

# IoSS update 14<sup>th</sup> October

Month October booked/travelled as 14th October

	2020	2019	var	% var
Day Trip	215	881	-666	-76
Group Day Trip	15	247	-232	-94
Period return	482	591	-109	-18
Group Period Return	0	111	-111	-100
Single	192	478	-286	-60
<b>Total</b>	<b>904</b>	<b>2308</b>	<b>-1404</b>	<b>-61</b>

## Volumes booked or travelled as of 14<sup>th</sup> October

Volumes, as expected are running significantly behind previous year. Carried up to and including 14<sup>th</sup> October we are currently running 51% behind previous year. Overall with Guernsey Half term in the next week we would expect to improve on the booked/travelled variance. We have (in conjunction with Sark Tourism introduced a Guernsey to Sark “Staycation” offer to try to encourage volume).

	2020	2019	% variance
Carried up to 14th Oct	492	1003	-51

**Rediscover Sark as a Tourist**

**Life of Sark Special Offer**

*As the summer season draws to a close take a short break to Sark*

**Guernsey to Sark up to 3 night 4 day fare:**  
**£25 adult return**  
**£12 child return**

To find accommodation, special offers and attraction offers visit:  
<https://club.visitguernsey.com>  
 or call the Sark Visitor Centre (01481) 832345

To make a booking telephone(01481) 724059 or call into our office on the White Rock

Offer applies to any sailings from Guernsey to Sark and return. Travel must be completed by Sunday 15th November

# June – September volume comparison by Market Sector

June - September volume (Legs)							
June				% travelled same period			
June	2020	2019	Var		2020	2019	Var
Dx	1217	7644	-6427	Dx	16	100	-84
GDX	202	4232	-4030	GDX	5	100	-95
<b>Total DX</b>	<b>1419</b>	<b>11876</b>	<b>-10457</b>	<b>Total DX</b>	<b>12</b>	<b>100</b>	<b>-88</b>
PR	1588	3012	-1424	PR	53	100	-47
Group PR	13	167	-154	Group PR	8	100	-92
<b>Total PR</b>	<b>1601</b>	<b>3179</b>	<b>-1578</b>	<b>Total PR</b>	<b>50</b>	<b>100</b>	<b>-50</b>
Single	162	769	-607	Single	21	100	-79
<b>Total</b>	<b>3182</b>	<b>15824</b>	<b>-12642</b>	<b>Total</b>	<b>20</b>	<b>100</b>	<b>-80</b>
July				% travelled same period			
	2020	2019	Var		2020	2019	Var
Dx	4671	11531	-6860	Dx	41	100	-59
GDX	928	5184	-4256	GDX	18	100	-82
<b>Total DX</b>	<b>5599</b>	<b>16715</b>	<b>-11116</b>	<b>Total DX</b>	<b>33</b>	<b>100</b>	<b>-67</b>
PR	5834	6648	-814	PR	88	100	-12
Group PR	185	78	107	Group PR	237	100	137
<b>Total PR</b>	<b>6019</b>	<b>6726</b>	<b>-707</b>	<b>Total PR</b>	<b>89</b>	<b>100</b>	<b>-11</b>
Single	461	1596	-1135	Single	29	100	-71
<b>Total</b>	<b>12079</b>	<b>25037</b>	<b>-12958</b>	<b>Total</b>	<b>48</b>	<b>100</b>	<b>-52</b>
August				% travelled same period			
	2020	2019	Var		2020	2019	Var
Dx	6746	13105	-6359	Dx	51	100	-49
GDX	1233	3547	-2314	GDX	35	100	-65
<b>Total DX</b>	<b>7979</b>	<b>16652</b>	<b>-8673</b>	<b>Total DX</b>	<b>48</b>	<b>100</b>	<b>-52</b>
PR	7861	5301	2560	PR	148	100	48
Group PR	102	133	-31	Group PR	77	100	-23
<b>Total PR</b>	<b>7963</b>	<b>5434</b>	<b>2529</b>	<b>Total PR</b>	<b>147</b>	<b>100</b>	<b>47</b>
Single	880	1172	-292	Single	75	100	-25
<b>Total</b>	<b>16822</b>	<b>23258</b>	<b>-6436</b>	<b>Total</b>	<b>72</b>	<b>100</b>	<b>-28</b>
September				% travelled same period			
	2020	2019	Var		2020	2019	Var
Dx	3895	6340	-2445	Dx	61	100	-39
GDX	306	2704	-2398	GDX	11	100	-89
<b>Total DX</b>	<b>4201</b>	<b>9044</b>	<b>-4843</b>	<b>Total DX</b>	<b>46</b>	<b>100</b>	<b>-54</b>
PR	3774	2791	983	PR	135	100	35
Group PR	62	134	-72	Group PR	46	100	-54
<b>Total PR</b>	<b>3836</b>	<b>2925</b>	<b>911</b>	<b>Total PR</b>	<b>131</b>	<b>100</b>	<b>31</b>
Single	329	771	-442	Single	43	100	-57
<b>Total</b>	<b>8366</b>	<b>12740</b>	<b>-4374</b>	<b>Total</b>	<b>66</b>	<b>100</b>	<b>-34</b>

