

**Virtual Public
Meeting:**

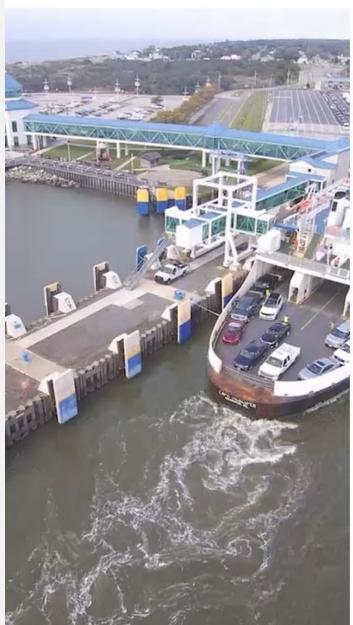
**2026 CMLF Fare
Proposal**

CONNECTIONS THAT MOVE YOU

9 FEB 2026

DRBA STAFF ON THE CALL TODAY

- Heath Gehrke, Director of Ferry Operations
- Jennifer Shivers, Asst. Director of Ferry Operations
- Terry Anstead, Customer Service Manager



THE DRBA IN BRIEF

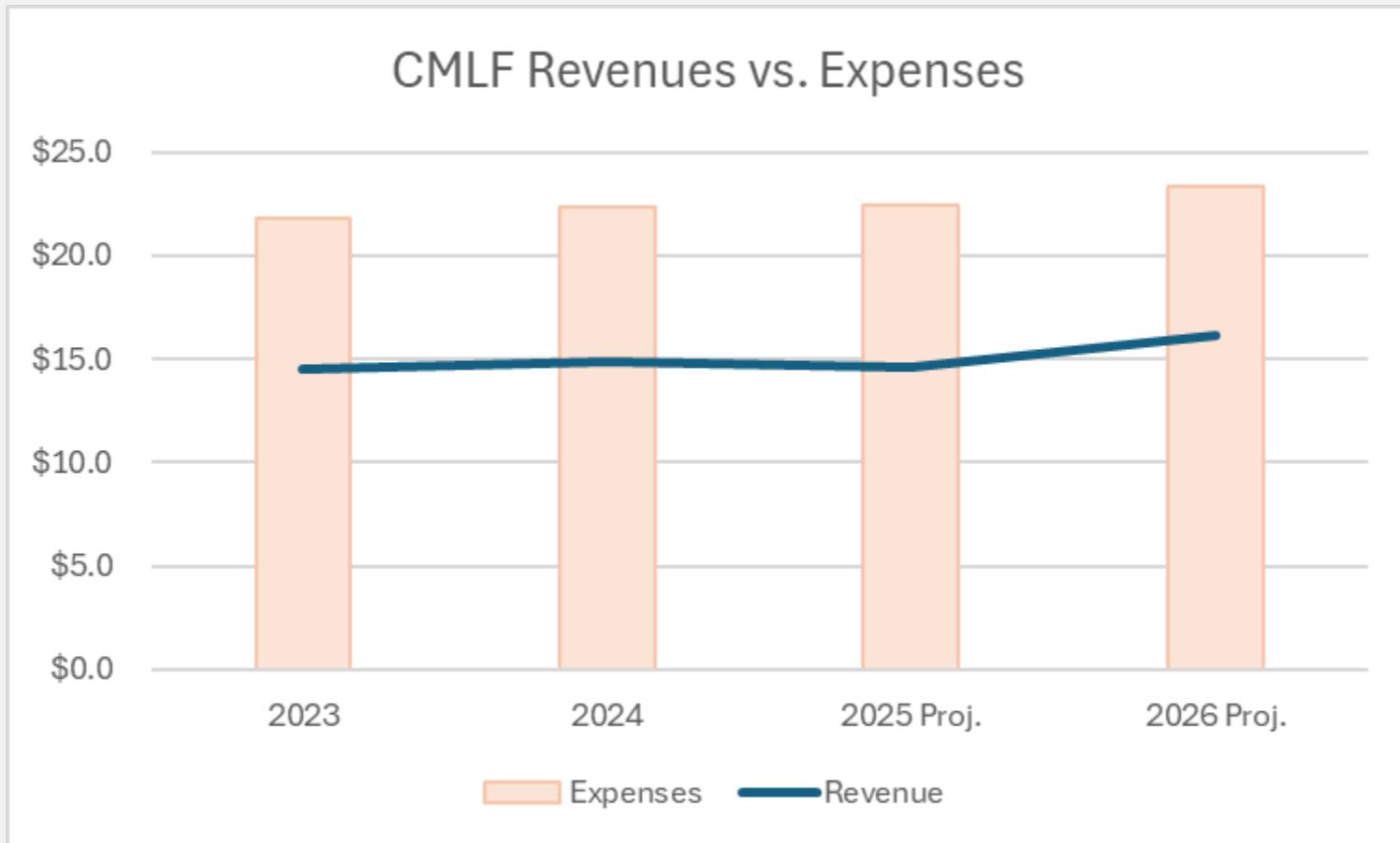
- Delaware Memorial Bridge
- Cape May-Lewes Ferry
- Wilmington Airport, Delaware Air Park, the Civil Air Terminal, Millville Airport, Cape May Airport
- Supported solely by tolls/fares/fees; no tax dollars
- Every \$1 invested in the CMLF returns about \$20 to the local economies!



