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December 20, 2011

Luly Massaro, Clerk
Public Utilities Commission
89 Jefferson Boulevard
Warwick, RI 02888

Re: Interstate Navigation Company
Docket No. 3762 – 2012 CPI Filing

Dear Luly:

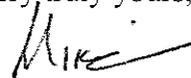
As you know, this office represents Interstate Navigation Company (Interstate).

Enclosed for filing in this matter are an original and nine copies of Interstate's response to the Commission's 1st set of data requests.

Although we are not waiving our requests for confidentiality regarding the specified information in our annual reports, we have no problem with the information in this data response being public.

If you have any questions, please feel free to call.

Very truly yours,



Michael R. McElroy

MRMc:tmg

cc: Susan Linda
Walter E. Edge, Jr.
Alan Nault

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS
PUBLIC UTILITIES COMMISSION

IN RE: INTERSTATE NAVIGATION :
2012 CPI FILING : DOCKET No. 3762

**COMMISSION'S FIRST SET OF DATA REQUESTS
DIRECTED TO INTERSTATE NAVIGATION
December 19, 2011**

1. Using average ridership over the last 3 fiscal years please calculate the additional revenue that is expected to be generated on an annual basis if the company's proposed CPI rate adjustment is approved.
 - A. See attached "Analysis of Expected Revenue."

Analysis of Expected Revenue
Generated Using Proposed CPI Rate Increase
 Interstate Navigation Company

<u>Service</u>	Revenue at Current	Increase	Proposed Revenue
Passengers - Noncommuter	\$ 4,176,566	\$ 165,595	\$ 4,342,161
Passengers - Commuter	213,750	-	213,750
Total Passenger Revenue	<u>4,390,317</u>	<u>165,595</u>	<u>4,555,912</u>
Vehicles - Noncommuter	3,296,568	129,543	3,426,111
Vehicles - Commuter	81,573	-	81,573
Total Vehicle Revenue	<u>3,378,141</u>	<u>129,543</u>	<u>3,507,684</u>
Bikes & Mopeds	130,993	5,240	136,233
Freight	731,034		731,034
Charter	293,151		293,151
Tours	45,291	-	45,291
Total Conventional Tariff Revenue	<u>\$ 8,968,927</u>	<u>\$ 300,378</u>	<u>\$ 9,269,305</u>

Analysis of Average Passenger Counts
Interstate Navigation Company

	2009	2010	2011	Average
<u>Between Newport and Block Island</u>				
Adult Passenger Fares				
One Way Adult	562	527	663	584
Round Trip Adult	1,976	1,925	2,235	2,045
Children Passenger Fares				
One Way Children	42	23	53	39
Round Trip Children	176	137	226	180
<u>Between Point Judith and Block Island</u>				
Adult Passenger Fares				
One Way Adult	129,524	127,741	129,389	128,885
Round Trip Adult	134,378	136,857	151,367	140,867
Children Passenger Fares				
One Way Children	14,374	13,426	13,713	13,838
Round Trip Children	13,100	12,755	14,566	13,474
<u>Between Point Judith and Newport</u>				
Adult Passenger Fares				
One Way Adult	0	5	-	2
Round Trip Adult	0	7	-	2
Children Passenger Fares				
One Way Children	0	1	-	0
Round Trip Children	0	-	-	-
Commuter Rate	19412	19,801	20,717	19,977

