

Executive Committee

Thursday – November 16, 2023

9:00 a.m. – 10:00 a.m.

Hynes Convention Center

900 Boylston Street

Boston, MA 02115

Meeting Room 200

Pursuant to the Massachusetts Open Meeting Law, G.L. c. 30A, §§ 18-25, notice is hereby given of a meeting of the Massachusetts Convention Center Authority's Executive Committee.

The meeting will take place VIA MICROSOFT TEAMS [Click here to join the meeting](#) OR JOIN BY PHONE:
DIAL-IN NUMBER: [+1-857-702-2232](#)

Phone Conference ID: 519 642 052#

AGENDA

- I. Roll Call
- II. Review and Adoption of Minutes of October 19, 2023
- III. Review and Adoption of Minutes of October 19, 2023 Executive Session
- IV. Personnel Update
- V. Bay State Cruise Company Contract Extension [VOTE]
- VI. Executive Session: To conduct strategy sessions in preparation for contract negotiations with nonunion personnel
- VII. Old Business
- VIII. New Business
- IX. Adjournment



Bay State Cruise Company Contract Extension

Executive Committee Meeting

November 16, 2023

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**



Overview of Service

North Station Route			
Departures from both North Station (Lovejoy Wharf) & Seaport (Fan Pier) every 20 minutes during peak hours Monday-Friday			
Morning		Evening	
	6:20 AM		3:20 PM
	6:40 AM		3:40 PM
	7:00 AM		4:00 PM
	7:20 AM		4:20 PM
	7:40 AM		4:40 PM
	8:00 AM		5:00 PM
	8:20 AM		5:20 PM
	8:40 AM		5:40 PM
	9:00 AM		6:00 PM
	9:20 AM		6:20 PM
	9:40 AM		6:40 PM
			7:00 PM
East Boston Route			
Departures from East Boston (Lewis Mall Wharf) & Seaport (Fan Pier) every 20 minutes during peak hours Monday-Friday			
Morning		Evening	
East Boston	Fan Pier	Fan Pier	East Boston
5:55 AM	6:05 AM	3:15 PM	3:25 PM
6:15 AM	6:25 AM	3:35 PM	3:45 PM
6:35 AM	6:45 AM	3:55 PM	4:05 PM
6:55 AM	7:05 AM	4:15 PM	4:25 PM
7:15 AM	7:25 AM	4:35 PM	4:45 PM
7:35 AM	7:45 AM	4:55 PM	5:05 PM
7:55 AM	8:05 AM	5:15 PM	5:25 PM
8:15 AM	8:25 AM	5:35 PM	5:45 PM
8:35 AM	8:45 AM	5:55 PM	6:05 PM
8:55 AM	9:05 AM	6:15 PM	6:25 PM
9:15 AM	9:25 AM	6:35 PM	6:45 PM
9:35 AM	9:45 AM	6:55 PM	7:05 PM
9:55 AM	10:05 AM		
No Saturday, Sunday, or Holiday Service			
Holidays: New Year's Day, Martin Luther King Jr. Day, President's Day/Washington's Birthday, Memorial Day, Juneteenth, Independence Day, Labor Day, Columbus Day, Thanksgiving Day, Day after Thanksgiving, and Christmas Day			

