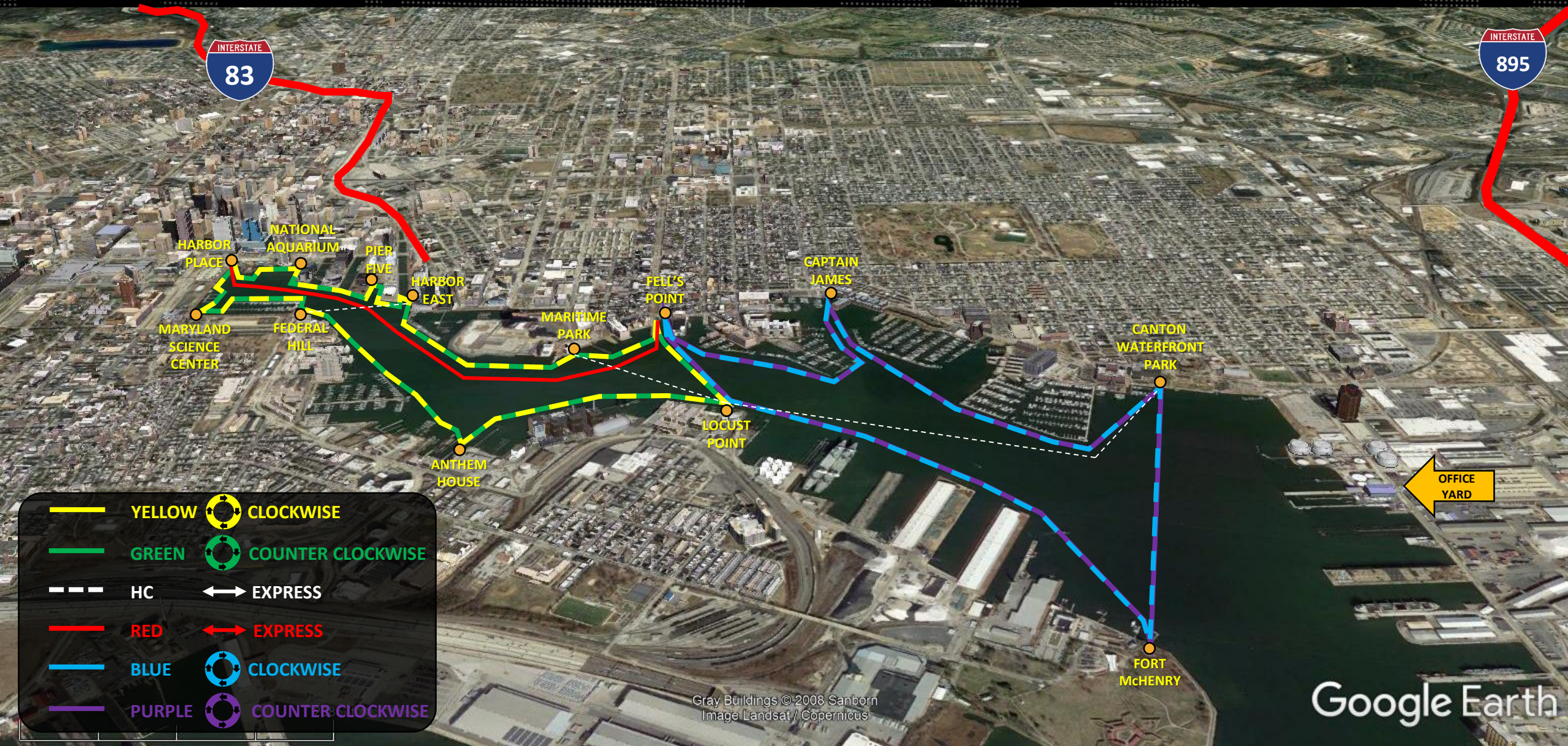




**WATER TAXI**

# ROUTES & STOPS

2018



	YELLOW		CLOCKWISE
	GREEN		COUNTER CLOCKWISE
	HC		EXPRESS
	RED		EXPRESS
	BLUE		CLOCKWISE
	PURPLE		COUNTER-CLOCKWISE

Gray Buildings © 2008 Sanborn  
Image Landsat / Copernicus

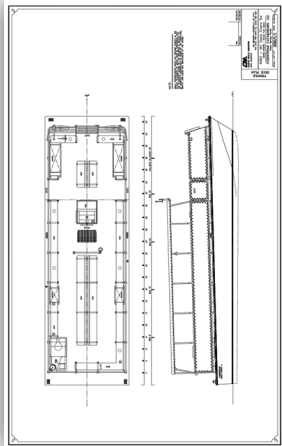
Google Earth

# VESSELS & CREW

2018

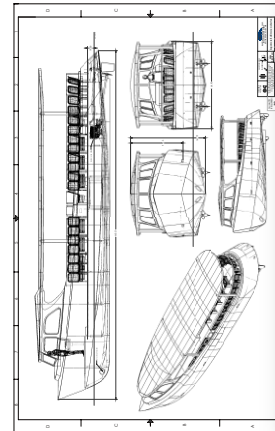
## EXISTING FLEET

- 17 Commercial Passenger Vessels
- 678 Combined Seats
- Built in TARPON SPRINGS, FL



