

# Isle of Sark Shipping - Update

## August 2020

(as of 5<sup>th</sup> September)

# Volume Performance/Financial



## Volume performance

### Staying Visitors

	2020	2019	2018
July	3131	3438	2772
August	3917	2764	2419
September	1201	1308	1507
Total	8249	7510	6698

### Day trippers

	2020	2019	2018
July	2797	8439	7775
August	3989	8408	8229
September	1047	4521	4867
Total	7733	21368	20871

Day trip % reduction 2019 **-64**

Day trip % reduction 2018 **-63**

Staying visitor 2019 %variance **+10%**

Staying visitor 2018 %variance **+23%**

## Financial performance

### Bank balance/overdraft at end of month (August)

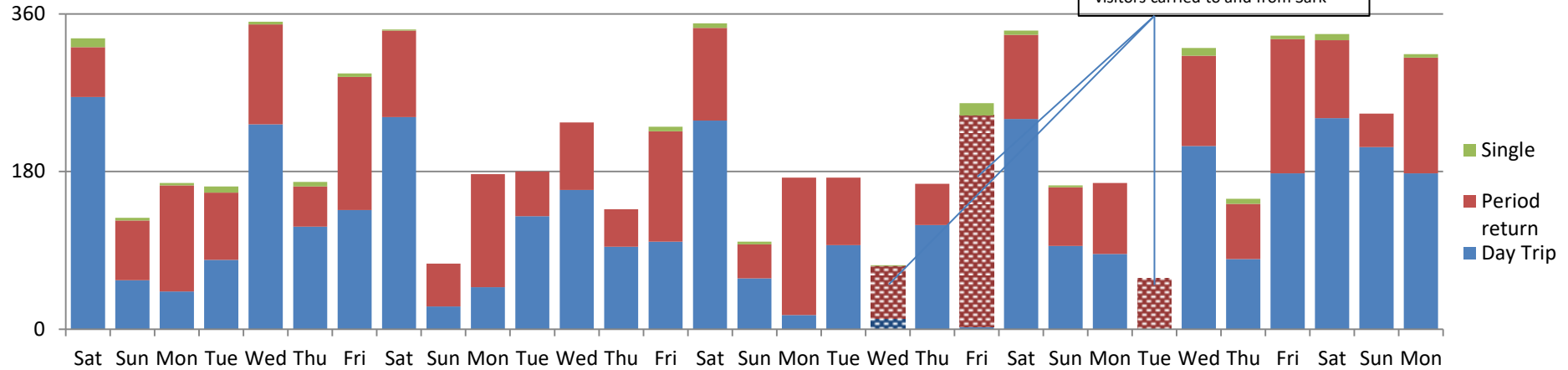
Forecast	Actual
<b>-£216,788</b>	£72,000 in funds

