



**NORTHERN NEW ENGLAND  
PASSENGER RAIL AUTHORITY**



## **NNEPRA Board Meeting**

**May 23, 2022**



*May 23, 2022*

**Northern New England Passenger Rail Authority**

## **Draft Agenda**

### **1:00pm      Public Session**

- Welcome and Introductions
- Public Comment
- Approval of Minutes from April 25, 2022 Board Meeting
- Nomination of Vice Chair
- Downeaster Performance Update
- Budget and Finance
  - April Variance Report
  - Overview of Draft FY23 Budget
- Marketing Update
- Project Updates
- Other Business
  - Amtrak Service Agreement

**Next Meeting: June 27, 2022**





## Downeaster FY22 Performance

Downeaster Performance Metrics - Last 12 Months									
Period	FY	Ridership				Revenue			
		Actual	Budget	Variance	vs. 2019	Actual	Budget	Variance	\$/Rider
Apr 22	FY22	37,745	29,867	7,878	78%	\$ 768,036	\$ 552,538	\$ 215,499	\$20.35
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		324,807	266,470	58,337	67%	\$6,440,744	\$4,957,717	\$ 1,483,027	\$19.83
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



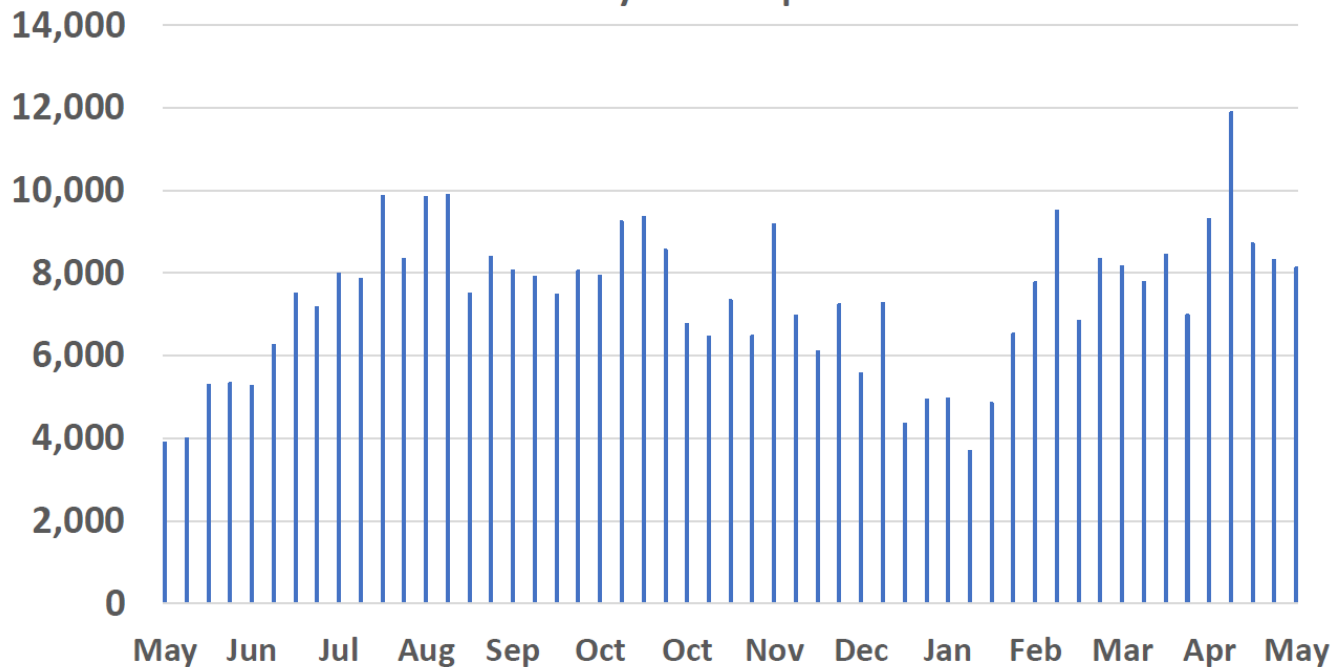


## Downeaster FY22 Performance

86%

May 2022 ridership  
recovery through May 22

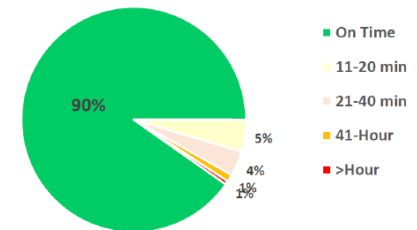
Downeaster Weekly Ridership - Last 12 Months





