

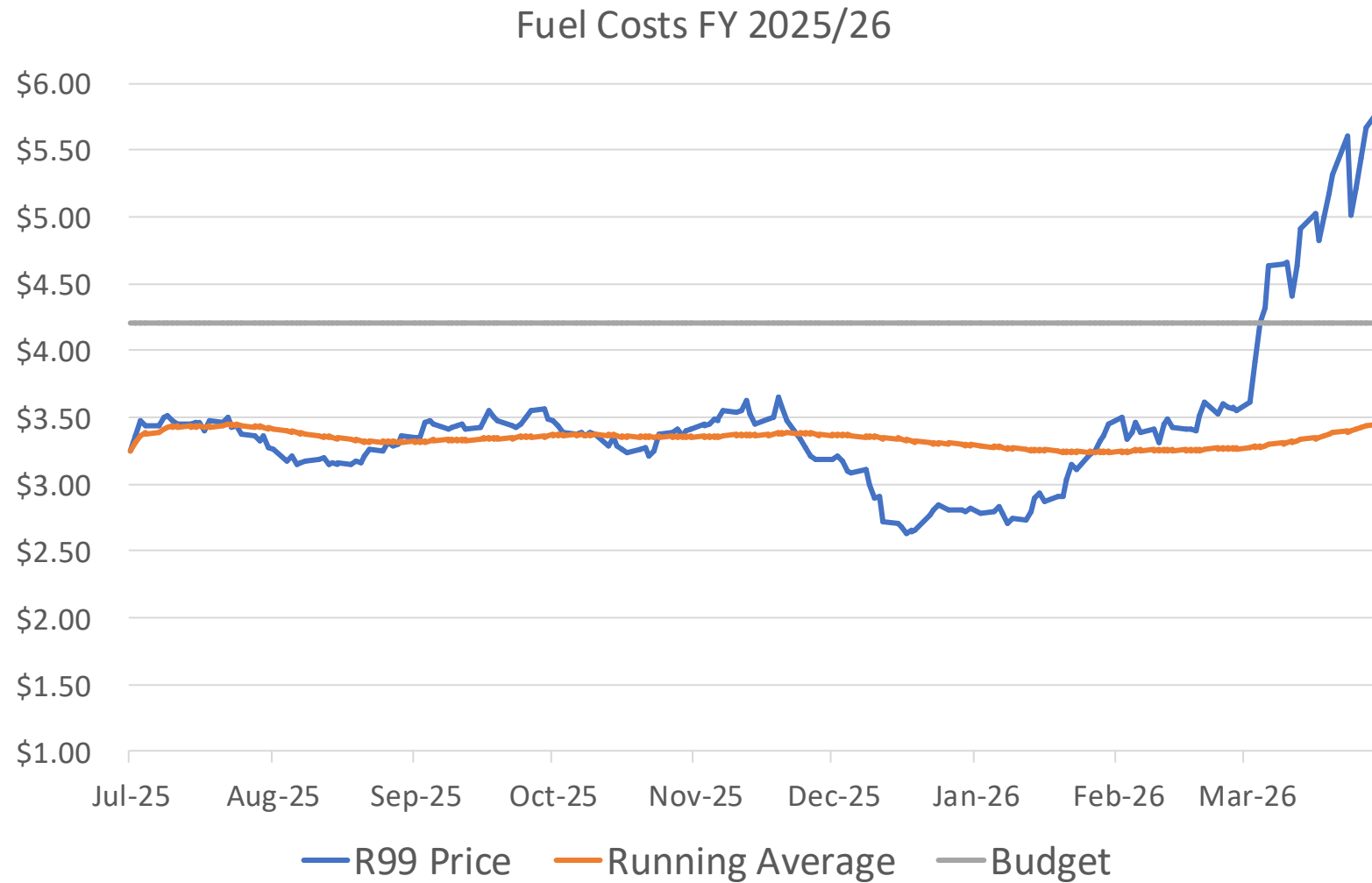


Presentations for April 9, 2026 Board of Directors Meeting



Item 5a iii: Fuel Costs

FUEL PRICE INCREASES



BUDGET IMPACTS

Fiscal Year 2025/26

- Budget is \$16.4 million or 20% of Operations Expenses
- Most recent price was \$5.77 per gallon
- Within budget unless Q4 average is above \$6.40 per gallon

Fiscal Year 2026/27 Scenarios

Average Price Assumption	Increase over FY2025/26 Budget	
	Monthly	Annual
\$4.40 (5% inflation)	\$68,000	\$819,000
\$5.00	\$260,000	\$3.1 million
\$6.00	\$585,000	\$7 million

MITIGATION OPTIONS

Strategy	Option	Potential Monthly Savings	Challenges
Reduce Usage	Reduce speeds on midday VJO trips (lower burn rate)	\$4,875	Requires operator corporation, lengthen trip times
	Midday VJO vessel layover (net neutral trips)	\$30,000	May complicate maintenance schedule, needs to wait for bid change
	VJO layover and RCH cancellation (-2 trips)	\$41,000	Expands RCH early PM gap
Increase Revenue	Fuel Surcharge - 50¢ per trip average (proportional to route length)	\$120,000	Potential confusion with fare proposal, want to minimize ridership impacts, implement equitably
	Fuel Surcharge - \$1.00 per trip average	\$240,000	Same as above plus increased potential impact on ridership

