Steamship Authority Operations and Finances
SSA Operations
MV Passengers: SSA and All Ferries 2007–2018

- SSA
- All
2008–2018

Automobiles


Units:
- 2008: 383,188
- 2009: 340,000
- 2010: 373,604
- 2011: 375,615
- 2012: 385,553
- 2013: 388,864
- 2014: 392,864
- 2015: 399,277
- 2016: 415,543
- 2017: 415,753
- 2018: 417,931

Trucks


Units:
- 2008: 98,393
- 2009: 115,600
- 2010: 116,461
- 2011: 114,782
- 2012: 112,958
- 2013: 118,922
- 2014: 121,380
- 2015: 125,078
- 2016: 131,585
- 2017: 136,706
- 2018: 137,635
MV Passengers 1993–2018

Thousands of MV passengers from 1993 to 2018, showing a general increase over the years.
Total Cars Parked at Falmouth Lots 2007–2018

Thousands

- 2007: 129
- 2008: 130
- 2009: 132
- 2010: 134
- 2011: 129
- 2012: 135
- 2013: 135
- 2014: 135
- 2015: 140
- 2016: 145
- 2017: 144
- 2018: 140
Average Length of Stay (Falmouth Lots)
Summer 2016–2019
Average Length of Stay (Falmouth Lots)
Annual 2016–2019

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>2.15</td>
</tr>
<tr>
<td>2017</td>
<td>2.14</td>
</tr>
<tr>
<td>2018</td>
<td>2.12</td>
</tr>
<tr>
<td>2019</td>
<td>2.14</td>
</tr>
</tbody>
</table>
Excursion Vehicles and Fares 2008–2018

Number of Vehicles

- 2008: 153,157
- 2010: 144,340
- 2012: 145,476
- 2014: 144,270
- 2016: 151,801
- 2018: 136,000

Number of Fares

- 2008: 9,052
- 2010: 8,953
- 2012: 9,175
- 2014: 9,336
- 2016: 9,458
Cancellations (Woods Hole to Vineyard Haven)
2009–2018

Number of Trips

- Mechanical
- Weather
- Other
Cancellations (Woods Hole to Oak Bluffs) 2009–2018

Number of Trips

- Mechanical
- Weather
- Other
Total Cancellations: Oak Bluffs and Vineyard Haven 2009–2018
Cancellations and Extras (Vineyard Haven) 2009–2018
Net Cancellations (Vineyard Haven) 2009–2018
Cancellations, October 2019

Net totals
VH: 111
OB: 52
SSA Finances
1960 Enabling Act (as amended)

- Establishes SSA as tax-exempt
- Authorizes SSA to perform 11 functions
- Requires funds to be set aside in a certain way
- No state subsidies
Authorized Functions

1. Acquire, maintain, repair, operate a boat line
2. Issue bonds
3. Fix rates and charges for service (DPU can reject)
4. Adopt bylaws for affairs and business
5. Acquire, hold and dispose of real and personal property; lease or charter vessels; contract other services traveling to and from the islands
6. Enter into contracts and agreements, hire contractors, fix compensation; expenses must be from proceeds of bonds or revenues
7. Accept federal grants and other contributions
8. Hire regular employees; recognize seniority and pension benefits
9. Insure employees and be liable for payments
10. Provide for the issue of interest-bearing or discounted notes (not to exceed $100 million, payable within 3 years)
11. Maintain confidentiality in regard to customers
Issuance of Bonds

May not exceed $100 million outstanding

Can be used to pay for replacements, new construction or acquisition of vessels and other facilities required to provide adequate service

Principal and interest are payable only from funds authorized in the Enabling Act

Repayment term not exceed 40 years

May be made redeemable before maturity

Payments can be made at any bank or trust institution in MA

SSA decides how the funds are disbursed

Can be issued without consent of state
In order to provide adequate transportation of persons and necessaries of life for the islands of Nantucket and Martha's Vineyard, the Authority is hereby authorized and empowered to purchase, construct, maintain and operate necessary vessels, docks, wharves, other vessels, equipment, furniture and supplies and to issue its revenue bonds payable solely from revenues, or funds as hereinafter authorized in section nine of this act.
The exercise of the powers granted by this act will be in all respects for the benefit of the people of the commonwealth, for the increase of their commerce and prosperity, and for the improvement of their health and living conditions . . .

