



**WATER TAXI**

# AGENDA

- Company Milestones
- Community Participation
- Assets
- Personnel
- Routing
- Ticketing
- Question & Answer

# MILESTONES

- A Baltimore Success Story
- 40 Years of Maritime Experience
- Part of Mayor Schafer's Revitalization Project
- Key Dates:
  - 1975 Founded as a Sailing School
  - 1978 Transitioned to a Water Taxi
  - 1988 – 2000 Service Expands as Harbor Develops
  - 2001 Private Commuter System Begins
  - 2009 Public/Private Partnership (Harbor Connector)
  - 2010 HarborCare, LLC Purchase Harbor Boating, Inc. (06/15/2010)
  - 2016 Sagamore Ventures purchases Harbor Boating Inc.
- Developing Alongside Our Community

# COMMUNITY

## Harbor Boating's Community Involvement

- Living Classrooms Foundation
- Baltimore City Heritage Association
- Baltimore Tourism Association
- Fell's Point Main Street
- Pride of Baltimore II
- Signal 13 Foundation
- Hire One Youth
- Maritime Industries Academy

## Sagamore Venture's Community Involvement

- The Cupid Foundation
- WIN Baltimore
- Rec House
- Youth Works
- Judy Center
- Bridges
- CollegeBound
- Partners in Excellence
- Thread

