

NVRC FAST FERRY PASSENGER SERVICE

Date: March 3, 2022

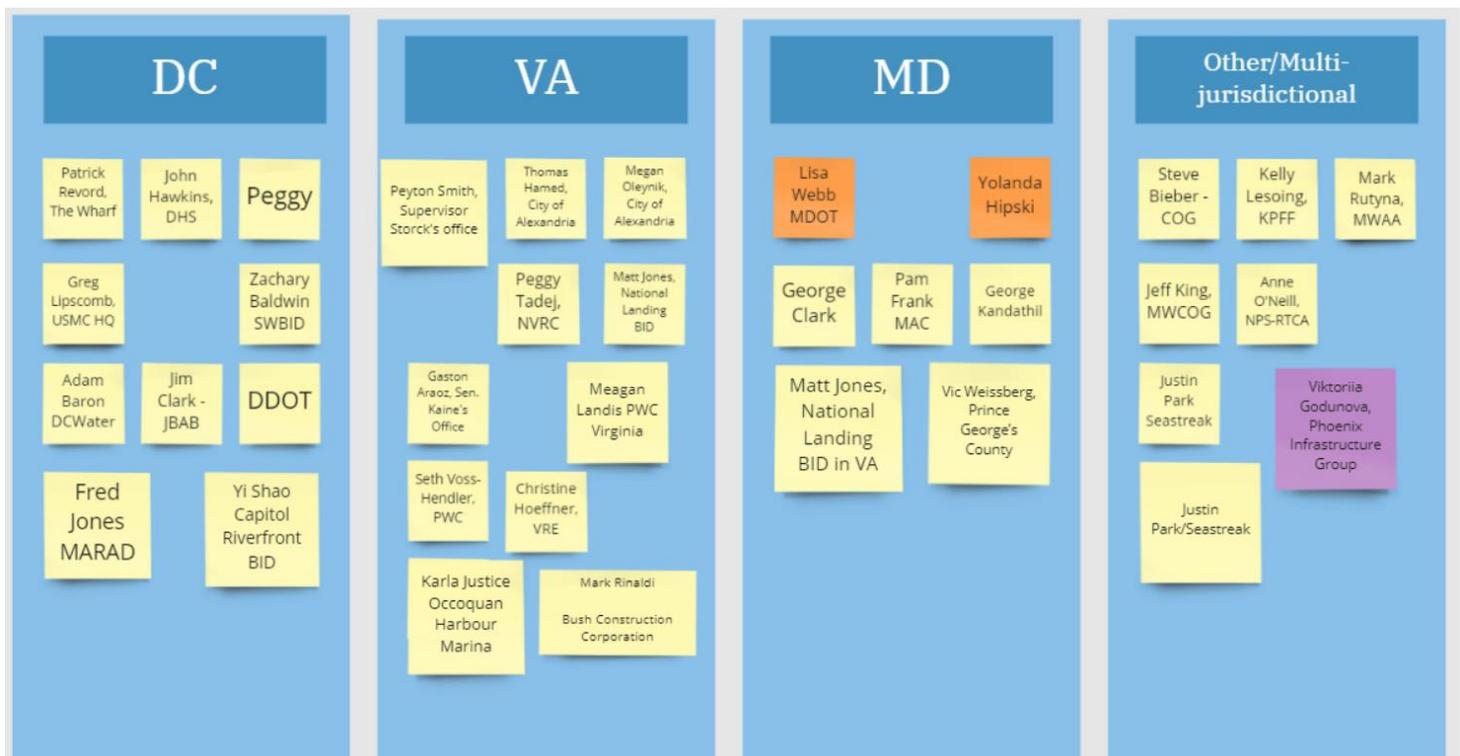
Subject: Stakeholder Meeting #1

AGENDA

- Icebreaker & Introduction
- Quick highlight of previously completed studies – all available on project website (<http://potomaccommuterfastferry.com/>)
- Governance Model Criteria & sample governance models
- Route Selection Criteria & potential routes
- Financial Analysis Approach

MEETING FORMAT

The group kicked off with an icebreaker and introduction to the Miro board where they entered their names and organization names onto the board.



