

# A Multi-Use Marina-Based Facility

## Introduction

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The members of the Marine Use committee have personal experience with waterfront use in Bar Harbor and have first hand experiences of many of the issues of traffic, parking and congestion in Town. Our committee worked hard to engage residents and businesses from town and neighboring communities to understand the issues from multiple perspectives and to visualize a ferry terminal development plan which might best address the issues. We spoke with restaurant owners, boat captains, boatyard owners, ferry captains, fishermen, boat and kayak tour operators, the harbormaster, recreational boaters and kayakers, inn keepers, tourists, neighboring marina owners, state planners, engineers, and landscape designers to formulate our vision. Many people talked about the congestion on the pier and downtown. Fishermen shared their discouragement of Bar Harbor's priorities around the working waterfront. Recreational boaters shared stories of an unsafe launching ramp and lack of parking for kayakers and small boaters. All spoke of limited access to the water in Bar Harbor.

As we worked, we realized that our conversations were uncovering the values of the people we spoke with. Along the way, we decided to identify those values and to align them to the details of our plan. Our willingness to lean into the developing narrative gave us clarity as we weighed in on the matrix and prioritized our thinking.

As a committee, we were pleased to recognize that our vision aligns with the goals of the Bar Harbor Comprehensive Plan, the suggestions of the Parking Solutions Task Force, and The Bar Harbor Open Use Plan.

Using our committee goals and vision, community input, and with an objective of identifying solutions to current problems and capturing possible opportunities, we recommend a multi-use facility at the ferry terminal property. This facility would include a marina, transportation hub, parking facility, and an information and education center. Details of the vision are laid out below.

## Financials

Our recommendation is firmly grounded in fiscal responsibility. Recognizing that a professionally produced business plan will be the first step the Town Council will take to bring this idea to fruition, we've created a cost model (see Appendix A) using conservative estimates researched by multiple members of both the Marine Use and Tendering committees. This model shows that a multi-use marina-based facility not only solves congestion and transportation problems identified by town residents, but is financially feasible and adds a valuable investment to our town's worth.

# Recreational Marina, Tendering Facility, Commercial Dock, & All-tide Launching Ramp

We envision a full service marina that would make use of some of the existing infrastructure at the site. The marina would include an all tides launching ramp, landing docks for tenders, tie ups and moorings for residential and tourists boaters and commercial spaces for ferries, tour boats. Amenities for Bar Harbor’s commercial fishermen would include a winch, parking, space for working on gear and boats, and potential lease sites for services.

<b>Waterside Infrastructure</b>	<ul style="list-style-type: none"> <li>● ADA accessible pier with gangways to:             <ul style="list-style-type: none"> <li>○ tendering docks</li> <li>○ recreational docking space</li> <li>○ commercial dock space ( ferry/ tour boats/water taxis and commercial fishing)</li> </ul> </li> <li>● breakwater</li> <li>● all tides launching ramp</li> <li>● beach access for launching hand carry boats</li> <li>● moorings</li> <li>● lighting</li> <li>● winch</li> </ul>
<b>Waterside Amenities</b>	<ul style="list-style-type: none"> <li>● fuel</li> <li>● water</li> <li>● electricity</li> <li>● wifi</li> <li>● security cameras</li> </ul>

<b>Shoreside Infrastructure</b>	<ul style="list-style-type: none"> <li>● existing building rebuilt to house a dock manager’s office</li> <li>● existing building rebuilt to house showers, bathrooms, lounge with WIFI, and boat storage for kayaks, paddle boards, and sculls.</li> <li>● fuel tanks/ pumps</li> <li>● water for docks</li> <li>● electrical substation for docks</li> </ul>
<b>Shoreside Amenities</b>	<ul style="list-style-type: none"> <li>● paths, benches, beautiful landscaping</li> <li>● bathrooms, showers, wifi lounge</li> <li>● parking near this location for resident permit holders who use the facilities at these buildings and the boat ramp</li> </ul>

## Rationale

As we gathered input, we heard about congestion on the Town Pier due to many users in the same place. We heard about a lack of dock space and moorings for locals and visitors. We heard of the unsafe conditions of the launching ramp as well as the lack of parking for boaters. We heard about congestion due to buses being staged at the Town Pier on cruise ship days. We heard of the lack of parking and the need to move parking out

of town to ease congestion. This plan will address these issues by building a new marina with recreation and commercial use in mind, creating space to tender cruise passengers and creating a new, safe launching ramp.

Public access to the waterfront is a precious asset. Both the Comprehensive Plan and the Open Space plan have goals of maintaining public access, maintaining viewsheds, preserving and enhancing opportunities for recreation and working waterfront. Finally, the marina can produce revenue to offset the capital and operating expenses.

