COMMUTER CONNECTIONS REGIONAL TDM MARKETING GROUP FY2018 FIRST HALF MARKETING ACTIVITY

December 19, 2017

COMMUTER CONNECTIONS TOPLINE PROGRAM OBJECTIVES

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



FIRST HALF FY2018 INITIATIVES

- Car Free Day
- Ridesharing
- Guaranteed Ride Home
- Pool Rewards
- CarpoolNow Mobile App
- Bike to Work Day 2018 Planning
- Employer Recognition Awards Call for 2018 Nominations
- Employer Newsletters



CAR FREE DAY 2017 HIGHLIGHTS AND RESULTS

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CAR FREE DAY OBJECTIVES

- Promote alternative modes of travel for both commute and lifestyle
- Encourage commuters and the general public to take the online pledge to travel car free or car-lite.
- Tabulate pledge numbers and measure emissions impacts.





CAR FREE DAY RADIO

September 2017

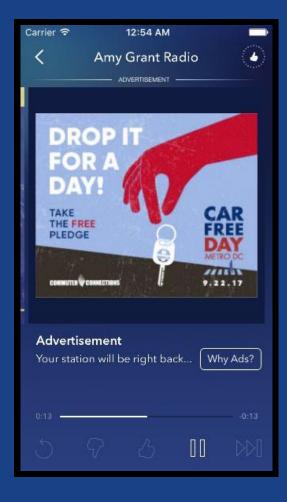




CAR FREE DAY INTERNET RADIO

September 2017

Drop It For a Day

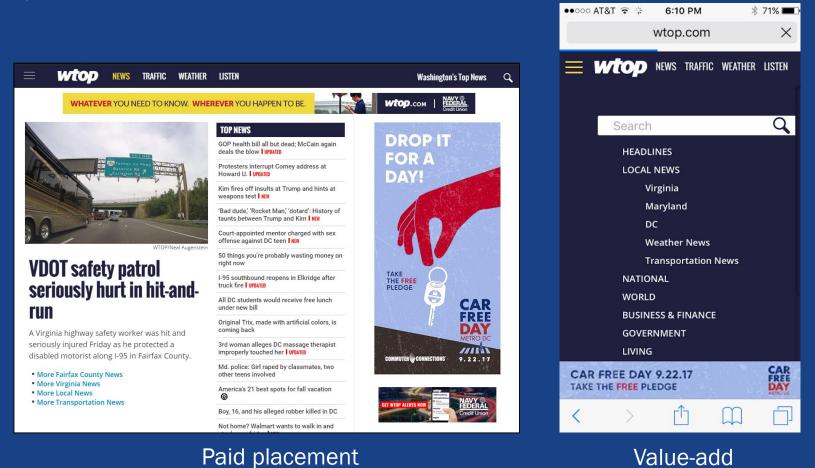


PANDORA®



CAR FREE DAY WTOP.COM DIGITAL

September 2017



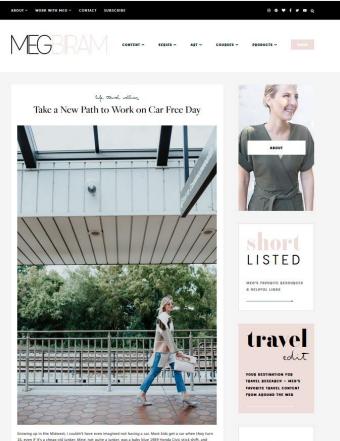


CAR FREE DAY KEY INFLUENCER BLOG

Week of 9/18

- Leveraged key influencer in region to promote Car Free Day via extensive blog
- Professional photoshoot of various ways to get around
- 50,000 followers







CAR FREE DAY - CLEAN AIR PARTNERS DIGITAL AND SOCIAL MEDIA ENGAGEMENT







46,384 Three-second video plays29,192 Ten-second video plays



CAR FREE DAY PAID SOCIAL MEDIA

September 2017

- A series of different Facebook posts
- Nearly 3,000 organic user engagements (clicks, comments, reactions, and shares)