The consultant team requested feedback on the miro board functions and if it was useful/worthwhile to continue to use in subsequent meetings.

Upcoming meetings will be a combination of in-person and hybrid. We will wait to see how the virus behaves, and the group will make a determination on a meeting-by-meeting basis. And the

group will always provide a virtual option for businesses that do not want employees back in person.

SCOPE OF WORK

Scope of work focuses on three work streams (Operating plan --> identify up to 3 workable routes that would be implemented in a particular order; Financial model --> critical to determine the feasibility and costs ; Governance model ---> single most important element because this will be the authority)

Operating plan – we are currently scoped to analyze 3 routes; it may be possible to do more than 3 routes, as the team is working out potential additional funds from DC.

Governance plan: NVRC wouldn't be the organization to run the ferry effort. When the group gets started on permitting activities, making decisions, releasing RFPs, etc., the idea would be to have a different organization leading that charge.

PREVIOUSLY COMPLETED STUDIES

Over 20 years worth of studies have looked at providing passenger services on the Potomac.

2009 study: a vessel was brought down from NYC was brought down to the Potomac to simulate ferry runs, and results were documented in the report. Study recommended a market study now that they determined running times was feasible.

2015: the six corridors identified were identified as such bc they would eventually not require subsidies and could be run by demand.

- Old town Alexandria, National Airport, and Woodbridge were the three non-DC sites

2019: study looked at what exists at the terminal sites against what is needed prior to startup of a ferry service.

- All the origin sites were in Prince William County with destination sites from National Harbor to as far north as Georgetown (Washington Harbour); The study was specifically limited in scope to looking at Woodbridge/NE Prince William County into Washington, DC.
- This study found a significant market. Two with most promise are immediately adjacent (JBAB and Dept of Homeland Security)
- Looked at the terminals to determine whether or not terminals were ready to start up commuter ferry service.
- 6000 trips a day coming out of Woodbridge area are going into DC, and primarily to DHS and JBAB. Making it a very attractive ferry service market, also due to the vicinity of the trips to the water

ADDITIONAL INFORMATION AVAILABLE

Previous plans will all be summarized in a memo as part of the project, and the reports mentioned are all available on the project website: <http://potomaccommuterfastferry.com/>

The project also has a facebook website: <https://www.facebook.com/DMVCommuterFastFerry>

GOVERNANCE MODEL

We aren't identifying an agency to take on the ferry implementation – we're identifying best structures that could take on the ferry operations; we're looking for structural characteristics.

It's likely that the agency needs to be a special purpose agency – an agency that is put together specifically to operate a transit service (as compared to a general purpose agency such as Prince William County).

Top line – organizations that are local that we are looking at; bottom lines include organizations across the country.

This list could grow during this meeting. Ultimately, we will get down to three structures (not the emphasis on agency, just the structure).

County governance structure are all fairly similar, so that's why we aren't going to review a number of county general purpose governments

GOVERNANCE CRITERIA

- Governance Structure
- Jurisdictional Reach
- Board of Directors
- Transit Funding

Governance Models

another good example connected with public lands, too & commuting

interesting to look at for commuting & public land connections, too

nice example for commuters and connections with public lands for visitors

Add other ideas for potential governance models or governance model characteristics in the sticky notes

Other Models or Criteria?

Port Authority

Local jurisdictions need representation

MWCOG

MDTA

Blue Plains Intermunicipal Agreement of 2012

The Wharf runs the Jittyney b/w The Wharf & the National Mall & Memorial Parks (it is free)

Consider a model that emphasizes private sector control once multi-state and multi-jurisdictional issues are addressed

What Tim Just Said :)

Criteria - factor of participation (i.e. frequency of meetings)

How to include smaller jurisdictions and federal agencies

OPERATING PLAN

Scope is currently limited to looking at the top three corridors.

