



## NVRC FAST FERRY PASSENGER SERVICE

**Date:** September 22, 2022

**Subject:** Stakeholder Meeting #4 (virtual meeting)

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### AGENDA

- Introductions
- Financial Model
- Routes & Operating Plan
- Governance Recommendation
- Next Steps

## INTRODUCTION

### MEETING FORMAT

The meeting was held entirely virtual. The meeting was kicked off with introductions and updates on how the current and future meeting would be conducted.

## FINANCIAL MODEL

- All the inputs from the project have been added to the model. It's essentially a spreadsheet/excel that will help design and enable team to estimate total cost of project with a variety of assumptions. And in the same vein will allow people using the model to communicate with potential partners: with developers/operators/partners.
- Dynamics are variables that our team discussed internally and also with the group; can be adjusted pretty quickly based on continuing conversations. Includes number of vessels, vessel cost/passenger capacity.
- Depending on public or private financing, the model can also adjust the information. Especially if there are other types of loans used in order to adjust loan rates, etc.

## ROUTE PROFILES & MARKET SIZE

- Some limitations to our work. First, we did not have the ability to survey individuals into the market to understand if they qualify for the us government subsidy. Another thing we didn't do was assume additional transit support for the Poplar Point end to connect people to JBAB.

- Mark Rinaldi : Can you briefly explain the method by which you estimate demand and how you calculate the degree to which the higher fares so dramatically reduce the # of riders.
  - Tim explained the workings of the pivot point model which was used to calculate demand.
- Peggy : Was tourism taken into account?
  - Tim said Tourism was not taken into account
- Mark Rinaldi: Is it instructive to look at annual operating subsidy per estimated rider as a metric of relative viability/value?

## **GOVERNANCE MODEL**

- DC water started in 1940s as new initiative to handle sewage outflow. Over time, different cities joined with dc in municipal service agreements. The government is actually regionally operating and benefitting but no congressional pact. Some specifics involving congress due to DC's special designation, but all carried out through municipal service agreements: DC Water and other local governments, & local governments with other ones.
- Because of financial limitations and complexities, we believe that's the type that is needed

## **NEXT STEPS**

- There will be a final report and the financial model as final deliverables. The report can be a draft and then updated in the Phase 2 contracting of the project.

## **MEETING DETAILS**

### **Meeting Attendees**

Mark Rinaldi, Bush Corporation  
Willem Polak, Maritime Consultant  
Bob Schneider, PRTC/OMNIRide  
Thomas Hamed, City of Alexandria  
Gail Kenson Naval District Washington  
Richards, Sarah AECOM  
James D. Barker, SeaStreak High Speed Ferries  
Lisa Webb, P3 Manager at Maryland DOT  
Thomas Hastings, Community Planning and Liaison Officer, NSA South Potomac  
Yi Shao, Capitol Riverfront  
Jeron Hayes, NSF Dahlgren  
Adam Baron, DC Water  
Laura Haynes, PEPCO  
Peyton Smith  
Thomas Hamed, City of Alexandria

**Steering Committee Meeting #1 Notes**  
NVRC Passenger Ferry Business Case

Hillary Orr, City of Alexandria  
Pete Pedersen, PEPCO Emergency Preparedness  
Carly Lunn, Sen. Tim Kaine's office  
Zachary Baldwin, SW BID  
Ryan Hicks, Town of Indian Head  
Jason Peters, CENAB  
Thomasina Coates, Board of County Commissioners  
Mark Rutyna, MWAA  
M. Comerford, LCDR USCG  
John Thomas, DDOT  
Brian Philiben, Ricondo, representing MWAA  
Robinson, N.J., Deputy Dir, 794th Communications SQ -JBAB  
Sarah Guillou

**CONSULTANT TEAM**

Tim Payne, Nelson\Nygaard  
Ashankh Jaishankar, Nelson\Nygaard  
Martha Hart, KPFF  
Jeremy Ebie, Phoenix Infrastructure  
Lucas Pizzutti, Phoenix Infrastructure

**NVRC**

Peggy Tadej, NVRC  
Chris Landgraf, NVRC

**Chat record**

[9/22 1:24 PM] Peggy Tadej - appreciate the explanation that these are for investor recovery

[9/22 1:33 PM] Mark Rinaldi = can you briefly explain the method by which you estimate demand and how you calculate the degree to which the higher fares so dramatically reduce the # of riders?

[9/22 1:41 PM] Mark Rinaldi - the minutes appears to be cut off at the top of the slide

[9/22 1:44 PM] Bob Schneider - FYI: I depart shortly for a call with FTA on a grant application.

Note: Include the dwell time\*\*\*

[9/22 2:09 PM] Mark Rinaldi = is it instructive to look at annual operating subsidy per estimated rider as a metric of relative viability/value?

[9/22 2:11 PM] Peggy Tadej - Was tourism taken into account?

[9/22 2:14 PM] Mark Rinaldi - is it instructive to look at annual operating subsidy per estimated rider as a metric of relative viability/value?

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