World Car Free Day is September 22...so grab a friend and take the free pledge to ride together! You could win some great prizes, and join millions around the world for this important event. Go to www.carfreemetrodc.org. Sponsored by Commuter Connections. #CarfreeDay #CarfreeMetrODC



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Bicycling is not only healthy it's a fun way to get to work. World Car Free Day is Friday, September 22. Why not bike to work? Take the free pledge at www.carfreemetrodc.org. Sponsored by Commuter Connections. #BikeDC #DCMetro





CAR FREE DAY EARNED MEDIA

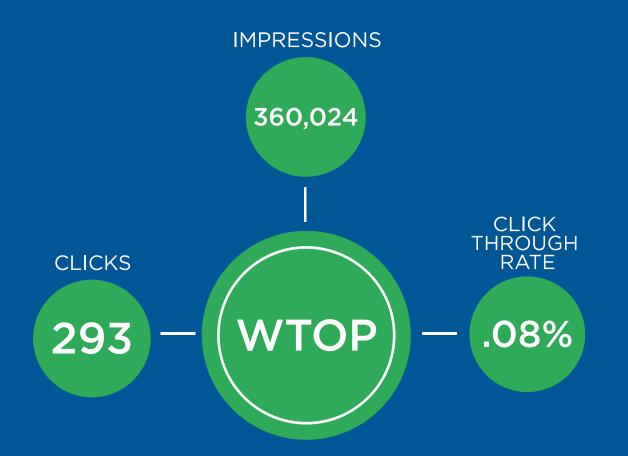
- Partnered with American Lung Association
- Publication and outlet calendar listings
- Press releases/media advisories
- Facebook poll
- Content for association solicitation and communications
- College Campus Challenge tool kit
- Radio/TV interview placements
- 21 total media placements





