

Metropolitan Washington Council of Governments

FY23 First Half
Marketing Campaign Summary
Draft Report

Regional TDM Marketing Group

December 20, 2022

FY23 First Half Marketing Campaign Summary

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Executive Summary

Overview

This document summarizes Commuter Connections' FY23 marketing activity occurring between July and December 2022. Special events planning and promotion during the first half of FY23 included Car Free Day in September 2022.

Post Pandemic

Across the Washington, DC region, a stark increase in telework has impacted the frequency and method of commuting. The changes are complex, consisting of many different but connected parts. Nearly half of all workdays were telework, which cut 3 million car trips a day. However, despite the high level of teleworking and contrary to expectation, traffic congestion has rebounded. SOV use is up, creating a steady stream of traffic throughout the day, and alternative mode use is down, especially transit ridership. Transit continues to lose ridership with lingering social anxieties around COVID as well as Metro's own issues with safety, and service availability.

A recent JLL Global Research survey found that DC traffic is exceeding pre-pandemic levels, with the number of vehicle trips per month up 120% compared to 2019. The State of the Commute (SOC) 2022 preliminary survey results finds that while drive alone use decreased – from 58% in 2019 to 41% in 2022 – if teleworking was backed out of the equation, SOV use actually increased 14%.

Employers encourage drive alone behavior by making it convenient and inexpensive to do so, such as by offering free worksite parking. The SOC survey found that 70% of commuters report having free parking and drive alone was lower at worksites where parking was not free and commute services were offered.

Express/toll lanes offer the option to drive alone more rapidly along busy corridors. More than three-quarters of commuters who used the managed lanes did so by driving alone.

Casual carpool/slug lines have plummeted. Many commuters are not yet comfortable carpooling with those they don't know, but are however open to carpooling with work colleagues, family, and friends. Yet rideshare has many benefits and the ability to form a small circle of familiar riders still resonates. The SOC survey reports that 75% of carpoolers found their carpool partner by riding with family members, alleviating social anxieties. Trust is the essential element.

GRH & Ridesharing Fall Campaign

A fall campaign was geared to workers returning to the office. The "Look Again" theme promoted ridematching was geared to helping commuters find carpool partners and seats in vanpools. The Guaranteed Ride Home portion of the campaign encouraged registrations using a similarly themed "Take a Look" message. The FY23 second half media buy was \$254,991 for Rideshare and \$169,957 for GRH. The GRH Baltimore media buy was \$24,903.

Car Free Day

A marketing campaign promoted the Car Free Day event that was held on September 22, 2022. The total cost of the Car Free Day media buy budget was \$44,779.

Employer Recognition Awards

A nomination brochure and form were developed and mailed to employers to kick off the 2023 call for nominations, which opened December 1, 2022.

Incentive Programs

Marketing campaigns for various Commuter Connections incentive programs ran during the months of October-December 2022. Media buys were CarpoolNow \$14,978, 'Pool Rewards Regional \$19,996, and 'Pool Rewards VDOT I-66 \$59,959.

Introduction

The following reports were assessed as part of the planning process to help shape creative approaches and media selection during the first half of FY23. These survey reports indicate respondents' attitudes, preferences, behaviors, and patterns about commuting and Commuter Connections programs, services, and events. Many of the surveys also gathered demographic data to help understand the age, income, gender, and racial/ethnic backgrounds of the region's citizens and Commuter Connections members.

- 2022 Commuter Connections Guaranteed Ride Home Applicant Survey Report for the Baltimore Region
- 2022 Commuter Connections Guaranteed Ride Home Applicant Survey Report for the Washington, DC Region
- 2021 Commuter Connections Applicant Database Annual Placement Survey Report
- 2020 Commuter Connections TDM Analysis Report (FY18–FY20)
- 2019 Commuter Connections Bike to Work Survey Analysis Report
- 2019 Commuter Connections State of the Commute Survey Report

The first half of FY23 included the following activities:

- Car Free Day 2022 promotion and event
- Regional TDM Marketing Group meetings (September & December 2022)
- Summer/fall employer newsletters
- CarpoolNow campaign
- 'Pool Rewards regional campaign
- 'Pool Rewards VDOT I-66 campaign
- GRH and Rideshare fall campaigns
- Spring campaign research project
- Employer Recognition Awards (call for nominations)

About Commuter Connections

Commuter Connections is a network of transportation organizations coordinated at a regional level through the National Capital Region Transportation Planning Board at the Metropolitan Washington Council of Governments. Commuter Connections offers free commuter services to workers in the Washington, DC metropolitan area. Major services include ridematching for carpools and vanpools, and administration of the Guaranteed Ride Home (GRH) program in the Washington, DC and Baltimore regions. Other key elements include TDM evaluation, incentive programs, and special events. Through its Employer Outreach Representatives, Commuter Connections also assists employers with guidance on establishing and enhancing commuter programs, including telework and offering free collateral materials.

Organizations represented in the Commuter Connections Regional TDM Marketing Group include:

- Arlington County Commuter Services
- Bethesda Transportation Solutions
- City of Alexandria GO Alex
- City of Fairfax
- District Department of Transportation
- Dulles Area Transportation Association
- Enterprise Rideshare
- Fairfax Connector
- Fairfax County Commuter Services
- GW Ride Connect
- Loudoun County Commuter Services
- Maryland Department of Transportation
- Maryland State Highway Administration
- Maryland Transit Administration
- Montgomery County Commuter Services
- Montgomery County Ride On
- National Institutes of Health

- North Bethesda Transportation Center
- Northern Virginia Transportation Commission
- OmniRide (PRTC)
- Prince George's County Department of Public Works and Transportation
- Rappahannock-Rapidan Regional Commission
- TransIT Services of Frederick County
- Tri-County Council for Southern Maryland
- Tysons Partnership Transportation Council
- U.S. General Services Administration
- Virginia Department of Rail and Public Transportation
- Virginia Department of Transportation
- Virginia Railway Express
- Washington Area Bicyclist Association
- Washington Metropolitan Area Transit Authority

