

COMMUTER CONNECTIONS REGIONAL TDM MARKETING GROUP FY 2022 MARKETING ACTIVITY

1.1.11

SEPTEMBER 21, 2021

COMMUTER CONNECTIONS PROGRAM OBJECTIVES

- Encourage alternatives to SOV commuting
- Reduce vehicle trips and miles traveled
- Reduce traffic congestion and improve air quality



FY22 MARKETING ACTIVITIES SUMMER/FALL SCHEDULE

Regional TDM Recovery Marketing Campaign Newsletters Summer/Fall Car Free Day 2021 Employer Recognition Awards Brochure (call for nominations)



REGIONAL TDM RECOVERY MARKETING CAMPAIGN

Odonnellcompany

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OBJECTIVES & STRATEGY

- Maximum Campaign Budget: \$550,000
 - Transit-Dependent Campaign \$385,000
 - General Audience Campaign \$165,000
- Increase transit ridership with emphasis on bus; raise awareness around safety protocols
- Secondary objective: focus on encouraging Metrorail, commuter rail, as well as carpool and vanpool use with familiar partners



MARKETING COMPONENTS

Transit-Dependent Campaign

- Streaming & Traditional Radio
- Hispanic Radio
- Transit Ads
- Text Messages
- Streaming TV
- Direct Mail
- YouTube
- Social/Digital/Influencers
- Key Influencers
- Earned Media

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Regional TDM Recovery Campaign

General Audience Campaign

- Streaming & Traditional Radio
- Broadcast TV
- Social/Digital/Influencers
- Text Messages
- YouTube
- Earned Media



EARNED MEDIA STRATEGY

Regional TDM Recovery Campaign

- Social media posts
- Pitch and establish relationships with transit journalists
- Press release
- Outreach to transit-dependent community organizations
- Earned media placements
- Thought leadership pieces (including Washington Post Op-Ed)
- Developed compelling infographic content





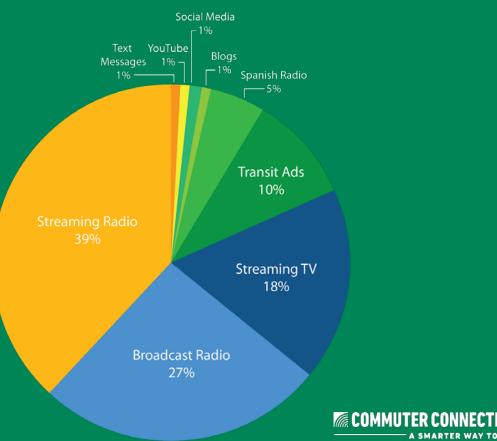
MEDIA SPEND Transit-Dependent

Streaming Radio	\$ 111,385
Broadcast Radio	\$76,789
Spanish Radio	\$14,692.25
Transit Ads	\$27,035
YouTube	\$740
Blogs	\$600
Social Media	\$500
Streaming TV	\$50,689.75
Text Messages	\$800
Total	\$283,231

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Regional TDM Recovery Campaign

SMARTER WAY TO WORK

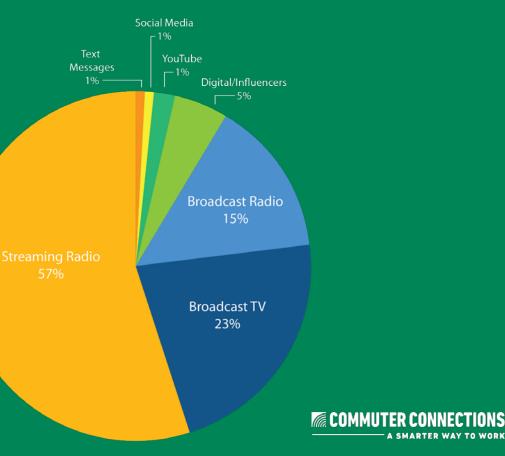


MEDIA SPEND General Audience

Streaming Radio	\$79,000
Broadcast Radio	\$20,736.60
Broadcast TV	\$31,798.50
YouTube	\$740
Digital/Influencers	\$6,550
Social Media	\$500
Text Messages	\$400
Total	\$139,725

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Regional TDM Recovery Campaign