High projected ridership:

- Greg Jones mentioned that the IRS just increased the transit benefit. Wanted to know if ferries would qualify for transit benefit dollars, since there is no language that mentions ferries. Noel add that the language is there for the ferry to qualify for transit funds.
- Christine Hoeffner asked: When projecting ridership, the projections should distinguish between riders that are diverted from other transit modes vs. riders that are diverted from single occupancy vehicles. If you are just shifting people around from one transit mode to another, I question the overall benefit. Tim clarified that the goal of the ferry business vase project isn't to take riders off VRE – they are trying to create opportunities for people already not using some form of mass transit by providing an alternative to driving. Major market focus is people driving.
- The team will be accounting for COVID-related changes in travel patterns and travel demand in your analysis to the extent that we can. Difficulty is that we're only beginning to understand covid's long term effects on travel.
- Stakeholder pointed out that they've in the past received feedback that the cost of ferry is cost prohibitive when you take that and divide by 22 working days in a month – more cost prohibitive for typical federal worker than riding VRE. BUT, if the shift in travel due to covid and WFH makes it be travel only 2 days a work – less frequent commuting may encourage more people to use the ferry bc transit dollars will go farther.

Ferries have the potential to contribute to the readiness of military installations that front the Potomac River. NVRC has a study going on that the study team is closely coordinating with, as is MWCOG. – studies that look at military installation readiness and sustainability.

Cost effective

Routes with common terminals allow the ability to share resources among routes vs. routes that have different terminals and geographic coverage.

Feasible to operate

The purpose of this criteria is that the study team needs to ensure a competitive time for the ferry to be appealing to draw people off of SOVs

Weather: ice and flood debris can interrupt navigation.

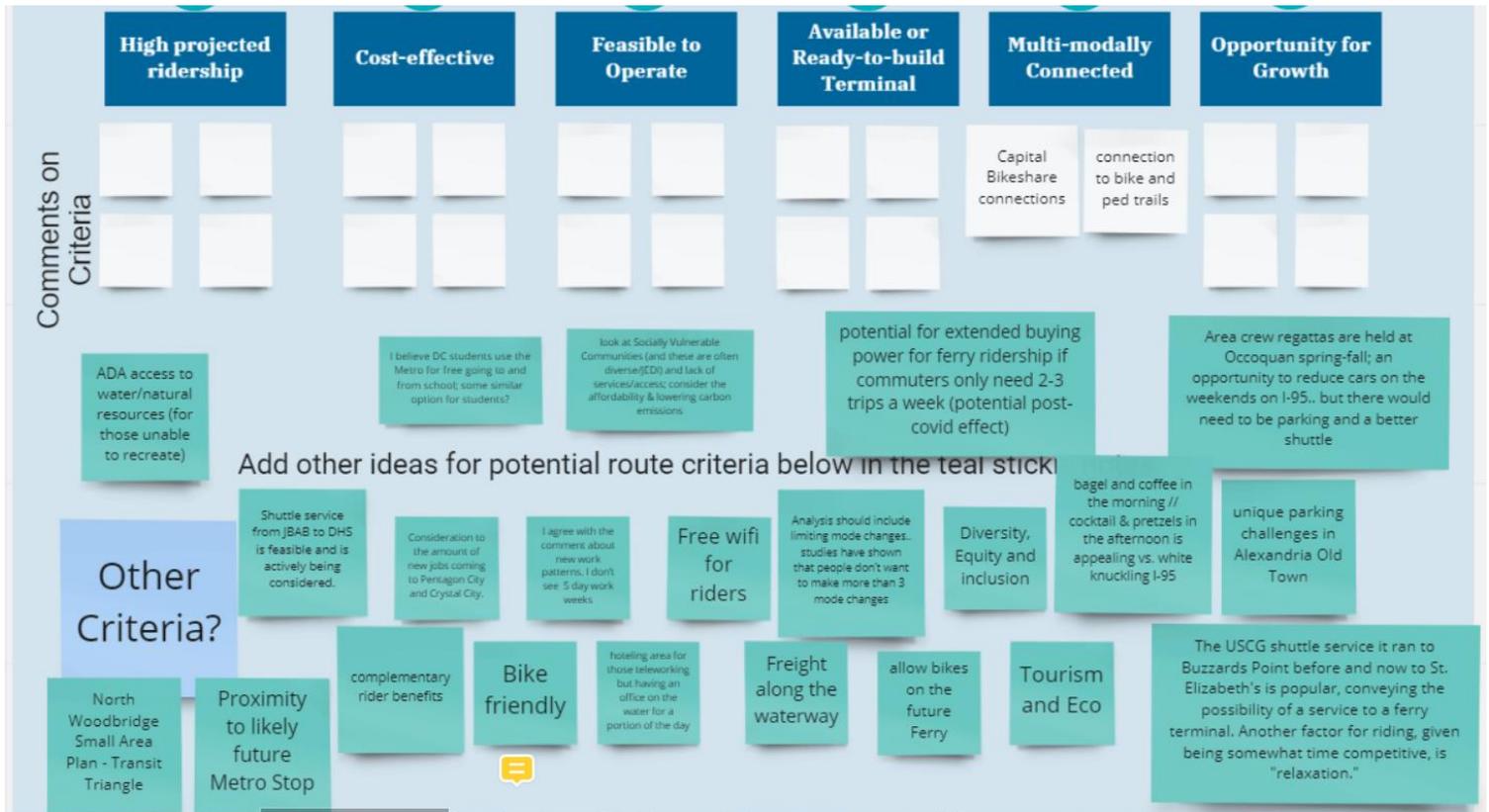
City of Alexandria has parking limitations, and it is important to consider this when considering terminal feasibility (Thomas Hamed added that as the Alexandria representative on this call, he was thankful for acknowledging the unique parking challenges