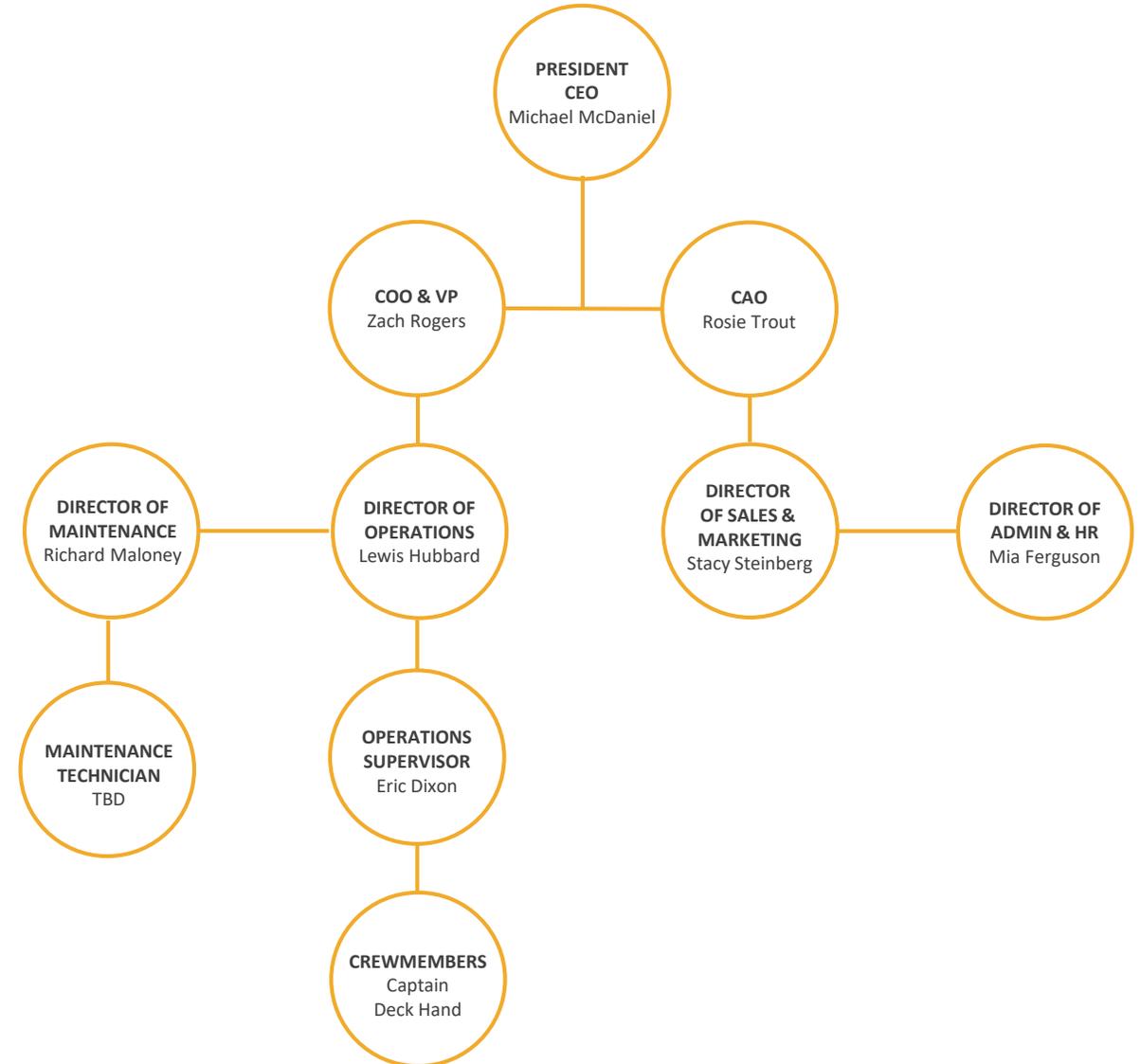
# PERSONNEL

## CURRENT STRENGTH

- 71 Employees
  - 71% Baltimore City
  - 32% Minority

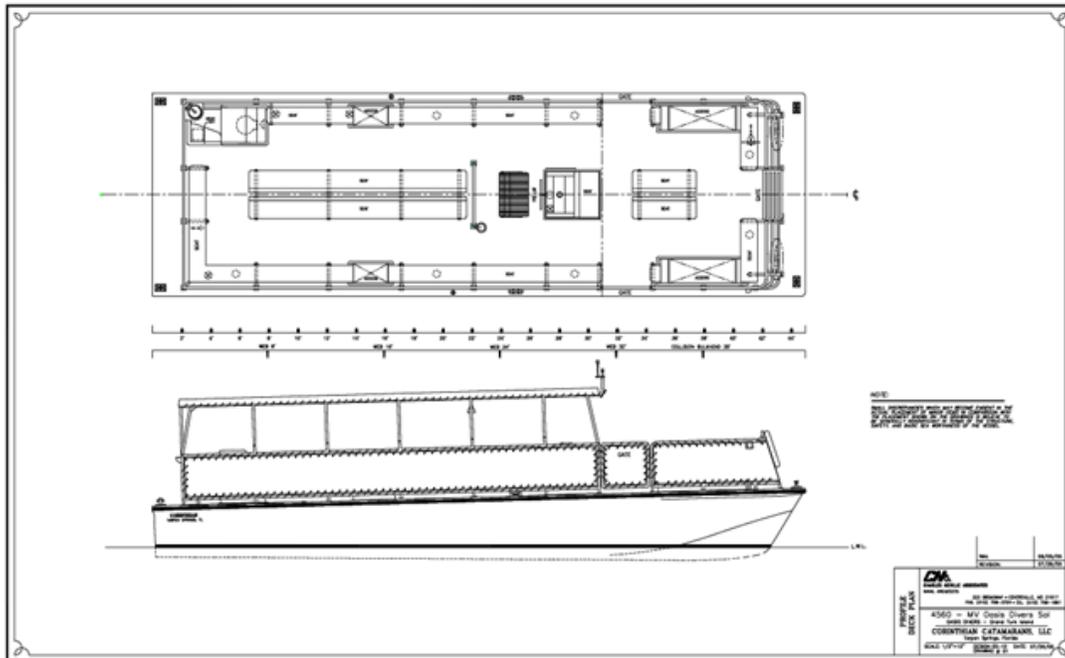
## FUTURE STRENGTH

- 121 Employees
  - 80% (+) Baltimore City
  - 50% (+) Minority



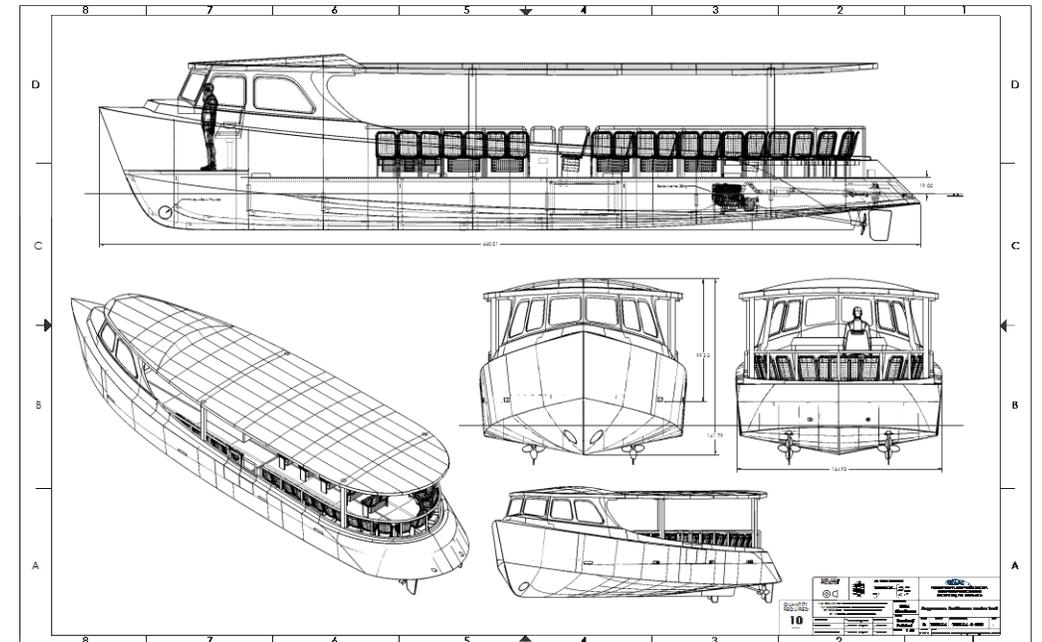
# EXISTING FLEET

- 17 Commercial Vessels
- 736 Combined Seats
- 2,324 Pax Per Hour



