

# Northern New England Passenger Rail Authority



## June 2014

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### **Board of Directors Briefing Materials**

June 23, 2014

**NNEPRA Office  
75 West Commercial Street  
Suite 104  
Portland, Maine 04101**

**AmtrakDowneaster.com**



# FY2014 Action Plan

Northern New England Passenger Rail Authority 75 W. Commercial Street, Portland, ME 04101 207-780-1000

## Meet or exceed projected Performance Benchmarks

- Exceed 50% total cost recovery
- Achieve 90% OTP
- Achieve 80% Café Cost Recovery in Café.
- Exceed 90% in all CSI categories

## Improve Service Efficiency

- Begin Brunswick Layover Construction to eliminate deadheads, increase revenue service, eliminate idling
- Maximize revenue potential on peak performing trains.
- Improve reliability through tie replacement program.
- Increase performance of off-peak trains through targeted marketing campaigns.

## Improve Passenger Services & Communication

- Develop PIDS implementation plan
- Simplify Group Sales process
- Improve station displays
- Explore ways to improve bicycle access.

## Complete Service Development Plan

- Review and refine key objectives
- Finalize infrastructure improvement plan

## Begin MBTA Infrastructure Improvement Project

- Finalize Scope & Budget
- Begin Construction

## Maintain Compliance with all Regulations

Work to secure a stable and dedicated funding mechanism to sustain Downeaster operations and continued capital investments in the Downeaster Corridor.



# **BOARD of DIRECTORS MEETING AGENDA**

June 23, 2014

12:30pm

1. Open Public Session
  
2. Motion to go into executive session pursuant to 1 MRS Section 405(6)(E) to discuss contract negotiations.

1:00pm

3. Motion to re-open Public Session
  
4. Approval of Minutes from May 5, 2014 Meeting
  
5. Downeaster Performance Update
  
6. Finance Report
  - a. FY2014 Variance Report
  - b. FY2015 Budget Proposal
  
7. Projects Update
  
8. Executive Director Report
  
9. Public Comment
  
10. Next Scheduled Meeting: July 28, 2014



**Minutes of the Meeting of the Board of Directors**  
**Northern New England Passenger Rail Authority**  
May 5, 2014  
Portland, Maine

**Directors in attendance:**

Mr. Martin Eisenstein, Mr. Dana Connors, Mr. Matt Jacobson, Mr. John Bubier, Mr. David Bernhardt, Mr. George Gervais and Mr. Robert McEvoy (sworn in after Executive Session therefore did not participate in the Executive Session)

**Staff in attendance:**

Ms. Patricia Quinn, Ms. Marina Douglass, Mr. Brian Beeler, Mr. James Russell, and Ms. Natalie Bogart

**Interested parties:**

Mr. Nathaniel Rosenblatt, NNEPRA Counsel; Mr. Steve Corcoran, Amtrak; Mr. Wayne Davis, TrainRiders NE; Mr. Bill Lord, TrainRiders NE; Mr. Dana Knapp, Concord Coach; Mr. Jeffrey Reynolds, Brunswick; Mr. Tony Donovan, Maine Rail Transit Coalition; Stan Gerzofsky, Maine State Senator; Ms. Emily Boochever; Mr. Dennis Bailey, Savvy Inc.; Mr. Charles Wallace, RSE; Mr. Robert Morrison, Brunswick West Neighborhood Coalition; Mr. Mathew Eddy, Kennebunk; Mr. Barry Tibbetts, Kennebunk; Ms. Nicole Vinal, Brunswick; Mr. Jason Harvie, Brunswick; Mr. Richard Bennett, Hotel Train; Mr. Matthew Dunlap, Maine Secretary of State; Mr. Josh Putterman, Hotel Train; Mr. Francois Rebello, Hotel Train; Ms. Lynn Tillotson, Portland CVB; Mr. Bob Thompson, AVCOG; Mr. Michael Coleman, Old Orchard Beach; Ms. Robin Zinchuk, Bethel Area Chamber of Commerce; Ms. Margaret Craven, Maine Senator ; Mr. Richard Grandmaison, Bethel; Ms. Dian Grandmaison, Bethel; and, Ms. Joan Saxe, Sierra Club.

