



Woods Hole, Martha's Vineyard and Nantucket Steamship Authority

Our mission is to operate a safe, effective, and reliable transportation system for the islands of Martha's Vineyard and Nantucket with a commitment to sustainability, accessibility, our port communities, and public engagement.

Posted January 29, 2021 4:10 PM

WOODS HOLE, MARTHA'S VINEYARD & NANTUCKET
STEAMSHIP AUTHORITY

PORT COUNCIL
Wednesday, February 3, 2021
9:00 AM

First Floor Meeting Room (Room #103), SSA Administrative Offices
228 Palmer Avenue, Falmouth, MA 02540

NOTE: Due to ongoing concerns regarding COVID-19, the Steamship Authority meeting room will be CLOSED TO THE PUBLIC during this session. The public may participate in the meeting, including Public Comment, by going to zoom.us and using meeting ID 851-3455-6877. 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.

1. Minutes
 - a) Approval of the Minutes of the January 6, 2021 Meeting
2. Management Report
 - a) COVID-19
 - b) Business Summary for the Month of December 2020
 - c) Updates on Current Projects including:
 1. M/V Woods Hole Dry Dock Status
 2. SQMS Status
 3. Woods Hole Terminal Reconstruction Project (Marine)
 - d) Woods Hole Terminal Landside Design Update by BIA.studio
 - e) Update on General Internet Openings for the 2021 summer schedule
 - f) Proposed Draft of the 2021 Capital Budget
 - g) 2020 Embarkation Fees
3. Old/New Business
4. Public Comment

These agenda items are those that the Chairman reasonably anticipates will be discussed at the meeting. Not all items listed may in fact be discussed, and other items not listed because they are not anticipated by the Chairman to be discussed may also be brought up for discussion to the extent permitted by law. The Port Council's practice is to reserve time under New Business for topics that the Chairman does not anticipate will be discussed at the meeting. Other topics not listed but discussed by the Port Council during previous meetings might also be brought up for discussion by other Port Council Members under Old Business even though the Chairman does not anticipate a discussion about any such topics.

Business Summary for the Month of December, 2020

Part I - Traffic Statistics

	Month of December 2019	Month of December 2020	DIFF	%DIFF	YTD through December 2019	YTD through December 2020	DIFF	%DIFF
Number of Passengers Carried								
Martha's Vineyard	126,138	93,899	(32,239)	-25.6%	2,425,787	1,687,833	(737,954)	-30.4%
Nantucket								
Regular	17,925	14,420	(3,505)	-19.6%	270,668	235,556	(35,112)	-13.0%
Fast Ferry	20,022	9,509	(10,513)	-52.5%	307,981	143,912	(164,069)	-53.3%
Subtotal - Nantucket	37,947	23,929	(14,018)	-36.9%	578,649	379,468	(199,181)	-34.4%
Total	164,085	117,828	(46,257)	-28.2%	3,004,436	2,067,301	(937,135)	-31.2%
Number of Automobiles Carried								
Martha's Vineyard								
Regular	11,585	12,467	882	7.6%	260,646	254,322	(6,324)	-2.4%
Excursion	15,537	12,176	(3,361)	-21.6%	154,321	116,846	(37,475)	-24.3%
Subtotal - M. Vineyard	27,122	24,643	(2,479)	-9.1%	414,967	371,168	(43,799)	-10.6%
Nantucket								
Regular	1,814	2,216	402	22.2%	43,872	47,242	3,370	7.7%
Excursion	2,461	2,044	(417)	-16.9%	20,151	15,846	(4,305)	-21.4%
Subtotal - Nantucket	4,275	4,260	(15)	-0.4%	64,023	63,088	(935)	-1.5%
Total	31,397	28,903	(2,494)	-7.9%	478,990	434,256	(44,734)	-9.3%
Number of Trucks Carried								
Martha's Vineyard								
Less than 20' - Regular	3,101	3,495	394	12.7%	49,768	44,888	(4,880)	-9.8%
Less than 20' - Excursion	3,723	3,372	(351)	-9.4%	38,158	33,324	(4,834)	-12.7%
20' and over	3,404	3,940	536	15.7%	53,366	47,999	(5,367)	-10.1%
sub-total - M. Vineyard	10,228	10,807	579	5.7%	141,292	126,211	(15,081)	-10.7%
Nantucket								
Less than 20' - Regular	680	805	125	18.4%	11,624	10,061	(1,563)	-13.4%
Less than 20' - Excursion	910	889	(21)	-2.3%	8,740	7,793	(947)	-10.8%
20' and over	2,072	2,288	216	10.4%	33,672	30,456	(3,216)	-9.6%
sub-total - Nantucket	3,662	3,982	320	8.7%	54,036	48,310	(5,726)	-10.6%
Total	13,890	14,789	899	6.5%	195,328	174,521	(20,807)	-10.7%

Business Summary for the Month of December, 2020

Part I - Traffic Statistics

	Month of December 2019	Month of December 2020	DIFF	%DIFF	YTD through December 2019	YTD through December 2020	DIFF	%DIFF
Number of Cars Parked								
Woods Hole, Falmouth and Cataumet	4,265	2,496	(1,769)	-41.5%	135,435	81,557	(53,878)	-39.8%
Hyannis, Nantucket	1,934	996	(938)	-48.5%	37,126	21,430	(15,696)	-42.3%
Total	6,199	3,492	(2,707)	-43.7%	172,561	102,987	(69,574)	-40.3%
Average Length of Stay - Cars Parked (Days)								
Woods Hole, Falmouth and Cataumet	2.02	1.85	(0.17)	-8.4%	2.11	2.23	0.12	5.7%
Hyannis, Nantucket	2.89	2.80	(0.09)	-3.1%	2.64	3.14	0.50	18.9%
Total	2.29	2.12	(0.17)	-7.4%	2.22	2.42	0.20	9.0%
Average Revenue per Passenger *								
Martha's Vineyard	\$ 6.98	\$ 7.15	\$ 0.17	2.4%	\$ 7.08	\$ 7.19	\$ 0.11	1.6%
Nantucket	23.57	22.01	(1.56)	-6.6%	22.71	21.67	(1.04)	-4.6%
Total	\$ 10.81	\$ 10.17	\$ (0.64)	-5.9%	\$ 10.09	\$ 9.85	\$ (0.24)	-2.4%
Average Revenue per Automobile								
Martha's Vineyard	\$ 27.74	\$ 37.03	\$ 9.29	33.5%	\$ 53.86	\$ 65.36	\$ 11.50	21.4%
Nantucket	86.65	104.14	17.49	20.2%	162.65	182.70	20.05	12.3%
Total	\$ 35.76	\$ 46.92	\$ 11.16	31.2%	\$ 68.40	\$ 82.41	\$ 14.01	20.5%
Average Revenue per Truck								
Martha's Vineyard	\$ 90.52	\$ 105.33	\$ 14.81	16.4%	\$ 110.98	\$ 117.58	\$ 6.60	5.9%
Nantucket	276.95	289.38	12.43	4.5%	310.62	324.78	14.16	4.6%
Total	\$ 139.67	\$ 154.88	\$ 15.21	10.9%	\$ 166.21	\$ 174.93	\$ 8.72	5.2%

* Excludes any town embarkation fees.

Business Summary for the Month of December, 2020

Part Ila- Net Income (Loss) from Operations (Monthly)

	December ACTUAL 2019	December ACTUAL 2020	ACTUAL 2020 vs. ACTUAL 2019	December BUDGET 2020	ACTUAL 2020 vs. BUDGET
Vs. 2020 Operating Budget					
Net Income (Loss) from Operations					
Operating Revenues	\$ 5,169,123	\$ 5,496,674	\$ 327,551	\$ 5,982,253	\$ (485,579)
Other Income	299,491	238,834	(60,657)	337,225	(98,391)
Total Income	5,468,614	5,735,508	266,894	6,319,478	(583,970)
Operating Expenses	10,797,585	12,133,140	1,335,555	9,270,789	2,862,351
Fixed Charges and Other Expenses	316,092	379,642	63,550	296,489	83,153
Total Expenses	11,113,677	12,512,782	1,399,105	9,567,278	2,945,504
Net Operating Income (Loss)	\$ (5,645,063)	\$ (6,777,275)	\$ (1,132,212)	\$ (3,247,800)	\$ (3,529,475)

Operating Revenues:					
Auto Revenue	1,216,346	\$ 1,440,077	\$ 223,731	\$ 1,251,317	\$ 188,760
Freight Revenue	1,986,017	2,321,054	335,037	2,081,583	239,471
Passenger Revenue	1,385,172	1,287,481	(97,691)	1,999,334	(711,853)
Bicycle, Mail, Misc. Voyage Rev.	74,116	50,026	(24,090)	73,754	(23,728)
Revenue from Terminal Operations	255,223	198,546	(56,677)	331,629	(133,083)
Parking Revenue	185,254	122,059	(63,195)	188,594	(66,535)
Rents	66,995	77,431	10,436	56,042	21,389
Sub-Total - Operating Revenue	5,169,123	5,496,674	327,551	5,982,253	(485,579)
Other Income:					
Interest Income	(61,158)	5,245	66,403	14,500	(9,255)
Miscellaneous Income	360,649	233,589	(127,060)	322,725	(89,136)
Sub-Total - Other Income	299,491	238,834	(60,657)	337,225	(98,391)
Total Income	\$ 5,468,614	\$ 5,735,508	\$ 266,894	\$ 6,319,478	\$ (583,970)

February 2021 Port Council Meeting - General Manager's Report

Part Ila- Net Income (Loss) from Operations (Monthly)

	December ACTUAL 2019	December ACTUAL 2020	ACTUAL 2020 vs. ACTUAL 2019	December BUDGET 2020	ACTUAL 2020 vs. BUDGET
Vs. 2020 Operating Budget					
Operating Expenses:					
Wages	\$ 3,109,447	\$ 2,995,182	\$ (114,265)	\$ 3,039,501	\$ (44,319)
Pensions Health & Welfare	2,694,104	3,880,019	1,185,915	2,181,790	1,698,229
Payroll Taxes	294,456	295,211	755	252,039	43,172
Depreciation	1,220,203	1,240,222	20,019	1,041,189	199,033
Vessel Fuel Oil	573,271	454,855	(118,416)	592,987	(138,132)
Insurance	348,220	365,310	17,090	382,976	(17,666)
Direct Vessel Maintenance (Excl. Wages)	1,246,817	1,300,642	53,825	573,370	727,272
Direct Terminal Maintenance (Excl. Wages)	(15,647)	379,802	395,449	28,650	351,152
Utilities	226,011	191,107	(34,904)	181,659	9,448
Other	1,100,703	1,030,790	(69,913)	996,628	34,162
Sub-Total - Operating Expenses	10,797,585	12,133,140	1,335,555	9,270,789	2,862,351
Fixed Charges and Other Expenses:					
Bond Interest & Expense	270,114	357,558	87,444	257,080	100,478
Misc. Charges or Deductions	45,978	22,084	(23,894)	39,409	(17,325)
Sub-Total - Other Expenses	316,092	379,642	63,550	296,489	83,153
Total Expenses	\$ 11,113,677	\$ 12,512,782	\$ 1,399,105	\$ 9,567,278	\$ 2,945,504
Net Operating Income (Loss)	\$ (5,645,063)	\$ (6,777,275)	\$ (1,132,212)	\$ (3,247,800)	\$ (3,529,475)

Budgetary Management Discussion and Analysis - December, 2020

Total operating revenues for December decreased by \$485,579 or 8.1% versus the amount projected in the 2020 operating budget, for a total of \$5,496,674 in operating revenues. Passenger revenues for the month were down \$712,000 versus budget projections, which represents a decrease of 35.6%. Automobile revenues were up \$189,000 or 15.1%, versus budget projections for December. Freight revenues were up \$239,000, or 11.5%, versus budget projections for the month. Parking revenues were down during December by \$67,000, or 35.3%. Concession revenues in December were down \$41,000 or 100.00%. Rent revenues from barge unloading and rental car space were up \$21,000 or 38.2% in December versus budget.

During December, the vessels made a combined 1,735 trips. This represents a decrease of 105 trips, or 5.7%, versus the originally budgeted amount for the month. On the Vineyard route, 0 trips were canceled for mechanical reasons, 60 for weather related and 19 for traffic demands while 4 unscheduled trips and 0 available trips were added. On the Nantucket route, 0 trips were canceled for mechanical reasons, 34 for weather related and 0 for traffic demands while 4 unscheduled and 0 available trips were added.

Total operating expenses for the month were up \$2,862,351 or 30.9% versus the amount projected in the 2020 budget for a total of \$12,133,140. Maintenance expenses for the month were up \$1,008,000, or 74.7%, versus budget. Repair expenses for the M/V Martha's Vineyard were up \$33,000; repairs for the M/V Woods Hole were up \$56,000; repairs on the M/V Governor were up \$21,000; the M/V Sankaty repair expenses were up \$188,000; repairs for the M/V Nantucket were up \$14,000; repair expenses for the M/V Katama were up \$9,000; overhaul and repairs on the M/V Eagle were up \$36,000; repairs on the M/V Gay Head were up \$52,000; repairs for the M/V Island Home were up \$12,000; and repairs for the M/V Iyanough were up \$281,000 versus budget. Repairs to buildings and structures were up \$324,000, repairs to motor vehicles were down \$15,000 and repairs to office and terminal equipment was up \$41,000 for the month.

