



**NORTHERN NEW ENGLAND  
PASSENGER RAIL AUTHORITY**



## **NNEPRA Board Meeting**

**November 22, 2021**



## NNEPRA BOARD of DIRECTORS

*November 22, 2021*

Northern New England Passenger Rail Authority

### Draft Agenda

#### 1:00pm      Public Session

- Welcome and Introductions
- Public Comment
- Approval of Minutes from October 25, 2021 Board Meeting
- Performance Update
- Finance Update
  - Approval of September Variance Report
  - Approval of FY21 Audit
- Marketing Update
- Project Updates
- Other Business

Vote to authorize the Executive Director to sign the Cooperative Grant Agreement between NNEPRA and the US Department of Transportation/Federal Railroad Administration for funding to complete the Wells Area Improvement Project.





## Downeaster FY22 Performance

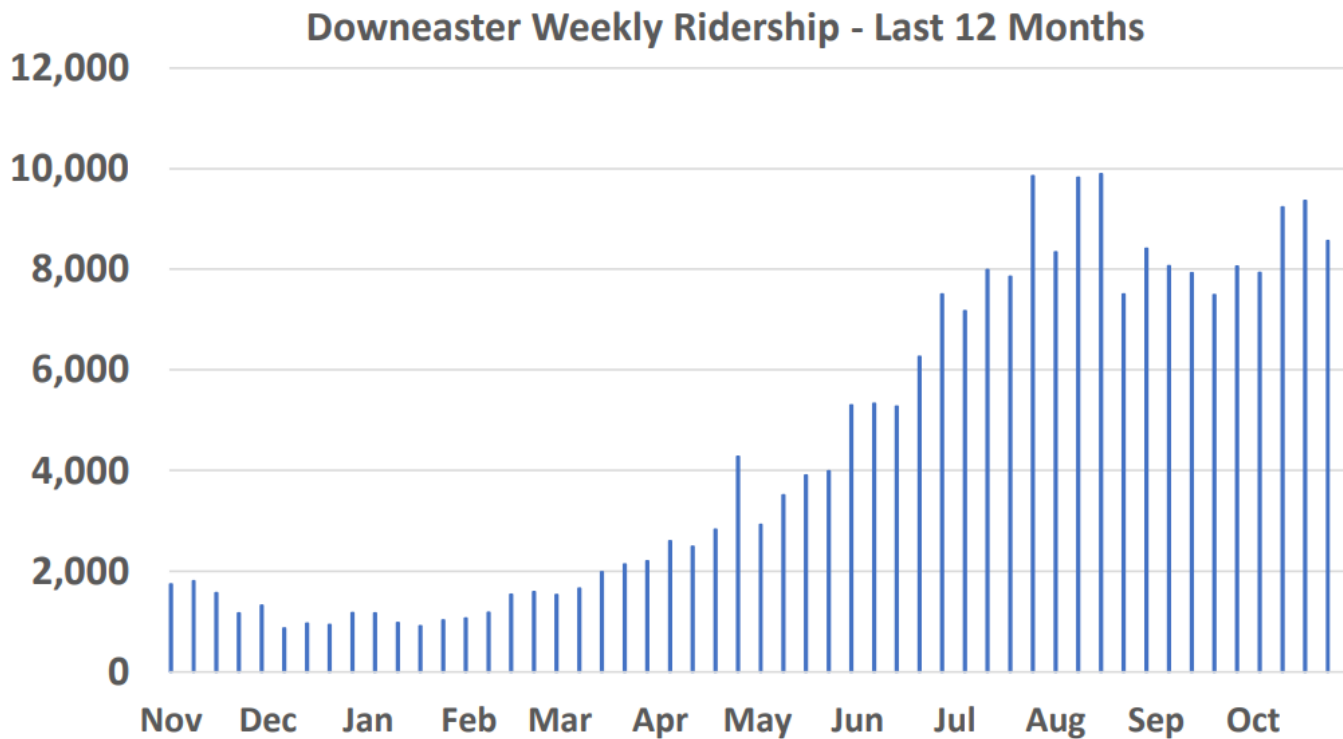
Downeaster Performance Metrics - Last 12 Months									
Period	FY	Ridership				Revenue			
		Actual	Budget	Variance	vs. 2019	Actual	Budget	Variance	\$/Rider
Oct 21	FY22	37,383	25,308	12,075	74%	\$ 746,767	\$ 474,517	\$ 272,250	\$19.98
Sep 21	FY22	32,682	23,648	9,034	68%	\$ 632,226	\$ 443,404	\$ 188,822	\$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		145,859	112,124	33,735	68%	\$2,856,526	\$ 2,102,334	\$ 754,193	\$19.58
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







