



HANDOUTS

from previous meeting

July 14, 2009



Final

Conformity Statement through March 31, 2009

Employers with 100 or more employees

***includes new plus maintenance companies
*this number includes companies less than 100

	July 1, 2008 through March 31, 2009 Level 3 Employers	July 1, 2008 through March 31, 2009 Level 4 Employers	July 1, 2008 through March 31, 2009 Levels 3 & 4 <100 Employers	Confirmed to Date including <100 Employers for Levels 3 & 4 (through 3-31-09)	Amount Needed to Attain Goal for Levels 3 & 4	Goal to attain for new clines	Total Goals ***	TERM Counts FY08*
Alexandria	6	2	3	11	0	10	21	21
Arlington	8	8	2	18	0	12	93	118
DC	6	4	6	16	0	10	115	142
Fairfax	31	10	1	42	0	20	61	62
Frederick	4	0	0	4	0	4	5	2
Loudoun	7	2	0	9	0	9	17	10
Montgomery	21	8	6	35	0	22	172	100
Prince George's	2	0	0	2	2	4	28	17
PRTC	7	0	0	7	0	7	14	5
Tri-County	1	0	0	1	0	1	4	2
Total	93	34	18	145	2	99	530	479

Conformity Statement through March 31, 2009

Employers with less than 100 employees*

	Level 3 Employers	Level 3 # of employees	Level 4 Employers	Level 4 # of employees	Counted toward Conformity
Alexandria	16	344	0	0	3
Arlington	10	231	0	0	2
DC	17	574	1	44	6
Fairfax	5	158	0	0	1
Frederick	0	0	0	0	0
Loudoun	0	0	0	0	0
Montgomery	40	557	5	95	6
Prince George's	1	88	0	0	0
PRTC	0	0	0	0	0
Tri-County	0	0	0	0	0
Total	89	1952	6	139	18

* Companies that have less than 100 employees are added with other companies until the total is 100. This means that the number of employees is the determining factor, not the number of employers, but rather the number of employees.

Draft

Conformity Statement through June 30, 2009

Employers with 100 or more employees

***includes new plus maintenance companies
**this number includes companies less than 100

	July 1, 2008 through June 30, 2009 Level 3 Employers	July 1, 2008 through June 30, 2009 Level 4 Employers	July 1, 2008 through June 30, 2009 Levels 3 & 4 <100 Employers	Confirmed to Date including <100 Employers for Levels 3 & 4 (through 6-30-09)	Amount Needed to Attain Goal for Levels 3 & 4	Goal to attain for new clines	Total Goals ***	TERM Counts FY08**
Alexandria	6	2	3	11	0	10	21	21
Arlington	18	13	4	35	0	12	93	118
DC	8	5	7	20	0	10	115	142
Fairfax	41	18	3	62	0	20	61	62
Frederick	4	0	0	4	0	4	5	2
Loudoun	7	2	0	9	0	9	17	10
Montgomery	27	12	7	46	0	22	172	100
Prince George's	3	0	0	3	1	4	28	17
PRTC	7	0	0	7	0	7	14	5
Tri-County	1	0	0	1	0	1	4	2
Total	122	52	25	199	1	99	530	479

Conformity Statement through June 30, 2009

Employers with less than 100 employees*

	Level 3 Employers	Level 3 # of employees	Level 4 Employers	Level 4 # of employees	Counted toward Conformity
Alexandria	18	366	0	0	3
Arlington	16	327	4	75	4
DC	20	636	3	62	7
Fairfax	9	313	0	0	3
Frederick	0	0	0	0	0
Loudoun	0	0	0	0	0
Montgomery	49	608	11	133	7
Prince George's	1	88	0	0	0
PRTC	0	0	0	0	0
Tri-County	0	0	0	0	0
Total	113	2338	18	270	25

* Companies that have less than 100 employees are added with other companies until the total is 100. This means that the number of employees is the determining factor, not the number of employers, but rather the number of employees.

WageWorks Commuter Benefits

Recruit. Retain. Inspire. Satisfy. Compete. What Do You Want Your Commuter Benefits to Do?

