



**NORTHERN NEW ENGLAND
PASSENGER RAIL AUTHORITY**



NNEPRA Board Meeting

April 25, 2022



April 25, 2022

Northern New England Passenger Rail Authority

Draft Agenda

1:00pm Vote to Open Meeting and Enter Executive Session

- 1 MRS § 405(6)(C) and 23 MRS § 8115-A to discuss negotiations with Maine DOT and Midcoast Railservice, Inc. regarding operating agreements.

1:30pm Vote to End Executive Session and Enter Public Session

- Welcome and Introductions
- Public Comment
- Approval of Minutes from March 28, 2022 Board Meeting
- Performance Update
- Finance Update
 - Approval of January Variance Report
- Marketing Update
- Project Updates
- Other Business

Next Meeting: May 23, 2022 (For discussion)





Downeaster FY22 Performance

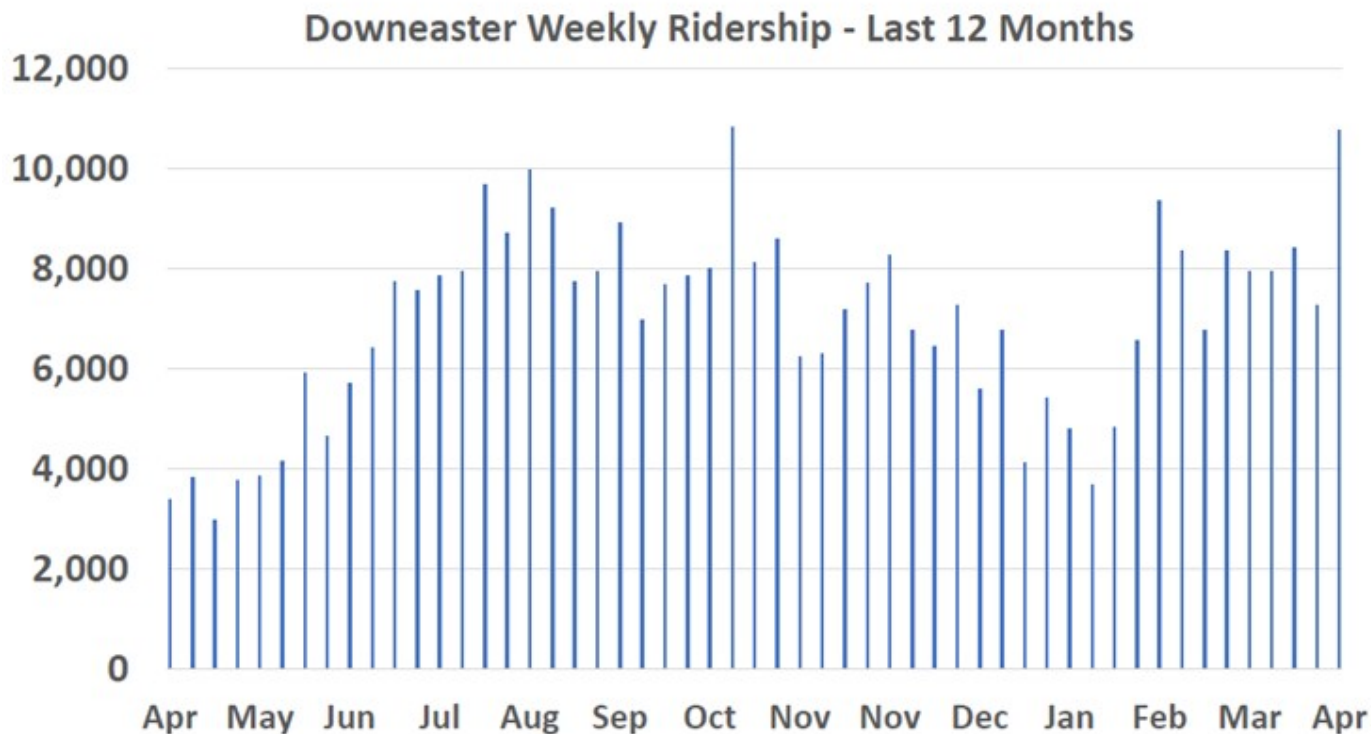
Downeaster Performance Metrics - Last 12 Months									
Period	FY	Ridership				Revenue			
		Actual	Budget	Variance	vs. 2019	Actual	Budget	Variance	\$/Rider
Mar 22	FY22	31,519	28,188	3,331	67%	\$ 657,202	\$ 521,470	\$ 135,732	\$20.85
Feb 22	FY22	27,600	24,653	2,947	68%	\$ 527,474	\$ 456,072	\$ 71,402	\$19.11
Jan 22	FY22	20,396	22,594	-2,198	54%	\$ 407,690	\$ 417,993	\$ (10,303)	\$19.99
Dec 21	FY22	28,966	23,481	5,485	63%	\$ 604,116	\$ 434,406	\$ 169,710	\$20.86
Nov 21	FY22	32,722	25,562	7,160	69%	\$ 617,699	\$ 472,905	\$ 144,794	\$18.88
Oct 21	FY22	37,383	25,308	12,075	74%	\$ 748,767	\$ 474,517	\$ 274,250	\$20.03
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		287,062	236,603	50,459	66%	\$5,672,707	\$ 4,405,180	\$ 1,267,528	\$19.76
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