## Downeaster FY22 Performance

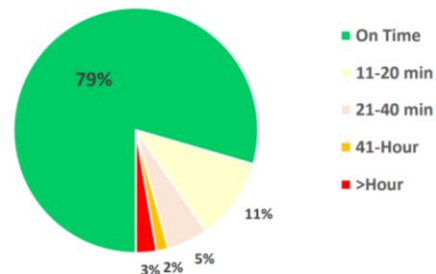




# DOWNEASTER FY22 Performance

DOWNEASTER Performance Metrics - Last 12 Months									
Period	FY	Trains Operated	Passenger Miles	On Time Performance		DOWNEASTER Café			CSI
				End Point	Customer	Sales	Capture Ratio	Check AVG	
Oct-21	FY22	306	3,257,121	71%	79%	\$ 45,383	17%	\$ 8.03	87
Sep 21	FY22	296	2,730,658	70%	81%	\$ 54,569	17%	\$ 8.43	88
Aug-21	FY22	306	3,287,802	66%	77%	\$ 56,023	20%	\$ 8.27	89
Jul 21	FY22	298	3,208,359	64%	73%	\$ 50,825	19%	\$ 8.38	89
FY22 To Date		1,206	12,483,940	68%	77%	\$ 206,800	18%	\$ 8.28	88
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

Delay Intensity (By Rider)





### **Service Modifications**

- Interim Schedule in place since October 18 to adjust for MBTA Tie Replacement.
- November 1: PNorth Tie Replacement began
  - Mid-Day bus transportation Brunswick-Portland required.
  - November 11: No trains north of Portland; no alternate transportation 680/689
- November 22: Full service BRK-BON beginning with Train 685
- November 25: Thanksgiving – 4 round trips
- November 29: Winter Schedule





# FY22 Financial Performance

## 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	%
<b>Operating Revenue</b>								
Amtrak Ticket Revenue	\$ 632,226	\$ 443,404	\$ 188,822	43%	\$ 2,109,759	\$ 1,627,817	\$ 481,942	30%
Food Service Revenue	\$ 54,569	\$ 47,094	\$ 7,475	16%	\$ 206,800	\$ 125,290	\$ 81,510	65%
Advertising Revenue		\$ -	\$ -		\$ -	\$ -	\$ -	
Parking Lot Revenue	\$ 13,010	\$ 22,255	\$ (9,245)	-42%	\$ 88,525	\$ 71,258	\$ 17,267	24%
Interest and Other Revenue	\$ 119,429	\$ 13,400	\$ 106,029	791%	\$ 187,317	\$ 40,200	\$ 147,117	366%
<b>Total Operating Revenues</b>	<b>\$ 819,234</b>	<b>\$ 526,153</b>	<b>\$ 293,081</b>	<b>56%</b>	<b>\$ 2,592,401</b>	<b>\$ 1,864,565</b>	<b>\$ 727,836</b>	<b>39%</b>





# FY22 Financial Performance

Through September 2021

## 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%
<b>Total Administration Expenses</b>	<b>\$ 103,951</b>	<b>\$ 133,250</b>	<b>\$ (29,299)</b>	<b>-22%</b>	<b>\$ 307,141</b>	<b>\$ 335,750</b>	<b>\$ (28,609)</b>	<b>-9%</b>

### Train Operations

Amtrak Operations	\$ 1,246,218	\$ 1,308,496	\$ (62,278)	-5%	\$ 3,825,566	\$ 3,925,501	\$ (99,935)	-2.6%
Train Fuel Cost	\$ 174,480	\$ 160,446	\$ 14,034	8%	\$ 500,086	\$ 480,730	\$ 19,356	3.9%
Other Train Operations	\$ 113,664	\$ 142,500	\$ (28,836)	-25%	\$ 375,860	\$ 427,500	\$ (51,640)	-13.7%
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	\$ 26,661	\$ 140,000	\$ (113,339)	-425%	\$ 55,316	\$ 440,000	\$ (384,684)	-695.4%
<b>Total Train Operations</b>	<b>\$ 1,379,761</b>	<b>\$ 1,567,408</b>	<b>\$ (187,646)</b>	<b>-14%</b>	<b>\$ 3,622,947</b>	<b>\$ 4,148,481</b>	<b>\$ (525,533)</b>	<b>-14.5%</b>

