

Isle of Sark Shipping - Update

April -June 2021

Volume Performance/Financial

Volume performance

Staying Visitors			
	2021	2019	Variance
April	3,216	1,815	+1,401
May	3,858	2,572	+1,286
June	4,402	3,179	+1,223
Total	11,476	7,566	+3,910

Day trippers			
	2021	2019	Variance
April	2,567	4,482	-1,915
May	2,760	10,890	-8,130
June	4,803	11,876	-7,073
Total	10,130	27,248	-17,118

	2021	2019	Variance
April	326	538	-212
May	558	627	-69
June	496	769	-273
Total	1380	1934	-554

Cargo

	2019		2020		2021	
	Volume	Revenue	Volume	Revenue	Volume	Revenue
April	355.3	£34,112	284.3	£24,713	430.7	£39,393
May	376.5	£36,830	199.0	£19,205	375.3	£35,779
June	290.3	£32,269	255.0	£27,499	340.0	£35,399
Total	1022.1	£103,211	738.3	£71,417	1145.9	£110,571

	Variance			
	Volume (Tonnes)		Revenue	
	2019	2020	2019	2020
April	75.3	146.4	£5,280	£14,680
May	-1.2	176.3	-£1,050	£16,574
June	49.7	84.9	£3,130	£7,900
	123.8	407.6	£7,360	£39,154

Financial performance

Bank balance/overdraft at end of month (June/YTD)

Forecast	Actual
+£133,367	+£154,955

Improved position in comparison to forecast

+£21,588

Day trip % reduction 2019 **-64**
 Staying visitor 2019
 %variance **+52%**

Year to date and advanced bookings

Through to the end of June IoSS has been running to Budget both volume and revenue. Costs have been variable but again broadly within budget despite fairly significant increases in the price of fuel and completion costs for the “Corsaire de Sercq”, mortgage arrangement fees and un budgeted repairs to Sark Belle.

At the end of may the profit and loss figures were showing £76K better than budget year to date.

Volume comparisons

	2021	2020	Variance	2019	Variance	Budget 2021	Variance	recovery budget	Variance
October	2,400	4155 -	1,755	3,722 -	1,322	1,500	900	1,500	900
November	2,056	1271	785	1,309	747	1,500	556	1,500	556
December	2,041	1590	451	1,392	649	1,439	602	1,439	602
January	1,098	1073	25	1,185 -	87	890	208	890	208
February	30	811 -	781	1,161 -	1,131	1,100 -	1,070	1,100 -	1,070
March	883	811	72	1,643 -	760	1,750 -	867	1,750 -	867
April	6,105	-	6,105	6,834 -	729	3,000	3,105	3,000	3,105
May	7,176	14	7,162	14,093 -	6,917	6,500	676	6,500	676
June	9,701	3,181	6,520	15,824 -	6,123	8,500	1,201	8,500	1,201
July	13,570	12,079	1,491	25,014 -	11,444	12,000	1,570	18,000	- 4,430
August	3,235	16,818 -	13,583	23,448 -	20,213	17,000 -	13,765	20,000 -	16,765
Sept	284	8,364 -	8,080	12,740 -	12,456	6,000 -	5,716	6,500 -	6,216
	48,579	50,167 -	1,588	108,365 -	59,786	61,179 -	12,600	70,679 -	22,100

Note: July bookings are travelled and booked for the period.

August & September advanced bookings seem to be a little flat, we believe this is due to Guernsey residents looking to visit UK rather than “staycationing” and there will be a lag in advance bookings whilst the UK visitors (predominantly day trippers) book travel.