**Volumes June to September** – Overall volumes, as expected were significantly behind the same period previous year.

Through June to September, apart from June, once Bailiwick travel opened up the staycation market from Guernsey has yielded good volumes of staying visitors to Sark ( July period return 2019 was a particularly good year, last Folk Festival & good weather, 2018 and 2017 the July period return volumes were 5,413 and 5,285 2020 6,019 which fits with the general trend experienced in 2020) Day trips fared less well with the lack of UK, continental visitors, and cruise ships but are broadly in line with our initial Bailiwick only volume projections

The following page shows the financial year performance by market sector in comparison to previous years and the average.

**Financially at the end of September, (end of our financial year) the Company had over £100k in the bank and to date we have not needed to draw down on the agreed loan.**

Jun- Sep	2020	2019	Var	%var
Dx	16529	38620	-22091	-57.2
GDX	2669	15667	-12998	-83.0
<b>Total DX</b>	<b>19198</b>	<b>54287</b>	<b>-35089</b>	<b>-64.6</b>
PR	19057	17752	1305	7.4
Group PR	362	512	-150	-29.3
<b>Total PR</b>	<b>19419</b>	<b>18264</b>	<b>1155</b>	<b>6.3</b>
Single	1832	4308	-2476	-57.5
<b>Total</b>	<b>40449</b>	<b>76859</b>	<b>-36410</b>	<b>-47.4</b>