Downeaster FY22 Performance

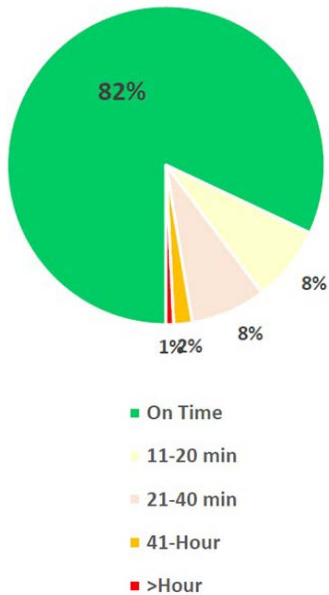
85% April 2022 ridership
recovery through April 24





Downeaster FY22 Performance

Delay Intensity
by Rider



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	
Mar-22	FY22	310	2,947,118	77%	82%	\$ 49,368	18%	\$ 8.22	90
Feb 22	FY22	280	2,521,546	75%	81%	\$ 40,225	16%	\$ 8.66	91
Jan-22	FY22	310	1,858,131	79%	88%	\$ 34,126	19%	\$ 8.78	88
Dec 21	FY22	308	2,568,592	87%	91%	\$ 44,947	18%	\$ 8.60	94
Nov-21	FY22	297	2,566,478	66%	76%	\$ 39,665	16%	\$ 7.85	85
Oct 21	FY22	306	3,257,121	71%	79%	\$ 52,600	17%	\$ 8.03	88
Sep-21	FY22	296	2,730,658	70%	81%	\$ 46,983	17%	\$ 8.43	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		2,711	24,945,805	73%	81%	\$ 431,396	18%	\$ 8.36	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





FY22 Financial Performance

NNEPRA Draft FY22 Budget Variance Report

July 2021-March 2022

Mar-22						Fiscal Year to Date			
Revenues	March Actual	March Budget	Variance	%		Actual	Budget	Variance	%
Operating Revenue									
Amtrak Ticket Revenue	\$ 657,202	\$ 521,470	\$ 135,732	26%		\$ 5,672,708	\$ 4,405,180	\$ 1,267,528	29%
Food Service Revenue	\$ 53,097	\$ 40,679	\$ 12,418	31%		\$ 413,809	\$ 341,454	\$ 72,355	21%
Advertising Revenue		\$ -	\$ -				\$ -	\$ -	
Parking Lot Revenue	\$ 29,204	\$ 27,111	\$ 2,093	8%		\$ 224,905	\$ 222,205	\$ 2,700	1%
Interest and Other Revenue	\$ 57,307	\$ 13,400	\$ 43,907	328%		\$ 442,017	\$ 245,600	\$ 196,417	80%
Total Operating Revenues	\$ 796,810	\$ 602,660	\$ 194,150	32%		\$ 6,753,439	\$ 5,214,439	\$ 1,539,000	30%





FY22 Financial Performance

Expenses

Administration

Salaries & Benefits	\$ 69,615	\$ 68,000	\$ 1,615	2%	\$ 603,521	\$ 612,000	\$ (8,479)	-1%
Office Expenses	\$ 8,817	\$ 8,000	\$ 817	10%	\$ 76,240	\$ 72,000	\$ 4,240	6%
Professional Services	\$ 5,035	\$ 13,500	\$ (8,465)	-63%	\$ 169,092	\$ 191,500	\$ (22,408)	-12%
Insurance	\$ -	\$ -	\$ -		\$ 58,147	\$ 50,374	\$ 7,773	
Board Operations	\$ 755	\$ 1,250	\$ (495)	-40%	\$ 8,247	\$ 11,250	\$ (3,003)	-27%
Total Administration Expenses	\$ 84,222	\$ 90,750	\$ (6,528)	-7%	\$ 915,247	\$ 937,124	\$ (21,877)	-2%

