mr. Rozum then reviewed usage of excursion rate fares on both routes and noted that the percentages are up significantly this year. Upon further examination of the 2024 data, he noted that, while ninety-two percent (92%) of all account holders on the Vineyard traveled twenty-four (24) times or less per year, they take up only seventy-four percent (74%) of the excursion reservations, meaning eight percent (8%) of accounts are making one-quarter of the reservations. On the Nantucket route, ninety-four percent (94%) of all accounts traveled nine (9) or less times and take up seventy-nine percent (79%) of reservations, meaning six percent (6%) of accounts make up twenty-one percent (21%) of all excursion reservations. He said staff wants to make sure the program is doing what it is intended to do, which is to aid year-round residents with the extra travel logistics that those living on the mainland do not have. Mr. Rozum noted it was not meant for subsidizing businesses.

Mr. Rozum noted that among the items being considered are evaluating the effects of potential schedule changes; evaluating the continuation and impact

of the extension of the RD-99 alternative fuel program; continuing analysis of the excursion rate; and analyzing the effects of the new reservation system launching in the fourth quarter of 2026.

Mr. Rozum noted that, from a business standpoint, the service that would be cut if schedules were to be reduced would be in the months where the Authority loses money, but there would be a significant effect to the island residents who travel heavily during those periods. Service cuts would also mean cutting back on the roster of licensed deck officers, and there's a stability provided by keeping those individuals employed year-round.

He also noted staff would be reviewing possible changes to the Excursion Program, but they would not be implemented all at once due to technical challenges with the current reservation system. He said, given the fact that the new system would be in place next year, it did not make sense to devote the staff's bandwidth to making programming changes to the current system.

Mr. Malkin noted there are a lot of things that will be looked at, and it would be helpful to have a bulleted list of important items for the Members to use in their discussions.

Mr. Jeffrey said it was an excellent presentation with a high amount of detail. He noted the Excursion Program rate had not been changed since 2021 and asked what the rate would be if it had kept up with inflation. Mr. Rozum said inflation has been roughly twenty-one percent (21%) since 2020, so the increase would be roughly \$7 in that time instead of the \$1.75 being proposed.

Mr. Rozum said open house on the preliminary budget is scheduled for 5 p.m. Thursday, September 18, 2025, at the Nantucket Public Safety Facility, second-floor conference room, 4 Fairgrounds Road, Nantucket. The date and time for the Vineyard workshop will be announced soon. He also thanked his team for their work in developing the draft budget and rate adjustments.

Mr. Malkin thanked him for the detail and said it was important for people to understand these items.

Contract No. 06-2025,
Dry Dock and Overhaul Services for the *M/V Island Home*:

The *M/V Island Home* is scheduled to enter shipyard availability from January 11-February 24, 2026, to undergo a required U.S. Coast Guard hull

exam, rudder, propeller and shaft maintenance, bow thruster maintenance, and coating maintenance on underwater and superstructure areas.

The 2026 Operating Budget estimate for the project was \$1,562,066. The discrepancies between the budget and the bid results of Contract No. 06-2025 were \$7,230. The most significant discrepancies included blasting and coating of hull and above the rub rail being \$109,983 below budget estimates, while pilot house overhead tile replacement of \$93,116 was not included in the operating budget.

IT WAS VOTED – upon a motion by Mr. Jones, seconded by Mr. Ranney – to authorize the general manager to award Contract No. 06-2025, Dry Dock and Overhaul Services for the *M/V Island Home*, to the lowest eligible and responsible bidder, Thames Shipyard and Repair Company of New London, Connecticut, for a total contract price of \$1,569,296, as proposed in Staff Summary #ENG-2025-08, dated September 12, 2025.

<u>VOTING</u>	<u>AYE</u>	<u>NAY</u>
Mr. Malkin	35 %	
Mr. Jeffrey	10 %	
Ms. Tierney	10 %	
Mr. Ranney	35 %	
Mr. Jones	10 %	
TOTAL	100 %	0 %

Contract No. 07-2025,
Dry Dock and Overhaul Services for the *M/V Iyanough*:

The *M/V Iyanough* is scheduled to enter shipyard availability from January 5, 2026, to February 15, 2026, to undergo a required U.S. Coast Guard hull exam, jet and shaft maintenance, interceptor ride control maintenance, and coating maintenance on underwater and superstructure areas. Winter storage of the vessel once the dry dock and overhaul period is completed was also included at a cost of \$1,000 per day.

The 2026 Operating Budget estimate for the work was \$973,168. The discrepancies between the amounts budgeted and the bid results included reductions of \$126,000 in vessel coatings, \$103,000 for ride control, and \$58,000 for window replacements.

Mr. Malkin noted the work that has been done since he joined the Board on preventative maintenance, parts, and preparation has resulted in a reliability of service higher than any figures he can find in the industry. Mr. Davis noted the work aligned with the Strategic Plan's initiative to provide reliable service to Martha's Vineyard and Nantucket.

IT WAS VOTED – upon a motion by Ms. Tierney, seconded by Mr. Ranney – to authorize the general manager to award Contract No. 07-2025, Dry Dock and Overhaul Services for the *M/V Iyanough*, to the lowest eligible and responsible bidder, Fairhaven Shipyard Companies of Fairhaven, Massachusetts, for a total contract price of \$569,675, as proposed in Staff Summary #ENG-2025-09, dated September 12, 2025.