# NEW FLEET

- 10 Commercial Vessels
- 490 Combined Seats
- 1,367 Pax Per Hour



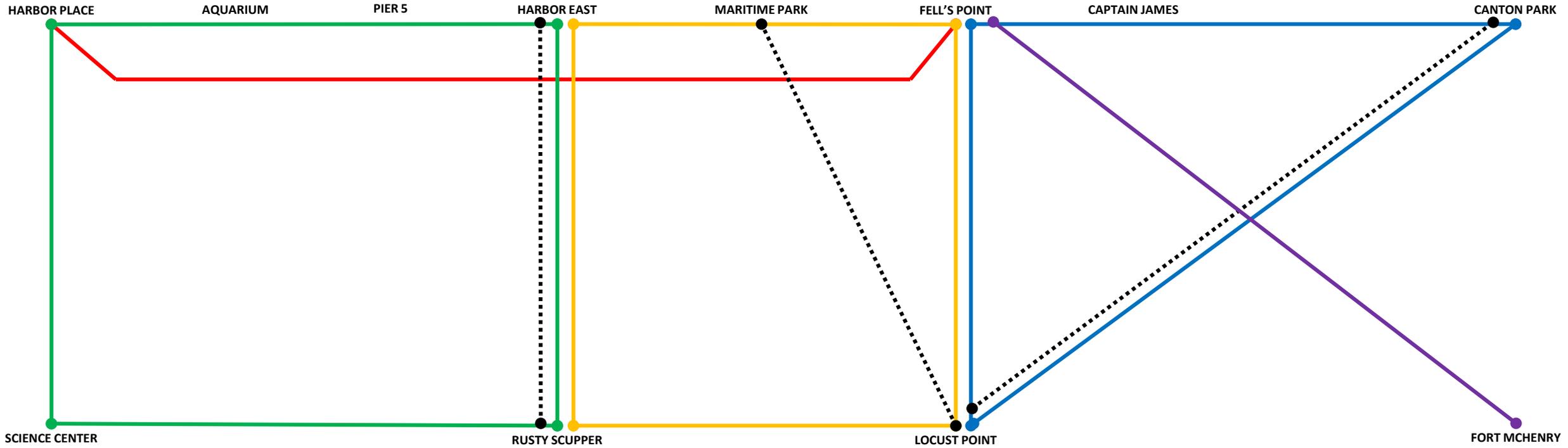
# EXISTING FLEET



# NEW FLEET



# 2016 ROUTES & STOPS



**WEEKDAY: 9 BOATS**

- RED: 2 Boats
- GREEN: 1 Boats
- YELLOW: 1 Boats
- BLUE: 1 Boats
- PURPLE: 1 Boat
- HC 1: 1 Boat\*
- HC 2: 1 Boat\*
- HC 3: 1 Boat\*

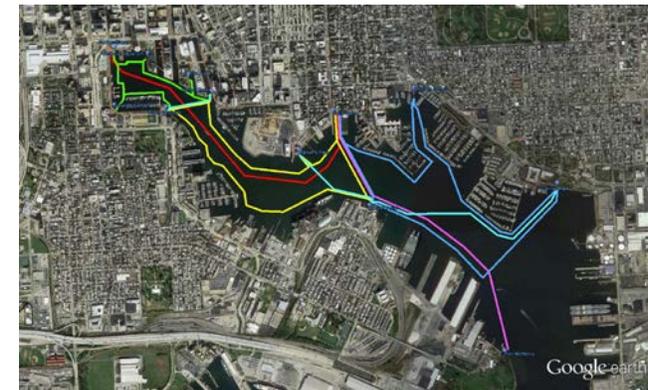
