



Presentations for January 12, 2023 Board of Directors Meeting



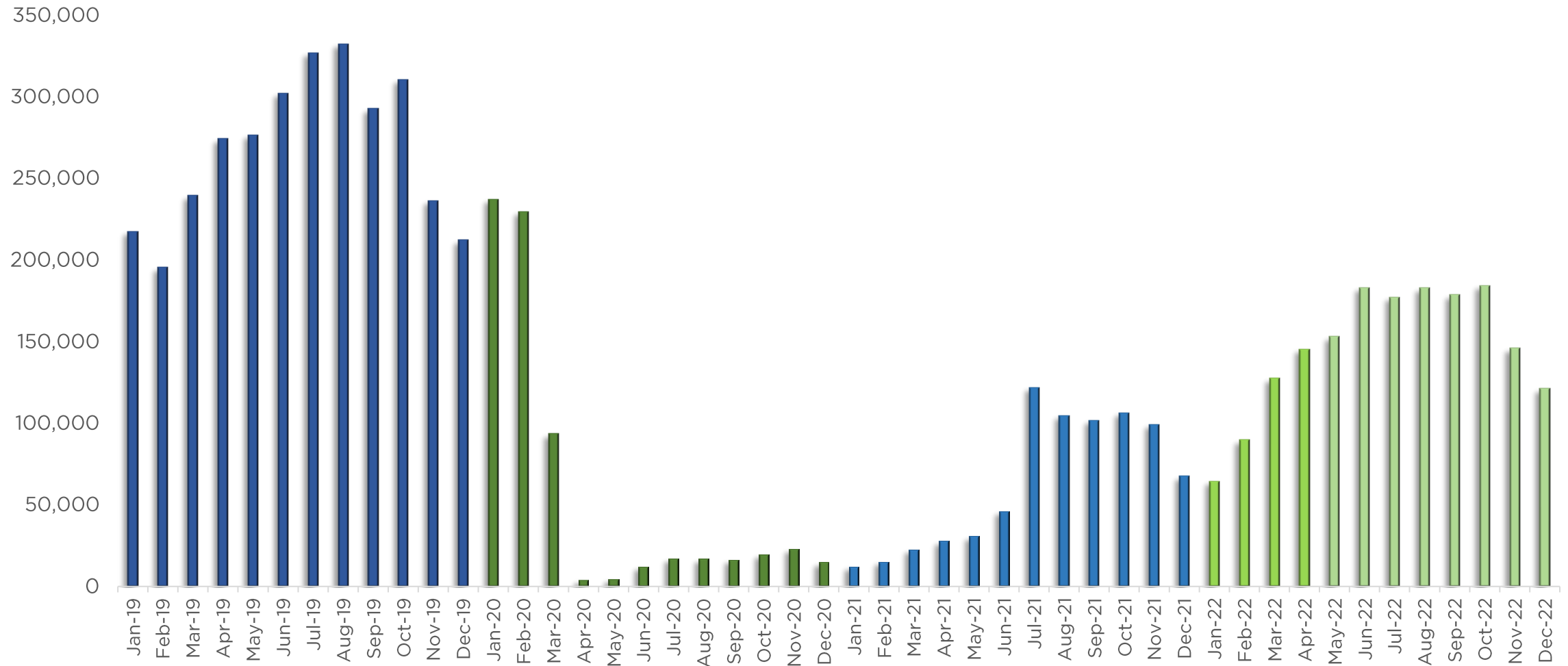
Item 5a(iv): 2022 Ridership Summary

2022 RIDERSHIP REVIEW AND ANALYSIS

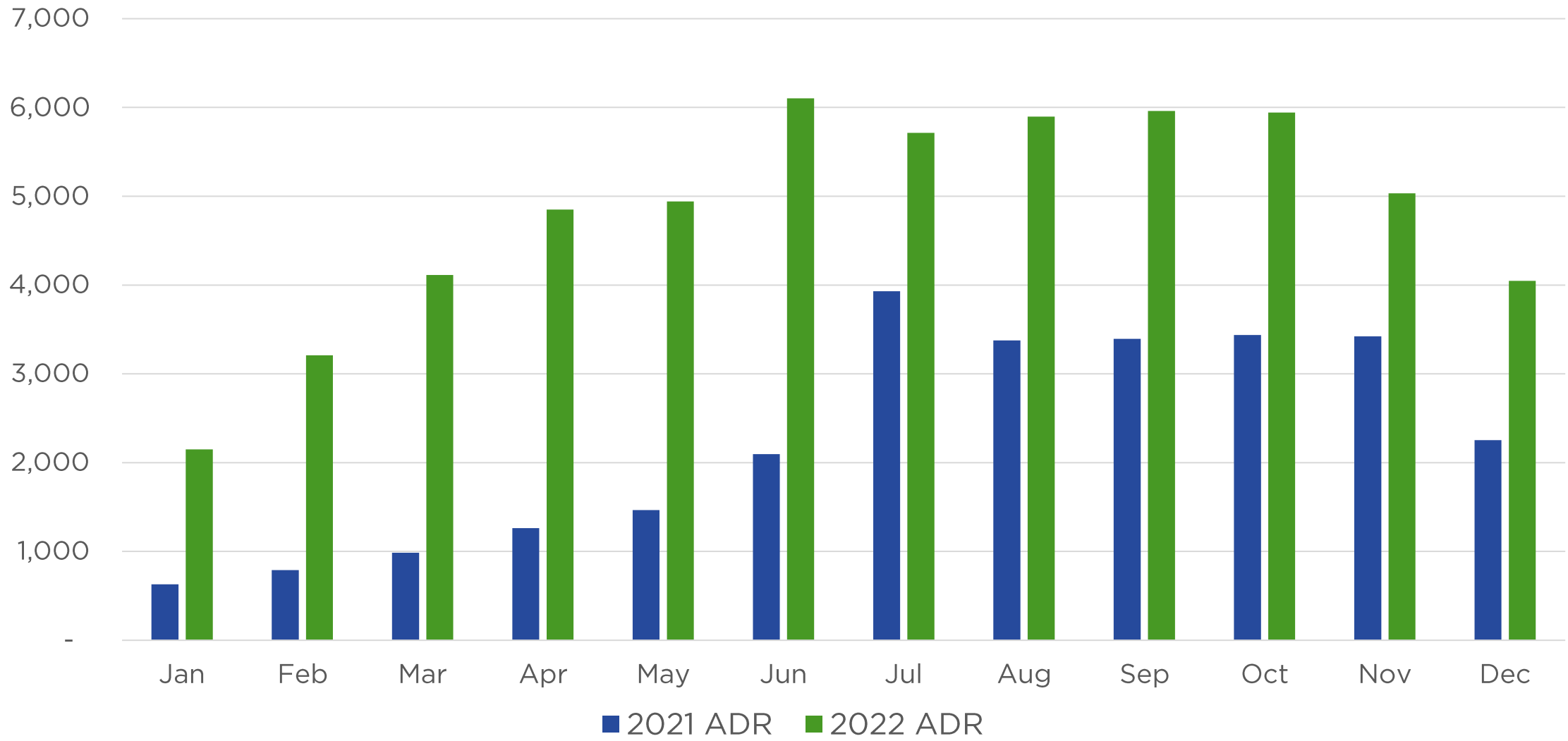
Kevin Connolly & Thomas Hall
January 12, 2023