**Improved position in comparison to forecast -  
£288,788**

**To date there has been NO draw down on  
the arranged bank loan**

# Guernsey Sark am & pm sailings August actual carryings/capacity on sale

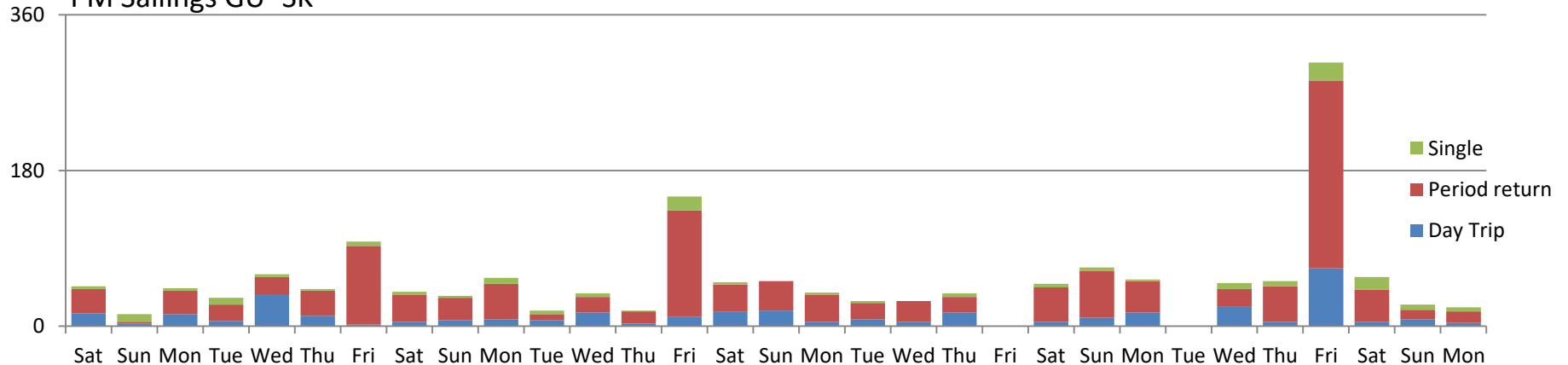
## AM Sailings GU- SK



It is accepted that there are/have been days where passenger may not be able to take their preferred day or time of travel (particularly Saturday) However, as the chart and table above illustrate there is available space on every day. Sailings are added to the schedule where required. The chart below shows the carryings on the pm sailing Guernsey to Sark.

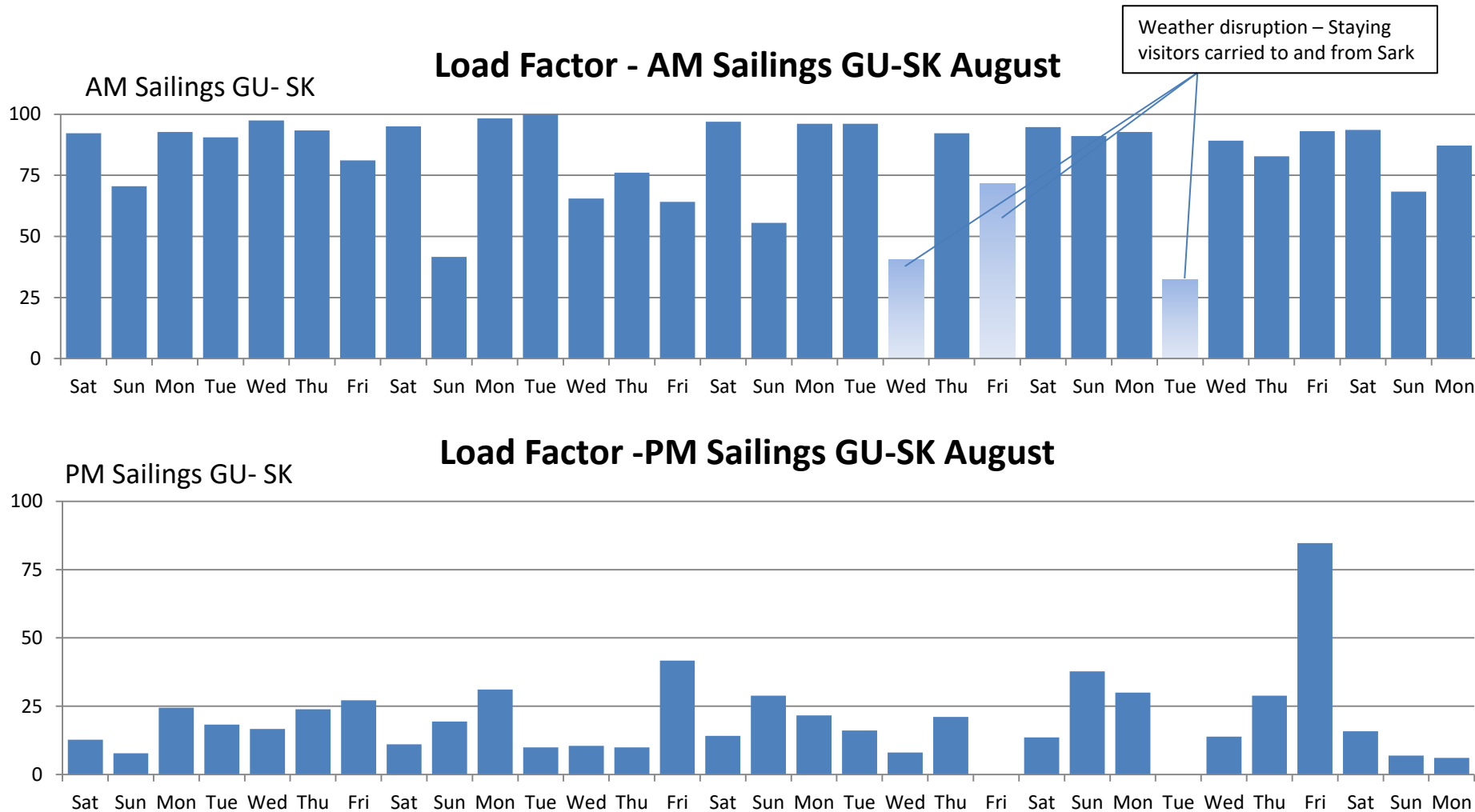
Day Date	Sat 1	Sun 2	Mon 3	Tue 4	Wed 5	Thu 6	Fri 7	Sat 8	Sun 9	Mon 10	Tue 11	Wed 12	Thu 13	Fri 14	Sat 15	Sun 16	Mon 17	Tue 18	Wed 19	Thu 20	Fri 21	Sat 22	Sun 23	Mon 24	Tue 25	Wed 26	Thu 27	Fri 28	Sat 29	Sun 30	Mon 31
Rotations	2	1	1	1	2	1	2	2	1	1	1	2	2	2	2	1	1	1	1	1	2	2	1	1	1	2	1	2	2	2	2
Travelled	332	127	167	163	351	168	292	342	75	177	180	236	137	231	349	100	173	173	73	166	258	341	164	167	58	321	149	335	337	246	314
Capacity (am)	360	180	180	180	360	180	360	360	180	180	180	360	180	360	360	180	180	180	180	180	360	360	180	180	180	360	180	360	360	360	360
Load Factor %	92	71	93	91	98	93	81	95	42	98	100	66	76	64	97	56	96	96	41	92	72	95	91	93	32	89	83	93	94	68	87
Available	28	53	13	17	9	12	68	18	105	3	0	124	43	129	11	80	7	7	107	14	102	19	16	13	122	39	31	25	23	114	46