Brand Character

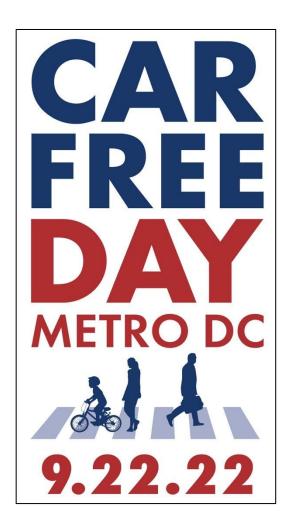
Commuter Connections delivers a brand promise as the preeminent and trusted regional network of transportation organizations in the Washington, DC region, providing free commuting services and solutions for more than 45 years. Through Commuter Connections' online Ridematching system, commuters are given free direct access to others who are looking to carpool and vanpool, along with access to routes and other alternative mode options such as transit, bicycling, and teleworking. Sharing a ride to work positively affects air quality and mobility for the region.





Car Free Day 2022

Car Free Day was celebrated on September 22, 2022. The event promoted alternative travel modes for both commute and non-commute trips, by encouraging commuters and the general public to take the pledge to use car free or car-lite transportation.



Media Objectives

Car Free Day challenges drivers to leave their cars home for the day and go car free or carlite. The campaign promotes the use of alternative modes of transportation such as taking transit, carpooling, vanpooling, bicycling, scootering, and walking. In addition, participating by teleworking is also included. The objectives are to encourage workers, residents, and students to take the Car Free Day pledge to reduce traffic congestion and auto emissions. The campaign also looks to engage employers, area universities, and the general public.

The Car Free Day media buy consisted of radio spots, text messages, posters, a YouTube video, social media influences, and digital banner ads. Other efforts to promote Car Free Day included social media and earned media.

Car Free Day Media Spending	Gross Dollars	COG Net Cost	Final Impressions
Text Messages	\$470.60	\$400	5,900
Pandora	\$11,765	\$10,000	668,446
WTOP	\$19,185	\$16,307	2,012,200
WJFK	\$5,895	\$5,011	346,800
Influencer 1 (Dana)	\$1,529	\$1,300	14,525
Influencer 2 (Rachel)	\$1,529	\$1,300	5,181
Influencer 3 (Sarah)	\$1,529	\$1,300	3,929
NBC4	\$4,853	\$4,125	206,730
El Tiempo Latino	\$1,412	\$1,200	49,500
YouTube	\$471	\$400	NA
Popville	\$882	\$750	1,581
WPGC	\$3,160	\$2,686	154,300
Totals	\$53,680	\$44,779	3,469,092

Value Add

A total of approximately \$7,500 in value add was negotiated for Car Free Day 2022.

Proclamation

National Capital Region Transportation Planning Board (TPB) Chair and City of Manassas Vice Mayor Pamela Sebesky, signed the Car Free Day 2022 Proclamation declaring Thursday, September 22, 2022 as Car Free Day throughout the region.



Car Free Day Poster

The poster imagery from the previous year's event was modified for 2022 to remove COVID references. The poster was distributed to employers and stakeholders throughout the region.



Radio

New radio spots were developed for Car Free Day 2022 and aired on three radio stations: WJFK (106.7), WTOP (103.5), and WPGC (95.5).







Radio Scripts

"Car Free Day 2022":30 seconds

Try a new way to travel on Car Free Day! Use transit, rideshare, bike, walk, scooter, or telework on Thursday, September 22nd. Take the free pledge at Car Free Metro D-C Dot Org for special promotions and a free raffle entry for a chance to win great prizes, even if you're already car free or car-lite. Take the free pledge today and Commute with Confidence! Visit Car Free Metro D-C Dot Org. That's Car Free Metro D-C Dot Org.

"Car Free Day 2022":10 seconds

Try a new way to travel on Car Free Day! Use transit, rideshare, bike, walk, scooter, or telework on Thursday, September 22nd. Take the free online pledge at Car Free Metro D-C Dot Org.

Pandora

A:30-second radio spot ran on internet radio station Pandora and was accompanied by a companion image.





Banner Ads (English & Spanish)

Digital banner ads were placed on WTOP.com, NBC4, and ElTiempoLatino.com, the Spanish-language website of the weekly newspaper published in Washington, D.C.







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



METRO DC

9.22.22

@CarFreeMetroDC

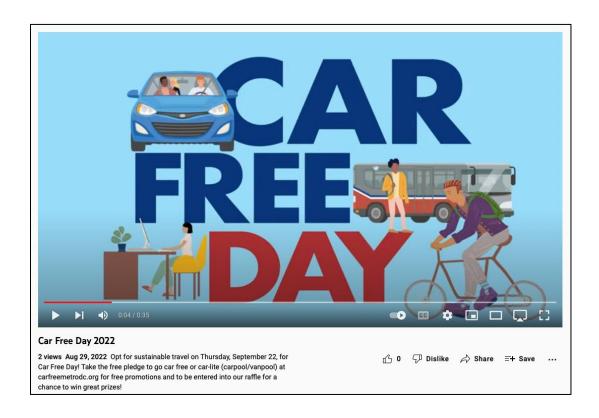
Take the free pledge

to be eligible for

great prizes, even if you're already car free or car-lite!

YouTube Video

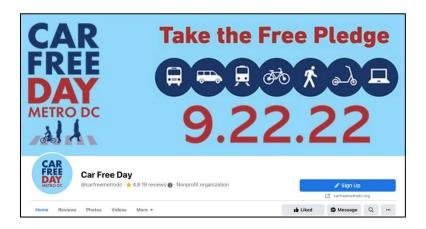
A short animated video was produced and advertising was purchased on YouTube to promote the Car Free Day event over a four-week period, leading up to September 22, 2022. A link to the YouTube video was made available on the Car Free Day website.



Car Free Day Social Media

Social media was used to keep friends and followers up to date on activities, and sponsors donated prizes for the Car Free Day raffle. Car Free Day is "liked" by 4,807 Facebook fans and has 734 followers on Twitter.