July, August Schedule

July		Guernsey to Sark					Sark to Guernsey				
1	Thursday	0845			1610		0935		1700		
2	Friday	0845	1025		1510	1730	0935	1115	1600	1820	
3	Saturday	0845	1025	1205	1510	1710	0935	1115	1600	1800	
4	Sunday		1025		1510	1710		1115	1600	1810	
5	Monday	0845			1610		0935		1700		
6	Tuesday	0845			1610		0935		1700		
7	Wednesday	0845	1025		1510	1710	0935	1115	1600	1800	
8	Thursday	0845	1025		1510	1730	0935	1115	1600	1820	
9	Sark Fest										
10											
11											
12	Monday	0845	1025		1510	1710	0935	1115	1600	1800	
13	Tuesday	0845	1025		1610		0935	1115	1700		
14	Wednesday	0845	1025		1510	1710	0935	1115	1600	1800	
15	Thursday	0845	1025		1610		0935	1115	1700		
16	Friday	0845	1025		1510	1730	0935	1115	1600	1820	
17	Saturday	0845	1025	1205	1510	1710	0935	1115	1600	1800	
18	Sunday		1025		1510	1710		1115	1600	1800	
19	Monday	0845	1025		1510	1710	0935	1115	1600	1800	
20	Tuesday	0845	1025		1610		0935	1115	1700		
21	Wednesday	0845	1025		1510	1710	0935	1115	1600	1800	
22	Thursday	0845	1025		1610		0935	1115	1700		
23	Friday	0845	1025		1510	1730	0935	1115	1600	1820	
24	Saturday	0845	1025	1205	1510	1710	0935	1115	1600	1800	
25	Sunday		1025		1510	1710		1115	1600	1800	
26	Monday	0845	1025		1510	1710	0935	1115	1600	1800	
27	Tuesday	0845	1025		1610		0935	1115	1700		
28	Wednesday	0845	1025		1510	1710	0935	1115	1600	1800	
29	Thursday	0845	1025		1610		0935	1115	1700		
30	Friday	0845	1025		1510	1730	0935	1115	1600	1820	
31	Saturday	0845	1025		1510	1710	0935	1115	1600	1800	

August		Guernsey to Sark					Sark to Guernsey				
1	Sunday		1025		1510	1710		1115	1600	1800	
2	Monday	0845	1025		1510	1710	0935	1115	1600	1800	
3	Tuesday	0845	1025		1610		0935	1115	1700		
4	Wednesday	0845	1025		1510	1710	0935	1115	1600	1800	
5	Thursday	0845	1025		1610		0935	1115	1700		
6	Friday	0845	1025		1510	1730	0935	1115	1600	1820	
7	Saturday	0845	1025	1205	1510	1710	0935	1115	1600	1800	
8	Sunday		1025		1510	1710		1115	1600	1800	
9	Monday	0845	1025		1510	1710	0935	1115	1600	1800	
10	Tuesday	0845	1025		1610		0935	1115	1700		
11	Wednesday	0845	1025		1510	1710	0935	1115	1600	1800	
12	Thursday	0845	1025		1610		0935	1115	1700		
13	Friday	0845	1025		1510	1730	0935	1115	1600	1820	
14	Saturday	0845	1025	1205	1510	1710	0935	1115	1600	1800	
15	Sunday		1025		1510	1710		1115	1600	1800	
16	Monday	0845	1025		1510	1710	0935	1115	1600	1800	
17	Tuesday	0845	1025		1610		0935	1115	1700		
18	Wednesday	0845	1025		1510	1710	0935	1115	1600	1800	
19	Thursday	0845	1025		1610		0935	1115	1700		
20	Friday	0845	1025		1510	1730	0935	1115	1600	1820	
21	Saturday	0845	1025	1205	1510	1710	0935	1115	1600	1800	
22	Sunday		1025		1510	1710		1115	1600	1800	
23	Monday	0845	1025		1510	1710	0935	1115	1600	1800	
24	Tuesday	0845	1025		1610		0935	1115	1700		
25	Wednesday	0845	1025		1510	1710	0935	1115	1600	1800	
26	Thursday	0845	1025		1610		0935	1115	1700		
27	Friday	0845	1025		1510	1730	0935	1115	1600	1820	
28	Saturday	0845	1025	1205	1510	1710	0935	1115	1600	1800	
29	Sunday		1025		1510	1710		1115	1600	1800	
30	Monday	0845	1025		1510	1710	0935	1115	1600	1800	
31	Tuesday	0845	1025		1610		0935	1115	1700		

With the introduction on the route of the “Corsaire de Sercq” The above schedule will operate through July and August. If there is any weather or technical disruptions Belle and Venture will be used. If there is excess demand that cannot be covered by the Corsaire additional am sailings will be added at either 10am, 8am or both.

