



**NORTHERN NEW ENGLAND
PASSENGER RAIL AUTHORITY**



NNEPRA Board Meeting

October 25, 2021



NNEPRA BOARD of DIRECTORS

October 25, 2021

Northern New England Passenger Rail Authority

Agenda

1:00pm Public Session

- Welcome and Introductions
- Public Comment
- Approval of Minutes from September 27, 2021 Board Meeting
- Performance Update
- Finance Update
 - Approval of Variance Report
 - Review of FY2021 Audit
- Project Updates
- Other Business

Next Meeting: November 22, 2021





Downeaster FY22 Performance

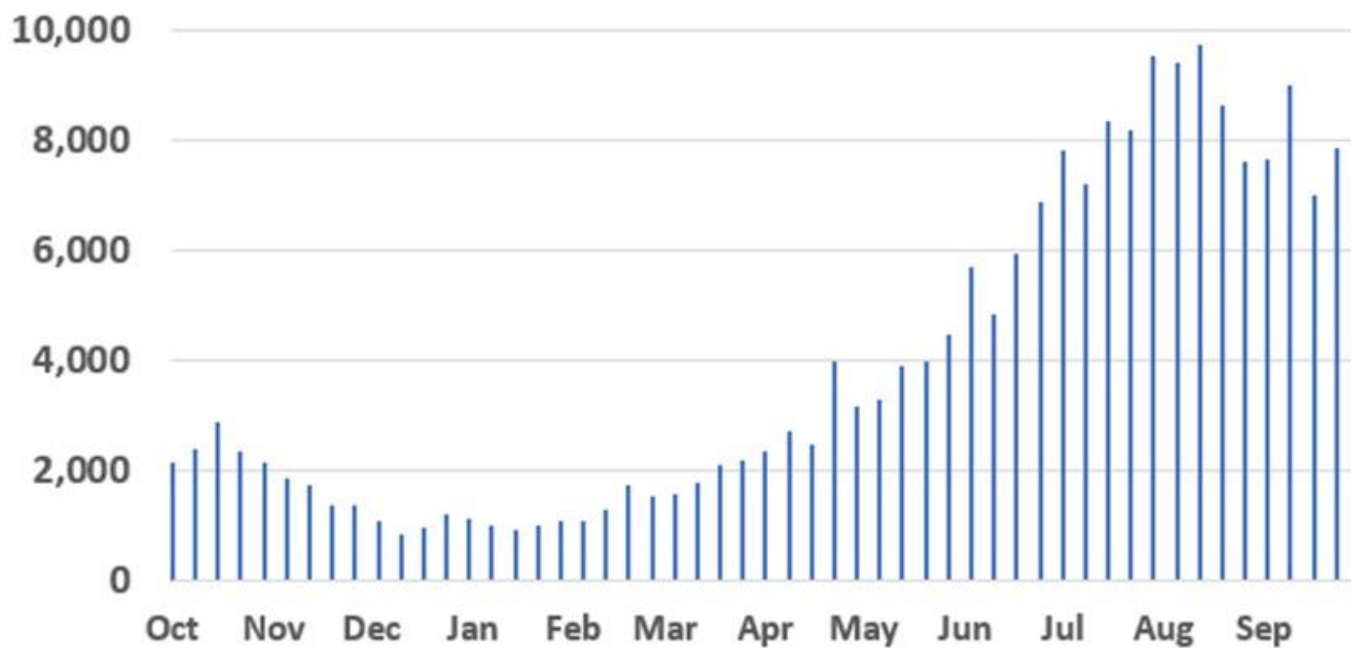
Downeaster Performance Metrics - Last 12 Months									
Period	FY	Ridership				Revenue			
		Actual	Budget	Variance	vs. 2019	Actual	Budget	Variance	\$/Rider
Sep 21	FY22	32,682	23,648	9,034	68%	\$ 632,226	\$ 443,404	\$ 188,822	\$19.34
Aug 21	FY22	38,534	32,632	5,902	63%	\$ 751,210	\$ 611,859	\$ 139,351	\$19.49
Jul 21	FY22	37,260	30,536	6,724	68%	\$ 726,323	\$ 572,553	\$ 153,770	\$19.49
FY22 To Date		108,476	86,817	21,659	66%	\$2,109,759	\$1,627,817	\$ 481,943	\$19.45
Jun 21	FY21	25,668	27,000	-1,332	53%	\$ 515,857	\$ 459,000	\$ 56,857	\$ 20.10
May 21	FY21	18,643	26,350	-7,707	42%	\$ 379,959	\$ 447,950	\$ (67,991)	\$ 20.38
Apr 21	FY21	13,054	25,500	-12,446	27%	\$ 256,539	\$ 433,500	\$ (176,961)	\$ 19.65
Mar 21	FY21	8,606	23,250	-14,644	18%	\$ 170,785	\$ 395,250	\$ (224,465)	\$ 19.84
Feb 21	FY21	5,756	21,000	-15,244	14%	\$ 127,509	\$ 357,000	\$ (229,491)	\$ 22.15
Jan 21	FY21	4,447	21,700	-17,253	12%	\$ 96,657	\$ 368,900	\$ (272,243)	\$ 21.74
Dec 20	FY21	4,408	20,150	-15,742	10%	\$ 98,587	\$ 342,550	\$ (243,963)	\$ 22.37
Nov 20	FY21	6,233	18,000	-11,767	13%	\$ 140,090	\$ 306,000	\$ (165,910)	\$ 22.48
Oct 20	FY21	10,383	17,050	-6,667	21%	\$ 234,442	\$ 289,850	\$ (55,408)	\$ 22.58