NEXT STEPS

- Incorporate feedback
- Additional evaluation of mitigation options
 - What are the triggers – above x price for x months
 - Do they make a meaningful difference
 - What do longer term impacts look like
- Monitor prices and data sources (US Energy Information Administration)
- Consult other experts and partner agencies
- Review longer term options like price hedging and contract structure
- Development of FY2026/27 Draft Budget for May Board meeting
- Revisions in FY2026/27 Final Budget for June Board meeting



Item 8: Proposed Amendment FY 2024-28 Fare Program

AGENDA

1. Background
2. Regional Context & Peer Comparison
3. Proposed Changes
4. Fiscal Impact
5. Public Outreach
6. Key Dates & Next Steps

BACKGROUND

- Current Program
 - 3% annual fare increase each fiscal year (FY24–FY28)
 - Regular services - keep pace with inflation and maintain competitive positioning with regional transit options
 - Special event services – cost recovery

Why is an amendment needed?

- **Conditions Have Changed Since 2023**
 - Higher-than-anticipated inflation
 - Regional fare policy developments (Clipper 2.0, transfer discounts)
 - Other operators' fare increases (example: BART)
 - Corridor competitiveness shifts
- **Goal:** Maintain corridor alignment while protecting long-term fiscal sustainability

PEER OPERATOR COMPARISON

TRANSIT OPERATOR/ BENCHMARK	FY24	FY25	FY26	3 YR AVERAGE	PROGRAM/SOURCE
SF Bay Ferry	3.0%	3.0%	3.0%	3.0%	Five Year Fare Program (FY24-FY28).
BART	5.5%	5.5%	6.2%	5.7%	Inflation Based Fare Increase Program and Cost Recovery
AC Transit	3.3%	3.3%	3.3%	3.3%	Fare increases effective July 2025 (+25¢) and July 2026 (+25¢)
SolTrans	0.0%	0.0%	0.0%	0.0%	Inflation, and Cost Recovery based Fare Increases. No fare increase since 2022
Caltrain	0.0%	3.1%	3.1%	2.1%	Caltrain Base fare increased by \$0.25 effective July 1, 2025.
SFMTA	0.0%	10.0%	3.6%	4.5%	Base fare increased from \$2.75 to \$2.85 in July 2025.
Golden Gate Ferry	3.0%	3.0%	3.0%	3.0%	Five Year Fare Program (FY24-FY28).

COMPARABLE ROUTE ANALYSIS

ROUTE	OPERATOR	FY23	FY24	FY25	FY26	CY26 ⁵
Oakland, Harbor Bay, Seaplane¹	SF Bay Ferry	\$4.50	\$4.60	\$4.70	\$4.90	\$4.90
	BART	\$4.13	\$4.36	\$4.60	\$4.85	\$5.10
	AC Transit	\$6.00	\$6.00	\$6.00	\$6.50	\$6.50
Vallejo	SF Bay Ferry	\$9.00	\$9.30	\$9.60	\$9.90	\$9.90
	SolTrans + BART ^{2,2}	\$10.99	\$11.26	\$11.55	\$11.86	\$9.05 (with Transfer Discount)
	Golden Gate Ferry	\$8.50	\$8.75	\$9.00	\$9.25	\$9.25
South San Francisco³	SF Bay Ferry	\$6.75	\$7.00	\$7.20	\$7.40	\$7.40
	BART	\$5.00	\$5.27	\$5.56	\$5.87	\$6.15
Richmond⁴	SF Bay Ferry	\$4.50	\$4.60	\$4.70	\$4.90	\$4.90
	BART	\$5.10	\$5.38	\$5.68	\$5.99	\$6.03
	AC Transit	\$6.00	\$6.00	\$6.00	\$6.50	\$6.50

Fares shown are adult base fares; 'average' reflects the listed comparable station/route pairs Average Fare Calculation for Comparable Transit Operator Routes:

^{1,1} **Oakland, Harbor Bay, Seaplane:** BART average = Coliseum, Lake Merritt, MacArthur, 19th St, Fruitvale to Embarcadero; AC Transit average = NL/NX Oak to SF, NX3 Oak to SF, O Oakland/Alameda to SF, OX Oakland Bay Farm to SF, W Oak/Alameda to SF.

Vallejo: ^{2,1} SolTrans Route 82, ^{2,2} SolTrans Route R + BART (Route El Cerrito Del Norte to Embarcadero)

³ **South San Francisco:** BART average = Lake Merritt, MacArthur, 19th St, Fruitvale to SSF

⁴ **Richmond:** BART average = El Cerrito Del Norte, Richmond to Embarcadero; AC Transit average = L Richmond to SF, LA El Sobrante to SF

⁵ CY26 Assumptions:

Oakland, Harbor Bay, Seaplane: BART comparator uses Fruitvale Station as a representative outer-Oakland origin

Vallejo: SolTrans Route 82 express fare and BART fare with regional transfer discount applied. Route 82 is a limited frequency service.

