

Metropolitan Washington Council of Governments

FY21 Second Half
Marketing Campaign Summary
Draft Report

Regional TDM Marketing Group

Table of Contents

FY21 Second Half Marketing Campaign Summary

Executive Summary	1
Introduction	3
Bike to Work Day	6
Employer Recognition Awards	18
Regional Recovery Campaign	22
Newsletter and Federal ETC Insert	24
Appendix	
A. Performance Measures	27

Executive Summary

Overview

This document summarizes Commuter Connections' FY21 second half marketing activity occurring between January and June 2021. Although the normally robust regional TDM Mass Marketing initiative remained on pause, Commuter Connections continued to provide assistance to essential workers, held Bike to Work Day and are in the midst of planning the Employer Recognition Awards ceremony.

Although great strides have been made, during the second half of FY21, the COVID-19 pandemic continued to have a significant impact on the region. After a year-plus of working from home for non-essential employees, nearly all who want to be vaccinated have been given the opportunity to do so. In addition, most guidelines for gatherings, social distancing, and mask wearing have been completely lifted. As of present however, schools are not yet open full time for students, masks are still required on public transit. Masks are also still required in some workplaces, at management discretion.

Bike to Work Day

Commuter Connections concluded its annual sponsorship drive at the end of January 2021 and launched registration for the event, in early March 2021. The media buy for the Bike to Work Day 2021 marketing campaign ran for three weeks leading up to the event, at a cost of \$64,000. Bike to Work Day was held on May 21, 2021 and marked the popular bicycling event's 20th anniversary. Due to the pandemic, registration was expectedly down by roughly 50 percent.

Employer Recognition Awards

The 2021 Employer Recognition Awards program recognizes employers who initiate outstanding worksite commute benefits and/or telework programs to assist employees. The nomination period concluded at the end of January, the Selection Committee took place in late March, and winners will be honored in June. The media buy for the Bike to Work Employer Recognition Awards print ad is \$7,500.

Mass Marketing Campaign

Due to the coronavirus pandemic the FY21 second half traditional mass marketing campaign which would have normally begun in February 2021, did not take place. A regional recovery campaign has however been under development and is poised to be released at the end of FY2021 and into FY2022 to help transition commuters back to using non-SOV methods of travel to the workplace in a safe and healthy manner.

CarpoolNow

The 'Pool Rewards marketing campaign remains on hold due to the coronavirus pandemic.

Flextime Rewards

The Flextime Rewards marketing campaign remains on hold due to the coronavirus pandemic.

incenTrip

The incenTrip marketing campaign remains on hold due to the coronavirus pandemic.

'Pool Rewards

The 'Pool Rewards marketing campaign remains on hold due to the coronavirus pandemic.

Introduction

Results about respondents' attitudes, behaviors, and commute patterns from the following surveys helped to shape marketing efforts.

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

The second half of FY21 includes the following activities:

- Newsletters (Winter and Spring 2021)
- Bike to Work Day 2021
- Employer Recognition Awards 2021
- Regional TDM Marketing Group meetings (March and June 2021)
- Regional Recovery Campaign development

About Commuter Connections

Commuter Connections is a regional network of transportation organizations coordinated 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 a host of incentives programs and special events. Through its Employer Outreach Representatives, Commuter Connections also assists employers with establishing and enhancing commuter programs for their employees, including telework.

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 Neck Rideshare/PDC

- Northern Virginia Transportation Commission
- OmniRide (PRTC)
- Prince George's County Department of Public Works and Transportation
- Rappahannock Area Development Commission
- 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 forty-five years. Through Commuter Connections' online Ridematching system, commuters registering for the service are given direct access to others who are looking to carpool and vanpool, along with access to commute 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.





Bike to Work Day

Commuter Connections concluded its annual sponsorship drive on January 29, 2021 for the May 21, 2021 Bike to Work Day 20th anniversary event. A total of \$46,700 was raised, representing both new sponsors and sponsors carried over from the cancelled May 2020 event. Registration for Bike to Work Day 2021 was launched in early March 2021.

Bike to Work Day Budget	MWCOG Cost	Gross Dollars	Estimated Impressions
WTOP.com	\$3,530	\$3,000	360,030
Pandora	\$41,178	\$35,000	879,760
Spotify	\$17,647.50	\$15,000	1,136,361
YouTube	NA	\$1,500	TBD
El Zol	\$9,880	\$8,398	199,600
SOTS	\$588	\$500	25,394
PoPville	\$705	\$599	39,100
Totals	\$73,528.50	\$63,997	2,640,245









Digital Banner Ad Examples



Register for free at BIKETOWORKMETRODC.ORG 800.745.7433







Digital Banners



PoPville Article.



