



Debra Lane <debra.lane@capeelizabeth.org>

**Fwd: Destinations North America - Fort Williams motor coach entrance fee increase**

1 message

**Matthew Sturgis** <mathew.sturgis@capeelizabeth.org>

To: Cape Elizabeth Town Council <cetowncouncil@capeelizabeth.org>, valdave2020@gmail.com, Jeremy Gabrielson <jeremygabrielson@hotmail.com>

Thu, Dec 6, 2018 at 12:42 PM

Dear Councilors,

I am forwarding this email to you in advance of Monday's meeting as Mr. Gordon will be coming to provide testimony in the desire to have the council consider a different approach to the rate increase for commercial vehicles at the Fort.

Matt

----- Forwarded message -----

From: **Greg Gordon** <greg@destinationsna.com>

Date: Wed, Nov 28, 2018 at 10:02 AM

Subject: Destinations North America - Fort Williams motor coach entrance fee increase

To: mathew.sturgis@capeelizabeth.org <mathew.sturgis@capeelizabeth.org>

Cc: Paul Matte <paul@destinationsna.com>, martin DNA <martin@destinationsna.com>, Tina Spencer <tina@destinationsna.com>, cephl@aol.com <cephl@aol.com>, Kerry Kertes <kerry.kertes@capeelizabeth.org>, Kathleen Raffice <kathleen.raffice@capeelizabeth.org>

Hi Matthew,

Thank you very much for meeting with me last Monday regarding the commercial vehicle fee rate structure for buses at Fort Williams. As discussed, the price increase to \$150 was very surprising as all previous discussions indicated a recommended increase to \$70. With such a significant increase, I kindly request that this topic be added as an agenda item for the next town council meeting on December 10, 2018.

An increase from \$45 to \$150 per bus will be very difficult to sell to the cruise lines. If fees are too high tour operators/commercial visitors/cruise lines may choose not to visit which would impact the town projected revenue stream.

I would like the town council to reconsider a revised entrance fee of \$70 per motor coach. The majority of our buses visit Fort Williams and Portland Head Light for approximately 30 minutes. These guests also visit the gift shop and have a substantial impact on the yearly sales and should be taken into account when determining the fees.

12/6/2018

CapeElizabeth.org Mail - Fwd: Destinations North America - Fort Williams motor coach entrance fee increase

Matthew E Sturgis, CMA  
Town Manager  
Town of Cape Elizabeth

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 **Self Invoices - 2018 Bus Parking Portland Head Light.xlsx**  
17K

Headlight Parking					
ARRIVAL DATE	LINE	VESSEL NAME	Numbers	Rate	Total
Sunday, April 29, 2018	OCE	Marina	8	\$ 45.00	\$ 360.00
Sunday, May 13, 2018	RCCL	Grandeur of the Seas	8	\$ 45.00	\$ 360.00
Sunday, May 13, 2018	HAL	Maasdam	4	\$ 45.00	\$ 180.00
Friday, May 25, 2018	NOBLE	Hebridean Sky	2	\$ 45.00	\$ 90.00
Saturday, May 26, 2018	NOBLE	Hebridean Sky	1	\$ 45.00	\$ 45.00
Sunday, June 3, 2018	RCCL	Adventure Of The Seas	12	\$ 45.00	\$ 540.00
Thursday, June 7, 2018	NCL	Norwegian Gem	12	\$ 45.00	\$ 540.00
Sunday, June 10, 2018	RCCL	Grandeur of the Seas	8	\$ 45.00	\$ 360.00
			<b>Total</b>		
Thursday, June 21, 2018	NCL	Norwegian Gem	11	\$ 45.00	\$ 495.00
Monday, June 25, 2018	AIDA	AIDAVita	4	\$ 45.00	\$ 180.00
Thursday, June 28, 2018	NCL	Norwegian Gem	11	\$ 45.00	\$ 495.00
Friday, June 29, 2018	CEL	Summit	8	\$ 45.00	\$ 360.00
Sunday, July 1, 2018	RCCL	Adventure Of The Seas	11	\$ 45.00	\$ 495.00
Sunday, July 8, 2018	RCCL	Grandeur of the Seas	7	\$ 45.00	\$ 315.00
Sunday, July 29, 2018	RCCL	Adventure Of The Seas	11	\$ 45.00	\$ 495.00
Sunday, August 5, 2018	RCCL	Grandeur of the Seas	9	\$ 45.00	\$ 405.00
Tuesday, August 14, 2018	AIDA	AIDAVita	4	\$ 45.00	\$ 180.00
Tuesday, August 21, 2018	AIDA	AIDAVita	5	\$ 45.00	\$ 225.00
Sunday, August 26, 2018	RCCL	Anthem of the Seas	21	\$ 45.00	\$ 945.00
Monday, August 27, 2018	OCE	Insignia	5	\$ 45.00	\$ 225.00
Wednesday, August 29, 2018	RCCL	Adventure Of The Seas	11	\$ 45.00	\$ 495.00
			<b>Total</b>		
Sunday, September 2, 2018	RCCL	Grandeur of the Seas	10	\$ 45.00	\$ 450.00
Sunday, September 2, 2018	RCCL	Adventure Of The Seas	12	\$ 45.00	\$ 540.00
Sunday, September 9, 2018	RCCL	Anthem of the Seas	18	\$ 45.00	\$ 810.00
Monday, September 10, 2018	RCCL	Adventure Of The Seas	15	\$ 45.00	\$ 675.00
Monday, September 10, 2018	OCE	Insignia	2	\$ 45.00	\$ 90.00
Wednesday, September 12, 2018	AIDA	Aidaluna	10	\$ 45.00	\$ 450.00
Wednesday, September 12, 2018	CEL	Summit	9	\$ 45.00	\$ 405.00
Saturday, September 15, 2018	OCE	Insignia	5	\$ 45.00	\$ 225.00
Saturday, September 15, 2018	TUI	Main Schiff 6	17	\$ 45.00	\$ 765.00