WageWorks combines superior technology and service to deliver the most advanced Commuter Benefits solution available. Our wholly owned and managed, 100 percent compliant solution provides employers and participants with the ultimate in convenience and control. Whether your goal is to increase participation, lower benefits costs, consolidate your benefits portfolio, or help protect the environment, WageWorks has a Commuter solution that is right for your organization. And with a network covering more than 500 operators in over 350 metropolitan areas across all 50 states, WageWorks' commuter options are second to none. Our Commuter solution can have a measurable effect on the success of your benefits program. In fact, several of WageWorks clients have been recognized by the Environmental Protection Agency and the Department of Transportation as the Best Workplaces for Commuters.

Experience the Advantage of Our Total In-house Solution: Our Network. Our People. Our Responsibility.

At the heart of WageWorks' Commuter solution is the industry's most advanced, fully-integrated benefits platform. WageWorks' wholly owned and managed platform works seamlessly with virtually any transit, parking or vanpool provider, and offers both administrators and participants one consistent and consolidated experience.

- ▶ **The WageWorks Web Site** – WageWorks provides both employees and plan administrators with a single, secure and powerful online portal with which to manage every facet of their accounts and programs.
- ▶ **WageWorks' Buy My Pass Option** – Employees choose their transit provider and pass type and the rest is automatic. Employees will receive their transit pass or tickets in the mail every month or SmartCard or other electronic passes will be reloaded automatically.
- ▶ **WageWorks' Payment Options** – With WageWorks, your participants can enjoy the convenience of multiple payment options, including Card-based and direct-to-provider payments.
- ▶ **The WageWorks Commuter Card** – WageWorks' proprietary Commuter Card handles the complicated back-end payment logic, so no matter how many commuter options are paid for with the Card, participants enjoy the same swipe and go convenience.
- ▶ **The WageWorks Experience** – WageWorks manages and maintains the entire Commuter experience, from implementation and enrollment to pass distribution and provider payments. By taking everything in house, we eliminate many of the problems associated with piecemeal, subcontracted solutions.

WageWorks Commuter Benefits: Measuring Success.

- ▶ Increased FICA savings
- ▶ 90% participant satisfaction
- ▶ Industry high participation rates and increases
- ▶ Industry high debit card activation rates

Commuter Plan Options

- ▶ Transit, Vanpool and Parking
- ▶ Commuter plus FSA or Wellness Benefits offer employers a comprehensive solution

Contact a Solutions Specialist | 1-866-602-3887

Among Our Clients

- ▶ 29% of the "Fortune 500 Largest U.S. Companies"
- ▶ 40% of the "Fortune 100 Largest U.S. Companies"
- ▶ 24% of the "Fortune 100 Best Places to Work"
- ▶ 34% of *Working Women Magazine's* "100 Best Places to Work"

Commuter Accounts with Benefits

For Participants

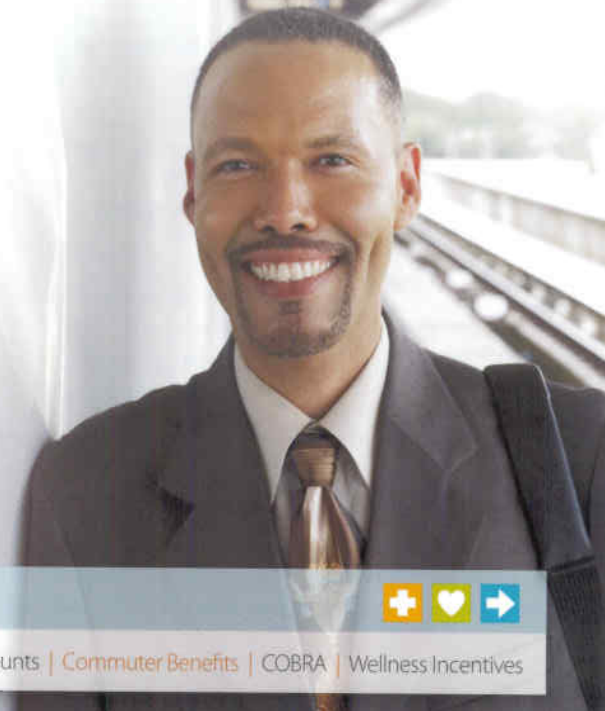
- ▶ Home delivery of transit passes with funds auto-deducted from paychecks.
- ▶ Convenience throughout the entire experience, from initial enrollment and free home pass delivery
- ▶ Choice of transit and parking options with the widest selection of providers nationwide
- ▶ Unmatched customer service

