

Metropolitan Washington Council of Governments Commuter Connections FY2007 Marketing Activities Update

> Presented by: Dan O'Donnell Bus Design Co.

> March 20, 2007





Umbrella Campaign - Radio

A small change can make a big difference

- Saving money
- Saving time 📢
- Ridematching 📢
- Guaranteed Ride Home 🍕





Web Site Activity

FY 2006 vs. FY 2007

Month	FY06	Month	FY07	+/-	+/- %
Jul-05	6,766	Jul-06	7,037	271	+4.01%
Aug-05	7,978	Aug-06	n/a	n/a	n/a
Sep-05	8,820	Sep-06	6,150	-2,670	-30.27%
Oct-05	7,801	Oct-06	7,758	-43	-0.55%
Nov-05	7,229	Nov-06	6,324	-905	-12.52%
Dec-05	6,350	Dec-06	5,619	-731	-11.51%
Jan-06	6,988	Jan-07	6,935	-53	-0.76%
Feb-06	6,669	Feb-07	7,455	786	+11.79%



Radio Supported by

Outdoor / Transit Advertising

- Bus backs
- Shelter posters
- Transit Super Kings

Web Banners

Direct Mail

- Ridematching
- Guaranteed Ride Home





Bus Backs



OUR GUARANTEED RIDE HOME PROGRAM* IS EASY AND FREE

· SOME RESTRECTIONS APPLY







A SMALL CHANGE CAN MAKE A BIG DIFFERENCE IN YOUR COMMUTE







Shelter Posters



Durit let your daily commute do a job on your finances. With a simple phone call or a few clicks online, you can register to find a more cost efficient commute-and save your hard-earned cash for the things your really want.

Call or visit our web site www.commuterconnections.org 1-800-745-RIDE

A SMALL CHANGE CAN MAKE A 81G DIFFERENCE IN YOUR COMMUTE

Commuter Connections¹ is a network of organizations providing free ristematching and commuter information in the District of Columbia, Warsland, and Virginia.

COMMUTER CONNECTIONS

MADE IT THERE WHEN IT MATTERED

A SMALL CHANGE CAN MAKE

parangtar (paraptiony) is produced pr rigorizations ariseiting from Aldebalching and commuter information in the Bineties of Information Machines and Minister If you share a risk same to you can set you have a line event of the set of the set works a unside plane of the set of the set satisfies, you can registed that set from Government and the finane Program" and "Other is have when it suffaces. Call or shall sure web site www.commuter.commections.or 1-800-745-820E

A SMALL CHANGE CAN MAKE A BIG DIFFERENCE IN YOUR COMMUT

Exemuter Constantions¹ is a network of programming providing from ridematching, and communer information in the Boston of Education, Maryland, and Program.

LONG DELENSING DELENSING

COMMUTER CONNECTIONS





Super Kings







Web Banners and Landing Page

IT'S EASY TO FIND FREE RIDESHARE MATCHES!

Commuter Connections can help you find friends to share the ride to work with in a carpool or vanpool. We can also find bus, train, and other options that may save you time and money on your ride to work.



COMMUTER CONNECTIONS

LEARN MORE about Commuter Connections >>

REGISTER for carpool, vanpool, and transit information >>

REGISTER for a

REGISTER FOR CARPOOL RIDEMATCHING OR GUARANTEED RIDE HOME TODAY!

Commuter Connections* is a network of organizations providing free ridematching and commuter information in the District of Columbia, Maryland, and Virginia.

· SOME RESTRICTIONS APPLY

SAVE MONEY & SANITY BY SHARING A RIDE TO WORK







Direct Mail - Ridematching



IT'S EASY TO FIND FREE RIDESMARE MATCHEST

one to ride with is been and any with Connector Connections. Some money by charing some of the costs of year connects, from possible to the source of the costs of year connects, from possible to take and participations.

Register today. 31's FREE and Finding riskshare partners (astroday a few samp steps.