Vessel fuel expense of \$455,000 was down by \$138,000 or 23.3% versus budget estimates. The average actual cost per gallon for vessel fuel oil in December was \$1.737, including net hedging costs, while the budgeted cost was \$2.257 per gallon. During December, the vessels logged 26,376 miles, which were 1,500 miles lower than budget, or a decrease of 5.4%. During December, 261,000 gallons of vessel fuel were consumed. This represents a decrease of 1,200 gallons, or 0.5%, versus budget. Insurance expenses were down \$13,000 versus budget. General administrative expenses for the month were up \$1,658,000 or 55.8%. Legal expense was up \$23,000; pension expense was up \$1,548,000, health care expense was up \$80,000, Families First Coronavirus Response Act paid sick leave costs were up \$73,000, disability contributions were up \$7,000, unemployment contributions were down \$10,000, training expense was down \$14,000 and credit card expense was up \$23,000.

Other income, including interest income, debt premium and license income, totaled \$238,834 and was \$98,391 lower than budget projections. Income deductions, including interest on funded debt and pension withdrawal, totaled \$379,642 and were \$83,153 higher than budget. The Authority's net operating loss for the month of November, including other income, income deductions and bond interest expense, was \$6,777,275 or \$3,529,475 higher than the budgeted net loss for the month.

Business Summary for the Year-To-Date as of December, 2020 (Continued)

Part IIb- Net Income (Loss) from Operations (Year to Date)

	YTD - December ACTUAL 2019	YTD - December ACTUAL 2020	YTD ACTUAL 2020 vs. YTD ACTUAL 2019	YTD - December BUDGET 2020	YTD ACTUAL 2020 vs. YTD BUDGET
Vs. 2020 Operating Budget					
Net Income (Loss) from Operations					
Operating Revenues	\$ 110,342,865	\$ 97,778,735	\$ (12,564,130)	\$ 118,209,802	\$ (20,431,067)
Other Income	4,181,409	2,862,484	(1,318,925)	3,965,238	(1,102,754)
Total Income	114,524,274	100,641,219	(13,883,055)	122,175,040	(21,533,821)
Operating Expenses	110,488,022	108,687,774	(1,800,248)	111,603,596	(2,915,822)
Fixed Charges and Other Expenses	3,746,345	4,266,612	520,267	3,555,121	711,491
Total Expenses	114,234,367	112,954,386	(1,279,981)	115,158,717	(2,204,331)
Net Operating Income (Loss)	\$ 289,907	\$ (12,313,167)	\$ (12,603,074)	\$ 7,016,323	\$ (19,329,490)

Operating Revenues:					
Auto Revenue	\$ 32,910,089	\$ 35,903,495	\$ 2,993,406	\$ 38,341,825	\$ (2,438,330)
Freight Revenue	32,575,217	30,292,115	(2,283,102)	33,211,587	(2,919,472)
Passenger Revenue	30,922,012	20,826,120	(10,095,892)	32,683,881	(11,857,761)
Bicycle, Mail, Misc. Voyage Rev.	1,403,562	772,070	(631,492)	1,438,431	(666,361)
Revenue from Terminal Operations	4,441,434	4,006,685	(434,749)	4,053,075	(46,390)
Parking Revenue	7,158,096	5,212,587	(1,945,509)	7,585,749	(2,373,162)
Rents	932,455	765,663	(166,792)	895,254	(129,591)
Sub-Total - Operating Revenue	110,342,865	97,778,735	(12,564,130)	118,209,802	(20,431,067)
Other Income:					
Interest Income	245,653	94,123	(151,530)	175,000	(80,877)
Miscellaneous Income	3,935,756	2,768,361	(1,167,395)	3,790,238	(1,021,877)
Sub-Total - Other Income	4,181,409	2,862,484	(1,318,925)	3,965,238	(1,102,754)
Total Income	\$ 114,524,274	\$ 100,641,219	\$ (13,883,055)	\$ 122,175,040	\$ (21,533,821)

February 2021 Port Council Meeting - General Manager's Report

Part IIb- Net Income (Loss) from Operations (Year to Date)

	YTD - December ACTUAL 2019	YTD - December ACTUAL 2020	YTD ACTUAL 2020 vs. YTD ACTUAL 2019	YTD - December BUDGET 2020	YTD ACTUAL 2020 vs. YTD BUDGET
Vs. 2020 Operating Budget					
Operating Expenses:					
Wages	\$ 40,221,610	36,049,045	\$ (4,172,565)	\$ 40,150,209	\$ (4,101,164)
Pensions Health & Welfare	18,696,808	19,867,881	1,171,073	18,428,151	1,439,730
Payroll Taxes	2,859,574	2,641,565	(218,009)	3,034,423	(392,858)
Depreciation	12,808,153	13,305,581	497,428	12,626,114	679,467
Vessel Fuel Oil	7,104,569	4,472,037	(2,632,532)	7,284,487	(2,812,450)
Insurance	4,238,190	4,391,291	153,101	4,396,456	(5,165)
Direct Vessel Maintenance (Excl. Wages)	8,832,416	13,749,805	4,917,389	9,925,813	3,823,992
Direct Terminal Maintenance (Excl. Wages)	956,489	1,792,213	835,724	2,102,750	(310,537)
Utilities	1,314,958	2,083,904	768,946	2,054,014	29,890
Other	13,455,255	10,334,452	(3,120,803)	11,601,179	(1,266,727)
Sub-Total - Operating Expenses	110,488,022	108,687,774	(1,800,248)	111,603,596	(2,915,822)
Fixed Charges and Other Expenses:					
Bond Interest & Expense	3,239,094	3,710,176	471,082	3,072,753	637,423
Misc. Charges or Deductions	507,251	556,436	49,185	482,368	74,068
Sub-Total - Other Expenses	3,746,345	4,266,612	520,267	3,555,121	711,491
Total Expenses	114,234,367	112,954,386	(1,279,981)	115,158,717	(2,204,331)
Net Operating Income (Loss)	289,907	(12,313,167)	(12,603,074)	7,016,323	(19,329,490)

Budgetary Management Discussion and Analysis: January - December, 2020

Year to date total operating revenues decreased by \$20,431,067 or 17.3% versus the amount projected in the 2020 operating budget, for a total of \$97,778,735 in operating revenues. Passenger revenues for the year to date were down \$11,858,000 versus budget projections, which represents a 36.3% decrease. Automobile revenues were down \$2,438,000 or 6.4%, versus budget projections. Freight revenues were down \$2,919,000 or 8.8%, versus budget projections. Parking revenues were down, \$2,373,000, or 31.3%, compared to budget forecast. Rent revenues from barge unloading and rental car space were down \$130,000, or 14.5%, versus budget.

Year to date, the vessels made a combined 21,423 trips. This represents a decrease of 3,074 trips, or 12.5%, versus budget. On the Vineyard route, 32 trips were canceled for mechanical reasons, 249 for weather related and 2,002 for traffic demands, while 78 unscheduled trips and 348 available trips were added. On the Nantucket route, 31 trips were canceled for mechanical reasons, 198 for weather related and 1,107 for traffic demands, while 76 unscheduled trips and 43 available trips were added.

Year to date operating expenses were down \$2,915,822 or 2.6%, versus the amount projected in the 2020 budget for a total of \$108,687,774. Maintenance expenses for the year are up \$2,594,000 or 12.2%, versus budget. Repairs for the M/V Martha's Vineyard were down \$69,000; the M/V Woods Hole repair expense was up \$125,000; repair expenses for the M/V Governor were down \$105,000; overhaul and dry-dock expenses for the M/V Sankaty were up \$904,000; M/V Nantucket repair expenses were up \$149,000; repairs on the M/V Katama are up \$341,000; overhaul and repair expenses for the M/V Eagle were up \$969,000; repairs on the M/V Gay Head were up \$118,000; M/V Island Home repair expenses were up \$367,000; and overhaul and repair expenses for the M/V Iyanough was down \$165,000. Terminal and dolphin and dock repairs in Vineyard Haven were down \$9,000; while Oak Bluffs were down \$268,000; Woods Hole were down \$287,000; Nantucket were down \$276,000 and were down in Hyannis by \$355,000. Motor vehicle repairs were down \$148,000 and other maintenance expense was down by \$161,000.

Vessel fuel expense of \$4,472,000 was down \$2,813,000 or 38.6%, below budget estimates. The average actual cost per gallon for vessel fuel oil was \$1.672 including net hedging costs, while the budgeted cost was \$2.222 per gallon. 314,274 vessel miles have been logged in the year, a decrease of 51,366 miles, or 14.0%, versus budget. 2,847,000 gallons of vessel fuel were consumed. This represents a decrease of 431,000 gallons or 13.2% versus budget. General administrative expenses for the year were up 3.0%, or \$835,000. Legal expense was down \$12,000, pension expense was up \$1,072,000, health care costs were up \$42,000, Families First Coronavirus Response Act paid sick leave costs were up \$371,000, disability contributions were up \$187,000, and unemployment contributions were down \$232,000. Training expense was down \$135,000 and credit card fees were down \$68,000.

Other income, including interest income, debt premium, and license income, totaled \$3,965,238 and was \$1,102,754 lower than budget projections. Income deductions, including interest on funded debt and pension withdrawal, totaled \$4,266,612 and were \$711,491 higher than budget. Year to date, the Authority's net operating loss, including other income, income deductions and bond interest expense, was \$12,313,167 or \$19,329,490 higher than budget projections.

February 2021 Port Council Meeting - General Manager's Report

Part III - Cash Balances

	December, 2020 Amount	Variance vs. Budget Positive / (Negative)	Year to Date Amount	Variance vs. Budget Positive / (Negative)
Cash Balance - Operations Fund				
Beginning Balance	\$ 15,390,243	\$ (1,258,394)	\$ 11,523,197	\$ (1,476,803)
Cash Receipts	6,358,996	258,798	106,301,416	(18,354,612)
Cash Receipts - Grants	-	-	12,389,704	11,639,704
Cash Receipts - Capital Projects	-	-	1,157,469	1,157,469
Cash Disbursements	(9,057,770)	(1,664,245)	(97,046,208)	3,044,563
Cash Disbursements - Capital Projects	-	-	(778,711)	(778,711)
Transfers to Special Purpose Funds	-	-	(20,855,398)	2,104,549
Ending Balance	<u>\$ 12,691,469</u>	<u>\$ (2,663,841)</u>	<u>\$ 12,691,469</u>	<u>\$ (2,663,841)</u>
Cash Balance - Special-Purpose Funds				
Sinking Fund				
Beginning Balance	\$ 9,633,787	\$ (1,374,761)	\$ 9,283,238	\$ 671
Transfers from Revenue Fund	-	-	11,391,011	(987,601)
Income from Investments	1,397	(5,653)	48,039	(5,161)
Accrued Interest Received	-	-	-	-
Debt Service Payments	-	-	(11,087,104)	(388,323)
Ending Balance	<u>\$ 9,635,184</u>	<u>\$ (1,380,414)</u>	<u>\$ 9,635,184</u>	<u>\$ (1,380,414)</u>
Replacement Fund				
Beginning Balance	\$ 10,313,699	\$ (1,437,203)	\$ 7,847,154	\$ (2,716,263)
Transfers from Revenue Fund	-	-	9,639,006	(942,329)
Transfers from Bond Redemption	-	-	-	-
Proceeds from Disposal of Property	-	-	-	-
Income from Investments	1,495	(6,005)	42,953	(697)
Withdrawals	-	880,000	(7,213,919)	3,096,081
Ending Balance	<u>\$ 10,315,194</u>	<u>\$ (563,208)</u>	<u>\$ 10,315,194</u>	<u>\$ (563,208)</u>
Reserve Fund				
Beginning Balance	\$ 3,505,736	\$ (192,264)	\$ 3,655,683	\$ (16,817)
Transfers from Revenue Fund	-	-	(174,621)	(174,621)
Income from Investments	508	(1,892)	25,182	(2,718)
Transfers to Bond Redemption Acct.	-	-	-	-
Ending Balance	<u>\$ 3,506,244</u>	<u>\$ (194,156)</u>	<u>\$ 3,506,244</u>	<u>\$ (194,156)</u>
Bond Redemption Account				
Beginning Balance	\$ 880,228	\$ (202)	\$ 874,212	\$ 132
Transfers from Revenue Fund	-	-	-	-
Transfers from Reserve Fund	-	-	-	-
Transfers to Replacement Fund	-	-	-	-
Income from Investments	128	(472)	6,144	(806)
Ending Balance	<u>\$ 880,356</u>	<u>\$ (674)</u>	<u>\$ 880,356</u>	<u>\$ (674)</u>

February 2021 Port Council Meeting - General Manager's Report

Part III - Cash Balances

	December, 2020 Amount	Variance vs. Budget Positive / (Negative)	Year to Date Amount	Variance vs. Budget Positive / (Negative)
Capital Improvement Fund				
Beginning Balance	\$ 9,185,550	\$ (6,314,450)	\$ 504,959	\$ 798
From Bond/Note Issue		-	20,107,020	107,020
Income from Investments	1,228	1,228	63,102	63,102
Withdrawals	(1,362,271)	137,729	(12,850,574)	(6,346,413)
Ending Balance	<u>\$ 7,824,507</u>	<u>\$ (6,175,493)</u>	<u>\$ 7,824,507</u>	<u>\$ (6,175,493)</u>

