



**Provincetown Public Pier Corporation (PPPC)  
Judge Welsh Room - Town Hall  
Meeting Minutes of Thursday, November 13, 2014**

**Members Present:** Kerry Adams (KA), Ginny Binder (GB) and Herbie Hintze (HH).

**Members Absent:** Carlos Verde (excused) and Scott Fraser (excused).

**Other Attendees:** Rex McKinsey (RM), Harbormaster and Ellen C. Battaglini, Administrative Assistant.

Chair Kerry Adams called the Public Meeting to order at 4:00 P.M.

## ***AGENDA***

### ***Public Statements:***

None.

### ***Special Agenda Items:***

#### **Mayflower Trolley, LLC - Mike Glasfeld:**

Mike Glasfeld appeared to present his business plan for the Mayflower Trolley, a charter and site-seeing trolley. The proposed trolley will depart the Pier every half hour starting on the quarter hour and will be staged at the end of the Pier, close to the existing ferry operations. The trolley trips will be 45 minutes in length. Mr. Glasfeld stated that the trolley business would not only be complimentary to his ferry business but also would provide a new revenue stream for the Pier. He is requesting that the Board grant him a one-year lease on a pilot program basis at this time.

GB asked what the proposed route would be and if ferry passengers would be allowed to ride the trolley to reach their destinations in Town, as she thought that would be a valuable service to provide. Mr. Glasfeld said that eventually he would like to be able to provide that service, however he explained that he would have to apply for approval from the Cape Cod Regional Transit Authority in order to do that. He would consider doing that once the sight-seeing aspect of the trolley was established.

The Board discussed the pilot program with Mr. Glasfeld. RM explained where he and Mr. Glasfeld had proposed siting the trolley. There will be a kiosk associated with the trolley located adjacent to the existing ferry booths. The Board took the proposal under advisement and will discuss it in detail at the next meeting.

**Dr. Cheryl Andrews, Board of Selectmen liaison – 295/296 budgets:**

Dr. Andrews stated that she had volunteered to be the BOS liaison to the Pier Corp. because she thought the position would be valuable in situations where there was a difference in viewpoints between the two entities, in which case she would be able to explain the BOS viewpoint to the Pier Corp. RM reviewed a bar graph of the Pier's Income/Expense categories after 10 years of operation. The Pier revenues have been \$6 million and it has paid the Town \$1.4 million in rent. There are expense items totaling about \$1.5 million that the Pier pays, such as insurance, attorney fees and utilities, that would normally be in a global Town budget and would not be part of a traditional marine budget. Dr. Andrews explained that because of this particular situation, people do not usually have a complete understanding of the true financial cost of operating the Pier, as their focus is usually only on the Harbormaster's budget. In addition, this issue may be hard for a relatively new BOS to relate to. She suggested that the Pier Corp. start from scratch and present the Pier's income/expense information in this particular form so that the BOS will be able to better comprehend the Pier's financial situation.

GB thought that the chart made the issue very clear. She said that the Pier was a primary engine of economic development and needed to continue in that role. The job of the Board was to maintain and grow commercial water-dependent uses on the Pier and to continue to help diversify the Town's revenues from depending exclusively upon tourism. The graph, she said, indicated that the Pier was not costing the Town anything, and, in fact, the Pier Corp. was doing a better job at maintaining the facility than the Town ever did. She thought it important that this fact be conveyed to the public.

RM continued to review the Income/Expense categories sheet. He reviewed the grant awards received by the Pier, which totaled \$1.26 million. GB congratulated him for his work in securing grant funding. RM said that the Pier was falling behind on maintenance and did not have the funding to do what needed to be done. He reviewed the 295 budget, which has decreased. Dr. Andrews had asked Dan Hoort what the Harbormaster's budget number would be if adjusted for normal growth over a ten-year period, as is done for all Town Departments. She thought the issue was one of fairness in regard to the contract between the Town and the Pier Corp. She also wondered why the budget had decreased in ten years. She thought the situation was unfair and that the initial budget for the Pier, when the Pier Corp. was first established, was probably unrealistic. Mr. Hoort's estimate was \$225,000 and she thought, in order to be fair, the number should be \$200,000. She told the Board that she would speak strongly in favor of the staff-proposed FY2016 payment of \$195,000 for harbormaster services. RM explained that the figure was a placeholder for the budget process. The Board discussed the issue. Dr. Andrews advised the Board to keep information in a simple form.

RM reviewed the 296 Shellfish budget. He has been advocating for the Shellfish position to become part of the Marine Department. He thought that to operate everything having to do with the Harbor and Pier from the Harbormaster's Office was critical to being able to expand aquaculture and other activities. There is a meeting with the BOS and the Shellfish Constable regarding the 296 budget on December 1<sup>st</sup>. The Board discussed the issue.

## ***Pier Manager's Report***

**Physical Plant** – There has been no damage to the Pier from the most recent wind events.

**Cash balance** – This is being monitored on a weekly basis.

Payroll has dropped to about \$3500 per week. Water bills have just been received. Electricity expenses will increase shortly due to the heat trace, which prevents the pipes from freezing on the Pier, turned on. RM has projected that the Pier will run out of cash in March or April.

## ***Review of Minutes***

***A motion was made to approve the minutes of the Public Meeting on 10/09/14 as written.***

***Motion:*** Ginny Binder

***2nd:*** Herbie Hintze

**Vote:**

**Yes: 3      No: 0      Abstain: 0**

***Motion passes.***

## ***Directors' Statements***

HH: He thanked Dr. Andrews for all of her help.

GB: She echoed HH's thanks.

KA: He echoed the previous sentiments.

## ***Working Group Reports***

None.

There was a motion to adjourn the meeting at 4:45 P.M.

Respectfully submitted,  
Ellen C. Battaglini,  
PPPC Administrative Coordinator

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Kerry Adams, Chair