- Stakeholder mentioned that the analysis should include limiting mode changes.. studies have shown that people don't want to make more than 3 mode changes

Stakeholder asked if commuter ferry operations would have to report to NTD? Time responded that it will depend on how the service ends up being funded – as long as an organization is offered as public transportation, it still just has optional reporting requirements. But if a ferry is using an allocation for federal transit funding, then it would have to be reported to NTD.

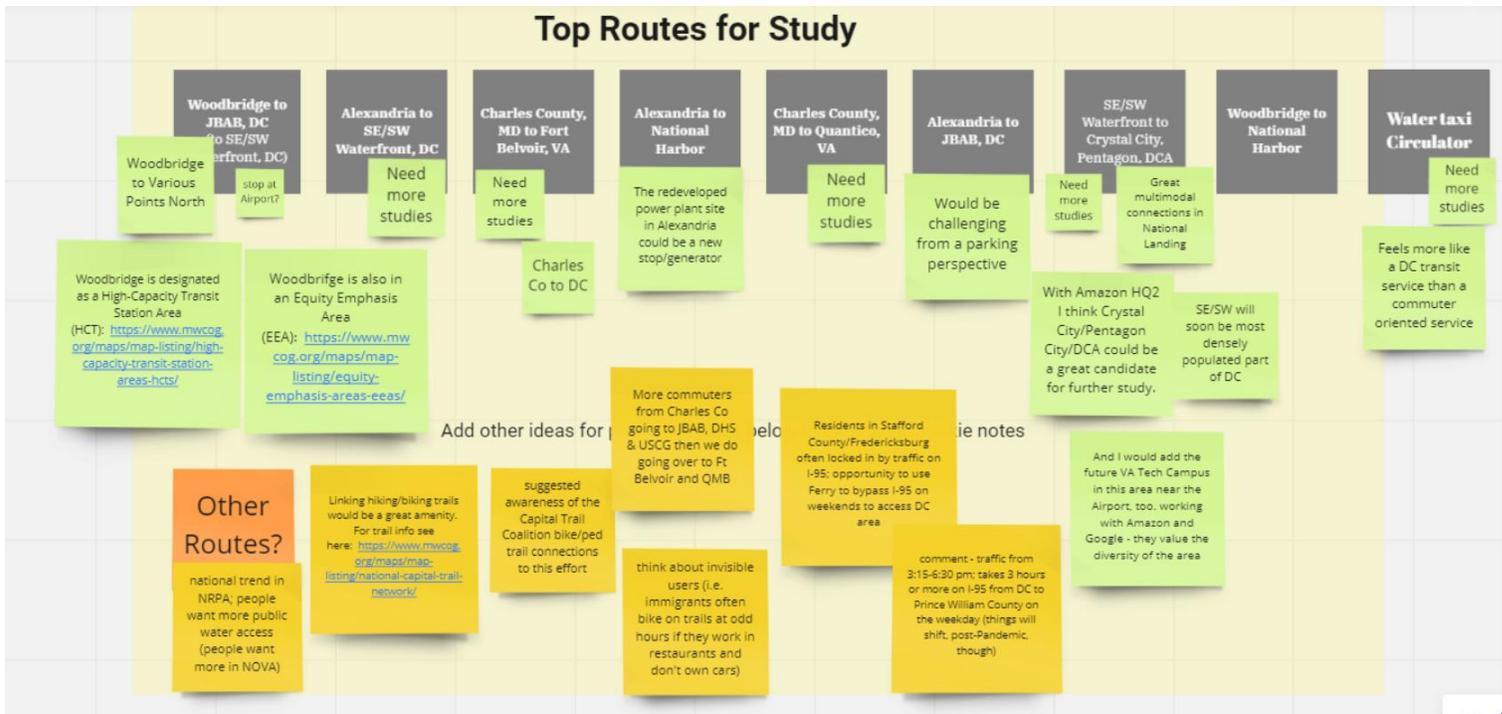
- PWC representatives added that WMATA is considering extending transit down to Northern Woodbridge – and it would be a great opportunity to put ferry service there