Facebook



Twitter



Facebook Social Media Posts

A series of images featuring each travel mode was developed for use on social media. A different image was posted along with promotional copy every several days during the months of August and September, leading up to Car Free Day.





















Email Blast

An email blast was sent to participants from recent Car Free Day and Bike to Work Day events.



Native Article (Blog)

A paid sponsored article on PoPville, a popular local blog chronicling D.C. area neighborhood happenings, was utilized to help reach local audiences.

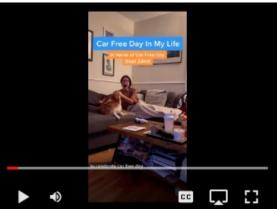




Influencer Videos

Popular local influencers Dana Marlowe (@danamarlowe), Rachel Schultz (@foodfitnessflights) and Sarah Darradjii (@itsyagirlsarahd) produced content that was shared via their social media channels on TikTok and Instagram.





Text Messages

When participants took the Car Free Day pledge, they could opt-in to receive text messages about the event. Three messages were sent throughout the campaign to encourage a visit to the website to take the Car Free Day pledge. Over 5,900 messages were sent during this campaign, and no person received more than two text messages.

August 24, 2022 - Message #1 (2022 Registrants):

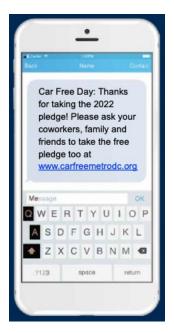
Car Free Day: Thanks for taking the 2022 pledge! Please ask your coworkers, family, and friends to take the free pledge too at www.carfreemetrodc.org

August 26, 2022 - Message #2 (Previous Year's Registrants):

Car Free Day: Thanks for taking part in last year's event! It's time to take the 2022 Car Free Day pledge! Free prize raffle entry. www.carfreemetrodc.org

September 20, 2022 - Message #3 (Last Chance to Pledge):

Car Free Day: Thurs Sept 22 is Car Free Day! Last chance to take the free pledge to get FREE promotions & raffle entry for great prizes! www.carfreemetrodc.org



Earned Media

The Car Free Day earned media efforts included calendar listings, press releases, media pitches, and promotional tool kits. The tool kits were sent to universities to help them promote Car Free Day, and to in-kind sponsors to help them publicize their support of the event.

- Press Releases:
 - 8/5/2022: Car Free Day 2022 Registration Opens: Take Your Foot off the Gas and Take the Pledge to Go Car Free
 - 9/15/2022: Take the Pledge and Go Car Free with Commuter Connections, Win Prizes and Free Bikeshare Rides
 - 9/22/2022: Thousands of DC Area Residents Pledge to go Car Free Today September 22

Prizes

Each event registrant who took the pledge to go car free or car-lite received a \$30 Nift Gift credit to use with local participating businesses in the DC area. They also received a 24-hour pass for unlimited 45-minute rides with Capital Bikeshare as well as a free cup of coffee at Busboys and Poets. Registrants were also entered into a raffle for a chance to win several sponsor-donated prizes. In-kind sponsors received a logo/link on the Car Free Day website and mentions on social media posts.

College Campus Challenge

Colleges were provided with a digital toolkit to promote the Car Free Day event. A special seal was added to the PDF version of the poster and forwarded to university contacts. The winner of this year's challenge was the University of Maryland.





Clean Air Partners

Clean Air Partners serves the metropolitan Baltimore-Washington region by empowering individuals and organizations to take simple actions to reduce pollution and protect public health. Commuter Connections is a financial sponsor of Clean Air Partners and as part of its sponsorship, Clean Air Partners leveraged a network of local social media influencers to build awareness about Car Free Day and to encourage followers to visits the Car Free Day event website to take the pledge.



GRH & Rideshare Fall Campaign

The "Look Again" theme continued to promote ridematching to help commuters find carpool and vanpool partners. Guaranteed Ride Home incorporated a similar message by calling on commuters to "Take A Look" and register or re-register for the free emergency ride home service. The creative assets were revised to remove COVID related references. Otherwise, the design and messaging were similar to the regional recovery campaign used in FY22.

Costs from the media buy and associated impressions are below:

Ridesharing Budget	Gross Cost	COG Cost	Estimated Impressions
Brian Mitchell	\$1,800	\$1,530	330,000
Cameo	\$1,200	\$1,020	NA
El Zol	\$29,475	\$25,053.75	500,000
Sarah Derrajii (influencer)	\$1,800	\$1,530	5,000
LinkedIn	\$1,464	\$1,244.40	NA
PoPville	\$764	\$649	5,000
Pandora	\$47,060	\$40,000	654,999
WAFY	\$11,670	\$9,920	165,000
Waze	\$1,176	\$1,000	NA
WFED Newsletter	\$17,520	\$14,892	100,000
WFED Podcast	\$5,882.36	\$5,000	40,000
WFED	\$17,510	\$14,892	110,000
WFRE	\$17,400	\$14,790	175,000
WHUR	\$23,600	\$20,060	820,000
WJFK	\$29,420	\$25,007	535,000
WPGC	\$23,550	\$20,017.50	1,300,000
WTOP	\$47,040	\$39,984	1,440,000
WTOP.com	\$7,058	\$6,000	325,000
WWEG	\$12,010	\$10,208.50	150,000
YouTube	\$600	\$510	NA
WBQB	\$17,700	\$15,045	175,000
Totals	\$29,989.36	\$254,991.15	6,829,999

GRH Budget	Gross Cost	COG Cost	Estimated Impressions
El Zol	\$23,500	\$19,975	450,000
Rachel Schultz (influencer)	\$1,800	\$1,500	5,000
LinkedIn	\$600	\$510	NA
PoPville	\$764	\$649	5,000
WAFY	\$20,625	\$17,531	330,000
WAMU	\$16,683	\$14,246	1,375,000
WFED	\$23,515	\$19,987.75	175,000
WFRE	\$20,580	\$17,493	125,000
WPGC	\$23,550	\$20,017.50	1,400,000
WHUR	\$23,600	\$20,060	820,000
WTOP	\$35,280	\$29,988	1,080,000
WTOP.com	\$9,412	\$8,000	390,000
Totals	\$199,909	\$169,957.25	6,155,000

GRH Baltimore Budget	Gross Cost	COG Cost	Estimated Impressions
WBAL	\$14,621	\$12,428.25	300,000
WPOC	\$14,676	\$12,475	250,000
Totals	\$29,297	\$24,903.25	550,000

Value Add

A total of approximately \$31,100 in value add was negotiated for Ridesharing, \$21,930 for Guaranteed Ride Home, and \$3,300 for Guaranteed Ride Home Baltimore.