Part IV - Cash Transfers to Special Purpose Funds for 2020

	2020 Budget	2020 Actual
Cash Transfers from Revenue Fund:		
To Sinking Fund (for current debt service requirements)	\$ 12,378,612	\$ 11,391,011
To Replacement Fund (2020 max. transfers - \$12,808,087)	10,581,335	9,639,008
To Reserve Fund	-	-
To Bond Redemption Account	-	-
Total Transfers to Special Purpose Funds	<u>\$ 22,959,947</u>	<u>\$ 21,030,019</u>

February 2021 Port Council Meeting - General Manager's Report

Part VII - Share of Market versus Licensed Ferry Services

Number of Passengers Carried	December Amount	Change vs. Prev. Yr.		Year to Date Amount	Change vs. Prev. Yr.	
Martha's Vineyard						
Steamship Authority	93,899	(32,239)	-25.6%	1,687,833	(737,954)	-30.4%
Hy-Line						
Regular	0	0	0.0%	0	0	0.0%
High Speed	0	0	0.0%	62,016	(60,072)	-49.2%
Subtotal Hy-Line	0	0	0.0%	62,016	(60,072)	-49.2%
Falmouth Ferry Service	0	0	0.0%	10,205	(11,396)	-52.8%
SeaStreak (New Bedford)	0	0	0.0%	62,523	(19,102)	-23.4%
SeaStreak (New York City)	0	0	0.0%	1,899	(4,558)	-70.6%
Total *	93,899	(32,354)	-25.6%	1,824,478	(833,082)	-31.3%
Nantucket						
Steamship Authority						
Regular	14,420	(3,505)	-19.6%	235,556	(35,112)	-13.0%
Fast Ferry (Prior to April 2)	0	0	0.0%	1,423	530	59.4%
Fast Ferry (April 2) (in service 2019)	0	0	0.0%	0	0	0.0%
Fast Ferry (April 3 and after)(in service 2020)	9,509	(10,513)	-52.5%	142,489	(164,599)	-53.6%
Subtotal - Nantucket	23,929	(14,018)	-36.9%	379,468	(199,181)	-34.4%
Hy-Line						
Regular	0	0	0.0%	0	0	0.0%
HighSpeed (Prior to April 2)	0	0	0.0%	94,790	(18,505)	-16.3%
HighSpeed (April 2)(IYA in service 2019)	0	0	0.0%	46	(1,539)	-97.1%
HighSpeed (April 3 & after)(IYA in service 2020)	18,107	(17,126)	-48.6%	369,582	(205,206)	-35.7%
Subtotal Hy-Line	18,107	(17,126)	-48.6%	464,418	(225,250)	-32.7%
Freedom Cruise Line (Harwich)	0	0	0.0%	9,986	(16,390)	-62.1%
SeaStreak (New Bedford)	0	0	0.0%	35,113	(16,670)	-32.2%
SeaStreak (New York City)	0	0	0.0%	709	(1,403)	-66.4%
Total	42,036	(32,422)	-43.5%	889,694	(458,894)	-34.0%

M/V Iyanough in service 04/03/2019 - 01/03/2020 and 04/03/2020 - 01/03/2021.

* Note: Island Queen passenger service is grandfathered and as such traffic counts are not included.

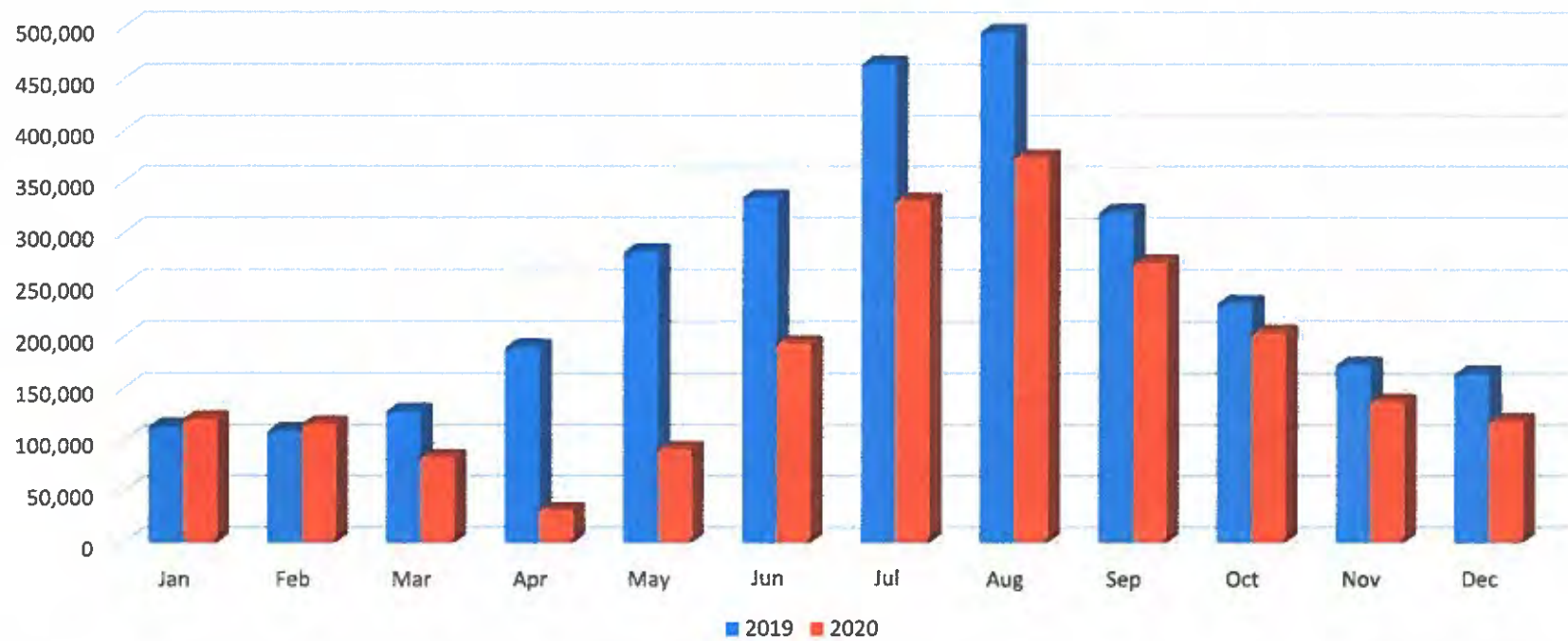
Business Summary – December 2020

Port Council Meeting 2-3-2021

Passengers Carried – December 2020 vs. 2019

		Monthly Variance vs. Prior Year	Monthly % Difference vs. Prior Year		Y-T-D Variance vs. Prior Year	Y-T-D % Difference vs. Prior Year
Martha's Vineyard Route	↓	- 32,239	- 25.6%	↓	- 737,954	- 30.4%
Nantucket Regular Ferry	↓	- 3,505	-19.6%	↓	- 35,112	- 13.0%
Nantucket Fast Ferry	↓	- 10,513	- 52.5%	↓	- 164,069	- 53.3%
Nantucket Route Subtotal	↓	- 14,018	- 36.9%	↓	-199,181	- 34.4%
Total Passengers	↓	- 46,257	- 28.2%	↓	- 937,135	- 31.2%

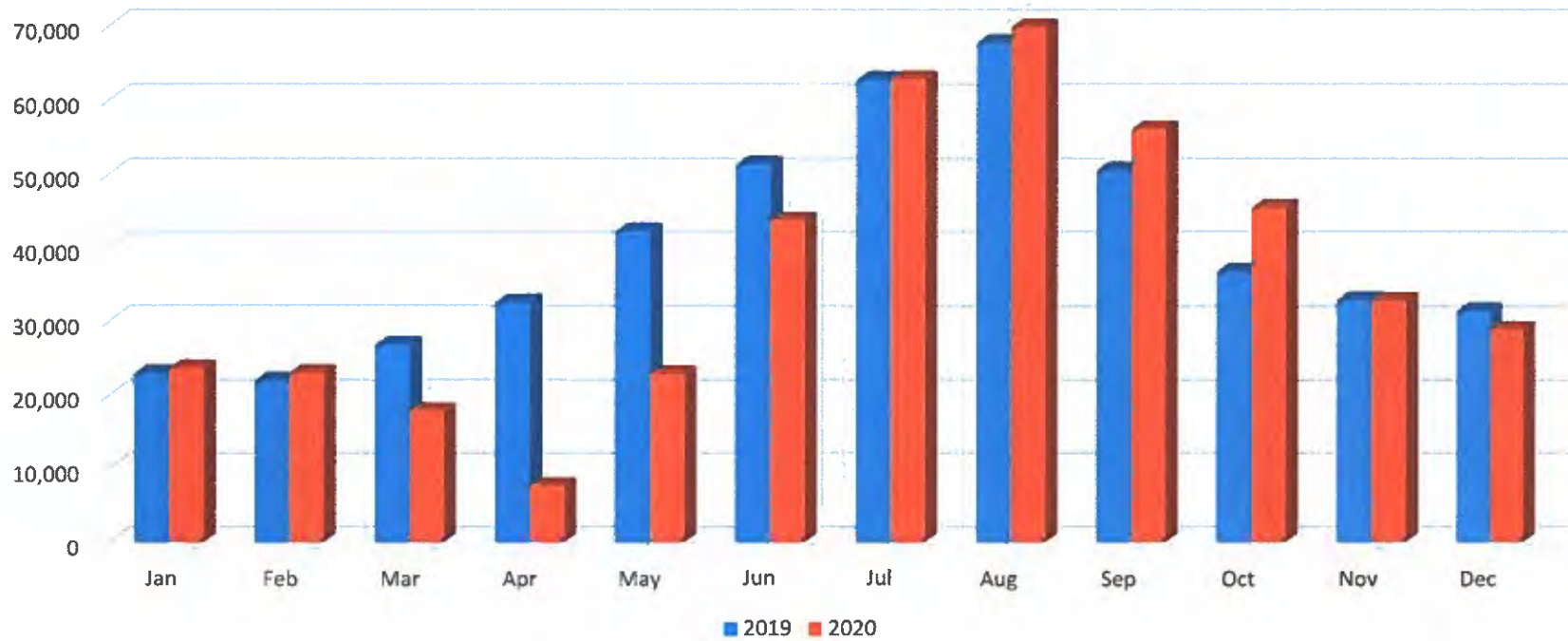
Passengers Carried 2019 - 2020



Automobiles Carried – December 2020 vs. 2019

		Monthly Variance vs. Prior Year	Monthly % Difference vs. Prior Year		Y-T-D Variance vs. Prior Year	Y-T-D % Difference vs. Prior Year
Martha's Vineyard Route						
Standard Fare	↑	882	7.6%	↓	- 6,324	- 2.4%
Excursion Fare	↓	- 3,361	- 21.6%	↓	- 37,475	- 24.3%
Total – Martha's Vineyard	↓	- 2,479	- 9.1%	↓	- 43,799	- 10.6%
Nantucket Route						
Standard Fare	↑	402	22.2%	↑	3,370	7.7%
Excursion Fare	↓	- 417	- 16.9%	↓	- 4,305	- 21.4%
Total - Nantucket	↑	- 15	0.4%	↓	- 935	- 1.5%
Total Automobiles	↓	- 2,494	- 7.9%	↓	- 44,734	- 9.3%

