



Presentations for Dec. 12, 2024 Board of Directors Meeting





Item 5a(1): Pilot Program Update

Pilot Services Update

December 12, 2024



San Francisco Bay Ferry

Redwood City Ballpark Service

- **Route Performance**

- **Operated Weekend Days:** 4 (7/28, 8/11, 9/1, 9/15)
- **Average Ridership:** 180
- **Total Ridership (8 trips):** 1,440

- **Customer Feedback**

- Request for additional service
- Positive feedback on crews and ride quality
- Wake impacts (Recreational users feedback)

- **Operational Feedback**

- **Dock setup in RWC:** Configuration required extra crew for safety in tying up and loading/unloading

Oakland Alameda Water Shuttle

- **Route Performance**

- **Service Start Date:** July 17, 2024
- **Operating Days:** Wednesdays through Fridays
- **Service Schedule Adjustment on Nov 4, 2024:** More frequent service with 52 more trips per week
- **Total Ridership:** 45,500
- **Average Weekday Ridership:** 353
- **Average Weekend Ridership:** 608
- **On-time Performance:** 99%

- **Customer Feedback**

- Strong support for concept and requests for additional service
- Capacity constraints cause anxiety

Sea Change Demonstration Project

- **Route Performance**

- **Service Start Date:** July 19, 2024
- **Operating Days:** 3-day service (Friday-Sunday) expanding to 5-day service (adding Monday and Tuesday)
- **Total Ridership:** 2,735

Customer feedback and operational considerations to be shared in final report after end of demonstration project.



Item 9: 150-Passenger REEF Vessel Procurement Award



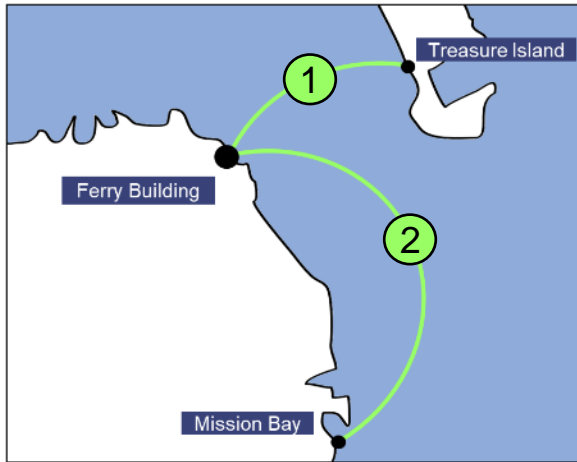
San Francisco Bay Ferry - 150 Passenger REEF Vessel Design & Construction Contract Award