**Commencement:**

Vote to open Public Session at 12:35 pm

Motion: Mr. John Bubier  
Seconded: Mr. Matt Jacobson  
Accepted: All

Mr. Eisenstein welcomed Mr. McEvoy to the NNEPRA board. Because Mr. McEvoy hadn't been sworn in yet, Mr. Eisenstein asked him to step out of the room during Executive Session.

Motion to go into executive session

Motion: Mr. Matt Jacobson  
Seconded: Mr. David Bernhardt  
Accepted: All

Per 1 MRS Section 405(6)(E)

- a. To discuss with counsel pending litigation pursuant to 1 MRS 405(6)(E); and
- b. To discuss negotiation of an insurance agent agreement pursuant to 1 MRS 405(6)(e) and 23 MRS 8115-A(1)(A).

Motion to close Executive Session and re-open Public Session at 1:01pm

Maine Secretary of State Matthew Dunlap swore in Mr. Robert McEvoy as the newest NNEPRA board member.

### **Minutes of March 24, 2014 Meeting**

Vote to accept minutes as presented by the staff.

Motion: Mr. David Bernhardt  
Seconded: Mr. Matt Jacobson  
Accepted: All

## **DOWNEASTER PERFORMANCE REPORT**

### **Staff Presentations**

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#### **Downeaster Performance update**

##### **Staff Presentations**

- Ms. Quinn stated that ridership was pacing 7% ahead of 2013, \$371,000 above the prior year.
- The actual April ridership hasn't been provided by Amtrak however it appears that ridership will exceed the target.
- On time performance (OTP) has been terrible and some of the Downeaster trains have been annulled. There currently are 27 miles of speed restrictions from Portland to the Massachusetts border. The harsh winter caused damage to the rail line that requires fixing before the speed restrictions can be lifted. Pan Am Railways is working to fix the deficiencies.
- The annulments and the current low OTP will likely negatively impact May ridership and revenue numbers.
- Ms. Bogart stated that she is using social media, Facebook and Twitter, as well as the Downeaster website, to inform passengers about train delays and annulments.
- Ms. Quinn discussed a new fare structure that is similar to Amtrak's. The new structure offers four levels of ticket pricing: value fares (fully exchangeable and refundable with 10% fee within 24 hours to departure); saver fares (fully exchangeable and non-refundable); flexible fares (fully exchangeable and refundable with no fee); and, premium fares (business class, fully exchangeable and refundable with no fee).
- A service outage for work planned in Haverhill, MA is scheduled for May 17<sup>th</sup> and 18<sup>th</sup>. Ms. Bogart is advertising \$10 fares to generate northbound travel from Haverhill, Exeter, Durham, and Dover during this weekend. 833 passengers took advantage of the \$10 fares offered during the April 12<sup>th</sup> and 13<sup>th</sup> track outage.
- Ms. Bogart reported that ridership during school vacation increased almost 25% over FY2013.

- Ms. Bogart stated that NNEPRA is promoting tourism travel to Maine with the annual Train to Maine transit advertising campaign Boston. The campaign will run for an eight week period beginning in May.
- National Train Day is Saturday, May 10. NNEPRA will be participating in a special event at the Brunswick Train Station in conjunction with Operation Lifesaver, TrainRiders NE and model railroad clubs from around Maine. A Downeaster train will be at the station and open for tours from 1:00 pm to 3:00 pm.

**FINANCE REPORT – Marina Douglass**

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**Budget Variance Report**

- The March variance report was reviewed.

Vote to accept variance report

Motion:	Mr. Matt Jacobson
Seconded:	Mr. John Bubier
Accepted:	All

Ms. Quinn stated that NNEPRA is still negotiating with Amtrak for the 2015 Cost Contract, therefore, the NNEPRA FY2015 budget is not ready for review.

**Other Business**

Mr. Russell provided an update on the MBTA project. 60% Signal Design review comments have been received from all stakeholders. The MBTA operator and maintenance contractor will be transitioning from MBCR to Keolis on July 1, 2014. This will affect the project work elements that MBTA is responsible for so a meeting is being set up between MBTA and Keolis to discuss this project and agree on scope and budget.

