

Nantucket and Martha's Vineyard Ferry Service
Hyannisport Harbor Cruises
Cape Cod Canal Cruises
Deep-Sea Fishing
Cape Cod Custom Tours
Nantucket Island Tours



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A Service of Hyannis Harbor Tours, Inc.

November 20, 2020

Robert B. Davis, General Manager
Woods Hole, Martha's Vineyard
and Nantucket Steamship Authority

Dear Bob,

Hy-Line Cruises is requesting a 1-year license extension of its Nantucket, Martha's Vineyard and Inter-Island services. Schedules and service levels would be consistent with what is currently licensed. Hy-Line, as part of the year-round public private transportation system, provides year-round high-speed passenger ferry service from Hyannis to Nantucket along with seasonal high-speed passenger ferry services from Hyannis to Martha's Vineyard and between Oak Bluffs Martha's Vineyard and Nantucket.

Throughout the ongoing corona virus pandemic Hy-Line, alongside of the SSA, has continued to provide uninterrupted service between Hyannis and Nantucket. We remain steadfast in our commitment to providing this necessary service in meeting the transportation needs of the Island. Our year-round high-speed passenger service has become essential to Island life and is often referred to by Nantucket residents as "the second lifeline".

The unprecedented corona virus pandemic has created great challenges and put enormous strain on many businesses, particularly in the travel and tourism industry. Hy-Line and the SSA have not been immune to these impacts. The Authority has seen the greatest negative impact on its revenues in the passenger market. As you know Hy-Line relies solely on revenue derived from passenger fares. Since the start of Hy-Line's fiscal year on 3/1/20, passenger traffic on our licensed services is down 39% through 10/31/20. A great deal of uncertainty remains through the end of our fiscal year, but we are projecting our total combined ridership to be down approximately 37% on fiscal year end 2/28/21, resulting in significant losses for our company.

Over the past months, Hy-Line and the Authority have worked closely and cooperatively together to navigate our way through the pandemic. We look forward to continuing to assist each other where possible in the months ahead to help mitigate the impacts of the corona virus pandemic on both our operations.

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GROUP SALES
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Thank you for your consideration of our request and feel free to give me a call should you have any questions or comments.

Very truly yours,

A handwritten signature in black ink, appearing to read "R. Murray Scudder, Jr.", written over the typed name.

R. Murray Scudder, Jr.
President