Downeaster FY22 Performance

Weekly Ridership Trends October 2020-September 2021

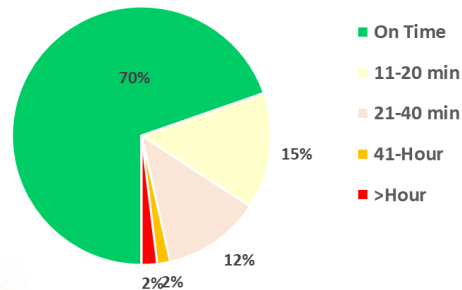




Downeaster FY22 Performance

Downeaster Performance Metrics - Last 12 Months									
Period FY		Trains Operated	Passenger Miles	On Time Performance		Downeaster Café			CSI
Period	FY			End Point	Customer	Sales	Capture	Check	
Sep-21	FY22	296	2,730,658	70%	81%	\$ 46,443	17%	\$ 8.34	88
Aug 21	FY22	306	3,287,802	66%	77%	\$ 63,917	20%	\$ 8.27	89
Jul-21	FY22	298	3,208,359	64%	73%	\$ 59,565	19%	\$ 8.38	89
FY22 To Date		900	9,226,819	67%	77%	\$ 169,925	19%	\$ 8.33	89
Jun 21	FY21	296	2,200,782	58%	67%	\$ 43,730	22%	\$ 7.69	86
May 21	FY21	306	1,610,195	60%	71%	\$ 30,273	21%	\$ 7.63	90
Apr 21	FY21	236	1,100,506	75%	83%	\$ 17,743	20%	\$ 6.80	88
Mar 21	FY21	248	685,967	71%	82%	\$ 12,395	20%	\$ 7.28	93
Feb 21	FY21	224	449,228	76%	85%	\$ 8,130	21%	\$ 6.69	93
Jan 21	FY21	248	355,362	79%	84%	\$ 7,097	23%	\$ 6.77	93
Dec 20	FY21	244	367,574	62%	74%	\$ 7,349	23%	\$ 7.01	88
Nov 20	FY21	240	519,168	62%	78%	\$ 7,983	20%	\$ 6.39	88
Oct 20	FY21	248	865,300	52%	65%	\$ 13,125	18%	\$ 7.04	89

Delay Intensity (By Rider)