September, October draft Schedule

Sept	Guernsey to Sark					Sark to Guernsey				
1 Wednesday	0845	1025		1510	1710	0935	1115	1600	1800	
2 Thursday	0845	1025		1610		0935	1115	1700		
3 Friday	0845	1025		1510	1730	0935	1115	1600	1820	
4 Saturday	0845	1025		1510	1710	0935	1115	1600	1800	
5 Sunday		1025		1510	1710		1115	1600	1800	
6 Monday	0845	1025		1510	1710	0935	1115	1600	1800	
7 Tuesday	0845	1025		1610		0935	1115	1700		
8 Wednesday	0845	1025		1510	1710	0935	1115	1600	1800	
9 Thursday	0845	1025		1610		0935	1115	1700		
10 Friday	0845	1025		1510	1730	0935	1115	1600	1820	
11 Saturday	0845	1025		1510	1710	0935	1115	1600	1800	
12 Sunday		1025		1510	1710		1115	1600	1800	
13 Monday	0845	1025		1510	1710	0935	1115	1600	1800	
14 Tuesday	0845	1025		1610		0935	1115	1700		
15 Wednesday	0845	1025		1510	1710	0935	1115	1600	1800	
16 Thursday	0845	1025		1610		0935	1115	1700		
17 Friday	0845	1025		1510	1730	0935	1115	1600	1820	
18 Saturday	0845	1025		1510	1710	0935	1115	1600	1800	
19 Sunday		1025		1510	1710		1115	1600	1800	
20 Monday	0845	1025		1510	1710	0935	1115	1600	1800	
21 Tuesday	0845	1025		1610		0935	1115	1700		
22 Wednesday	0845	1025		1510	1710	0935	1115	1600	1800	
23 Thursday	0845	1025		1610		0935	1115	1700		
24 Friday	0845	1025		1510	1730	0935	1115	1600	1820	
25 Saturday	0845	1025		1510	1710	0935	1115	1600	1800	
26 Sunday		1025		1510	1710		1115	1600	1800	
27 Monday	0845	1025		1510	1710	0935	1115	1600	1800	
28 Tuesday	0845	1025		1610		0935	1115	1700		
29 Wednesday	0845	1025		1510	1710	0935	1115	1600	1800	
30 Thursday	0845	1025		1610		0935	1115	1700		

October	Guernsey to Sark					Sark to Guernsey				
1 Friday	0845	1025		1510	1730	0935	1115	1600	1820	
2 Saturday	0820	1000		161		0910	1050	1700		
3 Sunday		1000	1510				1050	1600		
4 Monday	0820	1000		1610		0910	1050	1700		
5 Tuesday		1000		1610			1050	1700		
6 Wednesday	0820	1000		1610		0910	1050	1700		
7 Thursday		1000		1610			1050	1700		
8 Friday		1000		1610			1050	1700		
9 Saturday	0820	1000		1610			1050	1700		
10 Sunday		1000	1510				1050	1600		
11 Monday	0820	1000		1610		0910	1050	1700		
12 Tuesday		1000		1610			1050	1700		
13 Wednesday	0820	1000		1610		0910	1050	1700		
14 Thursday		1000		1610			1050	1700		
15 Friday		1000		1610			1050	1700		
16 Saturday		1000		1610			1050	1700		
17 Sunday		1000	1510				1050	1600		
18 Monday	0820	1000		1610		0910	1050	1700		
19 Tuesday		1000		1610			1050	1700		
20 Wednesday	0820	1000		1610		0910	1050	1700		
21 Thursday		1000		1610			1050	1700		
22 Friday		1000		1610			1050	1700		
23 Saturday		1000		1610			1050	1700		
24 Sunday		1000	1510				1050	1600		
25 Monday	0820	1000		1610		0910	1050	1700		
26 Tuesday		1000		1610			1050	1700		
27 Wednesday	0820	1000		1610		0910	1050	1700		
28 Thursday		1000		1610			1050	1700		
29 Friday		1000		1610			1050	1700		
30 Saturday		1000		1610			1050	1700		
31 Sunday		1000	1510				1050	1600		

The September – October draft schedule anticipates some continued local staycation activity and continued UK visitor traffic. Sailings will be added to the core schedule if demand dictates.

Schedule - July through to October

With the opening of the borders , in conjunction with Sark Tourism we have printed a visitor brochure that will be distributed to hotels and other tourist centres .


Eating out on Sark A treat for the whole family

Sark has a good choice of places to eat and drink with a variety of cafes and restaurants offering everything from a delicious local crab sandwich to a full lunch or dinner featuring the island's lobsters, fish or locally reared pork, beef and lamb. There are several tea gardens and a poolside bistro where you can enjoy a swim followed by a tasty meal or cream tea. Sark has three pubs, all with outside areas to make the most of the sunshine. For those with a sweet tooth, the island also has its very own chocolatier producing superb handmade chocolates including truffles, liquors and bars as well as the finest hot chocolate. You certainly won't go hungry on Sark!