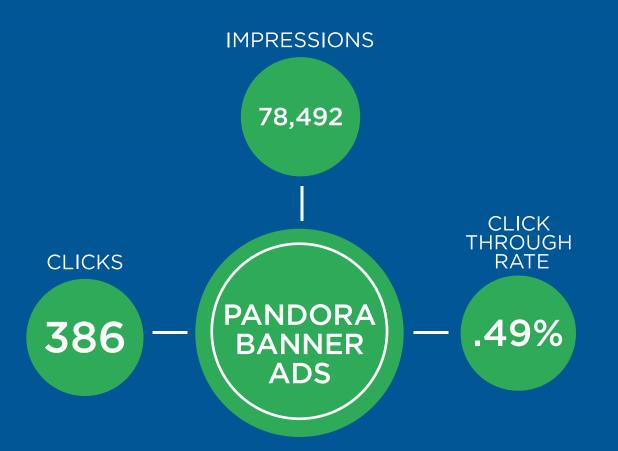


CAR FREE DAY DIGITAL RESULTS WTOP



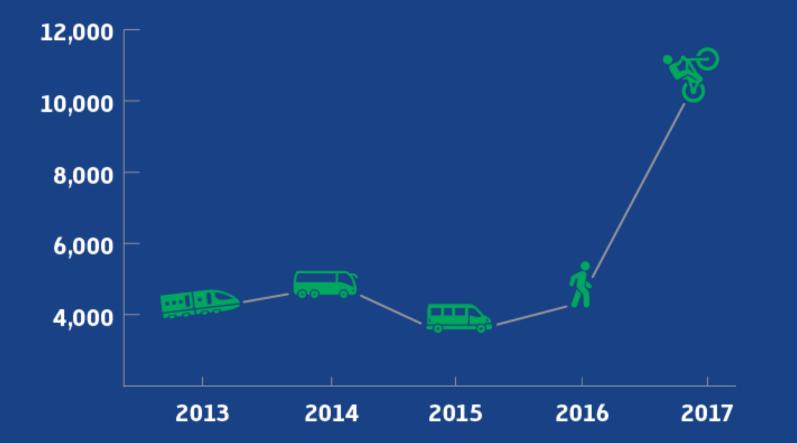


CAR FREE DAY DIGITAL RESULTS PANDORA



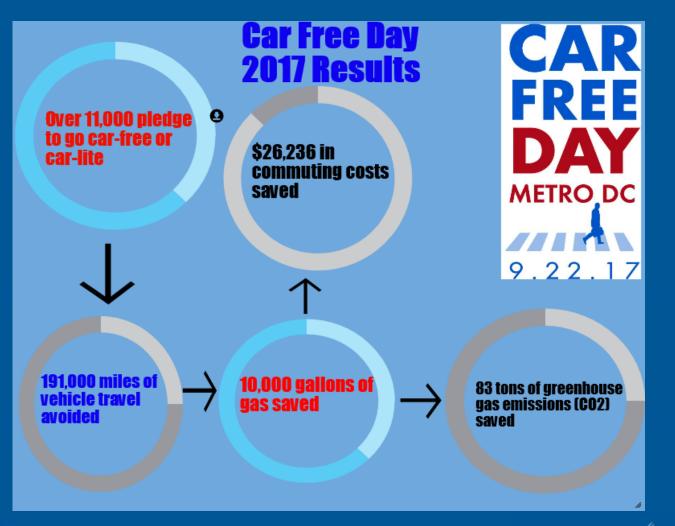


CAR FREE DAY PLEDGES



COMMUTER

CAR FREE DAY FOLLOW UP INFOGRAPHIC ON FACEBOOK





CAR FREE DAY FOLLOW UP EMAIL BLAST TO PARTICIPANTS



The Commuter Information Source for MD, VA, and Metropolitan D.C.



Dear Pamela Santeri:

We did it thanks to your help! This year's Car Free Day was a huge success. You were one of the more than 11,000 people who took the pledge to go car free or carlite surpassing last year's pledge number by nearly 150 percent.

We calculated the numbers and on Car Free Day alone:

- 191,000 vehicle miles of travel were avoided
- 10,000 gallons of gasoline were saved
- \$26,236 in commuting costs were saved
- 83 tons of greenhouse gas emissions (CO2) were saved

At Commuter Connections, we're always looking to help commuters find better, faster and less costly ways to get to work. Just ask one of the more than 20,000 commuters who rely on Commuter Connections for free up-to-the-minute ridesharing information and much more. Our services are free and backed by the <u>Guaranteed</u> <u>Ride Home program</u>. To find out more visit our <u>website</u> or call us at 1-800-745-RIDE.

Thanks again.

Sincerely,

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RIDSHARING FALL FY18

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RIDESHARE FALL FY18 CREATIVE



A COUPLE CLICKS CAN SAVE YOU



A couple clicks joins you with those already saving by sharing a ride. Get a match anywhere along your routs, scheduled or on demend. It's free, and it saves you!

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RIDESHARE FALL FY18 MEDIA BUDGET (NET)

Radio	\$242,250
Podcasts	\$ 56,500
WTOP.com	\$ 34,000
Social Media	\$ 4,998
Total Paid Media:	\$337,748
Added Value:	\$ 31,800
Direct Mail:	\$ 44.120





RIDESHARE FALL FY18 RADIO

October – December 2017





RIDESHARE FALL FY18 PODCASTS

October – December 2017







RIDESHARE FALL FY18 SOCIAL & DIGITAL

October – December 2017





GUARANTEED RIDE HOME FALL FY18

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GRH FALL FY18 VISUALS



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GRH WASHINGTON FALL FY18 MEDIA BUDGET (NET)

Radio	\$81,834.60
FederalNewsRadio.com	\$70,125.00
Pandora	\$61,617.00
Social Media	\$11,550.00
Total Paid Media:	\$225,126.60
Added Value:	\$ 68,000
Direct Mail:	\$ 44,120





GRH BALTIMORE FALL FY18 MEDIA BUDGET (NET)