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ADDED VALUE SUMMARY

Media Partner NBC4 Pandora Spotify WTOP WLZL WHUR WPGC Audacy Total

Added Value 30 spots (:30 length) Banners 300x250 Banners 640x640 47 spots (:30 length) 60 spots (:30 length) 30 spots (:30 length) 60 spots (:30 length) Social media campaign

Estimated value \$18.525 \$36,000 \$28,000 \$15,935 \$4.860 \$5,625 \$6,000 \$15,000 \$129,945

Regional TDM Recovery Campaign



RADIO ADS Diversity

Regional TDM Recovery Campaign



Hip Hop/Urban Hits Weekly Listeners: 486.2K Ethnic Composition:

66% African American 14% Hispanic 20% Other



Urban Contemporary Weekly Listeners: 556.4K Ethnic Composition:

87% African American3% Hispanic4% Caucasian6% Other



Spanish Contemporary Weekly Listeners: 142K Diverse, affluent and bilingual.

Reaches 1 out of 3 Hispanic households in DC weekly Over half of listeners are from Central America



All News Weekly Listeners: 810,000 Ethnic Composition:

34% Black 8% Hispanic 58% Other



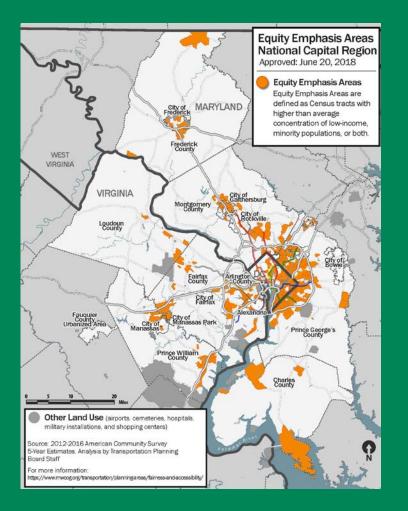
RADIO ADS Targeted

Regional TDM Recovery Campaign





EQUITY EMPHASIS AREAS COVERAGE MAP



Regional TDM Recovery Campaign



RADIO ADS Transit-Dependent

:30 and :15 radio spots

Regional TDM Recovery Campaign





RADIO ADS Transit-Dependent

:30 and :15 radio spots



Streaming Radio Companion Image

:30 Radio English

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Regional TDM Recovery Campaign



:15 Radio English

:30 Radio Spanish



RADIO ADS General Audience

:30 and :15 radio spots

Streaming Media Canadora® Spotify





Regional TDM Recovery Campaign

RADIO ADS General Audience

:30 and :15 radio spots



Streaming Radio Companion Image

Regional TDM Recovery Campaign



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:15 Radio English



Blog Article



SPONSORED

Local Transit and Ridesharing is Back, Offering Commuters a Safe Ride to Work

PoP Sponsor August 23, 2021 at 12:15pm



After working from home for so long, preparing to go back into work will feel a bit strange. You've got to find real clothes to wear, remember how to act "normal" around coworkers and pack lunch — but you don't have to worry about your commute.

Local transit and ridesharing is back, and D.C. commuters can get from point A to point B safely thanks to <u>Commuter Connections</u>, the regional network of transportation organizations, a program of the National Capital Region Transportation Planning Board at the Metropolitan Washington Council of Governments.

Whether you're taking the local bus, commuter rall, Metrorail or Metrobus, you can be sure each method of public transportation is following all current safety guidelines.

Plus, if you experience an unexpected emergency, those who commute at least two days a week by transit, ridesharing, bicycling, scootering or walking can use <u>Guaranteed Ride Home</u> — for free, up to four rides per year.

Or, if you'd prefer to carpool/vanpool, share a ride to work with your coworkers, neighbors or household members and follow current safety guidelines. You can even form a commute circle with your rideshare group for added safety.