	Average	Current Rate	Revenue at Current Rates	Proposed Rate	Revenue at Proposed Rate
<u>Between Newport and Block Island</u>					
Adult Passenger Fares					
One Way Adult	584 \$	10.65 \$	6,220 \$	11.05 \$	6,453
Round Trip Adult	2,045 \$	15.70 \$	32,112 \$	16.30 \$	33,339
Children Passenger Fares					
One Way Children	39 \$	5.50 \$	216 \$	5.25 \$	207
Round Trip Children	180 \$	7.30 \$	1,312 \$	7.60 \$	1,365
<u>Between Point Judith and Block Island</u>					
Adult Passenger Fares					
One Way Adult	128,885 \$	11.00 \$	1,417,731 \$	11.45 \$	1,475,729
Round Trip Adult	140,867 \$	17.90 \$	2,521,525 \$	18.60 \$	2,620,132
Children Passenger Fares					
One Way Children	13,838 \$	5.60 \$	77,491 \$	5.80 \$	80,258
Round Trip Children	13,474 \$	8.90 \$	119,916 \$	9.25 \$	124,631
<u>Between Point Judith and Newport</u>					
Adult Passenger Fares					
One Way Adult	2 \$	8.25 \$	14 \$	8.55 \$	14
Round Trip Adult	2 \$	12.35 \$	29 \$	12.85 \$	30
Children Passenger Fares					
One Way Children	0 \$	4.10 \$	1 \$	4.25 \$	1
Round Trip Children	- \$	6.15 \$	- \$	6.40 \$	-
			<u>\$ 4,176,566</u>		<u>\$ 4,342,161</u>
Commuter Rate	19,977 \$	10.70 \$	213,750 \$	10.70 \$	213,750

Analysis of Average Vehicle Counts
Interstate Navigation Company

	2009	2010	2011	Average
<u>Between Point Judith and Block Island</u>				
Vehicle Counts				
Auto	38,366	37,703	36,549	37,539
Pickup Trucks SUV & Vans	8,594	8,265	8,669	8,509
Revenues				
Trucks (Regular & Hazardous	\$ 920,087	\$ 865,954	\$ 965,008	\$ 917,016
Vehicles (Oversized, Overhang & Over 7	\$ 42,957	\$ 37,390	\$ 67,133	\$ 49,160
<u>Commuter</u>				
Vehicle Counts				
Auto	1,882	1,999	2,620	2,167
Pickup Trucks SUV & Vans	595	573	822	663
<u>Other Revenues</u>				
Bikes & Mopeds	\$ 131,896	\$ 116,320	\$ 144,764	\$ 130,993
Freight	\$ 709,058	\$ 703,138	\$ 780,906	\$ 731,034
Charter	\$ 506,342	\$ 184,954	\$ 188,158	\$ 293,151
Tours	\$ 51,233	\$ 52,601	\$ 32,039	\$ 45,291

	Average	Current Rate	Revenue at Current Rates	Proposed Rate	Revenue at Proposed Rate
<u>Between Point Judith and Block Island</u>					
Vehicle Counts					
Auto	37,539	\$ 48.75	\$ 1,830,043	\$ 50.65	\$ 1,901,367
Pickup Trucks SUV & Vans	8,509	\$ 58.80	\$ 500,349	\$ 61.10	\$ 519,920
Revenues					
Trucks (Regular & Hazardous	\$ 917,016.26	100.0%	\$ 917,016	104.0%	\$ 953,697
Vehicles (Oversized, Overhang & Over 7	\$ 49,160.13	100.0%	\$ 49,160	104.0%	\$ 51,127
			<u>\$ 3,296,568</u>		<u>\$ 3,426,111</u>
<u>Commuter</u>					
Vehicle Counts					
Auto	2,167	\$ 27.45	\$ 59,484	\$ 27.45	\$ 59,484
Pickup Trucks SUV & Vans	663	\$ 33.30	\$ 22,089	\$ 33.30	\$ 22,089
			<u>\$ 81,573</u>		<u>\$ 81,573</u>
<u>Other Revenues</u>					
Bikes & Mopeds	\$ 130,993.03	100.0%	\$ 130,993	104.0%	\$ 136,233
Freight	\$ 731,033.85	100.0%	\$ 731,034	100.0%	\$ 731,034
Charter	293,151	100.0%	\$ 293,151	100.0%	\$ 293,151
Tours	45,291	100.0%	\$ 45,291	100.0%	\$ 45,291

**Docket 3762 – Interstate Navigation Co. – General Rate Filing
Service List as of 4/7/11**

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