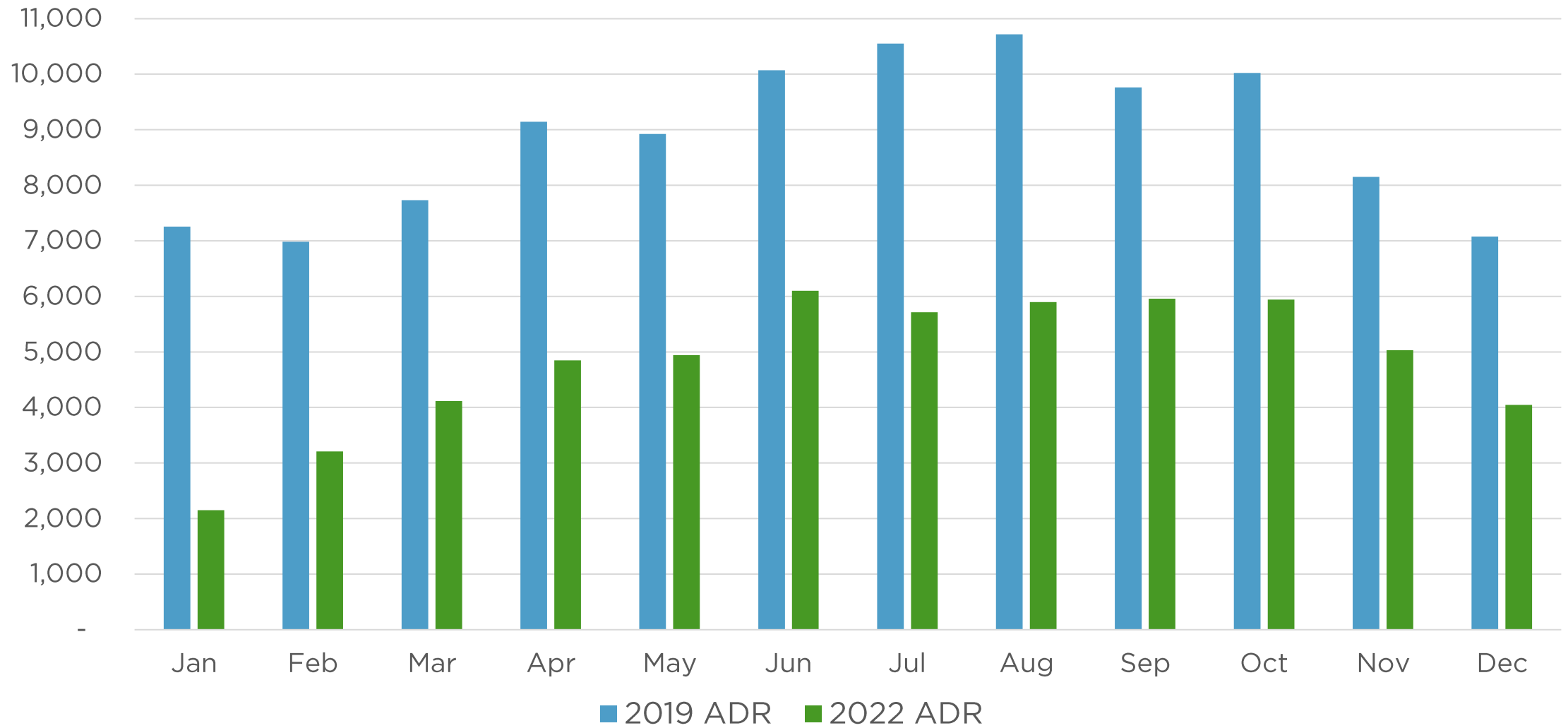
MONTHLY RIDERSHIP ON SAN FRANCISCO BAY FERRY *2019 to Present*