# 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	Capture Ratio	Check AVG	
Apr-22	FY22	300	3,382,824	83%	90%	16%	\$ 8.54	91
Mar 22	FY22	310	2,947,118	77%	82%	18%	\$ 8.22	90
Feb-22	FY22	280	2,521,546	75%	81%	16%	\$ 8.66	91
Jan 22	FY22	310	1,858,131	79%	88%	19%	\$ 8.78	88
Dec-21	FY22	308	2,568,592	87%	91%	18%	\$ 8.60	94
Nov 21	FY22	297	2,566,478	66%	76%	16%	\$ 7.85	85
Oct-21	FY22	306	3,257,121	71%	79%	17%	\$ 8.03	88
Sep 21	FY22	296	2,730,658	70%	81%	17%	\$ 8.43	88
Aug-21	FY22	306	3,287,802	66%	77%	20%	\$ 8.27	89
Jul 21	FY22	298	3,208,359	64%	73%	19%	\$ 8.38	89







# FY22 Financial Performance

## NNEPRA Draft FY22 Budget Variance Report

July 2021- April 2022

Apr-22						Fiscal Year to Date			
Revenues	April Actual	April Budget	Variance	%		Actual	Budget	Variance	%
<b>Operating Revenue</b>									
Amtrak Ticket Revenue	\$ 768,036	\$ 552,538	\$ 215,498	39%		\$ 6,440,744	\$ 4,957,717	\$ 1,483,027	30%
Food Service Revenue	\$ 50,297	\$ 43,103	\$ 7,194	17%		\$ 464,106	\$ 384,557	\$ 79,549	21%
Advertising Revenue	\$ 525	\$ -	\$ 525			\$ 525		\$ 525	
Parking Lot Revenue		\$ 27,601	\$ (27,601)	-100%		\$ 224,905	\$ 249,806	\$ (24,901)	-10%
Interest and Other Revenue	\$ 36,790	\$ 13,400	\$ 23,390	175%		\$ 478,807	\$ 134,000	\$ 344,807	257%
<b>Total Operating Revenues</b>	<b>\$ 855,648</b>	<b>\$ 636,642</b>	<b>\$ 219,006</b>	<b>34%</b>		<b>\$ 7,609,087</b>	<b>\$ 5,726,080</b>	<b>\$ 1,883,007</b>	<b>33%</b>





# FY22 Financial Performance

## Expenses

### Administration

Salaries & Benefits	\$ 66,869	\$ 68,000	\$ (1,131)	-2%	\$ 670,390	\$ 680,000	\$ (9,610)	-1%
Office Expenses	\$ 9,036	\$ 8,000	\$ 1,036	13%	\$ 85,276	\$ 80,000	\$ 5,276	7%
Professional Services	\$ 9,500	\$ 13,500	\$ (4,000)	-30%	\$ 178,592	\$ 205,000	\$ (26,408)	-13%
Insurance	\$ -	\$ -	\$ -		\$ 58,147	\$ 50,374	\$ 7,773	
Board Operations	\$ 1,087	\$ 1,250	\$ (163)	-13%	\$ 9,334	\$ 12,500	\$ (3,166)	-25%
<b>Total Administration Expenses</b>	<b>\$ 86,492</b>	<b>\$ 90,750</b>	<b>\$ (4,258)</b>	<b>-5%</b>	<b>\$ 1,001,739</b>	<b>\$ 1,027,874</b>	<b>\$ (26,135)</b>	<b>-3%</b>