**WEEKEND: 10 BOATS**

- RED: 2 Boats
- GREEN: 2 Boats
- YELLOW: 2 Boats
- BLUE: 2 Boats
- PURPLE: 2 Boat

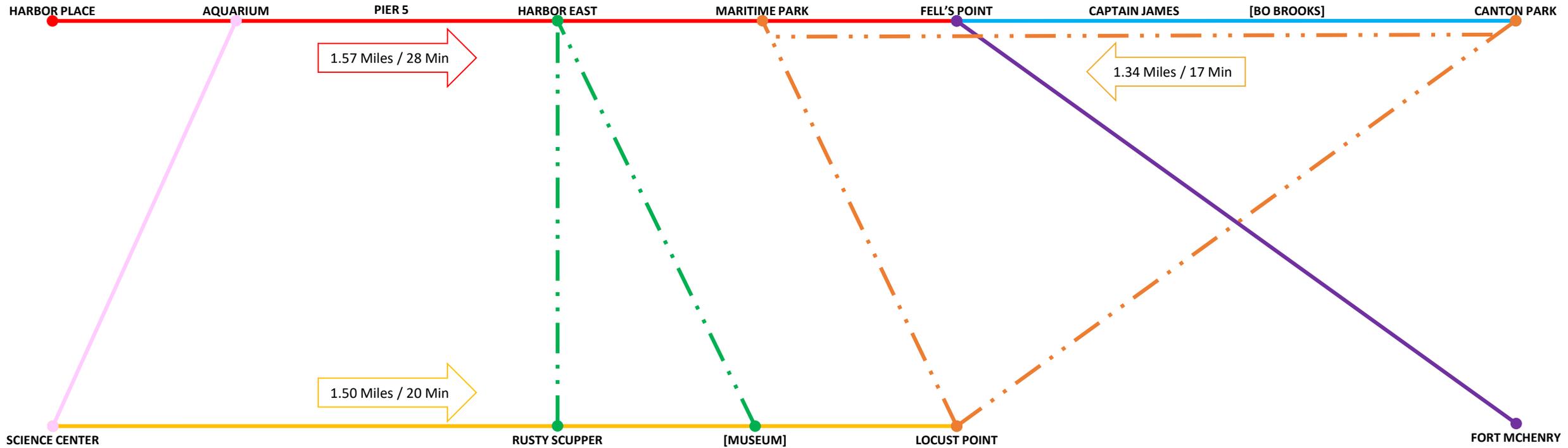
**LANDINGS: 12 STOPS**

1. Harbor Place
2. Aquarium
3. Pier Five
4. Harbor East
5. Maritime Park
6. Fell's Point
7. Captain James
8. Canton Park
9. Fort McHenry
10. Locust Point
11. Rusty Scupper
12. Science Center