December 12, 2024

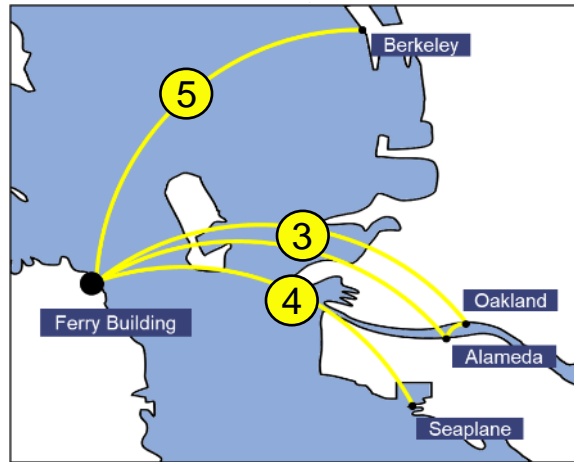
WETA Long Term Electrification Overview

Phase 1 - Inner Central Bay



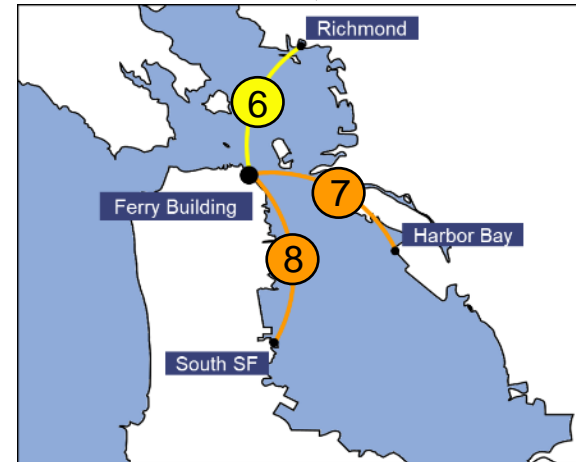
- ① Treasure Island
- ② Mission Bay

Phase 2 – Central Bay



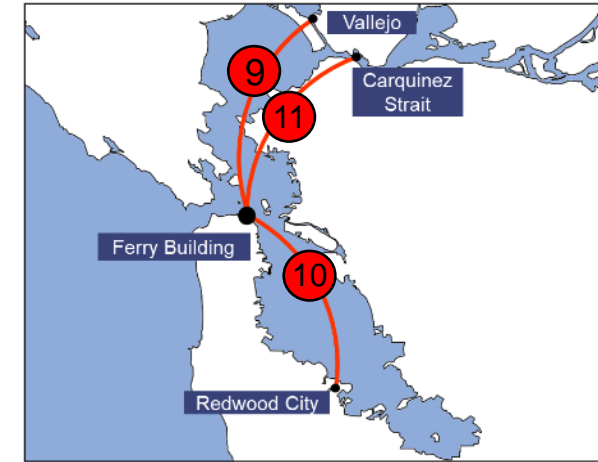
- ③ Oakland/Alameda
- ④ Seaplane
- ⑤ Berkeley

Phase 3 – Long Run Central Bay



- ⑥ Richmond
- ⑦ Harbor Bay
- ⑧ South SF

Phase 4 – Long Runs



- ⑨ Vallejo
- ⑩ Redwood City
- ⑪ Carquinez

- Feasible with Current Vessel Technology
- Feasible with Current Vessel Technology
- Feasible with Current Vessel Technology
- Not Currently Feasible – TBD Future Technology Required