well. Tim added that the study team will look at the horizon of that particular WMATA extension line, as the planning horizon for the ferry business case was 20 years



Route Candidates

Something that the study team looked at in the past but wasn't able to analyze thoroughly was a potential waterborne circulator. At that time there were severe data limitations, but the onset of position-based data allows us to evaluate the potential of these types of services now. A circulator could prove worthwhile, since there are some locations not very modally connected like Georgetown or the Kennedy Center



FINANCIAL PLAN

Next step in developing the business case is determining the financial opportunity.

All the cost dynamics are going to be pulled together into a three step approach.

One thought that people have discussed is a private investor that could support the ferry.

Question there is: what responsibilities, costs, and operational responsibilities would be taken on by a private operator? What responsibilities will be taken by each party and what is the risk related to that.

This is a cash flow driven opportunity and will dictate the term of the contract and the discount rate/cost of capital

- Mark Rinaldi asked: What is the intent of indicative as used in this analysis? Team responded that indicative refers to the fact that the team will come up with a relative guidepost based on what the data is saying. The financial model allows the team to vary and can manage the sensitivity – can dial up the risk for the public sector vs. the private sector. There are already indicators within the DC area that helps the team understand the sensitivity balance already.
- Helpful explanation. Sensitivity analysis will further help. Ultimately, there is always a leap of faith when making financial investments.
- Noe Comeaux mentioned: keep in mind “freight” can also mean last mile via bicycle or e-bike or another sustainable mode, like UPS uses in the SE and NW US

Case Studies: another last point to make is that other projects that have embarked on this type of financial analysis for public-private partnerships. USDOT has provided guidelines and best practices for how to embark on these types of engagements

By the time of this study's completion, we will have a good indication of the types of financial mechanisms available to move this project ahead.