Radio (Rideshare)

Radio served as the main media component for the Fall Rideshare Campaign and included 30 and 15 second spots on popular radio stations in the region.

Rideshare Scripts

:30 Ridesharing - Carpool/Vanpool Radio Script

Reconnect with a carpool or vanpool. Even if you're commuting just a few days a week, Commuter Connections can match you with others that live and work near or at the same place as you. Prefer taking the bus or train? There's never been a better time to reconnect with transit. Plus, you have the added comfort of knowing Guaranteed Ride Home is there for any unexpected emergency, for free! For more options, visit Commuter Connections Dot Org or call 1.800.745.RIDE. Some restrictions apply.

:15 Ridesharing - Carpool/Vanpool Radio Script

Reconnect with a carpool or vanpool. Even if you're commuting just a few days a week, Commuter Connections can match you with others who live and work near you. To learn more, visit Commuter Connections Dot Org or call 1.800.745.RIDE.



















Digital Banner Ads (Rideshare)

Banner ads in various sizes ran on WTOP.com



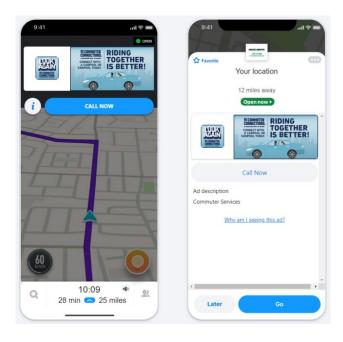
WFED Newsletter (Rideshare)

An advertisement also appeared in an edition of the WFED newsletter.



Waze (Rideshare)

With Waze ending their carpool program, Commuter Connections leveraged the opportunity to offer free Ridematching services by advertising to its app's users.



YouTube Video (Rideshare)

A 30-second animated video was created to promote ridesharing and ran as paid advertising on YouTube. The video touches on commuting by carpool, bus, and train.



Influencers (Rideshare)

For the Rideshare campaign, Commuter Connections partnered with local influencers to create a buzz on popular social media platforms such as Instagram and TikTok.



LinkedIn Ad (Rideshare)

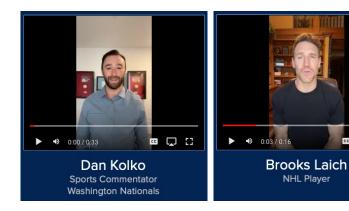
An advertisement targeting employers was promoted on LinkedIn.

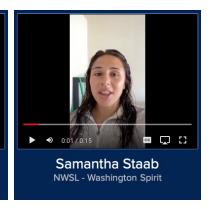


Cameo (Rideshare)

Cameo is a service that allows advertisers access to celebrities who will record a personalized video message. Cameo was used for the first time to promote Ridesharing with three popular local athletes. These videos were promoted as YouTube Shorts.

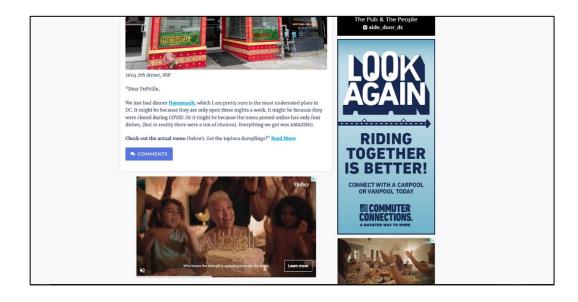
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PoPville (Rideshare)

A skyscraper ad promoted ridesharing on the PoPville website.



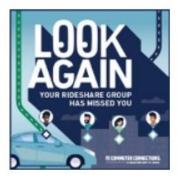
Social Media (Rideshare)

A series of "Look Again" social media posts were created for the fall campaign and used on various social media platforms.

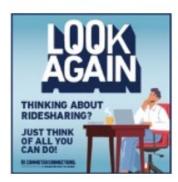






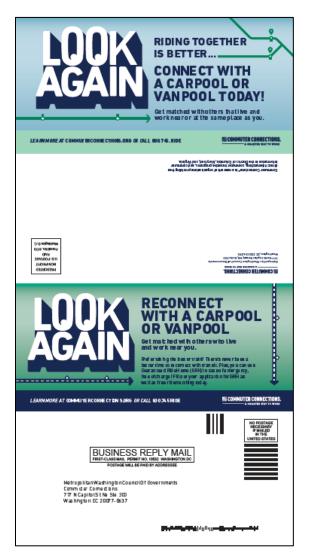






Direct Mailer (Rideshare & GRH)

A self-mailer was sent to approximately 500,000 households within the region to promote ridematching services and the GRH program. Printing and postage costs for the mailing totaled \$134,969. The mailing was sent to a 60/40 split of Equity Emphasis Area households and general audience households.





Radio (GRH)

Radio served as the main media component for the fall GRH campaign and utilized several different radio stations in the region.

Guaranteed Ride Home Scripts

:30 Guaranteed Ride Home Radio Script

Returning to the office but worried about getting stuck? Relax – we got you! Commute with confidence when you sign up for Guaranteed Ride Home from Commuter Connections. Take a look! If you rideshare to work, you're eligible for a free ride in case of illness, unexpected emergencies or unscheduled overtime – guaranteed! Register or renew today for free at commuterconnections.org or 800.745.RIDE. That's commuterconnections.org. Some restrictions apply.

:15 Guaranteed Ride Home Radio Script

Take a look! If you rideshare to work, you can get free guaranteed rides home in case of illness, unexpected emergencies or unscheduled overtime. All free! Register today at commuterconnections.org or call 800.745.RIDE. Some restrictions apply.