Initial Phase 1&2 Procurements



TREASURE ISLAND

OAKLAND

MAIN ST

SEAPLANE

CBOMF

SAN FRANCISCO
FERRY BUILDING

NEW SUBSTATION

NEW 12MW FEEDER

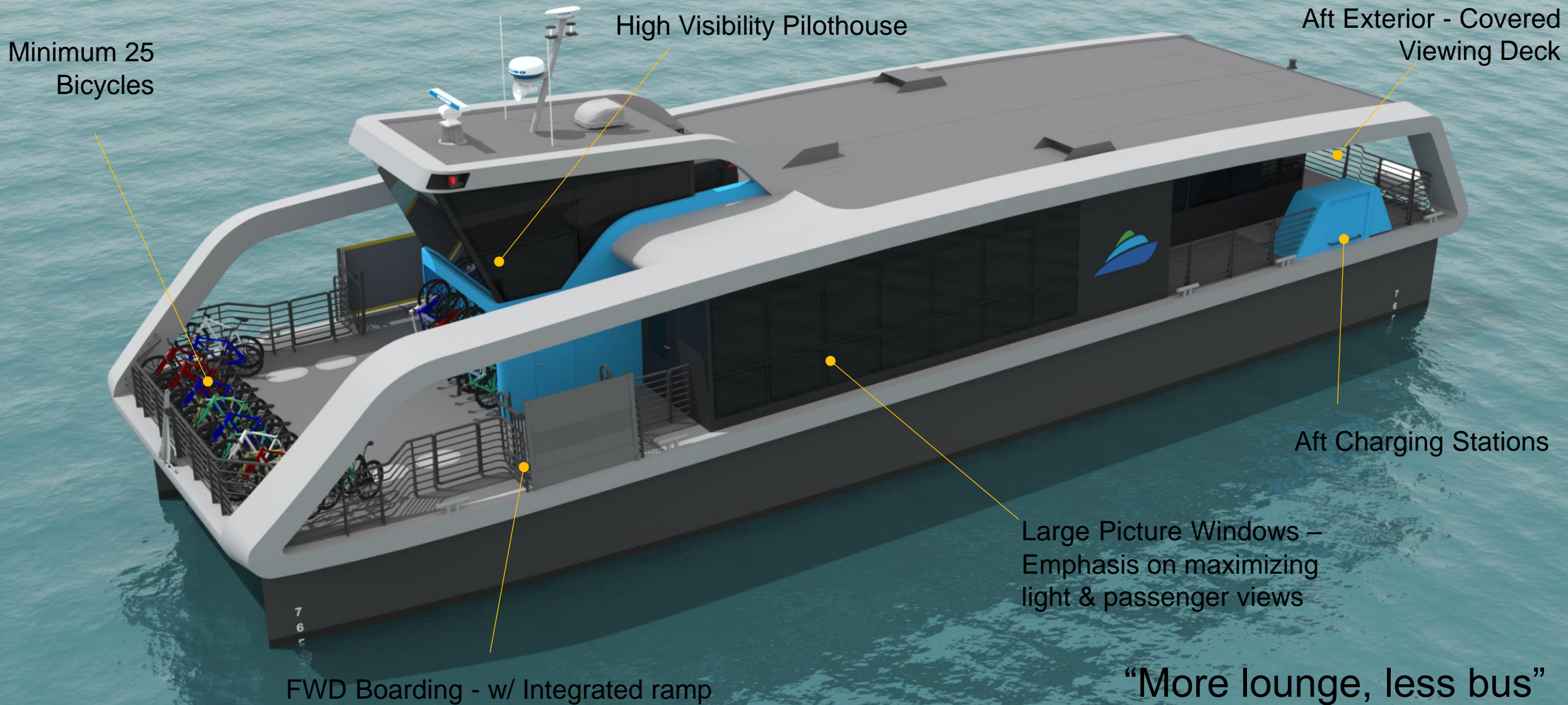
MISSION BAY

3 x NEW Large Vessels

3 x NEW Small Vessels
1 x Option

3 x NEW Universal
Charging Floats
1 x Option

Small Vessel Preliminary Design Key Features



Small Vessel Preliminary Design Metrics

Length: **92'**

Beam: **27'6"**

Draft: **5'2"**

Passengers: **150 + Crew**

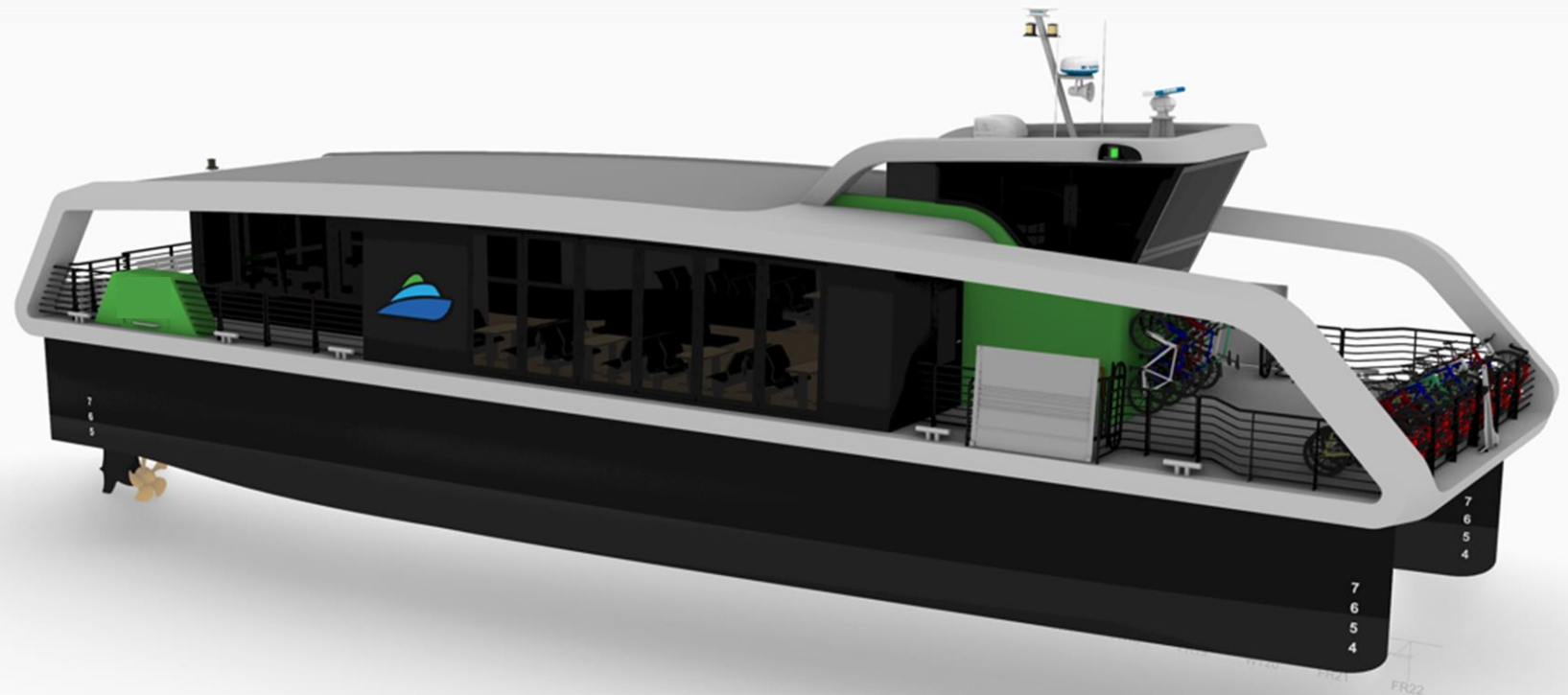
Regulatory: **USCG Sub. T**

Speed: **24 Kts**

Power: **2 x 625kW**

Material: **Aluminum**

Short Hop Routes



Less fixed seating, more flex space

Small Vessel Proposals

Proposer	Project Understanding & Approach	Proposer's Qualifications and Experience	Qualifications & Experience of Key Personnel	Total Price	Total Score	Cost Per Boat (averaged)
Possible Points	20	20	20	40	100	-
All American Marine	15.5	17.5	16.8	38.4	88.2	\$15.38M
Nichols Brothers Boat Builders	14.8	14.8	16.2	40	85.8	\$14.75M
Marine Group Boat Works	13.1	13.4	13.4	31.5	71.4	\$18.71M

Vessel Procurement Project DBE Goal

- **Required DBE Project Goal**

- Mandatory Vessel Procurement Project goal of 1.72% DBE participation.
- Proposers must meet the required 1.72% DBE project goal or provide adequate good faith efforts documenting its efforts to satisfy the project goal to be responsive

- **Proposer Goal Achievement**

- All American Marine – 2.6% DBE participation
 - Met and exceeded the goal.