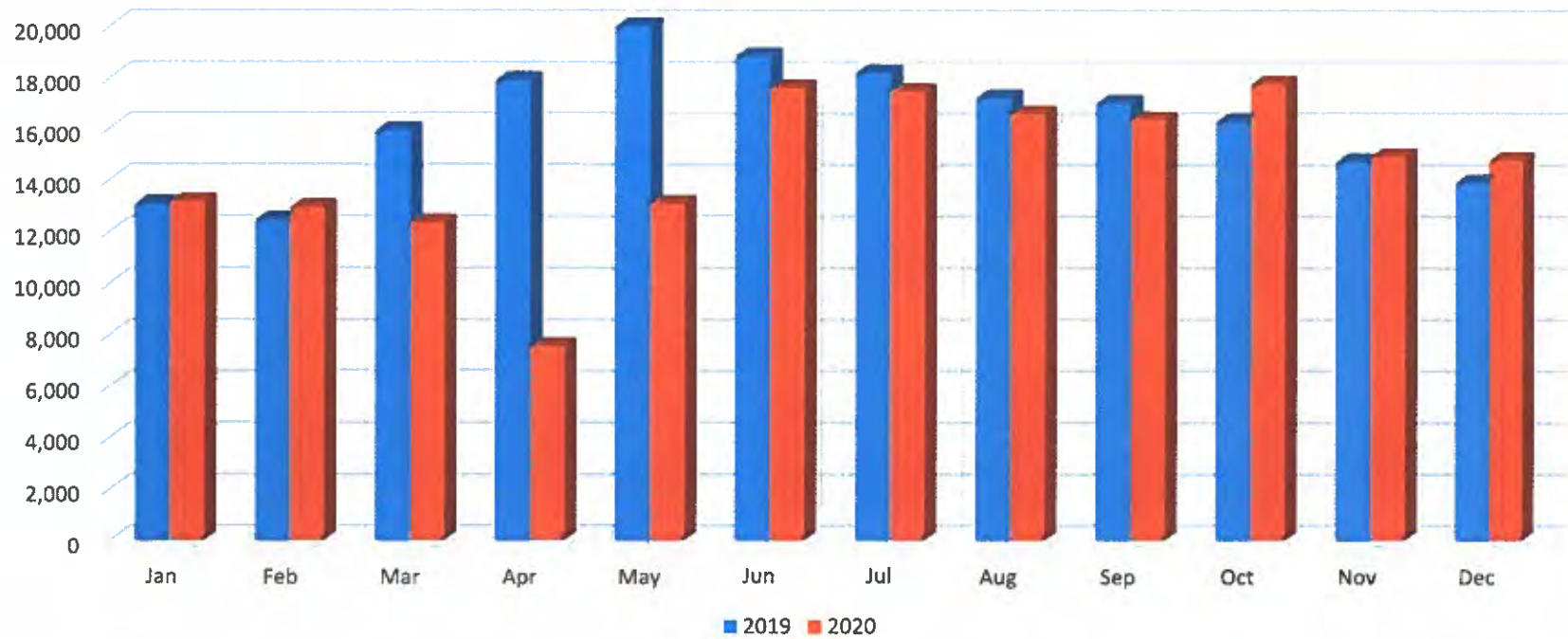
Automobiles Carried 2019 - 2020



Trucks Carried – December 2020 vs. 2019

		Monthly Variance vs. Prior Year	Monthly % Difference vs. Prior Year		Y-T-D Variance vs. Prior Year	Y-T-D % Difference vs. Prior Year
Martha's Vineyard Route						
Standard Fare	↑	394	12.7%	↓	- 4,880	- 9.8%
Excursion Fare	↓	- 351	- 9.4%	↓	- 4,834	- 12.7%
20 Feet & Over	↑	536	15.7%	↓	- 5,367	- 10.1%
Total – Martha's Vineyard	↑	579	5.7%	↓	- 15,081	- 10.7%
Nantucket Route						
Standard Fare	↑	125	18.4%	↓	- 1,1563	- 13.4%
Excursion Fare	↓	- 21	- 2.3%	↓	- 947	- 10.8%
20 Feet & Over	↑	216	10.4%	↓	- 3,216	- 9.6%
Total - Nantucket	↑	320	8.7%	↓	- 5,726	- 10.6%
Total Trucks	↑	899	6.5%	↓	- 20,807	- 10.7%

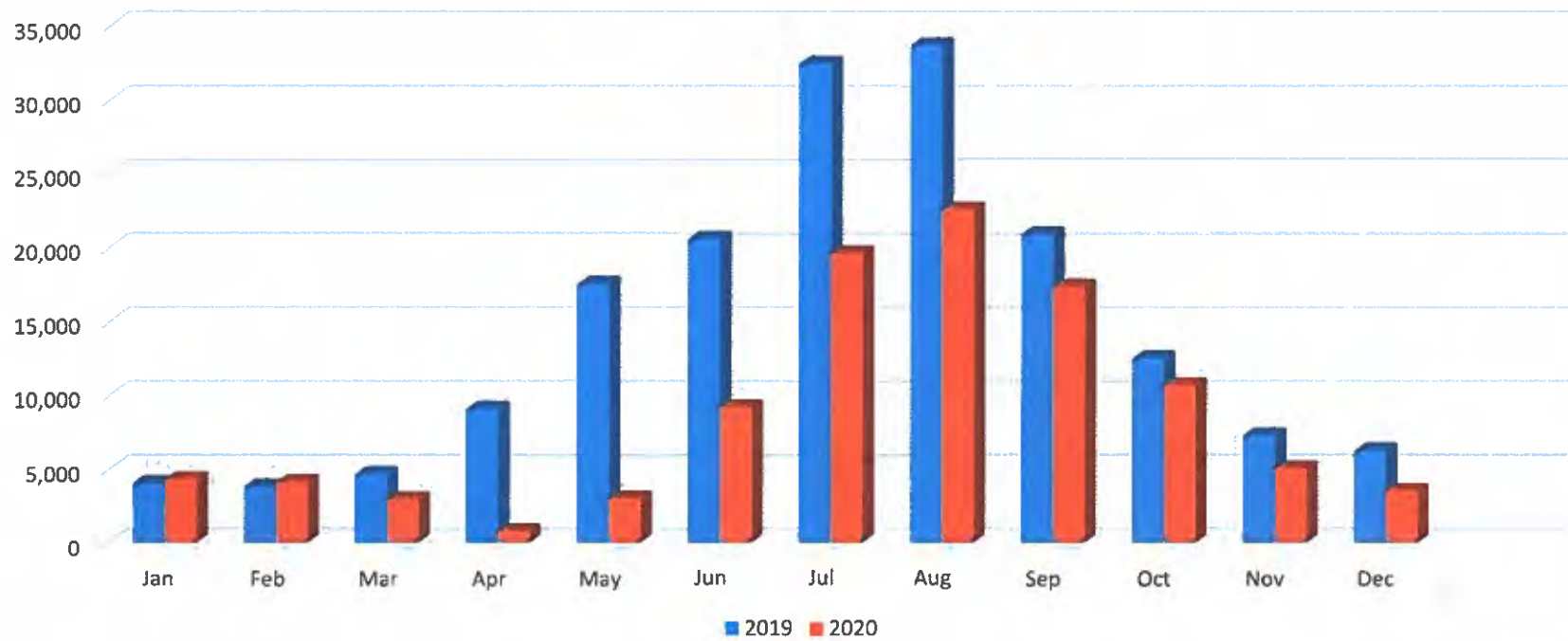
Trucks Carried 2019 - 2020



Cars Parked– December 2020 vs. 2019

		Monthly Variance vs. Prior Year	Monthly % Difference vs. Prior Year			Y-T-D Variance vs. Prior Year	Y-T-D % Difference vs. Prior Year
Martha's Vineyard Route	↓	- 1,769	- 41.5%		↓	- 53,878	- 39.8%
Nantucket Route	↓	- 938	- 48.5%		↓	- 15,696	- 42.3%
Total Cars Parked	↓	- 2,707	- 43.7%		↓	- 69,574	- 40.3%

Cars Parked 2019 - 2020



Financial Snapshot



December

- Operating Revenue of **\$5,496,674** was **lower** than budget by **\$485,579**
- Other Income of **\$238,834** was **lower** than budget by **\$98,391**
- Operating Expenses of **\$12,133,140** was **higher** than budget by **\$2,862,351**
- Income Deductions of **\$379,642** was **higher** than budget by **\$296,489**
- Net Operating Loss of **\$6,777,275** was **higher** than budget by **\$3,529,475**

January – December

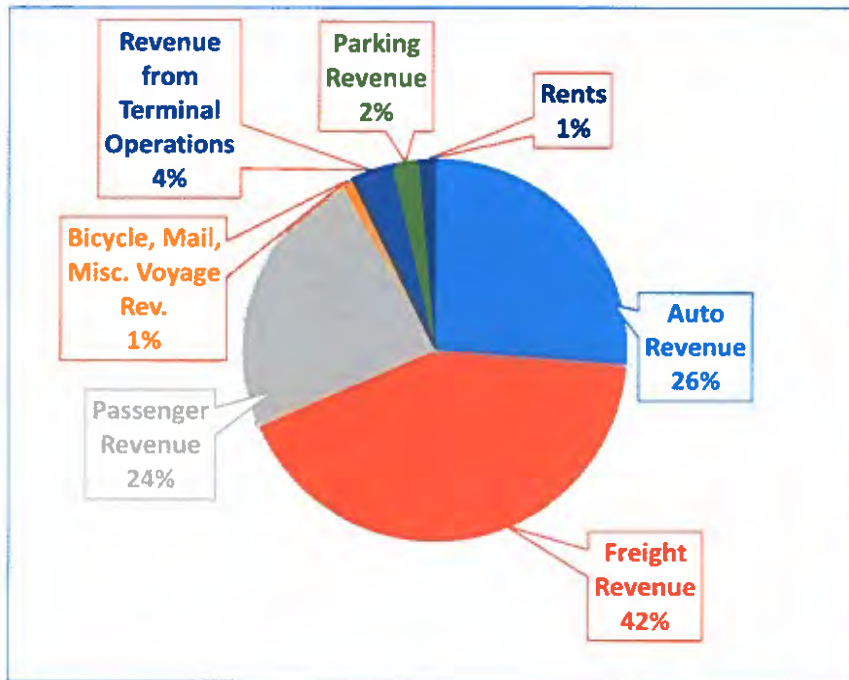
- Operating Revenue of **\$97,778,735** was **lower** than budget by **\$20,431,067**
- Other Income of **\$2,862,484** was **lower** than budget by **\$1,102,754**
- Operating Expenses of **\$106,687,774** was **lower** than budget by **\$2,915,822**
- Income Deductions of **\$4,266,612** was **higher** than budget by **\$711,491**
- Net Operating Loss of **\$12,313,167** was **higher** than budget by **\$19,329,490**

Operating Revenues – December 2020 vs. Budget

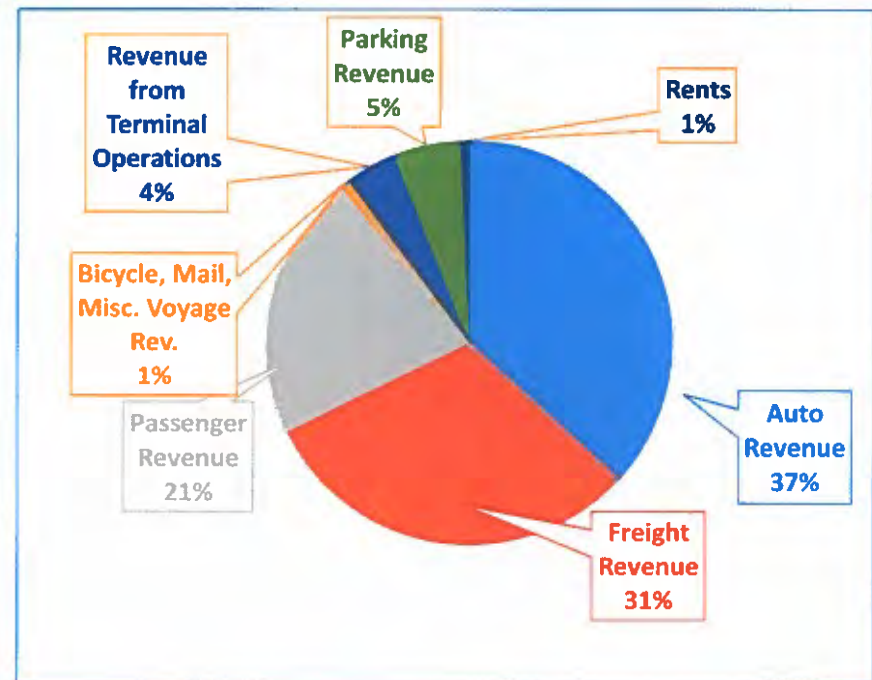
		Monthly Variance vs. Budget	Monthly % Difference vs. Budget		Y-T-D Variance vs. Budget	Y-T-D % Difference vs. Budget
Waterline Revenues						
Automobile Revenue	↑	\$ 188,760	15.1%	↓	\$ - 2,438,331	- 6.4%
Freight Revenue	↑	239,471	11.5%	↓	- 2,919,472	- 8.8%
Passenger Revenue	↓	- 711,853	- 35.6%	↓	- 11,857,760	- 36.3%
Misc. Voyage Revenue	↓	- 23,728	- 20.6%	↓	- 666,361	- 46.0%
Term. Oper. Revenue	↓	-133,083	-40.1%	↓	- 46,390	-1.1%
Parking Revenue	↓	- 66,535	- 35.3%	↓	- 2,373,162	- 31.3%
Rent Revenue	↑	21,389	38.2%	↓	- 129,591	- 14.5%
Total Operating Revenue	↓	\$ - 485,579	- 8.1%	↓	\$ - 20,431,067	- 17.3%
Total Other Income	↓	\$ - 98,391	- 29.2%	↓	\$ - 1,102,754	-27.8%
Total Operating & Other	↓	\$ - 583,970	- 9.2%	↓	\$ - 21,533,821	- 17.6%