Train Operations

Amtrak Operations	\$ 1,349,830	\$ 1,517,295	\$ (167,465)	-12%	\$ 11,487,124	\$ 13,013,541	\$ (1,526,417)	-13.3%
Train Fuel Cost	\$ 293,115	\$ 173,330	\$ 119,785	41%	\$ 1,733,286	\$ 1,494,579	\$ 238,707	13.8%
Other Train Operations	\$ 122,527	\$ 142,500	\$ (19,973)	-16%	\$ 1,187,379	\$ 1,282,500	\$ (95,121)	-8.0%
ARPA Relief Credit	\$ (300,000)	\$ (300,000)	\$ -	0%	\$ (3,016,034)	\$ (3,016,034)	\$ -	0.0%
Facilities	\$ 35,931	\$ 32,000	\$ 3,931	11%	\$ 243,612	\$ 282,784	\$ (39,172)	-16.1%
FY22 Capital Maintenance	\$ 109,119	\$ 50,000	\$ 59,119		\$ 345,089	\$ 730,000	\$ (384,911)	-111.5%
Total Train Operations	\$ 1,610,522	\$ 1,615,125	\$ (4,603)	0%	\$ 11,980,456	\$ 13,787,370	\$ (1,806,914)	-15.1%

Station Operations

Portland Station Rent	\$ 9,200	\$ 9,200	\$ -	0%	\$ 82,200	\$ 82,800	\$ (600)	-0.7%
Portland Station CAMS	\$ 22,000	\$ 31,000	\$ (9,000)	-41%	\$ 201,800	\$ 212,000	\$ (10,200)	-5.1%
Platform Ins.	\$ -	\$ -	\$ -		\$ 197,740	\$ 197,012	\$ 728	0.4%
Station Platform Leases	\$ -	\$ -	\$ -		\$ 46,853	\$ 52,000	\$ (5,147)	-11.0%
Station Improvements	\$ -	\$ 2,000	\$ (2,000)	#DIV/0!	\$ 3,855	\$ 18,000	\$ (14,145)	
Total Station Operations	\$ 31,200	\$ 42,200	\$ (11,000)	-35%	\$ 532,448	\$ 561,812	\$ (29,364)	-5.5%

Food Service

	\$ 85,612	\$ 65,303	\$ 20,309	24%	\$ 624,579	\$ 574,211	\$ 50,368	8.1%
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Marketing

	\$ 34,471	\$ 40,000	\$ (5,529)	-16%	\$ 273,644	\$ 400,000	\$ (126,356)	-46.2%
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Total Operating Expenses

	\$ 1,846,027	\$ 1,853,378	\$ (7,351)	0%	\$ 14,326,374	\$ 16,260,517	\$ (1,934,143)	-13.5%
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Additional Funding Required	\$ 1,049,218	\$ 1,250,719	\$ (201,501)	-19%	\$ 7,572,936	\$ 11,046,079	\$ (3,473,142)	-45.9%
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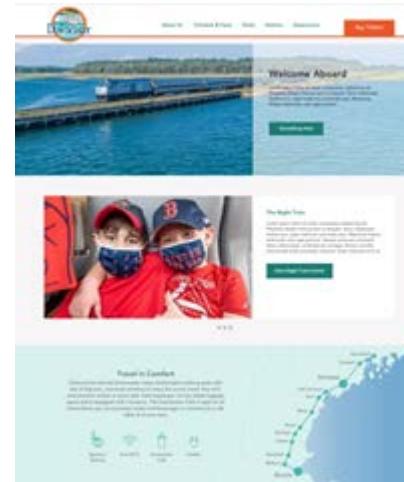
Marketing/ Advertising RFP

Website Refresh

Station Experience Project

Testimonial Campaign

Midweek \$20 Round- Trip Fare



Ride With Me Event:

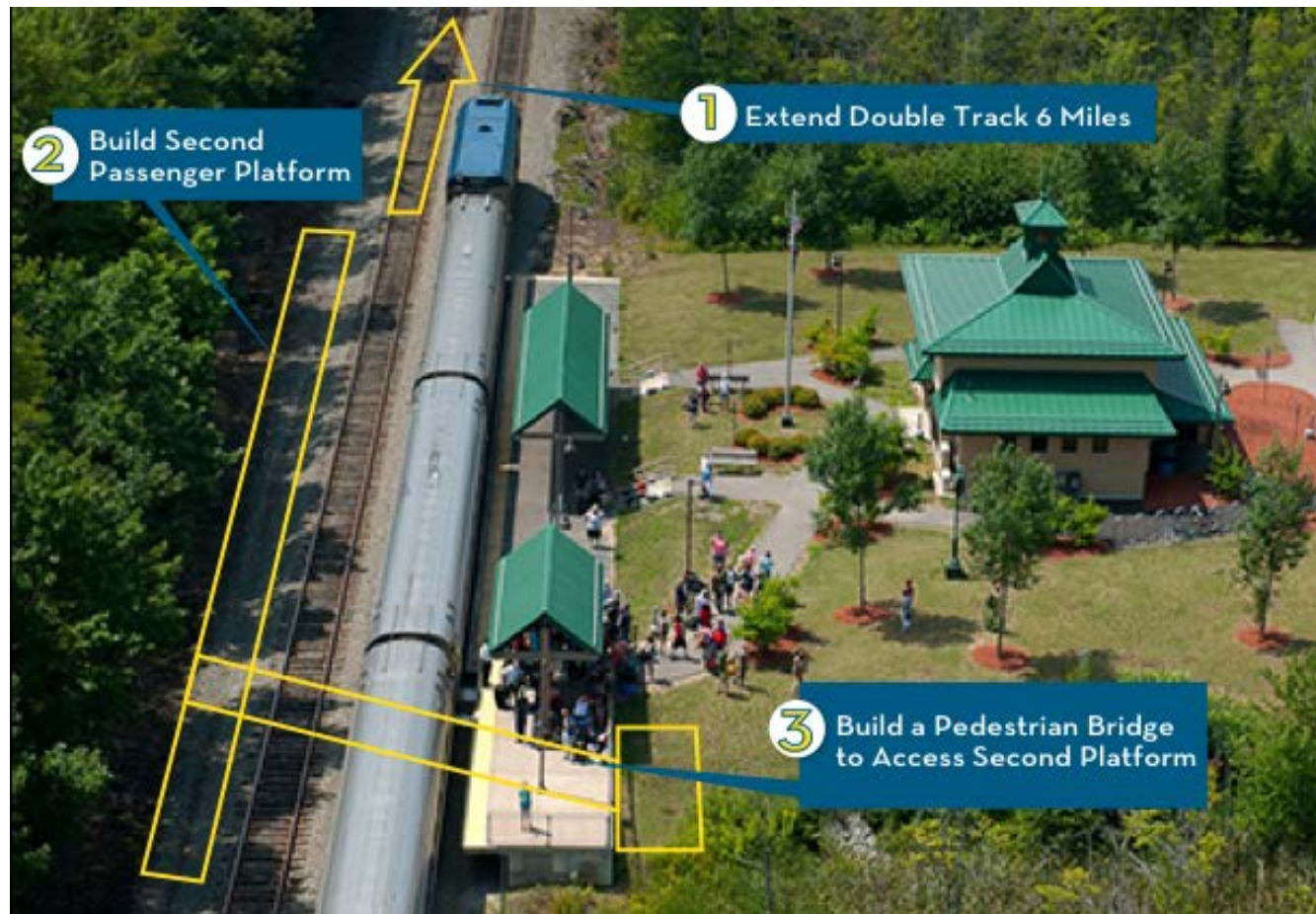


Brunswick Familiarization Trip:





Wells Area Improvement Project





Projects



NORTHERN NEW ENGLAND
PASSENGER RAIL AUTHORITY



Ongoing

- Station Agreement Updates
- Amtrak Service Agreement
- System Safety Plan
- FTA Triennial Review
- PAR/CSX Merger
 - Positive Train Control

NNEPRA Planning Efforts

- Portland Station Relocation
- West Falmouth Station
- Service Development Plan Update
- Rockland Branch Pilot





Regional Planning Studies

- Maine State Rail Plan
- Statewide Strategic Transit Plan
- L/A Economic Evaluation Study
- Biddeford/Saco TOD
- Gorham/Portland Rapid Transit
- Transit Together
- Connect 2045

National Initiatives

- 209 Policy Update
 - Amtrak Cost & Revenue Accounting
 - Marketing & Data Sharing
 - Business Relationship
- Intercity Trainset Procurement
- Corridor Development Program
- Peer Exchange
- Education & Outreach





Questions?