### Train Operations

*Amtrak Operations	\$ 1,419,954	\$ 1,517,654	\$ (97,700)	-7%	\$ 12,907,078	\$ 14,534,646	\$ (1,627,568)	-12.6%
*Train Fuel Cost	\$ 313,814	\$ 173,330	\$ 140,484	45%	\$ 2,047,100	\$ 1,662,316	\$ 384,784	18.8%
*Other Train Operations	\$ 147,540	\$ 142,500	\$ 5,040	3%	\$ 1,334,919	\$ 1,425,000	\$ (90,081)	-6.7%
ARPA Relief Credit	\$ (300,000)	\$ (300,000)	\$ -	0%	\$ (3,316,034)	\$ (3,316,034)	\$ -	0.0%
Facilities	\$ 26,507	\$ 32,000	\$ (5,493)	-21%	\$ 270,119	\$ 314,784	\$ (44,665)	-16.5%
FY22 Capital Maintenance	\$ 1,207	\$ 50,000	\$ (48,793)		\$ 346,296	\$ 780,000	\$ (433,704)	-125.2%
<b>Total Train Operations</b>	<b>\$ 1,609,022</b>	<b>\$ 1,615,484</b>	<b>\$ (6,462)</b>	<b>0%</b>	<b>\$ 13,589,478</b>	<b>\$ 15,400,712</b>	<b>\$ (1,811,234)</b>	<b>-13.3%</b>

### Station Operations

Portland Station Rent		\$ 9,200	\$ (9,200)		\$ 82,200	\$ 92,000	\$ (9,800)	-11.9%
Portland Station CAMS		\$ 31,000	\$ (31,000)		\$ 210,800	\$ 234,000	\$ (23,200)	-11.0%
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)		\$ 3,855	\$ 20,000	\$ (16,145)	
<b>Total Station Operations</b>	<b>\$ -</b>	<b>\$ 42,200</b>	<b>\$ (42,200)</b>		<b>\$ 541,448</b>	<b>\$ 595,012</b>	<b>\$ (53,564)</b>	<b>-9.9%</b>

<b>Food Service</b>	<b>\$ 84,503</b>	<b>\$ 64,995</b>	<b>\$ 19,508</b>	<b>23%</b>	<b>\$ 709,082</b>	<b>\$ 640,844</b>	<b>\$ 68,238</b>	<b>9.6%</b>
<b>Marketing</b>	<b>\$ 35,827</b>	<b>\$ 40,000</b>	<b>\$ (4,173)</b>	<b>-12%</b>	<b>\$ 309,471</b>	<b>\$ 440,000</b>	<b>\$ (130,529)</b>	<b>-42.2%</b>
<b>Total Operating Expenses</b>	<b>\$ 1,815,844</b>	<b>\$ 1,853,429</b>	<b>\$ (37,585)</b>	<b>-2%</b>	<b>\$ 16,151,218</b>	<b>\$ 18,104,442</b>	<b>\$ (1,953,224)</b>	<b>-12.1%</b>
<b>Additional Funding Required</b>	<b>\$ 960,197</b>	<b>\$ 1,216,788</b>	<b>\$ (256,591)</b>	<b>-27%</b>	<b>\$ 8,542,132</b>	<b>\$ 12,378,363</b>	<b>\$ (3,836,230)</b>	<b>-44.9%</b>

\*Estimates- Amtrak Invoice not yet received for April 2022





## NNEPRA FY2023 Preliminary Draft

### Operating Budget Forecast

July 1, 2022 - June 30, 2023

Revenues	FY23	Assumptions	FY22 Forecast	FY22 Budget	FY21 Variance to Budget	FY2019 Actuals
<b>Operating Revenue</b>						
Amtrak Ticket Revenue	\$ 9,233,283	83% 2019	\$ 7,910,234	\$ 6,055,360	\$ 1,854,875	10,276,202
Food Service Revenue	\$ 697,336	19% cap; \$7.95 avg	\$ 566,000	\$ 470,182	\$ 95,818	876,463
Parking		TBD MaineDOT	\$ 225,000	\$ 307,381	\$ (82,381)	
Interest and Other Revenue	\$ 459,150	Amtrak, SAIPRC, Bank	\$ 560,000	\$ 285,800	\$ 274,200	293,396
<b>Total Operating Revenues</b>	<b>\$10,389,768</b>	91%; -\$1.1M 2019; 12% Increase	<b>\$ 9,261,234</b>	<b>\$ 7,118,722</b>	<b>\$ 2,142,512</b>	<b>11,446,061</b>