Radio	\$19,987.75
Social Media	\$5,040
Total Paid Media:	\$25,027.75

Added Value:

\$ 10,500





GRH FALL FY18 RADIO WASHINGTON DC

September – December 2017





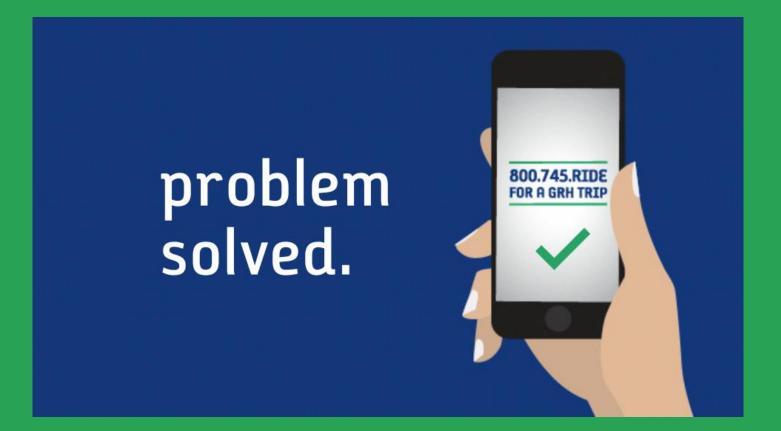
GRH FALL FY18 RADIO BALTIMORE

October – December 2017





GRH FALL FY18 YOUTUBE WASHINGTON AND BALTIMORE REGIONS





GRH FALL FY18 BANNER ADS WASHINGTON AND BALTIMORE REGIONS





'POOL REWARDS FALL FY18



'POOL REWARDS FALL FY18 MEDIA BUDGET

November – December 2017

Radio	\$4,292.50
Facebook	\$2,805.00
Pandora	\$7,500.00



Total Paid Media

\$ 14,597.50



FALL FY18 PANDORA



COMMUTER CONNECTIONS

FALL FY18 FACEBOOK VIDEO





CARPOOLNOW MOBILE APP FALL FY18



CARPOOLNOW FY18 FALL STRATEGY

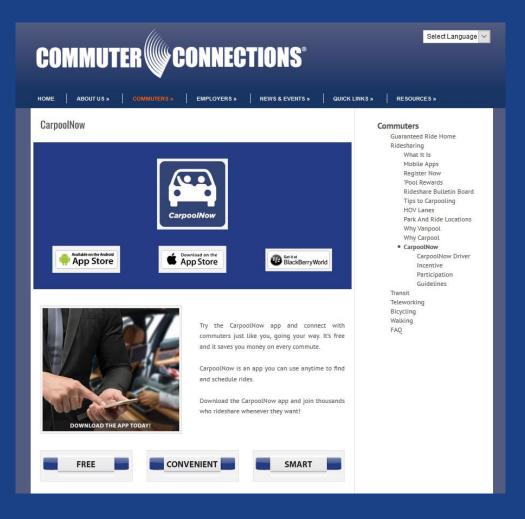
- Encourage download and usage of the new CarpoolNow mobile app
- Stand alone web page created www.carpoolnow.org
- Marketing campaign rolled out to commuters in Howard County, MD