For Employers

- ▶ Seamlessly integrated Commuter options
- ▶ Reduced administrative burden through elimination of cumbersome cash-based reimbursement programs that require ongoing out-of-pocket purchases and delayed check-based or electronic payback
- ▶ Increased participation and lower benefits costs
- ▶ WageWorks is immediately responsive to any changes in IRS regulations

For Partners

- ▶ Choice of a single product and partner/employer branded solution
- ▶ Or as an extension to other WageWorks solutions



WAGEWORKS' COMPLETE MODULAR SOLUTION

Health Savings Accounts | Health Reimbursement and Retiree Arrangements | Flexible Spending Accounts | **Commuter Benefits** | COBRA | Wellness Incentives



WageWorks' Commuter Benefits: Selected Features and Capabilities

FEATURE	CAPABILITY	EMPLOYER BENEFIT	EMPLOYEE BENEFIT	WageWorks EXCLUSIVE
Nation's Leading Commuter Benefits Provider	<ul style="list-style-type: none"> ▶ National coverage in all 50 states in over 350 metropolitan areas – 98.6% of all transit options ▶ Proprietary platform, reliable fulfillment centers ▶ Our founders helped author Section 132(f) 	<ul style="list-style-type: none"> ▶ Helps attract and retain a strong workforce ▶ Promotes environmental responsibility and corporate sustainability ▶ Full support for multiple locations ▶ No administrative burden 	<ul style="list-style-type: none"> ▶ Reduced commuting costs ▶ Reduced carbon footprint ▶ Easy access to pre-tax dollars ▶ Additional transit savings in select locations ▶ No stress, no hassle, no problems 	√
Convenient Online Transit and Parking Enrollment	<ul style="list-style-type: none"> ▶ Customizable messaging ▶ Public transportation, vanpool or parking 	<ul style="list-style-type: none"> ▶ Convenience of paperless enrollment ▶ Promotes increased participation 	<ul style="list-style-type: none"> ▶ Ease and convenience of online enrollment ▶ Participants can sign up, make changes, or cancel at any time 	√
Online Enrollment	<ul style="list-style-type: none"> ▶ Comprehensive catalog of communications material ▶ Essential plan sponsor resources 	<ul style="list-style-type: none"> ▶ Aligns easily with any communication strategy ▶ Customizable, on-demand electronic collateral and Web site messages 	<ul style="list-style-type: none"> ▶ Our pre and post-enrollment communications material makes it easy to understand how to save money ▶ Access to relevant plan information 	√
Transit and VanPool Payment Options	<ul style="list-style-type: none"> ▶ WageWorks' Commuter Card – reusable, stored-value card ▶ Buy My Pass ▶ SmartCards ▶ Vouchers 	<ul style="list-style-type: none"> ▶ Fully compliant with IRS regulations ▶ If it's not in our system, we'll add it ▶ Reliable fulfillment center – 99.70% accuracy for transit pass delivery 	<ul style="list-style-type: none"> ▶ 500 operators in all 50 states in over 350 metropolitan areas with free home delivery of passes ▶ Convenient access to pre-tax dollars ▶ Control over dollar value, number of rides or time periods 	√
Parking and Vanpool Options	<ul style="list-style-type: none"> ▶ Pay My Parking – similar to online bill pay ▶ WageWorks Parking Card – reusable, stored-value card ▶ Pay Me Back claims – quick turnaround ▶ Vanpool – direct payment feature or vouchers 	<ul style="list-style-type: none"> ▶ Flexible platform – we can work with any garage and offer special tools for employer-owned facilities ▶ No administrative burden 	<ul style="list-style-type: none"> ▶ We make it easy for employees to save money on parking expenses ▶ Comprehensive payment options ▶ Reliable, hassle-free service 	√
Employee-Participant Web site	<ul style="list-style-type: none"> ▶ Secure, multi-use and plan, self-service account portal and administrative site 	<ul style="list-style-type: none"> ▶ Reduced administrative burden ▶ Increased participant plan ownership and satisfaction 	<ul style="list-style-type: none"> ▶ Convenience ▶ Instant, secure access to account funds and information, as well as resources 	√
In-plan Communications	<ul style="list-style-type: none"> ▶ Claims and event-driven email notifications/alerts 	<ul style="list-style-type: none"> ▶ Reduced administrative burden ▶ Increased administrator and participant satisfaction 	<ul style="list-style-type: none"> ▶ Increased account visibility and control ▶ Convenience ▶ Account confidence 	√
WageWorks Customer Service	<ul style="list-style-type: none"> ▶ 100% onshore call center ▶ Available Mon - Fri, 8 am - 8 pm EST ▶ 24-hour IVR 	<ul style="list-style-type: none"> ▶ Reduced administrative burden ▶ Increased participant satisfaction 	<ul style="list-style-type: none"> ▶ Clear explanation of benefits ▶ Friendly, knowledgeable assistance ▶ Immediate issue resolution 	√
Plan Sponsor Web site	<ul style="list-style-type: none"> ▶ Secure, multi-plan, online administrative portal ▶ Program reporting and reconciliation 	<ul style="list-style-type: none"> ▶ 24-hour access to program information, comprehensive reporting and a downloadable collateral and plan sponsor resource library 	<ul style="list-style-type: none"> ▶ Informed plan administrators 	√
Account Management	<ul style="list-style-type: none"> ▶ Dedicated Client Service Teams ▶ Quarterly reviews ▶ Client satisfaction surveys ▶ Plan sponsor communications 	<ul style="list-style-type: none"> ▶ Rapid response ▶ Quantitative and qualitative insight into plan performance. ▶ Comprehensive oversight ▶ Toll-free Client Services line 	<ul style="list-style-type: none"> ▶ Optimized plan service and administration 	√