\* Harbor Connector ●.....●



# 2017 ROUTES & STOPS



**WEEKDAY: 9 BOATS**

- RED: 2 Boats
- YELLOW: 1 Boats
- BLUE: 1 Boats
- PINK: 1 Boat
- PURPLE: 1 Boats
- GREEN: 1 Boat\*
- ORANGE: 2 Boat\*

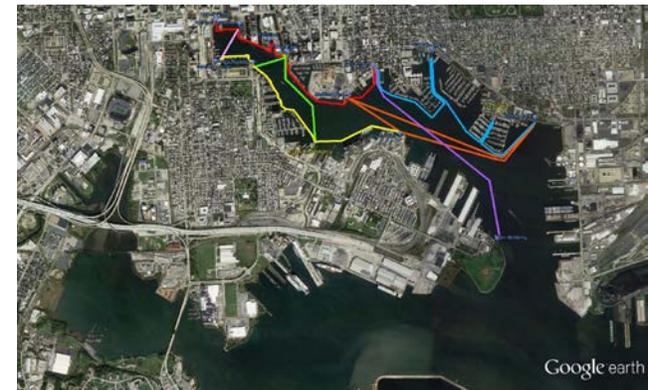
**WEEKEND: 10 BOATS**

- RED: 2 Boats
- YELLOW: 2 Boats
- BLUE: 1 Boats
- PINK: 1 Boat
- PURPLE: 2 Boats
- GREEN: 1 Boat\*
- ORANGE: 1 Boat\*

**LANDINGS: 14 STOPS**

- |                  |                        |
|------------------|------------------------|
| 1. Harbor Place  | 8. Bo Brooks           |
| 2. Aquarium      | 9. Canton Park         |
| 3. Pier Five     | 10. Fort McHenry       |
| 4. Harbor East   | 11. Locust Point       |
| 5. Maritime Park | 12. Museum of Industry |
| 6. Fell's Point  | 13. Rusty Scupper      |
| 7. Captain James | 14. Science Center     |

\* Harbor Connector ● - - - - ●



# 2017 ROUTES & STOPS

- HARBOR PLACE ● 00:00
- 0.19 Miles
- AQUARIUM ● 00:04
- 0.32 Miles
- PIER FIVE ● 00:09
- 0.18 Miles
- HARBOR EAST ● 00:13
- 0.59 Miles
- MARITIME PARK ● 00:21
- 0.29 Miles
- FELL'S POINT ● 00:28
- 0.29 Miles
- MARITIME PARK ● 00:33
- 0.59 Miles
- HARBOR EAST ● 00:41
- 0.18 Miles
- PIER FIVE ● 00:45
- 0.32 Miles
- AQUARIUM ● 00:50
- 0.19 Miles
- HARBOR PLACE ● 00:56

- FELL'S POINT ● 00:00
- 0.95 Miles
- CAPTAIN JAMES ● 00:11
- 0.80 Miles
- BO BROOKS ● 00:21
- 0.60 Miles
- CANTON PARK ● 00:31
- 0.60 Miles
- BO BROOKS ● 00:39
- 0.80 Miles
- CAPTAIN JAMES ● 00:47
- 0.95 Miles
- FELL'S POINT ● 01:00