South San Francisco: BART comparator uses Fruitvale Station as a representative outer-Oakland origin

Richmond: BART average = El Cerrito Del Norte to Embarcadero, Richmond to Embarcadero

REGULAR SERVICE - PROPOSED CHANGES

- Comparable route analysis:
 - Some route fares have fallen below comparable transit fares in the same corridor
 - Competitiveness impacted by new transfer discounts
 - A uniform 3% increase no longer preserves desired alignment
- Proposed route-specific changes for FY 2027:

Route	FY27 Increase	Rationale
OA / HB / SEA	+4.5%	Central Bay fares are below BART Transbay equivalents.
VJO	+1.5%	Smaller adjustment supports affordability in a more price-sensitive market; remain competitive with BART + Bus option
SSF	+3%	With recent service changes (1-yr trial), maintaining the same baseline increase. Potentially revisit after the service trial period.
RCH	+6%	Fare deeply reduced during pandemic recovery period. As ridership recovers, reassessing to better reflect service cost

- Proposed approach for FY 2028
 - Flexible, route-specific adjustment (up to 6%)
 - Allows responsiveness to inflation, regional fare policy, and peer agency fare actions

SHORT HOP - PROPOSED CHANGES

Operator / Route	Clipper Adult Fare	FCIS Transfer Credit (Clipper 2 only)
SFBF Short Hop (Current)	\$1.10	\$1.10
SFBF Short Hop (Proposed)	\$2.85	\$2.85
<u>Muni</u>	\$2.85	\$2.85
<u>AC Transit</u>	\$2.50	\$2.50
<u>SolTrans</u>	\$2.00	\$2.00

Proposed change for FY 27:

- Increase to \$2.85
- Aligns with regional local bus fare
- No cost transfer for Clipper 2 users arriving via connecting transit

SPECIAL EVENT SERVICE – NO PROPOSED CHANGES

- Performance Update
 - Current performance achieves full cost recovery

- Staff Recommendation
 - FY 27: Maintain existing 3% annual program increase
 - FY 28: Continue monitoring under standard framework ($\leq 6\%$ cap)

- Administrative Update
 - Oracle Park fare changes effective March 1 of FY 2027
 - Chase Center fare changes effective October 1 of FY 2027

CURRENT v. PROPOSED FARE PROGRAM

Route	FY27 Proposed	FY26 Fare	FY27 (Current Plan)	FY27 (Proposed)
Oakland / Alameda	+4.5%	\$4.90	\$5.00	\$5.10
Vallejo	+1.5%	\$9.90	\$10.20	\$10.00
South SF	+3.0%	\$7.40	\$7.60	\$7.60
Richmond	+6.0%	\$4.90	\$5.00	\$5.20
Short Hop	+\$1.65	\$1.10	\$1.10	\$2.85
Special Events (Oakland/Alameda)	+3.0%	\$11.25	\$11.50	\$11.50
Special Events (Vallejo)	+3.0%	\$19.25	\$20.00	\$20.00

FISCAL IMPACT ASSESSMENT

- Route-specific adjustments generate modest additional revenue while preserving competitiveness
- FY27 fiscal impact of proposed changes:

Scenario	Net FY27 Revenue Impact
Planned 3% Increase (Status Quo)	\$388,707
Amended FY27 Proposal	\$422,247
Incremental Difference	+\$33,539

PUBLIC OUTREACH

- Outreach began March 6, 2026
 - Combined effort by Planning & Development, Public Information & Marketing, and Government & Regulatory Affairs departments

- Strategies
 - Virtual Open House Event held on March 24, 2026
 - Public Hearing (Board meeting)
 - Website posting (English, Spanish, Tagalog, Chinese)
 - Social media & media outreach
 - Onboard vessel signage
 - Translation services available
 - Outreach to CBOs and partner agencies

- Presentation to West Contra Costa County Transportation Commission (WCCTC) on 3/31