About WageWorks, Inc.

By more effectively driving participation in consumer-directed tax-advantaged benefits programs, WageWorks can better align employees' needs with corporate benefits strategies. We lower the cost of living for more than a million families. We help with wellness, child and elder care and commuting expenses all through benefits like FSAs and HSAs. We also provide Retiree Health Care and COBRA Services.

Your Commuter Benefits Program

Brought to you by **WageWorks**

Going Your Way. Save big — however you get to work.

Do you commute? Chances are you can save a lot on taxes.

Train. Bus. Subway. Parking your car, at work or at the station. However you ride, the Commuter Benefits Program — sponsored by your employer and brought to you by WageWorks — lets you pay for your eligible commuting costs through automatic, pre-tax payroll deductions. It works virtually anywhere you do. And all it takes is a quick online order to get your transit pass delivered to your home every month and set up direct parking payments.

If you pay to ride or park on your way to work, you can save. Don't miss out!

Round-trip savings

Saving is simple. Just go online, choose your transit pass, parking provider, or both, and the rest is automatic. The more you spend, the more you save on your taxes — up to \$1,600 or more each year. **How?** Keep reading, or visit www.getwageworks.com/commuter.

It's covered!

Train, bus, subway, or vanpool. Chances are they're eligible. The program works for any transit system, anywhere, plus any parking provider or vanpool operator nationwide. No matter where you live and work, you're covered.

Easy riding

Stop going out of your way to buy transit passes, standing in line, and waiting for reimbursement. Get your pass mailed directly to your home every month instead. And pay for parking just as easily, with automatic monthly payments direct to your provider.

Ready to sign up?