Meeting Attendees

CONSULTANT TEAM

Tim Payne, Principal and Project Manager;
Nelson\Nygaard
Emily Oaksford, Nelson\Nygaard
Jeremy Ebie, Phoenix Infrastructure Group
Viktoria Godunova, Phoenix Infrastructure Group
Cassandra Durkin, KPFF
Kelly Lessoing, KPFF
Noel Comeaux, Healthy Communities
Peggy Tadej, NVRC

PARTICIPANTS

Landis, Meagan, PWC
Justin Park, Seastreak
Darryl Griffin, Quantico
Rutyna, Mark, MWAA
Thomas Hamed, Alexandria
Hawkins, John, DHS
Cassandra Durkin, KPFF
Pam Frank,
Ryan Hicks, Town of Indian Head
Jeffry P. Barnett, Charles County Transit
gray maxwell,
Merlin Clark, JBAB
Steven Bieber, MWCOG
Gibson, Chris
Tickle, Vrushali (DDOT)
George Clark, TCMMD
Adam Baron
Mark Rinaldi, Bush Co.
Yi Shao
Hendler-Voss, Seth A.; PWC
Scott, Mark (HSEMA)
Jones, Fred (MARAD)
Lucas Pizzutti
Tim Blair
Gaston Araoz (Kaine)
Patrick Revord
Judy Hill
Megan Oleynik
Weisbroth, Nina
Gessel, Benjamin (DDOT)
Zachary Baldwin

Hastings, Thomas M CIV USN NAVFAC
WASHINGTON DC (USA) (Guest)
Sue Davis
Yolanda H
Bob Schneider
Lisa Webb
Yon Lambert
Erica Schmidt
O'Neill, Anne
Chris Borgal, National Harbor
Karla , Occoquan Harbour Marina
Duman, Leila
Erica Schmidt (USACE-Baltimore District)
George Kandathil
Smith, Peyton
Neil Trenk
Dick Krause, Occoquan Harbour Marina
Greg Lipscomb, HQ USMC
Christine Hoeffner, VRE
Ganvir, Ravindra (DDOT)
Jeffrey King, MWCOG
Kluczynski, Joseph
Epanty, Efon M.
Weissberg, Victor, Prince George's County
Michael Comerford, LCDR, USCG, Sector
Maryland-NCR
Phan, Anh (Warner)
Matthew Jones, National Landing BID in VA
Ernest Jolly
Dusti F. Lowndes
Ellis, William R:(PEPCO)
Willem Polak, Marine Consultant
Mcnamara, William R
Jen Wise
Amanda Rutherford (MARAD)
Peter Ebright
Gaskin, Matthew (DDOT)
Lucas Pizzutti (Guest)



Chat record

Noel Comeaux (External)1:07 PM - Tim, I just joined.

Emily Oaksford (External)1:11 PM - <https://miro.com/app/board/uXjVOMw9Kns=/>

Greg Lipscomb, HQ USMC (Guest)1:13 PM - If using a Government computer, the network security settings MAY block access to MIRO...

Greg Lipscomb, HQ USMC (Guest)1:22 PM Please post again the MIRO weblink.

Emily Oaksford.Link <https://miro.com/app/board/uXjVOMw9Kns>

Greg Lipscomb, HQ USMC (Guest)1:22 PM - THX!

Peggy Tadej1:23 PM - <https://miro.com/app/board/uXjVOMw9Kns=?moveToWidget=3458764520034261327&cot=10>

Peggy Tadej1:24 PM

Link to the www.potomaccommuterfastferry.com

Recording has started

1:25 PM Recording has started

Peggy Tadej1:27 PM - Pls join and like our Facebook Page: <https://www.facebook.com/DMVCommuterFastFerry>

Peggy Tadej1:29 PM - Linked IN

[https://www.linkedin.com/search/results/all/?keywords=potomac%20commuter%20fast%20ferry&origin=RICH_QUERY_T](https://www.linkedin.com/search/results/all/?keywords=potomac%20commuter%20fast%20ferry&origin=RICH_QUERY_TYPEAHEAD_HISTORY&position=0&sea)
[YPEAHEAD_HISTORY&position=0&sea](https://www.linkedin.com/search/results/all/?keywords=potomac%20commuter%20fast%20ferry&origin=RICH_QUERY_TYPEAHEAD_HISTORY&position=0&sea)

Christine Hoeffner (External)1:50 PM - I have to drop off the call in a few minutes. When projecting ridership, the projections should distinguish between riders that are diverted from other transit modes vs. riders that are diverted from single occupancy vehicles. If you are just shifting people around from one transit mode to another, I question the overall benefit.