 - DBE participation work areas: safety equipment purchasing, shipping services composite repair services
- Nichols Brothers Boat Builders – 0.03% DBE participation
 - NBBB did not meet the goal, proposal was found responsive.
 - DBE participation work areas: interior design services
- Marine Group Boatworks – 0% DBE participation
 - MGBW did not meet the goal, proposal was found responsive.
 - DBE participation work areas: outfitting, coatings, electrical, deck coverings, scaffolding/containment, naval architecture and engineering package subcontracting opportunities

All American Marine Inc

- Located on Bellingham Bay in Washington State
- 30 Years experience building high quality aluminum catamaran and single hull vessels
- 25 year exclusive partnership with Teknicraft Naval Architects
- 57k Sqft covered and climate controlled facility & dedicated launch access
- 4 lofting bays and all necessary fabrication eqpt on site, limited subcontracted labor
- 63+ personnel on staff covering all required trades



All American Marine Vessels

- Extensive experience with Teknicraft hulls – 200+ vessel designs operating worldwide
- Recent experience building Hybrid Electric Passenger vessels including Waterman and Enhydra
- Completed Sea Change with novel Hydrogen Fuel Cell propulsion system



All American Marine Proposed Vessel Design

Detailed Proposal – Inspired by Preliminary Design, Integrates Wartsila, Echandia & Hydromaster systems, with improvements to hull efficiency