Mr. Russell provided an update on the Portland Connecting Wye Track. NNEPRA submitted a TIGER VI grant application for this project including the Royal Junction Siding. NNEPRA is coordinating with the City of Portland to realign County Way, the third track at Congress Street and the proposed Bike Trail extension. NNEPRA is also coordinating with the Cumberland County Jail and Board of Commissions for a new grade crossing and prisoner transport roadway.

Mr. Russell introduced Mathew Eddy and Barry Tibbetts from Kennebunk to discuss a seasonal and limited stop at the existing Kennebunk station building at 12 Depot Street.

Mathew Eddy and Barry Tibbetts presented their plan for a seasonal and limited Kennebunk stop. Kennebunk has a \$300,000 fund for this project and hope to have service beginning summer 2015.

Ms. Quinn stated that this was a win-win project for the Downeaster passengers and the Town of Kennebunk –indication that this station will likely attract more people to Maine and increase the economic impact. A station in Kennebunk will be synergistic with the seasonal Rockland coastal train service.

Mr. Eisenstein asked Mr. Eddy if Kennebunk was comfortable that not all Downeaster trains are expected to stop there every day. He responded that it will work well and as a test market for possible increased frequency to Kennebunk in the future.

Vote to authorize NNEPRA to proceed with assistance for the financial and feasibility analysis of seasonal and limited Kennebunk Downeaster service.

Motion: Mr. Dana Connors  
Seconded: Mr. George Gervais  
Accepted: All

Ms. Quinn reported that the Thompson's Point land swap will likely take place within the next few months. Ms. Quinn has received prior authorization to negotiate and execute all of the Thompson's Point land swap agreements.

Ms. Douglass reported on the recent request for proposals (RFP) for a NNEPRA insurance agency. Responses to the RFP were required on April 3, 2014. Three companies submitted proposals: Clark Insurance (the incumbent agency), Cross Insurance and Aon Insurance.

The Review Committee, consisting of Ms. Douglass, Ms. Quinn and Mr. Jacobson (Board Treasurer,) met prior to the board meeting and reviewed the three proposals. The proposal company with the most points was Clark Insurance. Mr. Jacobson stated that he was confident that the process was solid and that the committee chose the best company. A request was made of the Board to allow NNEPRA to award the contract to Clark Insurance.

Vote to authorize NNEPRA to award the insurance agent contract to Clark Insurance.

Motion: Mr. John Bubier  
Seconded: Mr. Matt Jacobson  
Accepted: All

Mr. Rebello, Mr. Bennett and Mr. Putterman presented their proposal for the Montreal Hotel Train, an overnight train from Montreal to Boston with stops in Maine. It is a private undertaking that would transport travelers in sleeping cars and a dining car on a 12-13 hour journey from Montreal to Portland where then it would use Pan AM and MBTA tracks to complete its trip to Boston's North Station. The roundtrip fare is estimated to be about \$300. Train service would include a stop at Old Orchard Beach, as well as inland Maine towns and cities. Their goal is to start seasonal service in the summer of 2015 if agreements with the right-of-way owners can be reached. In addition, both the Downeaster and MBTA commuter service would have to agree to the specifics of the proposal.

Mr. Eisenstein stated that while the Board could support the concept at a high level, more formal support would be subject to the Board's review of more details.

Mr. Connors and Mr. Jacobson concurred with Mr. Eisenstein. Mr. Connors further asked that the Hotel Train promoters provide status reports as they proceed with their due diligence for this project which included outlining the obligations and roles of all the partners. Mr. Connors invited them back to the Board when they had more information.

Mr. Rebello stated that the Hotel Train would possibly make stops in Bethel, Auburn, Portland, Old Orchard Beach and other current Downeaster stations. The stop in Bethel would probably be in the middle of the night.

Mr. Thompson of AVCOG stated that an existing study for an Auburn rail station would need to be reopened and updated.

Mr. Rebello stated that the plan is for a three month trial period beginning summer 2015.

Mr. Bubier stated that looking at this project from a 60,000 foot view it appeared to be a good idea. He suggested that the Board draft a letter of general support of the Hotel Train concept and including a request to have specific issues examined. The other board members were in agreement.

**Public Comment**

Ms. Saxe stated that May 20<sup>th</sup> is International Transit Day.