Fort Williams Parking Fee

P.O. Box 6260

Cape Elizabeth, Maine

4107

Fort Williams Parking Fee

P.O. Box 6260

Cape Elizabeth, Maine

4107

Sunday, September 16, 2018	RCCL	Grandeur of the Seas			\$ 45.00	\$	-	call cxd	
Monday, September 17, 2018	RCCL	Serenade of the Seas			11 \$ 45.00	\$	495.00		
Tuesday, September 18, 2018	NCL	Norwegian Escape			26 \$ 45.00	\$	1,170.00		
Monday, September 24, 2018	RCCL	Anthem of the Seas			23 \$ 45.00	\$	1,035.00		
Tuesday, September 25, 2018	TUI	Mein Schiff 6				\$	-		
Tuesday, September 25, 2018	NCL	Norwegian Escape			23 \$ 45.00	\$	1,035.00		
Wednesday, September 26, 2018	RCCL	Adventure Of The Seas			13 \$ 45.00	\$	585.00		
Wednesday, September 26, 2018	CEL	Summit			10 \$ 45.00	\$	450.00		
Thursday, September 27, 2018	P&O	Aurora			9 \$ 45.00	\$	405.00		
Friday, September 28, 2018	AIDA	Aidativa			11 \$ 45.00	\$	495.00		
Friday, September 28, 2018	Princess	Royal Princess			28 \$ 45.00	\$	1,260.00		
Friday, September 28, 2018	WINDSTAR	Star Pride			4 \$ 45.00	\$	180.00		
Sunday, September 30, 2018	RCCL	Grandeur of the Seas			12 \$ 45.00	\$	540.00		
Sunday, September 30, 2018	OCE	Insignia			5 \$ 45.00	\$	225.00		
Monday, October 1, 2018	RCCL	Adventure Of The Seas			14 \$ 45.00	\$	630.00		
Friday, October 5, 2018	TUI	Mein Schiff 6			17 \$ 45.00	\$	765.00		
Saturday, October 6, 2018	RCCL	Serenade of the Seas			10 \$ 45.00	\$	450.00		
Sunday, October 7, 2018	RCCL	Anthem of the Seas			23 \$ 45.00	\$	1,035.00		
Tuesday, October 9, 2018	NCL	Norwegian Escape			27 \$ 45.00	\$	1,215.00		
Wednesday, October 10, 2018	NCL	Norwegian Jade			10 \$ 45.00	\$	450.00		
Wednesday, October 10, 2018	CEL	Summit			12 \$ 45.00	\$	540.00		
Thursday, October 11, 2018	Princess	Royal Princess			21 \$ 45.00	\$	945.00		
Monday, October 15, 2018	RCCL	Grandeur of the Seas			11 \$ 45.00	\$	495.00		
Tuesday, October 16, 2018	RCCL	Adventure Of The Seas			14 \$ 45.00	\$	630.00		
Tuesday, October 16, 2018	NCL	Norwegian Gem			9 \$ 45.00	\$	405.00		
Thursday, October 18, 2018	AIDA	Aidativa			10 \$ 45.00	\$	450.00		
Thursday, October 18, 2018	Silversea	Spirit			1 \$ 45.00	\$	45.00		
Friday, October 19, 2018	Princess	Royal Princess			26 \$ 45.00	\$	1,170.00		
Saturday, October 20, 2018	RCCL	Serenade of the Seas			12 \$ 45.00	\$	540.00		
Saturday, October 20, 2018	REG	Seven Seas Navigator			8 \$ 45.00	\$	360.00		
Sunday, October 21, 2018	RCCL	Anthem of the Seas			22 \$ 45.00	\$	990.00		
Saturday, November 3, 2018	REG	Seven Seas Navigator			6 \$ 45.00	\$	270.00		
Wednesday, November 7, 2018	Silversea	Wind			1 \$ 25.00	\$	25.00	in a sprinter van	
				# of buses					

		<b>totals</b>	<b>700</b>	<b>\$ 31,480.00</b>
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