The perfect day trip & even better for a longer stay

Sark is the smallest of the four main Channel Islands and is just a short trip by sea from Guernsey. Whether you decide to explore on foot, on a bicycle or in a horse and carriage, there is plenty for the whole family to enjoy on this magical little island. There are beautiful bays to explore and fascinating places to discover. A horticultural highlight is a visit to the Seigneurie Gardens, considered to be one of the finest Victorian walled gardens in Europe. There's more than enough to fill a day but to really appreciate the peace and unique atmosphere of Sark you need to stay longer. There is a wide choice of accommodation from award-winning hotels and self-catering properties to guesthouses and campsites.

For further information visit
www.sark.co.uk



Discover a World Apart

TRAVEL INFORMATION 2021

For a complete guide to the island download the online 2021 brochure at www.sark.co.uk




Day Return Timetable & Fares

Friday 1st July to Friday 1st October 2021

	Mon	Tues	Wed	Thurs	Fri	Sat	Sun
Depart Guj	08.45		08.45		08.45	08.45	
Depart Sark	10.25	10.25	10.25	10.25	10.25	10.25	10.25

Depart Sark	16.00	17.00	16.00	17.00	16.00	16.00	16.00
Depart Sark	18.00		18.00		18.20	18.00	

Saturday 2nd October to Sunday 31st October 2021

	Mon	Tues	Wed	Thurs	Fri	Sat*	Sun
Depart Guj	08.20		08.20		08.20	08.20	
Depart Sark	10.00	10.00	10.00	10.00	10.00	10.00	10.00

Depart Sark	17.00	17.00	17.00	17.00	17.00	17.00	16.00
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Utr Peak Day Return Adult £26.00

Off Peak Return Child (3yrs-14yrs) £8.00

(Off peak returns depart on 08.20 & 08.45 sailings from Guernsey)

Peak Time Day Return Adult £29.50

Peak Time Day Return Child (3yrs-14yrs) £14.00

Infants (Under 3 years) all sailings & ticket types FREE

Group rates are available for parties of 12 or more. Please enquire for details.



To book call 01481 724059

or book online at www.sarkshipping.gg

Payment must be made at the time of booking. Prebooked passengers who hold tickets should arrive at the departure point no later than 15 minutes before scheduled sailing time.

All travel is subject to Isle of Sark Shipping Company Limited conditions of carriage. Additional terms and conditions may apply to some ticket types and products. Full details of our terms and conditions are available on the website or in the ticket office.

Exploring Sark Walking

Sark is the perfect size to explore on foot with tranquil lanes and gently sloping paths for an easy stroll and steeper descents to the island's gorgeous beaches and hidden bays to test those leg muscles for the more energetic. Either way, you will be treated to breath-taking views of Sark's stunning coastline, woodlands and countryside every step of the way so don't forget to bring your walking boots! Sark Visitor Centre offers a variety of guided walks (call 01481 832345 for more information or visit www.sark.co.uk) or pick up a copy of Sark Strolls and explore on your own.



Exploring Sark Pedal Power

On a small island without cars the quickest way to explore is by bicycle. Given a single day and a set of wheels you can cover the island from one end to the other and there aren't many hills to slow you down. There are two cycle hire centres on Sark all providing a range of bikes, including electric bikes, tag-alongs, tandems and child trailers for babies and toddlers, as well as helmets and baskets.

A to B Cycles - 01481 832844
Avenue Cycles - 01481 832102



Sark Good for the Soul

Beyond the bustle of the village there is a haven of peace and tranquility to discover on Sark. Even on the busiest summer's day, it's not difficult to find a secluded spot with a stunning view to have all to yourself. It's the ideal place to escape from the noise and stress of the modern world and let the sights and sounds of nature wash over you. No wonder Sark has been inspiring artists and writers for centuries!



Exploring Sark Horse Power

A carriage tour is the perfect way to see Sark, especially if you have never been to the island before. The gentle pace allows the driver plenty of time to point out the most interesting sights and talk about island life and the elevated seating position provides an excellent view of Sark's stunning scenery. Carriage tours start and finish at the top of Harbour Hill just above the tractor bus stop. Ask any driver if they are available. Prices vary depending on the tour and need to be booked before you arrive.