CARPOOL NOW DEDICATED MICROSITE



COMMUTER

CARPOOLNOW FALL FY18 RADIO

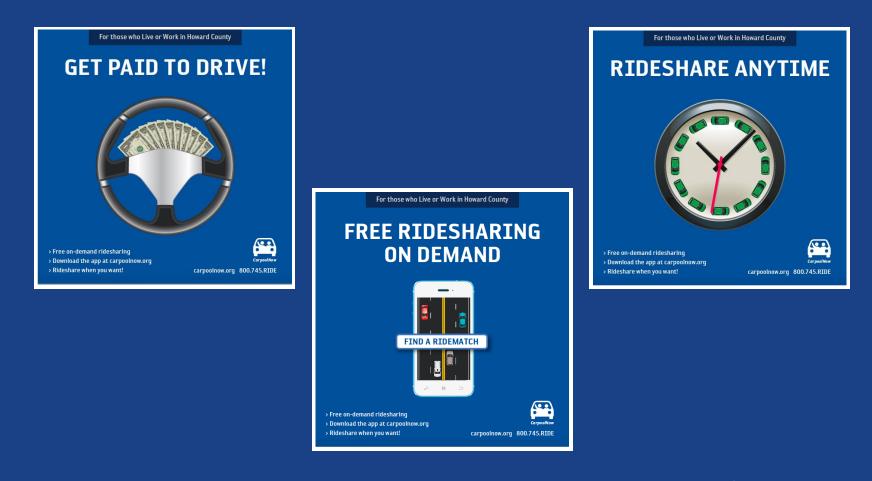
October – December 2017



mobile audio ads and web audio ads



CREATIVE DEVELOPMENT FOR CAMPAIGN STARTING 2018





BIKE TO WORK DAY 2018 PLANNING



BIKE TO WORK DAY 2018 PLANNING

- Sponsorship drive underway; continues through January 2018.
- Poster concepts developed for January Steering Committee review.
- Pit stop confirmations and new pit stop discussions in progress.
- Cost estimates from T-shirt vendors.







2018 EMPLOYER RECOGNITION AWARDS

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2018 EMPLOYER RECOGNITION AWARDS

STRATEGY

Recognize employers who deliver outstanding and measurable commuter benefits and/or telework programs





2018 EMPLOYER RECOGNITION AWARDS CALL FOR NOMINATIONS MAILER

Awards are given in the following categories:

INCENTIVES Offering a host of commuter

incentives to encourage and reward employees for using alternative means of transportation to and from work.



TELEWORKING Providing management support, training, and technology to enable employees to work from home or a remote office either on a part-time, full-time or occasional basis.

TRANSIT AND VANPOOLS



A bit about last year's 2017 winners:

MARKETING

American Society of Health-System Pharmacists Bethesda, MD

The American Society of Health System Pharmacists (ASHP) is a national professional organization whose nearly 45,000 members include planmacists, pharmacy technicins, and student pharmacists who provide patient care services in hospitals, health systems, and ambulatory clinics. For 75 years, ASHP has been at the forefront to forbors to improve medication use and enhance patient safety.

Of its 217 employees in the Washington, DC area, 50 percent participate in alternatives to drive-alone commuting; 30 employees use transit; 8 walk, run, or bike; 50 telework full time; and 20 telework 1-3 days per week.



INCENTIVES

The Cadmus Group, Inc. Arlington, VA

The Gahnau Group, Inc. is a leading consulting firm serving the energy, environmental, and homeland security markets, with nanional Godgrini and three offices in the metropoltan Washington region. As an employee-awed firm, Gahnus is fully committed to supporting employees the wash and well-being, while advancing its mission to create social value and minimize its impact on the natural environment.

In 2006, cadmus initiated a benefits program that offers its employees a wide range of alternative commuting incentives designed to accommodate employee needs and minitize reliance on automobiles. Of the approximately 200 employees based in cadmus' three Washington metropolate area offices, 115 (64%) use mass transit, up from 46 percent in 2014. In addition, 90 (20%) telenoxin or use flattime, and (5%) bite or awak to work.





TELEWORK

TCG, Inc. Washington, DC

Founded in 1994, ICG, Inc. provides IT and management consulting services to the federal government, and has been recognized as one of the best places to work (§ orcan Floces to Work, Fortune Magazine, Enterprenex, the Washington Post, and the Washington Business Journal. ICG's between known of the Washington and today, of its 130 employees, about 80 percent telework. More than half of its employees do so fulf time, and another 27 percent telework at least one day per week.

TGE has adopted a telecommute-first model where employees are encouraged to mork remotely, enabling the company to hire employees who are this top performers in the Finds, and keeping staff turnove below 9 percent, far lies than the industry average. It a contract requires that the TGE employee work on-site encourage clience to days per week.