## PM Sailings GU- SK



# Guernsey Sark sailings August Load Factors

The **load factor** (number of passengers carried as a % of capacity on sale) is a measure of the efficiency or cost effectiveness of a schedule. The higher the load factor the more efficient or cost effective the sailing is. In view of the requirement to optimise the schedule in order to ensure that the passenger ticket revenue covers the cost of operation. The average load factor for the am sailings August was 82%, 20% on the pm sailings overall average load factor 51%



# Scheduled/Actual Sailings

Metric / KPI	Actual	Target	Variance	Comment
Number of passengers sailings (legs) - Aug	306	280	+26	Sailings added to meet demand.
Number of passenger sailings (legs) cancelled due to weather - Aug	-6	N/A	N/A	early and late rotations cancelled all period return pax consolidated onto single rotation. Day trip passengers re-booked/moved to other days.*
Number of cancelled passenger sailings (legs) due to other conditions / circumstances Aug	0	Max. 2 per quarter	n/a	
Additional passenger sailings (legs) - above and beyond those scheduled on the timetable – Aug	26	No target	N/A	Sailings added to meet demand including

**Note:** \* Dealing with a completely Guernsey resident market it was decided that it would be more beneficial in “rough/inclement” weather circumstances to cancel or allow customers to cancel their day excursion and re-book for another day using a credit voucher (staying visitors have been carried on the consolidated re-scheduled sailings). In August we have followed this policy on three occasions and the passenger response/feedback has been generally positive. With the limited market size and local population where a second journey is likely to be essential in order to sustain the volume it is considered essential that the customers have a good experience of the product (Sark and the journey)

