



**THE STATE OF NEW HAMPSHIRE**  
**DEPARTMENT OF TRANSPORTATION**



**Victoria F. Sheehan**  
**Commissioner**

**William Cass, P.E.**  
**Assistant Commissioner**

July 10, 2020

Governor's Office for Emergency Relief and Recovery  
State House  
Concord, NH 03301

Dear Honorary Members,

The New Hampshire Department of Transportation (DOT) respectfully requests that the Governor's Office of Emergency Relief and Recovery (GOFERR) approve a transfer of \$7,500,000 in Coronavirus Aid, Relief, and Economic Security (CARES) Act funding to the DOT in order for the DOT to disperse the funds to NH-based intercity bus service agencies to include C&J Bus Lines, Concord Coach Lines, and Dartmouth Coach. Due to the COVID-19 pandemic, these agencies have suspended all service and have closed all transit facilities, public and private, since late March.

The Department's initial request for CARES Act funds of \$14,500,000 was presented in a manner consistent with Federal Transit Administration (FTA) CARES Act funding requests. The request included expenses incurred by the transit agencies during suspension of services, and also included the expenses of Boston Express, which is a State-subsidized system providing transportation services in accordance with the I-93 Widening Project Environmental Impact Statement. Having learnt more about the GOFERR administered CARES Act funding, the Department's request has been reduced significantly. The revised request of \$7,500,000 was estimated using a similar lost revenue approach as that used for other CARES Act programs funded through your office. The expenses associated with Boston Express have also been excluded from this request.

Intercity and commuter bus services, including Boston Express, C&J Bus Lines, Concord Coach Lines, and Dartmouth Coach, are vital to the State's economy. Prior to the COVID-19 pandemic, these four systems provided flexible and frequent bus service throughout the State for over 1.5 million passengers annually while also providing career employment for hundreds of New Hampshire residents. In addition, these agencies managed and maintained seven state-owned transit facilities/park & ride lots for public use, infrastructure valued at over \$100 million, all at minimal cost to the State, and in fact continue to do so during this shutdown period despite the lack of offsetting revenues. The public has come to value and rely on these transit services for commuting to work and for leisure travel, and the services provide the added environmental benefit of reducing single-occupancy vehicle usage, thus significantly reducing traffic congestion on the roadways and carbon emissions into the atmosphere.

C&J Bus Lines, Concord Coach Lines, and Dartmouth Coach were all profitable and sustained by passenger fare revenue prior to the COVID-19 pandemic. In 2019, these transit agencies received revenue of over \$40 million and were projected to exceed \$42 million in 2020. From March 2020, when all service was suspended, through July 2020, these agencies will realize revenue losses of over \$16 million while still incurring expenses of over \$4 million, a total net loss of over \$20 million. Once these agencies resume service, currently planned for the August 2020 timeframe, passenger fare revenues are initially estimated to be 20 percent of pre-pandemic levels through the end of the calendar year, a further net loss of \$14 million in revenue over the same period in 2019. Additionally, due to the pandemic, the Centers for Disease Control and Prevention (CDC) and transit industry guidelines require additional personal protective equipment for passengers and staff as well as enhanced cleaning of buses and facilities resulting in increased overall operating expenses.

The requested \$7,500,000 of CARES Act funds will enable these transit agencies to recover only a small portion of their total net losses; however, these funds are critical to enabling these private, NH-based transit agencies to resume services and to recover to their pre-pandemic economic vitality. The FTA provided the State with CARES Act funding totaling \$10,144,576 to support eligible intercity and commuter bus services, but the FTA CARES Act funding is inadequate to address the financial losses these agencies have incurred. However, the FTA funds will be used to support the Boston Express bus service and to provide additional operating assistance to these transit agencies in CY 2021 as they recover to profitable, self-sufficient companies.

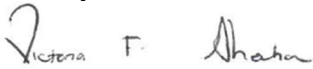
The approximate allocation of the \$7,500,000 request to each agency is as follows:

Agency	Assistance Requested (August – December 2020)
C&J Bus Lines	\$3,487,247
Concord Coach Lines	\$2,009,167
Dartmouth Coach	\$2,003,586
<b>Total Request</b>	<b>\$7,500,000</b>

It should be noted that Congress did not provide any direct assistance to private bus operators. Should future assistance be made available, DOT would adjust the disbursement of GOFERR CARES Act funds accordingly and notify GOFERR that some or all funds were being returned, based on the amount allocated by Congress.

Your approval is respectfully requested. If you have any questions or need further information, please feel free to contact me.

Sincerely,



Victoria F. Sheehan  
Commissioner