



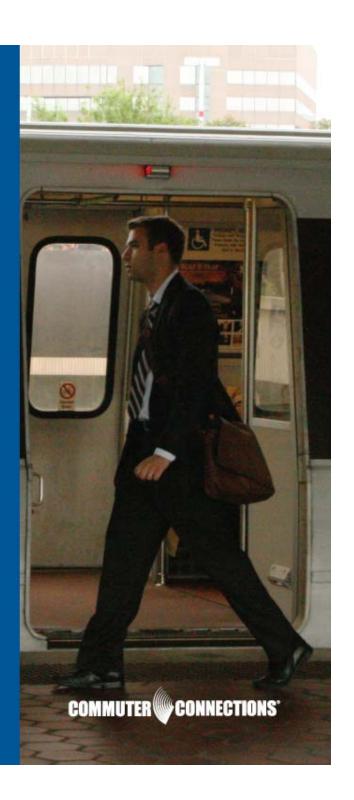
FY 2013 SECOND HALF MARKETING PROGRAM

- PROGRAM OBJECTIVES
- RIDESHARE AND GRH CAMPAIGNS
- 'POOL REWARDS
- BIKE TO WORK DAY
- NEWSLETTERS
- EMPLOYER RECOGNITION AWARDS



PROGRAM OBJECTIVES

- Convert single occupant vehicle (SOV) commuters to alternate modes of transportation
- Encourage continued use of alternate modes of transport
- Reduce vehicle trips and miles of travel
- Reduce vehicle emissions



RIDESHARE CAMPAIGN

RIDESHARE FOR REAL

STRATEGY

- Differentiate Commuter Connections
 - Commuter Connections trusted, regional provider of ridematching services for nearly 40 years
 - ✓ Over 30,000 commuters in database
 - ✓ Focus on long-term matches
- Seek more audience engagement
- Commuter Connections offers real people, who want to share rides and save real money



RIDESHARE CAMPAIGN

GEOGRAPHIC EMPHASIS ON MIDDLE AND OUTER RING COMMUTES

- Longer commutes, distance and time
- Fewer public transit options

MEDIA:

- Radio
- TV
- Online banner ads
- Promotions



TV

Campaign dates March 4 – June 23

Stations airing the spot include:

- WJLA News Channel 7,
- WUSA News Fox 5,
- Comcast



TV SPOT





RADIO

Eight radio stations promote ridesharing: Feb 25 – June 23





















RADIO SPOTS

2 :30s radio spots in English





2 :30s radio spots in Spanish





BE REAL

Commuter Connections offers real people who want to share rides real savings. Along with this comes real conversation. Things that might be running a bit short in the digital age.



APRIL 1- JUNE 30

HIGH PERFORMANCE WEATHER AND NEWS SITES FROM PAST CAMPAIGNS

- nbcwashington.com
- washingtontimes.com
- wjla.com
- wusa9.com
- RON/ROS popunders







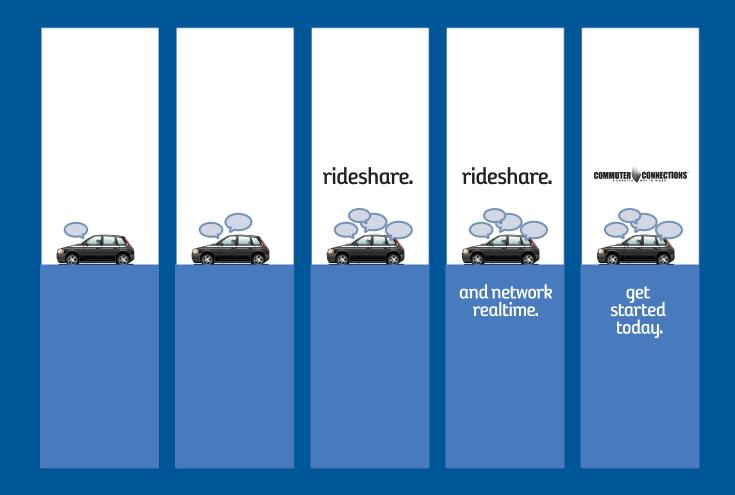




ABC - WEATHER









VALUE ADDS

- 5 traffic sponsorships per week WAFY, WWEG, WFMD, WFRE
- Bonus spots at no charge on WBQB, WFLS, WJLA, WUSA, WILC, Comcast
- 80 live traffic spots on WILC
- WRQX 80:30s promotional announcements, custom promotion
- 70,000 bonus impressions on NBC4.com

Paid Media: \$308,000

Added Value: \$94,070, additional 30.5%



PROMOTION WITH WRQX-FM

- April 1 through April 30, WRQX ran an online/on-air contest to encourage commuters to enter positive car pool/ rideshare stories for a chance to win a \$100 gift certificate to Chevy's Restaurants.
- Radio personality Chilli Amar pre-recorded a live sounding: 30-second promo.
- A total of 13 prizes valued at \$1,300 were provided by Chevy's Restaurants.