# Financial Year (October 2019 – September 2020) volume comparison

	Passenger Volumes (legs)									Variance against average				
	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20		Average	Variance	% var		
Period return - Direct individual	19,505	19,611	17,776	18,420	19,854	18,277	20,511	21,149		19,136	2,013	11	Guernsey residents staycation,	
Period return - Direct Group	846	1,026	799	626	858	784	760	654		814	- 160	- 20	Groups tend to be weddings etc.	
Period return - Sark	2,214	2,118	2,370	2,622	2,331	2,360	2,421	1,200		2,348	- 1,148	- 49	Lockdown and then nowhere to go	
Period return - Agent individual	1,459	1,887	1,311	1,789	1,819	2,137	2,218	266		1,803	- 1,537	- 85	Agent bookings virtually all originate UK or continent	
Period return - Agent Group	132	24	34	-	-	-	-	-		27	- 27	- 100		
<b>Total Period Return</b>	<b>24,156</b>	<b>24,666</b>	<b>22,290</b>	<b>23,457</b>	<b>24,862</b>	<b>23,558</b>	<b>25,910</b>	<b>23,269</b>		<b>24,128</b>	<b>- 859</b>	<b>- 4</b>		
Day return - Direct individual	40,591	42,752	40,549	42,160	42,460	41,664	43,800	18,359		41,997	- 23,638	- 56	circa 145,000 missing UK/continental Guernsey staying visitors	
Day return - Direct Group	7,032	6,713	8,418	7,802	5,478	6,975	6,586	2,769		7,001	- 4,232	- 60		
Day return - X Sark	4,752	4,170	3,880	3,648	4,176	4,118	4,140	3,360		4,126	- 766	- 19	2 months lockdown	
Day return - Agent individual	3,268	3,365	3,808	4,943	4,398	5,956	5,811	463		4,507	- 4,044	- 90	Agent bookings virtually all originate UK or continent	
Day return - Agent Group	6,072	7,098	8,170	8,663	9,194	9,192	9,448	-		8,262	- 8,262	- 100		
<b>Total Day Return</b>	<b>61,715</b>	<b>64,098</b>	<b>64,825</b>	<b>67,216</b>	<b>65,706</b>	<b>67,905</b>	<b>69,785</b>	<b>24,951</b>		<b>65,893</b>	<b>- 40,942</b>	<b>- 62</b>		
Single GY & SK	7,978	8,086	7,243	6,561	6,184	6,724	6,444	3,171		7,031	- 3,860	- 55	SK hospitality staff and long term stayers reduced?	
Single SK (est)	1,786	1,510	1,276	1,274	1,127	1,107	1,196	400		1,325	- 925	- 70	Lockdown and then nowhere to go	
<b>Total Single</b>	<b>9,764</b>	<b>9,596</b>	<b>8,519</b>	<b>7,835</b>	<b>7,311</b>	<b>7,831</b>	<b>7,640</b>	<b>3,571</b>		<b>8,357</b>	<b>- 4,786</b>	<b>- 57</b>		
Excursion (cruise ship not including anchor Ss)	N/A	4,106	4,600	5,250	5,408	5,232	5,240	-		4,973	- 4,973	- 100	ALL cruise ships cancelled	
<b>Total</b>	<b>95,635</b>	<b>102,466</b>	<b>100,234</b>	<b>103,758</b>	<b>103,287</b>	<b>104,526</b>	<b>108,575</b>	<b>51,791</b>		<b>102,640</b>	<b>- 50,849</b>	<b>- 50</b>		
Agent	10,931	12,374	13,323	15,395	15,411	17,285	17,477	729		14,599	- 13,870	- 95	Agent bookings virtually all originate UK or continent	
Direct	75,952	78,188	74,785	75,569	74,834	74,424	78,101	46,102		75,979	- 29,877	- 39	145,000 missing UK/continental Guernsey staying visitors	
Excursion		4,106	4,600	5,250	5,408	5,232	5,240	-		4,973	- 4,973	- 100	ALL cruise ships cancelled	
Sark	8,752	7,798	7,526	7,544	7,634	7,585	7,757	4,960		7,799	- 2,839	- 36	2 months lockdown & nowhere to go	
<b>Total Volume</b>	<b>95,635</b>	<b>102,466</b>	<b>100,234</b>	<b>103,758</b>	<b>103,287</b>	<b>104,526</b>	<b>108,575</b>	<b>51,791</b>		<b>102,640</b>	<b>- 50,849</b>	<b>- 50</b>		
Day Trip	56,963	59,928	60,945	63,568	61,530	63,787	65,645	21,591		61,767	- 40,176	- 65		
Period Return	21,942	22,548	19,920	20,835	22,531	21,198	23,489	22,069		21,780	289	1		
Single	7,978	8,086	7,243	6,561	6,184	6,724	6,444	3,171		7,031	- 3,860	- 55		
Cruise Ship	-	4,106	4,600	5,250	5,408	5,232	5,240	-		4,262	- 4,262	- 100		
Sark Resident	8,752	7,798	7,526	7,544	7,634	7,585	7,757	4,960		7,799	- 2,839	- 36		
<b>Total Volume</b>	<b>95,635</b>	<b>102,466</b>	<b>100,234</b>	<b>103,758</b>	<b>103,287</b>	<b>104,526</b>	<b>108,575</b>	<b>51,791</b>		<b>102,640</b>	<b>- 50,849</b>	<b>- 50</b>	note: totals are booked and paid passengers there is a variable "no show" % of circa 1.5 to 4%	
Travelled	96,185	101,234	98,809	102,369	101,276	103,053	106,572	48,886		101,357	- 52,471	- 52		
No show	-	550	1,232	1,425	1,389	2,011	1,473	2,003	2,905		1,283	1,622	126	
No show %	-	0.6	1.2	1.4	1.3	1.9	1.4	1.8	5.6		1.2	4.4	357.2	
<b>Ex Sark</b>														
DX	4,752	4,170	3,880	3,648	4,176	4,118	4,140	3,360		4,126	- 766	- 19		
PR	2,214	2,118	2,370	2,622	2,331	2,360	2,421	1,200		2,348	- 1,148	- 49		
S	1,786	1,510	1,276	1,274	1,127	1,107	1,196	400		1,325	- 925	- 70		
<b>Sark Total</b>	<b>8,752</b>	<b>7,798</b>	<b>7,526</b>	<b>7,544</b>	<b>7,634</b>	<b>7,585</b>	<b>7,757</b>	<b>4,960</b>		<b>7,799</b>	<b>- 2,839</b>	<b>- 36</b>		