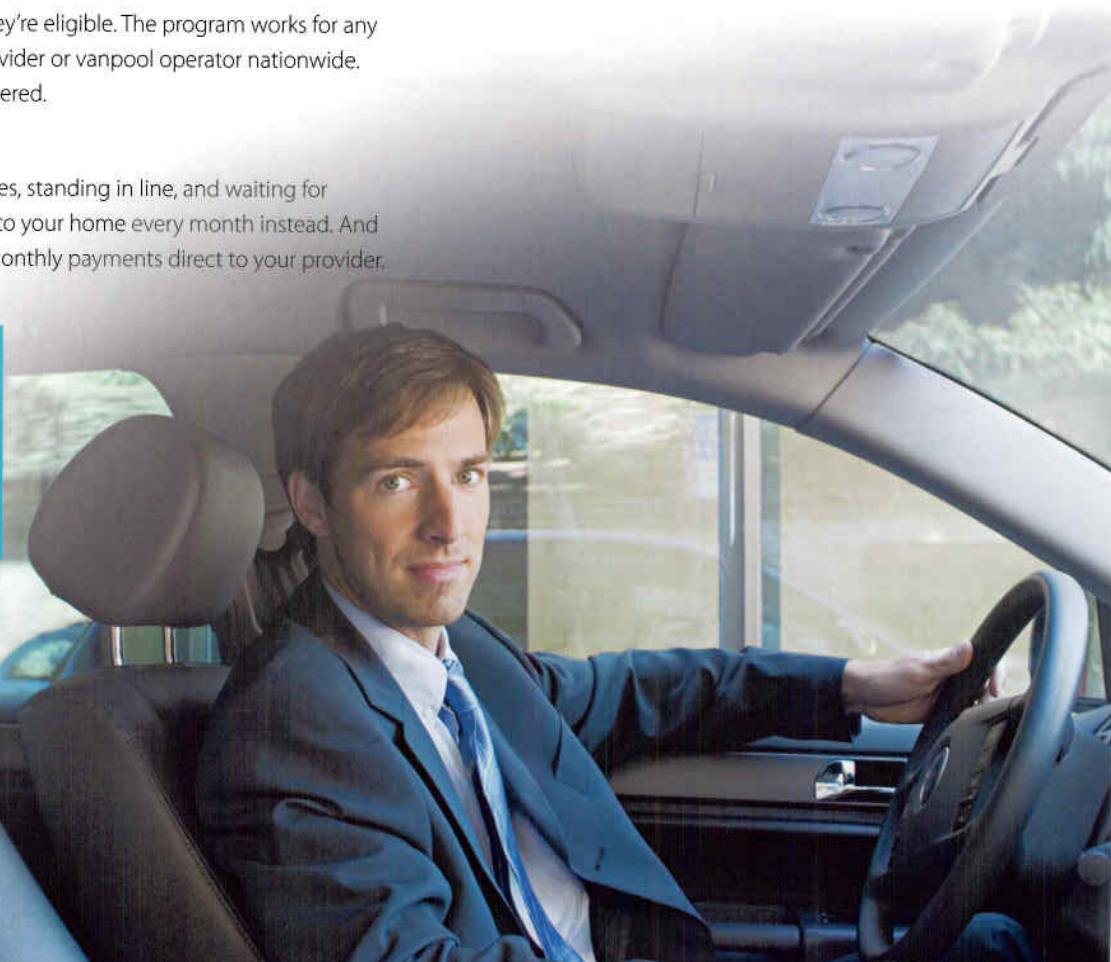
You can enroll at any time, so there's no reason to wait. Just go to www.getwageworks.com/commuter, or see the back for more details.

Traveling companions: Your employer and WageWorks

This program is sponsored by your employer and brought to you by WageWorks — the nation's leading provider of consumer-directed savings and spending accounts.

WageWorks sets the standard for convenience and flexibility with easy access to your account, no-hassle payment options, comprehensive online tools, and expert support. Millions of employees nationwide enjoy the WageWorks advantage to save money and make smart choices about their health care, dependent care, and commuter expenses.