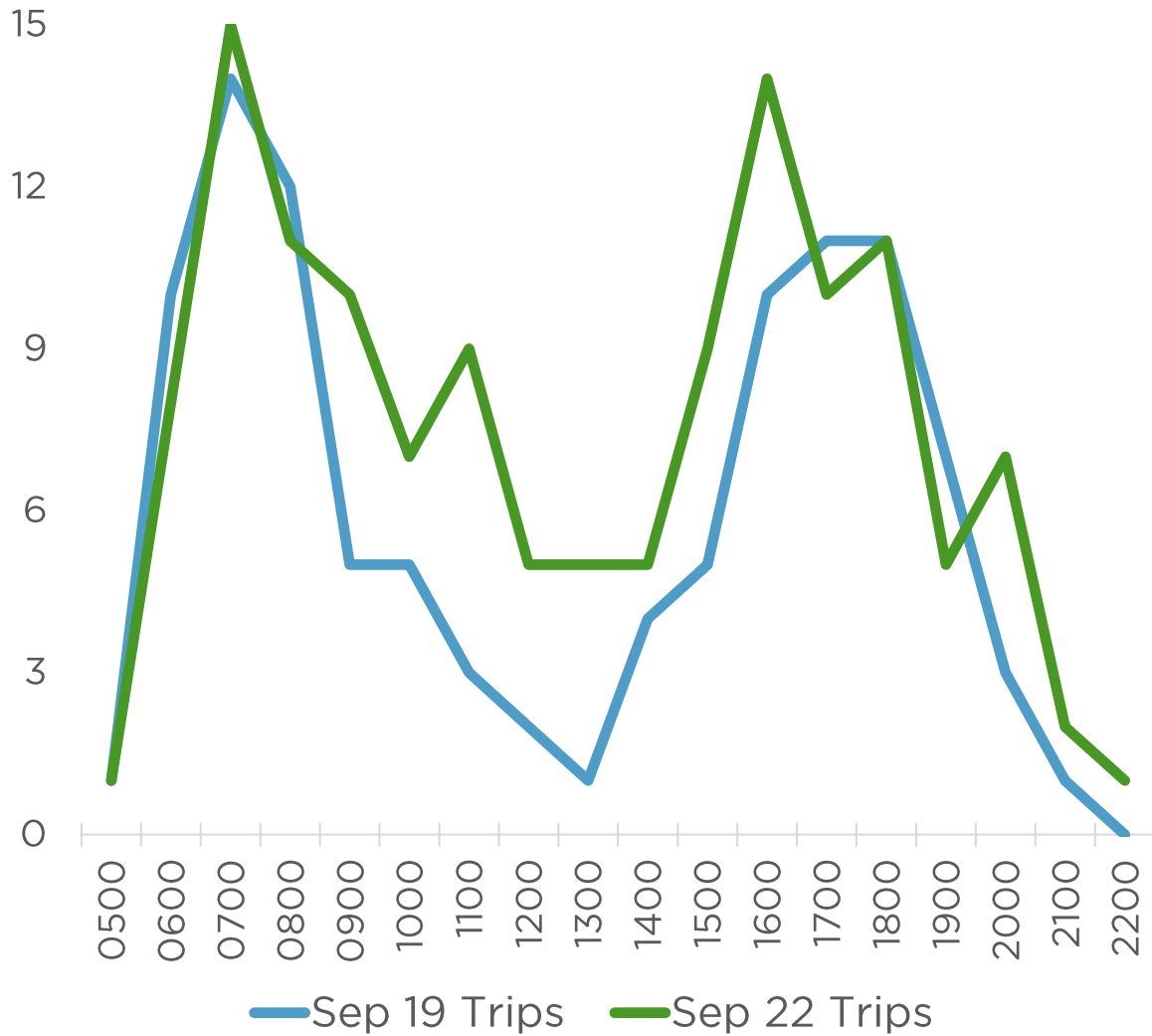
AVERAGE DAILY RIDERSHIP: 2021 VS. 2022



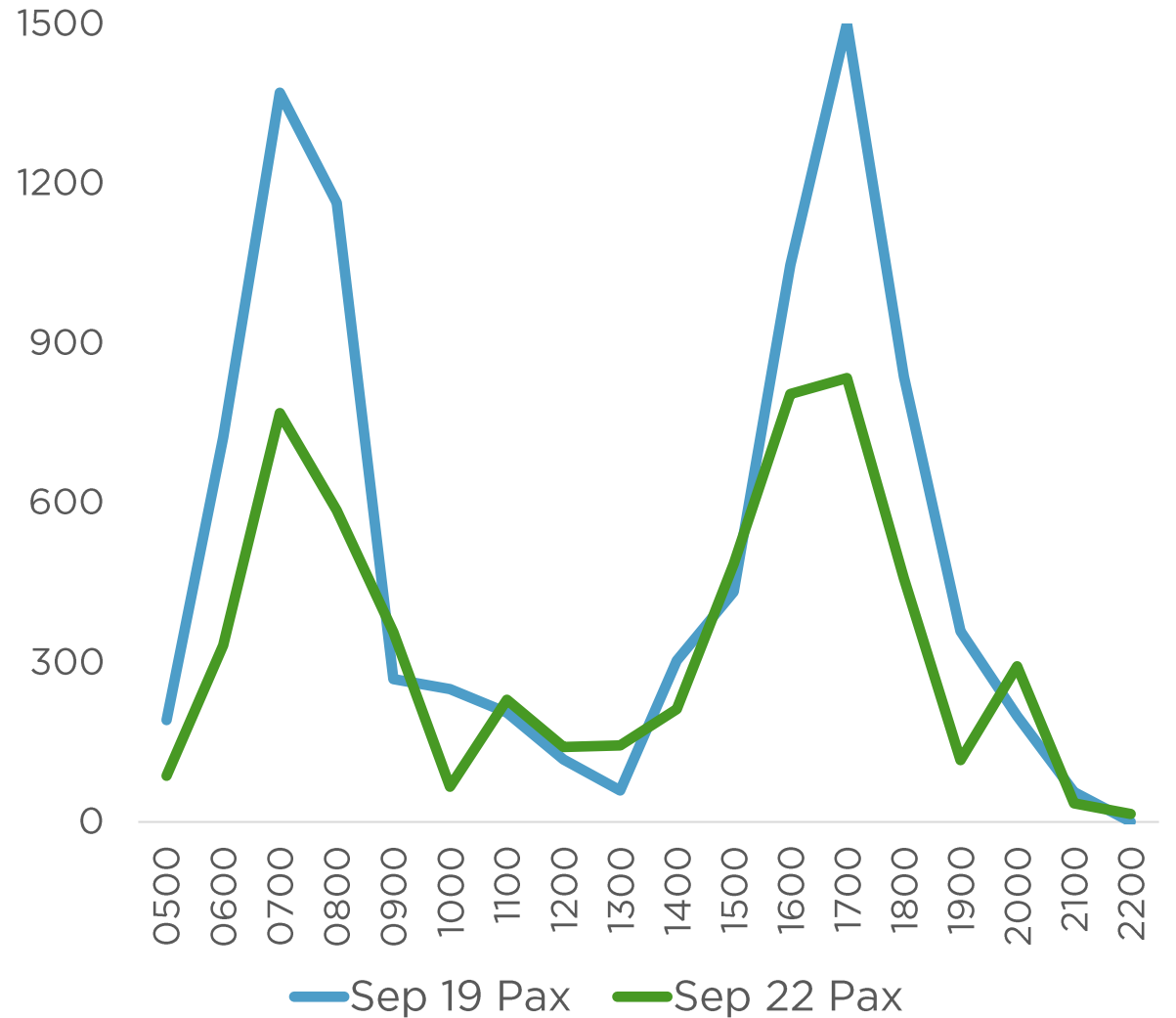
AVERAGE DAILY RIDERSHIP: 2019 VS. 2022



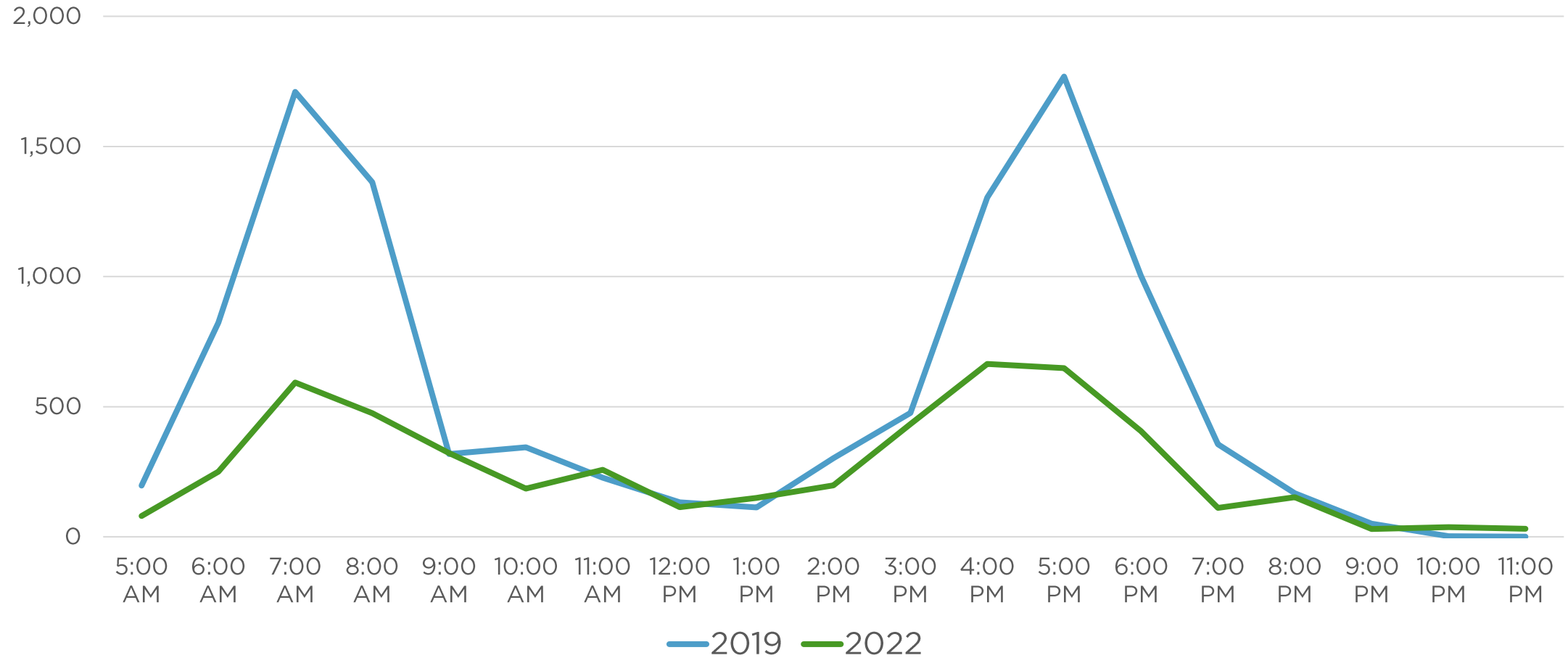
TRIPS BY HOUR: SEP 2019 VS SEP 2022



PAX PER HOUR: SEP 2019 VS. SEP 2022