Regional TDM Recovery Campaign



DIGITAL BANNER ADS

Regional TDM Recovery Campaign









- SPACED SEATING
- LOW COST

COMMUTER CONNECTIONS. A SMARTER WAY TO WORK



VIDEO (YOUTUBE & STREAMING TV) Regional TDM Recovery Campaign Transit-Dependent



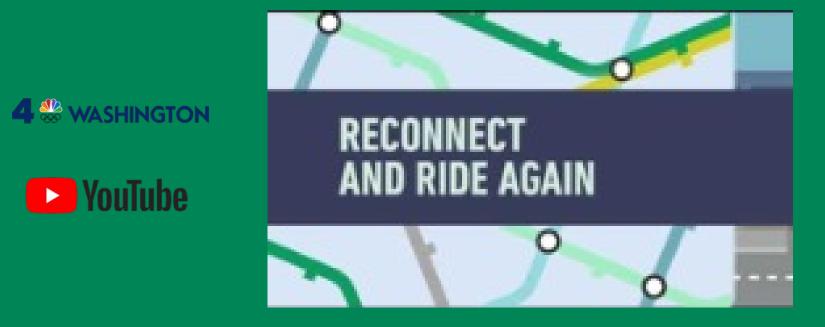








VIDEO (YOUTUBE & BROADCAST TV) Regional TDM Recovery Campaign General Audience







SOCIAL MEDIA

Regional TDM Recovery Campaign





TRANSIT ADS (Paid)

Regional TDM Recovery Campaign







TRANSIT ADS (Donated)

Transit space donated by:

- PRTC Omniride
- Fairfax County Connector
- Montgomery County Ride On
- Prince George's County *TheBus*



Regional TDM Recovery Campaign



COMMUTER CONNECTIONS.

DONATED TRANSIT ADS

Regional TDM Recovery Campaign





TEXT MESSAGES Transit-Dependent

Loss - Tore Back Name Coman

Look again! Your local transit is doing everything it can to keep you safe and connected. Reconnect and ride, safely. commuterconnections.org



Message #1:

Look again! Your local transit is doing everything it can to keep you safe and connected. Reconnect and ride, safely. commuterconnections.org 800.745.RIDE

Message #2:

Take another look. Reconnect and ride with us safely on your local bus, Metrobus or rail, or commuter bus or train. commuterconnections.org 800.745.RIDE

Message #3:

Look again—the bus is clean and ready to roll. See all that your local transit service is doing to keep you safe at commuterconnections.org 800.745.RIDE.

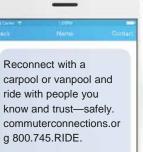
Regional TDM Recovery Campaign





TEXT MESSAGES General Audience

Regional TDM Recovery Campaign





Message #1:

Reconnect with a carpool or vanpool and ride with people you know and trust—safely. commuterconnections.org 800.745.RIDE

Message #2:

Form a commute circle with your rideshare group and follow current safety guidelines. More ways to enjoy your commute: commuterconnections.org 800.745.RIDE

Message #3:

For ways to stay safe, healthy and happy while you catch up with your rideshare group and commute, visit commuterconnections.org 800.745.RIDE.