% 2019 riders	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
	85%	85%	85%	80%	80%	80%	80%	80%	80%	85%	90%	90%	83%

**479,651 Riders @ \$19.25 Average Fare**







# FY23 Budget Forecast

## Operating Expenses

	FY23	Assumptions	FY22 Forecast	FY22 Budget	Variance	FY2019 Actuals
<b>Administration</b>						
Salaries & Benefits	\$ 936,000	2 added positions	\$ 810,000	\$ 816,000	\$ (6,000)	669,761
Office Expenses	\$ 111,600		\$ 103,000	\$ 96,000	\$ 7,000	105,939
Professional Services	\$ 196,000		\$ 208,595	\$ 232,000	\$ (23,405)	47,030
Insurance	\$ 63,503		\$ 58,147	\$ 50,374	\$ 7,773	27,264
Board Operations	\$ 15,000		\$ 12,000	\$ 15,000	\$ (3,000)	20,321
<b>Total Administration Expenses</b>	<b>\$ 1,322,103</b>	11% increase	<b>\$ 1,191,742</b>	<b>\$ 1,209,374</b>	<b>\$ (17,632)</b>	<b>870,315</b>





# FY23 Budget Forecast

## Operating Expenses

Train Operations	FY23	Assumptions	FY22 Forecast	FY22 Budget	Variance	FY2019 Actuals
Train Operations	\$ 6,948,033	Amtrak Crew & Support	\$ 6,468,980	\$ 6,813,005	\$ (344,025)	12,929,187
Equipment Maint	\$ 8,673,937	Running & Equip Cap	\$ 7,325,433	\$ 8,225,252	\$ (899,819)	
Service Support	\$ 2,436,210	Other Amtrak	\$ 2,341,436	\$ 2,534,835	\$ (193,399)	
Train Fuel Cost	\$ 3,430,370	\$3.90-\$3.50	\$ 2,601,537	\$ 2,003,387	\$ 598,150	
Other Operations	\$ 2,201,381	90%OTP	\$ 1,769,919	\$ 1,710,000	\$ 59,919	
ARPA Relief Credit	\$ (1,016,034)	Available thru Oct 22	\$ (3,600,000)	\$ (3,600,000)	\$ -	
Layover Facilities	\$ 621,680	\$140k Capital Items	\$ 385,000	\$ 378,784	\$ 6,216	3,497,000
Capital Maintenance	\$ 881,053	based on index	\$ 860,000	\$ 860,000	\$ -	1,751,204
<b>Total Train Operations</b>	<b>\$24,176,630</b>	15% exp; 33% effective	<b>\$18,152,305</b>	<b>\$18,925,262</b>	<b>\$ (772,957)</b>	<b>18,177,391</b>

Amtrak “209” Cost Methodology revision in progress.  
Transition will begin October 1, 2022

### BLF Capital Projects:

- Security Cameras
- Gravel Road
- Salt Shed
- Replace compressors

### PLF Capital Projects:

Heating System  
Exterior Painting (Art)





# FY23 Budget Forecast

## Operating Expenses

Station Operations	FY23	Assumptions	FY22 Forecast	FY22 Budget	Variance	FY2019 Actuals
Portland Station		<i>TBD MaineDOT</i>	\$ 378,000	\$ 388,400	\$ (10,400)	
Platform Insurance	\$ 205,444	<i>Market increases</i>	\$ 197,400	\$ 153,432	\$ 43,968	131,195
Station Platform Leases	\$ 49,000		\$ 46,853	\$ 48,000	\$ (1,147)	51,761
Station Improvements	\$ 47,250	<i>Station Experience</i>	\$ 3,855	\$ 24,000	\$ (20,145)	3,078
<b>Total Station Operations</b>	<b>\$ 301,694</b>		\$ 626,108	\$ 613,832	\$ 12,276	186,034
<b>Food Service</b>	<b>\$ 1,040,092</b>	<i>Increased costs and sales</i>	\$ 890,000	773,790	\$ 116,210	1,010,837
<b>Marketing</b>	<b>\$ 520,000</b>	<i>Status quo</i>	\$ 520,000	520,000	\$ -	468,417