NNEPRA Draft FY22 Budget Variance Report

July 2021- September 2021

Revenues	Current Month				Fiscal Year to Date			
	September Actual	September Budget	Variance	%	Actual	Budget	Variance	%
Operating Revenue								
Amtrak Ticket Revenue	\$ 632,226	\$ 443,404	\$ 188,822	43%	\$ 2,109,759	\$ 1,627,817	\$ 481,942	30%
Food Service Revenue	\$ 57,205	\$ 47,094	\$ 10,111	21%	\$ 161,417	\$ 125,290	\$ 36,127	29%
Advertising Revenue		\$ -	\$ -		\$ -	\$ -	\$ -	
Parking Lot Revenue	\$ 13,010	\$ 22,255	\$ (9,245)	-42%	\$ 88,525	\$ 71,258	\$ 17,267	24%
Interest and Other Revenue	\$ 15,000	\$ 13,400	\$ 1,600	12%	\$ 82,888	\$ 40,200	\$ 42,688	106%
Total Operating Revenues	\$ 717,441	\$ 526,153	\$ 191,288	36%	\$ 2,442,589	\$ 1,864,565	\$ 578,023	31%
Expenses								
Administration								
Salaries & Benefits	\$ 65,833	\$ 68,000	\$ (2,167)	-3%	\$ 195,675	\$ 204,000	\$ (8,325)	-4%
Office Expenses	\$ 7,135	\$ 8,000	\$ (865)	-11%	\$ 23,321	\$ 24,000	\$ (679)	-3%
Professional Services	\$ 30,184	\$ 56,000	\$ (25,816)	-46%	\$ 82,488	\$ 104,000	\$ (21,512)	-21%
Insurance	\$ 482	\$ -	\$ 482		\$ 3,258		\$ 3,258	
Board Operations	\$ 317	\$ 1,250	\$ (933)	-75%	\$ 2,400	\$ 3,750	\$ (1,350)	-36%
Total Administration Expenses	\$ 103,951	\$ 133,250	\$ (29,299)	-22%	\$ 307,141	\$ 335,750	\$ (28,609)	-9%





FY22 Budget Status

Train Operations

Amtrak Operations	\$ 1,308,496	\$ 1,308,496	\$ -	0%	\$ 3,887,843	\$ 3,925,501	\$ (37,657)	-1.0%
Train Fuel Cost	\$ 160,446	\$ 160,446	\$ -	0%	\$ 486,052	\$ 480,730	\$ 5,322	1.1%
Other Train Operations	\$ 142,500	\$ 142,500	\$ -	0%	\$ 400,429	\$ 427,500	\$ (27,071)	0.0%
CRSSA Relief Credit	\$ (216,034)	\$ (216,034)	\$ -	0%	\$ (1,216,034)	\$ (1,216,034)	\$ -	0.0%
Facilities	\$ 34,772	\$ 32,000	\$ 2,772	8%	\$ 82,154	\$ 90,784	\$ (8,630)	-10.5%
FY22 Capital Maintenance	\$ 132,525	\$ 140,000	\$ (7,475)		\$ 161,180	\$ 440,000	\$ (278,820)	
Total Train Operations	\$ 1,562,705	\$ 1,567,408	\$ (4,702)	0%	\$ 3,801,624	\$ 4,148,481	\$ (346,856)	-9.1%

Station Operations

Portland Station Rent	\$ 9,100	\$ 9,200	\$ (100)	-1%	\$ 9,100	\$ 27,600	\$ (18,500)	-203.3%
Portland Station CAMS	\$ 21,800	\$ 22,000	\$ (200)	-1%	\$ 65,400	\$ 66,000	\$ (600)	-0.9%
Platform Ins.	\$ -	\$ -	\$ -		\$ 14,298	\$ 33,436	\$ (19,139)	
Station Platform Leases	\$ 14,612	\$ 10,000	\$ -		\$ 15,907	\$ 30,000	\$ (14,093)	
Station Improvements	\$ -	\$ 2,000	\$ (2,000)		\$ 1,574	\$ 6,000	\$ (4,426)	0.0%
Total Station Operations	\$ 45,512	\$ 43,200	\$ 2,312	5%	\$ 106,278	\$ 163,036	\$ (56,758)	-53.4%

