The Ferry to Hollyhock Isle



FundOpsHQ

A story about a concession



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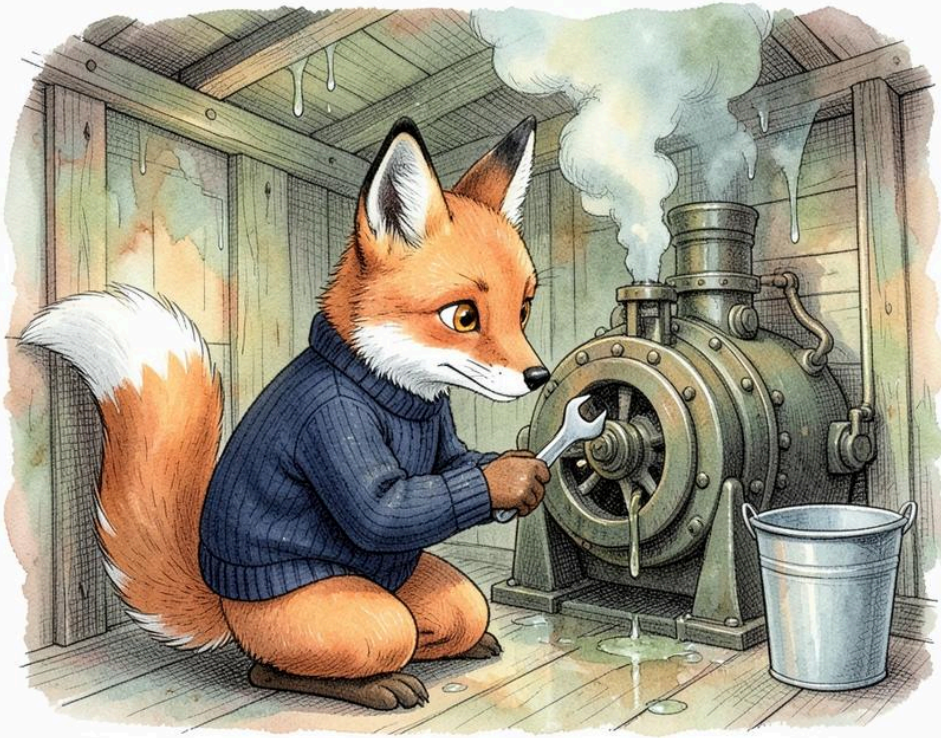
Fen the fox ran the little ferry between Hollyhock Isle and the mainland. Every day it carried bread, parcels, tools and anyone who needed to cross.



But the old ferry was tired. Its engine coughed, its deck leaked, and some days it could not sail at all.



The island needed a new ferry. Mabel the sheep, who looked after the harbour, had enough to keep patching the old one, but not to build a new one.



So Mabel asked Hugo the bear for help. His infrastructure fund invested in things a place needs for a long time, like bridges, pipes and ferries.



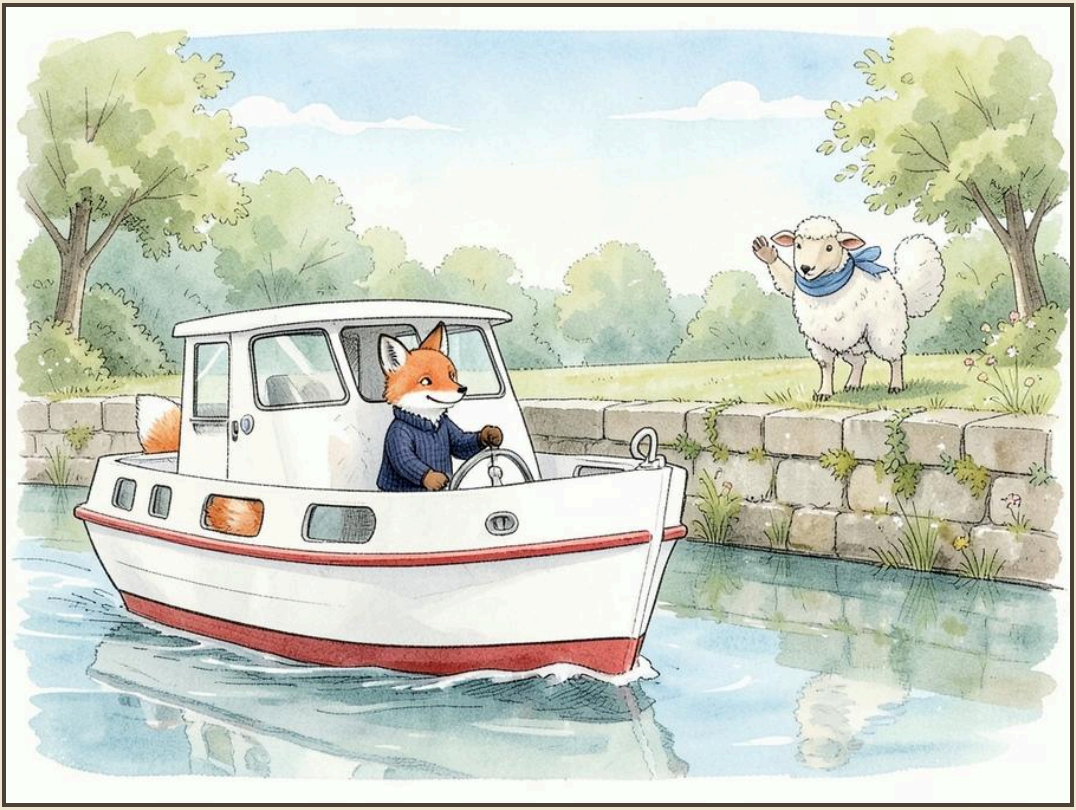
They agreed a concession. Hugo's fund would pay for a new ferry and run it for thirty years, keeping the fares, at prices the island agreed.



And when the thirty years were up, the agreement said, the ferry would pass to the island.



The ferry took two years to build, with no fares coming in. Paying to build something before it can earn is called greenfield. It takes patience.



Then one spring morning, the new ferry sailed into the harbour, bright and strong. Fen was its captain.



Every crossing brought in a few fares. Not much on any one day, but steady, day after day, year after year.



Fares paid for fuel, repairs and Fen's wages, and the rest went to the fund's investors. Many were pension funds, which need steady money for years.



One winter a storm blew for a week, and the ferry stayed safe in harbour. No fares came in, and Fen worried how to pay for fuel and repairs.



Hugo was not worried. "We kept money aside for days like this," he said. "A ferry is for thirty years, not for one winter."



The storm passed, and in the morning the ferry sailed again. Fen still sails it today, and one day, when the thirty years are up, it will belong to the island.



A note

The words in this book are real ones, explained simply. The animals and examples are made up, and real terms vary from fund to fund. It is not advice. The pictures were drawn with an AI image model and checked by hand.

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