HOURLY WEEKDAY BOARDINGS (FULL-YEAR): 2019 VS. 2022

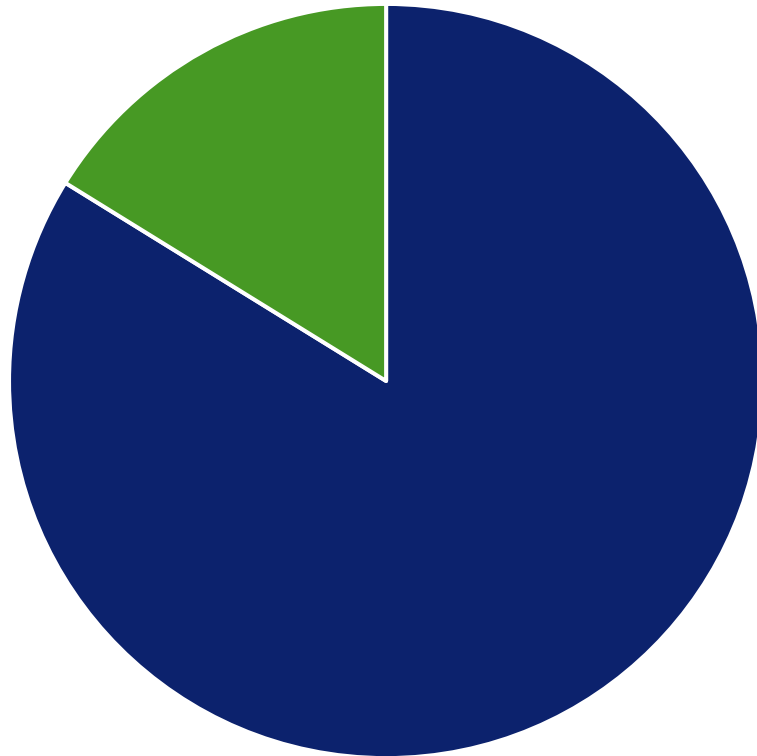


INTERNAL AND EXTERNAL FACTORS

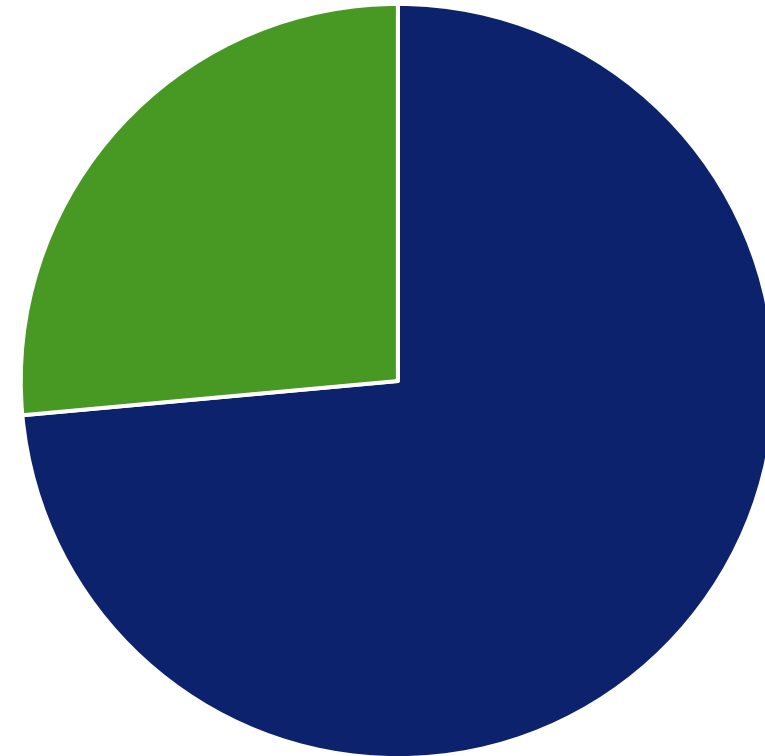
- Survey showed 40% of passengers are new to system, indicating success in capturing a larger slice of smaller pie
- Off-peak and weekend ridership has returned to near-pandemic levels
 - But subject to seasonality
- Peak period transit demand is flat and declining
 - Continued remote work paradigm
 - Layoffs and office vacancies

Is this *the new normal*?