WRQX-FM PROMOTION - ENTRY COMMENTS

LINDA BENTON

"I was not only helping the drivers and saving them time, but I was saving money and always assured of a quick ride into DC. This was an efficient and fun way to get to work, and I met a lot of nice people along the way!"

GABRIELLE GIVENS

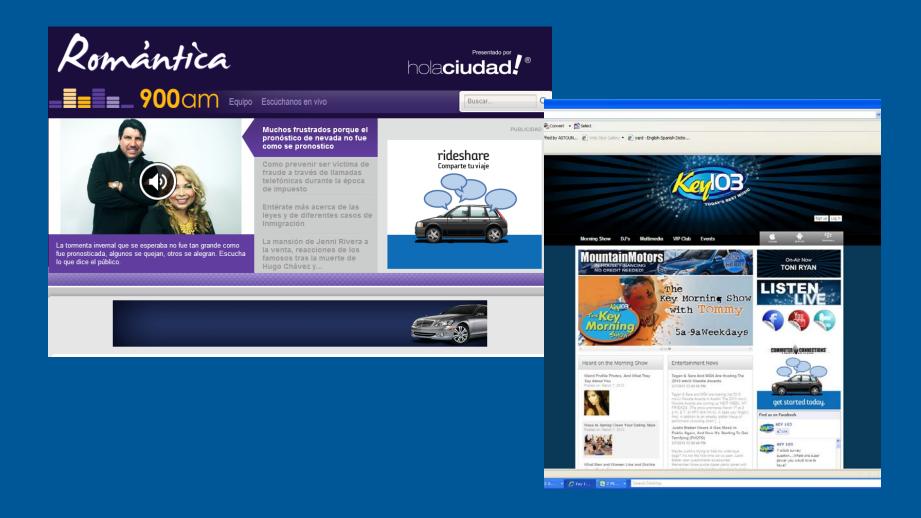
"Carpooling gives you a chance to chat and make new friends!"

DEMETRIA BALL

"Me and my buddy of 30 yrs are still bffs, I picked her up for work 2-3 times a week."



VALUE ADD BANNER ADS





MEMBER DONATED SPACE

Bus Kings from PRTC

Bus shelter from Prince George's County

Ride On bus king and bus shelter from Montgomery County

Bus King from Fairfax Connector

Transit interior from MARC

Newsletter 1/4 page color ad from VRE



DONATED SPACE BUS SIDE



Ride On Bus King (Montgomery County)





DIRECT MAIL

Real conversation, real friends, real savings... rideshare.

Get in on the real deal! Commuter Connections can help you find someone to defray costs of gas, tolls, and parking, while raising enjayment levels socially.

Register today at commuterconnections.org. It's FREE and finding rideshare partners just takes a few easy steps.

For your convenience, there are over 350 Park & Ride Lots suitable as gathering points throughout the Washington metropolitan area, and the vast majority offer free parking.

Register for Ridematching or Guaranteed Ride Home - today!

 To register simply visit commuterconnections.org to get started!

Once you create an account and sign up for ridematching,

Register for our free Ridematching and/or Guaranteed Ride Home programs online today at commuterconnections.org. Or to receive your matchilst by mail or email, simply fill out the application above. For questions, call 1.800.745.RUD. You may



rideshare. and network real time.

REGISTER HERE FOR RIDESHARING OR GUARANTEED RIDE HOME

Complete the form below, including sections A and/or B and return today or register online at commuterconnections.org.