### Station Operations

Portland Station Rent	\$ 9,100	\$ 9,200	\$ (100)	-1%	\$ 27,300	\$ 27,600	\$ (300)	-1.1%
Portland Station CAMS	\$ 21,800	\$ 22,000	\$ (200)	-1%	\$ 65,400	\$ 66,000	\$ (600)	-0.9%
Platform Ins.	\$ -	\$ -	\$ -		\$ 14,298	\$ 33,436	\$ (19,139)	-133.9%
Station Platform Leases	\$ 14,612	\$ 10,000	\$ -	0%	\$ 15,907	\$ 30,000	\$ (14,093)	-88.6%
Station Improvements	\$ -	\$ 2,000	\$ (2,000)		\$ 1,574	\$ 6,000	\$ (4,426)	-281.2%
<b>Total Station Operations</b>	<b>\$ 45,512</b>	<b>\$ 43,200</b>	<b>\$ 2,312</b>	<b>5%</b>	<b>\$ 124,478</b>	<b>\$ 163,036</b>	<b>\$ (38,558)</b>	<b>-31.0%</b>

### Food Service

	\$ 83,862	\$ 61,712	\$ 22,150	26%	\$ 232,671	\$ 197,694	\$ 34,978	15.0%
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### Marketing

	\$ 27,930	\$ 45,000	\$ (17,070)	-61%	\$ 81,192	\$ 135,000	\$ (53,808)	-66.3%
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### Total Operating Expenses

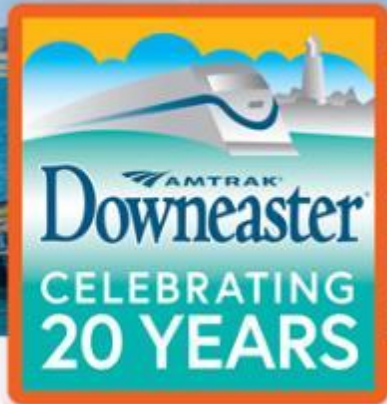
	\$ 1,641,016	\$ 1,850,569	\$ (209,553)	-13%	\$ 4,368,431	\$ 4,979,961	\$ (611,530)	-14.0%
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### Additional Funding Required

	\$ 821,783	\$ 1,324,417	\$ (502,634)	-61%	\$ 1,776,031	\$ 3,115,396	\$ (1,339,365)	-75.4%
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## Celebrating 20 Years

Honor past achievements/ milestones

Grow enthusiasm for service

Recover Ridership & Revenue





## Website Landing Page

20 Year Video  
20 Year Timeline  
Sweepstakes  
Promotional Fare





# Sweepstakes

Celebrating 20 Years

## 20th ANNIVERSARY GIVEAWAY

STEP 2

COMPLETE THE ACTIONS BELOW TO  
EARN ENTRY POINTS

TOTAL POINTS:

0



Visit our Facebook Page

+3



Visit Our Instagram Profile

+3



Check out Downeaster Travel  
Packages!

+3

STEP 3

SHARE THIS GIVEAWAY WITH  
FRIENDS

Thanks for your entry!

We'll announce the winners after January 3, 2022.

### GRAND PRIZE: 2 NIGHT GETAWAY



- 2 Nights at the Belvedere Hotel
- Mezzanine Tickets to a choice of Broadway Show
- ...AND MUCH MORE!

### 2ND PRIZE



- 2 Nights at the Boston Onyx Hotel
- \$50 Dining Card for choice of 3 Restaurants
- ...AND MUCH MORE!

### 3RD PRIZE



- 1 night Hotel stay at the Harraseeket Inn
- Dinner At Broad Arrow Tavern

*All prizes include round-trip Downeaster tickets!*



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## December 15:

Passengers enjoy a free Whoopie Pie in  
Downeaster Cafe



## Merchandise

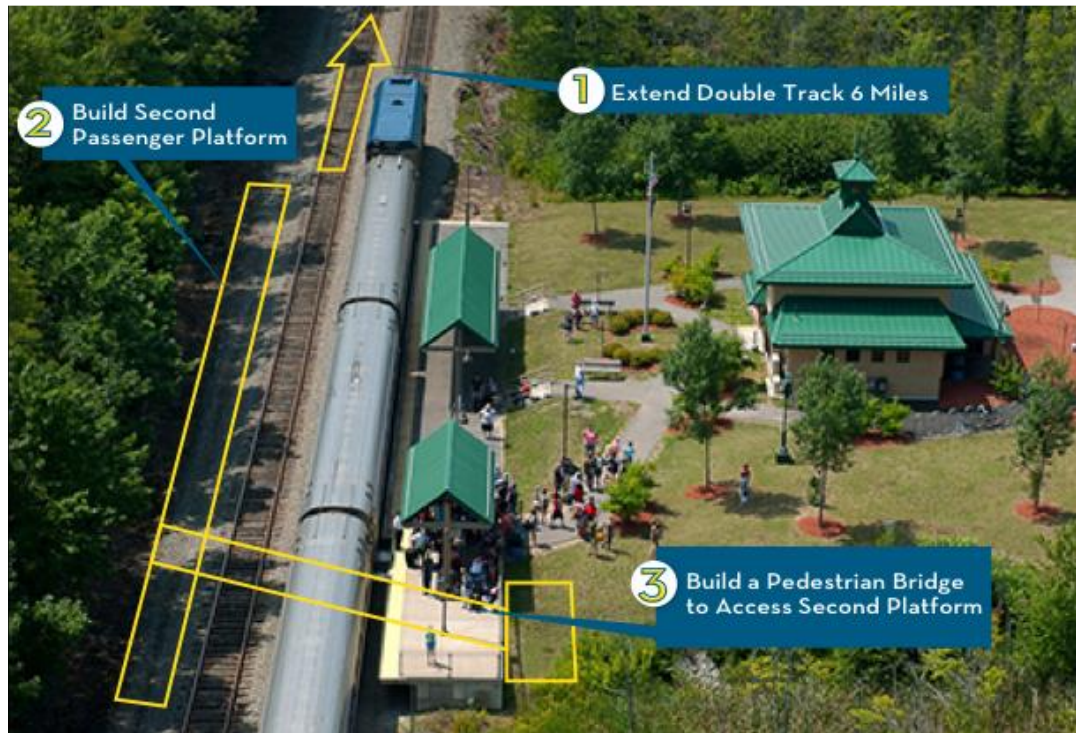
Available for sale on Amtrak.com

## Press Event

12/15/21 @9:30am Wells Station



## Wells CRISI Grant







## 2021 Construction Season Maintenance Project Status

Updated 11/17/21



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	Complete
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	3e	Exeter, NH	Salem St, MP	MP260.27	11/9/21	Complete
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		
TBD		Scarborough, ME	Cooks #1	MP 201.37		
4 ROW Improvements					Scheduled	Status
CM22	4a	Culvert Rehabilitation	Freeport, ME	1 EA	Nov-21	





## *Tie Replacement*



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## Grade Crossing Replacement





## Maintenance Project Status

Maintenance Project Budget Variance						
	Original Project Budget	Expended through FY21	Expenses incurred July-Sept 2021	Expenses incurred in October 2021	Expenses incurred FY22 To Date	Project Balance
<b>Replacements</b>	\$ 4,500,000	\$ 4,185,000	\$ -		\$ -	<b>\$ 315,000</b>
<b>FY20 Tie Replacement</b>	\$ 2,287,478	\$ 1,984,885	\$ -		\$ -	<b>\$ 302,593</b>
<b>CM2016</b>	\$ 744,179	\$ 735,662	\$ -		\$ -	<b>\$ 8,517</b>
<b>CM2017</b>	\$ 763,199	\$ 688,199	\$ 22,988		\$ 22,988	<b>\$ 52,012</b>
<b>2018/2019</b>	\$ 1,523,701	\$ 1,367,767	\$ -		\$ -	<b>\$ 155,934</b>
<b>CM2020</b>	\$ 833,887	\$ 587,456	\$ -		\$ -	<b>\$ 246,431</b>
<b>CM2021</b>	\$ 876,270	\$ 194,314	\$ 365,947		\$ 365,947	<b>\$ 316,009</b>
<b>CM2022</b>	\$ 801,400	\$ -	\$ 96,226	\$ 106,832	\$ 203,058	<b>\$ 598,342</b>
<b>PNorth Tie Replacement</b>	\$ 1,096,525	\$ -	\$ 116,261	\$ 118,692	\$ 234,953	<b>\$ 861,572</b>
<b>Project Total</b>	<b>\$ 13,426,639</b>	<b>\$ 9,743,283</b>	<b>\$ 601,422</b>	<b>\$ 225,524</b>	<b>\$ 826,946</b>	<b>\$ 2,856,410</b>







## New Kiosks Installed







## *Staff Updates*



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Questions?



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