Length: **100.3'**

Speed: **24 Kts**

Beam: **26'**

Power: **2 x 625kW**

Draft: **5'9"**

Material: **Aluminum**

Passengers: **150**



All American Marine Proposed Deck Arrangement

Interior Seats: 70

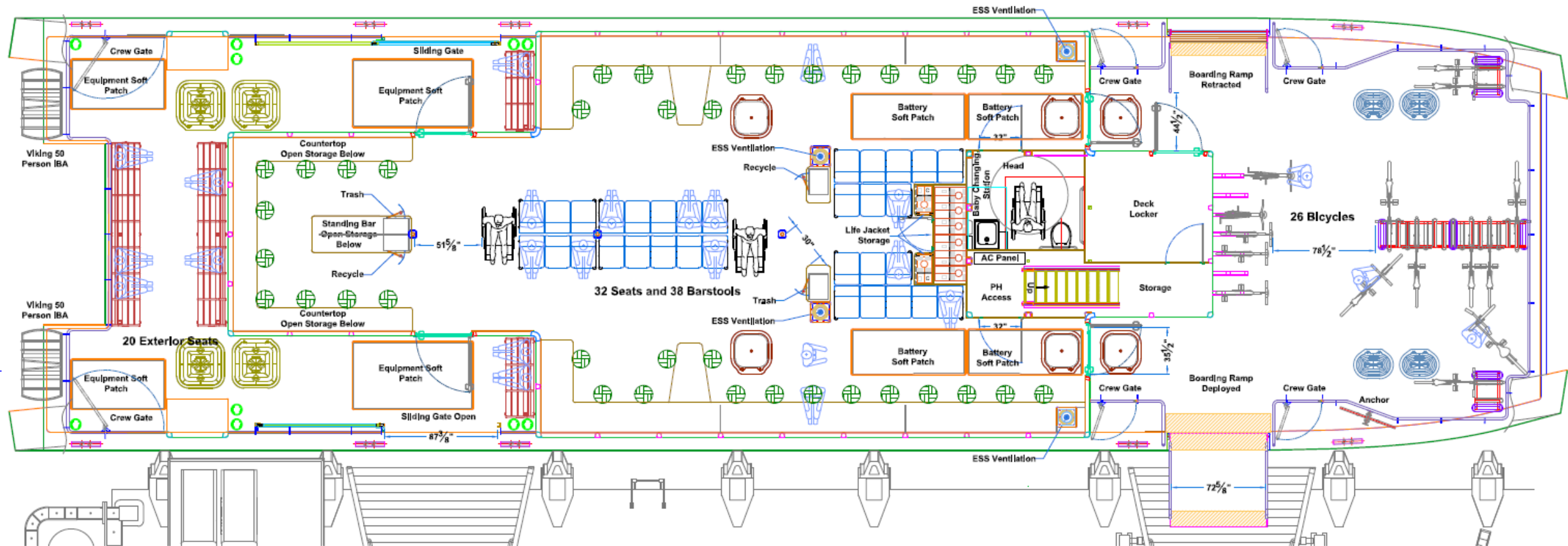
Bikes: 26

Exterior Seats: 20

High Visibility Pilohouse

ADA Head: 1

Planned Equipment Rigging Paths



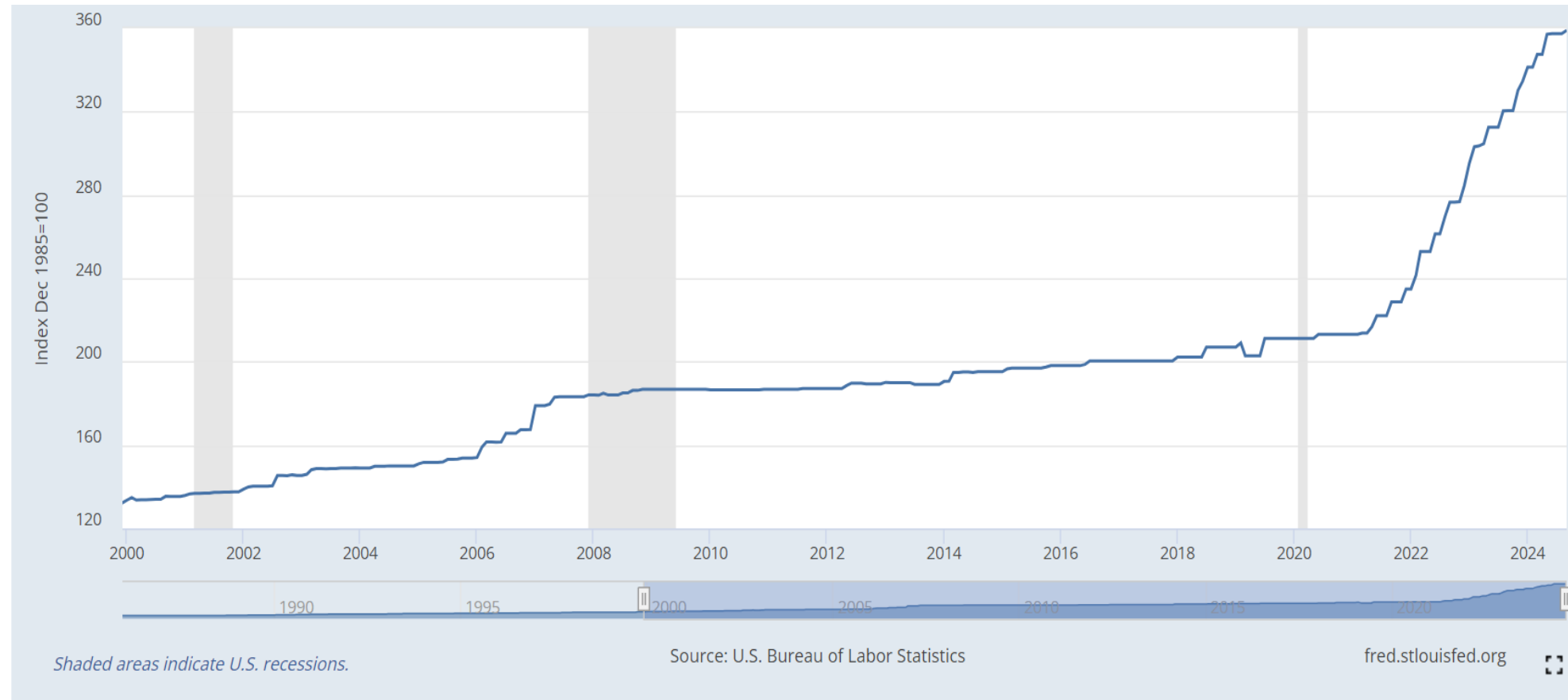
Vessel Cost Analysis

Summary of Price Proposals for 150-PAX Vessels

Proposer	Vessel Price Proposal (4-Vessels)	Average Price/Vessel	% Difference from ICE
All American Marine	\$61.52M	\$15.38M	89.9%
Nichols Brothers Boat Builders	\$59.02M	\$14.75M	82.1%
Marine Group Boat Works	\$74.85M	\$18.71M	131.0%
Independent Cost Estimate (ICE)	\$32.40M	\$8.10M	

- **Three key factors** explain higher-than-expected vessel pricing:
 - Impacts from Pandemic-Era Inflation
 - High Demand and Limited Supply of U.S. Shipyard Capacity (“Sellers Market”)
