

Bar Harbor Ferry Terminal Property
Berthing committee
October 16, 2017
Meeting Notes

Attendees: Darron Collins, John Kelly, Jeff Dobbs, Scott Hammond, Ted Koffman, Brian Hubbell, Mike Good, Kristi Bond

Elizabeth explained how the matrix works. Scott explained that the Leadership Committee had assigned the weights, but if committee members felt any were seriously in error, the committee could recommend changing them.

Scott summarized the Barmello Ajamil report on how cruise ships would work in town and the passenger revenue and head count. A second way to increase the revenue is to increase the charge per passenger. The report assumes approximately 400,000 passengers.

One member suggested that certainty of payback should have a higher weight.

The committee needs to confirm that the prospectus is based on 400,000 passengers per year, which would require either extending the season or raising the cap.

Public Comment

- All manner of external events could drastically affect the viability of the cruise ship industry; this plan increases the risk to the town, unless you have a Port Authority which is also risky. All financial risk should be rated "1".
- The town has already approved sizeable hotels, comparable to the cruise ship (committee member disagreed). Route 3 redo will be an improvement so can handle more traffic.
- The Phase 3 report suggested \$33 million to improve the site for a pier. Concerned about how to pay off extensive debt. The report calls for credit enhancements to mitigate the risk. The report's projections are all based on growth. Over a 30 year period, there is a chance of receiving between \$40-80 million in revenues. Currently the town is trending toward \$30 million, so that is a huge risk for a relatively small gain.
- Air quality was given too high a score, especially as diesel is a class 1 carcinogen. The prevailing fall winds are west/northwest. At the ferry terminal the winds will come ashore into town.
- Request for written explanation of weights, rates and task description. Giving a higher weight score mitigates against the value you are trying to achieve. The committees are concerned about whether "pier" refers to the downtown or ferry pier. Committees are doing weightings and ratings differently.
- Should say quality of life for residents of Bar Harbor including access to water.
- Making projections 30 years in the future for a single function is very risky and it's surprising a small town is willing to do that. You need to have multiple options to manage that risk.

- There is no guarantee that fees from cruise ship passengers will remain the same. This is an enormous project with huge visibility impacts.
- You don't have enough information to do your work.
- The weight is how important you think that category is and the rate is how much you think that it satisfies

Committee Discussion:

The real challenge is how to move people.

The next meeting is October 23 at 2:00.