:10 Guaranteed Ride Home Radio Read

Take a look! If you rideshare to work you can get a free guaranteed ride home in case of illness, unexpected emergencies or unscheduled overtime. Visit Commuter Connections Dot Org.











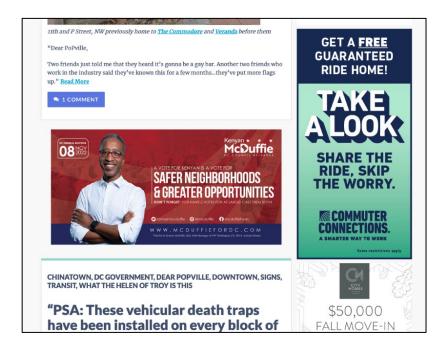






PoPville Ad (GRH)

A skyscraper ad promoted GRH on the PoPville website.



Social Media (GRH)

A series of "Take A Look" social media posts were created for the fall campaign and used on various social media platforms.











Digital Banner Ads (GRH)

Banner ads promoting Guaranteed Ride Home were placed on WTOP.com



Guaranteed Ride Home (GRH Baltimore)

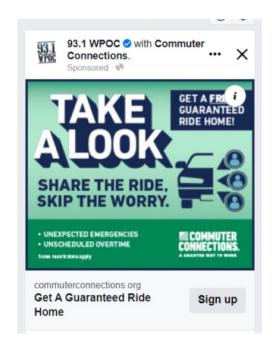
GRH radio spots aired on the following two Baltimore stations.





Social Media (GRH Baltimore)

The Baltimore area radio stations also posted value add message on their social media channels.



Incentive Programs

CarpoolNow App

CarpoolNow is a rideshare app that connects users in real-time who are offering a ride with those seeking a ride. It also displays routes, estimates pick-up time, and confirms pick-up and drop-off locations. A media campaign was launched in November 2022 to promote access to free, on-demand carpooling options that included radio ads, social media, and radio station onsite events.

CarpoolNow Budget	Gross Cost	COG Cost	Estimated Impressions
Instagram	\$2,125	\$2,500	NA
iHeart (WIHT)	\$14,680	\$12,478	150,000
Totals	\$16,805	\$14,978	

Value Add

A total of approximately \$3,670 in value add was negotiated for CarpoolNow.

Radio Scripts

:30 sec (recorded spot)

Looking for the right carpool or vanpool connection? Find on-demand ridematching with CarpoolNow. Our free app provides real-time access for commuters in search of drivers, and for drivers seeking passengers! Carpool drivers commuting with passengers found through the app earn \$10 in each direction - that's \$20 a day. And couldn't you really use the extra gas money? Download CarpoolNow today from your app store. For more info, visit CarpoolNow dot org. Some restrictions apply.

:10 sec (radio read)

Looking for the right carpool or vanpool connection? Use the CarpoolNow app. It's free for passengers, AND carpool drivers can earn \$10 per ride. Download the app today at carpoolnow.org!















iHeart Radio Events

Two radio events were scheduled in the region to promote CarpoolNow at the following locations:

- Frederick County Mt. Zion Road Park & Ride Lot event on 11/15
- Prince William County Horner Road Park & Ride Lot on 11/29

Instagram

Social media posts promoted CarpoolNow on Instagram.









'Pool Rewards Regional Campaign

'Pool Rewards is a carpool incentive program designed to recruit and retain commuters in a carpool/vanpool through a cash incentive. The carpool incentive allows each new qualifying carpooler to earn up to \$130 over a 90-day period through a trip-tracking process. Vanpools may receive a \$200 monthly subsidy. A paid digital and social media campaign started in October 2022 and promoted the benefits of the 'Pool Rewards program.

'Pool Rewards Regional Budget	Gross Cost	COG Cost	Estimated Impressions
WFED	\$6,760	\$5,746	55,000
WTOP (article)	\$3,529.50	\$3,000	100,000
WTOP.com	\$10,000	\$8,000	390,000
Instagram	\$750	\$750	NA
PoPville	\$765	\$650	5,000
Dana Harlowe (influencer)	\$2,176	\$1,850	12,000
Totals	\$23,980.50	\$19,996	562,000

Value Add

A total of approximately \$4,400 in value add was negotiated for the regional 'Pool Rewards fall 2022 campaign.

Radio Scripts

:30 Radio Script (for recorded spot)

Share the ride. Make a buck! That's right - earn cash just by carpooling or vanpooling two or more days a week through 'Pool Rewards. Earn 130 dollars when you start or join a new carpool OR a 200 dollar monthly subsidy for a new vanpool. Save on parking, gas and tolls every time you rideshare! Plus, you can get a free guaranteed ride home in case of unexpected emergencies or unscheduled overtime. Go to commuterconnections dot org to sign up today for your free account. Some restrictions apply.



Banner Ads

A mix of static and animated banner ads ran on WTOP.com.



Instagram Instagram social posts promoted the 'Pool Rewards regional campaign.







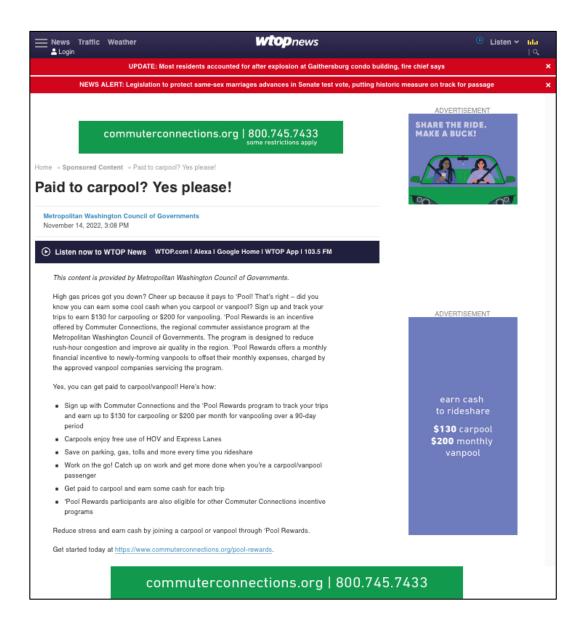


Influencers

Dana Marlowe promoted 'Pool Rewards on Tik Tok and Instagram.

