Presentations for January 12, 2023 Board of Directors Meeting
Item 5a(iv): 2022 Ridership Summary
2022 RIDERSHIP REVIEW AND ANALYSIS

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January 12, 2023

San Francisco Bay Ferry
A SERVICE OF WETA
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

- Monday: 10,000
- Tuesday: 11,000
- Wednesday: 10,500
- Thursday: 11,250
- Friday: 10,750
- Saturday: 4,500
- Sunday: 3,750

2019 vs 2022
SEASONALITY ON WEEKENDS: 2019 VS. 2022

- 2019 Weekends
  - Peak Season: 6,000
  - Off-Peak Season: 3,000

- 2022 Weekends
  - Peak Season: 5,500
  - Off-Peak Season: 3,000
WEEKEND RECOVERY (% OF 2019): FERRY VS. BART

**SATURDAYS**

- **June 22**: SFBF: 80%, BART: 50%
- **July 22**: SFBF: 85%, BART: 55%
- **August 22**: SFBF: 90%, BART: 60%
- **September 22**: SFBF: 95%, BART: 70%

**SUNDAYS**

- **June 22**: SFBF: 90%, BART: 40%
- **July 22**: SFBF: 80%, BART: 30%
- **August 22**: SFBF: 70%, BART: 20%
- **September 22**: SFBF: 60%, BART: 10%
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

<table>
<thead>
<tr>
<th>SRTP Scenarios</th>
<th>Farebox Revenue Recovery</th>
<th>Non-Farebox Revenue Recovery</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scenario 1</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Scenario 2</td>
<td>50%</td>
<td>100%</td>
</tr>
<tr>
<td>Scenario 3</td>
<td>85%</td>
<td>85%</td>
</tr>
<tr>
<td>Scenario 4</td>
<td>85%</td>
<td>No RM3; 85% other sources</td>
</tr>
</tbody>
</table>
SRTP 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

<table>
<thead>
<tr>
<th>Ridership change</th>
<th>(8.40%)</th>
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<tbody>
<tr>
<td>Fare Revenue change</td>
<td>17.30%</td>
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<table>
<thead>
<tr>
<th>Change in Total Revenue</th>
<th>FY24</th>
<th>FY25</th>
<th>FY26</th>
<th>FY27</th>
<th>FY28</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scenario 1</td>
<td>5.24%</td>
<td>4.79%</td>
<td>5.57%</td>
<td>6.64%</td>
<td>7.49%</td>
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<tr>
<td>Scenario 2</td>
<td>3.09%</td>
<td>2.78%</td>
<td>3.32%</td>
<td>4.11%</td>
<td>4.78%</td>
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<tr>
<td>Scenario 3</td>
<td>4.94%</td>
<td>4.79%</td>
<td>5.53%</td>
<td>6.60%</td>
<td>7.44%</td>
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<tr>
<td>Scenario 4</td>
<td>4.94%</td>
<td>8.66%</td>
<td>8.72%</td>
<td>9.33%</td>
<td>9.88%</td>
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</table>

<table>
<thead>
<tr>
<th>Rev % Costs</th>
<th>FY24</th>
<th>FY25</th>
<th>FY26</th>
<th>FY27</th>
<th>FY28</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scenario 1</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Scenario 2</td>
<td>93.50%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>87.51%</td>
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<tr>
<td>Scenario 3</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>97.94%</td>
</tr>
<tr>
<td>Scenario 4</td>
<td>100%</td>
<td>67.58%</td>
<td>74.85%</td>
<td>79.27%</td>
<td>83.70%</td>
</tr>
</tbody>
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Assumptions

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