# FY23 Budget Forecast

## The Bottom Line

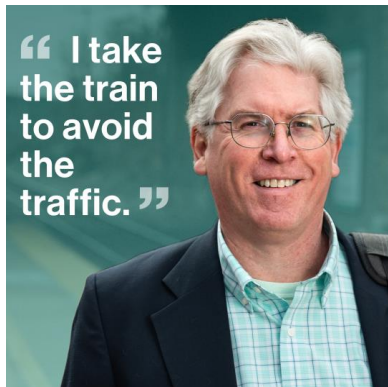
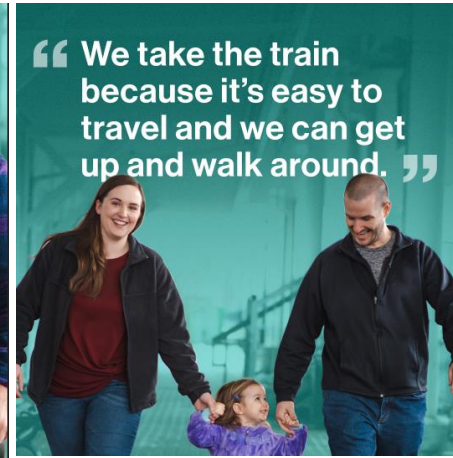
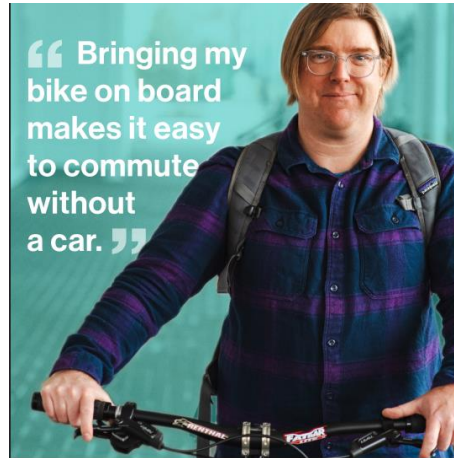
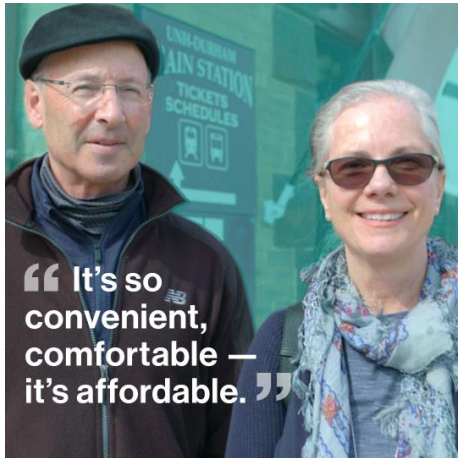
	FY23	Assumptions	FY22 Forecast	FY22 Budget	Variance	FY2019 Actuals
<b>Total Operating Expenses</b>	<b>\$ 27,360,519</b>	<i>14% exp; 28% effective</i>	\$ 21,380,155	\$ 22,042,259	\$ (662,104)	\$ 20,712,994
<b>Additional Funding Required</b>	<b>\$ 16,970,750</b>	<i>83% Increase vs. 2019</i>	\$ 12,118,922	\$ 14,923,538	\$ (2,804,616)	\$ 9,266,934
Overall Cost Recovery	38%		43%			
Food Service Cost Recovery	67%		64%			

Funding Breakdown	
<b>5337 SOGR</b>	\$ 8,000,000
<b>5307 CMAQ</b>	\$ 2,000,000
<i>Match</i>	\$ 2,000,000
<b>CARES</b>	\$ 4,970,750
<b>Total</b>	<b>\$ 16,970,750</b>





