

PERFORMANCE REPORT

September 2005



Northern New England Passenger Rail Authority 75 W. Commercial Street, Portland, ME 04101 207-780-1000

RIDERSHIP & REVENUE

Downeaster ridership in September 2005 was the second highest since the service began operating on December 14, 2001 with a total of 30,372 riders.

When compared to September 2004, ridership for the month increased nearly 48% while revenues increased more than 36%.

On average, there have been about 200 more people riding the Downeaster each day this fiscal year (July 1-September 30) than last year. Note that these calculations take into effect the 10 day period in July 2004 when the Downeaster did not operate due to the DNC.

Ridership Comparison - Month to previous year

	Sep-05		Sep-04		Variance	
	Riders	Revenue	Riders	Revenue	Riders	Revenue
Total	30,372	\$ 393,801	20,557	\$288,861	9,815	\$ 104,940
Avg/Day	1012	\$ 13,127	663	\$ 9,318	349	\$ 3,809
Fare/Pax		\$ 12.97		\$ 14.05		\$ (1.09)

Ridership Comparison - Fiscal Year to Date

Jul 1-Sep 30

	FY06		FY05		Variance	
	Riders	Revenue	Riders	Revenue	Riders	Revenue
Total	86,017	\$ 1,172,428	61,586	\$887,500	24,431	\$ 284,928
Avg/Day	935	\$ 12,744	733	\$ 10,565	202	\$ 2,178
Fare/Pax		\$ 13.63		\$ 14.41		\$ (0.78)

PASS SALES

Pass holders represented 36% of all passenger trips in September 2005 compared to 18% the previous year; revenue from pass sales represented 16.5% of total revenue in September 2005 compared to 7.8% the previous year. There were increases in all types of passes.

Fiscal YTD, passholders represent nearly 22% of all riders and 9.2% of all revenue. This growing number has impacted the average fare per passenger, which has decreased about \$.78 to \$13.63. The fare increase implemented on September 20, 2005 should have an impact on average fares beginning in October 2005.

(Note: while available for sale the FlexPass program will not be officially launched until late October.)

Pass Sales Comparison - Month to previous year

	Sep-05		Sep-04		Variance	
	#	Rev	#	Rev	#	Revenue
10 Ride Passes	97	\$9,254	74	\$6,834	23	\$ 2,420
30 Day Passes	135	\$26,384	69	\$13,538	66	\$12,846
2 Ride FlexPass	12	\$284				
College 6TIX	253	\$16,698	75	4950	178	\$11,748
Passes Sold	497	\$52,620	218	\$25,322	279	\$15,266
Pax Allocated	10,933	\$64,784	3,717	\$22,457	7,216	\$42,327
Avg fare/pass		\$5.93		\$6.04		(0.12)
% of total	36%	16.5%	18%	7.8%	3.60%	1.20%

Pass Sales Comparison - Fiscal Year to Date

Jul 1-Sep 30

	FY06		FY05		Variance	
	#	Rev	#	Rev	Riders	Revenue
10 Ride Passes	227	\$ 22,179	155	\$15,875	72	\$ 6,304
30 Day Passes	302	\$ 60,073	206	\$40,929	96	\$19,144
2 Ride FlexPass	12	\$284				
College 6TIX	253	\$16,698	75	4950	178	\$11,748
Passes Sold	794	\$ 99,234	436	\$61,754	358	\$37,480
Pax Allocated	18624	\$ 107,705	9,303	\$ 62,603	9,321	\$ 45,102
Avg fare/pass		5.78		6.73		(0.95)
% of total	21.7%	9.2%	15.1%	7.1%	3.60%	1.20%

RIDERSHIP BY TRAIN

The ridership increases were spread among all trains. The load factor, or number of available seats occupied, in September 2005 was 54%, an 11% increase over September 2004.

The good weather and marketing programs targeted at tourists to Maine resulted in a 32% increase in train 681, the first daily northbound train typically used by visitors, and a 60% increase in trains 686/688, the last daily southbound departure from Portland.

Increases in pass holders and business travelers contributed to a 79% increase in travel on train 680, the first daily southbound departure. Ridership on train 687, the 11:00pm departure from Boston doubled in September 2005. Thanks for a great season, Red Sox! Go Celtics and Bruins!

Ridership by Train including load factor - September 05 vs. September 04

Seats Avail Train	Sep-05			Sep-04		
	Riders	Avg/Day	Load Fac	Riders	Avg/Day	Load Factor
		56,160			47,520	
680	4,847	156	69%	2,706	90	44%
681	2,535	82	36%	1,924	64	31%
682	4,065	131	58%	3,528	118	57%
683	3,045	98	43%	2,162	72	35%
684	3,629	117	52%	2,474	82	40%
685/689	7,462	241	106%	5,017	167	82%
686/688	2,953	95	42%	1,848	62	30%
687	1,836	59	26%	898	30	15%
TOTAL	30,372	980	54%	20,557	685	43%

RIDERSHIP by CITY PAIR

Ridership increases were noted in nearly all city pairs during the month of September. Ridership between Portland and Boston increased significantly. Travel to or from Maine stations and Boston represented approximately 51% of all trips; travel between NH stations and Boston represented approximately 29% of all travel. Travel between Haverhill and Boston doubled.