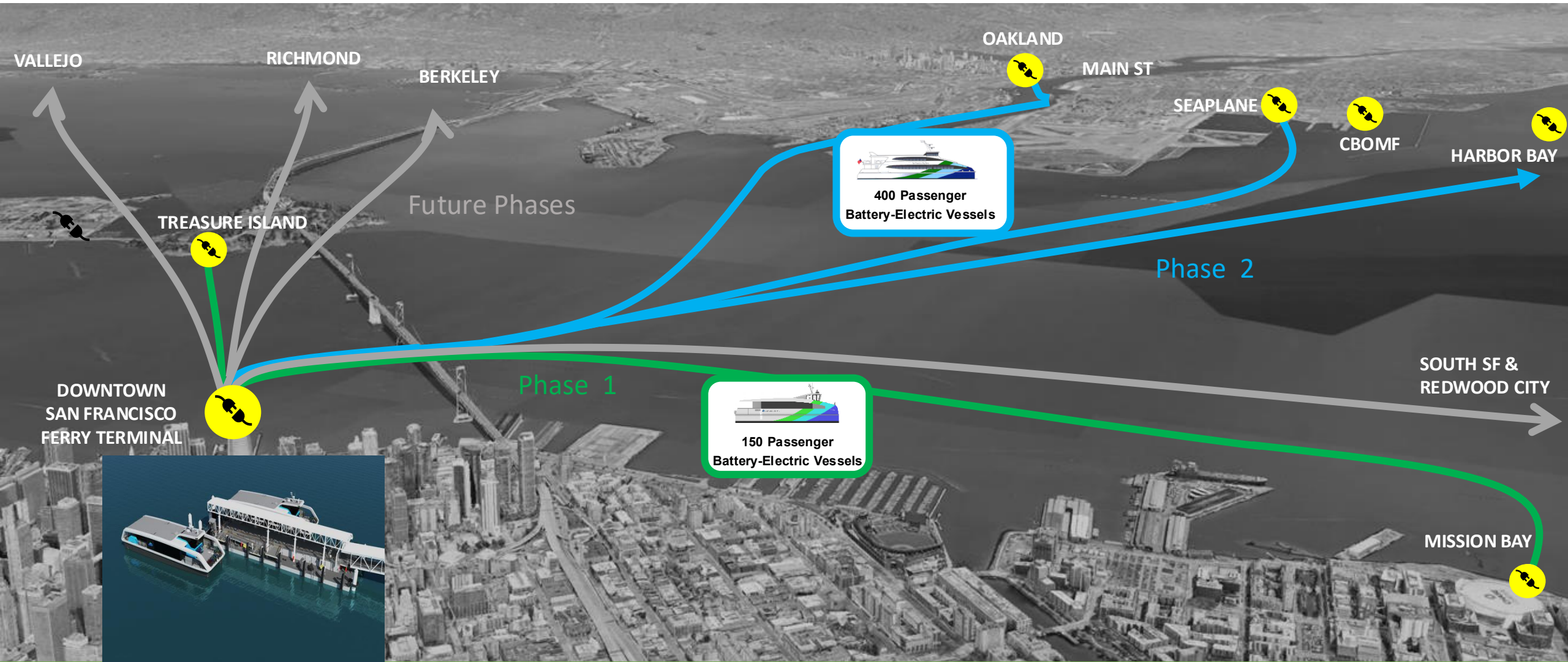
KEY DATES & NEXT STEPS

- **March 5th** – Board approved public outreach process
- **March 24th** - Virtual public open house event
- **April 9th** - Public Hearing and Board consideration of proposed fare changes
- **July 1st** - Implementation of FY 2027 fare changes



**Item 9: SFPUC Electric Service Agreement Downtown SF
Terminal Electrification Project**

DOWNTOWN SF FERRY TERMINAL – THE SYSTEM HUB



BACKGROUND

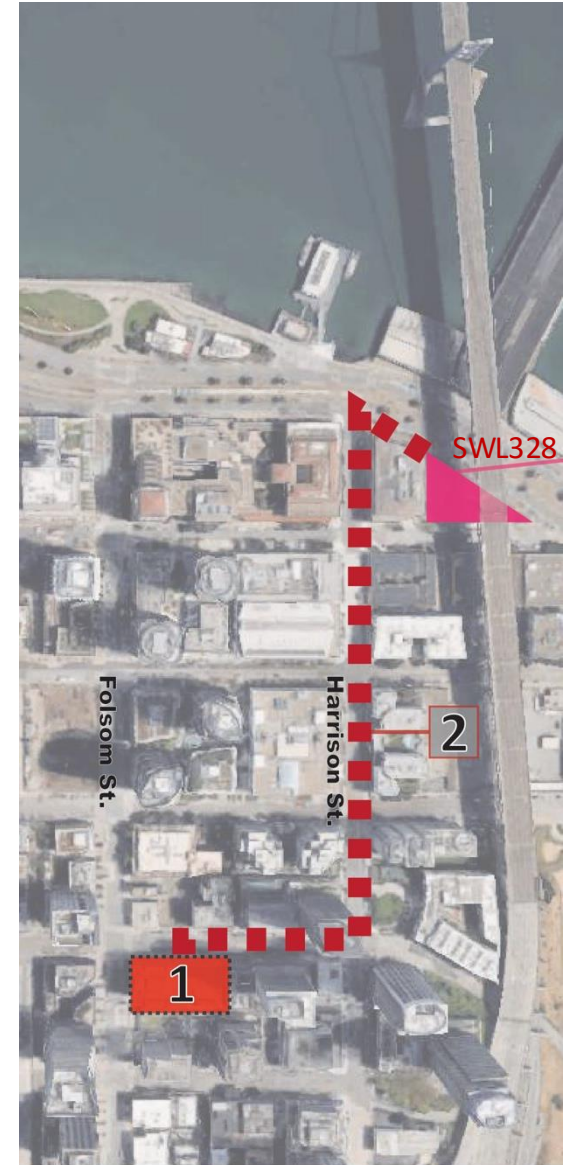
- SFBF Needs 10MW of Electric Service
- SFPUC Planned 90MW Substation Availability Uncertain
- SFBF Dedicated 10MW Service is Available by 2030
- PG&E Deadline to Secure the Service is April 17, 2026

DOWNTOWN SF TERMINAL ELECTRIFICATION PROJECT



PG&E FRONT-OF-METER SCOPE

1. PG&E Substation Modifications
 - New Bus Section
 - New Circuit Breaker
 - Conduit & Cable
2. PG&E Facilities
 - Vault Mounted Electrical Switches
 - Pull Boxes
 - Meters



ESTIMATED COST - PG&E PORTION OF THE FRONT OF METER

Item	\$ Cost	Scope
Substation Modifications	5,000,000	New Bus Section New Circuit Breaker Conduit & Cable
Primary Extension	580,000	Vault-Mounted Switches Pull Boxes
Revenue Meters	4,000	Including Revenue Data Retrieval
Total	5,584,000	
20% Engineering Advance	1,116,800	Due by April 17, 2026

REQUIRED ACTIONS

SFPUC/PG&E Confirmation of 10MW SFBF Dedicated Service

Board Authorization to Negotiate and Execute the Electric Service Agreement with SFPUC

SFBF \$1,116,800 Engineering Advance Payment by April 17, 2026

PG&E Begins Design of their Portion of the Front of Meter

FUTURE ACTIONS

SFBBF/SFPUC Negotiate the Electric Service Agreement

PG&E Completes their Portion of the Design

SFBBF Seeks Board Approval for Remainder of Payment Prior to Start of Construction