Danny Wakley - 07781 113386
Michelle Perrée - 01481 832027
Stocks Hotel - 01481 832001



We are seeing a steady (if fairly small) number of visitors coming into the office since the borders re-opened to UK visitors. The change to 0845 and 1025 departures appear to have reduced the peak demand for the 1000 sailing with the booking numbers split between the two sailings rather than the later sailing filling before the early sailing starts to fill.

Advertising.

We are also continuing to promote to the Guernsey resident market through Guernsey Press advertising using both general awareness pieces (Rediscover Sark) and targeted special offers (Kids for £2 will start from the beginning of the school holidays)

A collage of images showing various activities on Sark: a night sky, a dining table, kayakers, a person on a rock, a person on a bicycle, a boat, a person on a rock, and a castle. The text is overlaid on a light blue background.

*Rediscover Sark
as a Tourist*

 *Isle of Sark
Special Offer*

*Guernsey's best staycation
destination.*

*You may be surprised at
how much there is to do.*

For up to date information on:

- What to do and Events
- Where to stay and Availability
- Where to Eat and Drink

or Special offers and Promotions

Visit: www.sarkshipping.gg

A collage of images showing various activities on Sark: a field of yellow flowers, a person on a rock, a tractor, a boat, a person on a bicycle, a person on a rock, and a castle. The text is overlaid on a light blue background.

 *Isle of Sark
Shipping*

Our Amazing Deal is Back!

Day Return Kids Travel for
only **£2:00**

**Adult Day Return
£26**

Offer applies to any off peak day return (08:00 or 08:45 Guernsey departures excluding Saturdays. Sunday applies any Guernsey departure time. Children must be accompanied by an adult (Maximum 3 children per adult booked).

Book via www.sarkshipping.gg or call our
Reservations Team on 724059

Fleet update/Operations

Corsaire de Sercq:

Corsaire de Sercq entered service on 2nd July. Thus far crew and passenger reaction has been positive. We are monitoring the schedule keeping and if required will make any adjustments for next season.



Sark Venture:

Sark Venture is operating normally and there have been no reported issues. Some additional maintenance work has taken place relating to replacement piping to the sea water cooling system. The vessel has yet to complete a lightship and incline survey (weather aborted in October 2020 followed by Covid restrictions) Survey is now booked for W/C 16th August.

Sark Viking:

Sark Viking is operating normally and there have been no reported issues.

Sark Belle:

The intention is to sell the Sark Belle at the tail end of the season (mid to late September) There is a UK buyer interested in purchasing the vessel and we will be seeking permission from P&F to make the sale.

Establishment



Staffing

Crew:- We are currently operating with a full crew complement.

We have qualified 1 new recruit plus one member of the existing crew as engineers and two other new members of crew are working towards engineering qualifications.

Office and Admin:- Earlier in the year the Company recruited Mrs Angela Willis as Finance Manager, to replace Mr Paul Burnard, Angie is a fully qualified accountant with many years experience working in the private sector.

It should also be noted that our employee co-funding with the States of Guernsey ended in June. The value of this contribution in this financial year alone is in excess of £60K

IT systems

The current IT (reservations) system is approaching the end of its useful life. The company that supplied the system are finding it more difficult to support and there is greater risk of failure. At this stage we have approached to suppliers of “off the shelf” ferry reservation systems (Hogia & Compass) This project is currently at a very early stage and a business case will be published in due course.

Summary

Volume, revenue, have been running better than budget and costs are running to budget. The cash flow is currently running better than forecast. Financially we are on target and there is still £180K that has NOT been drawn down on the loan agreed in 2020.

After the first two weeks of operation of the Corsaire de Sercq, operating to the published schedule, times have been acceptable and passenger and crew feedback has been very positive. We are monitoring the performance and will fine tune the schedule for 2022 if required.

The introduction of the 0845 GY departure to replace the 0800 is proving much less difficult to sell, to both GY residents and particularly visitors, and the 0845 and 1025 are booking up more evenly rather than the later sailing filling before numbers book on the early.

The visitor market (Guernsey and Sark) is by no means back to where it was in 2018/19. We are adding sailings if required when required, so apologise for what is a bit of a moving feast as regards set departure times.

The remainder of this season (and possibly next season) may be a bit of learning process therefore any feedback relating to any aspect of the service is more than welcome; if not essential.

We are always happy to discuss your ideas or concerns either by phone or call into the office.