 - Perceived Risk Associated with New Vessel Technology

Ship Building Cost Trend, 2000-2024 (U.S. BLS PPI)



- **Ave. annual increase in ship building costs, 2020 to 2024 = 13.9% vs. 4.9% CPI**
- **Ship built in 2024 is 70% more expensive compared to ship built in 2020**

Vessel Cost Analysis

Inflation-Adjusted Price of Comparable Vessels

Operator	Builder	Boat Name	PAX	Cost (\$2024)	Cost/PAX
Kitsap Transit	All American Marine	Waterman	149	\$9.0M	\$49K
NJ Transit	Hornblower Marine	TBD	149	\$14.9M	\$100K
Kolumbus	Fjellstrand Shipyard	Medstraum	147	\$16.8M	\$114K
Waterbus	Damen Shipyards	Blue Rotterdam	75	\$15.3M	\$204K
WETA	Vigor Kvichak	Gemini	149	\$16.1M	\$108K
WETA	Vigor Kvichak	Pisces	149	\$16.2M	\$109K
WETA	Vigor Kvichak	Scorpio	199	\$18.9M	\$95K
WETA	Vigor Kvichak	Taurus	199	\$18.9M	\$95K
150 PAX Electric	TBD	TBD	149	\$14.8 - \$18.7M	\$99K - \$126K

- **Medstraum is the most comparable vessel (battery all-electric) with a cost of \$16.8 million**

Thank You!