## Transportation Hub

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Our committee has envisioned a tour bus staging area for cruise ship passengers who arrive at either the ferry terminal site or at the current tendering destination in town. The hub would include tram service for transportation into town for cruise ship passengers, boaters, tourists, and residents.

The concept uses 35-passenger low-floor transit buses. Multiple-ship days would involve using five buses to provide departures every five minutes, with a combined seating capacity of 420 per hour, and a total capacity (including standees) of 780 per hour. This plan envisions service every 10-15 minutes in the evening and on days without cruise ships — to accommodate residents, visitors, and workers who park at the ferry terminal site instead of downtown.

Operating costs are projected to total between \$450,000 and \$500,000 per year. Capital costs are projected to total \$2.1 million (6 units @ \$350,000). While the service would qualify for 85% Federal Transit Administration capital funding, this would require increased Congressional appropriations for Maine. If MDOT can provide 50% FTA funding, the local share requirement would be about \$1 million, or \$100,000 per year for 10-year buses.

The tendering and marine use subcommittees suggest that shuttle costs could be covered by a \$3 per-passenger cruise ship transportation fee, plus about \$125,000 per year from a future municipal parking fund. With current cruise ship numbers, this should generate a combined total of about \$625,000 per year.

Infrastructure	<ul style="list-style-type: none"><li>● Low-floor transit buses</li><li>● covered waiting areas</li><li>● signage</li><li>● traffic flow patterns</li><li>● bus staging/ parking</li><li>● lighting</li></ul>
Amenities	<ul style="list-style-type: none"><li>● access to information and education center</li><li>● bathrooms</li></ul>

### Rationale

Again, one of the main concerns that was voiced to our committee was a need to alleviate congestion near the Town Pier. Creating a transportation hub at the ferry terminal site will move much of the bus staging for cruise ship passengers out of town. This transportation hub will also ease some of the parking congestion in town by providing a parking alternative with easy and safe access to and from the terminal property. We envision using a combination of revenue streams to pay for this Hub and for the Parking Facility.

# Information and Education Center

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We envision renovating and repurposing the inside of the existing mid-site building to include bathrooms, information services such as the Chamber of Commerce, and educational centers such as a whale museum. Additionally, there is an opportunity here to create revenue through concession leasing.

Infrastructure	<ul style="list-style-type: none"><li>● building</li><li>● electricity</li><li>● water</li><li>● internet</li></ul>
Amenities	<ul style="list-style-type: none"><li>● bathrooms</li><li>● information</li><li>● educational experience</li></ul>

## Rationale

The main, central building provides a great opportunity to reuse an already existing space. This space will be able to house bathrooms for both the bus and tram staging areas and unique opportunity to engage visitors. This building can be used to provide a better experience for tourists and to engage and educate visitors.

# Parking Facility

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We envision the parking facility to happen in phases:

**Phase 1:** Parking lot for marina users, tourists, residents who want to commute into town

**Phase 2:** Multi Level parking garage with a well thought out green space on the roof for marina users, tourists, and residents who want to commute into town

**Phase 3:** possibility for future solar farm

Infrastructure	<ul style="list-style-type: none"><li>● parking lot</li><li>● parking garage</li><li>● payment system</li><li>● lighting</li></ul>
Amenities	<ul style="list-style-type: none"><li>● parking</li><li>● tram connections</li><li>● green space</li></ul>

## Rationale

one of the major concerns that was expressed to us and addressed by the Parking Solutions Task Force is the lack of parking in town. The ferry terminal can provide more parking as well as encourage less parking in town by providing fare-free and frequent shuttles from the new facility to town. We envision using a combination of revenue streams to pay for this Hub and for the Parking Facility. Additionally, a green roof could add more open space for recreation and the further plan for a solar installation could offset the carbon footprint of the ferry terminal facility.

## Appendix A: Cost Model

This cost model is missing certain unknown costs including but not limited to personnel, utilities, and administrative costs. Many members of both the Marine Use and the Tendering Committees contributed research and numbers to this model; information from the B&A 2012 report was also used. This is not intended as a professionally produced model, but rather to show the probability of financial feasibility of the multi-use facility.