SFBBF Makes the Remaining Advance Payment Currently Estimated at \$4,467,200

RECOMMENDATION

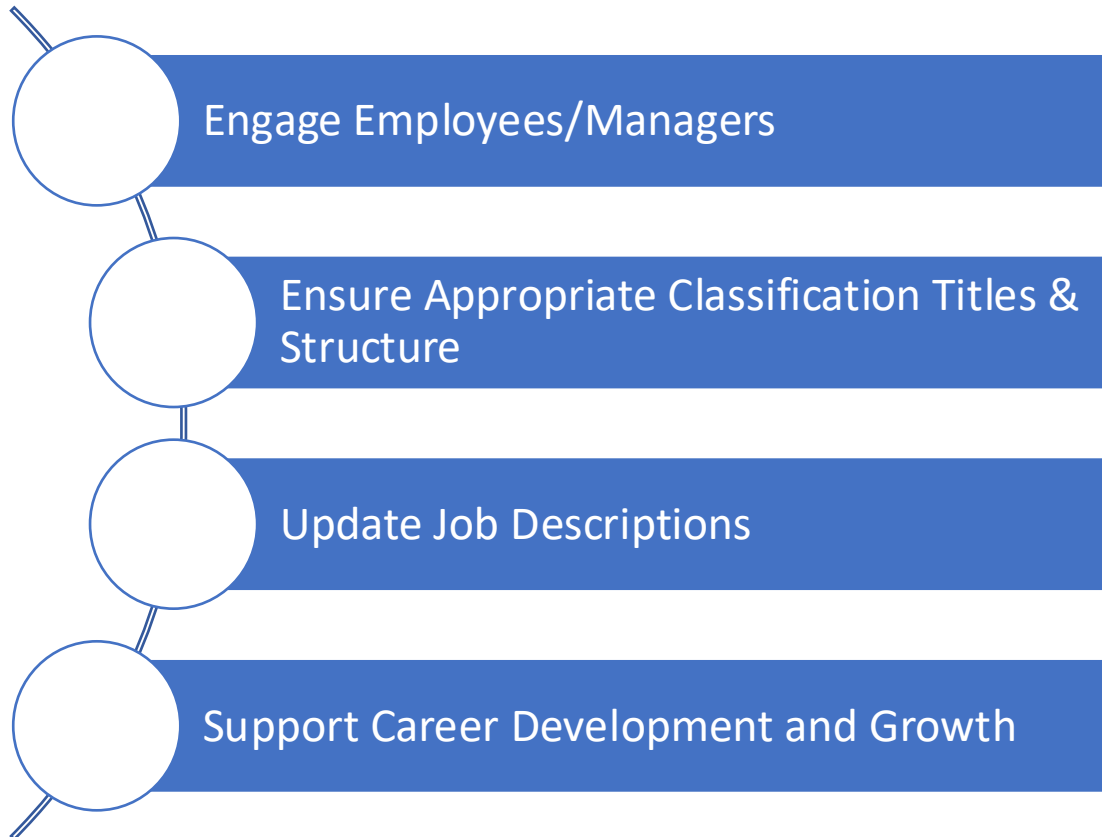
Authorize the Executive Director to negotiate and enter into an agreement with San Francisco Public Utility Commission (SFPUC), including the payment of an initial \$1,116,800 to secure the necessary electrical capacity for the Downtown SF Ferry Terminal.



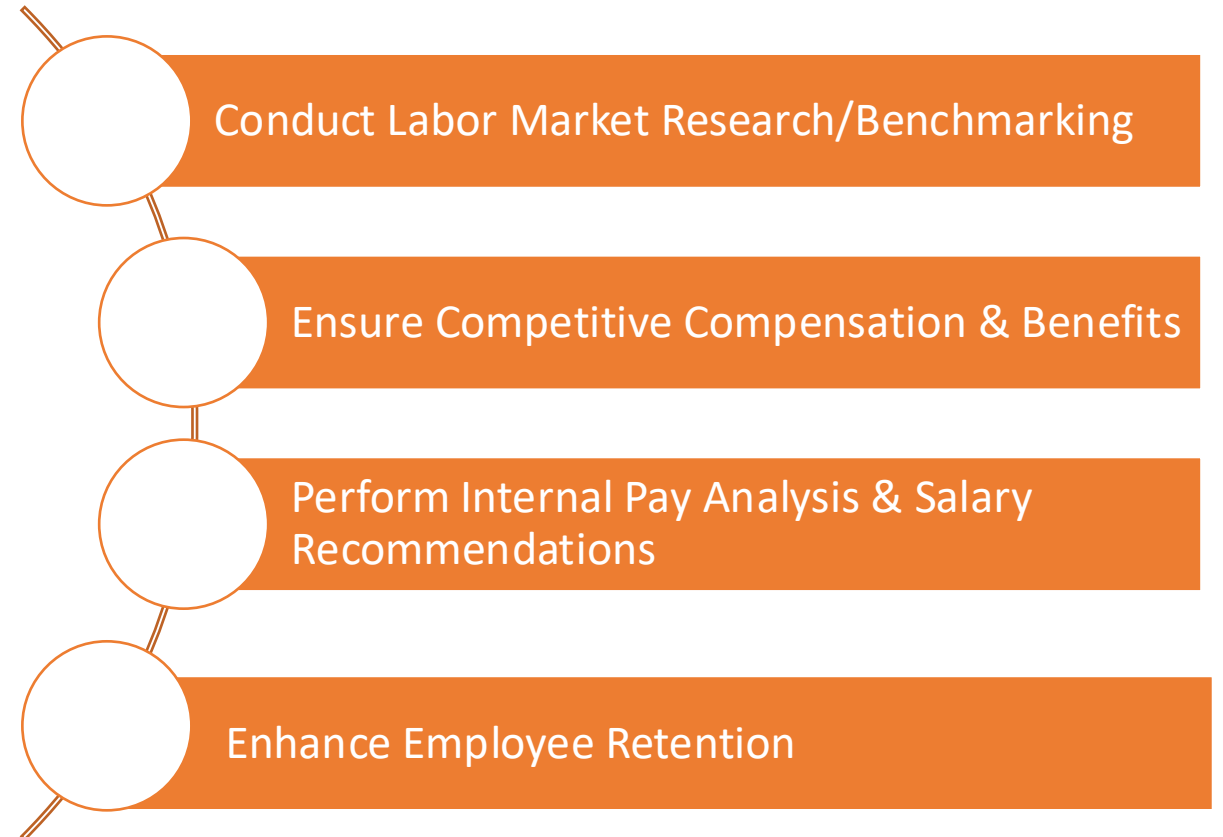
Item 10: Classification and Compensation Study