Mr. Donovan asked Ms. Bogart if she had organized any marketing efforts to include the new Portland, Maine to Yarmouth, Nova Scotia ferry. Ms. Bogart stated that there were several Downeaster Travel packages available for the new service. The new ferry service is also featured on the Amtrak Downeaster website.

Vote to adjourn: 2:35 pm

Motion:	Mr. Matt Jacobson
Seconded:	Mr. John Bubier
Accepted:	All

**NEXT MEETING: June 23, 2014**





# Performance Report

First Half of Fiscal Year 2014: July 2013 - March 2014

Northern New England Passenger Rail Authority

75 W Commercial Street, Suite 104, Portland, Maine 04101 207-780-1000

## Fiscal 2014 Year to Date: July 2013-March 2014

FY2014	RIDERS	REVENUE	PASS. MILES	OTP
July	55,085	\$ 851,450	4,642,062	58%
August	60,044	\$ 929,299	5,068,553	62%
September	48,485	\$ 699,492	3,834,463	62%
October	45,681	\$ 682,890	3,676,047	74%
November	44,730	\$ 748,007	3,652,980	78%
December	41,044	\$ 719,697	3,483,039	74%
January	36,100	\$ 588,563	2,983,790	70%
February	36,114	\$ 602,942	2,905,462	75%
March	44,215	\$ 735,219	3,678,378	81%
<b>FY14 To date</b>	<b>411,498</b>	<b>6,557,559</b>	<b>33,924,774</b>	<b>70%</b>
FY13 To Date	386,910	6,123,664	33,787,619	80%
FY14 vs FY13	6.4%	7.1%	0.4%	

## PERFORMANCE HIGHLIGHTS

During the third quarter of FY2014, the Downeaster transported 116,429 passengers the equivalent of 9.6 million passenger miles, generating \$1.93 million in revenue. This represents a ridership increase of more than 7,900 passengers (7%) and a revenue increase more than \$151,000 (9%) greater than the second quarter of FY2013.

Fiscal year 2014 to date, ridership of 411,498 is 6% greater than FY13 with revenues of \$6.557m pacing 7.1% ahead of the same period last year.

On Time Performance (OTP) for the Downeaster, through March 2014 continued to struggle with an overall 68% OTP recorded fiscal year to date.

Despite the poor OTP, Amtrak's national Overall Customer Satisfaction Index (CSI) indicated that in 94% of all Downeaster passengers were very satisfied with their overall experience. In fact, more than 90% of passengers were very satisfied for the value, cleanliness, conductor helpfulness and friendliness of Café personnel.

### FY2014 9-Month Fiscal Year to Date Statistics (Jul 13-Mar 14)

#### Average Daily Ridership: 1,502

- Average Weekday Ridership: 1,521
- Average Weekend Ridership: 1,492

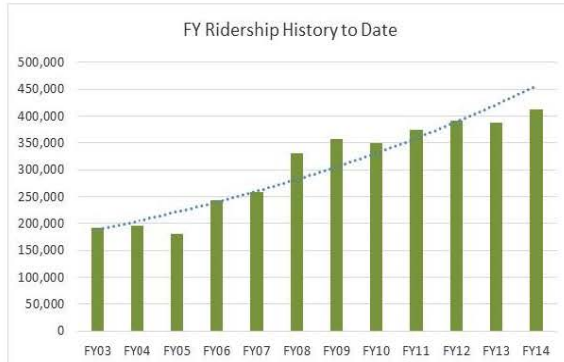
#### Average Passenger Fare: \$15.93

- Average Fare on Weekdays: \$16.69
- Average Fare on Weekends: \$17.90

#### Average Miles per Passenger: 83

- Avg. Weekday Miles/Passenger: 80
- Avg. Weekend Miles/Passenger: 90

Fiscal year to date, the *Downeaster Café* is averaging a cost recovery rate of 85% with an average cost of 22 center per passenger.



CUSTOMER SATISFACTION	Fiscal Year to Date	
	Downeaster	Amtrak
Overall Customer Satisfaction	94	87
Value for Price Paid	92	84
Overall Cleanliness of Train	90	84
Clarity of Announcements	86	78
Conductor Helpfulness / Friendliness	93	89
Food Service Personnel Friendliness	92	87
Quality of Food	86	80
Overall Café Experience	89	82

Since December 2001, the Downeaster has transported more than 4.9 million riders the equivalent of 404 million passenger miles and has generated more than \$70 million in ticket revenues.