Generations can previde provably a list of patential surgest pr commonly converse the presence of the second s

- Bitum the attached application or apply office at exemision undertained from any New quantions' Ed. 5 400 745 4006.
- Write and pice a multifield with sames and phone numbers of people with commutes contacts to pice compatible commutes with pice. These multiplets multiplets involves all their people with pice. These compatibles commutes with pice their pice reset pice the pice and pice in their pice is an any compatibility of them. These multiplets involves the data provide of them to compatibility of them. The one multiplets involves the data pice is not pice.
- Call commuters on the list to other join an axisting corporations of an effort a new one.
- Addent Bonus Get a Summitteed Wate Hone Dece you've's a cargest, carped or failing public transit, sign-up for the Canonitar Gameritana European Hite Hone Program, it's feel

erypeat, brighte, walk or take guddle transit at least twice a weak, you're eligible for our eres por comparts, response, transports, entre transports de la constant de la co

jober for Hideobarlog and/or Generational Hide Rome today by comp ation below or elabling over commuter connections, any, for guestions, call 1-800-741-8234. may also try to brate carpeell-segond pertants through our online belietis beard

REGISTER FOR CARPOOL REDEMATCHENG OR CHARGE STATES

Nete	(rplyn hymg
Note Million	Building
Do two Po	Day Saw Da
County of Residence	Courts of Westadore
Inne Pinie Raelae	Mark Ranke Manhar
and Optional	Instantal an addigential pro-
and of the billioning in our owning price and if you are to pay	
Stanton Diegod Dagod Diego Dag	The sector service and a measurement
Wrenducences the loss here he blue	CHIR converse Bratastit Cambre Perm
Warman Street Indexiding	C MH white
The same days per west in previous the share and of the based in west?	
	Coulde have Attions Owned Course
Menantias and Makalas-Proce and information data "Menantias" Original Statements and Original Menantias (Separational Sciences)	
Bender Channel Channel <td< td=""><td>Control 1 Characterist Rich Issue¹ This proper is night consistent drawly unique report, fryching, angle of the particular drawler and the second second body and the second second second second second second card will par Gaussited Rich Network splittation ranks.</td></td<>	Control 1 Characterist Rich Issue ¹ This proper is night consistent drawly unique report, fryching, angle of the particular drawler and the second second body and the second second second second second second card will par Gaussited Rich Network splittation ranks.
Strategie Casador (Secondo M. Oracea M. Orace	Internet I Reserved Reletance ¹ The appropriate length for some dark and an end of the approximation of the appr
Description Discussion for Discussion for Discussion for Discussion for Discussion for Discussion for Discussion of Discussion for Discussion for Discussion and Discussion for Discussion for Discussion for Discussion and Discussion for Discussion for Discussion for Discussion for Discussion for Discussion for Discussion for Discussion (Discussion for Discussion for Discussion for Discussion for Discussion for Discussion (Discussion for Discussion for Discussion for Discussion for Discussion for Discussion for Discussion (Discussion for Discussion for Discusion for Discussion for Disc	Const 1 Second Reference Names and the fease' Names and the second
Strategie Casador (Secondo M. Oracea M. Orace	Internet I Reserved Reletance ¹ The appropriate length for some dark and an end of the approximation of the appr





Direct Mail - GRH







Bike to Work Day Materials



COMMUTER



Winter Newsletter

81875 INSTR

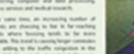


have & below 12 Wood (1987

'LIVE NEAR YOUR WORK' BRIDGING THE GAP BETWEEN WORKPLACE AND HOME

COMMUTER

A recast study of transportation patterns, angineering computer and data proand population growth by the Webropolition . Bestiers services and modelal research pull papateurs pours to the tensor CRU does. Reducing in caused of locar tensors CRU does in Reducing to the in for causing duals to 2010, for Weshington region studies for 2010, for Weshington region studies where forcing tends to be more all has alled [1] effers one pile all ner that (1 alles one proj). Underste appella data (1 alles one proj). Underste appella data (1 alles one proj). Underste alles proj). The tend's comparison in the entripoid of the pile proj data (1 alles proj). to Pitch time period, with an average of \$4,000 segars, With Nax carea fundamental Authorage to alls are articlasted a terrate industriat task at



descent of some 2



Commuter Commutions along with the Bublick Repartment of Rangestation 2007 Interfact the Unit New York Work Indiation at the Reduced Burn Tak is Muchanging Sci. on hervary 10, 5007. The panel history an inited of its inlegtor (anti- inprotor and that of the Radingto los Rusin Artering Artering Arters Sole Mar pringets included District Ingenievest of Europeription (2007) (hep-ty-Reservativ South . But Rated and Madelle Bound, Souther of the Honord United up Community Accordance.