STUDY GOALS & OBJECTIVES

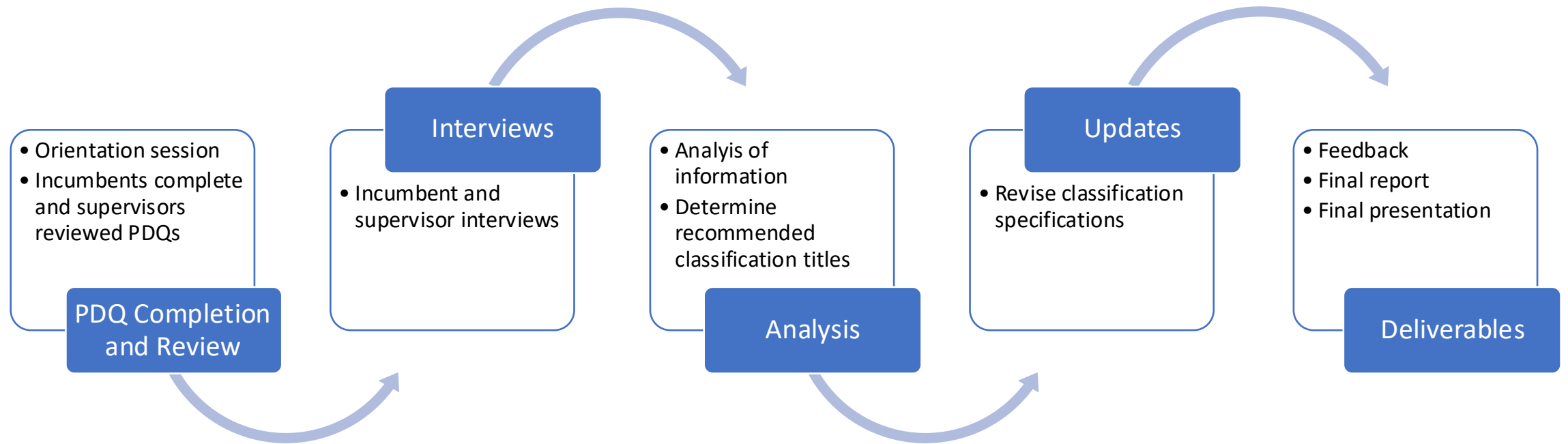
Classification Study



• Total Compensation Study



METHODOLOGY – CLASSIFICATION STUDY



CLASSIFICATION RECOMENDATIONS

Current Classification Title	Proposed Classification Title/Study Outcome
Accountant	No Title Change
Administrative & Business Services Manager	Administrative Operations Coordinator
Administrative Specialist	Procurement and Contracts Coordinator
Budget Analyst	No Title Change
Capital Planning Manager	No Title Change
Chief Capital Program Officer	No Title Change
Chief Financial Officer	Chief Financial and Administrative Officer (CFAO)
Customer Experience Specialist	No Title Change
Digital Communications Specialist	Not Included in Classification Study – formatting updates only
Director of Operations & Customer Experience	No Title Change
Director of Planning	No Title Change
Director of Project Delivery & Engineering	Director of Capital Projects and Engineering
Emergency Response & Safety Analyst	No Title Change
Executive Director	Not Included in Classification Study
Government & Regulatory Affairs Manager	No Title Change
Government & Regulatory Affairs Specialist	No Title Change
Grants Manager	No Title Change
Information Technology Analyst	IT Manager
Maintenance Administrator	No Title Change
Operations Administrator	No Title Change
Project & Development Controls	Project & Development Controls Coordinator
(Marine) Project Engineer	Project Manager – Engineering
Project Manager	Not Included in Classification Study – Project Manager - Planning
Public Information & Marketing Manager	Communications & Marketing Manager
Senior Planner	No Title Change
Senior Project Manager	No Title Change
Senior Transportation Planner	Not Included in Classification Study – based on Transportation Planner
Transportation Planner	No Title Change