## August

Schedules were increased for the month of August to include Friday early and late rotations were added on Wednesdays

Additional rotations were added:

0800/0900 & 1700/1800 Friday 7<sup>th</sup> August

0800/0900 Friday 14<sup>th</sup> August, Friday 21<sup>st</sup> August

0800/0900 & 1700/1800 & 2030 x Sark Friday 28<sup>th</sup> August (mower hill climb)

0800/0900 & 1700/1800 Monday 31<sup>st</sup> August

0800/0900 Sunday 30<sup>th</sup> August

We have also added 1800 Sark – Guernsey 16<sup>th</sup> 23<sup>rd</sup> & 30<sup>th</sup> August

## Schedule – September – October and into the winter season

The indications are that the borders will not re-open without restrictions until late September or into October.

The intention is to maintain a daily service through to the end of October and work with Sark Tourism to continue promoting Sark as a staycation destination for the Bailiwick and IOM.

The winter schedule (November – February) is virtually identical to previous years. Sailings may be added if the pandemic situation stimulates demand and the staycation market is sustained.

With the current positive financial position of the company we are confident that we can support the cost of the sailings and there will not be a need to reduce frequency to save cost or to increase fares at this stage.

Following are draft/indicative schedules for the late shoulder and winter period. They will be confirmed and opened for bookings on approval of Pilotage Harbours and Shipping, and consultation with local stakeholders.

### September bookings to date (5th Sept)

	2020	2019	% Variance
Day Trippers	989	3169	-69
Group Day trip	58	1352	-96
Period Returns	1201	1308	-8

## September 2020

Date		Guernsey to Sark				Sark to Guernsey			
1	Tuesday		0945	1530			1045	1630	
2	Wednesday	0800	0945	1500	1700	0900	1045	1600	1800
3	Thursday		0945	1530			1045	1630	
4	Friday		0945	1530			1045	1630	
5	Saturday	0800	0945	1500	1700	0900	1045	1600	1800
6	Sunday		0945	1500			1045	1600	
7	Monday		0945	1500			1045	1600	
8	Tuesday	0930	0945	1530		1145	1045	1630	
9	Wednesday	0800	0945	1500	1700	0900	1045	1600	1800
10	Thursday	0930	0945	1530		1145	1045	1630	
11	Friday		0945	1530			1045	1630	
12	Saturday	0800	0945	1500	1700	0900	1045	1600	1800
13	Sunday		0945	1500			1045	1600	
14	Monday		0900	1530			1000	1630	
15	Tuesday	0930	0945	1530		1145	1045	1630	
16	Wednesday	0800	0945	1500	1700	0900	1045	1600	1800
17	Thursday	0930	0945	1530		1145	1045	1630	
18	Friday		0945	1530			1045	1630	
19	Saturday	0800	0945	1500	1700	0900	1045	1600	1800
20	Sunday		0945	1500			1045	1600	
21	Monday		0900	1530			1000	1630	
22	Tuesday	0930	0945	1530		1145	1045	1630	
23	Wednesday	0800	0945	1500	1700	0900	1045	1600	1800
24	Thursday	0930	0945	1530		1145	1045	1630	
25	Friday		0945	1530			1045	1630	
26	Saturday	0800	0945	1500	1700	0900	1045	1600	1800
27	Sunday		0945	1500			1045	1600	
28	Monday		0900	1530			1000	1630	
29	Tuesday	0930	0945	1530		1145	1045	1630	
30	Wednesday	0800	0945	1500	1700	0900	1045	1600	1800
Sailings highlighted in red are cargo services and capacity is limited to 12 persons Advance booking is advised									