Blogs

A paid sponsored (native) article was posted on WTOP.com promoting the benefits of the 'Pool Rewards program.



'Pool Rewards VDOT I-66 Campaign

The VDOT sponsored campaign promoted use of the 'Pool Rewards program while carpooling on the new I-66 Express Lanes Outside the Beltway to earn up to \$366 per person, and that carpools with HOV-3+ ride free.

'Pool Rewards VDOT Budget	Gross Cost	COG Cost	Estimated Impressions
Instagram	\$1,500	\$1,500	NA
Rachel Schultz (influencer)	\$1,850	\$1,572.50	4,500
Sarah D (influencer)	\$1,850	\$1,572.50	3,500
PoPville	\$765	\$650	5,000
WFED	\$11,850	\$10,072.50	100,000
WTOP (article)	\$3,529.50	\$3,000	100,000
WTOP	\$29,520	\$25,092	2,000,000
WTOP.com	\$10,000	\$16,500	1,000,000
Totals	\$60,864.50	\$59,959.50	3,213,000

Value Add

A total of approximately \$6,950 in value add was negotiated for 'Pool Rewards VDOT.

Radio

:30 Radio Script (for recorded spots)

Share the ride. Make a buck! That's right, earn extra cash - up to \$366 per person - when you share the ride during rush hour on I-66 with 'Pool Rewards! Plus, HOV-3+ travels free. Faster, more reliable travel adds up to extra savings on time, parking, gas and tolls every time you rideshare! Go to commuterconnections dot org slash pool dash rewards to sign up today for your free account. Some restrictions apply.



Instagram

Instagram social posts promoted the 'Pool Rewards VDOT campaign.







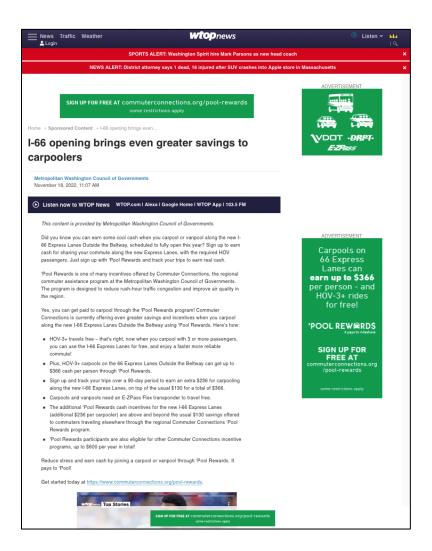


Influencers

Two popular regional influencers, Rachel Schultz @foodfitnessflights and Sarah Darradj @itsyagirlsarahd promoted the I-66 bonus 'Pool Rewards incentive on TikTok and Instagram channels.

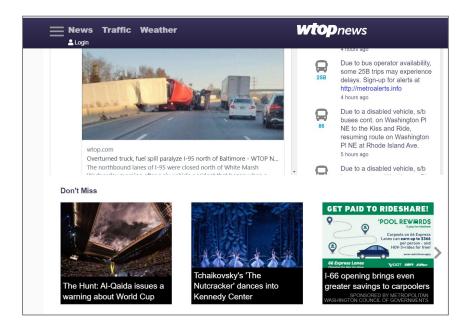
Blogs

A paid sponsored (native) article was placed on WTOP.com promoting the 'Pool Rewards bonus incentive for carpooling along the new I-66 Express Lanes Outside the Beltway.



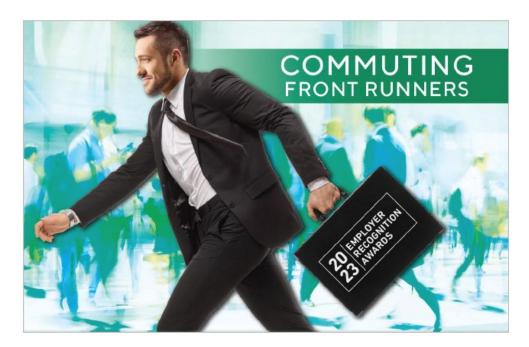
Digital Banner Ad

Banner ad ran on WTOP.com to promote the use of 'Pool Rewards along the new I-66 Express Lanes.



Employer Recognition Awards

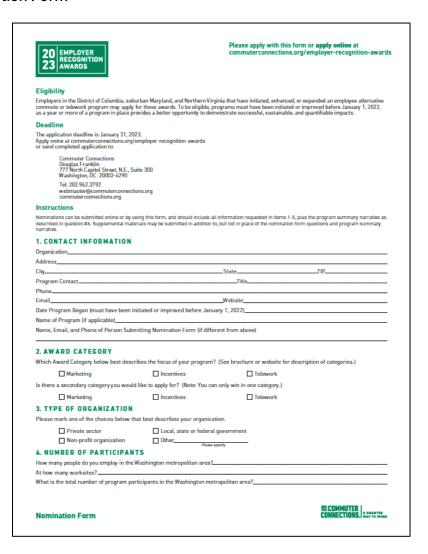
The Employer Recognition Awards program recognizes employers who initiate outstanding worksite commute benefits and/or telework programs to assist their employees. To kick off the call for nominations, a nomination brochure and form were developed and mailed to employers in late November 2022.



Nomination Brochure



Nomination Form



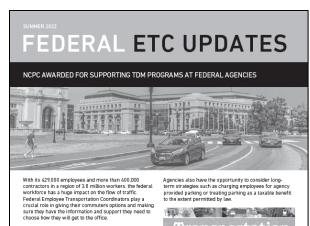
Newsletter

The summer and fall 2022 editions of the Commuter Connections newsletter were issued during the first half of FY23. The six page, 4-color newsletters are produced and distributed quarterly to employers and stakeholders. The newsletters are also available in PDF format on the Commuter Connections website.