Food Service	\$ 82,278	\$ 61,712	\$ 20,566	25%	\$ 232,671	\$ 197,694	\$ 34,978	15.0%
Marketing	\$ 27,930	\$ 45,000	\$ (17,070)	-61%	\$ 81,192	\$ 135,000	\$ (53,808)	-66.3%
Total Operating Expenses	\$ 1,822,376	\$ 1,850,569	\$ (28,193)	-2%	\$ 4,528,908	\$ 4,979,961	\$ (451,053)	-10.0%
Additional Funding Required	\$ 1,104,936	\$ 1,324,417	\$ (219,481)	-20%	\$ 2,086,320	\$ 3,115,396	\$ (1,029,076)	-49.3%



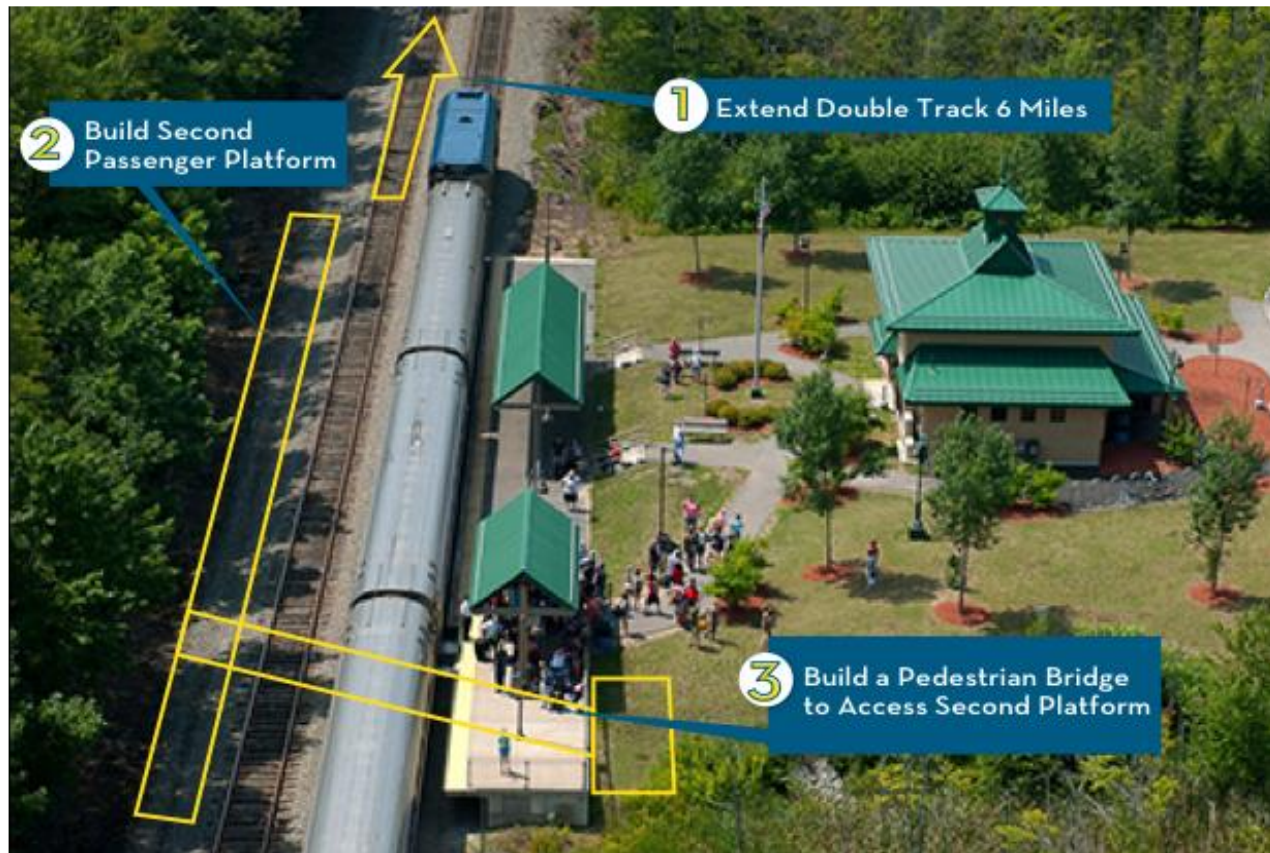


WIPELI





Project Updates





Maintenance Project Status

1 Trackwork			Location		Scheduled	Status
CM 21	1a	Spot Rail Replacement	Exeter, NH	MP 252	8/17/21	Complete
PNS 21	1a-c	POR-BRK Tie Replace & Surface	POR-BRK	7,850 EA	Nov-21	
CM 22	1a	Spot Rail Replacement	POR-State Line	1000 LF		as needed
Various		Tie Pick up	POR-EXR			
2 Special Trackwork					Scheduled	Status
CM17	2a	Solar Flange Lubricator	Newfields, NH	MP 256.7		1 to be installed
CM21	2a	Switch Timber Replacement	Various Locations	200 EA		Materials on hand
CM21	2c	#10 Frog Replacement	Monson Switch	MP 199.5		Materials ordered
CM21	2d	#10 Frog Replacement	Cooks Switch	MP 201.3		Materials ordered
CM21	2f	#15 Frog Replacement (2 Frogs)	Dover, NH	CPF 241		Materials on hand
CM21	2g	#20 Frog Replacement	Kingston, NH	CPF 273		Materials ordered
CM21	2h	Switch Points & Stock Rail Repl.	Portland, ME	CPF 201		Materials ordered
PNS21	2a	#10 Frog Replacement	Portland, ME Mtn Br	CPF 196		Materials ordered
CM22	2a	Joint Elimination Welding (100)	BRK to State Line			Locations Pending
3 Grade Crossing Upgrades					Scheduled	Status
CM22	3a	Berwick, ME	Main St.		10/14/21	Complete
CM22	3d	Berwick, ME	Berwick Rd/Route 236	MP239.57	10/6/21	Complete
CM21	3b	Arundel, ME	Log Cabin Road		9/28/21	Complete
CM22	3f	Exeter, NH	Powder Mill Rd.	MP262.4	9/14/21	Complete