# October 2020

Date26		Guernsey to Sark				Sark to Guernsey			
1	Thursday	0800	0945	1530		1015	1045	1630	
2	Friday		0945	1530			1045	1630	
3	Saturday	0800	0945	1500	1700	0900	1045	1600	1800
4	Sunday		0945	1500			1045	1600	
5	Monday		0900	1530			1000	1630	
6	Tuesday	0800	0945	1530		1015	1045	1630	
7	Wednesday	0800	0945	1600		0900	1045	1700	
8	Thursday	0800	0945	1530		1015	1045	1630	
9	Friday		0900	1530			1000	1630	
10	Saturday	0800	0945	1500	1700	0900	1045	1600	1800
11	Sunday		0945	1500			1045	1600	
12	Monday		0900	1530			1000	1630	
13	Tuesday	0800	0945	1530		1015	1045	1630	
14	Wednesday	0800	0945	1600		0900	1045	1700	
15	Thursday	0800	0945	1530		1015	1045	1630	
16	Friday		0900	1530			1000	1630	
17	Saturday	0800	0945	1600		0900	1045	1700	
18	Sunday		0945	1500			1045	1600	
19	Monday		0900	1530			1000	1630	
20	Tuesday	0800	0945	1530		1015	1045	1630	
21	Wednesday	0800	0945	1600		0900	1045	1700	
22	Thursday	0800	0945	1530		1015	1045	1630	
23	Friday		0900	1530			1000	1630	
24	Saturday	0800	0945	1530		0900	1045	1630	
25	Sunday		0945	1500			1045	1600	
26	Monday		0800	1500			0900	1600	
27	Tuesday	0800	0945	1500		1015	1045	1600	
28	Wednesday		0800	1500			0900	1600	
29	Thursday	0800	0945	1500		1015	1045	1600	
30	Friday		0800	1500			0900	1600	
31	Saturday		0800	1500			0900	1600	

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Advance booking is advised



# November 2020

Date		Guernsey to Sark				Sark to Guernsey			
1	Sunday	1400				1500			
2	Monday	0800	1500			0900	1600		
3	Tuesday	0930				1145			
4	Wednesday	0800	1500			0900	1600		
5	Thursday	0930				1145			
6	Friday	0800	1515			0900	1615		
7	Saturday	0800	1500			0900	1600		
8	Sunday	1400				1500			
9	Monday	0800	1500			0900	1600		
10	Tuesday	0930				1145			
11	Wednesday	0800	1500			0900	1600		
12	Thursday	0930				1145			
13	Friday	0800	1515			0900	1615		
14	Saturday	0800	1500			0900	1600		
15	Sunday	1400				1500			
16	Monday	0800	1500			0900	1600		
17	Tuesday	0930				1145			
18	Wednesday	0800	1500			0900	1600		
19	Thursday	0930				1145			
20	Friday	0800	1515			0900	1615		
21	Saturday	0800	1500			0900	1600		
22	Sunday	1400				1500			
23	Monday	0800	1500			0900	1600		
24	Tuesday	0930				1145			
25	Wednesday	0800	1500			0900	1600		
26	Thursday	0930				1145			
27	Friday	0800	1515			0900	1615		
28	Saturday	0800	1500			0900	1600		
29	Sunday	1400				1500			
30	Monday	0800	1500			0900	1600		

Sailings highlighted in red are cargo services and capacity is limited to 12 persons