Ridership by City Pair - September 05 vs September 04

September	Ridership					Ticket Revenue						
	2005	% Total	2004	% Total	% chg.	2005	Avg Fare/pax	% Total	2004	Avg Fare/pax	% Total	% chg.
Boston- Portland	10,224	33.7%	5,533	26.9%	84.8%	\$164,637	\$ 16.10	41.8%	\$112,131	\$ 20.27	38.8%	46.8%
Boston- Durham	3,320	10.9%	2,547	12.4%	30.3%	\$39,604	\$ 11.93	10.1%	\$30,366	\$ 11.92	10.5%	30.4%
Boston- Wells	2,620	8.6%	2,046	10.0%	28.1%	\$38,613	\$ 14.74	9.8%	\$31,771	\$ 18.87	11.0%	21.5%
Boston Saco	1,741	5.7%	1,185	5.8%	46.9%	\$28,673	\$ 16.47	7.3%	\$20,951	\$ 17.68	7.3%	36.9%
Boston - Exeter	3,669	12.1%	3,204	15.6%	14.5%	\$27,485	\$ 7.49	7.0%	\$24,060	\$ 8.58	8.3%	14.2%
Boston- Dover	1,730	5.7%	1,294	6.3%	33.7%	\$22,998	\$ 13.29	5.8%	\$16,608	\$ 12.84	5.7%	38.5%
Boston- Old Orchard	801	2.6%	648	3.2%	23.6%	\$15,151	\$ 18.92	3.8%	\$12,933	\$ 23.38	4.5%	17.1%
Portland - Woburn	357	1.2%	249	1.2%	43.4%	\$6,401	\$ 17.93	1.6%	\$4,498	\$ 18.07	1.6%	42.3%
Boston-Haverhill	993	3.3%	493	2.4%	101.4%	\$5,364	\$ 5.40	1.4%	\$2,873	\$ 10.88	1.0%	86.7%
Durham - Portland	490	1.6%	318	1.5%	54.1%	\$5,311	\$ 10.84	1.3%	\$3,689	\$ 11.60	1.3%	43.9%
Exeter - Portland	343	1.1%	324	1.6%	5.9%	\$4,206	\$ 12.26	1.1%	\$4,385	\$ 12.98	1.5%	-4.1%
Dover - Portland	544	1.8%	388	1.9%	40.2%	\$4,189	\$ 7.70	1.1%	\$3,404	\$ 8.77	1.2%	23.1%
Haverhill - Portland	194	0.6%	265	1.3%	-26.8%	\$2,951	\$ 15.21	0.7%	\$4,177	\$ 11.14	1.4%	-29.3%
Durham - Woburn	212	0.7%	147	0.7%	44.2%	\$1,945	\$ 9.17	0.5%	\$1,187	\$ 8.08	0.4%	63.8%
Wells - Woburn	107	0.4%	82	0.4%	30.5%	\$1,473	\$ 13.76	0.4%	\$787	\$ 17.96	0.3%	87.1%
All Other	3,027	10.0%	1,834	8.9%	65.0%	24,799	\$ 8.19	6.3%	15,040	\$ 8.20	5.2%	64.9%
Total	30,372	100.0%	20,557	100%	47.7%	\$393,801	\$ 12.97	100.0%	\$288,861	\$ 14.05	100.0%	36.3%

BUDGET IMPACTS

In September 2005, 8,376 more riders traveled on the Downeaster than were projected for the month. Additionally, revenues were more than \$79,000 higher than projected.

Fiscal year to date, the Downeaster has transported 12,492 more riders than projected and has generated \$83,505 more revenue than projected.

FY06 Budget to Actual

Month	BUDGET TARGET				ACTUAL PERFORMANCE							
	Ridership	Avg/day	Revenue	Avg Fare	Riders	Variance	Avg/day	Variance	Revenue	Variance	Avg Fare	Variance
July	25,050	808	\$ 378,255	\$15.10	26,967	1,917	870	62	\$ 378,845	\$ 590	\$ 14.05	\$ (1.05)
August	26,479	854	\$ 396,126	\$14.96	28,678	2,199	925	71	\$ 399,782	\$ 3,656	\$ 13.94	\$ (1.02)
September	21,996	733	\$ 314,543	\$ 14.30	30,372	8,376	1,012	279	\$ 393,801	\$ 79,258	\$ 12.97	\$ (1.33)
FYTD Total	73,525	799	\$ 1,088,923	\$14.81	86,017	12,492	935	136	1,172,428	\$ 83,505	\$ 13.63	\$ (1.18)