# Sark Belle

Week beginning 5<sup>th</sup> October Sark Belle developed a leak in one of the main engines head gasket. The vessel was taken out of service on Tuesday 6<sup>th</sup> October to replace the head gasket and the service was maintained using Sark Viking and 12 and under charters.

The vessel was due to return to service Friday 9<sup>th</sup> October regrettably during the run up sea trials there was a failure to one of the cylinder liners resulting in a complete loss of coolant to the engine.

Given the volumes of passengers booked for the weekend, the vast majority who were staying visitors with high economic value to both Sark and the Company, in order to ensure that their travel was not disrupted the Herm Trident was chartered to carry out a double rotation on Fri, Sat, & Sun. The volume/revenue more than covered the charter cost with a net gain to IOSS.

<b>Booked/Travelled Trident Charter</b>				
		<b>GY-SK</b>	<b>SK-GY</b>	<b>Total</b>
<b>Fri</b>	<b>09-Oct-20</b>	144	52	<b>196</b>
<b>Sat</b>	<b>10-Oct-20</b>	78	50	<b>128</b>
<b>Sun</b>	<b>11-Oct-20</b>	33	131	<b>164</b>
		<b>255</b>	<b>233</b>	<b>488</b>

The main engine on the Sark Belle has been changed over for the spare and the vessel resumed normal service Wednesday 14<sup>th</sup> October.

# Venture update 14<sup>th</sup> October

- **Main engine commissioning** – engines commissioned and sea trialled- vessel will be moving from St Sampson's to St Peter Port Wednesday 14<sup>th</sup> October pm
- **Stat X fire suppression system** – fitted and commissioned 6<sup>th</sup> October
- **Lightship & and incline survey** - The survey is booked for 19th 20th October. If all goes well sign off should be shortly thereafter. Please note the survey itself is weather dependant (this is the reason the original date had to be moved as the weather forecast for the previous booked days was not suitable.)
- An update is uploaded to the website ref the Venture: <https://www.sarkshipping.gg/news/venture-update> with some photos and dates.
- **New flooring** - will be fitted when cabin is complete (not required for certification low priority)

# New Vessel update 14th October

- We are in the process of planning and organising to bring the new vessel up to Guernsey 1<sup>st</sup> November (weather permitting)
- Vessel will then undertake crew familiarisation, port trials in Sark and Guernsey
- Following port trials any required modifications and re branding to be carried out over winter.
- We will target to get the vessel certified to go into service at the earliest opportunity.

The port testing and familiarisation will also give the opportunity to assess the operating parameters of the vessel in order that we can plan a schedule for 2021. Draft schedules for next season will be produced prior to December.