See the back for a closer look at how you can save and how much ►



Under the hood: Savings, convenience, and flexibility

Save automatically, every month

The program works by setting aside a portion of your paycheck before taxes are deducted to pay for your qualified commuting expenses. When you enroll, just select your transit provider and pass, parking provider and monthly cost, or both. It's that simple.

Every month your employer deducts the money automatically, and WageWorks uses it to pay your commuting expenses. You see your savings on your paycheck, in the form of **reduced tax withholding**. How much depends on your commuting expenses and your taxes; check out the table at right to figure your savings.

The program even delivers your transit pass or tickets by mail each month, in time for the month they're valid — or reloads your SmartCard or other electronic pass. For parking, **Pay My Parking** lets you schedule monthly direct payments online to your provider. And if your expenses vary from month to month or your provider only accepts cash, you can also send in a **Pay Me Back** claim form for quick reimbursement.

Hop on anytime — enroll in minutes

There's no annual open enrollment period, so you can sign up or make changes whenever you choose — online or by phone. And because you can also cancel before the monthly cut off, unlike some other pre-tax programs, you don't need to worry about spending your account balance by the end of the year.

How do you commute?

No matter how you get to work — if it costs money, the program can probably help you save. Use it for:

- ▶ Bus, light rail, regional rail, streetcar, trolley, subway, or ferry
- ▶ Vanpool
- ▶ Parking at or near work
- ▶ Parking at or near public transportation for your commute

Sign up online

Just visit www.getwageworks.com/commuter, or call 877-WageWorks (877-924-3967) Monday through Friday, from 8 a.m. to 8 p.m. Eastern Time.

Questions?

For more information about monthly enrollment, participation, and eligible expenses, please visit www.getwageworks.com/commuter. To talk to a trained expert who can help you take advantage of the program, call the **WageWorks Learning Center** at 877-WageWorks (877-924-3967) Monday through Friday, from 8 a.m. to 8 p.m. Eastern Time. You can also refer to your employer's benefits materials or ask your benefits department.

Tax savings — see for yourself

Your savings work by lowering the income that's subject to federal income tax, FICA (Social Security), and state income tax (in most states). Your savings depend on your commuting expenses and your tax situation, plus the monthly limits set by the IRS.

Bottom line: **Most people save between \$500 and \$1,600 a year.**

Here's an example — try it yourself, or visit

www.getwageworks.com/commuter for an online calculator.

ESTIMATED ELIGIBLE EXPENSES	EXAMPLE	YOUR ESTIMATE
Public transportation	\$115	
Vanpool		
Parking at work or transit stop	\$220	
Total	= \$335	=
Total taxes (40%)*	x 0.40	x 0.40
Estimated savings per month**	= \$134	=
Estimated savings per year	= \$1,608	=

* Based on a marginal federal income tax of 25%, FICA (Social Security) tax of 7.65%, and state income tax of 7.35%.

** Tax savings amounts are examples provided for illustrative purposes only. They are based on federal, state, and FICA (Social Security) taxes that you do not have to pay through payroll deductions on amounts used to fund your account. Your actual savings may vary depending on your marginal income tax rate, whether you pay state income taxes, and other factors. Some states do not recognize qualified transportation fringe benefits tax exclusions for this program.



COMMUTER CONNECTIONS FY 2010 Employer Outreach Training Sessions and Schedule

1. Social Marketing and TDM

How to use the new media in pitching TDM to potential and current clients. If you like facebook or if you twitter this is for you.

October 2009

2. Sales training bootcamp

Soup to nuts sales – how to win the client and satisfy your customers. A great opportunity to reinvigorate your sales efforts.

January 2010

3. LEED Green Building Certification & TDM

How you can use TDM strategies from Employer Outreach program services to meet “Green Building” requirements. A very insightful look at using this strategy as part of the Employer Outreach sales process.

March 2010

4. Self-Assessment and Communication

Using personality indicators and using the latest in personal and personnel communication skills. Tools to use for finding your talents and reinforcing your strengths.

June 2010