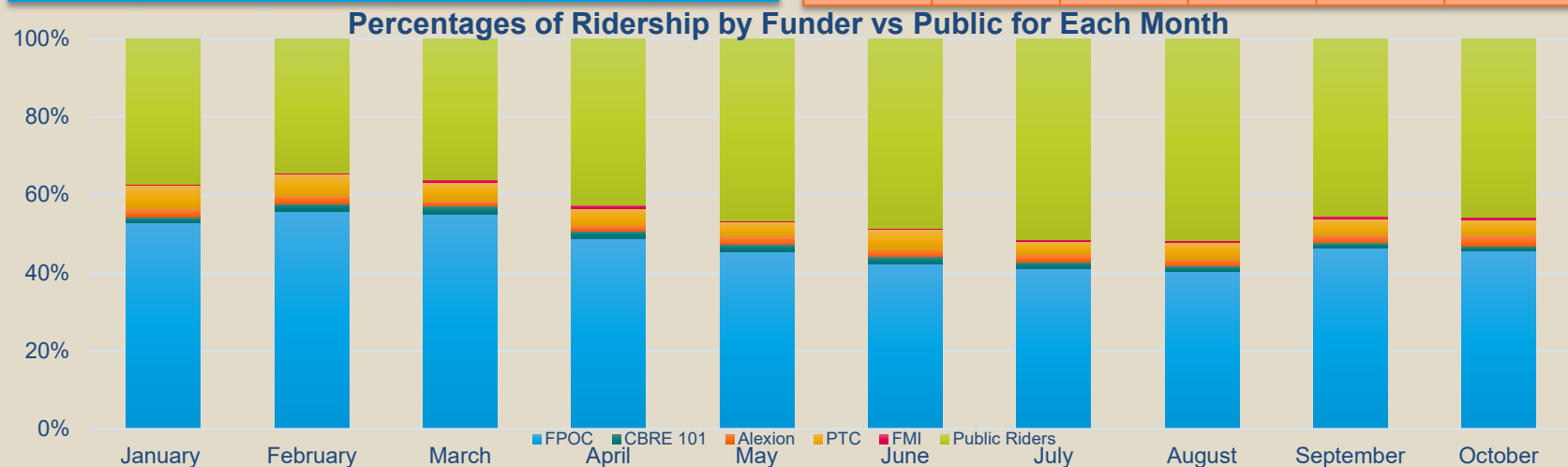
- First public-private partnership of its kind
- 2 routes from Seaport (Fan Pier)
 - North Station (Lovejoy Wharf)
 - Pilot: East Boston (Lewis Mall Wharf)
- Operates during peak commuting hours Monday-Friday
- Vessels are owned by the MCCA
- Vessels are operated, maintained, stored and staffed by Bay State Cruise Company