The parentsh discussed invest such as load home buying anotherce programs and commuting uptors, as self as series into to record securities anylogers can provide their staff after choses to bue near Hair publics. M. Sack substant its chatacity between explorated and boosting in the Washington region, "Monthly, and pill crimition are unly shouly last. Receive search provide solar income functing forces on fearing is so expension in the region. The bags is that some ampliques; will has also they mark ' free of the marketin program. Is forces Wer's

Welconsult/Horlpop* MON'S which helps using moderater incase farrows, with Rodin terms and options, MCM's, shot for horomory with limited



hash for item payment and change units and these teaching making Resolutions are created. incate sources, or econo to special autors, M Mongator, or

antistupe contribution from the fear case's cost. April, please up to a 40 year turn, and printiles uptions for an initial interest only period.

Author bearing propose available to Warpland constuders includes a pressue priced first multipup program in Warpland that provides. horizani; als an patheirs share athin 21 also if this pair if anglegeant will a 1 percent choirs; and animator gravit.

Employers, throughout the country also provide accidence by may of Assuing incention, and program, are finding that it's a surfation in help boost angleses montheast and selection. Eccuraging employees to has near such has concrete hereits, for analisant, as it means them with higher productionly, befor murals and bear furnees," and Mr. Roberth of Street.

Reard Interior principal angliants is particular forms is marke samples-hands, and promiter, Reserved ancietance for Yoster Region, as and a suggest to solubilitate otherway and hold new ann, fither anylogies ally provide bounding maintantics in order in help anythquest, has clear in and include comparises as diverse as MUAC, George Washington linearch, Narley Bacillum, and Camar's Everysteenest Bully's Camar's and talk of a stand

for main information about the Une Near Your Woll initiation and about authits beauty property and incention, for your ampliques, studand the system of the



ERAL ETC UPDATES IE CITY ARD temperatures and sectainable builds In any section of the control of the The property industry buy the strange and shares and changed facilities also increasingly analysis to the strange of the stra Company or and an accuracy account of the second se As part of a range of curve And an and a state of the logical data and the logi ingency. Parameters and the first state of the state Samuel Measure To Under Ann America Samuel Samuel Annual (S.3) - 500 A And a start of the A supporter (A hard safe housing is expected to be had A sequence on here may holding in expected in the log-ing Antenne, Lass Collev Russi and Cytest And the second s Managana sipana basha na anay hasa ata The application of party of the format of party in the format of the format oo the format oo the for Consideration by Association County that includes the Association Copy and Copy Association Copy and the Association. In a stream that schedule of the Copy of Op + Patrones Tard Activation of the constant of

COMMUTER CONNECTIONS



Promotional Giveaway







Free Promotional Opportunities

Use promo opportunities to promote network member activities?

- 60, 30, 15, 10 and 6 second spots
- Banner ad placement on radio station sites
- Email blast to radio fans
- Weblinks on station sites

Contact Doug Franklin by April 3

• Remainder will be used to promote GRH





2007 Street Smart Pedestrian, Driver & Bicyclist Safety Campaign March 20, 2007

Regional TDM Marketing Group



ITEM #7

The "Street Smart" Campaign

- Annual, month-long wave of Radio, Transit, Print and Internet advertising designed to change driver and pedestrian behavior
- One quarter of traffic deaths in the region are pedestrians or bicyclists
- Supported by federal funds through the states plus local funds, sponsorship by Honda North America
- In English and Spanish
- Kick off event today at 10:30 a.m. at Thomas Circle
- \$430,000 budget for March-April 2007
- Four previous waves: October 2002, April 2004, June 2005, March-April 2006
- Estimated \$197,000 free media placement in 2006