	Employer/Agency									
Home Address	WorkAddress									
City State Zip	City State Zip									
County of Residence	County of Workplace									
Home Phone Number	Work Phone Number									
Email (Optional)	I start work at a.m. and stop work at p.m.									
Which of the following do you use to get to work? (duck all that apply) Drive Alone Carpool Vanpool Bicycle Walk Metrorail (circk all that apply) Blue Green Orange Red Yellow VRE (circle train line) Manassas Fredericksburg How many days per week do you use the above mode(s) to travel to work?	Bus (specify bus system & reus +- ar. Microthus Reuze NA) MARC (dride train line) Brunswick Camden Penn Other operity)									
Information and Schedules—Please send information about:										
MetroRail/Bus/ Telework/ Commuter Rail HOV SmarTrip Telecommute (VRE/MARC) Lanes	☐ Local Bus Transit ☐ MTA Transit ☐ Bicycling									
	Local Bus Transit MTA Transit Bicycling Section B Guaranteed Ride Home*									
SmarTrip Telecommute (VRE/MARC) Lanes Section A Carpool/Vanpool Ridematch Service Fill out the information below and we'll send you a matchlist of potential carpool or vanpool partners who like and work near you that have similar schedules. We'll also letyou know where the closest Park & Ride Lots are to your home.	Section B Guaranteed Ride Home* This program is only for commuters afreedy using a carpool, vanpool, bicycling, walking or taking public transit to work at least wice a week Once you sign up you'll receive an official Commuter Connections ID card with your Guaranteed Ride Home registration number.									
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I can arrive __minutes before or __minutes after my normal work time. Have questions or need more information? Visit commuterconnections.org or call 1.800.745.RIDE

COMMUTER CONNECTIONS

nales to sealth as



rideshare. it counts as social networking.

Share



GUARANTEED RIDE HOME CAMPAIGN

DON'T GET LEFT DANGLING

STRATEGY

- Lead with ridesharing. For those who rideshare, GRH is a safety net.
- Quick and frequent reads by radio personalities during drive time radio for highest effectiveness.
- By signing up for the Guaranteed Ride Home program, you will be safely delivered home from work, in the event you were left stranded.



GUARANTEED RIDE HOME CAMPAIGN





RADIO

Six radio stations promoting Guaranteed Ride Home March 4 – June 30















RADIO

:15 s Live Reads

Left dangling after sharing a ride into work? Get a Guaranteed Ride Home in case of emergency. Visit commuterconnections.org to register for the Guaranteed Ride Home program or call

800-745-RIDE. Some restrictions apply.

Get home with the Guaranteed Ride Home program if you rideshare and are left dangling at work. Sign up at commuterconnections.org. That's Commuter Connections dot org or call 800-745-RIDE. Some restrictions may apply.

Don't be left dangling. If you rideshare, you can get an emergency ride home through the Guaranteed Ride Home program. Sign up at commuterconnections.org or call 800-745-RIDE.

Some restrictions apply.











VALUE ADDS

Bonus spots at no charge on ESPN and WTOP.

 40 billboards on WASH, WWDC, WITH, WBIG

Paid Media: \$132,000

Added Value: \$24,000, additional 18.2%



VALUE ADD BANNER ADS



odonnellcompany

COMMUTER CONNECTIONS

DONATED SPACE - BUS SHELTERS









DONATED SPACE BUS SIDE



PRTC Bus King



DIRECT MAIL





FY13 SECOND HALF MEDIA BUDGET (NET FIGURES)

RADIO

GRH - \$132,000

RS - \$136,00

BTWD - \$25,500

POOL REWARDS- \$35,000

TV (RS) - \$150,000 ONLINE (RS) - \$22,000

POOL REWARDS STREET TEAM - \$12,500

PRINT ADS

BTWD - \$4,500

ERA - \$5,500



MEDIA SCHEDULE (NET)

Commuter Connections 2013 Spring Umbrella		Media Schedule: Specific Dates Spots Run (Week of)																		
GRH		Campaign to Run	2/25	3/4	3/11	3/18	3/25	4/1	4/8	4/15	4/22	4/29	5/6	5/13	5/20	5/27	6/3	6/10	6/17	6/24
		3/4/13-6/29/13																		
		3/4/13-6/29/13																		
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Rideshare		2/25/13-6/22/13																		
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	Radio	2/25/13-6/22/13																		
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		2/25/13-6/22/13																		
		3/11/13-6/23/12																		
	≥	3/11/13-6/23/12																		
		3/11/13-6/23/12																		
		April 1-June 30																		
	Online	April 1-June 30																		
	O	April 1-June 30																		
		April 1-June 30																		