CMLF FISCAL OUTLOOK

- Ferry generates ~\$14M in revenues to support ~\$22M in expense or ~64% farebox recovery
- In general, the ferry updates its rates every other year – in part to address rising costs
- Goals of fare changes:
 - Improve farebox recovery
 - Decrease costs for families over time
 - Incentivize prebooked travel
 - Incentivize multiple trips

Why Increases in Fares?



Summary of Increases

- Vehicle increases from \$4 in Spring/Autumn to +\$6 in season
- Return trip discounts set at 10% of one-way fare (vs. flat amount)
- Staircase pricing (on future slide)
- Adult passenger fares increase \$1
- Frequent traveler rates +10%
- +\$2 for shuttle fares
- Increased handling fee for “show and go” (non-reserved)
- ✓ Increases revenue to cover additional costs
- ✓ Incentivizes prebooking

- **Staircase Pricing**

Peak Standard Vehicle One Way Fare

	Less than 50% sold = standard fare	50-75% sold = standard fare + 5%	75-90% sold = standard fare + 10%	>90% sold = standard fare + 15%
2026 Standard Fare	\$42	\$42	\$42	\$42
Staircase Pricing Increase	\$0	\$2	\$4	\$6
Total Fare	\$42	\$44	\$46	\$48
Est. # of Vehicles Impacted	44	22	13	9

Decreases

- Increase times when children (6 – 13) travel free from current 5 months to 9 months.
 - Fare for 2 adults / 2 children in a vehicle goes from \$104 to \$94
- Loyalty Rewards Program - members earn points to redeem for future travel and receive a free passenger (or driver) trip for every 10th trip
- 6 or 12 packs still provide 35%+ discount on seasonal fares
- ✓ Reduces cost of travel for families
- ✓ Rewards members
- ✓ Incentivizes frequent travel



Frequent Traveler Discounts

- Six or Twelve packs Vehicles <20'
- Valid for Two Years Up to Two Registered Travelers

OFF SEASON		SPRING / AUTUMN		HIGH SEASON		PEAK		
NOV-MAR		APR-MAY, SEP - OCT		JUN – AUG				
				(Mon. – Thu.)		(Weekends & holidays) Before 9:00am / After 5:00pm		
		<i>Discount</i>		<i>Discount</i>		<i>Discount</i>		<i>Discount</i>
6-Pack	\$175	-\$3.83	\$175	-\$17.83	\$175	-\$23.83	\$175	-\$26.83
12- Pack	\$330	-\$5.50	\$330	-\$19.50	\$330	-\$25.50	\$330	-\$28.50



Thank you!

The Ferry only exists because of you, our guests. Thank you for your patronage.

- We are happy to try to answer your questions and to listen to your ideas.
- If you think of questions or ideas later, you can always send them to customerservice@drba.net