This act, being necessary for the welfare of the commonwealth and its inhabitants, shall be liberally construed to effect the purposes thereof.
SSA Funds
Revenue Fund

Automobiles
Freight
Passengers
Bike, mail, miscellaneous, voyage
Terminal operations
Parking
Rents
Other
<table>
<thead>
<tr>
<th>Fund</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operations</td>
<td>Maintenance, repair, operation for current and following month; salaries; maintenance; not to exceed 1/36 of operating budget for the current year</td>
</tr>
<tr>
<td>Sinking</td>
<td>Interest on and amortization and payment of bond principal</td>
</tr>
<tr>
<td>Replacement</td>
<td>Depreciation, obsolescence or loss of property; unneeded amounts may be transferred to the sinking fund</td>
</tr>
<tr>
<td>Reserve</td>
<td>To be maintained at 5% of the principal of all bonds outstanding, or $600,000, whichever is greater; can also be used to make up for revenue deficiency; excess at year’s end goes into the sinking fund</td>
</tr>
<tr>
<td>Capital Improvement</td>
<td>For capital improvements</td>
</tr>
</tbody>
</table>
1

Revenue

Operations
Sinking
Replacement
Reserve
Bond Redemption
Capital Improvement
Revenue

Operations  Sinking  Replacement  Reserve  Bond Redemption  Capital Improvement
Operations  Sinking  Replacement  Reserve  Bond Redemption  Capital Improvement
Fund Totals (Ending Balance)
Capital Improvement Fund Activity

- From Bond/Note Issue
- Income from Investments
- Withdrawals

# Chart Description

- **Y-axis**: Dollars
  - 40M
  - 30M
  - 20M
  - 10M
  - 0
  - -10M
  - -20M

- **X-axis**: Years
  - 2008
  - 2009
  - 2010
  - 2011
  - 2012
  - 2013
  - 2014
  - 2015
  - 2016
  - 2017
  - 2018
Operations Fund Activity

Cash Receipts
Cash Receipts - Grants
Cash Receipts - Capital Projects
Cash Disbursements
Cash Disbursements - Capital Projects
Transfers to Special Purpose Funds
Sinking Fund Activity

**Graph:**
- **Y-axis:** Dollars
  - Ranges from -15M to 10M
- **X-axis:** Years from 2008 to 2018

Key:
- Orange dots: Transfers from Revenue Fund
- Black dots: Income from Investments
- Red dots: Debt Service Payments
Bond Redemption Account Activity

- Transfers from Revenue Fund
- Transfers from Reserve Fund
- Transfers to Replacement Fund
- Income from Investments
Budgeting
July
Department heads begin to make requests; accounting department compiles requests and makes adjustments

August
Draft budget distributed to SSA staff

September
Preliminary budget presented to SS&A Port Council and Board

October
Budget presented to Port Council and Board for final vote
SSA Port Council (two-year terms)

Falmouth: Robert S. C. Munier
New Bedford: Edward C. Anthes-Washburn
Barnstable: Eric W. Shufelt
Oak Bluffs: Robert V. Huss
Tisbury: George J. Balco
Nantucket: Nathaniel E. Lowell
Fairhaven: Mark H. Rees
SSA Board (three-year terms)

Dukes County: James Malkin
Nantucket: Robert F. Ranney
Barnstable: Robert R. Jones
Falmouth: Kathryn Wilson
New Bedford: Moira E. Tierney
Some important factors

- Annual revenue projections are generally flat, based on last 12 months of traffic data
- SSA aims for a surplus of 5–10% of operating expenses each year; doesn’t always play out
- SSA has no official "rainy day" fund, although some funds can accumulate
- Bonds are often repaid at an accelerated pace to allow for new projects
- SSA updates its capital budget every year, including a 10-year outlook
- Rates are adjusted about once every 3–5 years
Cost of Services (FY20 Budget)