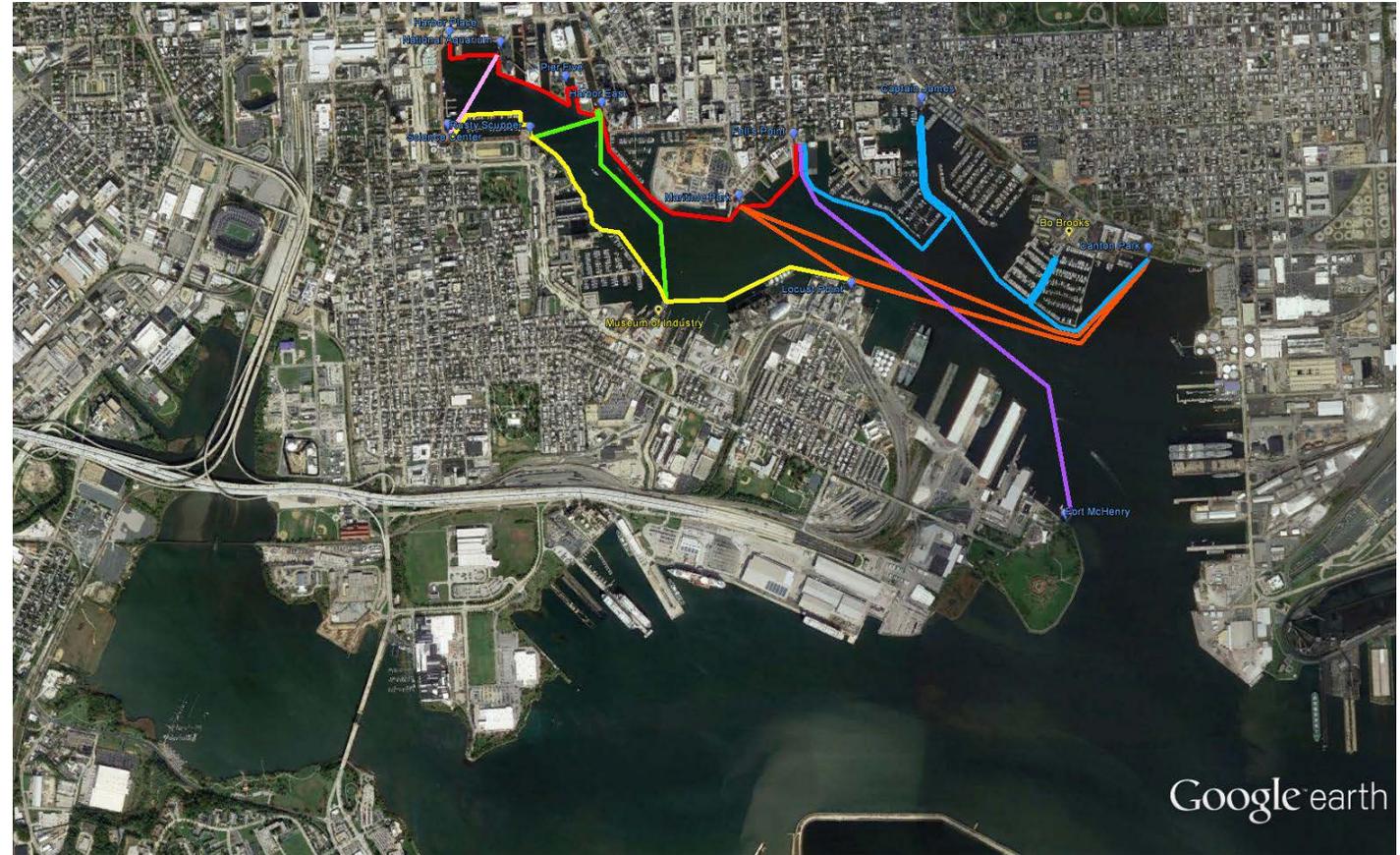
- SCIENCE CENTER ● 00:00
- 0.25 Miles
- RUSTY SCUPPER ● 00:05
- 0.68 Miles
- MUSEUM ● 00:13
- 0.57 Miles
- LOCUST POINT ● 00:20
- 0.57 Miles
- MUSEUM ● 00:27
- 0.68 Miles
- RUSTY SCUPPER ● 00:35
- 0.25 Miles
- SCIENCE CENTER ● 00:39