CM21	3d	East Kingston, NH	Sanborn Road	MP262	8/25/21	Complete
CM21	3c	Plaistow, NH	Main Street	MP253	8/17/21	Complete
CM22	3b	Old Orchard Beach, ME	Old Orchard St	MP 207.16		
CM22	3c	Berwick, ME	Blackmore's Crossing	MP 239.26		
CM22	3e	Exeter, NH	Salem St, MP	MP260.27		
TBD		Scarborough, ME	Cooks #1	MP 201.37		
4 ROW Improvements					Scheduled	Status
CM22	4a	Culvert Rehabilitation	Freeport, ME	1 EA	Nov-21	





Grade Crossing Replacement



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Grade Crossing Replacement



The existing track and fouled ballast is removed and a new ballast subbase is placed and compacted.





Grade Crossing Replacement



The new track panel is carried into the crossing and connected. The tamper adjusts the track surface to properly line and grade the track.





Maintenance Project Budget Status

Maintenance Project Budget Variance					
	Original Project Budget	Expended through FY21	Expenses incurred in Sept 2021	Expenses incurred FY22 To Date	Project Balance
Former Tie Replacements	\$ 4,500,000	\$ 4,185,000			\$ 315,000
FY20 Tie Replacement	\$ 2,287,478	\$ 1,984,885			\$ 302,593
CM2016	\$ 744,179	\$ 735,662			\$ 8,517
CM2017	\$ 763,199	\$ 688,199			\$ 52,012
2018/2019	\$ 1,523,701	\$ 1,367,767			\$ 155,934
CM2020	\$ 833,887	\$ 587,456			\$ 246,431
CM2021	\$ 876,270	\$ 194,314	\$ 78,589	\$ 365,947	\$ 316,009
CM2022	\$ 826,400	\$ -	\$ 26,662	\$ 55,317	\$ 771,083
P North	\$ 1,096,525	\$ -	\$ 15,251	\$ 116,261	\$ 980,264
Project Total	\$ 13,451,639	\$ 9,743,283	\$ 132,525	\$ 447,654	\$ 3,147,843





Moving Forward



- Interim Schedule in place as of October 18 to adjust for MBTA Tie Replacement.
- November 1: PNorth Tie Replacement begins.
 - Mid-Day bus transportation Brunswick-Portland required.
- December: Winter Schedule anticipated.