Christine Hoeffner (External)1:51 PM - Will you be accounting for COVID-related changes in travel patterns and travel demand in your analysis?

Noel Comeaux (External)1:54 PM- Willem, be sure to mute your PC.

Thomas Hamed2:07 PM - As the Alexandria representative on this call, thank you Tim for acknowledging our unique parking challenges

[2:15 PM] Noel Comeaux - The USCG shuttle service it ran to Buzzards Point before and now to St. Elizabeth's is popular, conveying the possibility of a service to a ferry terminal. Another factor for riding, given being somewhat time competitive, is "relaxation."

[2:17 PM] Mark Rinaldi - Good point! How many would ride a ferry for the same or even slightly longer ridetime versus driving white-knuckled on I-95. A bagel and coffee in the morning and a cocktail and pretzels in the afternoon...

Hawkins, John1:18 PM - can you add John Hawkins

Landis, Meagan (External)1:18 PM - Meagan Landis PWC Virginia

Emily Oaksford (External)1:21 PM - thanks all - I've just added your names.

Tim Payne (External)2:12 PM

@thomas Hamed - You are welcome, it is a very important consideration and people do need to be aware that conditions in one community do not automatically translate to another community.

Hawkins, John2:13 PM - Shuttle service from JBAB to DHS is feasible and is actively being considered.

Tim Payne (External)2:14 PM - @john Hawkins - Yes, and is a great reason why it makes such a good example 😊.

Emily Oaksford (External)2:14 PM -

<https://miro.com/app/board/uXjVOMw9Kns=?moveToWidget=3458764519793729436&cot=10>

Noel Comeaux (External)2:15 PM - The USCG shuttle service it ran to Buzzards Point before and now to St. Elizabeth's is popular, conveying the possibility of a service to a ferry terminal. Another factor for riding, given being somewhat time competitive, is "relaxation."

Stakeholder Meeting #1 Notes
NVRC Passenger Ferry Business Case

Mark Rinaldi (External) 2:17 PM - Good point! How many would ride a ferry for the same or even slightly longer ride time versus driving white-knuckled on I-95. A bagel and coffee in the morning and a cocktail and pretzels in the afternoon...

Matthew Jones 2:22 PM - Potomac Yard?

[2:28 PM] Matthew Jones - With Amazon HQ2 I think Crystal City/Pentagon City/DCA could be a great candidate for further study.

[2:31 PM] George Clark - We have more commuters from Charles Co going to JBAB, DHS & USCG then we do going over to Ft Belvoir and QMB

[2:33 PM] Emily Oaksford - national capital trail network (sharing the link from the miro board):

<https://www.mwcog.org/maps/map-listing/national-capital-trail-network>

Map Detail | Metropolitan Washington Council of Governments

[2:34 PM] Hawkins, John - Have to check out for another mtg

[2:42 PM] Mark Rinaldi - What is the intent of "indicative" as used in this analysis?

[2:49 PM] Mark Rinaldi - Helpful explanation. Sensitivity analysis will further help. Ultimately, there is always a leap of faith when making financial investments.

[2:43 PM] Noel Comeaux - And keep in mind "freight" can also mean last mile via bicycle or e-bike or another sustainable mode, like UPS uses in the SE and NW US.

2:53 PM] Mark Rinaldi - Have to hop off for another meeting, keep on keepin' on! Thank you.

[2:57 PM] Amanda Rutherford (MARAD) -

<https://www.transportation.gov/briefing-room/us-department-transportation-announces-105-billion-financing-capital-beltway-express>

[2:58 PM] Amanda Rutherford (MARAD) - it is a TIFIA loan

[2:59 PM] Steven Bieber - Thanks for a good meeting. I need to jump off for another one.

[3:00 PM] Lisa Webb - Thanks Tim and Company!

[3:00 PM] Godunova, Viktoriia - Thank you!

[3:00 PM] Landis, Meagan - Thank you Peggy, Tim and Team. Great meeting!

[3:01 PM] Noel Comeaux - Thank you!