<b>DOWNEASTER PERFORMANCE STATISTICS</b>					
<b>April 2014</b>					
<b>Performance Stats</b>	Ridership	Revenue	Fare/Pax	Pass Mi	Mi/Pax
Actual April 2014	44,550	\$ 721,735	\$ 16.20	3,663,110	82
Actual April 2013*	40,389	\$ 637,799	\$ 15.79	3,700,138	92
FY2014 Year to date	456,048	\$7,280,416	\$ 15.96	37,597,000	82
FY2013 Year to date*	427,299	\$6,761,464	\$ 15.82	33,787,619	79
*FY13 Ridership adjusted to reflect ticket lifts, not allocated passengers reported by Amtrak.					
<b>City Pair Ridership</b>	<b># Riders</b>	<b>Revenue</b>	<b>Avg Fare</b>	<b>% Total Riders</b>	<b>% Total Revenue</b>
<b>April 2014</b>					
Boston-North - Portland	12,163	\$243,083	\$ 19.99	27%	34%
Boston-North - Exeter	5,857	\$72,386	\$ 12.36	13%	10%
Boston-North - Durham	3,856	\$63,515	\$ 16.47	9%	9%
Boston-North - Dover	3,743	\$56,460	\$ 15.08	8%	8%
Boston-North - Saco	3,270	\$58,774	\$ 17.97	7%	8%
Boston-North - Wells	3,151	\$52,473	\$ 16.65	7%	7%
Boston-North - Brunswick	1,875	\$37,363	\$ 19.93	4%	5%
Boston-North - Haverhill	2,333	\$24,057	\$ 10.31	5%	3%
Boston-North - Freeport	587	\$13,156	\$ 22.41	1%	2%
<b>Total</b>	<b>36,835</b>	<b>\$621,267</b>	<b>\$ 16.87</b>	<b>83%</b>	<b>86%</b>
<b>On Time Performance</b>	<b>Average overall OTP for Apr 2014</b>				
	<b>35.60%</b>				
100%					
90-99%					
80-89%					
Below 80%	All trains				
<b>Customer Satisfaction Score</b>	<b>Downeaster March 2014</b>		<b>Amtrak March 2014</b>		
Overall CSI	96%		85%		
Overall Cleanliness of Train	94%		83%		
Friend. /Helpful of Conductors	96%		88%		
Friendliness of Café Attendant	96%		85%		
Quality of Café Food	92%		79%		
Overall Café Experience	94%		80%		