FY 2013 SECOND HALF MARKETING & SPECIAL EVENTS TIME LINE

2013

Jan Distribute creative to media vendors

Feb Rideshare campaign launch

Mar GRH campaign launch

Apr 'Pool Rewards Street Team events

May Bike to Work Day



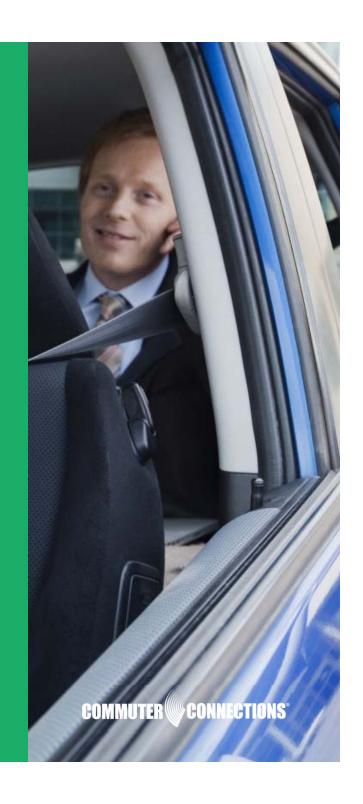


'POOL REWARDS CAMPAIGN

Promoted alongside Rideshare

To increase likelihood of finding ridematch sharing similar commute and promote at regional employers

- January-April: ETC contest with winning company receiving radio-hosted social event
- April 11th and 25th: Street teams, wearing branded polos, attended events to share with employees the benefits of 'Pool Rewards. Branded chocolates, bags and 'Pool Rewards collateral were handed out to promote 'Pool Rewards, ridesharing, and direct people to the website to register.
- Live Traffic Reads



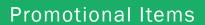
STREET TEAM





STREET TEAM



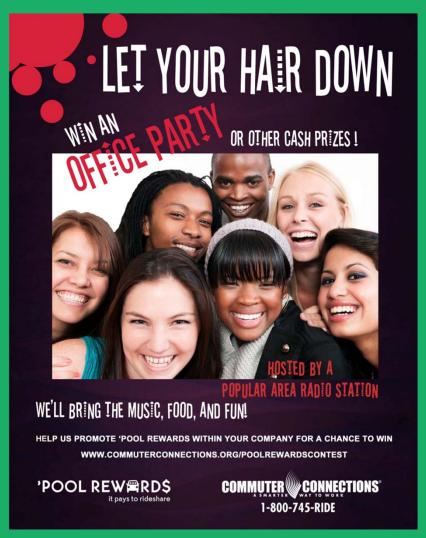








SOCIAL EVENT



odonnellcompany

COMMUTER CONNECTIONS

RACK CARD







BIKE TO WORK DAY 2013

Goals

- Promote bicycling as a viable commute option
- Continue to build regional participation
- Encourage employer engagement, participation, & sponsorship
- Engage participants through social media







MARKETING EFFORTS FOR BIKE TO WORK DAY

Poster and rack cards

T-shirt

Pit stop banners

Social media

Radio

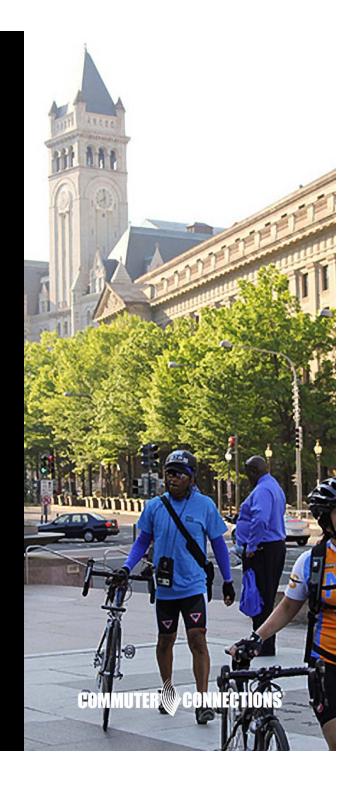
Media placements

Print ads (Washington Post Express)



BIKE TO WORK DAY SPONSORSHIP

- Reached a record-breaking cash total of \$48,550, a 6.5 percent increase over 2012.
- In addition, in-kind sponsorships of \$17,450, exceeded last year's total by 13 percent.