## NEW VESSELS

- 5 Commercial Passenger Vessels
- 245 Combined Seats
- Built in BALTIMORE, MD



# VESSELS & CREW

## 2018 VESSEL CLASS

### ANTHEM CLASS

Key's Anthem

Cal's Streak

Thurgood's Justice

*Billie's Voice*

*Edgar's Muse*

### INDY CLASS   CORINTHIAN CLASS   OLDPORT CLASS

Indefatigable

Indomitable

Insatiable

Invictus

Alert II

Celerity

Fair City II

Alacrity

Nimble

Spry

Swift

### KANE CLASS

E.M. Kane

Endeavor

### TRIDENT CLASS

Downtown

Goin' Places

### EVANS CLASS

Oriole

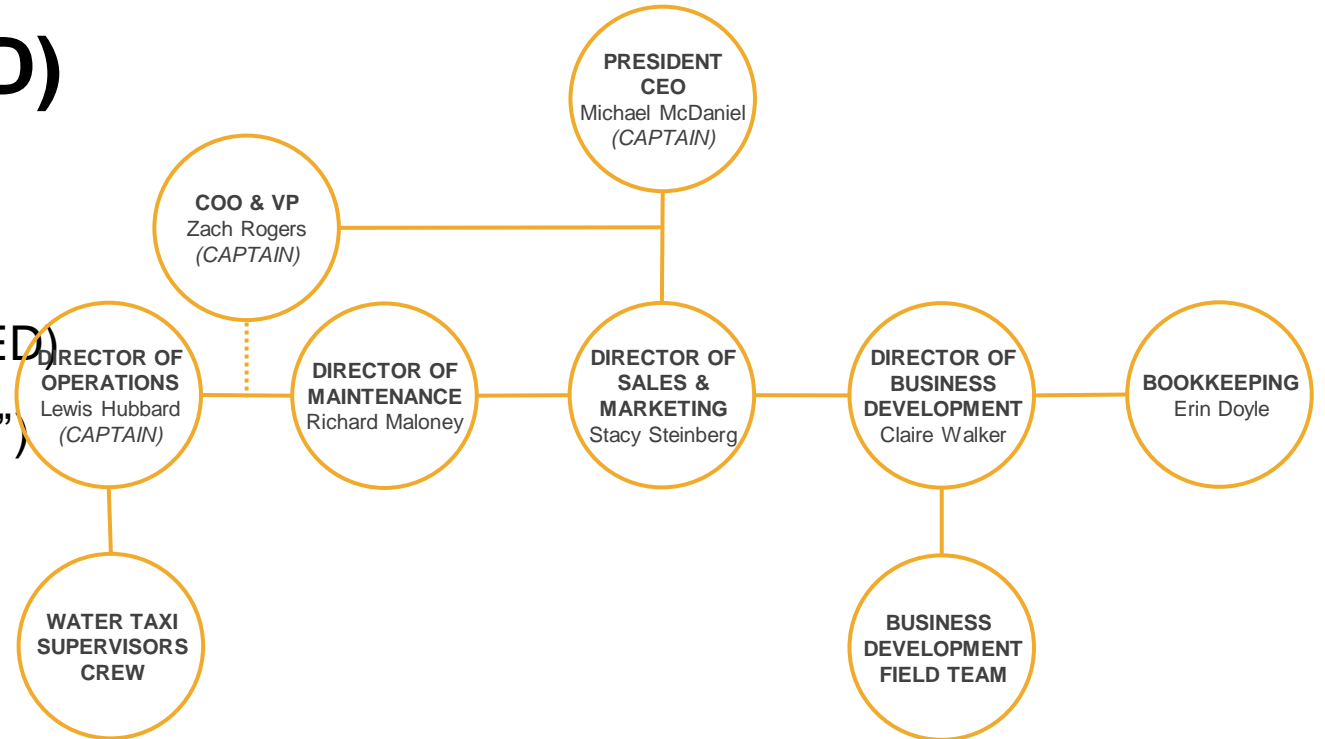
Raven

# VESSELS & CREW

2018

## 2018 STRENGTH (PROJECTED)

- 86 Employees
  - 35 Captains (50+ Ton Merchant Mariner)
  - 36 Deckhands (MD Boater Safety / CPR / AED)
  - 8 Development Team Members (“Field Team”)
  - 7 Managers/Directors
  - 70+% Baltimore City Residents



# TICKET, PASSES, & CHARTERS

## 2018 PRODUCTS

### 1-DAY

- \$ 16 ADULT (13 – 64)
- \$ 14 SENIOR (65+)
- \$ 9 CHILDREN (3 – 12)
- \$ 9 TWILIGHT (90 Min Prior to Close)
- \$ 5 MILITARY

### SEASONAL PASS

- \$ 250 ADULT (13 – 64)

Seasonal passholders can travel with up to three accompanied children.

### OPTION 3 CHARTER

- 100 Passengers
- \$ 1,600 Per Hour

### 2-DAY (1-DAY + \$5)

- \$ 21 ADULT (13 – 64)
