

**RESOLUTION 22-01 - ADOPTION OF A REVISED FARE SCHEDULE FOR THE CAPE MAY-LEWES FERRY TO INCREASE VEHICLE FARES, DECREASE PASSENGER FARES, AND TO MAKE PERMANENT AND ENHANCE OTHER FARES SUCH AS: A “BLUE & RED” DISCOUNT FARE.**

WHEREAS, The Delaware River and Bay Authority (the “Authority”), is a bi-state agency created by Compact for the purpose of operating crossing facilities between the States of Delaware and New Jersey; and

WHEREAS, the Authority owns and operates the Cape May-Lewes Ferry, which connects Cape May, New Jersey, and Lewes, Delaware; and

WHEREAS, the Authority wishes to be responsive to customer requests from various segments of its passenger ridership, and yet meet the financial needs of the Authority; and

WHEREAS, proposed revisions to the fare schedule include raising the vehicle fares by \$2 in-season and \$1 off-season, and decreasing passenger fares by reducing the fares for children ages 6 to 13 in-season; and

WHEREAS, further revisions to the fare schedule include implementation of a scooter fare that is approximately one-half that of the motorcycle fare; and

WHEREAS, the existing cancelation fee shall be increased, and a “No-Show” fee implemented to encourage passengers to travel on scheduled departures; and

WHEREAS, existing group fare structures will be modified slightly so as to apply to larger groups; and

WHEREAS the \$2 “Blue & Red” discount for passengers who identify themselves as first responders, first implemented in 2019, will be made permanent; and

WHEREAS, vehicle fare increases can be avoided by customers who create customer profiles and book online; and

WHEREAS, a new annual employee vehicle “Employee Appreciation Program” fare has been added; and

WHEREAS, eligible employees and their immediate families, subject to space and blackout date limitations, will not pay passenger fares; and

WHEREAS, the revised fare schedule does not include any increases to the current passenger and shuttle fares; and

WHEREAS, the potential reduced revenue from the proposed discounted fares will be more than offset by the projected increased revenue from modest increase in vehicle fares; and

WHEREAS, the Authority has concluded that the revised fare schedule is responsive to the public's concerns, and yet acts to meet the financial requirements of the Authority; and

WHEREAS, based on the foregoing, the Authority has concluded that the revised fare schedule is just and reasonable, necessary, proper, and desirable; and

WHEREAS, the Authority desires to amend the fare schedule with an effective date of April 1, 2022.

NOW, THEREFORE, BE IT RESOLVED, that the revised fare schedule for the Cape May-Lewes Ferry, attached hereto, is hereby adopted with an effective date of April 1, 2022.