	Strategy	March 18 -	April 14, 20	007	
Enforce					
Radio Do Metro		341-3-8 pm-wee		4 week 5 th; 7.5x; ∷30 & ∷	15 spots will t
Outdoor	used	оч. о-о рні, wo	ar senti, ee 76 hee	ы, тах, 199 ст.	
	PEDESTRIAN	ક: bus કાંત્રેક્ક; tr	ansit shelters; t	ous interior card	<u></u>
Internet	PED/DRIVER	3/CYCLISTS:2	/7 Real Media	Network; video	style ads
Website	COG hosted S	treet Smart Pe	d Driver Cyclis	tinfo	
Earned Madia					
Media Evaluatio	Kickoff and on	going local sup	port highlighting	y enforcement	

Campaign Core Message

Risky and distracted behaviors by pedestrians, drivers and bicyclists have grave consequences.

Area police are enforcing traffic safety laws.



Campaign Theme: Flesh vs. Steel, It's NO Contest.

Tactic: Highlight the eighth of a second before a pedestrian collision.



Radio

• Audience:

DRIVERS -18 to 34 year olds, majority male

Radio Core Message:

- There are emotional and physical consequences for risky and distracted behaviors around pedestrians.
- Slow down and pay attention.
- Area police are enforcing traffic safety laws.



_StreetSmart_60.

Flesh vs Steel :30 Radio

Approved concept - Adjustments may be required to fit in :30 including possible additional sponsor. English & Spanish versions.

Ring Announcer: "Ladies and gentlemen. In this corner, wearing jeans and a sweater and weighing in at 172 pounds.... Joe Pedes-tri-an! (cheers, some boos). In this corner, wearing a steel reinforced frame... 280 horsepower... weighing in at over 3,000 pounds, Au-To-Mo-Bile! (some cheers, boos, hisses)."

SFX: "Flesh vs Steel (w/echo)" Ding Ding / Vroom / Thump (car hitting person)

Announcer: "It's no contest. When you hit a pedestrian with your vehicle, their life and YOURS will never by the same. <u>Slow</u> <u>down</u>. Pay attention to pedestrians and cyclists. Area police are out enforcing traffic safety laws. Visit http://streetsmart.mwcog.org, Street Smart of DC, MD and VA."



Outdoor

• Audience:

- PEDESTRIANS
- Outdoor Core Message:
- There are physical consequences for crossing streets carelessly. Cross streets carefully.
- Area police are enforcing pedestrian safety laws.



It's no contest. Cross streets Carefully!

Area Police are enforcing pedestrian safety laws. STREET Streetsmart.mwcog.org

0

2

VS



Internet Advertising

• Audience:

PEDESTRIANS, DRIVERS

Internet Core Message:

Risky and distracted behaviors by pedestrians, drivers and bicyclists have grave consequences

Area police are enforcing traffic safety laws.
STREET

PedSafeBoxWebedSafeBoxWeb_5.wmv

Website

• Audience:

- PEDESTRIANS, DRIVERS & BICYCLISTS
- Website Core Message:
- Enhance the Street Smart message with detailed information on safety and solutions.
- http://streetsmart.mwcog.org



Earned Media

• Audience:

- All adults who consume news on TV, radio and newspapers.
- Core Message:
- Risky and distracted behaviors by pedestrians, drivers and bicyclists have grave consequences.
- Area police are enforcing traffic safety laws.

Additional actions by jurisdictions & agencies
REET
SMART

Collateral Materials

Posters

Safety Tips Cards

Crosswalks card

15 Law enforcement agencies are distributing 50,000 cards



For Drivers, Pedestrians, and Bicyclists

FOR DRIVERS:



Stop for pedestrians at crosswalks.



Slow down and obey the posted speed limit.



Look before opening your door.



Be careful when passing stopped vehicles.



Allow 3 feet when passing bicyclists.



A public safety program of the District of Columbia, Maryland and Virginia.

FOR PEDESTRIANS:



/// Cross the street at marked crosswalks and intersections.



Before crossing, look left, right, then left again.



Use pedestrian pushbuttons.



Begin crossing the street on "Walk" signal.



Stav visible after dark and in bad weather.