WEEKDAY VS. WEEKEND SPLIT OF TOTAL RIDERSHIP

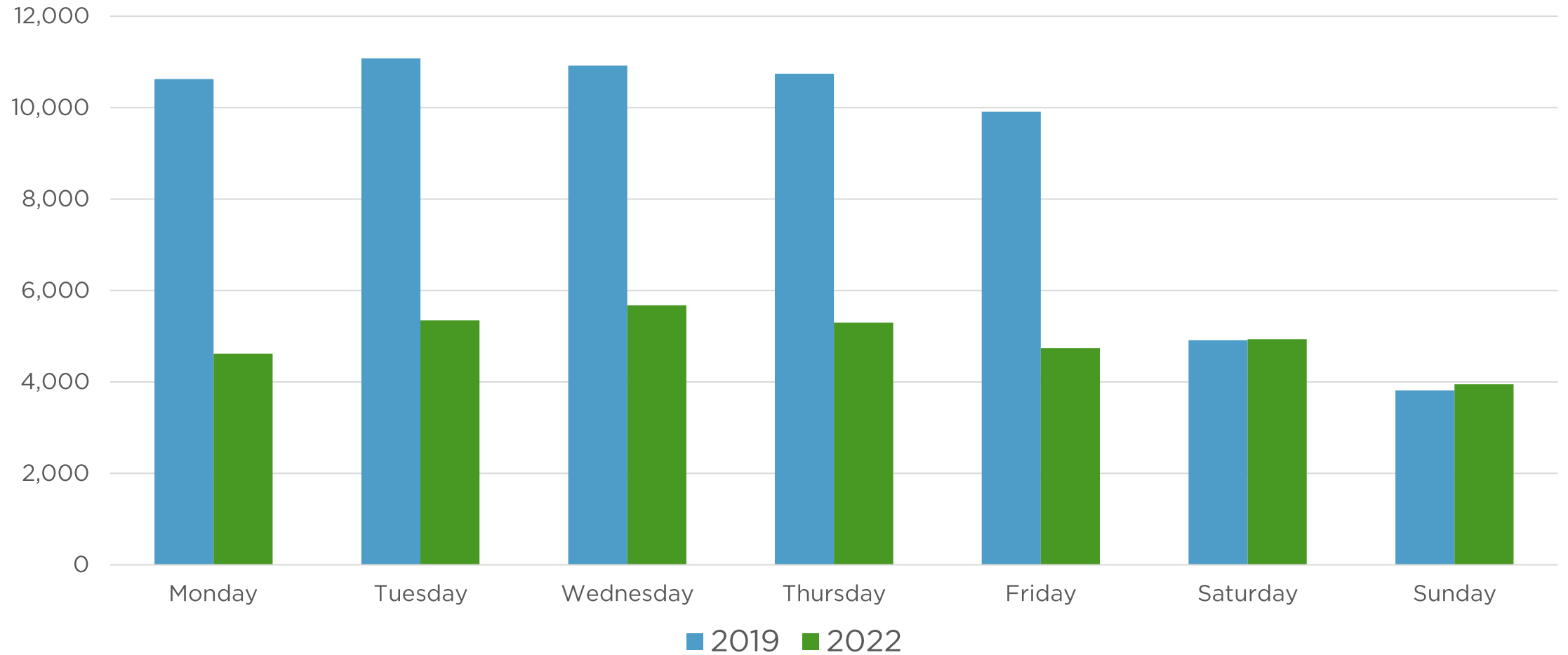


■ 2019 Weekdays ■ 2019 Weekends

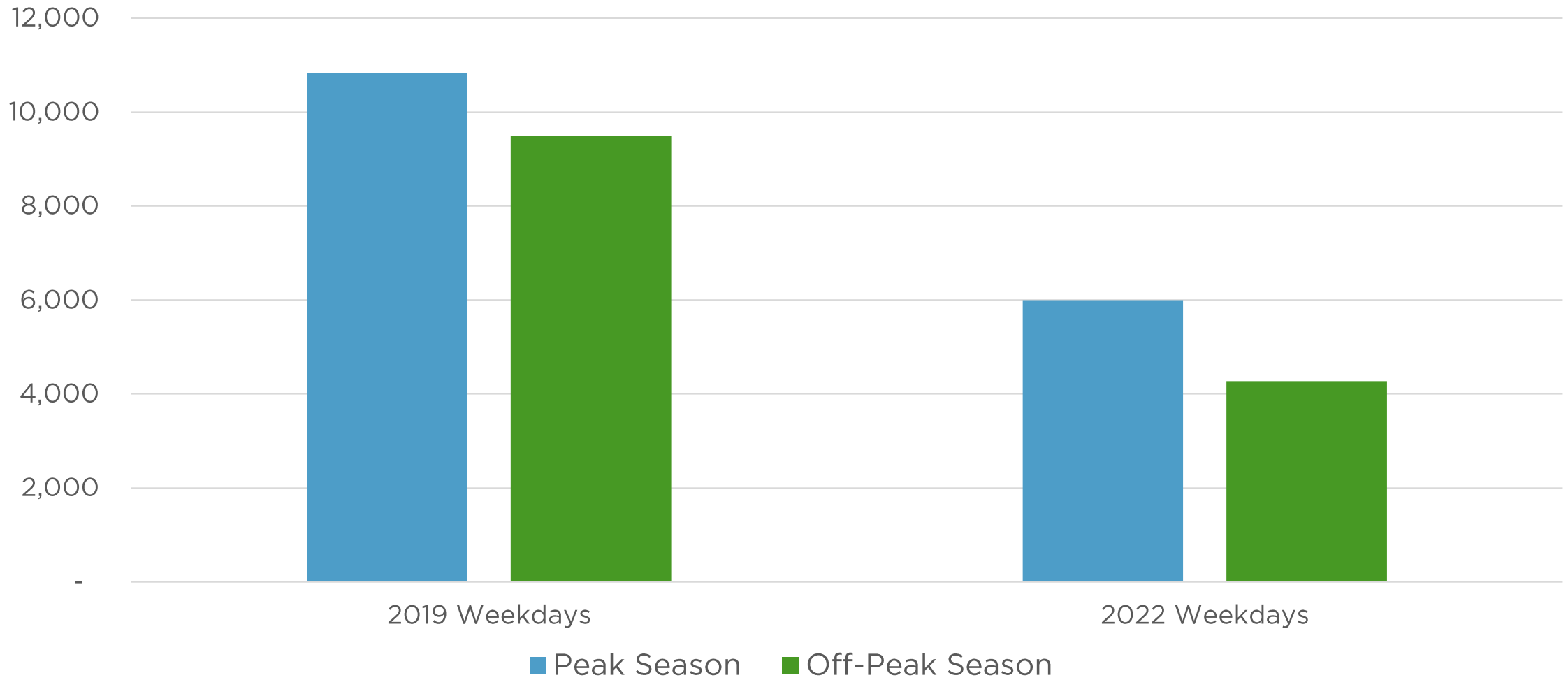


■ 2022 Weekdays ■ 2022 Weekends

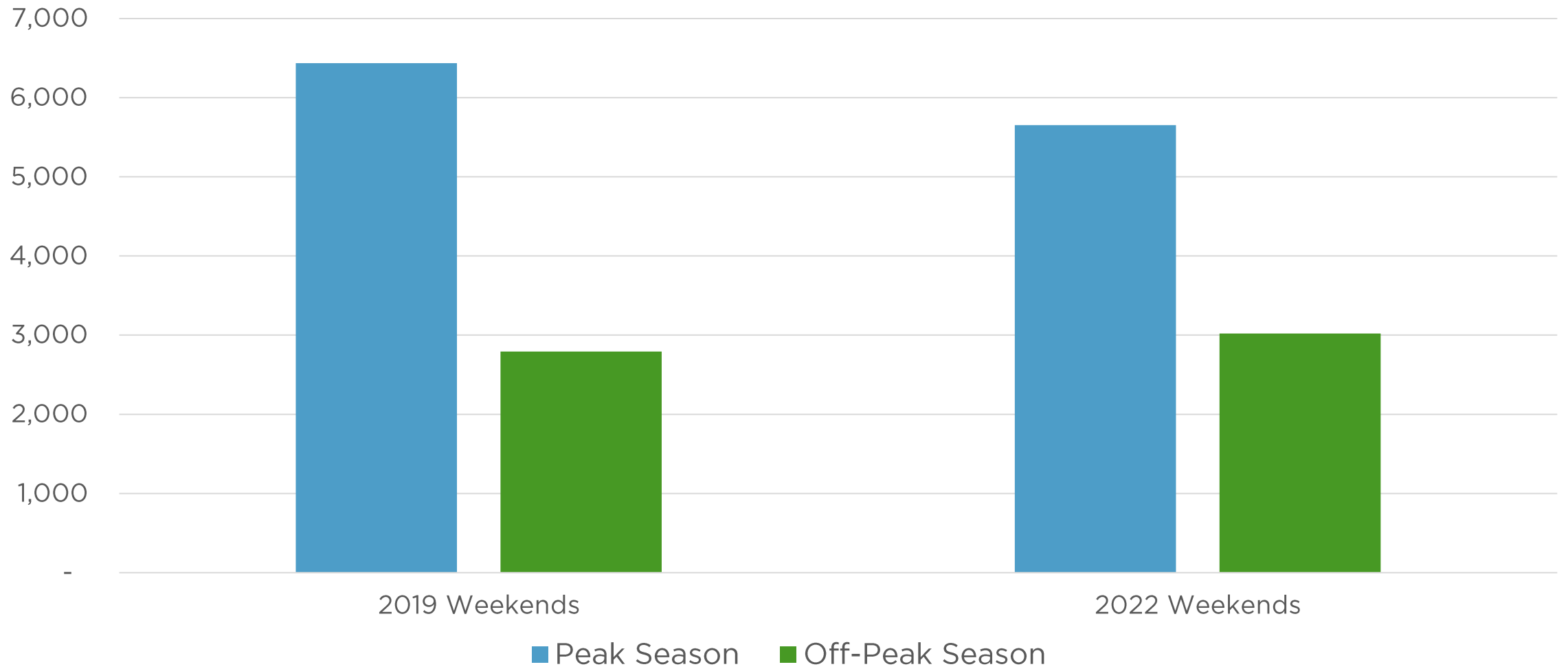