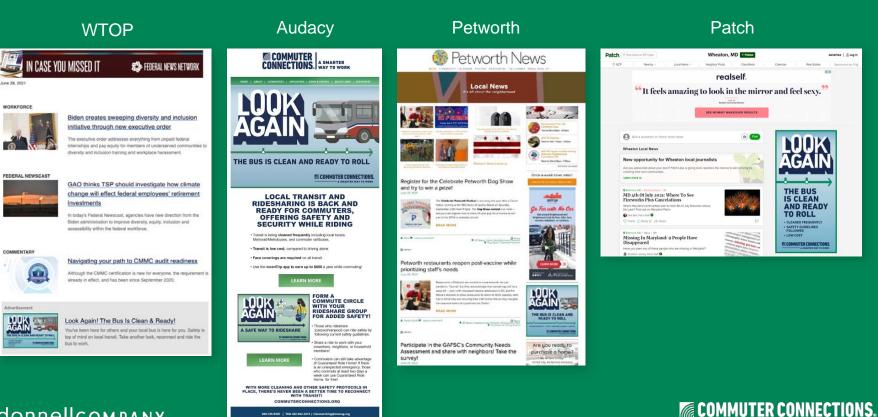




NEWSLETTERS

Regional TDM Recovery Campaign

A SMARTER WAY TO WORK



100 202.962.3213 | ridematching@mwcog.org

MILITARY GUIDE AD

Regional TDM Recovery Campaign



COMMUTER CONNECTIONS

INFOGRAPHICS

Regional TDM Recovery Campaign





SELF-MAILER

Regional TDM Recovery Campaign



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OV95 Since transmit Orkenassies Off-refericiations DOTH Gently How many days per week drama and the above models! to travel to work? Information and Schedules - Please send information above. Compatibility D. Marcelly C. Company Rel D. HOY Strategy Marcelly McMARC C.Lastika Sent C.H'S Sent D.Rodes Section & | Carpool/Vanpool Ridematch Service Section 8 | Guaranteed Ride Home* Fill out the information below and we'll send you a matching of This program is only for commuters already using a carpool. verpool, binycling, welking or taking public resnals to work an least textor a week. One you support receive an official Controlled Connections ID cord with your Guaranteed Bule Nome registration. potential corport or vargent partners who live and work near you that have similar schedules. Will also be you bries where the closest Park & Bide Loss are to your horse. Historested is a carpoil would you prefer to: minket China fat. OBachelo Othershouse

REGISTER HERE FOR GUARANTEED RIDE HOME OR RIDESHARING Register enline at commuterconvections arg or complete the form below and return today!

Employed America

It internated in a varyo	si waald you perfor to	1.0000000000	Supervisor's Phone Number**
Claim Drip	C Ride Drily	El Share Drong	How many miles is it from home to work one way?
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LOOK AGAIN ... FREE GUARANTEED RIDE HOME.

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Guaranteed Ride Home:

Go to commuterconnections.org to sign up for a Guaranteed Ride Home* IGRI0 – FREC reliable ridea home when an unexpected personal or family emergency. Eness, or unscheduad overtime occurs. If you carpool, unayood, taxe public manuf. Homey, or waits to some at least home a week, sign public private in the loss are problems that may erise!

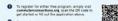
- We'll arrange for a free taxi. Ubec or rental car to get you home up to four times each yeart Available Monday through Friday from 6 a.m. to 10 p.m. · GRH is far commuters working in the Washington or Baltimore regions.

Free Carpool and Vanpool Online Ridematching Service Available: A carpool or varipool can reduce the trustration of your commute, and finding someone to ride with is free and easy with Commuter Connections.

Scan Code

cargenting app and catch or other a rise along peut route!

Register for Guaranteed Ride Home or Ridematching - today!

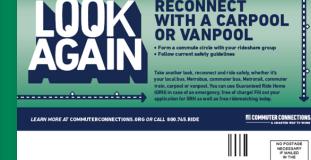


Sign up for ridematching and you can go online to view and print an instant matchtiat of potential carpool/vanpool parimers today.

There is absolutely no cest or com-For questions, call 1.800.745.810E.

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POOL REWARDS







A SMARTER WAY TO WORK

Metropolitan Washington Council Of Governments Commuter Connections 777 N Capitol St Ne Ste 300 Washington DC 20077-0637

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GRH POSTCARD

Regional TDM Recovery Campaign

COMMUTER A SMARTER CONNECTIONS. A SMARTER Way TO WORK Metropolitan Washington Council of Governments 777 N. Capitel Street, Mr. Suite 300 Washington, DC 20026-4290

RE-REGISTER FOR GUARANTEED RIDE HOME

If you commute to and from work by carpool/vanpool, transit, bike, or walk at least twice a week, Guaranteed Ride Home (GRH) is still here to make sure you always have a safe, reliable ride home should an unexpected event, unscheduled overtime, illness, or emergency arise. What's more?

You can still access GRH for FREE!

Commuter Connections* is a network of organizations providing free direct ridematching, commuter incentive programs, and information in the District of Columbia, Maryland, and Virginia. PRESORTED NON-PROFIT U.S. POSTAGE PAID Permit No. 9770 Washington D.C.



Reactivate your registration to keep this essential free* perk going! Call Commuter Connections today to reactivate your account at **1.800.745.RIDE** so you are all set when you return to your office.

For free information and resources to improve your commute, and to register for other free commuter programs and services, visit commuterconnections.org or call 1.800.745.RIDE.

"Some restrictions apply.

COMMUTER CONNECTIONS

O Printed on recycled paper



GRH RENEWAL HTML EMAIL

Regional TDM Recovery Campaign



Reactivate your registration to keep this essential free* perk going! Call Commuter Connections today to reactivate your account at 1.800.745.RIDE so you are all set when you return to your office.



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If you commute to and from work

You can still access GRH for FREE!