- SCIENCE CENTER ● 00:00
- 0.27 Miles
- AQUARIUM ● 00:05
- 0.27 Miles
- SCIENCE CENTER ● 00:10

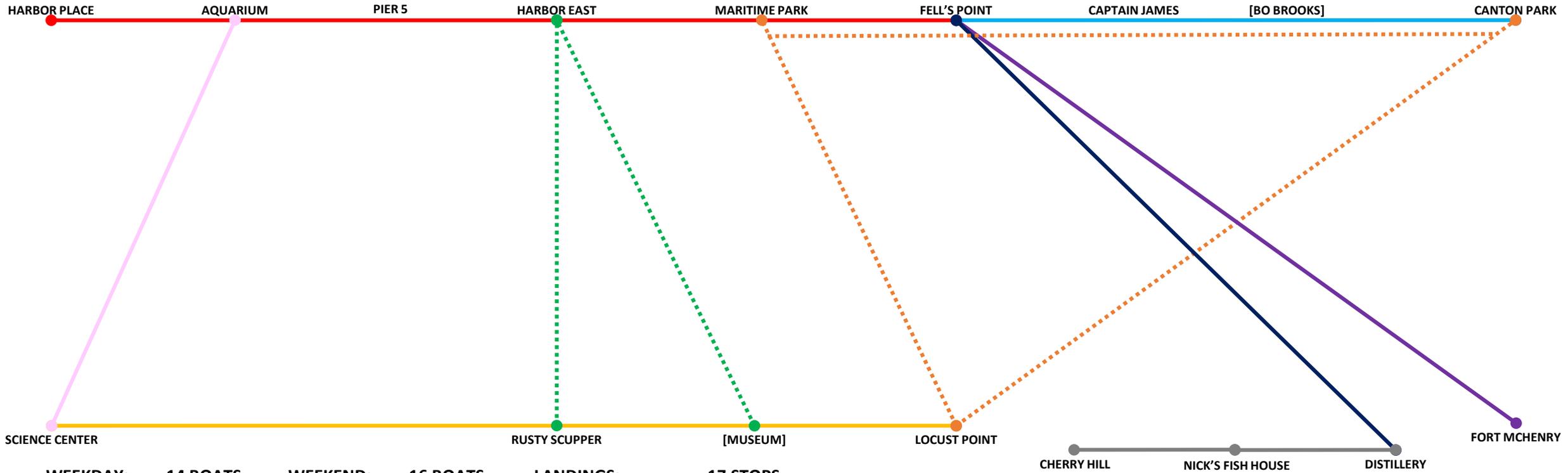
- FELL'S POINT ● 00:00
- 1.40 Miles
- FORT MCHENRY ● 00:18
- 1.40 Miles
- FELL'S POINT ● 00:36

- CANTON PARK ● 00:00
- 1.34 Miles
- MARITIME PARK ● 00:17
- 0.39 Miles
- LOCUST POINT ● 00:25
- 0.98 Miles
- CANTON PARK ● 00:38

- RUSTY SCUPPER ● 00:00
- 0.23 Miles
- HARBOR EAST ● 00:06
- 0.67 Miles
- MUSEUM ● 00:17
- 0.67 Miles
- HARBOR EAST ● 00:28
- 0.23 Miles
- RUSTY SCUPPER ● 00:35



# 2018 ROUTES & STOPS



**WEEKDAY: 14 BOATS**

- RED: 2 Boats
- YELLOW: 2 Boats
- BLUE: 2 Boats
- PINK: 1 Boat
- PURPLE: 1 Boats
- GREEN: 1 Boat\*
- ORANGE: 2 Boat\*
- NAVY: 2 Boat
- SILVER: 1 Boat

**WEEKEND: 16 BOATS**

- RED: 3 Boats
- YELLOW: 2 Boats
- BLUE: 2 Boats
- PINK: 1 Boat
- PURPLE: 2 Boats
- GREEN: 1 Boat\*
- ORANGE: 2 Boat\*
- NAVY: 2 Boat
- SILVER: 1 Boat