Advance booking is advised

\* Cargo will depart when loaded. Passengers only by advance request

# December 2020

Date		Guernsey to Sark				Sark to Guernsey			
1	Sunday	1400				1500			
2	Wednesday	0800	1500			0900	1600		
3	Thursday	0930				1145			
4	Friday	0800	1515			0900	1615		
5	Saturday	0800	1500			0900	1600		
6	Sunday	1400				1500			
7	Monday	0800	1500			0900	1600		
8	Tuesday	0930				1145			
9	Wednesday	0800	1500			0900	1600		
10	Thursday	0930				1145			
11	Friday	0800	1515			0900	1615		
12	Saturday	0800	1500				1600		
13	Sunday	1400				1500			
14	Monday	0800	1500			0900	1600		
15	Tuesday	0930				1145			
16	Wednesday	0800	1500			0900	1600		
17	Thursday	0930				1145			
18	Friday	1000	1515			1100	1615		
19	Saturday	0800	1500			0900	1600		
20	Sunday	1400				1500			
21	Monday	0800	1500			0900	1600		
22	Tuesday	0930	1515			1145	1615		
23	Wednesday	0800	1500			0900	1600		
24	Thursday	0930	1400			1145	1500		
25	Friday	Christmas Day – Boxing Day no services				Christmas Day – Boxing Day no services			
26	Saturday								
27	Sunday	1400				1500			
28	Monday	0800	1500			0900	1600		
29	Tuesday	0930				1145			
30	Wednesday	0800	1500			0900	1600		
31	Thursday	0930	1400			1145	1500		

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# January 2021

Date		Guernsey to Sark				Sark to Guernsey			
1	Friday	New Years Day - No Services				New Years Day - No Services			
2	Saturday	0800	1500			0900	1600		
3	Sunday	1400				1500			
4	Monday	0800	1500			0900	1600		
5	Tuesday	0930				1145			
6	Wednesday	0800	1500			0900	1600		
7	Thursday	0930				1145			
8	Friday	0900	1515			1000	1615		
9	Saturday	0800	1500			0900	1600		
10	Sunday	1400				1500			
13	Monday	0800	1500			0900	1600		
14	Tuesday	0930				1145			
15	Wednesday	0800	1500			0900	1600		
16	Thursday	0930				1145			
17	Friday	0900	1515			1000	1615		
18	Saturday	0800	1500			0900	1600		
19	Sunday								
20	Monday	0800	1500			0900	1600		
21	Tuesday	0930				1145			
22	Wednesday	0800	1500			0900	1600		
23	Thursday	0930				1145			
24	Friday	0900	1515			1000	1615		
25	Saturday	1100				1200			
26	Sunday								
27	Monday	0800	1500			0900	1600		
28	Tuesday	0930				1145			
29	Wednesday	0800	1500			0900	1600		
30	Thursday	0930				1145			
31	Friday	0900	1515			1000	1615		

Sailings highlighted in red are cargo services and capacity is limited to 12 persons

Advance booking is advised

\* Cargo will depart when loaded. Passengers only by advance request

# February 2021

Date		Guernsey to Sark				Sark to Guernsey			
1	Monday	0800	1500			0900	1600		
2	Tuesday	0930				1145			
3	Wednesday	0800	1500			0900	1600		
4	Thursday	0930				1145			
5	Friday	0900	1515			1000	1615		
6	Saturday	0800	1500			0900	1600		
7	Sunday	1400				1500			
8	Monday	0800	1500			0900	1600		
9	Tuesday	0930				1145			
10	Wednesday	0800	1500			0900	1600		
11	Thursday	0930				1145			
12	Friday	0900	1515			1000	1615		
13	Saturday	0800	1500			0900	1600		
14	Sunday	1400				1500			
15	Monday	0800	1500			0900	1600		
16	Tuesday	0930				1145			
17	Wednesday	0800	1500			0900	1600		
18	Thursday	0930				1145			
19	Friday	0900	1515			1000	1615		
20	Saturday	1400				1500			
21	Sunday								
22	Monday	0800	1500			0900	1600		
23	Tuesday	0930				1145			
24	Wednesday	0800	1500			0900	1600		
25	Thursday	0930				1145			
26	Friday	0900	1515			1000	1615		
27	Saturday	0800	1500			0900	1600		
28	Sunday								

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Advance booking is advised

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# Venture update 5<sup>th</sup> September 2020



**Engines pipework (fuel and cooling) fitting complete.**

Main engine control and monitoring electronics nearly complete final fitting taking place w/c 10<sup>th</sup> August