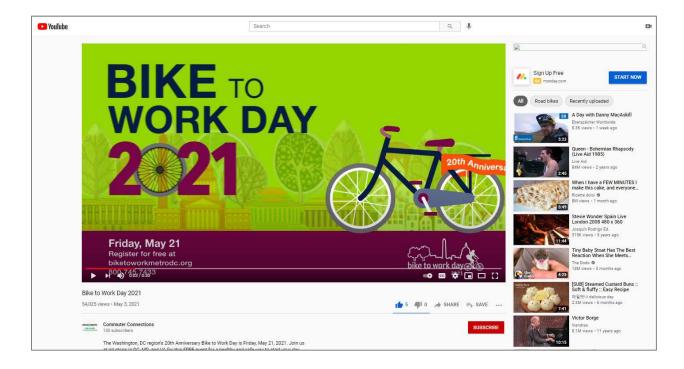
YouTube Video



Bike to Work Day 2021

Commuter Connections • 23K views

The Washington, DC region's 20th Anniversary Bike to Work Day is Friday, May 21, 2021. Join us at pit stops in DC, MD, and VA for



Social Media























T-shirt





Radio Scripts

:30 SEC Radio Script

Join us on Friday, May 21st for the 20th Anniversary Bike to Work Day organized by Commuter Connections and the Washington Area Bicyclist Association. This free event has over 90 pit stops in DC, Maryland, and Virginia. Still working from home? Get healthy in a safe way by biking to a pit stop, picking up your free T-shirt, then back home. A strict COVID policy will be in place and masks are required. Go to Bike to Work Metro DC Dot Org to register. Bike to Work Day is sponsored by Go Alex, ICF, and Urban Stems.

:15 SEC Radio Script

Join us on Friday, May 21st for the 20th Anniversary Bike to Work Day! This free event has pit stops in DC, Maryland, and Virginia. A strict COVID policy will be in place and masks are required. Go to Bike to Work Metro DC Dot Org to register.

Employer Recognition Awards

The Employer Recognition Awards program recognizes employers who initiate outstanding worksite commute benefits and/or telework programs to assist their employees. The 2021 awards nomination period ended January 29, 2021, and the Selection Committee met on March 19, 2021. Winners will be honored on June 29, 2021 at the 24th annual awards ceremony.



Invitation





TUESDAY, JUNE 29, 2021

8:30 am to 10:00 am Breakfast and Ceremony

RSVP online by JUNE 18, 2021 www.commuterconnections.org/rsvp

HOSTED BY

The Metropolitan Washington Council of Governments' National Capital Region Transportation Planning Board We congratulate employers in the Washington, DC metropolitan region who initiated outstanding programs encouraging employees to use commute alternatives.

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

THE NATIONAL PRESS CLUB

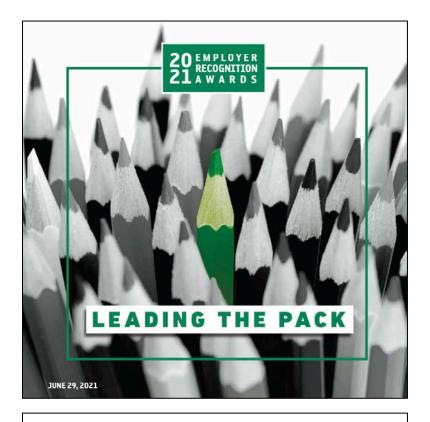
529 14th St. NW, Washington, DC 20045

Corner of 14th & F Sts., 13th Floor Ballroom Metrorail to Metro Center, exit onto 13th St.

For questions contact dfranklin@mwcog.org, 202.962.3792.

COMMUTER | A SMARTER CONNECTIONS. | WAY TO WORK

Program Booklet



About the Metropolitan Washington Council of Governments

COG is the hub for regional partnership where every month more than 1,500 officials and experts convene to make connections, share information, and develop solutions to the region's major challenges. Together, they help advance COG's Region Forward vision for a more prosperous, accessible, livable, equitable, and sustainable future.

Founded in 1957, COG is an independent, nonprofit association with a membership of 300 elected officials from 24 local governments, the Maryland and Virginia state legislatures, and U.S. Congress. COG is supported by financial contributions from its member governments, federal and state grants and contracts, and donations from foundations and the private sector.

The Board of Directors is COG's governing body and is responsible for its overall policies. In addition, a wide network of policy, technical, and advisory committees, partnerships, and programs advance COG's regional work. Elected leaders, transportation planners, environmental experts, police chiefs, housing directors, and more find tremendous value in working together at COG. A staff of more than 130 subject matter experts and technical professionals support COG and its members.

