



NVRC FAST FERRY PASSENGER SERVICE

Date: September 22, 2022

Subject: Stakeholder Meeting #4 (virtual meeting)

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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