Federal ETC Updates Newsletter

The summer and fall 2022 editions of the Commuter Connections Federal ETC Updates newsletter was produced during the first half of FY23. The two-page black & white newsletters are produced and distributed quarterly to Federal Employee Transportation Coordinators via GSA. It is also available in PDF format at www.federaletc.org.



The National Capital Planning Commission (NCPC) in Washington, DC, is the federal government's planning agency for the National Capital Region. Part of its mission is to assist federal agencies with developing effective Transportation Management Plans (TMPs) that establish

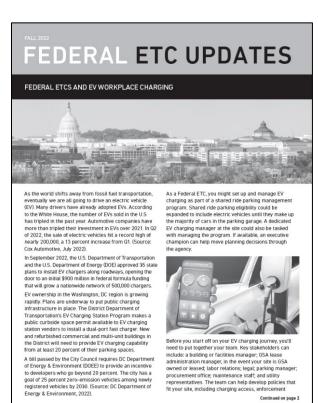
NCPC was awarded the 2022 Employer Service Organization Achievement Award from Commut Connections for its Transportation Element and Connections for its Transportation Element and Addondum, part of its Comprehensive Plan published in July 2020. The project was a culmination of several years of studies and analyses of employer commute programs. The document provides updated policy guidance to help reduce parking dermand and meet established maximum parking rados for feeder facilities. New Spolitics uses a politic part of the part of the properties of of parking spaces per number of employees, based on transit accessibility within each zone.

The Transportation Element suggests that goals should include a reduction in automobile parking to meet and maintain a facility's applicable employee parking ratio.



The Transportation Element also suggests that federal agencies should consider the following:

- Establish an employee transportation coordinator
- Avoid building new employee-intensive facilities in outlying areas with poor accessibility Provide priority parking spaces in convenient locations for high-occupancy and energy efficient vehicles
- Lease existing parking near federal facilities to meet parking needs before building new parking at a facility
- Encourage active commuting, including biking, walking, and scootering



E-Newsletters





APPENDIX A

Performance Measures

Web Visits

Month	FY 2022 Web Visits (Sessions)	FY 2023 Web Visits (Sessions)	Year to Year # Change	Year to Year % Change
July	5,346	6,613	1,267	23.7%
August	9,271	7,159	-2,112	-22.8%
September	9,103	6,679	-2,424	-26.6%
October	5,321	8,045	2,724	51.2%
November	4,912	9,404	4,492	91.4%
December				
	33.953	37.900	3.947	11.6%

Phone Calls

Month	FY 2022 Phone Calls	FY 2023 Phone Calls	+/-	+/- %
July	203	248	45	22.2%
August	289	303	14	4.8%
September	370	348	(22)	-5.9%
October	232	341	109	47.0%
November	232	382	150	64.7%
December				

1,326 1,622 296 22.3%

GRH Applications

Month	GRH FY 2022 Applications	GRH FY 2023 Applications	Year to Year # Change	Year to Year % Change
July	145	187	42	29.0%
August	197	217	20	10.2%
September	231	220	-11	-4.8%
October				
November				
December				

573 624 51 8.9%

Rideshare Applications

Month	Rideshare FY 2022 Applications	Rideshare FY 2023 Applications	Year to Year # Change	Year to Year % Change
July	542	571	29	5.4%
August	1,136	459	-677	-59.6%
September	844	649	-195	-23.1%
October				
November				
December				

2,522 1,679 (843) -33.4%

APPENDIX B

Car Free Day Digital Results

Campaign Name	Media	Amount Spent	Impressions	Click Thrus or Interactions	Click Thru / Interaction Rate	Cost Per Click / Interaction
Car Free Day	Influencer (Dana)	\$1,300.00	14,525	197	1.36%	\$6.60
Car Free Day	Influencer (Rachel)	\$1,300.00	5,181	1,250	24.13%	\$1.04
Car Free Day	Influencer (Sarah)	\$1,300.00	3,929	401	10.21%	\$3.24
Car Free Day	NBC4	\$4,125.00	206,730	196	0.09%	\$21.05
Car Free Day	El Tiempo Latino	\$1,200.00	49,500	25	0.05%	\$48.00
Car Free Day	PoPville	\$750.00	1,581	38	2.40%	\$19.74

\$9,975.00 281,446 2,107

APPENDIX C

Car Free Day Earned Media Placements

Media Coverage

Car Free Day 2022 Media Coverage				
Television Inte	Television Interviews			
9/21/2022	WJLA	World Car Free Day WJLA		
Print/Online Co	overage			
9/13/2022	The Moco Show	Car Free Day 2022 Will Take Place on Thursday, September 22 - The MoCo Show		
9/22/2022	Arlington Transportation Partners	Car Free Day Arlington Transportation Partners		
9/12/2022	Arlington Transportation Partners	Celebrate Car Free Day on September 22 (arlingtontransportationpartners.com)		
9/22/2022	Virginia Bicycling Federation	Metro DC's Car Free Day, Thursday, September 22, 2022 – Virginia Bicycling Federation (vabike.org)		
9/1/2022	Carlyle Council	Car Free Day 2022 — The Carlyle Council (thecarlylecommunity.com)		
9/19/2022	PoPville	Park It and Win Prizes! Revving Up for 'Car Free Day' - PoPville		
-	Ride Smart Commuter Solutions	Three Ways to Win Car Free Day!		
9/20/2022	Prince William County	Board Proclaims Sept. 22 as Car Free Day in Prince William County (pwcva.gov)		
9/16/2022	Potomac Local News	OmniRide Asks Residents to Pledge to Go Car Free on September 22 - Potomac Local News (Press Release)		
9/12/2022	University of Maryland	2022 Car Free Day & Group Bike Commute to UMD UMD DOTS		
9/21/2022	City of Takoma Park	Proclamation of Car Free Day - September 21, 2022 (takomaparkmd.gov)		
9/21/2022	WUSA	Montgomery Co. celebrates Car-Free Day with raffles for residents wusa9.com		
8/5/2022	Tri-County Council for Southern Maryland	Car Free Day 2022 Registration Opens: Take Your Foot off the Gas and Take the Pledge to go Car Free - Tri County Council for Southern Maryland (tccsmd.org)		
9/19/2022	Head Topics	Park It and Win Prizes! Revving Up for 'Car Free Day' - PoPville (headtopics.com)		
8/31/2022	Omni Ride	Car-Free-Day 2022 Interactive-Bingo-Card 08-31-22.pdf (omniride.com)		
9/12/2022	Arlington Transportation Partners	Celebrate Car Free Day on September 22 (arlingtontransportationpartners.com)		
9/20/2022	Patch	MoCo Residents Can Join 'Car-Free Day' On Sept. 22 Gaithersburg, MD Patch		
9/20/2022	Montgomery Community Media	What is Car Free Day? - Montgomery Community Media (mymcmedia.org)		
9/15/2022	WJLA	Changing commuting habits doesn't mean traffic is getting better in the DMV WJLA		
-	Charles County	2022-59 Car Free Day.pdf (legistarweb-production.s3.amazonaws.com)		