AVERAGE DAILY BOARDINGS BY DAY OF WEEK



SEASONALITY ON WEEKDAYS: 2019 VS. 2022

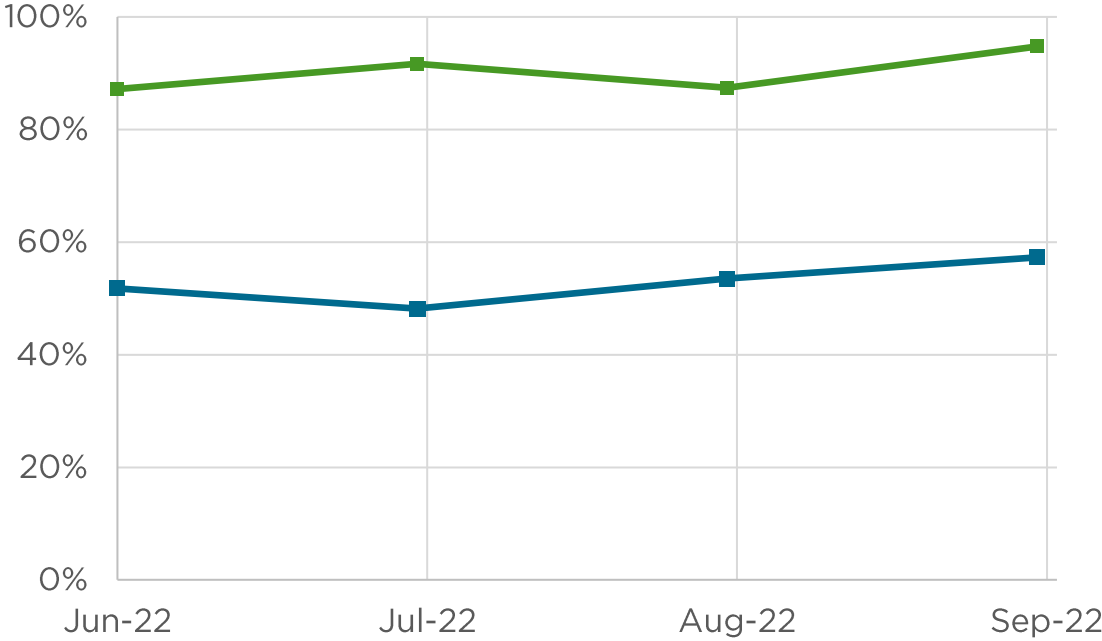


SEASONALITY ON WEEKENDS: 2019 VS. 2022



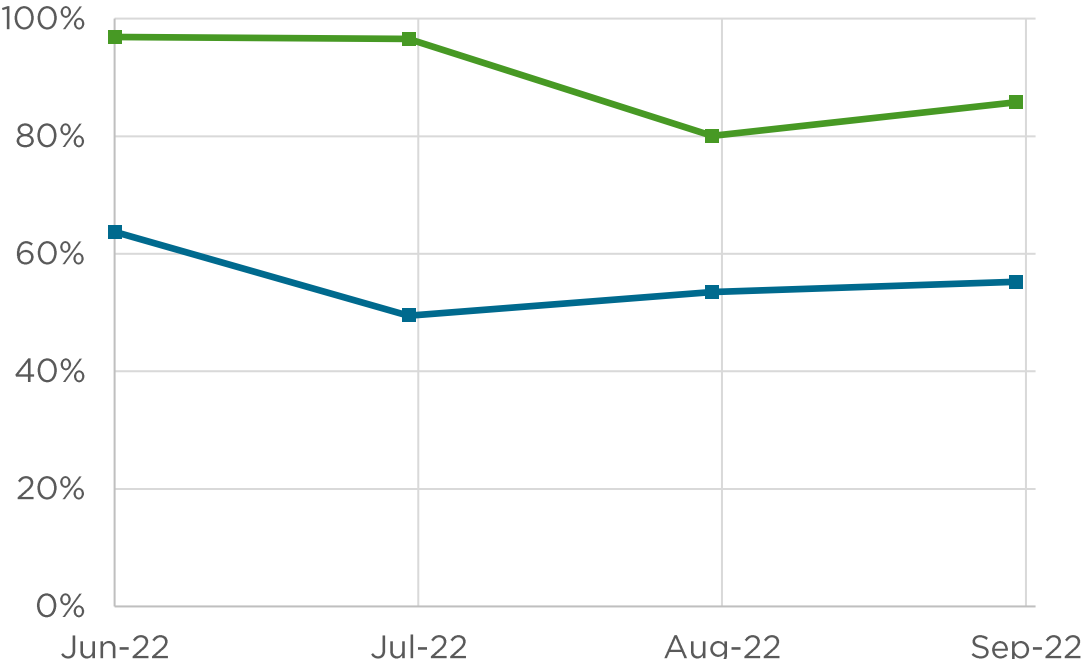
WEEKEND RECOVERY (% OF 2019): FERRY VS. BART