Operating Revenues - 2020

December



January - December

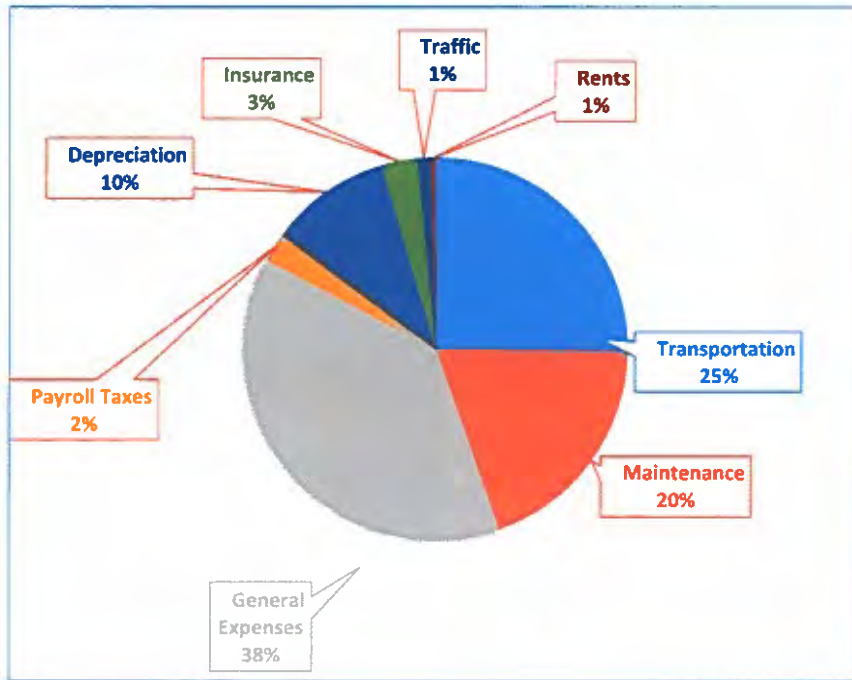


Operating Expenses – December 2020 vs. Budget

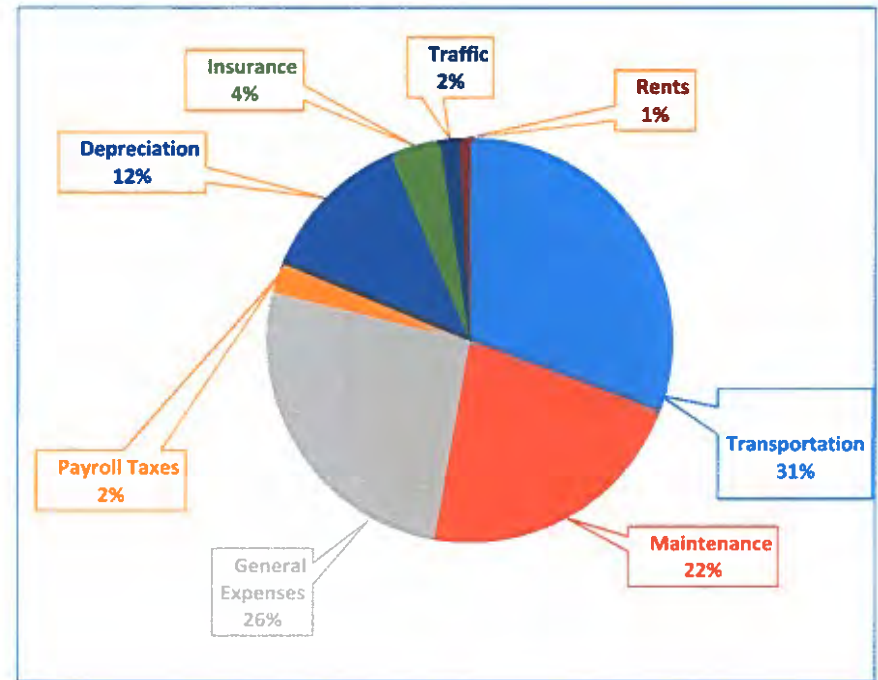
		Monthly Variance vs. Budget	Monthly % Difference vs. Budget		Y-T-D Variance vs. Budget	Y-T-D % Difference vs. Budget
Waterline Expenses						
Maintenance	↑	\$ 1,008,138	74.7%	↑	\$ 2,594,046	12.2%
Depreciation	↑	199,033	19.1%	↑	679,469	5.4%
Vessel Operations	↑	51,969	2.5%	↓	- 3,153,058	- 12.4%
Terminal Operations	↓	- 38,017	- 3.8%	↓	- 1,940,097	- 14.8%
Traffic Expense	↓	- 35,595	- 22.6%	↓	- 1,515,652	- 46.6%
General Expense	↑	1,658,420	55.8%	↑	- 834,878	3.0%
Insurance	↓	- 17,666	- 4.6%	↓	- 5,166	- 0.1%
Rents	↓	3,104	- 5.5%	↓	- 17,385	- 2.0%
Payroll Taxes	↑	43,172	17.1%	↓	- 392,858	- 12.9%
Total Operating Expenses	↑	\$ 2,862,351	30.9%	↓	\$ - 2,915,822	- 2.6%
Total Other Expenses	↑	\$ 83,153	28.0%	↑	\$ 711,491	20.0%
Total Operating & Other	↑	\$ 2,945,504	30.8%	↓	\$ - 2,204,331	- 1.9%

Operating Expenses - 2020

December



January - December



MV Woods Hole
Entering Dry Dock at Thames Shipyard & Repair



MV Woods Hole
Rudder Removal



MV Woods Hole
Starboard Controllable Pitch Propeller



MV Woods Hole
Drawing Port Tail Shaft



MV Woods Hole
Underwater after Blast and First Coat Anti-Corrosive Paint



MV Woods Hole
Bow Thruster Paint Application



MV Woods Hole
Blast (Ultra-High Pressure) & Coat Main Freight Deck



MV Woods Hole
New Fuel Oil Purifier Installation



MV Woods Hole Dry Dock Highlights

- Installation of a new Diesel Oil Purifier System
- Overhaul of (2) Generators & Alternators
- Overhaul of Port and Starboard Tail shafts and Bearings
- Overhaul of Bow Thruster

MV Woods Hole Dry Dock Repair Contract Items

Contract Item	Item Description	Credit	Cost
001	Dry Docking & Undocking		\$29,800
002A, 002B, 002D	Hull Internals: Inspection & Repair, UT Survey & Bilge Cleaning		7,400
003A, 003B, 003C, 003D	Hull: Clean, Prepare, Paint, Replace Anodes, Grit Blasting ,keel coolers		185,970
004A, 004B, 004C	Temporary Services & Slops		13,850
005	Sea Valve Cleaning & Overhaul		4,900
006A, 006B, 006C, 006D,	Shafts, Bearings & couplings, shaft removals & repairs, cutlass bearings		43,720
006E	Shaft Seals & 5 year overhaul		5,628
007	Port & Stbd Propeller Removal, Transport, Repairs and Re-installation		13,220
008A, 008B & 008C	Rudder Brg Clearances, Inspections and replacements		62,642
009	Hull Plate Steel Renewal	19,000	19,000
010	Coatings & surface preparation above rub rail		80,170
011	Tech Data & Reports		
012	Fuel Oil Purifier Installation		63,198
013	Generators, Alternator and Governor Overhaul		138,634
014	Bow Thruster Overhaul		50,770
015	Ballast Tank Inspections and Cleaning		7,720
016	Anchor Chain & Wire Inspections		3,360
	<u>Vessel Transportation</u>	<u>22,000</u>	<u>22,000</u>
	Total Contract Price and Credits	41,000	751,982
CO 001	Ballast Water Disposal		5,600
CO 002	Blast and Coat Freight Deck		99,797
CO 003	New Thordon Tail shaft Bearings		35,000
<u>CO 004</u>	<u>New Freight Deck Cleats</u>		<u>4,896</u>
	Total Contract Change Orders		145,293
	Grand Total Contract Price, Credits & Change Orders		<u>856,275</u>

PORT COUNCIL MEETING – FEBRUARY 3, 2021

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET
STEAMSHIP AUTHORITY

The background features a complex set of architectural drawings overlaid on a light green, textured background. The drawings include a large, detailed plan of a terminal building with various rooms and structural elements. A prominent feature is a long, narrow structure, possibly a pier or walkway, extending from the main building. There are also smaller diagrams showing specific areas, such as a 'MATERIAL BARGE' labeled '180' X 54'' and a 'LIFT BARGE' with a '60'' dimension. A '500'' dimension is also visible. The drawings are rendered in a light, semi-transparent style, allowing the text to be clearly legible over them.

Woods Hole Terminal Reconstruction Project update







STERLING
EQUIPMENT
818-488-8888

RANDY H.
BARRY H.

55' 5"











Landside Design Update

Community Engagement

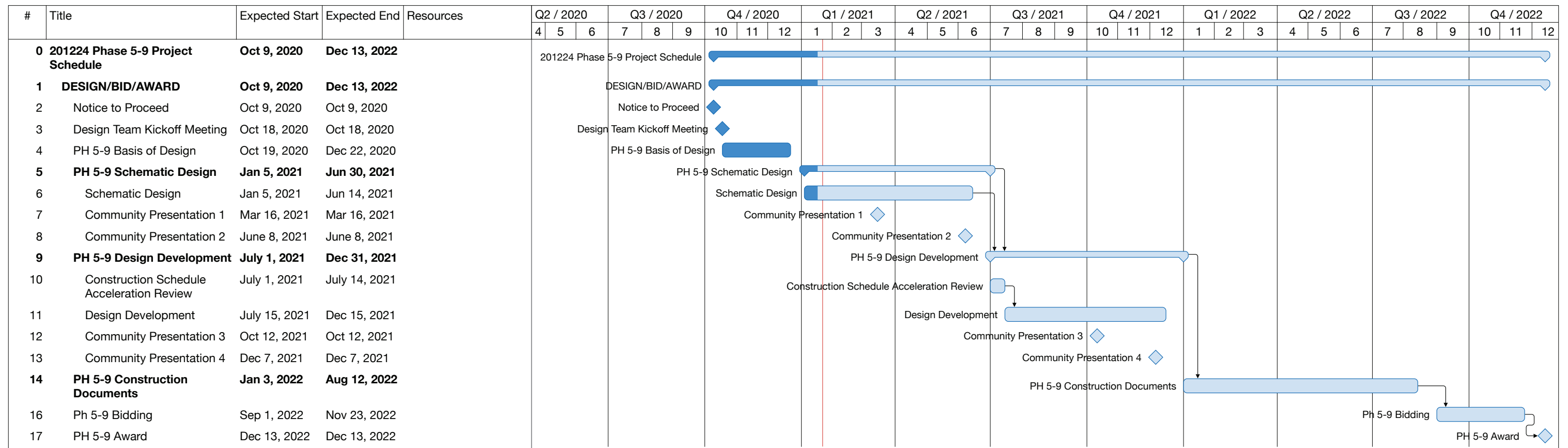
Input sessions will be held via Zoom with the following objectives:

- Foster an open dialogue with community stakeholders
- Answer questions related to the project design
- Discuss design criteria and objectives
- Listen to public comments and input

These sessions will be scheduled at the following milestones:

- 40% Schematic Design
- 90% Schematic Design
- 40% Design Development
- 90% Design Development

Project Design Schedule



Basis of Design Tasks

1. Defined expected project service life of major components
2. Updated building and site program
3. Updated design criteria for all disciplines
4. Incorporated directives from SSA staff
5. Established design recommendations for Coronavirus responsiveness following industry best practices
6. Updated resiliency criteria
7. Developed sustainable design objectives

Project Service Life

Building overall design life: 50 years +

Component parts:

Structure:	Indefinite
Exterior Walls:	Indefinite
Sloped Roofing:	20-50 years
Flat Roofing:	20-30 years
Windows & Doors:	20 years

Landscaping Elements

Granite Curbing:	50 years+
Granite Walls:	50 years+
Metal Railings:	40 years
Site Furniture:	20 years
Shrub Planting:	20 years
Tree Planting:	50 years+
Irrigation System:	20 years

Electrical

Equipment:	40 years
Conduit/Wiring:	50 years+
Lighting Fixtures:	20 years
Photovoltaic System:	20 years

Plumbing

Equipment:	30 years
Piping Systems:	50 years+
Fire Protection:	50 years+

HVAC

Equipment :	30 years
Hydronic Piping:	50 years+
Refrigerant Piping:	30 years

Pavements

Rigid portland cement conc:	20 years
Flexible bituminous conc:	20 years
Unit paving systems:	30 years

Steamship Authority Directives

- No program changes are required for terminal and utility buildings
- Eliminate 1 row of vehicle staging (8 spaces) and utilize area for bike parking at rear of site
- Verify that trucks can turn from the Cowdry Rd. entrance into the rear staging area.
- Verify that truck staging near slip 1 allows clear access to the transfer bridge
- Minimize parking spaces lost at employee parking lot. Currently 10 employee vehicles are parked in two short lanes of the current staging area
- Incorporate in-road lighting fixtures where possible
- WiFi antenna is to be located near sewer pump out station in employee parking lot
- Standard fire protection system is to be used for terminal and utility building telecommunications rooms

Coronavirus Criteria

Air Normal Operation / Passive

- Base Design Ventilation to exceed ASHRAE requirements
- MERV-13 filtration in accordance with CDC/ASHRAE recommendation

Fomites Normal Operation / Passive

- Touch free fixtures and doors will be used in public spaces
- Copper alloys (copper, bronze, brass) will be used where appropriate
- Antimicrobial coatings will be used where appropriate
- Minimize use of plastics
- Finishes and built-in furnishings to be detailed to enable easy cleaning

Air Enhanced / Active

- Building Management System will allow for increased ventilation airflow when activated
- Design team investigating UV-C system operating and maintenance costs

Social Distancing Enhanced / Active

- Occupancy reductions due to social distancing will be identified for reference
- Ticket counter will close every other window to achieve separation distances
- Restroom corridor and waiting room circulation of sufficient dimension to allow one way travel when required
- Ticketing counter will have glass partition