SPONSORS

Gold













Silver









Bronze



















RADIO

Radio spot







POSTERS - ENGLISH & SPANISH





RACK CARD

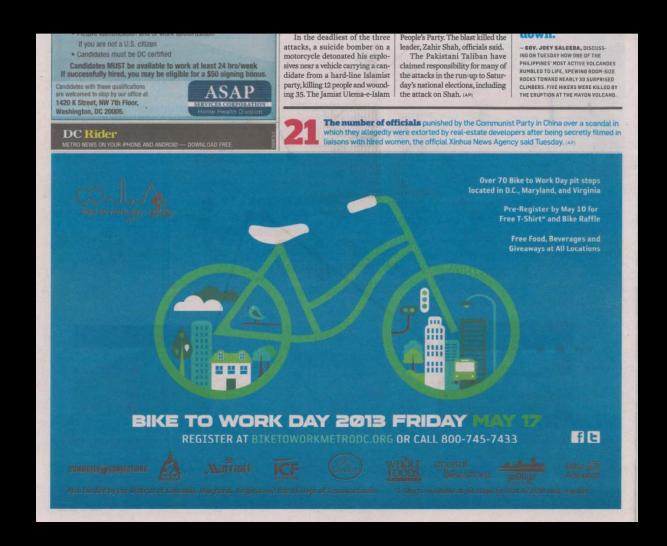








NEWSPAPER AD





WEBSITE







EMPLOYER RESOURCES

EVENT INFO

FIRST TIME RIDER INFO REGISTER NOW

SPONSORS



Bike to Work Day

On Friday May 17, 2013 Commuter Connections and the Washington Area Bicyclist Association invites you to join over 10,000 area commuters for a celebration of bicycling as a clean, fun and healthy way to get to work. Attend one of over 70 pit stops throughout D.C., Maryland, and Virginia to receive a free T-shirt, refreshments, and be entered into a raffle for a free bicycle!

REGISTER NOW







PIT STOPS

Seventy pit stops will host Bike to Work Day events throughout D.C., Maryland and Virginia. Take a break at a pit stop on your way to work for lots of food, fun and prizes. Register now, it's free!

Read more

COMMUTER CONVOYS

Bicycle commuter convoys are forming now for Bike to Work Day on May 17th. All bicyclists are welcome to join the free convoys and there's no need to sign up. Convoys are led by experienced bicycle commuters. Read more

FIND A RIDE BUDDY

Use the Washington Area Bike Forum to find a ride buddy for Bike to Work Day or join an online discussion about bicycling in the Washington, D.C. area.

Read more

EVENT POSTER

Download a PDF please of the Bike to Work Day 2013 event poster. Email it to your family, friends and co-workers.

SPONSORS

Bike to Work Day organizers wish to thank our generous sponsors who help make this regional event possible. Please visit our

INCREASE YOUR BICYCLING SKILLS

WABA's adult bicyclist opportunities are available for a wide range of skill sets from beginner to advance



TWITTER







FACEBOOK





EARNED MEDIA RESULTS

Bike to Work Day was covered in the media with radio announcements, newspaper and online articles and social media via blogs.

Before Event

May 15th, Nicholas Ramfos joined Greg Billing of WABA for an interview with Monika Samtani of WUSA 9.

Day of Event

May 17th, two segments aired on ABC 7's "Good Morning Washington" featuring Nicholas Ramfos.



NEWS SPOTS





Nicholas Ramfos





SOCIAL CLIMATE



More than 14,500 registered for Bike to Work Day 2013, a 15% increase over last year. On behalf of Commuter Connections, thanks for participating

Facebook



Commuter Connections (Sike TellforkDay

Metro to host two pit stops on Bike to Work Day, May 17th to promote bicycling to Metro and taking Metro to work.

wmata.com/about_metro/ne...

Expand

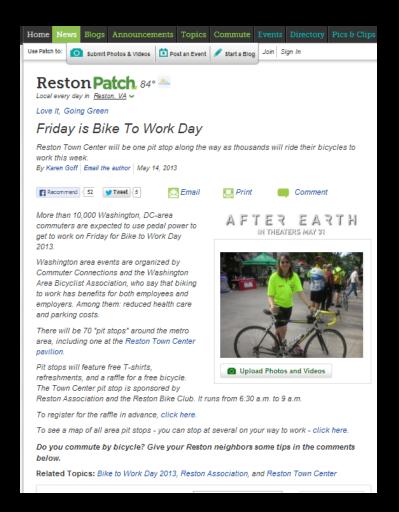
Twitter

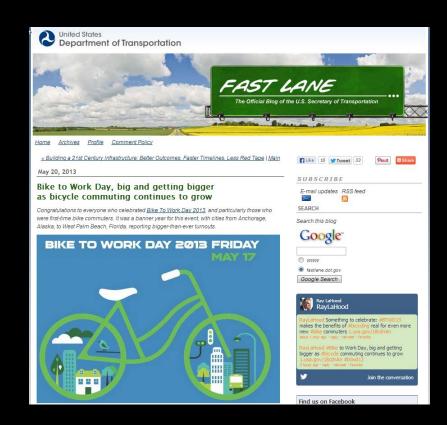




14 May

BLOGS (PRE- AND POST-EVENT)









ELECTED OFFICIALS



Mayor Vincent C. Gray



ELECTED OFFICIALS



D.C. Council member Tommy Wells





T-SHIRTS ARE A HIT



Collector's editions



GIVEAWAYS



THE RESULT: ATTENDANCE RISES AGAIN!