9/12/2022	Fairfax Alliance for Better	Car Free Day: Take the Pledge Fairfax Alliance for	
	Bicycling	Better Bicycling (fabb-bikes.org)	
Social Media			
9/22/2022	Instagram - Ride Smart	RideSmart (@ridesmartva) • Instagram photos and	
		videos	
9/22/2022	Twitter - FOVNDRY	FOVNDRY (formerly Van Eperen) on Twitter: "It's	
		Arlington Department of Environmental Services on	
9/19/2022	Twitter Arlington DES	<u>Twitter:</u>	
	Twitter - County Executive	County Executive Angela Alsobrooks on Twitter	
9/20/2022	Angela Alsobrooks		
	Twitter – Rockville Chamber of	Rockville Chamber (@chamberrock) / Twitter	
9/21/2022	Commerce		
9/07/2022	Twitter - Walk Arlington	WalkArlington on Twitter: "Car Free Day is Sept. 22.	
9/14/2022	Twitter - Brian Mitchell	Brian Mitchell on Twitter: "-Car Free Day	
	Twitter – Prince George's County	PGCountyDPWT on Twitter	
9/9/2022	DPW&T		
		#carfreemetrodc hashtag on Instagram • Photos and	
9/20/2022	Instagram – Ride Smart	videos	
9/14/2022	Instagram - PgcountyDPWT	PGCountyDPWT on Instagram	
9/19/2022	Instagram – Brian Mitchell	Brian Mitchell on Instagram: "-Car Free Day	
9/20/2022	Instagram - Jennythehenry	Instagram • Direct	
	Instagram – Arch Street	Instagram • Direct	
9/20/2022	Communications		
	Instagram - County Executive	Instagram • Direct	
9/20/2022	Alsobrooks		
9/13/2022	Instagram - Foodfitnessflights	@foodfitnessflights on Instagram:	
9/19/2022	TikTok - ItsYaGirlSarahD	Find 'car free day' on TikTok TikTok Search	
		Find 'car free day' on TikTok TikTok Search Find 'car	
		free day metro dc' on TikTok TikTok Search Find 'car	
		free day metro dc' on TikTok TikTok Search Find 'car	
9/20/2022	TikTok – Dana Marlowe	free day metro dc' on TikTok TikTok Search	
9/21/2022	TikTok - Foodfitnessflights	Find 'car free day' on TikTok TikTok Search	
	Instagram – Prince George's	#carfreemetrodc hashtag on Instagram • Photos and	
9/14/2022	County DPW&T	videos	
9/22/2022	Facebook – Loudoun County	(3) car free day metro dc - Search Results Facebook	
	Facebook – City Rockville	(3) car free day metro dc - Search Results Facebook	
9/22/2022	Government		
9/20/2022	Facebook - Reston Station	Reston Station Facebook	
9/20/2022	Twitter - MCDOT	MCDOT on Twitter: "Reduce your Carbon Footprint	
Calendar Listings			
Adams Morgan B	BID	Car Free Day 2022 - Adams Morgan Partnership BID	
Greenbelt AllEvents (Link expired after event)		https://allevents.in/washington/car-free-day	
Baltimore Sun		Car Free Day 2022 - Baltimore Sun Calendar	
Capital Gazette		Car Free Day 2022 - Capital Gazette Calendar	
Capital Hill BID		Car Free Day 2022 Capitol Hill BID Washington, DC	
Central Fairfax Chamber of Commerce		Car Free Day (cfcc.org)	
Charles County Chamber of Commerce		Car Free Day 2022 - Sep 22, 2022	
DC Inno (Link expired after event)		Events AmericanInno	
DC Social Guide	,	DC Social Guide – DC Event Calendar	
Dulles Moms		Car-Free Day 2022 (dullesmoms.com)	
The Frederick Ne	ws Post	Car Free Day 2022 Other fredericknewspost.com	
THE TREETICK INCWS I USE			

Georgetown DC	Car Free Day 2022 Georgetown DC
Georgetown Dish	Go Car Free on September 22 The Georgetown Dish
goDCgo	Car Free Day goDCgo
Greater Greater Washington	-
Inside Nova	Upcoming Events, Concerts, Festivals, Sports & More -
	Evvnt
Keep Prince Williams Beautiful	Car Free Day 2022 - Keep Prince William Beautiful
Loudoun Chamber of Commerce	Car Free Day 2022 - Loudoun Chamber
Mommy Poppins	Car Free Day 2022 MommyPoppins
Prince William Living Magazine	Car Free Day 2022 Prince William Living
Social in DC (Link expired after event)	https://discover.events.com/us/washington-d-c/dupont-
The Bay Net	Car Free Day 2022 - The BayNet
Patch – Washington DC	Sep 22 Car Free Day 2022 Washington DC, DC Patch
Wash Cycle	<u>TheWashCycle</u>
Washington Family, Reston	Car Free Day 2022 Washington Family Calendar
Washington Informer	Community Events - The Washington Informer
Washington Jewish Week	Car Free Day 2022 Washington Jewish Week Calendar