<u>VOTING</u>	<u>AYE</u>	<u>NAY</u>
Mr. Malkin	35 %	
Mr. Jeffrey	10 %	
Ms. Tierney	10 %	
Mr. Ranney	35 %	
Mr. Jones	10 %	
TOTAL	100 %	0 %

General Manager Search Committee Update:

Malkin provided an update on the General Manager Search Committee. He said the committee has had meetings with prospective candidates and is continuing to do research on them. The committee will meet again this Thursday, September 18, 2025, and hopefully by the end of that meeting, the members will be able to take at least two (2) recommended candidates to the Board for their evaluation and selection.

Ms. Tierney asked how many candidates the Board would be reviewing; Mr. Malkin said the search committee has not decided yet, but the law requires at least two (2) be brought to the Board.

Edits to 2026 Nantucket Operating Schedule:

Mr. Davis noted staff had noted errors in the 2026 Operating Schedule, which do not change the trips that are running but the hazardous designations

on certain trips on the Nantucket route. Trip 303 was noted as hazardous, but it should have been trip 305 from March 30-June 18, 2026, and trip 101 was noted as hazardous, but it should have been trip 305 from June 19-October 22, 2026.

Old and New Business:

Mr. Davis noted that transfer bridge replacement projects were starting this fall. The schedule calls for the Nantucket bridges to be replaced starting October 14, 2025, and for work in Vineyard Haven to begin after Thanksgiving.

Mr. Rozum noted that, since 2019, the Excursion Program was up exactly 1,000 customers, or six percent (6%). Since 2023, it has gone up 2.93 percent.

Mr. Malkin said he would like management to take a look at a program to evaluate where the Authority is with its current fleet and what kinds of moves and vessels it should be moving to. Mr. Davis said those discussions have started internally, including which vessels to keep after the *M/V Monomoy* arrives.

Public Comment:

Via Zoom, Jonathan Chatinover noted the idea of having part of the Palmer Avenue parking lot be a staging area for standbys to help fill the boats. He also asked if statements of cash flow and utilization would be available. Mr. Rozum said those documents are part of the package on the proposed budget, and the new reservation system would help regarding deck utilization.

Jason Graziadei noted for the last week that Nantucket had no traditional car ferries and asked why that was; Mr. Davis said the *M/V Eagle* had an issue with the stern door that required repair. Mr. Graziadei asked why the *M/V Woods Hole* was not used, and Mr. Davis said due to the vessel movements throughout the fleet using the *M/V Aquinnah* was the most efficient way to fill the service.

Via Zoom, Beth O'Connor asked clarifying questions about the projections of revenue and traffic. She then asked where repair costs for the new vessels come from; Mr. Rozum said he could respond to her directly.

Brian Hughes raised concerns about driver's services and damage to his vehicles he claims occurred and have not been paid. Mr. Kenneally said each situation is investigated individually by himself and the Authority's insurance company, and in instances when the Authority has been found to be at fault it

has paid damages. Mr. Hughes said he has asked for camera footage of the incidents in question and has been denied every time, and Mr. Kenneally said he “completely and utterly” disagreed with that statement. Mr. Malkin then told Mr. Hughes he should bring his concerns directly to Messrs. Davis and Kenneally and this was not an appropriate forum for those discussions.

Via Zoom, Nat Trumbull asked the status of the license application by Offshore Tug and Transport; Mr. Davis said the proposal was still being evaluated and would be brought to the Board in coming months.

At 11:42 a.m., Mr. Malkin asked for a motion to adjourn.

IT WAS VOTED – upon a motion by Mr. Ranney, seconded by Mr. Jeffrey – to adjourn the meeting.

<u>VOTING</u>	<u>AYE</u>	<u>NAY</u>
Mr. Malkin	35 %	
Mr. Jeffrey	10 %	
Ms. Tierney	10 %	
Mr. Ranney	35 %	
Mr. Jones	<u>10 %</u>	<u> </u>
TOTAL	100 %	0 %

A TRUE RECORD

MOIRA E. TIERNEY, Board Secretary

Documents and Exhibits Used at the
September 16, 2025, Meeting in Public Session of the Board of the
Woods Hole, Martha's Vineyard and Nantucket Steamship Authority

1. September 16, 2025, Meeting Agenda, posted September 11, 2025.
2. Statement regarding remote participation.
3. Video and audio recording announcement.
4. Minutes of the August 19, 2025, Joint Port Council and Board Meeting in public session.
5. Minutes of the September 9, 2025, Port Council meeting (draft dated September 12, 2025).
6. Presentation, *M/V Monomoy* conversion at Alabama Shipyard, dated September 16, 2025.
7. Presentation, Woods Hole Terminal Reconstruction Project, dated September 2025.
8. Presentation, Reservation System Replacement Project, dated August 19, 2025.
9. July 2025 Business Summary.
10. Presentation, July 2025 Business Summary, dated September 16, 2025.
11. Staff Summary #A-717, Preliminary Draft of Proposed 2026 Operating Budget, dated September 12, 2025.
12. Staff Summary #A-718, Preliminary Draft of Proposed 2026 Rate Adjustments, dated September 12, 2025.
13. Presentation, 2026 Proposed Operating Budget, dated September 16, 2025.
14. Presentation, 2026 Proposed Rate Adjustments, dated September 16, 2025.
15. Staff Summary #ENG-2025-08, Contract No. 06-2025, Dry Dock and Overhaul Services for *M/V Island Home*, dated September 12, 2025.
16. Staff Summary #ENG-2025-09, Contract No. 07-2025, Dry Dock and Overhaul Services for *M/V Iyanough*, dated September 12, 2025.
17. Presentation, Edits to the Approved 2026 Operating Schedules for the Nantucket Route, dated September 16, 2025.