| <b>Cape May-Lewes Ferry Fares</b>  |                |                           |                  |                       |
|--|----------------|---------------------------|------------------|-----------------------|
| (All Fares are One-Way Unless Noted)   |                | Effective April 1, 2022   |                  |                       |
|  | OFF SEASON     | SPRING / AUTUMN           | HIGH SEASON      | PEAK                  |
|  | <b>NOV-MAR</b> | <b>APR-OCT, SEP - OCT</b> | <b>JUN – AUG</b> |                       |
| <b><u>VEHICLES (Not Including Driver)</u></b>  |                |                           | (Mon. – Thu.)    | (Weekends & holidays) |
| Car, SUV, Van, Pick-up Truck (vehicles less than 20' length)   | <b>\$22.00</b> | <b>\$32.00</b>            | <b>\$37.00</b>   | <b>\$40.00</b>        |
| Return-Trip Value Fare   | \$17.00        | \$25.00                   | \$30.00          |                       |
| Motorcycle or Motorbike  | <b>\$18.00</b> | <b>\$26.00</b>            | <b>\$31.00</b>   | <b>\$31.00</b>        |
| 3-Wheel Motorbike  | <b>\$19.00</b> | <b>\$27.00</b>            | <b>\$32.00</b>   | <b>\$32.00</b>        |
| Return-trip Value Fare   | \$13.00        | \$20.00                   | \$25.00          |                       |
| <b>Scooter</b>   | <b>\$9.00</b>  | <b>\$13.00</b>            | <b>\$16.00</b>   | <b>\$16.00</b>        |
| <b>Return-trip Value Fare</b>  | <b>\$6.00</b>  | <b>\$10.00</b>            | <b>\$12.00</b>   |                       |
| <b><u>OTHER VEHICLES (Not Including Driver)</u></b>  |                |                           |                  |                       |
| 20' to under 25'   | <b>\$26.00</b> | <b>\$37.00</b>            | <b>\$43.00</b>   | <b>\$46.00</b>        |
| Return-Trip Value Fare   | \$13.00        | \$33.00                   | \$39.00          |                       |
| 25' to under 35'   | <b>\$35.00</b> | <b>\$46.00</b>            | <b>\$51.00</b>   | <b>\$57.00</b>        |
| Return-Trip Value Fare   | \$32.00        | \$42.00                   | \$47.00          |                       |
| 35' to under 45'   | <b>\$42.00</b> | <b>\$53.00</b>            | <b>\$58.00</b>   | <b>\$65.00</b>        |
| Return-Trip Value Fare   | \$38.00        | \$49.00                   | \$54.00          |                       |
| 45' to under 60'   | <b>\$54.00</b> | <b>\$66.00</b>            | <b>\$71.00</b>   | <b>\$81.00</b>        |
| Return-Trip Value Fare   | \$50.00        | \$62.00                   | \$67.00          |                       |
| More than 60'  | <b>\$77.00</b> | <b>\$89.00</b>            | <b>\$94.00</b>   | <b>\$109.00</b>       |
| Return-Trip Value Fare   | \$73.00        | \$85.00                   | \$90.00          |                       |
| <b>Rewards Members One-Way Vehicle rates \$2 less in season and \$1 less off-season when booked online**</b> |                |                           |                  |                       |
| <b><u>VEHICLE &amp; FOOT PASSENGERS</u></b>  |                |                           |                  |                       |
| Under 6 years of age   | FREE           | FREE                      | FREE             | FREE                  |
| Children, age 6-13   | FREE           | <b>\$4.00</b>             | <b>\$4.00</b>    | <b>\$4.00</b>         |
| Return-Trip Value Fare   |                | <b>\$3.00</b>             | <b>\$3.00</b>    | <b>\$3.00</b>         |
| Adults (14 – 61 years)   | \$8.00         | \$10.00                   | \$10.00          | \$10.00               |
| Return-Trip Value Fare   | \$6.00         | \$8.00                    | \$8.00           | \$8.00                |
| <b>NOTE: Return-Trip Value Fares must be purchased with initial Sailing</b>                                  |                |                           |                  |                       |
| <b><u>BUS PASSENGERS</u></b>   |                |                           |                  |                       |
| Under 6 years of age   | FREE           | FREE                      | FREE             | FREE                  |
| Children, age 6-13   | \$2.00         | \$3.00                    | \$3.00           | \$3.00                |
| 14 Years of age and older  | \$3.00         | \$5.00                    | \$5.00           | \$5.00                |