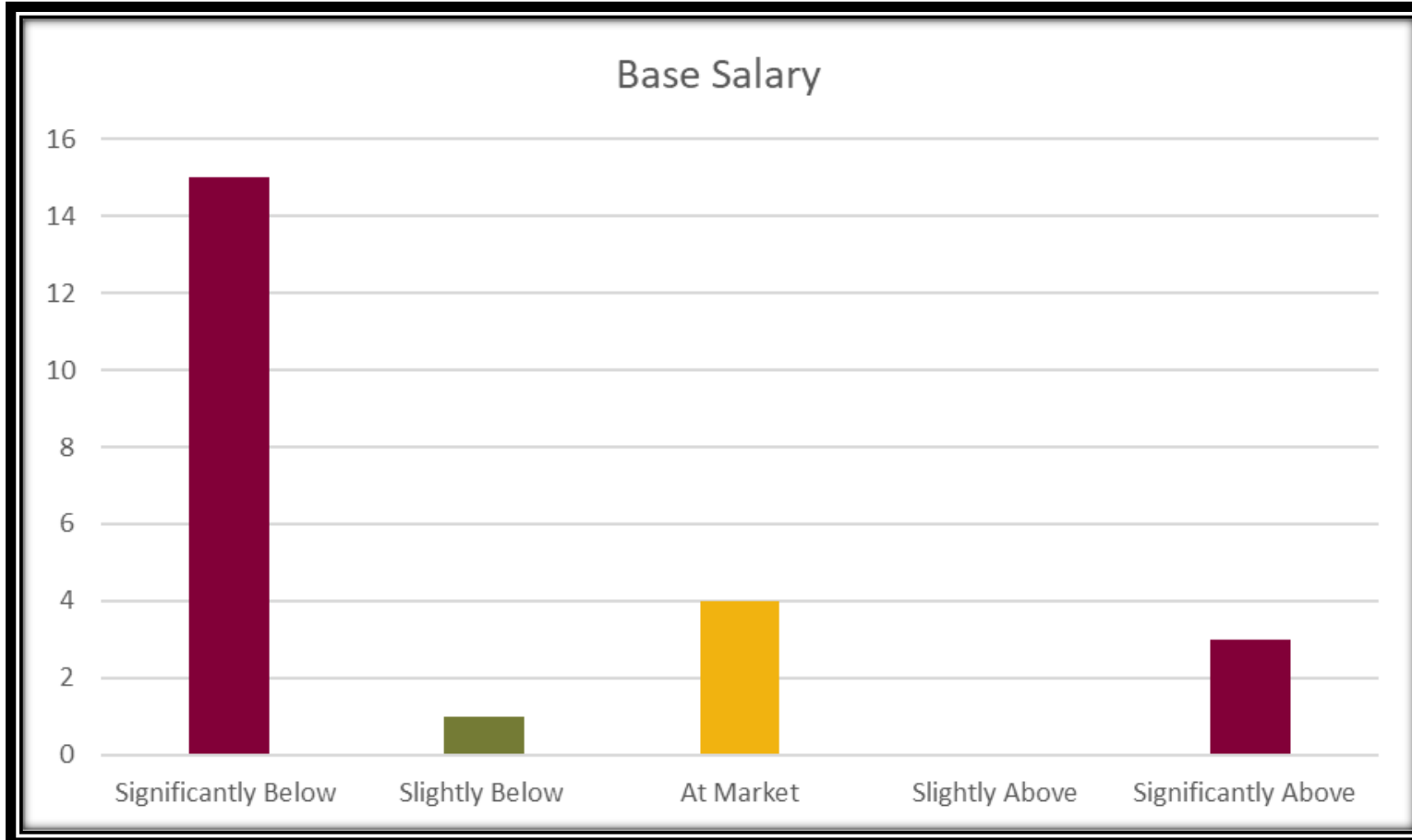
LABOR MARKET SELECTION CRITERIA



COMPARABLE LABOR MARKET AGENCIES

1. Alameda – Contra Costa Transit District
2. Bay Area Rapid Transit
3. Metropolitan Transportation Commission
4. Port of Oakland
5. City and County of San Francisco
6. Golden Gate Bridge, Highway, and Transportation District
7. San Mateo County Transit District
8. Sonoma Marin Area Rail Transit

BASE SALARY COMPETITIVENESS (WITHOUT BENEFITS)