<b>PRELIMINARY VARIANCE REPORT - May 2014</b>							
	Current Month Actual	Current Month Budget	Current Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance	Year to Date Percent
<b>Revenues</b>							
<b>Operating Revenue</b>							
Amtrak Ticket Revenue	633,519	649,523	(16,004)	7,913,931	7,469,714	444,217	6%
Food Service Revenue	52,176	51,222	954	629,284	568,303	60,981	11%
Advertising Revenue	0	0	0	20,056	7,500	12,556	167%
Parking Lot Revenue	28,144	28,000	144	364,441	371,920	(7,479)	-2%
Interest on Accounts	224	236	(12)	2,316	2,592	(276)	-11%
Other Revenue	4,250	4,206	44	146,241	46,045	100,196	218%
<b>Total Operating Revenues</b>	<b>718,313</b>	<b>733,187</b>	<b>(14,874)</b>	<b>9,076,270</b>	<b>8,466,074</b>	<b>610,196</b>	<b>7%</b>
<b>Expenses</b>							
<b>Wages and Benefits</b>							
Permanent Full-Time	28,725	28,725	0	312,912	312,912	(0)	(0)
Benefits	13,251	13,251	0	143,535	143,535	(0)	(0)
<b>Total Wages and Benefits</b>	<b>41,976</b>	<b>41,976</b>	<b>0</b>	<b>456,447</b>	<b>456,447</b>	<b>(0)</b>	<b>0%</b>
<b>Administration</b>							
Office Expenses	9,529	9,562	(33)	111,023	111,229	(207)	0%
Professional Services	1,861	1,558	303	26,113	39,962	(13,849)	-35%
Insurance	2,485	2,700	(215)	26,555	27,425	(870)	-3%
Board Operations	1,068	1,170	(102)	11,121	12,435	(1,314)	-11%
<b>Total Administration Expense</b>	<b>14,944</b>	<b>14,990</b>	<b>(46)</b>	<b>174,811</b>	<b>191,051</b>	<b>(16,240)</b>	<b>-9%</b>
<b>Train Operations</b>							
Amtrak Operations	887,036	883,333	3,703	9,584,199	9,553,667	30,532	0%
Train Fuel Cost	285,000	314,000	(29,000)	3,144,446	3,454,000	(309,554)	-9%
PanAm	106,296	107,200	(904)	1,037,042	1,173,768	(136,726)	-12%
Other Train Operations	3,384	3,125	259	38,115	34,375	3,740	11%
Insurance	1,160	1,160	0	12,760	12,760	0	0%
Layover Facility	9,243	13,260	(4,017)	119,437	135,364	(15,927)	-12%
Capital Maintenance	0	0	0	10,048	10,048	0	0%
<b>Total Train Operations</b>	<b>1,292,119</b>	<b>1,322,078</b>	<b>(29,959)</b>	<b>13,946,047</b>	<b>14,373,981</b>	<b>(427,935)</b>	<b>-3%</b>
<b>Station Operations</b>							
Portland Station	28,100	30,815	(2,715)	330,569	338,200	(7,631)	-2%
Platform Ins	10,748	12,491	(1,743)	117,924	128,431	(10,506)	-8%
Station Platform Leases	0	0	0	31,009	31,742	(733)	-2%
Other Station Improvements	0	817	(817)	75	8,983	(8,908)	100%
<b>Total Station Operations</b>	<b>38,848</b>	<b>44,123</b>	<b>(5,275)</b>	<b>479,578</b>	<b>507,356</b>	<b>(27,778)</b>	<b>-5%</b>
<b>Food Service</b>							
Regular	57,253	66,589	(9,336)	737,779	738,794	(1,015)	0%
<b>Total Food Service</b>	<b>57,253</b>	<b>66,589</b>	<b>(9,336)</b>	<b>737,779</b>	<b>738,794</b>	<b>(1,015)</b>	<b>0%</b>
Marketing	52,660	52,660	0	370,428	370,841	(413)	0%
<b>Total Marketing</b>	<b>52,660</b>	<b>52,660</b>	<b>0</b>	<b>370,428</b>	<b>370,841</b>	<b>(413)</b>	<b>0%</b>
<b>Total Expenses</b>	<b>1,497,800</b>	<b>1,542,416</b>	<b>(44,616)</b>	<b>16,165,091</b>	<b>16,638,472</b>	<b>(473,381)</b>	<b>-3%</b>
<b>Additional Funding Required</b>	<b>779,488</b>	<b>809,229</b>	<b>(29,742)</b>	<b>7,088,821</b>	<b>8,172,398</b>	<b>(1,083,577)</b>	<b>-13%</b>