- backing out of parking spaces and driveways.
- Watch out for trucks and buses

PEDESTRIANS and CYCLISTS should WATCH for TURNING vehicles.

MOTORISTS MUST YIELD to CYCLISTS and PEDESTRIANS when TURNING.



Ride in a straight line to the right of traffic and about a car door width away from

parked cars.



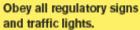
Always wear a helmet. Helmets dramatically reduce the risk of head injury in a bicycle accident.



Use lights at night and when visibility is poor.



FOR BICYCLISTS:



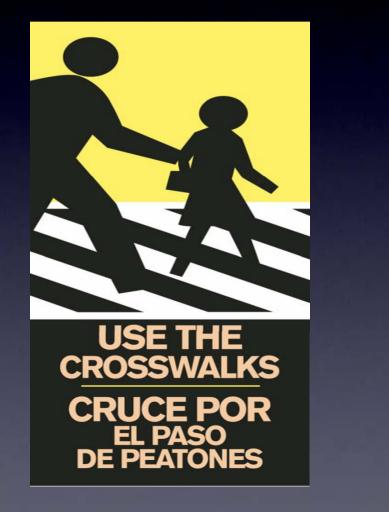


RIGH

Never ride against traffic. Ride with traffic to avoid potential accidents.

Use hand signals to tell motorists what you intend

Crosswalks Card





2007 Street Smart Pedestrian, Driver & Bicyclist Safety Campaign





Communication with Committees and Work Groups

A summary of 2007 Commuter Connections proposed marketing activities was distributed at the December 19, 2006 Regional TDM Marketing group meeting. In addition, a presentation was made by the marketing contractor, Bus Design. The materials and presentation outlined the following areas:

Marketing Activities

- Stakeholder Interviews
- Live Near Your Work print and electronic collateral
- Employer Newsletter
- Integrated Marketing Campaign
- Employer Sales Portfolio Re-design
- Bike to Work Day print collateral and earned media
- Employer Recognition Awards
- Website Redesign

Key Dates

- Stakeholder Interviews: Dec 2006-Jan 2007
- Bike to Work Day sponsorships due: Dec 31, 2006
- Live Near Your Work kickoff event: January 10, 2007
- Employer Recognition Awards nominations due: Feb 2, 2007
- Marketing Campaign: February-June 2007
- Winter Employer Newsletter: end of February 2007
- Employer Recognition Awards Steering Committee Meeting: mid-March, 2007
- Employer Sales Portfolio Re-design: Spring 2007
- Bike to Work Day event: May 18, 2007
- Spring Employer Newsletter: end of May 2007
- New Website launch: June 2007
- Employer Recognition Awards event: June 26, 2007

Note: Items above were also posted online as previous meeting handouts as part of the March 20, 2007 Regional TDM Marketing Group meeting announcement. The documents were also distributed at the March 20th meeting in the previous meeting handouts packet.

Commuter Connections Extranet

Marketing items posted to the Extranet for feedback include:

November 2006

Employer Recognition Awards application form Live Near Your Work resource guide content outline Live Near Your Work resource guide creative concepts

December 2006

Radio scripts for Commuter Connections spring 2007 campaign

February 2007

Various creative executions which support the radio buy, that will be modified to fit Bus backs, direct mail, web banners and bus shelters for the spring 2007 campaign

March 2007

Bike to Work Day radio script (event May 2007)

FY07 Marketing Workgroup Members:

Christopher Arabia – Virginia Department of Rail and Public Transportation Donna Murray – Washington Metropolitan Area Transit Authority Donna Norfleet – City of Alexandria Mirza Donegan – North Bethesda Robin Briscoe – Tri County Council for Southern Maryland Rich Solli – Maryland Transit Administration

FY07 Employer Recognition Awards Workgroup Members:

Judy Galen – Loudoun County Transit Mark Sofman – Montgomery County Commuter Services Anna McLaughlin – District of Columbia Department of Transportation

A draft of the FY 2007 Marketing Campaign Summary report was distributed at the March 20, 2007 Regional TDM Marketing Group meeting. A presentation was also made by the marketing contractor, Bus Design.