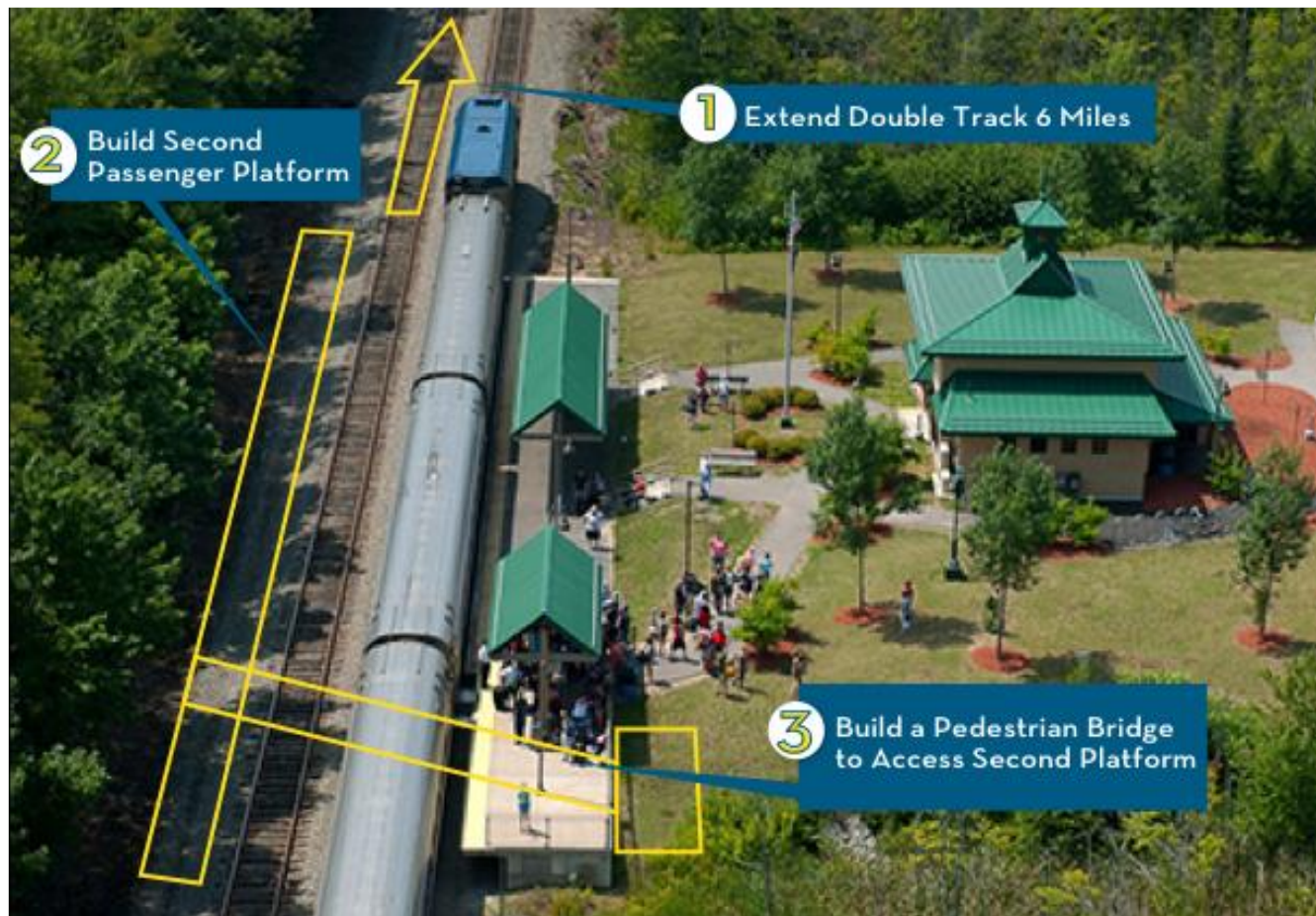
## Testimonial Campaign







## Wells Area Improvement Project





### **Agreements**

- Amtrak Service Agreement
- Station Agreement Updates
- Legal Services Agreement
- System Safety Plan
- FTA Triennial Review
- PACTS Funding Framework
- PAR/CSX Merger
  - Positive Train Control

### **NNEPRA Planning Efforts**

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







Questions?