**Operating Budget**  
**Fiscal Year 2015 DRAFT**  
**July 1, 2014 - June 30, 2015**

		FY14 Budget	FY14 Actual*	FY15 Budget
<b>Operating Revenues</b>				
1	Amtrak Ticket Revenue	8,181,813	8,570,781	8,621,011
2	Sales by Food Service	620,206	659,967	649,173
3	Advertising Revenue	7,500	13,116	7,500
4	Parking Lot Revenue	405,920	369,150	400,000
5	Interest and Other Revenue	53,078	161,014	159,490
	<b>Total Operating Revenues</b>	<b>9,268,517</b>	<b>9,774,028</b>	<b>9,837,173</b>
<b>Expenses</b>				
<b>Wages and Benefits</b>				
6	Permanent Full-Time	347,208	341,997	357,624
7	Benefits	161,464	160,725	181,295
	<b>Total Wages and Benefits</b>	<b>508,672</b>	<b>502,722</b>	<b>538,919</b>
<b>Administration</b>				
8	Office Expenses	135,467	124,732	132,665
9	Professional Services	43,500	22,697	32,000
10	Insurance	30,125	29,325	31,565
11	Board Operations	13,605	12,207	14,227
	<b>Total Administration Expenses</b>	<b>222,696</b>	<b>188,961</b>	<b>210,457</b>
<b>Train Operations</b>				
12	Amtrak Operations	10,474,500	10,508,460	11,546,984
13	Train Fuel Cost	3,768,000	3,379,446	3,898,800
14	Pan Am	1,301,068	1,206,531	1,301,068
15	Liability Insurance	19,329	14,400	18,516
16	Layover Facility	149,921	128,472	143,123
17	Capital Maintenance	712,279	712,279	725,274
	<b>Total Train Operations</b>	<b>16,425,097</b>	<b>15,949,588</b>	<b>17,633,765</b>
<b>Station Operations</b>				
18	Portland Station	282,600	250,163	282,600
19	Portland Station Rent	97,200	97,200	97,200
20	Platform Insurance	140,922	128,672	141,540
21	Station Improvements	9,800	3,000	410,000
22	ME & NH Platform Lease	43,877	42,710	44,419
	<b>Total Station Operations</b>	<b>574,399</b>	<b>521,746</b>	<b>975,759</b>
<b>Food Service</b>				
23	<b>Total Food Service</b>	<b>806,267</b>	<b>803,499</b>	<b>779,007</b>
<b>Marketing</b>				
24	<b>Total Marketing</b>	<b>480,000</b>	<b>343,076</b>	<b>480,000</b>
	<b>Total Operating Expenses</b>	<b>19,017,131</b>	<b>18,309,593</b>	<b>20,617,907</b>
<b>Additional Funding Required</b>				
26	FTA/CMAQ	4,766,891	3,553,842	3,036,313
27	FTA 5337 State of Good Repair	3,000,000	3,000,000	5,232,274
	FTA 5307	0	0	320,000
28	State Match	1,941,723	1,941,723	2,147,147
29	State Ineligible	40,000	40,000	45,000
31	<b>Total Funding</b>			<b>10,780,734</b>
32	<b>Net</b>			<b>0</b>
	* estimated			

**NNEPRA FY2015 Detail Budget Assumptions - DRAFT**

**Revenues - Operations**

- 1. Downeaster Farebox Estimated 12 month ticket revenue: 519,338 riders at \$16.60
- 2. Café Sales Estimated 12 month Café revenue based on average sales of \$1.25 per passenger
- 3. Advertising Advertising sales projections
- 4. Parking Lot Revenue Portland Parking lot revenue
- 5. Interest & Other Interest earned, NH insurance reimbursement and Amtrak "other revenue"

**Personnel**

- 6. Permanent Full Time Projected wages for 5 full-time employees and a portion of Special Projects Manager
- 7. Employee Benefits Projected employee benefits

**Administration**

- 8. Office Expenses NNEPRA office rent, utilities, supplies, dues, travel, training
- 9. Professional Services Legal, survey and consultant fees
- 10. Insurance General liability, worker's comp, TrainRiders Host Program
- 11. Board Operations Board insurance and expenses

**Train Operations**

- 12. Amtrak Operations Per agreement, 12 months plus Amtrak supplies, business class and relate Café complimentary items.
- 13. Fuel Projected 12 months at \$3.80 per gallon
- 14. Pan Am Performance and Maintenance payments per contract
- 15. Insurance Cab car insurance
- 16. Layover Facility Layover facility maintenance and equipment
- 17. Capital Maintenance Per agreement with Pan Am plus Project Management

**Station Operations**

- 18. Portland Station Operations Parking, plowing, grounds, amenities
- 29. Portland Station Rent \$8,100 rent per month
- 20. Platform Insurance Liability and Umbrella policies for Downeaster stations in ME and NH
- 21. Station Improvements PIDS and miscellaneous station information updates
- 22. ME & NH Platform Lease Leases with Boston & Maine and Maine Central RR

**Food Service**

- 23. Café Expense Estimated 12 months based on a cost per passenger of \$1.56

**Marketing**

- 24. Marketing Per Marketing Budget

**Revenues - Subsidy**

- CMAQ and FTA 5337 SGR 80% of Net Eligible Expenses & Preventative Maintenance
- 5307 Formula Funds 80% of PIDS System
- State Match 20% of Net Eligible Expenses required for State Match
- State Expenses ineligible for CMAQ reimbursement