General electronics (lighting, emergency lighting, 240 volt etc.) to be completed w/c 10<sup>th</sup> August

**Port upper exhaust system complete**

Starboard upper exhaust system to be completed Monday 10<sup>th</sup> August/Tuesday 11<sup>th</sup> August

Radar/plotter replacement system to be fitted following completion of exhausts (to avoid risk of damage to upper outside electronic from proximity to welding)

**Passenger cabin replacement panels fitted.**

**Seats 50% fitted in tracks (not priority fitted around other work)**

New flooring will be fitted when cabin is complete (not required for certification low priority)

Stat X fire suppression system (This was a item not budgeted in the project but we will now be required to replace the current system with an updated installation – paid for and with supplier ready for fitting) date to be confirmed will be scheduled in the next 2 weeks

Main engine commissioning – We will be required to have a representative of the manufacturer/supplier of the main engines present for commissioning in order to ensure that we meet the terms and conditions for warranty. (Proteum have been advised that the target date is last week of August and are able and willing to attend)

**Lightship & and incline survey Target date 1<sup>st</sup>/2nd week September–** MCA have been contacted currently they are NOT undertaking overseas surveys (this includes Guernsey) However, We have asked for dispensation if the situation remains unchanged in September. As an alternative we have also asked for a view if we should sail the Venture to the UK to undertake the survey in either Southampton or Weymouth. We are awaiting a response from the Technical Manager but with either case the target date (unless things change ref Covid) is considered achievable and realistic.

## **As 5<sup>th</sup> September - Lightship & and incline survey**

We are awaiting a response from the surveyors (Longitude) MCA are booked to undertake the survey week commencing 21<sup>st</sup> September.

Engines will be commissioned week commencing 14<sup>th</sup> September.

Please note following the survey the “stability book” will need to be signed off by the MCA.

Stat X and electronics system (radar, plotter replacement system fitted)

# Venture update 4<sup>th</sup> September 2020



**From:** Christopher D Alcorn [<mailto:Christopher.Dalcorn@mcqa.gov.uk>]

**Sent:** 26 August 2020 4:20 PM

**To:** Barker, David

**Cc:** Yan Milner; Javed Munir

**Subject:** Sark Venture - Incline

Good afternoon David,

Thank you for your time earlier.

We have been speaking to Yan about options over surveying the vessel; initially we had a block on overseas travel and foreign ships visiting UK ports (as detailed in MIN 623). Javed and I yesterday managed to get agreement that if the ship visited a UK port that this would be acceptable but we now understand that option is not possible because of the ships certification. Noting your comments earlier however over the removal of the quarantine period when visiting Guernsey I have spoken to our Assistant Director and he is content in principle for us to attend the vessel in Guernsey.

The only item required is clarification that the visit would pose less risk to our surveyor than the individual visiting the ship in a UK port, with some detail over Guernsey's number of cases and current status. It would be appreciated if you could supply us with some details on that subject.

With a view to that and assuming Yan is happy please can you propose a date for the inclining test on the Sark Venture and I will allocate a surveyor to attend.

Kind Regards,

Chris D'Alcorn  
Technical Manager

Dear Chris,

Thank you for your time earlier, and your prompt response.

I can confirm that Guernsey is currently free of any active cases of COVID 19. This has now been the case for 118 days, due mainly to the fact that any travellers from outside the Bailiwick, including those from Jersey, have been required to self-isolate for 14 days from arrival.

Air and sea travellers coming to the island are required to wear masks throughout their journey, and strict cleaning regimes are in place on all aircraft, ferries and at ports. Our marinas are closed to visiting vessels and crews of locally based private aircraft and vessels are subject to the same self-isolation conditions, should they land outside the Bailiwick.

There are, however, provisions for critical workers and those on specific business travel to be exempted from these isolation rules. I am sure that Yan Milner will be able to complete the requisite application on behalf of your surveyor, once he or she has been nominated.

I hope this is helpful and stand ready to assist further.

Kind regards,

David.