**LANDINGS: 17 STOPS**

1. Harbor Place
2. Aquarium
3. Pier Five
4. Harbor East
5. Maritime Park
6. Fell's Point
7. Captain James
8. Distillery
9. Nick's Fish House
10. Cherry Hill
11. Bo Brooks
12. Canton Park
13. Fort McHenry
14. Locust Point
15. Museum of Industry
16. Rusty Scupper
17. Science Center

\* Harbor Connector ● - - - - ●



# PROPOSED 2017 TICKET PRICE & OPTIONS

## TICKETS

### DAILY TICKETS:

- \$ 14 Adult All Day
- \$ 10 Senior Citizen
- \$ 8 Adult One Way
- \$ 5 Children
- FREE Infants/Military

### 2-DAY PASS (\$1 Off Daily):

- \$ 26 Adult All Day
- \$ 18 Senior Citizen
- \$ 8 Children

### 5-DAY PASS (\$2 Off Daily):

- \$ 60 Adult All Day
- \$ 40 Senior Citizen
- \$ 15 Children

### GROUP RATE

- 5% Off for 10 to 14 Tickets
- 10% Off for 15 to 19 Tickets
- CALL OFFICE for 20+ Tickets

## MERCHANDISE

- \$ 1 Bottle Drinks
- \$ 1 Promo Items
- \$ 15 Hats
- \$ 20 Shirts

## PASSES

### MONTHLY PASS:

- \$ 25 Registration (One/Life Time)
- \$ 29 per Month
  - o \$0.95 Daily
  - o \$348 Annually

### 6-MONTH PASS (1 Months FREE):

- \$ 24 Registration Fee (One/Life Time)
- \$ 29 per Month
  - o \$0.79 Daily
  - o \$145 Biannually
  - o \$290 Annually

### ONE YEAR PASS (3 Months FREE):

- \$ 23 Registration Fee (One/Life Time)
- \$ 29 per Month
  - o \$0.72 Daily
  - o \$261 Annually

### GROUP RATE

- 15% Off for 2 to 3 Passes
- 20% Off for 4 to 5 Passes
- 25% Off for 6 to 7 Passes
- 30% Off for 8 or More Passes
- Accompanied children ride free

## CHARTERS

### ONE WAY @ \$11 per Seat

- \$ 121 for 11 Passenger Vessel
- \$ 220 for 20 Passenger Vessel
- \$ 275 for 25 Passenger Vessel
- \$ 429 for 39 Passenger Vessel
- \$ 539 for 49 Passenger Vessel
- \$ 561 for 51 Passenger Vessel
- \$ 814 for 74 Passenger Vessel
- \$1,100 for 100 Passenger Vessel

### TWO WAY @ \$13 per Seat

- \$ 143 for 11 Passenger Vessel
- \$ 260 for 20 Passenger Vessel
- \$ 325 for 25 Passenger Vessel
- \$ 507 for 39 Passenger Vessel
- \$ 637 for 49 Passenger Vessel
- \$ 663 for 51 Passenger Vessel
- \$ 962 for 74 Passenger Vessel
- \$1,300 for 100 Passenger Vessel

### ONE HOUR @ \$15 per Seat

- \$ 165 for 11 Passenger Vessel
- \$ 300 for 20 Passenger Vessel
- \$ 375 for 25 Passenger Vessel
- \$ 585 for 39 Passenger Vessel
- \$ 735 for 49 Passenger Vessel
- \$ 765 for 51 Passenger Vessel
- \$1,110 for 74 Passenger Vessel
- \$1,500 for 100 Passenger Vessel

MTA FARES & PASSES	MTA FULL FARE	MTA SENIOR/DISABILITY
SINGLE TRIP	\$1.70	\$0.70
DAY PASS	\$4.00	\$2.00
WEEKLY PASS	\$22.00	-----
MONTHLY PASS	\$68.00	\$20.00



**WATER TAXI**