Numbers that appear in green are placeholders and need to be replaced with meaningful estimates.					
Capital costs and revenues associated with a possible Nova Scotia ferry are unknown.					
In this table, capital costs for each phase are totaled separately.					
Line items can be moved to different phases. Make sure revenues and O&M costs are adjusted to match.					
<b>FERRY TERMINAL MARINE USE ESTIMATES</b>					
	<b>CAPITAL IMPROVEMENTS</b>	PHASE 1	PHASE 2	PHASE 3	TOTAL
		Marina plus tour bus staging	Add Nova Scotia ferry	Add parking deck	Combined total
1	Land purchase	2,500,000			2,500,000
2	Demolition	1,000,000			1,000,000
3	Public boat ramp	275,000			275,000
4	Docks, ramps, floats	400,000			400,000
5	Awnings, lights, signage	100,000			
6	Marina building	325,000			325,000
7	Breakwater	350,000			350,000
8	Fuel sales infrastructure	325,000			325,000
9	Information building renovations	75,000			75,000
10	Landscaping	350,000			350,000
11	Driveways and parking lot paving	750,000			750,000
12	Tour bus staging area	85,000			85,000
13	Tram staging area	45,000			45,000
14	Tram fleet	2,000,000			2,000,000
15	Parking deck			2,000,000	2,000,000
16	Infrastructure for international ferry				
	Total cost	8,580,000	0	2,000,000	10,480,000
<b>CAPITAL GRANTS &amp; REVENUES</b>					
1	50% FTA funding for trams	1,000,000			1,000,000
2	50% grant for boat ramp	137,500			137,500
3	Grant for breakwater construction	0			0
4	Philanthropy	500,000			500,000

5	Grant 3				0
6	Grant 4				0
7	Grant 5				0
8					
	Total grants and other revenues	1,637,500	0	0	1,637,500

This annual payment estimate comes from an online mortgage calculator.

		PHASE 1	PHASE 2	PHASE 3	TOTAL
		Marina plus tour bus staging	Add Nova Scotia ferry	Add parking deck	Combined total
	Bonded expenditures	6,942,500	0	2,000,000	8,942,500
	Annual financing cost, 40 years @ 4%	348,185	0	100,305	448,490

If the capital costs change, the financing costs need to be recalculated.

Numbers that appear in green are placeholders and need to be replaced with meaningful estimates.

In this table, revenues and costs are cumulative. Costs shown for phase 3 include costs for 1 & 2.

Costs and revenues associated with a possible Nova Scotia ferry operation are unknown.

<b>FERRY TERMINAL MARINE USE ESTIMATES</b>					
<b>ANNUAL REVENUES</b>		PHASE 1	PHASE 2	PHASE 3	
		Marina plus tour bus staging	Add Nova Scotia ferry	Add parking deck	
1	Dock and float for recreational boaters	121,000	121,000	121,000	
2	Marina: commercial users	90,000	90,000	90,000	
3	Marina: local ferries	20,000	20,000	20,000	
4	Marina: net fuel sales	25,000	25,000	25,000	
5	International or Portland ferry	0	0	0	
6	Information building rent	35,000	35,000	35,000	
7	Resident dock & mooring permits	5,000	5,000	5,000	
8	Parking fund: tram fees	125,000	125,000	125,000	
9	Cruise ship fund: landing fee	64,500	64,500	64,500	
10	Cruise ship fund: transportation fee	540,000	540,000	540,000	
11	Cruise ship fund: current revenues	0	0	0	
12	Bus tours: staging fees	0	0	0	
13	Nova Scotia docking fees	0	125,000	125,000	
14		0	0	0	
15		0	0	0	
16		0	0	0	
	Total revenues	1,025,500	1,150,500	1,150,500	
<b>ANNUAL O&amp;M EXPENSES</b>		PHASE 1	PHASE 2	PHASE 3	

		Marina plus tour bus staging	Add Nova Scotia ferry	Add parking deck
1	Land purchase	0	0	0
2	Demolition	0	0	0
3	Public boat ramp	1,200	1,200	1,200
4	Docks, ramps, floats	75,000	75,000	75,000
5	Awnings, lights, signage	2,000	2,000	2,000
6	Marina building	2,000	2,000	12,000
7	Breakwater	1,000	1,000	1,000
8	Fuel sales infrastructure	7,000	7,000	7,000
9	Information building renovations	3,000	3,000	3,000
10	Landscaping	3,600	3,600	3,600
11	Driveways and parking lot paving	2,000	2,000	2,000
12	Tour bus staging area	1,200	1,200	1,200
13	Tram staging area	1,200	1,200	1,200
14	Tram fleet	500,000	500,000	500,000
15	Parking deck			120,000
16	Infrastructure for international ferry		125,000	125,000
	Total cost	599,200	724,200	854,200
	Total revenues	1,025,500	1,150,500	1,150,500
	Total costs	599,200	724,200	854,200
	Net revenues	426,300	426,300	296,300
	Annual financing cost	348,185	348,185	448,490
	Net municipal revenue	78,115	78,115	(152,190)