SATURDAYS



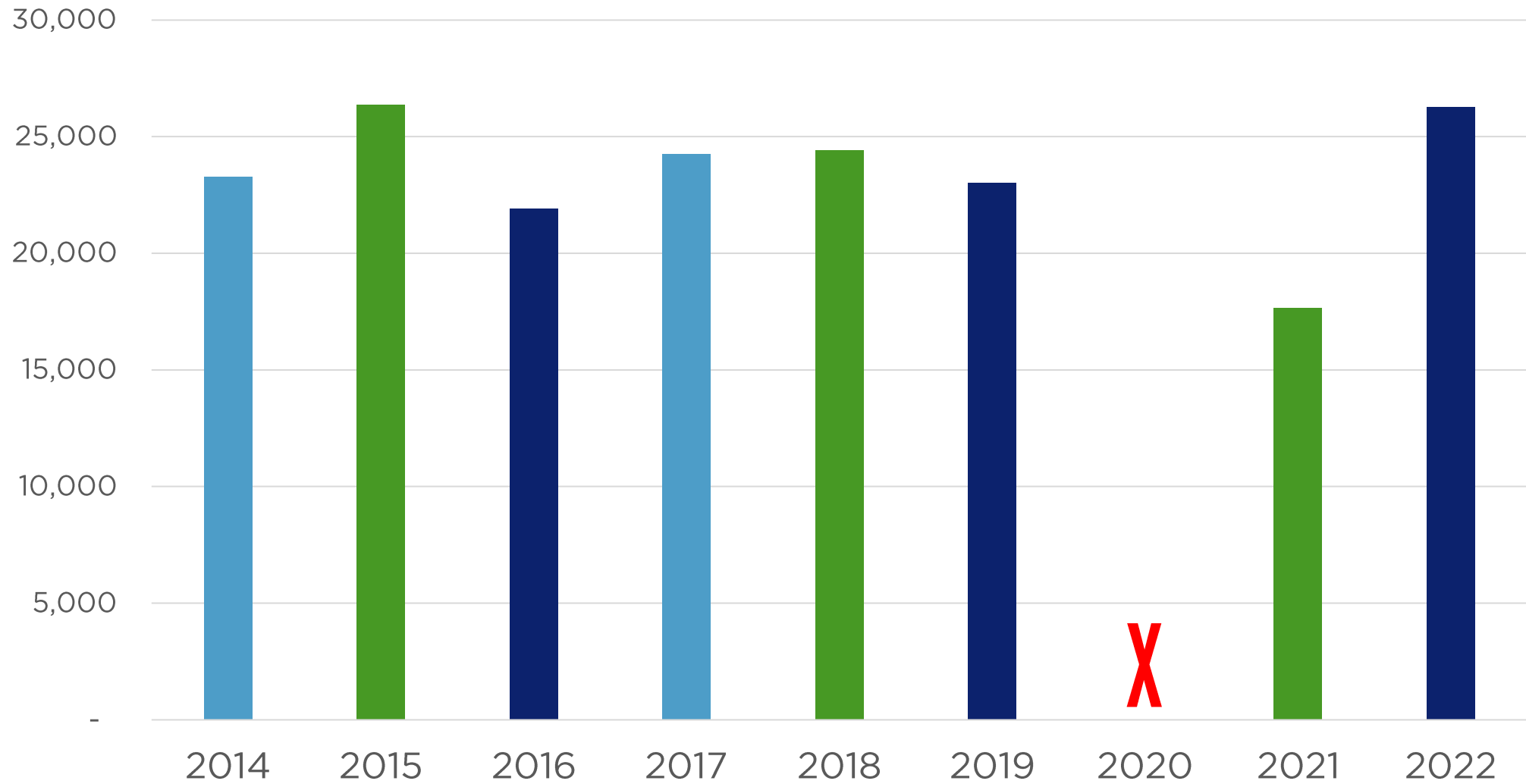
—■ SFBF —■ BART

SUNDAYS



—■ SFBF —■ BART

FLEET WEEKEND (SAT-SUN) TOTAL BOARDINGS



FUTURE CONSIDERATIONS

- Does WETA service profile match the current travel market?
- Fiscal cliff will cause a reconsideration of service, resources
- Strong markets should be identified, fostered
 - Peak season weekend enhancement?
 - Identify gaps in peak service

FUTURE CONSIDERATIONS

- Future cost-savings opportunities need to be identified
 - Are commute-only routes (such as South San Francisco) feasible?
 - What are the minimum levels of service to keep routes viable?



Item 8: Final Short-Range Transit Plan

SRTP Scenario Assumptions

SRTP Scenarios	Farebox Revenue Recovery	Non-Farebox Revenue Recovery
Scenario 1	100%	100%
Scenario 2	50%	100%
Scenario 3	85%	85%
Scenario 4	85%	No RM3; 85% other sources



S RTP Scenarios with Pre-Pandemic Fares

- Higher fares would temper the severity of projected revenue shortfalls—but not eliminate them
- Fare increases would likely have to be paired with other cost cutting strategies

Ridership change	(8.40%)
Fare Revenue change	17.30%

Assumptions

- Riders are fairly insensitive to price increases
- Ridership growth rates remain the same as they are with current fares

Change in Total Revenue	FY24	FY25	FY26	FY27	FY28
Scenario 1	5.24%	4.79%	5.57%	6.64%	7.49%
Scenario 2	3.09%	2.78%	3.32%	4.11%	4.78%
Scenario 3	4.94%	4.79%	5.53%	6.60%	7.44%
Scenario 4	4.94%	8.66%	8.72%	9.33%	9.88%

Rev % Costs	FY24	FY25	FY26	FY27	FY28
Scenario 1	100%	100%	100%	100%	100%
Scenario 2	93.50%	100%	100%	100%	87.51%
Scenario 3	100%	100%	100%	100%	97.94%
Scenario 4	100%	67.58%	74.85%	79.27%	83.70%