- \$ 19 SENIOR (65+)
- \$ 14 CHILDREN (3 – 12)

### OPTION 1 CHARTER

- 25 Passengers
- \$ 400 Per Hour

STACY STEINBERG

Director of Sales & Marketing

**BALTIMORE WATER TAXI**

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Baltimore, MD 21224-5823

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### 10-PACK (ONE WAY)

- \$ 40 ADULT (13 – 64)
- \$ 35 SENIOR (65+)
- \$ 30 CHILDREN (3 – 12)

### OPTION 2 CHARTER

- 49 Passengers
- \$ 784 Per Hour
- New Boats

# HOW WE ARE GROWING OUR GUESTS

## NEW PRODUCTS

We're expanding our appeal to locals and hitting new customer segments by offering new products

### **One-Ways 10-Pack Pass - \$40**

Targeted to locals who don't ride enough to merit a full year pass, but who want to use us multiple times throughout the year at a competitive price point

### **Retail Charters – Varied**

We're rolling out events-based charters for those who don't want to book an entire boat to themselves, but want to pay for a seat on an exclusive experience boat. Ex. Special event route, happy hour crawl, etc.

### **2-Day Pass - \$5 add-on**

For tourists who want to ride a little bit all weekend, this ticket is only a \$5 add-on to the all-day ticket price to encourage upselling.



**WATER TAXI**