Coronavirus Criteria - Continued

Public Restrooms *Normal Operation / Passive*

- Water closet stalls separated with full height enclosures and dedicated supply / return air
- Antimicrobial finishes as defined in fomites
- Wet surfaces (sinks, countertops, floors) with minimized joints to reduce moisture retention
- Touchless fixtures and doors
- Hand dryers located at each sink to minimize water spread

Adaptability *Normal Operation / Passive*

- Non load-bearing interior partitions to allow for future flexibility
- Organized building systems to enable independent future modifications

Public Restrooms *Enhanced / Active*

- Urinals and lavatories spaced 36" on center to allow for 6 foot social distanced spacing

Sustainable Design Initiatives

LEED Certification

- Project will pursue LEED Certification
- Target certification level (Certified, Silver, or Gold)
to be determined during design



LEED Zero Energy Certification

- Proposed solar arrays are sufficient to pursue Net Zero Source Energy
- Additional elements required to develop higher performing building envelope (i.e. Insulation and Air Sealing)

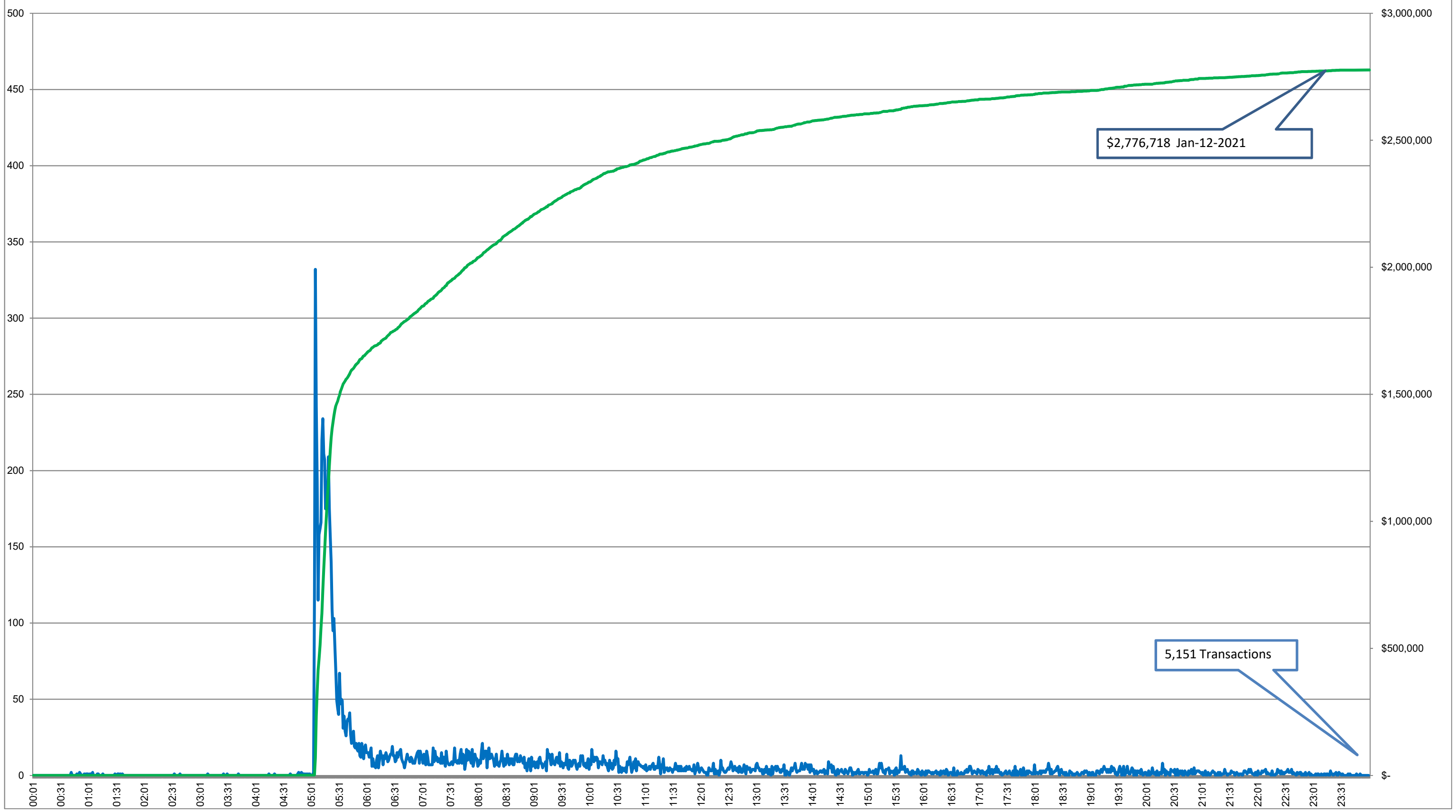
LEED Zero

Estimated LEED Points

Certified (40-49) Silver (50-59) Gold (60-79) Platinum (80-110)

Category	Base Design Points	Potential Additional Points
• Integrative process	1	-
• Location and transportation	9	2
• Sustainable sites	2	-
• Water efficiency	3	-
• Energy and atmosphere	15	5
• Materials and resources	3	5
• Indoor environmental quality	8	7
• Innovation	2	1
• Regional priority	2	1
	45	21

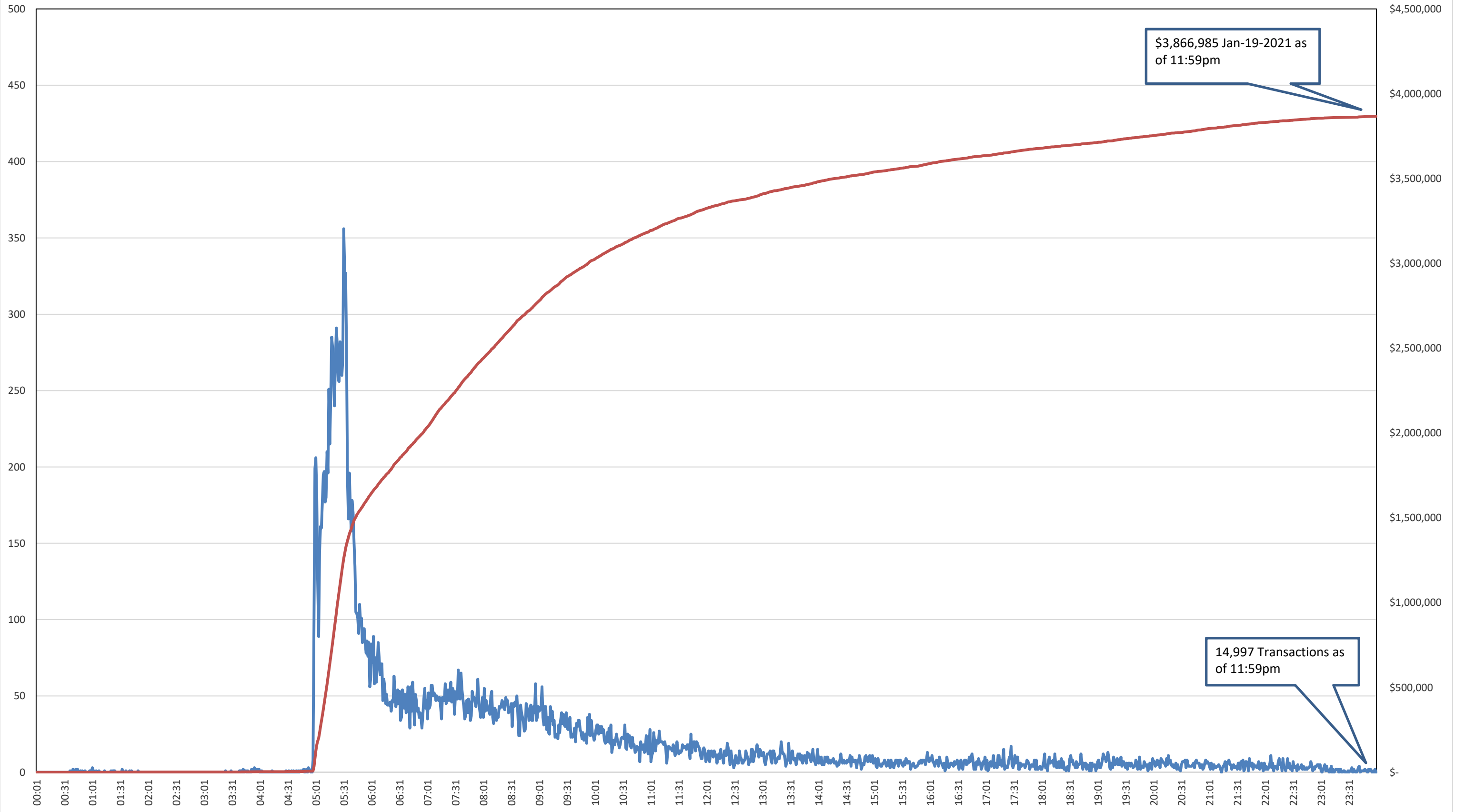
2021 Internet General Opening NT Route - Add RESN Count



\$2,776,718 Jan-12-2021

5,151 Transactions

2021 Internet General Opening MV - Add Resn Count



\$3,866,985 Jan-19-2021 as of 11:59pm

14,997 Transactions as of 11:59pm

STAFF SUMMARY

Date:

File# A-659



TO:		FOR:		FROM:
X	General Manager	X	Vote	Dept.: Accounting
				Author: Mark K. Rozum
X	Board Members		Information	Subject: Proposed 2021 Capital Budget

PURPOSE: To review and request approval of the staff's proposed 2021 Capital Budget.

BACKGROUND: Attached please find a copy of the staff's proposed 2021 Capital Budget. As of January 31, 2021, the Authority had approximately \$15,000,000 available for capital projects and anticipates that an additional \$12,500,000 will be transferred to the Replacement Fund during the remainder of 2021. Commitments for existing projects total \$15,600,000 resulting in \$11,900,000 currently available for future projects.

The proposed new capital projects for 2021 total \$6,000,000 including a \$250,000 allowance for miscellaneous projects with an estimated cost between \$5,000 and \$50,000. The proposed new capital projects are listed on page 3 of the attached Capital Budget. If all of the proposed new capital projects are approved, it would leave approximately \$5,900,000 remaining for contingencies and/or future projects.

In addition, a new maintenance shop building project request is identified as being contingent upon obtaining additional funding through state and/or federal grants.

RECOMMENDATION: It is requested that the 2021 Capital Budget be adopted as proposed.

Mark K. Rozum
Treasurer/Comptroller

APPROVED: _____
Robert B. Davis
General Manager

Attachments

WOODS HOLE, MARTHA'S VINEYARD AND NANTUCKET STEAMSHIP AUTHORITY

2021 CAPITAL BUDGET (Preliminary Draft)

AS OF 1/31/2021

FUNDS TO BE PROVIDED FOR CAPITAL PROJECTS

	AMOUNT AVAILABLE AS OF 1/31/2021		ESTIMATED ADD'L TRANSFERS/DEPOSITS		ESTIMATED AMOUNT NEEDED TO COMPLETE CURRENT AUTHORIZED CAPITAL PROJECTS (FROM PAGE 2)		AMOUNT FOR PROPOSED NEW CAPITAL PROJECTS (FROM PAGE 3)		REMAINING AMOUNT FOR CONTINGENCIES AND / OR FUTURE PROJECTS
<u>FUNDS TO BE PROVIDED:</u>									
Replacement Fund	\$ 7,462,468	①	\$ 12,500,000	③	\$ 8,922,643		\$ 6,006,921		\$ 5,032,904
Bond Redemption Account	848,378		-	④	-		-		\$ 848,378
Capital Improvement Fund	6,723,829	②	-	⑤	6,720,000		-		\$ 3,829
TOTAL FUNDS TO BE PROVIDED	15,034,675		12,500,000		15,642,643		6,006,921		\$ 5,885,111

- ① Net of current commitments or accruals to be paid from the Replacement Fund.
- ② Net of current commitments or accruals to be paid from the Capital Improvement Fund.
- ③ Additional transfers consist of \$12,500,000 which is expected to be transferred to the Replacement Fund during 2021. (Per Budget)
- ④ Additional transfers include some \$0 which is expected to be transferred to the Bond Redemption Account during 2021. (Per Budget)
- ⑤ Additional deposit of \$0 from sale of bonds or bond anticipation notes which is expected to be received during 2021.