Over 70 pits stops for the event, up 20 % from 2012 Participation up by 15% over last year with 14,600 registered





SUCCESS!



SUCCESS!



SUCCESS!







NUMBER OF BTWD PARTICIPANTS BY YEAR





BTWD NEWS EXCERPTS

CBS DC – "More than 10,000 Washington area cyclists are expected to pedal their way to the office"

The Washington Post - Dr. Gridlock - "bike commuters in D.C. have nearly doubled since 2007, reaching 3.5 percent of commuters."

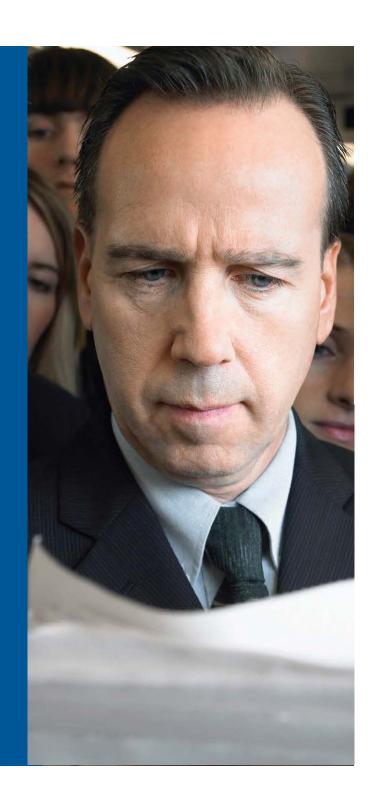
Maryland Dept of Transportation- "Communities across Maryland and around the country will hold rallies, parties, pit stops, and other fun events to celebrate and promote cycling to work on Friday, May 17. Whether you are a first timer or a weekend rider, Bike to Work Day is a great way to discover how biking can be a fun everyday transportation option. "

Downtown DC.org BID – "What a wonderful Bike to Work Day! More than 900 bicyclists rolled into the Downtown pit stop at Freedom Plaza."



EMPLOYER RECOGNITION AWARDS

- Engage with regional employers who deliver measurable commuter benefits
- Increase recognition level of award and event
 - Winner seals provided to 2013 winners
 - Press release, Commuter Connections
 - Newsletter coverage
- Awards Ceremony will be held on June 25th at the National Press Club.



CORPORATE SAN A

PROMOTIONAL EFFORTS FOR EMPLOYER RECOGNITIONS AWARDS

Invitations

Program booklet

Podium sign

Giveaways

Trophies

Video

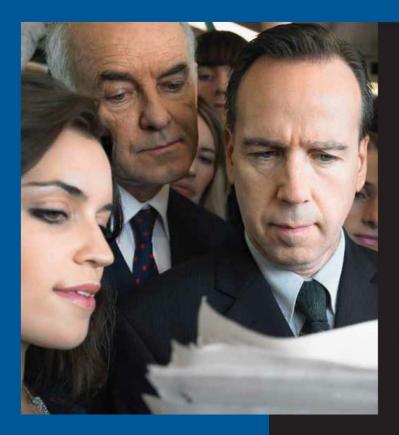
Press Release

Print ad

Winner Seals



INVITATION



TUESDAY, JUNE 25, 2013 8:30 a.m. - 10:00 a.m.

NATIONAL PRESS CLUB

losted by

The Metropolitan Washington Council of Governments' National Capital Region Transportation Planning Board

529 14th St. NW, Washington D.C. 20045 Corner of 14th & F • 13th Floor Ballroom Metro Center • Exit onto 13th St.

RSVP www.commuterconnections.org/rsvp by JUNE 19,2013. For questions contact Stacey Walker swalker@mwcog.org, 202.962.3327.

We congratulate employers in the Washington metropolitan region that voluntarily initiated programs encouraging employees to use commute alternatives.

AWARDS are given in the categories of INCENTIVES, MARKETING & TELEWORK.