For free information and resources to improve your commute, and to register for other free commuter programs and services, visit commuterconnections.org or call 1.800.745.RIDE * Some restrictions apply

Commuter Connections® is a network of organizations providing free direct ridematching,

commuter incentive programs, and information in the District of Columbia. Marvland, and

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Virginia.

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COMMUTER CONNECTIONS. - A SMARTER WAY TO WORK

Unsubscribe

CAR FREE DAY METRO DC 9.22.21

CAR FREE DAY 2021 EVENT

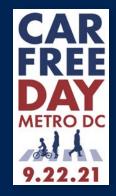


STRATEGY

Objectives

- Promote alternative modes of transportation for commute and lifestyle
- Encourage taking the pledge to go car free or car-lite
- Reduce auto emissions and traffic congestion
- Generate in-kind sponsorships
- Offer prizes and promotions as incentives
- Engage employers, general public and area universities
- Raise awareness of Commuter Connections as a resource for travel options
- Provide information on safe and healthy travel options

Car Free Day



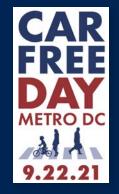


MARKETING COMPONENTS

- Website
- Posters
- Social Media
- Traditional and Internet Radio
- Digital Banner Ads
- Native Articles
- YouTube Video

- Text Messaging
- Email Blast
- Earned Media
 - Placements
- Donated Transit Space
- Key Influencer Blog
 - College Promotion









PROCLAMATION

Car Free Day



WHEREAS, the National Capital Region Transportation Planning Board (TPB) is the Metropolitan Planning Organization for the Washington, DC region; and

WHEREAS, the TP8 through its Commuter Connections program organizes and promotes the annual Car Free Day event along with its jurisdictional network members throughout the region; and

WHEREAS, Car Free Day invites citizens of the region to telework and try alternative forms of transportation such as bicycling, walking, transit and "car-lite" methods such as carpools and vanpools in a safe and healthy manner; and

WHEREAS, Car Free Day benefits the National Capital Region through improved air quality, mobility, energy conservation, and reduced parking demands; and

WHEREAS, Car Free Day corresponds with the culmination of European Mobility Week's 20th celebration of sustainable mobility from September 16-22, 2021.

NOW therefore, be it resolved that the National Capital Region Transportation Planning Board:

- 1. Proclaims Car Free Day throughout the Washington Metropolitan region to be observed on Wednesday, September 22, 2021; and
- 2. Encourages citizens to take the pledge to be Car Free or Car-lite at www.carfreemetrodc.org; and
- Asks TPB member jurisdictions to adopt similar proclamations in support of Car Free Day 2021.

Chair, National Capital Region Transportation Planning Board

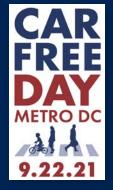




POSTER

Car Free Day











FACEBOOK

Car Free Day





TWITTER

Car Free Day

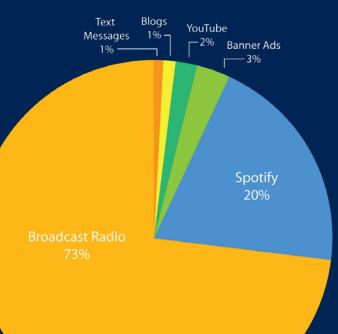




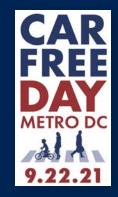


MEDIA BUDGET (NET)

Broadcast Radio	\$33,050
Spotify	\$9,000
Banner Ads	\$1,200
YouTube	\$750
Blogs	\$600
Text Messages	\$400
Total	\$45,000



Car Free Day





RADIO STATIONS











RADIO SPOTS

Car Free Day







Car Free Day 30 sec.

Car Free Day 10 sec.



SPOTIFY (RADIO & BANNER AD)

- 30 second radio audio (radio spot)
- Car Free Day image accompanies audio











EL TIEMPO LATINO DIGITAL BANNER ADS



Car Free Day







Haz un compromiso gratispara poder ganar grandes premios, incluso si no tienes carro o lo usas poco.