Moving Forward





Connect Campaign

- **Paid Media:**

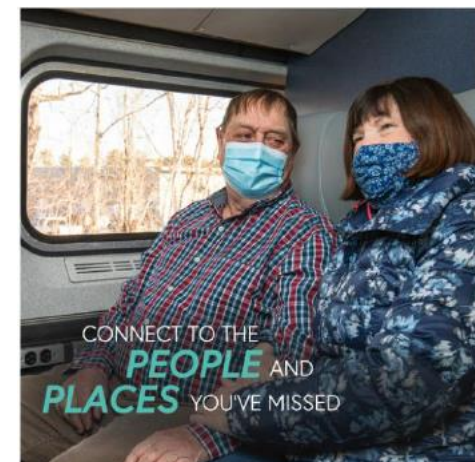
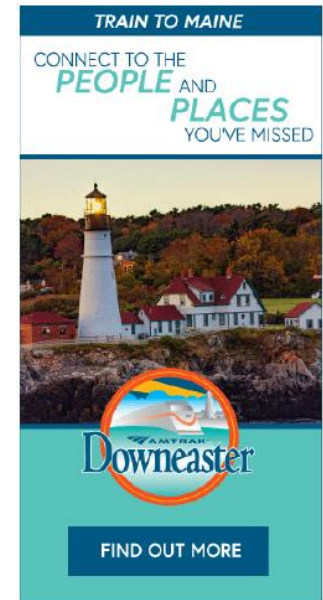
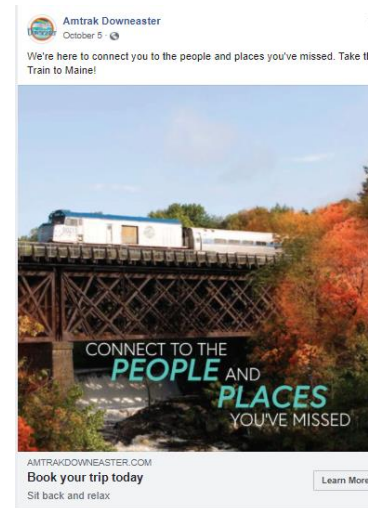
- TV, Social Media, and Digital
- WJBQ Concert Partnership

Holiday Travel

- Downeaster Packages
- Gift Cards
- Social Media

Graphic Design

- Firm Selected
- Contract Awarded



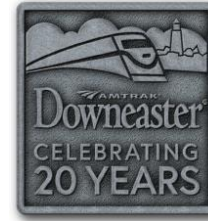


December 15, 2021

November 15 – December 15, 2021

NNEPRA is developing a 20th Anniversary campaign that will honor past achievements, highlight current initiatives, grow enthusiasm and generate ridership and revenues.

- Ads
- Website Landing Page
- Sweepstakes
- 20th Anniversary Video
- Flash Sales
- Merchandise
- Event- **SAVE THE DATE 12/15**



**Rail To Adventure
GIVEAWAY**

Enter for a Chance to Win

First Name

Last Name

Email

Phone Number

☒ I agree to the terms and conditions, etc.

Official Rules

GRAND PRIZE

New York City

Tickets to New York, NY
R/T Rail tickets from Maine to New York City

Stay at the Belvedere Hotel
2 Nights at the Belvedere Hotel

See a Show at Broadway
Mezzanine Tickets to a choice of Broadway Show

Visit the One World Observatory
Admission to One World Observatory in Lower Manhattan

2nd Prize Destination

BOSTON MA

R/T Downeaster tickets
2 Nights at the Boston Onyx Hotel
\$50 Dining Card for choice of 3 Restaurants
1 Day Trolley Pass

3rd Prize Destination

PORTLAND ME

R/T Downeaster tickets
1 nights Hotel stay at the Harasseelet Inn
Dinner At Broad Arrow Tavern





Questions?



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