| <b><u>FERRY TERMINAL SHUTTLE FARES</u></b>   |                |                        |                |                |
|--|----------------|------------------------|----------------|----------------|
| Under 6 years of age   | FREE           | FREE                   | FREE           | FREE           |
| 6 Years of age and older   | \$4.00         | \$4.00                 | \$4.00         | \$4.00         |
| <b><u>DISCOUNT FARES &amp; FEES</u></b>  |                |                        |                |                |
| Discount Book of Six (6) Tickets (all vehicles less than 20' length)                     | \$153          | \$153                  | \$153          | \$153          |
| Discount Book of Twelve (12) Tickets (all vehicles less than 20' length)                 | \$288          | \$288                  | \$288          | \$288          |
| Discount Book of Six (6) Tickets (Commercial vehicles)                                   |                | 15% off scheduled fare |                |                |
| (Not valid Memorial Day to Labor Day on Sat, Sun, or Holidays between 9 a.m. and 5 p.m.) |                |                        |                |                |
| Discount Book of Six (6) Adult Tickets   | \$45.00        | \$45.00                | \$45.00        | \$45.00        |
| Season Pass for Passengers   | \$150.00       | \$150.00               | \$150.00       | \$150.00       |
| Seniors (62+ years)  | \$6.00         | \$8.00                 | \$8.00         | \$8.00         |
| Return-Trip Value Fare   | \$5.00         | \$6.00                 | \$6.00         | \$6.00         |
| Military   | \$6.00         | \$8.00                 | \$8.00         | \$8.00         |
| Return-Trip Value Fare   | \$5.00         | \$6.00                 | \$6.00         | \$6.00         |
| Blue & Red (First Responders)  | \$6.00         | \$8.00                 | \$8.00         | \$8.00         |
| Return-Trip Value Fare   | \$5.00         | \$6.00                 | \$6.00         | \$6.00         |
| Non-Refundable Reservation Cancellation Fee  | <b>\$6.00</b>  | <b>\$6.00</b>          | <b>\$6.00</b>  | <b>\$6.00</b>  |
| <b>No-Show Fee</b>   | <b>\$10.00</b> | <b>\$10.00</b>         | <b>\$10.00</b> | <b>\$10.00</b> |

**\*PEAK FARES:** Memorial Day to Labor Day – Fri, Sat, Sun, & Holidays

**\*\* See complete requirements for Rewards Members at [CMLF.com](http://CMLF.com)**

**TICKET EXPIRATION:** Tickets expire two years after purchase date except for Season Passes, which expire December 31<sup>st</sup> of the year purchased.

### **Employee Appreciation Program Fares**

- 1. Eligible employees pay an annual vehicle fee of \$100 instead of a per trip vehicle fare. The Employee Appreciation vehicle fare is subject to limitations and availability.**
- 2. The individual passenger fare is waived for eligible employees and their immediate family members traveling with the employee. The free individual passenger fare is subject to limitations and availability.**
- 3. Eligible employee means all active employees and retirees.**
- 4. Immediate family means an employee's spouse and/or children traveling with the employee.**

## Resolution 22-01 Executive Summary Sheet

**Resolution:** Adoption of a revised fare schedule for the Cape May-Lewes Ferry to increase vehicle fares, reduce passenger fares, and to introduce other fares such as: a scooter fare and an annual employee vehicle fare, to implement a “No-Show” fee and increase cancelation fees, and to make permanent the “Blue and Red” discount fare for first responders.

**Committee:** Budget & Finance Committee

**Committee Date:** January 19, 2022

**Board Date:** January 19, 2022

**Purpose of Resolution:**

To authorize a revised fare schedule for the Cape May-Lewes Ferry effective April 1, 2022

**Background for Resolution:**

A revised fare schedule is proposed to increase vehicle fares by \$2 in season, and \$1 off-season, and reduce fares for children ages 6 – 13 in-season. The resolution also implements a fare for scooters that is approximately one half of the fare for 2-wheel motorbikes, makes the “Blue & Red” discount fare for first responders permanent, implements an annual employee vehicle fare and waives employee passenger fares, increases cancelation fees, and implements a “No-Show” fee. Lastly, it implements a Rewards program where customers can avoid some vehicle fare increases for pre-booking online and meeting other program requirements.

The proposed fare schedule changes include:

- ) A \$2 increase to in-season vehicle fares and a \$1 increase to off-season vehicles fares.
- ) Reduction of fares for children ages 6 – 13 by \$1 in-season.
- ) Implementation of a scooter fare that is one-half of the 2-wheel motorbike fare.
- ) An increase to the cancelation fee and the implementation of a “no-show” fee.
- ) No increases will be applied to any passenger and shuttle fares.
- ) Employee Appreciation Program fares have been added, which are subject to limitations and availability.

- J This proposed fare schedule is projected to generate approximately \$132,000 with no traffic growth or decline and is intended to be partially offset by anticipated promotional discounts.
- J Above changes will be effective on April 1, 2022.