	BOND AUTHORIZATION FOR FUTURE PROJECTS - AS OF 01/01/2021	BOND PRINCIPAL PAYMENT DUE 03/01/2021	BOND / NOTE ISSUE	BOND AUTHORIZATION FOR FUTURE PROJECTS - AS OF 01/31/2021
<u>AVAILABLE BOND AUTHORIZATION:</u>				
Current Authorization	100,000,000			100,000,000
Bonds Outstanding	80,900,000	7,745,000	-	73,155,000
Bond or Bond Anticipation Notes	-	-	-	-
TOTAL AVAILABLE BOND AUTHORIZATION	19,100,000	7,745,000	-	26,845,000

ESTIMATED AMOUNT NEEDED TO COMPLETE CURRENT CAPITAL PROJECTS AS OF 1/31/2021

<u>Project Title</u>	<u>Est. Cost</u>	<u>Amount Paid to Date</u>	<u>Est. Cost to Complete</u>
WH Terminal and Slips Design and Engineering	\$ 11,789,962	\$ 9,107,652	\$ 2,682,310
Woods Hole Terminal - Marine Construction Phase 4 Spring - Fall (2021)	16,306,945	3,910,522	12,396,423
Safety Management System (SQMS) (2019)	537,440	396,886	140,554
Reservation Computer System Replacement (2020)	710,000	706,779	3,221
Fire Suppression System - M/V Eagle	200,000	29,865	170,135
Miscellaneous Projects less than \$50,000	250,000	0	0
			250,000
 TOTAL	 <u>\$ 29,794,347</u>	 <u>\$ 14,151,704</u>	 <u>\$ 15,642,643</u>

PROPOSED NEW CAPITAL PROJECTS - 2021

PROJECT TITLE

ESTIMATED COST

PROPOSED CAPITAL PROJECTS TO BE PAID FROM THE REPLACEMENT FUND:

Shuttle Replacement - Golf Cart	\$ 10,095
Purchase of welding equipment for Fairhaven Maintenance Facility	\$ 12,412
Janan Handheld NFC Scanners - Grant Funds for 80% of Cost	\$ 50,000
Purchase 4 Heavy Duty 4 Post Lift	\$ 56,414
PC/Laptop Replacements	\$ 75,000
Shuttle Van Replacement - Hyannis	\$ 98,000
Shuttle Van Replacement - Woods Hole	\$ 98,000
Purchase JCB 512-56 Telescopic Telehandler (Lull) for Fairhaven	\$ 157,000
Install Outdoor Digital Signage at all 5 Terminals	\$ 250,000
Development of New Website and/or Mobile application - Grant Funds for 80% of Cost	\$ 2,000,000
Purchase 3 Electric Shuttle Buses - Approved at 1/25/21 Board Meeting - Grant Funds of \$875,000	\$ 2,950,000
Misc. Projects (less than \$50,000 each)	\$ 250,000
Total	\$ 6,006,921

Contingent upon obtaining additional funding in 2021 through State and/or Federal Grants and transfers to the Replacement Fund or the issuance of additional bonds or notes

New Maintenance Shop Building - Falmouth Maintenance Facility site	\$ 4,500,000
Total	\$ 4,500,000

CAPITAL IMPROVEMENT PLAN 2021 - 2031

PROJECT TITLE	Proposed											TOTAL
	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	
Shuttle Bus Replacements - Woods Hole & Hyannis	\$ -	\$ 1,200,000	\$ 1,260,000	\$ 1,323,000	\$ 1,389,150	\$ 1,458,608	\$ 1,531,538	\$ 1,608,115	\$ 1,688,521	\$ 1,772,947	\$ 1,861,594	\$ 15,093,471
Motor Vehicle Replacements		75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	750,000
Information Technologies Equipment		500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	5,000,000
Proposed Projects												-
Shuttle Replacement - Golf Cart	10,095											10,095
Purchase of welding equipment for Fairhaven Maintenance Facility	12,412											12,412
Janan Handheld NFC Scanners - Grant Funds for 80% of Cost	50,000											50,000
Purchase 4 Heavy Duty 4 Post Lift	56,414											56,414
PC/Laptop Replacements	75,000											75,000
Shuttle Van Replacement - Hyannis	98,000											98,000
Shuttle Van Replacement - Woods Hole	98,000											98,000
Purchase JCB 512-56 Telescopic Telehandler (Lull) for Fairhaven	157,000											157,000
Install Outdoor Digital Signage at all 5 Terminals	250,000											250,000
Development of New Website and/or Mobile application - Grant Funds for 80%	2,000,000											2,000,000
Purchase 3 Electric Shuttle Buses - Approved at 1/25/21 Board Meeting - Gr	2,950,000											2,950,000
Woods Hole Terminal Reconstruction												-
Phase 3 - Spring (2020)												-
Phase 4 - Fall (2020)												-
Construction Mgmt, Monitoring & Testing												-
Phase 4 - Spring (2021)												-
Construction Mgmt, Monitoring & Testing												-
Woods Hole Ticket Office & Freight Shed - Construction			10,000,000	17,000,000								27,000,000
Vessel Replacement - Design and Engineering		500,000					500,000					1,000,000
Vessel Replacement - Construction			43,000,000					63,000,000				106,000,000
Misc. Projects (\$50,000 or less)	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	2,750,000
Conditional Projects from Page 3	4,500,000	-										4,500,000
TOTAL	10,506,921	2,525,000	55,085,000	19,148,000	2,214,150	2,283,608	2,856,538	65,433,115	2,513,521	2,597,947	2,686,594	167,850,392
FUNDS TO BE PROVIDED (ESTIMATE):												
Amounts Available as of 01/31/2021	15,034,675											15,034,675
Issuance of Bonds / Notes	-		37,750,000					40,000,000				77,750,000
Est. Additional Transfers to the Replacement Fund	12,500,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	112,500,000
Est. Transfers to the Bond Redemption Account from Revenue	-											-
Needed to Complete Current Projects	(15,642,643)											(15,642,643)
Sale of Surplus Property	-											-
Federal and / or Commonwealth Grants	6,675,000	2,750,000	1,500,000	1,500,000	1,500,000	1,500,000						15,425,000
TOTAL FUNDS TO BE PROVIDED (ESTIMATE)	18,567,032	12,750,000	49,250,000	11,500,000	11,500,000	11,500,000	10,000,000	50,000,000	10,000,000	10,000,000	10,000,000	205,067,032
(Decrease) / Increase in Funds		10,225,000	(5,835,000)	(7,648,000)	9,285,850	9,216,393	7,143,462	(15,433,115)	7,486,479	7,402,053	7,313,406	
ESTIMATED NET FUNDS AVAILABLE	8,060,111	18,285,111	12,450,111	4,802,111	14,087,961	23,304,354	30,447,816	15,014,701	22,501,180	29,903,234	37,216,640	
AVAILABLE BOND AUTHORIZATION (Current)												
Current Authorization	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000
Outstanding Bonds / Notes -	80,900,000	73,155,000	65,910,000	95,980,000	84,419,750	72,254,625	59,465,750	45,862,000	73,725,625	57,425,500	45,703,875	80,900,000
Issuance of New Bonds / Notes	-	-	37,750,000	-	-	-	-	40,000,000	-	-	-	77,750,000
Retirement of Outstanding Bonds	(7,745,000)	(7,245,000)	(7,680,000)	(8,125,000)	(8,560,000)	(8,995,000)	(9,640,000)	(7,965,000)	(8,300,000)	(3,315,000)	(3,330,000)	(80,900,000)
Retirement of New Bonds	-	-	-	(3,435,250)	(3,605,125)	(3,793,875)	(3,963,750)	(4,171,375)	(8,000,125)	(8,406,625)	(8,814,250)	(44,190,375)
Outstanding Bonds / Notes - End of Year	73,155,000	65,910,000	95,980,000	84,419,750	72,254,625	59,465,750	45,862,000	73,725,625	57,425,500	45,703,875	33,559,625	33,559,625
REMAINING BOND AUTHORIZATION	26,845,000	34,090,000	4,020,000	15,580,250	27,745,375	40,534,250	54,138,000	26,274,375	42,574,500	54,296,125	66,440,375	66,440,375

The above schedule makes no prediction as to the possibility of receiving additional Federal or Commonwealth grants. The lack of any such grants may necessitate that several projects in capital improvement plan years 2021 thru 2031 to be deferred in order to stay within the Steamship Authority's current bond authorization limit of \$100,000,000.

2021 Capital Expenditure Project Requests

Project #	Project Priority	Project Title	Classification	Proposed Project Cost	Impact of Denial (Summary)
COMM-2021 - CAP-01	1	Development of New Website and/or Mobile application	Essential	\$ 2,000,000	Federal grant money has been approved to pay for 80% of Project.
COMM-2021 - CAP-02	2	Install Outdoor Digital Signage at all 5 Terminals	Desirable	250,000	We will continue our current method of having terminal workers relay status messages
				<u>\$ 2,250,000</u>	
E&M-2021 - CAP-01	1	Purchase JCB 512-56 Telescopic Telehandler (Lull) for Fairhaven	Necessary	\$ 157,000	Cost of using outside crane service.
E&M-2021 - CAP-02	2	Purchase of welding equipment for Fairhaven Maintenance Facility	Essential	12,412	Maintenance costs for existing vessels will increase.
E&M-2021 - CAP-03	3	Purchase 4 Heavy Duty 4 Post Lift	Essential	56,414	Cost for repairs that can be done in house because they do not have the right equipment
				<u>\$ 225,826</u>	
MIS-2021 - CAP-02	2	PC/Laptop Replacements		75,000	PC/Laptops are needed as units fail as well as for training and remote work.
				<u>\$ 75,000</u>	
SO-2021 - CAP-01	1	Purchase 3 Electric Shuttle Buses - Approved at 1.25.21 Board Meeting	Essential	\$ 2,950,000	Customer Service will suffer as more bus breakdown. Grants awarded for this project.
SO-2021 - CAP-02	2	Shuttle Van Replacements - Hyannis	Essential	98,000.00	Customer service will suffer; more bus breakdowns due to age & mileage.
SO-2021 - CAP-03	3	Shuttle Van Replacements - Woods Hole	Essential	98,000	Customer service will suffer; more bus breakdowns due to age & mileage.
SO-2021 - CAP-04	4	Shuttle Replacement - Golf Cart	Essential	10,095	Customer who need assistance up the dock will have to walk the long distance
SO-2021 - CAP-05	5	Janan Handheld NFC Scanners	Essential	50,000	E-tickets will be unable to be scanned with handheld devices.
				<u>\$ 3,206,095</u>	
		Miscellaneous Projects (less than \$50,000 each)		\$ 250,000	
				<u>\$ 250,000</u>	
				<u>\$ 6,006,921</u>	

**Woods Hole, Martha's Vineyard and Nantucket Steamship Authority
2021 Capital Expenditure Project Request
Operations Department**

Project Number: OPER2021 - CAP3
Project Priority: 3
Project Title: Golf Cart Replacement for Oak Bluffs
Year: 2021
Classification: Essential
Project Description: Purchase of 1 New Electric Golf Cart

Justification / ROI: There is a need to replace the worn out golf cart in Oak Bluffs that assists in helping passengers up and down the dock.

Impact of Denial: Customer service will suffer as customers who need assistance up the dock will have to walk the long distance due to the frequent breakdown of the current golf cart.

Project Cost Estimates:

	<i>Study</i>	<i>Design</i>	<i>Purchase</i>	<i>Construction</i>
<i>Dollars</i>			\$ 10,095	
<i>Time</i>				
<i>Total Project Cost:</i>		\$10,095		

Approvals:

Submitted By: Alison Fletcher Date: 12/17/2020

Approved By: _____ Date: _____

Woods Hole, Martha's Vineyard and Nantucket Steamship Authority
2021 Capital Expenditure Project Request
Engineering and Maintenance Department

Project Number:

Project Priority:

Project Title: Miller CST 280 4-Pack Rack Welding Set-up

Year: 2021

Classification: Necessary

Project Description: Purchase of welding equipment for the Fairhaven Vessel Maintenance Facility. Miller CST 280 4-Pack Rack, 220-230/460-575, TWECO.

Justification / ROI: Needed to replace old 6-pack rack of welding machines, four of which no longer function and are not repairable due to age and condition. This equipment is necessary for performing welding jobs on multiple vessels while in repair status without running welding cables across the pier, creating a safety hazard.

Impact of Denial: loss of production

unsafe conditions

Project Cost Estimates:

	<i>Study</i>	<i>Design</i>	<i>Other</i>	<i>Construction</i>
<i>Dollars</i>		\$	\$	\$
<i>Time</i>				

Total Project Cost: \$ 12,412

Approvals:

Submitted By: _____ Peter Tsarides _____ **Date:** December 18, 2020 _____

Approved By: _____ Mark Amundsen _____ Date: December 18, 2020

**Woods Hole, Martha's Vineyard and Nantucket Steamship Authority
2021 Capital Expenditure Project Request
Operations Department**

Project Number: OPER2021 - CAP5

Project Priority: 1

Project Title: Janan Handheld NFC Scanners

Year: 2021

Classification: Essential

Project Description: Purchase 19 Janan handheld NFC/Barcode Readers

Justification / ROI:

To help with faster more efficient loading of the Authorities vessels. By allowing the employees to meet the customer and make it a more customer friendly environment.

Impact of Denial:

Continue with slow boarding of the vessels, and less customer friendly boarding.

Project Cost Estimates:

	<i>Study</i>	<i>Design</i>	<i>Purchase</i>	<i>Construction</i>
<i>Dollars</i>		\$	\$50,000	\$
<i>Time</i>				

Total Project Cost: \$50,000

Approvals:

Submitted By: Alison Fletcher Date: 12/21/2020

Approved By: _____ Date: _____

**Woods Hole, Martha's Vineyard and Nantucket Steamship Authority
2021 Capital Expenditure Project Request
Operations Department**

Project Number: OPER2021 - CAP4
Project Priority: 1
Project Title: Rotary Heavy Duty 4 Post Lift, and Equipment
Year: 2021
Classification: Essential
Project Description: Rotary Heavy Duty 4 Post Lift, and Installation

Justification / ROI: This will help aid in the upkeep and service of our shuttle bus fleet. This is especially helpful with our 4 new buses.