QUARTERLY EMPLOYER NEWSLETTER

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COMMUTER CONNECTIONS

QUARTERLY EMPLOYER NEWSLETTER

- Build loyalty and brand awareness
- Report on relevant TDM news
- Promote Commuter Connections services and special events



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COMMUTER

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UMBRELLA CAMPAIGN SPRING FY18 PREVIEW

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UMBRELLA CAMPAIGN SPRING FY18 DEVELOPMENT TIMELINE

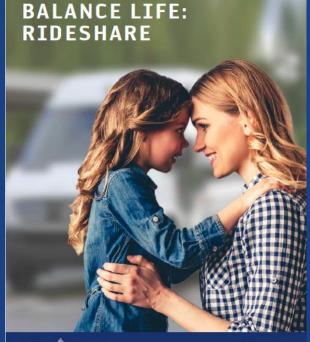
•	Review Research, Trends, and Prior Campaign Results	July 2017
•	Draft Marketing Communications Plan	July 2017
•	Regional TDM Marketing Group Feedback via SharePoint	Aug 2017
•	Conceptual Approaches at Regional TDM Marketing Mtg	Sep 2017
•	Feedback: State Funding Agencies & Marketing Workgroup	Oct 2017
•	Refine, Develop and Finalize	Nov 2017
•	Media Selection	Dec 2017
•	Production and Distribution to Media	Jan 2018
•	New FY18 Creative Campaign Goes Live	Feb 2018



RIDESHARE SPRING FY18 CREATIVE CONCEPTS MARKETING WORKGROUP/STATE FUNDING AGENCIES



commuterconnections.org // 800.745.RIDE



COMMUTER CONNECTIONS RIDESHARE. free ridematching and commuter services at commuterconnections.org // 800.745.RIDE





COMMUTER CONNECTIONS

free to sign up at commuterconnections.org // 800.745.RIDE



RIDESHARE SPRING FY18 WRITTEN CONCEPT

Media Strategy

Drive time radio supported by social media and pre-roll video ads

Creative Strategy

- Distinguish from Uber/Lyft perceived "ridesharing"
- Commuter Connections has a depth of program benefits available
- Free registration gets commuters instant access to other programs
- Promote Commuter Connections as being part of a "community of commuters"





RIDESHARE SPRING FY18 VISUAL SELECTION





GRH SPRING FY18 CREATIVE CONCEPTS MARKETING WORKGROUP/STATE FUNDING AGENCIES







GRH SPRING FY18 WRITTEN CONCEPT

Media Strategy

 Radio as anchor supported by digital video pre-roll video and social media

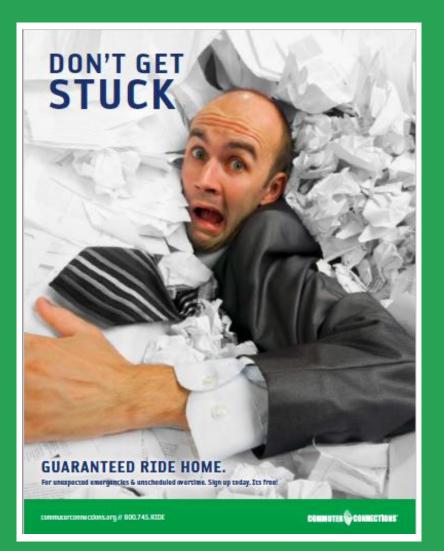
Creative Strategy

- A visual that is humorous/eye-catching
- Visual representation of "getting stuck" at work and how GRH can help commuters out of such situations.





GRH SPRING FY18 VISUAL SELECTION





FY18 DIRECT MAILERS

December 2017





LOOKING AHEAD IN 2018

CarpoolNow	Jan – June
• 'Pool Rewards	Jan - March
Spring Umbrella Campaign GRH/Rideshare	Feb - June
Bike to Work Day Event	May
Direct Mailer	June
Employer Recognition Awards Event	June