Q&A

**The Water Emergency Transportation Authority
Disadvantaged Business Enterprise Program
Review and Recommendations
2024**

COLETTE HOLT & ASSOCIATES

DBE Program Review Objectives

- Review WETA's policies and procedures to identify barriers and opportunities to increase DBE participation
- Review WETA's outreach efforts to DBEs against national best practices for possible improvements
- Recommend policy and procedure enhancements to support increased DBE participation on WETA's prime and subcontracts

DBE Program Review Process

- Review program materials and documentation
- Solicit input from WETA staff
- Develop program recommendations

DBE Program Review Findings

- DBE Program administration
 - WETA is required to implement a DBE program in compliance with 49 C.F.R. Part 26
 - WETA submitted a revised DBE Plan to the Federal Transit Administration in 2024
 - DBE Program administered through WETA's Government & Regulatory Affairs Office staffed by two employees
- DBE Program Eligibility
 - WETA accepts DBE firms certified only through the California Unified Certification Program

DBE Program Review Findings

- WETA's triennial DBE goal is 0.48% for FFYs 2023-2025
 - 100% of the goal is to be achieved through race-neutral measures
 - As required by the regulations, WETA requests FTA approval for vessel procurement project specific DBE goals
 - WETA sets a separate DBE project goal for new vessel procurements
- WETA's race-neutral Small Business Program
 - 7.5% SBE goal applicable to FFYs 2023 through 2025 on FTA assisted contracts

DBE Program Review Findings

- WETA uses multiple approaches to reach DBEs and SBEs
 - Works closely with the Business Outreach Committee to maximize outreach efforts to DBEs and SBEs
 - Regularly holds pre-bid meetings that include an overview of DBE requirements and an opportunity for primes and subs to network
 - Advertisements and written notices are posted on WETA's website and in its newsletter
 - Hosted workshops with the Golden Gate Bridge and Highway Transportation District about doing business in the marine industry
 - Teamed with the Working Waterfront Coalition to support a paid apprenticeship program

DBE Program Recommendations

- Provide additional staff resources and support to facilitate program implementation and potentially increase DBE and SBE participation.
 - Create a position to solely focus on the DBE program, along with other civil rights programs
 - Challenge of highly specialized, high cost work
 - Enhance functionality of the B2Gnow[®] system to free up staff resources
 - New module for Subcontractor Utilization Plan capture on current and future contracts
 - Outreach tools for eBlasts and related communications

DBE Program Recommendations

- Implement additional race-neutral and small business components
 - Conduct targeted outreach and events
 - Set either an overall DBE or SBE goal on contracts, not both, to prevent cannibalization of DBE participation
 - Develop a protocol to consider whether to unbundle projects (excluding vessel procurements)
 - Create a list of D/SBEs that have expressed interest in doing agency work or have been listed on a bid or proposal
 - Survey prime vendors and subcontractors about their experiences in seeking WETA work

DBE Program Recommendations

- Consider creating an owner-controlled insurance policy for U.S. Longshoremen and Harbor Workers insurance
- Expand focus and leverage the combined resources of the Working Waterfront Coalition
 - Employment is pipeline to business ownership
 - Coordinate outreach campaigns and trainings for DBEs and potential DBEs about how to do business with Coalition members
 - Adopt a Mentor-Protégé Program to help DBEs participate in the maritime industry
 - Focus education and technical training on existing certified firms to expand their capabilities in marine work

DBE Program Recommendations

- Create a Small Contractor Development Program
 - Technical assistance, outreach, networking, targeted education and training
 - Mentor-protégé relationship support
 - Bond collateral support
 - Contract finance assistance
 - Project risk mitigation assessment tools
 - Examples include LA World Airport, City of Oakland
 - Possible collaboration with other agencies

DBE Program Recommendations

- Develop performance measures for program success
- Benchmarks might include:
 - Increased DBE utilization
 - Increased variety in subindustries in which DBEs are awarded prime contracts and subcontracts
 - Increased bidding by certified firms as prime vendors
 - Increased bidding or quotes received by DBEs as prime vendors



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