Impact of Denial: Cost the Authority more money for repairs that can be done in house because they do not have the right equipment.

Project Cost Estimates:

	<i>Study</i>	<i>Design</i>	<i>Purchase</i>	<i>Construction</i>
<i>Dollars</i>			\$56,414.00	
<i>Time</i>				
<i>Total Project Cost:</i>		\$56,414.00		

Approvals:

Submitted By: Alison Fletcher Date: 12/18/2021

Approved By: _____ Date: _____

Woods Hole, Martha's Vineyard and Nantucket Steamship Authority
2021 Capital Expenditure Project Request
MIS Department

Project Number: MIS2021-02
Project Priority: 1
Project Title: PC Replacements
Year: 2021
Classification:
Project Description: PC/Laptop purchases for 2021.

Justification / ROI: This project will be used to replace the twenty training laptops which were issued to remote workers during 2020 and to allow for replacement of computers during 2021.

Impact of Denial: Purchases will be done as needed.

Project Cost Estimates:

	<i>Study</i>	<i>Design</i>	<i>Other</i>	<i>Construction</i>
<i>Dollars</i>		\$	\$75,000	\$
<i>Time</i>				

Total Project Cost: \$75,000

Approvals:

Submitted By: _____ Date: _____

Approved By: _____ Date: _____

Woods Hole, Martha's Vineyard and Nantucket Steamship Authority
2021 Capital Expenditure Project Request
Operations Department

Project Number: OPER2021 - CAP1
Project Priority: 1
Project Title: Shuttle Bus Replacement (1) - Hyannis
Year: 2021
Classification: Essential
Project Description: Purchase of 1 New Electric Shuttle Bus

Justification / ROI: This will continue the current replacement plan of the shuttle vans. The Steamship Authority currently owns 3 shuttle vans (4 were CNG and no longer relevant knocking the fleet down from 7 to 3). The purchase of these busses will allow for one of the current older vans to be retired.

Impact of Denial: Customer service will suffer as more buses breakdown due to their age and mileage.

Project Cost Estimates:

	<i>Study</i>	<i>Design</i>	<i>Purchase</i>	<i>Construction</i>
<i>Dollars</i>			\$ 98,000.00	
<i>Time</i>				
<i>Total Project Cost:</i>		\$98,000.00		

Approvals:

Submitted By: Alison Fletcher Date: 12/18/2021

Approved By: _____ Date: _____

**Woods Hole, Martha's Vineyard and Nantucket Steamship Authority
2021 Capital Expenditure Project Request
Operations Department**

Project Number: OPER2021 - CAP2
Project Priority: 1
Project Title: Shuttle Bus Replacement (1) - Woods Hole
Year: 2021
Classification: Essential
Project Description: Purchase of 1 New Shuttle Bus

Justification / ROI: This will continue the current replacement plan of the shuttle vans. The Steamship Authority currently owns 3 shuttle vans (4 were CNG and no longer relevant knocking the fleet down from 7 to 3). The purchase of these busses will allow for one of the current older vans to be retired.

Impact of Denial: Customer service will suffer as more buses breakdown due to their age and mileage.

Project Cost Estimates:

	<i>Study</i>	<i>Design</i>	<i>Purchase</i>	<i>Construction</i>
<i>Dollars</i>			\$ 98,000.00	
<i>Time</i>				
<i>Total Project Cost:</i>		\$98,000.00		

Approvals:

Submitted By: Alison Fletcher Date: 12/18/2020

Approved By: _____ Date: _____

**Woods Hole, Martha's Vineyard and Nantucket Steamship Authority
2021 Capital Expenditure Project Request
Engineering and Maintenance Department**

Project Number:

Project Priority:

Project Title: JCB 512-56 (Telescopic Telehandler, "Lull")

Year: 2021

Classification: Necessary

Project Description: Purchase of JCB 512-56 for Fairhaven Maintenance Facility.

Justification / ROI: This equipment is necessary for the safe movement of tools and equipment on and off the vessels. This equipment would also significantly reduce our reliance on an outside crane service for both routine and out of the ordinary maintenance and repair evolutions. Routine annual maintenance for life rafts alone is approximately \$2000 to \$3000 per vessel. Using an outside crane service also causes scheduling difficulties. The Authority is currently renting a lull to move tools and equipment at the Fairhaven maintenance facility.

Impact of Denial: Continued cost and inconvenience of using renting a lull and outside using an outside crane service.

Project Cost Estimates:

	<i>Study</i>	<i>Design</i>	<i>Other</i>	<i>Construction</i>
<i>Dollars</i>		\$	\$	\$
<i>Time</i>				

Total Project Cost: \$ 157,000.00

Approvals:

Submitted By: Peter Tsarides **Date:** December 18, 2020

Approved By: Mark Amundsen Date: December 18, 2020

Woods Hole, Martha's Vineyard and Nantucket Steamship Authority
2021 Capital Expenditure Project Request
COMMUNICATIONS AND MARKETING Department

Project Number:

Project Priority: **DESIRABLE**

Project Title: **TERMINAL INFORMATION DISPLAYS**

Year: **2021**

Classification: **NEW EQUIPMENT**

Project Description:

Install digital information displays at each of the five (5) terminal locations. Units will be located both outside and inside.

Justification / ROI:

Communication with customers at our terminals has consistently been identified as a weakness in our operation. These devices will allow for unified messaging to be delivered to customers at each location to inform them of valuable operational updates in real time.

Impact of Denial:

We continue our current method of having terminal workers relay messages verbally, which can result in mixed messaging, incorrect information being relayed and adding a time-consuming task to their duties.

Project Cost Estimates:

	<i>Study</i>	<i>Design</i>	<i>Other</i>	<i>Construction</i>
<i>Dollars</i>		\$	\$	\$
<i>Time</i>				

Total Project Cost: **APPROXIMATELY \$250,000**

Approvals:

Submitted By:



Sean F. Driscoll

Date: December 18, 2020

Approved By: _____

Date: _____

Woods Hole, Martha's Vineyard and Nantucket Steamship Authority
2021 Capital Expenditure Project Request
Communications and Marketing Department

Project Number:

Project Priority: **ESSENTIAL**

Project Title: **NEW STEAMSHIP AUTHORITY WEBSITE**

Year: **2021**

Classification:

Project Description:

Development of a new website and/or mobile application for Steamship Authority

Justification / ROI:

Current website is more than seven (7) years old and does not meet modern design and usability standards. A new website will allow better engagement with our customers and an easier interface to promote our service.

Impact of Denial:

Continued frustration on part of the customer at inability to easily find crucial information.

Project Cost Estimates:

	<i>Study</i>	<i>Design</i>	<i>Other</i>	<i>Construction</i>
<i>Dollars</i>		\$	\$	\$
<i>Time</i>				

*Total Project Cost: **\$2,000,000***

Approvals:

Submitted By:



Sean F. Driscoll

Date: December 18, 2020

Approved By: _____

Date: _____

**Woods Hole, Martha's Vineyard and Nantucket Steamship Authority
2021 Capital Expenditure Project Request
Operations Department**

Project Number: OPER2021 - CAP6
Project Priority: 1
Project Title: Shuttle Bus Replacement (3) - Woods Hole
Year: 2021
Classification: Essential
Project Description: Purchase of 3 New Electric Shuttle Bus

Justification / ROI: This will continue the current replacement plan of the shuttle buses. The Steamship Authority currently owns 24 large shuttle buses (21 passenger and 3 bike buses). The new buses will be equipped with air conditioning and will be electric. The purchase of these busses will allow for one of the current older buses to be retired and another bus to be converted to a bike bus. It should be noted that the price below is for all three buses.

Impact of Denial: Customer service will suffer as more buses breakdown due to their age and mileage.

Project Cost Estimates:

	<i>Study</i>	<i>Design</i>	<i>Purchase</i>	<i>Construction</i>
<i>Dollars</i>			\$ 2,950,000	
<i>Time</i>				
<i>Total Project Cost:</i>		\$2,950,000		

Approvals:

Submitted By: Alison Fletcher Date: 12/21/2020

Approved By: _____ Date: _____



Woods Hole, Martha's Vineyard and Nantucket Steamship Authority

February 1, 2021

To: Authority Members
Port Council Members

From: Treasurer/Comptroller

Re: Embarkation Fees

Attached please find a summary of embarkation fees remitted by the Steamship Authority to the Commonwealth of Massachusetts Department of Revenue for 2020, totaling \$730,022.00. Since the port towns accepted the provisions of Chapter 46 of the Acts of 2003, as amended by Chapter 55 of the Acts of 2003, the Steamship Authority has remitted over \$15,823,331.50 in embarkation fees to the Massachusetts Department of Revenue. The embarkation fees recorded on this report are for Steamship Authority passenger traffic only. The private carriers are responsible for reporting directly to the Department of Revenue on a quarterly basis.

During 2020, the Steamship Authority reported a 31.6% decrease in the total amount of fees collected overall versus the prior year. The Martha's Vineyard route saw a decrease in the amount of fees collected of 30.8% while the Nantucket route saw a decrease of 34.5%. The decrease in fees is a direct result of the decrease in passenger ridership due to the effects of Covid-19. Overall passenger traffic in 2020 was down 31.2% compared to the prior year. The Martha's Vineyard route was down 30.4% and the Nantucket route was down 34.4%.

Please feel free to contact me should you require any additional information in this regard.

Mark K. Rozum
Treasurer/Comptroller

2020 EMBARKATION FEES

JANUARY - DECEMBER

	Town					
	Barnstable	Falmouth	Nantucket	Oak Bluffs	Tisbury	Total
Total Passenger Trips	190,404	849,151	189,064	109,873	728,809	2,067,301
Exempt Commuter & Excursion Trips	24,827	277,201	26,804	11,377	267,047	607,256
Exempt Student Trips	1	0	0	0	0	1
Total Exempt Trips	24,828	277,201	26,804	11,377	267,047	607,257
Trips subject to Fee	165,576	571,950	162,260	98,496	461,762	1,460,044
Fee	0.50	0.50	0.50	0.50	0.50	0.50
Fees Payable to Town	<u>\$ 82,788.00</u>	<u>\$ 285,975.00</u>	<u>\$ 81,130.00</u>	<u>\$ 49,248.00</u>	<u>\$ 230,881.00</u>	<u>\$ 730,022.00</u>

note: Barnstable fees are distributed 75% to Town of Barnstable, 25% to Town of Yarmouth

**EMBARKATION FEES SUMMARY
2004 - 2020**

	Town					
	Barnstable	Falmouth	Nantucket	Oak Bluffs	Tisbury	Total
2004	\$ 105,341.50	\$ 356,929.50	\$ 103,333.00	\$ 83,248.50	\$ 267,702.00	\$ 916,554.50
2005	107,916.50	351,298.00	104,344.50	80,251.50	265,429.50	909,240.00
2006	107,054.50	349,838.00	104,278.50	102,566.50	242,282.50	906,020.00
2007	110,553.50	351,810.50	108,794.50	106,096.50	239,637.50	916,892.50
2008	99,299.00	346,057.50	99,652.50	99,548.00	242,022.50	886,579.50
2009	97,670.50	347,333.00	97,326.00	99,186.50	243,279.50	884,795.50
2010	99,032.50	354,749.00	99,231.50	105,456.50	244,229.00	902,698.50
2011	98,219.00	345,798.00	98,269.50	101,089.50	239,808.50	883,184.50
2012	106,132.50	355,636.00	106,025.00	107,910.00	242,297.50	918,001.00
2013	110,499.00	354,016.00	110,171.50	104,762.00	243,734.00	923,182.50
2014	114,042.00	355,003.00	113,912.50	104,411.00	246,010.50	933,379.00
2015	122,593.50	373,023.50	122,752.00	112,352.00	255,364.50	986,085.50
2016	121,731.00	387,506.50	122,167.50	124,354.50	259,936.50	1,015,696.00
2017	108,543.00	389,542.50	107,075.50	131,818.00	254,616.50	991,595.50
2018	127,951.00	397,712.50	130,421.00	141,880.00	253,461.50	1,051,426.00
2019	125,659.50	410,717.00	124,448.50	145,361.00	261,793.00	1,067,979.00
2020	82,788.00	285,975.00	81,130.00	49,248.00	230,881.00	730,022.00
Total Fees Payable to Towns	<u>\$ 1,845,026.50</u>	<u>\$ 6,112,945.50</u>	<u>\$ 1,833,333.50</u>	<u>\$ 1,799,540.00</u>	<u>\$ 4,232,486.00</u>	<u>\$ 15,823,331.50</u>

note: Barnstable fees are distributed 75% to Town of Barnstable, 25% to Town of Yarmouth

Woods Hole, Martha's Vineyard and Nantucket Steamship Authority

High-Speed Coupon Books Outstanding as of 12/31/2020

COUPONS REMAINING	# OF BOOKS	# OF COUPONS	\$ VALUE
1	3,169	3,169	\$ 76,990.40
2	2,386	4,772	115,877.20
3	1,001	3,003	71,714.40
4	1,196	4,784	114,540.40
5	731	3,655	85,860.00
6	891	5,346	125,477.40
7	613	4,291	99,598.10
8	722	5,776	134,881.60
9	500	4,500	104,717.70
10	3,337	33,370	684,914.00
TOTAL	14,546	72,666	\$ 1,614,571.20