Metropolitan Washington Council of Governments 777 N. Capitol St, NE, Suite 300 Washington, DC 20002-4290 202.962.3200 www.mwcog.org



Printed on recycled paper

Giveaway Item (booklight)

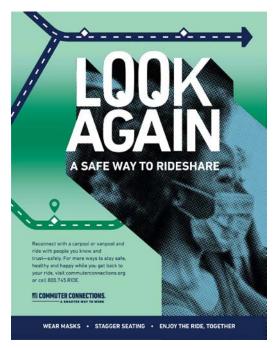


Regional Recovery Campaign

Commuter Connections has developed a marketing campaign to help persuade commuters back to transit (especially buses) and vanpools and carpools (with coworkers, neighbors and household members).

The regional recovery campaign is poised to help restore non-SOV commute levels so that traffic congestion does not surpass pre-pandemic levels due to returning workers avoidance of shared rides. Additionally, the campaign aims to provide reassurance to help transition commuters back to using non-SOV methods of travel to the workplace in a safe and healthy manner. The readied campaign will be released in late FY2021 and into FY2022.

Creative Concepts













Newsletters

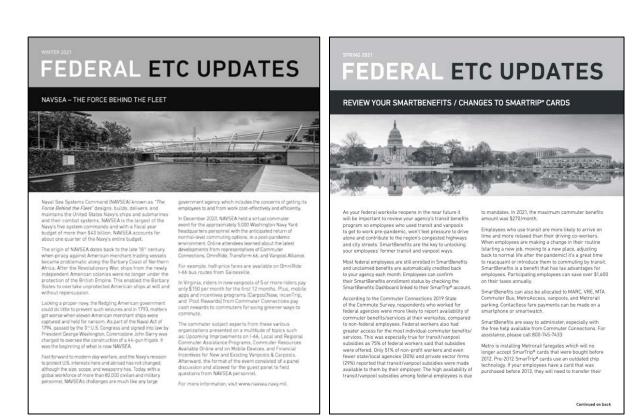
The winter and spring 2021 editions of the Commuter Connections newsletter were produced during the second half of FY21. The six page 4-color newsletter is produced and distributed quarterly to employers and stakeholders. It is also available in .pdf format on the Commuter Connections website.





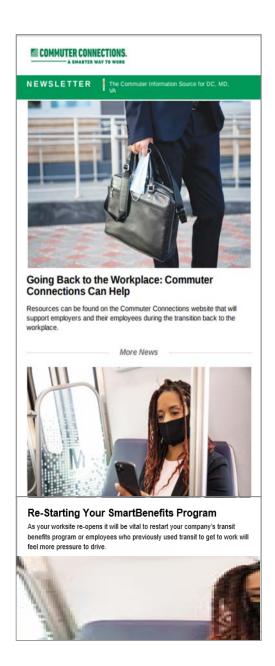
Federal ETC Updates Newsletter

The winter and spring 2021 editions of the Commuter Connections Federal ETC Updates newsletter were produced during the second half of FY21. The two-page black & white newsletter is produced and distributed quarterly to Federal Employee Transportation Coordinators via GSA. It is also available in .pdf format on the www.federaletc.org website.



E-Newsletters





APPENDIX A

Web Visits

Month	FY 2020 Web Visits	FY 2021 Web Visits	+/-	+/- %
January	11,699	3,410	(8,289)	-70.9%
February	10,320	4,710	(5,610)	-54.4%
March	9,010	4,007	(5,003)	-55.5%
April	4,320	4,210	(110)	-2.5%
May	3,998	6,717	2,719	68.0%
June				

39,347 23,054 (16,293) -41.4%

Phone Calls

Month	FY 2020 Phone Calls	FY 2021 Phone Calls	+/-	+/- %
January	1,197	144	(1,053)	-88.0%
February	853	159	(694)	-81.4%
March	730	131	(599)	-82.1%
April	152	133	(19)	-12.5%
May	122	178	56	45.9%
June				

3,054 745 (2,309) -75.6%

GRH Applications

	GRH FY 2020	GRH FY 2021		
Month	Applications	Applications	Change	%
January	846	198	-648	-76.6%
February	635	207	-428	-67.4%
March	552	171	-381	-69.0%
April				
May				
June				

2,033 576 -1,457 -71.7%

Rideshare Applications

Month	Rideshare FY 2020 Applications	Rideshare FY 2021 Applications	Change	%
January	1,051	702	-349	-33.2%
February	1,013	815	-198	-19.5%
March	1,008	689	-319	-31.6%
April				
May				
June				

3,072 2,206 (866) -28.2%