- Operation of vessels (includes wages): $25,378,547
- "General" (includes wages, pensions, legal expenses, etc.): $25,734,161
- Maintenance (includes wages; boats, buildings, other vehicles): $18,535,648
- Operation of terminals (includes wages): $12,736,374
- Depreciation: $11,650,145
- Casualties and insurance: $3,941,508
- Traffic expense (includes advertising): $3,196,880
- Payroll taxes, social security: 2,685,452
- Operating rents: 778,464
Total Operating Revenue


Dollars

Auto
Freight
Passenger
Bike, mail, misc.
Terminal operations
Parking
Rents
Other

Dollars

<table>
<thead>
<tr>
<th>Month</th>
<th>Income</th>
<th>Expenses</th>
<th>Net income</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan-08</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jun-08</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nov-08</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Apr-09</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sep-09</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Feb-10</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jul-10</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dec-10</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nov-11</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Oct-11</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sep-12</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aug-12</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jul-13</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jun-13</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>May-13</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Apr-13</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mar-13</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Feb-13</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jan-13</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dec-12</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: The data shows fluctuations in income, expenses, and net income from January 2008 to April 2019. The net income line indicates periods of profitability and deficit.
Vineyard Revenue

![Graph showing revenue trends from 2008 to 2018.]

- **Average revenue per passenger**
- **Average revenue per automobile**
- **Average revenue per truck**
Income by Route

Dollars

- Vineyard
- Nantucket
Cost of Service by Route

Dollars


Vineyard Nantucket
2018 and 2019 Revenue and Expenses

Operating Revenues:
- 2018 Actual: $104,806,516
- 2019 Estimate: $112,516,596

Operating Expenses:
- 2018 Actual: $104,371,492
- 2019 Estimate: $106,568,238
2018 and 2019 Operating Expenses: Vessels

- Telephones: $40,580
- Wages: $15,950,267
- Fuel: $6,493,061
- Lubricants: $200,690
- Food supplies: $68,359
- Stores supplies equip: $451,169
- Other: $505,336

2018 Actual
2019 Estimate
2019 and 2020 Revenue and Expenses

Operating Revenues
- 2019 Estimate: $112,516,596
- 2020 Budget: $113,474,546

Operating Expenses
- 2019 Estimate: $110,000,000
- 2020 Budget: $111,393,526
2019 and 2020 Operating Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>2019 Estimate</th>
<th>2020 Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vessels</td>
<td>$25,936,270</td>
<td>$25,368,547</td>
</tr>
<tr>
<td>Terminals</td>
<td>$12,734,220</td>
<td>$13,211,433</td>
</tr>
<tr>
<td>Depreciation</td>
<td>$11,678,850</td>
<td>$12,626,114</td>
</tr>
<tr>
<td>Maintenance</td>
<td>$17,906,941</td>
<td>$21,292,324</td>
</tr>
<tr>
<td>General</td>
<td>$27,128,361</td>
<td>$27,537,638</td>
</tr>
<tr>
<td>Casualties and ins.</td>
<td>$4,056,277</td>
<td>$4,396,456</td>
</tr>
<tr>
<td>Traffic</td>
<td>$3,683,426</td>
<td>$3,250,540</td>
</tr>
<tr>
<td>Payroll Taxes</td>
<td>$774,582</td>
<td>$882,139</td>
</tr>
<tr>
<td>Rents</td>
<td>$2,719,311</td>
<td>$3,034,423</td>
</tr>
</tbody>
</table>

Total Expenses: $2019 $175,052,513, 2020 Budget $205,215,088
2019 and 2020 Operating Expenses: Maintenance

- Supervision
- M/V Martha's Vineyard
- M/V Woods Hole
- M/V Governor
- M/V Sankaty
- M/V Nantucket
- M/V Katama
- M/V Eagle
- M/V Gay Head
- M/V Island Home
- Blgs. & structures
- Office and term equip
- Vehicles
- Misc.

2019 Estimate vs. 2020 Budget
Steamship Authority Operations and Finances