YOUTUBE VIDEO





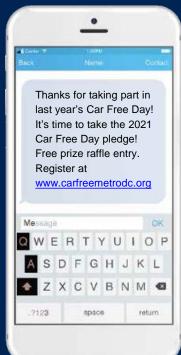




Car Free Day FACEBOOK SOCIAL MEDIA POSTS CAR FREE DAY METRO DC ALA 9.22.21 CAR FREE DAY METRO DC 9.22.21 CAR RIDE SCOOT **TRADE IN GET ON** PLEDGE THE GAS THE DAY YOUR DAY THE FROM PEDAL AWAY ALA. 9.22.21 FEET 9.22.21 HOME RAIL 9.22.21 CAMMON WITH COMMUTE WITH CAR FREE DAY METRO DC ALA 9.22.21 THANK YOU, SPONSORS! CAR FREE DAY METRO DC 9.22.21 **CAR** FREE ALL BUS, NO FUSS SHARE VANPOOL DAY METRO DO WITH **A RIDE** ALA. 9.22.21 FRIENDS COMPUTER IN CAR FREE DAY METRO DC ALA 9.22.21 SEPTEMBER 22. COMMUTE WITH CARFREEMETRODC.ORG



TEXT MESSAGES



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Previous Year's Registrants Text September 1, 2021

2021 Registrants " *Tell a Friend*" Text September 13, 2021

Last Chance to Pledge Text September 20, 2021







SPONSORS

Promo Codes (given after taking the pledge)

• **\$30 Nift** Gift, \$30 credit toward local neighborhood businesses

Raffle Prizes

- Capital Bikeshare memberships , goDCgo
- Samsung Galaxy Tab A, Tri-County Council for Southern Maryland
- Monthly SmarTrip Card, Washington Metropolitan Area Transit Authority
- Free T-shirt and annual membership, East Coast Greenway Alliance
- Grocery Store gift cards of \$25 value, Giant Food
- WABA annual memberships, Washington Area Bicyclist Association
- Nando's PERi-PERi, Full Platter, Nando's PERi-PERi
- **Commuter train passes**, VirginiaRailwayExpress
- **HipCityVeg** \$20 gift card, HipCityVeg
- Brewery Tasting for 2, Caboose Tavern
- \$50 Gift card, Georgetown Running Company

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EMAIL BLAST



carpools and vanpools, and other alternatives to driving alone.

COMMUTERCONNECTIONS.ORG

Web Version | Feedback | Unsubscribe Metropolitan Washington Council of Governments 777 North Capitol Street NE, Suite 300, Washington, DC 20002

Car Free Day



COMMUTER CONNECTIONS.

EARNED MEDIA STRATEGY

• In-kind sponsor drive

- College Challenge digital toolkit/on-air exposure
- Partner with American Lung and Heart Associations
- Calendar listings
- Press releases/media advisories
- Grassroots influencers campaign
- Digital social media toolkits
- Earned media placements







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TRANSIT SIGNAGE (DONATED SPACE)

Transit space donated by:

- Arlington Transit (ART)
- Fairfax Connector
- Metrobus
- Montgomery County Ride On
- Prince George's *TheBus*









TRANSIT SIGNAGE (DONATED SPACE)

Car Free Day







COLLEGE CAMPUS CHALLENGE

- Digital toolkit to promote
 - event
- College with greatest number of pledges to receive recognition.





Car Free Day





EMPLOYER NEWSLETTER

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OBJECTIVES & STRATEGY



- Report on relevant TDM news
- Promote Commuter Connections services and special events
- Reaches
 - Employer Transportation Coordinators
 - Committee members
 - Other TDM stakeholders
 - Federal ETC's (w/insert)



SUMMER NEWSLETTER

Newsletter



EMPLOYER AWARD WINNERS LEADING THE PACK

For 24 years, the National Capital Region Transportation Planning Board (TPB) and Commuter Connections have honored employers who are "Leading the Pack" in commute programs. And in a year that saw teleworking soar, many DC region employers faced new challenges.



The winners of the 2021 Commuter Connections Employer Recognition Awards were the National Institute of Allergy and Infectious Diseases (NIAID), GEICO, and American Speech-Language-Hearing Association (ASHA). These employers have responded to challenges with cood communications, planning, and open minds. All have designed and implemented innovative and successful commuter and telework programs.

The Commuter Connections Employer Recognition Awards annual program acknowledges employers who offer outstancing commuter benefits, amenities, and tools to facilitate the use of alternative commution methods such as ridesharing, transit, teleworking, bicycling, and walking.