**Captain David Barker MA CMgr FCMI**

**Good Morning Yan,**

**Thank you for your request.**

**I have provisionally booked this in with Doug Brown from the 21<sup>st</sup> of Sep (Monday) to the 24<sup>th</sup> (Thursday).**

**If you would confirm which date would be best suited for yourself and Longitude.**

**May I also request for the attached MSF5100 application form and the declaration to be completed and payment of £1,800/- made.**

**You can pay either via GOVPAY online (link can be found on page 3 of the application) or BACS to our account (see details attached).**

**Kind Regards,  
Carol**



**Maritime &  
Coastguard  
Agency**

**Carol Mathew  
Business Support Manager  
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Spring Place, 105 Commercial Road  
Southampton, Hampshire  
SO15 1EG  
Tel: +44 (0)20 390 85162  
Mobile: +44 (0)7901 945365**

**Please note - Owing to the current situation our offices at Southampton and Dover are closed.  
Please contact me on the number above or by e mail.**

# New Vessel update 5th September 2020



**New Vessel** - The vessel is currently in St Malo in the inner harbour. It is being looked after by the previous owners who are turning over the main engines and ensuring the batteries are charged (no cost)

The Company is working with Bureau Veritas to complete a drawing /plan review. This is nearly complete and we are awaiting confirmation from BV of outstanding items required to be in place before survey.

The next step is to complete a "Class Renewal Survey" . Advice from BV is that this could be more readily done in France rather than in Guernsey or the U.K. – If there is work required to be done that arises from the drawing review that must be done before the survey we will plan to move the vessel to Guernsey to carry out the work (Due to lack of resources/manpower this will be timed to take place once work on the Venture is completed. (If required delivery to Guernsey will be carried out by previous owners).

Once the class survey is complete the Guernsey Harbour authority have indicated that they would consider issuing a passenger operating certificate based on the BV survey rather than involving the MCA (not a certainty but GHO supportive).

There will also be a requirement to carry out a tonnage survey to complete the changeover to UK Flag , all other paperwork except the tonnage survey and the passenger certificate is with the registry and has been accepted.

Target date to get the vessel certified – early October- priority is Venture first.

Crew familiarisation, port trials, modifications and re branding to be carried out over winter.

We are in communication with Bureau Veritas. The plan review is close to sign off and we are assessing with BV if it is better to bring the vessel up to Guernsey and try to survey here, or easier to carry out the survey in St Malo. We expect an update by the end of next week.

**Bon Marin** — The sale of the Bon Marin to a Company in Finland is progressing and the broker hopes that we will complete by the end of the month.

# Summary

Volumes and revenues are positive and our financial situation is much better than was forecast +**£288,788** (as the forecast, loans etc. were based on zero passenger volume and revenue ALL passenger carryings improve the situation as long as control is kept on cost to ensure that the margin is maintained between the cost of the operation and the revenue from the reduced market volume). This is being ensured by efficient use of crew and maintaining good load factors (filling the boat where possible) whilst servicing the demand. Forward bookings are also looking positive and staying visitor numbers are very encouraging.

As a consequence of the trading position as of this date the Company has **NOT** needed to draw down any of the arranged bank loan. It should also be noted that the New vessel has been paid for in full and so there is no loan or interest outstanding on the New Vessel.

The sale of the Bon Marin de Serk will also put a positive cash injection into the Company of circa **£50K** at some point in the next month.

Work is continuing to get the New vessel and the Sark Venture into service and progress is being made on both Firm dates have now been agreed for the MCA visit for the Sark Venture

We do realise that this year is to say the least “unusual” schedules are not as normal (to ensure efficiency) and some of the changes may have been inconvenient for residents, please be assured that what we have done/are doing is in the best interests of the Company and to ensure our long term viability and the viability of the lifeline route to and from Sark.

The late shoulder and winter schedules are much closer to the norm with few variations.

**As always any feedback is always welcome and considered and we are more than happy to answer any questions and queries.**