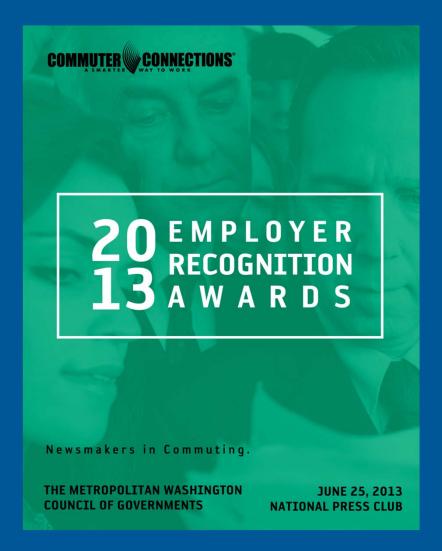
COMMUTER CONNECTIONS

10 EMPLOYER RECOGNITION A W A R D S

Newsmakers in Commuting



PODIUM





AWARDS CEREMONY PROGRAM BOOKLET



Commuter Connections encourages the general public and area businesses to support the adoption of alternative commute

reduced auto emissions. The Commuter Connections Annual Employer Recognition Aw who have voluntarily initiated programs that facilitate the use of such alternatives, those that marketed alternative commuting options, initiated a successful telework made using alternative transportation modes easier and more attractive than driving.

applicants were evaluated by a selection committee made up or fransportation beman professionals. Winners were chosen for their ability to offer measurable commuter ber consumption and emissions through fewer vehicle trips and miles traveled. In addition policies that have positively influenced the lives of their employees and the region as a

Incentive

Commuter incentives reward and encourage employees for using alternative means of commuting. They also help to attract and retain employees. Incentives can come in many forms from transit and vanpool subsidies or pre-tax benefits to preferred

-site amenities, free shutt

part of a successful commuter ployee participation rates in ell-informed decisions about tive on the job. Marketing to change commuter drive

oloyees to dramatically reduce days per week. For employers, tion, teleworking provides for loyees.





NOMINEES

- Ameritel Corporation
- Barwood Transportation
- Bethesda Urban Partnership
- Council of Better Business Bureaus
- Discovery Communications
- Europ Assistance USA
- First Potomac Realty Trust
- GEICO
- George Washington University
- Imagination Stage

- Institute for Defense Analyses
- Lerch, Early, Brewer
- National Cancer Institute (NCI)
- National Institutes of Health
- Social & Scientific Systems, Inc.
- The Nature Conservancy
- United Educators
- United Nations Foundation
- Washington Eye Physicians & Surgeons





FY13 SPRING NEWSLETTER



PRE-TAX COMMUTER BENEFIT INCREASES

In 2012, the amount of monthly pre-tax income that mass transit commuters were able to pay for transit and vanpool fares dropped from \$230 a month to \$125, while the tax-free parking benefit for drivers increased by \$10, to \$240 monthly, based on a cost-of-living adjustment.

As a result of the recent "fiscal cliff" legislation, the mass-transit commuter benefit was increased to \$240, retroactive to January 1, 2012. In addition, the limit was raised to \$245 to be on par with the monthly parking benefit.

"For 2013, there is no longer a financial bias in the federal tax code against public transit use," said Michael Melaniphy. president and chief executive officer of the American Public Transportation Association.

The \$245-a-month transit commuter tax benefit will expire on Dec. 31, 2013, unless Congress extends it to continue to match the same level as the parking tax benefit, officials said.

TELEWORKING IS (STILL) GOOD FOR BUSINESS

With the recent news that Yahool and Best Buy were ending their telework programs, the question has been raised as to whether teleworking is still a valuable business practice.

If you look a little more in depth at the reasons these companies ended their teleworking programs, you'll note that both of them were having financial problems and needed to "get back to basics" by bringing everyone back into the office. In fact, one CEO said that this move was "not a comment on teleworking but is what we need to do



FEDERAL ETC UPDATES

Employee Transportation Coordinator

NIH MOVING 3,000 TO BETHESDA



ONE THIRD OF FEDERAL WORKERS TELEWORK DURING STORMS

research facility and a 400-space parking garage.