Charles Allen, District of Columbia Councilmember and chair of the National Capital Region Transportation Planning Board, congratulated the winners and provided key insight. "We hope that through their example, other organizations will embrace similar initiatives, creating more opportunities to help maximize the efficiencies of shared commutes," he said.

Qualified applicants within the Washington, DC region were evaluated by a Selection Committee of industry experts and professionals from the Washington, DC metropolitan region and moderated by a third party. Winners were chosen for their ability to track performance metrics for their commute programs such as a decrease in vehicle trips and miles traveled. Winners also implemented policies that have improved the lives of their employees. and those within the National Capital Region.

Employer Award Winners Incentives Award

National Institute of Allergy and Infectious Diseases



Manassas (TFB Vice Chair); Lando COX, JBG Smith Misti Hensley JBG Smith

The National Institute of Allergy and Infectious Diseases (NIAID) is a scientific organization within the National Institutes of Health (NIH) that advances research used to improve the health of millions of people around the world. Started over 130 years ago in Staten Island, NY, NIAID research led to increased knowledge of addressing public health crises caused by infectious disease outbreaks.

NIAID features an array of commuter amenities such as reserved carpool and vanpool parking, a bus shelter,

Continued on page 2

FEDERAL ETC UPDATES

NIAID WINS COMMUTER INCENTIVES AWARD



The National Institute of Alleroy and Infectious Diseases (NIAID) located in Rockville, MD, was the recipient of the Commuter Connections 2021 Employer Recognition Award for its commuter incertives program. The Incentives Award was presented to NIAID on June 29, 2021, at the National Press Club in Washington, DC. The in-person event was the 24th annual employer awards ceremony which recognized a number of employers within the National Capital Region for outstanding commute and telework programs.

The award was presented by Pamela Sebesky, vice chairman, National Capital Region Transportation Planning Board and vice mayor. City of Manassas. Commuter Connections is a program of the TPB at the Metropolitan Washington Council of Governments, Vice Navor Sebesky also served as the award event's Master of Ceremonies.

"Employers that offer commuter incentives deliver real value to their employees and help to move the needle. Commuter benefits provide direct motivation to try alternative methods of travel and continue to reward employees for making positive changes," said Sebesky.

Accepting the award was NIAID's Director, Office of Workplace Solutions, Judy Quasney, NIAID is an organization within the National Institutes of Health (NIH). nart of the U.S. Department of Health and Human Services NAID features a wide array of commuter amenities such as reserved carpool and vanpool parking, a bus shelter, electric vehicle charging stations, display monitors showing public transit information, secure bike parking, showers and lockers, and an eight-foot-wide bike trail connected to the area bike network.

Of NIAID's 4,500 employees in the Washington, DC metropolitan region, 40 percent (1,800) telework up to eight days monthly. Employees using transit have a short

half mile walk from the Metrorail Station, and 77 percent receive a subsidy up to the federal limit. There is also a shuttle between NIAID and the main NIH campus in Retheada

NIAID also supports flexible scheduling. These schedules stagger arrival and departure times, and are strongly encouraged. Approximately 40 percent of NIAID employees. participate in alternative work schedules, helping ease commuting and improving work/life balance.

NIAID also offers employees classes on health and wellness, nutrition, and mental health balance. Employees are encouraged to use the on-site fitness areas, and many eniov daily walks around the campus. An onsite cafeteria and coffee shop as well as two outdoor eating areas provide a reason not to drive off campus for lunch hour.

offered, NIAJD has saved an average of 11.7 million employee vehicle miles and an estimated 534,000 gallons of gasoline annually.



I to r: Judy Quastrey, NAID: Pameta Sebesik: City of Manassa (TPB Vice Chair): Lando COX, JBG Smith: Misti Hensley, JBG Smith

As a result of its various commuter benefits and amenities



A SMARTER WAY TO WORK

SUMMER ENEWSLETTER



Employer Award Winners Lead the Pack

During an in-person awards ceremony on June 29, 2021 at the National Press Club, Commuter Connections honored employers who are "Leading the Pack" in commuter benefits and telework programs.



Region to Celebrate Car Free Day - September 22 Car Free Day celebrates travel alternatives to driving alone. Employees who take the pledge to be car free or car-lite on Wednesday, September 22, 2021 will be entered into a free prize raffle.

Newsletter



THANK YOU

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