BENEFITS & OTHER COMPENSATION



Retirement



Health & Welfare

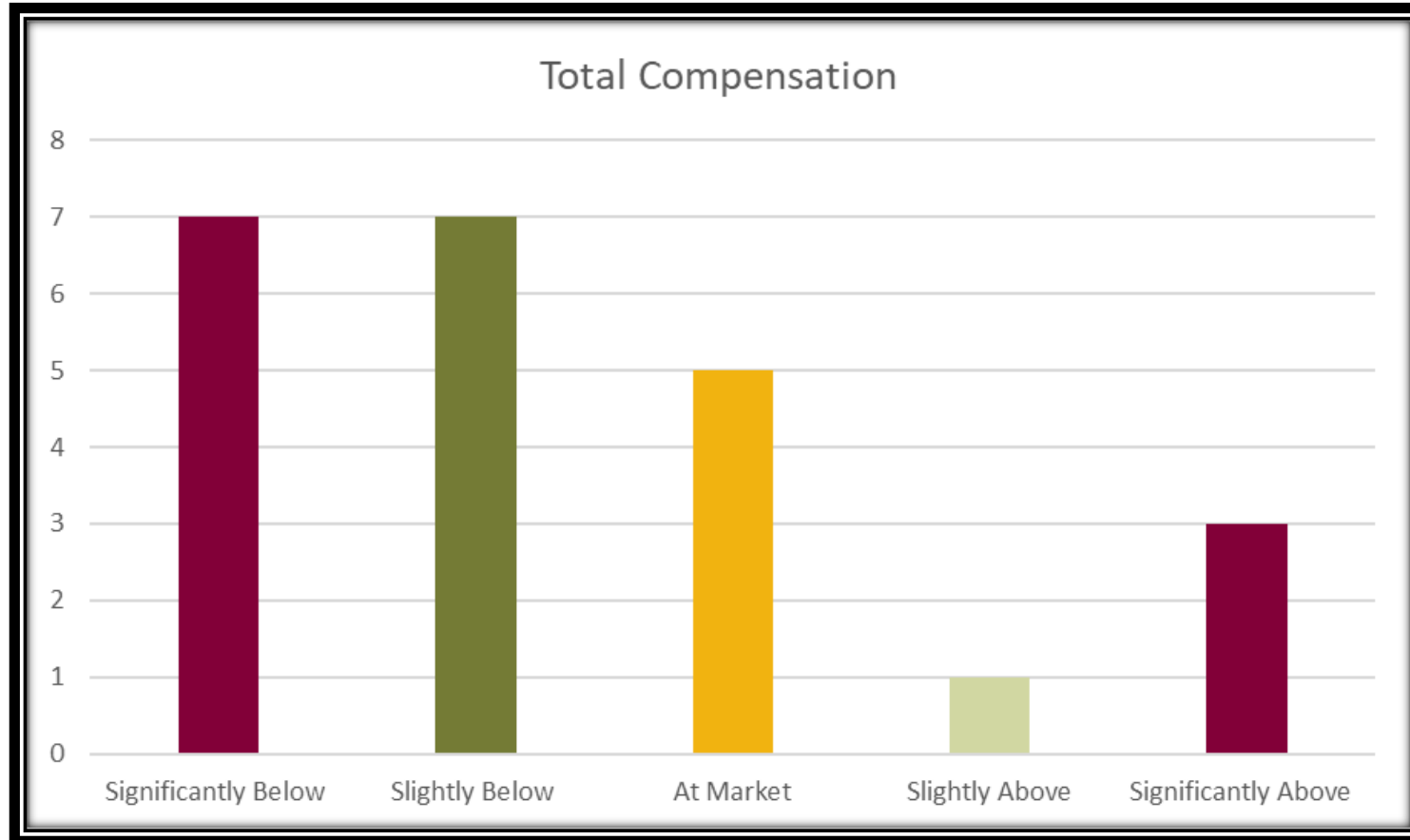


Paid Leave



Other Compensation (Longevity incentives & COLA)

TOTAL COMPENSATION COMPETITIVENESS



FINAL SALARY SCHEDULE

- Revised Schedule brings all positions within 10% of market for total compensation
- Creates a logical salary schedule with rational separation between varying employee levels and/or managers.
- Most positions saw an increase in their top steps while three positions had their top steps reduced.

Position	New Pay Grade	Minimum	Maximum
	1	\$ 86,397	\$ 123,423
Customer Experience Specialist Digital Communications Specialist Procurement & Contracts Coordinator	2	\$ 90,717	\$ 129,594
Budget Analyst	3	\$ 95,253	\$ 136,074
Administration Operations Coordinator	4	\$ 100,016	\$ 142,877
Government & Regulatory Affairs Specialist	5	\$ 105,016	\$ 150,021
Accountant Emergency Response & Safety Analyst Project Manager - Planning Transportation Planner	6	\$ 110,267	\$ 157,522
Project & Development Controls Coordinator Project Manager - Engineering	7	\$ 115,780	\$ 165,398
Information Technology Manager Maintenance Administrator Operations Administrator Senior Transportation Planner	8	\$ 121,570	\$ 173,668
	9	\$ 127,648	\$ 182,352
	10	\$ 134,030	\$ 191,469
Grants Manager Senior Project Manager	11	\$ 140,732	\$ 201,043
Government & Regulatory Affairs Manager	12	\$ 147,769	\$ 211,095
Capital Planning Manager Marketing & Public Information Manager	13	\$ 155,157	\$ 221,650
	14	\$ 162,915	\$ 232,732
	15	\$ 171,061	\$ 244,369
Director of Capitol Projects & Engineering Director of Operations & Customer Experience Director of Planning	16	\$ 179,614	\$ 256,587
	17	\$ 188,594	\$ 269,417
	18	\$ 198,024	\$ 282,887
	19	\$ 207,925	\$ 297,032
Chief Capital Program Officer Chief Financial & Administrative Officer	20	\$ 218,321	\$ 311,883

BENCHMARK CLASSIFICATIONS FOR STUDY

1. Accountant
2. Administration Operations Coordinator
3. Budget Analyst
4. Capital Planning Manager
5. Chief Financial Administrative Officer
6. Chief Capital Program Officer
7. Communications & Marketing Manager
8. Customer Experience Specialist
9. Digital Communications Specialist
10. Director of Operations & Customer Experience
11. Director of Planning
12. Director of Capital Projects & Engineering
13. Emergency Response & Safety Analyst
14. Government & Regulatory Affairs Manager
15. Government & Regulatory Affairs Specialist
16. Grants Manager
17. Information Technology Manager
18. Maintenance Administrator
19. Operations Administrator
20. Procurement & Contracts Coordinator
21. Project & Development Controls Coordinator
22. Project Manager - Planning
23. Senior Planner
24. Senior Project Manager