

# PRMTA Transformation Transaction Highlights



## Key Reasons for Transaction

- Inconsistent customer service.
- Unreliable vessels and facilities which result in delays, revenue loss, and inability to provide an efficient service.
- Major maintenance backlogs from inadequate vessel and facility maintenance.
- Lack of managerial continuity.
- Lack of access to modern workforce training and practices.
- Lack of long-term planning.

## Highlights of Procurement Process

- **5** experienced and reputable RFQ participants.
- **2** respondents participated in the RFP process.
- Over **20** drafts of transaction documents.
- Over **10** Partnership Committee meetings to review and discuss elements of the transaction.

## Key Transaction Objectives

- Improve the quality and reliability of services.
- Decrease the amount of public funding required to operate the project.
- Modernize workforce to provide a more efficient operation.
- Maintain customer and crew safety.
- Optimize public services and build a stronger and more resilient infrastructure.
- Allocate project risks and responsibilities to a private operator better able to manage them.
- Increase revenue by introducing and improving ancillary revenue sources.

# Who is HMS Ferries?



- Recognized leader in ferry operations in the United States, the Caribbean and around the world.
- Introduced leading-edge technologies and concepts to the ferry industry throughout its history, including extensive crew training programs, maximizing operational efficiencies and effective marketing.
- Active member in several industry organizations, including the Passenger Vessel Association, the Ship Operations Cooperative Program, the U.S. Coast Guard Area Maritime Security Committees, and the State Maritime Federations, among others.

**20** YEARS OF EXPERIENCE

## IN 2018

**3** Million passengers

**27** Million passengers when including its holding and affiliated companies.

## IN 2020

Currently operating the first all-electric vehicle and passenger ferry in the United States, the Gee's Bend Ferry in Alabama and annually serving:

**10** Thousand vehicles

**20** Thousand passengers

**13** Years operating Gee's Bend Ferry by HMS, utilizing client's in-house ticketing system.



- The only private-owned passenger vessel company in the United States that holds an ABS certification for its Safety Management System, which HMS intends to implement in Puerto Rico.