With Hurricane Sandy and Snowmageddon affecting our region in recent years, the importance of business continuity through teleworking has been brought to the forefront once more.

with one five story building, and build a 341,000 square foot

We estimate that approximately one-third of the nearly 300,000 federal employees in the D.C. area telework on days when the government buildings close due to weather," said Thomas Richards, a spokesman for the Office of Personnel

While this is a great statistic and shows that teleworking is important, OPM's latest annual "Status of Telework in the Federal Government" report to Congress, less than eight percent of federal employees in the entire country telework on a regular basis. According to the report, "management resistance" is cited as the primary barrier to teleworking, closely followed

Although it is clear that teleworking is important, there are still challenges to its widespread use. Commuter Connections has put together case studies that can help federal employers

On the www.FederalETC.orn website, case studies are available that explore what other federal agencies are doing. One such

The National Institutes of Health (NTH) announced plans to relocate 3,000 employees to its Bethesda campus over the next

The NIH campus holds 20,262 employees, already making it the largest employer in Montgomery County. To house the new employees, NTH plans to build 1.6 million square feet of research space and 775,000 square feet of administrative and support space. The plans also call for changing existing surface parking lots into pedestrian malls and parking garages, to add both green space and parking.

However, there is concern that the additional employees are expected to add more than 400 cars to the already crowded stretch of Rockville Pike. According to the Montgomery County Planning Department, there is some worry that the addition of more employees may cause more traffic congestion, and they are understand how to build telework programs. working with NIH to address this.

At the Walter Reed Medical complex across the street, the military is planning to replace five existing hospital buildings



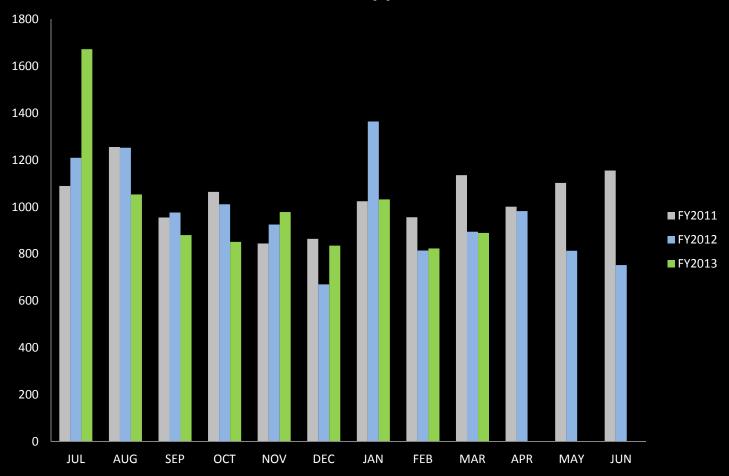


RESULTING
APPLICATIONS
FOR BOTH
RIDESHARE &
GUARANTEED
RIDE HOME
PROGRAMS

CONNECTIONS

RESULTS: RIDESHARE APPLICATIONS (MONTHLY)

Rideshare Applications

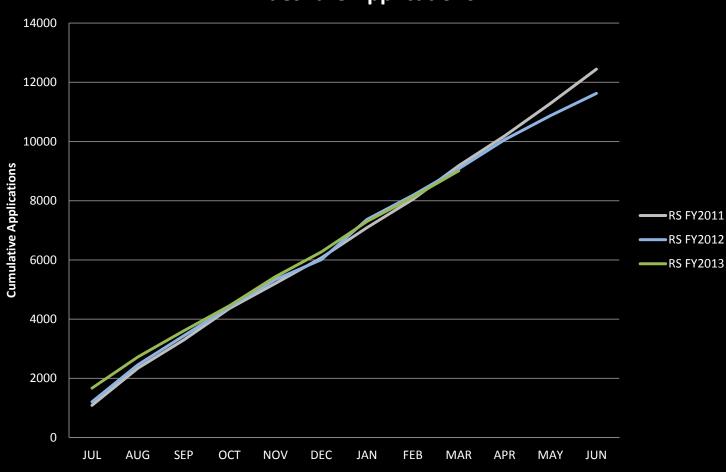






RESULTS: RIDESHARE APPLICATIONS (CUMULATIVE)

Rideshare Applications





RESULTS: GRH APPLICATIONS (MONTHLY)

GRH Applications 1800 1600 1400 1200 1000 ■ FY2011 ■ FY2012 800 ■FY2013 600 400 200 AUG JUL SEP OCT NOV DEC JAN FEB MAR APR MAY JUN





RESULTS: GRH APPLICATIONS (CUMULATIVE)

GRH Applications





FY 2014 LOOKING AHEAD

- Summer newsletter
- Car Free Day
- Continuation of 'Pool Rewards campaign
- Rollout of FY14 regional umbrella campaign
- Development of spring 2014 umbrella campaign creative