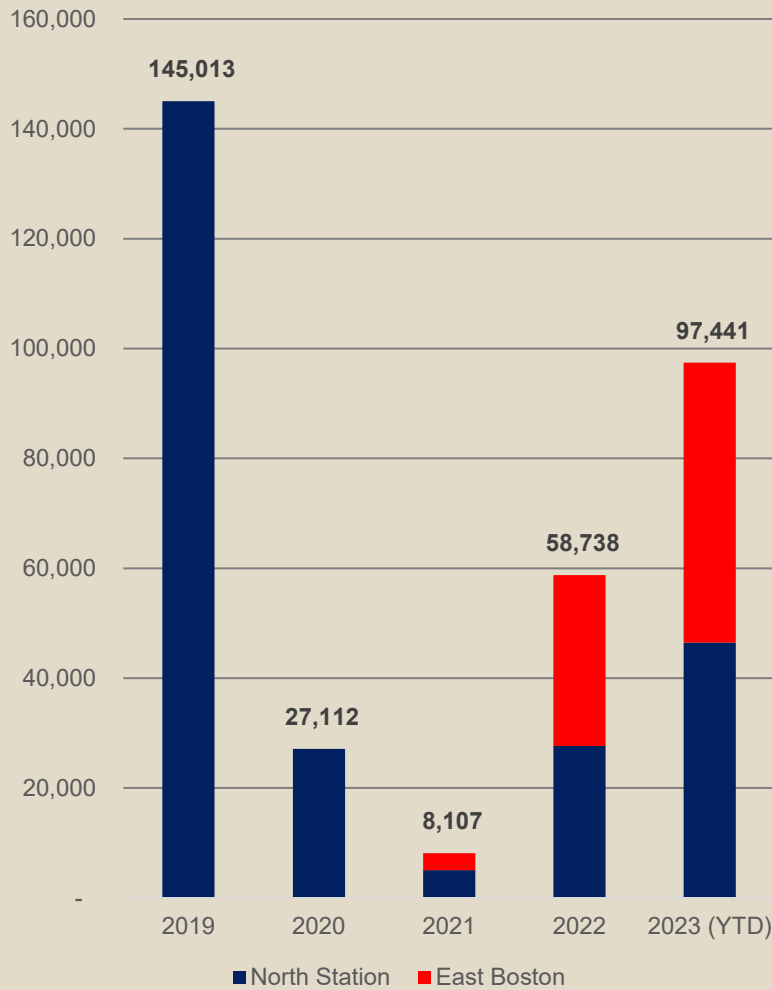
Year to Date Ridership

Month	Overall Total Riders	Number of Corporate Riders	Number of Public Riders	% of Corporate ridership making up total ridership	% of Public ridership making up total ridership
January	3,887	2,932	955	75%	25%
February	3,423	2,718	705	79%	21%
March	4,157	3,187	970	77%	23%
April	3,807	2,825	982	74%	26%
May	4,910	3,566	1,344	73%	27%
June	3,874	3,269	605	84%	16%
July	5,061	3,231	1,830	64%	36%
August	5,938	3,648	2,290	61%	39%
September	5,373	3,593	1,780	67%	33%
October	5,975	3,831	2,144	64%	36%

Month	Overall Total Riders	Number of Corporate Riders	Number of Public Riders	% of Corporate ridership making up total ridership	% of Public ridership making up total ridership
January	3,072	1,220	1,852	40%	60%
February	3,126	1,334	1,792	43%	57%
March	3,871	1,780	2,091	46%	54%
April	4,207	1,646	2,561	39%	61%
May	5,348	1,923	3,425	36%	64%
June	5,508	2,183	3,325	40%	60%
July	6,955	2,534	4,421	36%	64%
August	6,915	2,751	4,164	40%	60%
September	5,722	2,442	3,280	43%	57%
October	6,277	2,687	3,590	43%	57%



Year Over Year Ridership



Notes Regarding Ridership:

- East Boston pilot did not begin until October 2021
- Shutdowns due to COVID19 took place April-July 2020 and December 2020-June 2021. Service was brought back on a reduced schedule through March 2022.



Cost Breakdown

- Anticipated value of funders' 2023 contract (Seaport/North Station route):
\$1,958,773.23
- Anticipated 2023 Bay State Cruise Company costs:
 - North Station (Funded by participating companies): **\$1,242,000.00**
 - East Boston (MCCA funded pilot program): **\$572,160.00**
 - **Total: \$1,814,160.00**
- Per Year MCCA Staffing Costs:
 - Staffing:
 - Transportation agents / supervisors: **\$465,150.00**
 - Management / overhead allocation: **\$67,549.00**
 - Other Costs:
 - Ticketing software: **\$42,000.00**
 - Website costs: **\$300.00**
 - **Total: \$574,999.00**



Justification for Extension

- The intention of this extension is to align the contracts of our ferry operator with the timeline of the agreement with our funding companies.
- The current contract with Bay State Cruise Company ends December 2023.
- With all extensions exercised, the current contract with the funders ends December 2026.
- We would like to be able to extend our Bay State Cruise Company contract through the end of the extension years to fulfill our contract obligations at the rates listed in our contract without having to renegotiate with the funders or take a loss on the service.
- This also allows us to plan for future expansion more accurately as we have potential to expand to Pier 10 at the beginning of 2025.



Vote: Extension of Contract with Bay State Cruise Company

The Massachusetts Convention Center Authority's ("Authority") Transportation Department desires to extend the contract with Bay State Cruise Company to align with the existing term of its contract with the private companies that fund the ferry service. This allows us to guarantee our ability to meet the terms of the ferry operations contract within the costs outlined therein.

A vote to implement the recommendations of the Transportation Department would take the following form:

VOTE: The Executive Committee of the Massachusetts Convention Center Authority recommends that the full Board adopt the following vote:

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director to extend the existing contract with Bay State Cruise Company for a term of three (3) years.



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