

PROGRAM OBJECTIVES

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



INITIATIVES

- Car Free Day
- Guaranteed Ride Home
- Ridesharing
- 'Pool Rewards
- Employer Recognition Awards
- Newsletter



FALL SCHEDULE

AUG Spring FY 2017 Concept Development

SEP Quarterly Newsletter & E-Newsletter Distributed

SEP Car Free Day Promotion

SEP GRH Campaign Launches

OCT Rideshare & GRH Baltimore Campaigns Launch

OCT 'Pool Rewards Promotion

DEC Direct Mailer





STRATEGY

- Promote alternative modes of transportation for both commute and lifestyle
- Encourage pledging to go car free or car-lite by bicycling,
 walking, teleworking, carpooling, vanpooling or taking transit
- Generate in-kind sponsorships
- Offer prizes and promotions as incentives
- Engage area universities



PROCLAMATION



Car Free Day 2016 proclamation signing July 20th

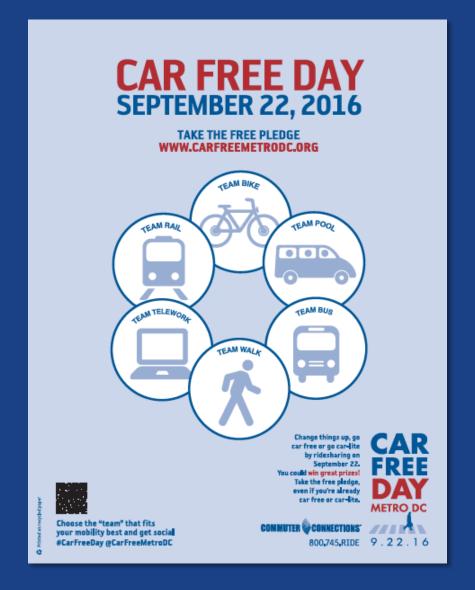


MARKETING EFFORTS FOR CAR FREE DAY

- Web site
- Posters
- Direct mail
- Paid social media
- Radio
- Radio Promotion
- Value add online banners, radio reads, and endorsements
- Text Messaging
- Earned media placements
- Donated transit space
- Jurisdiction special events

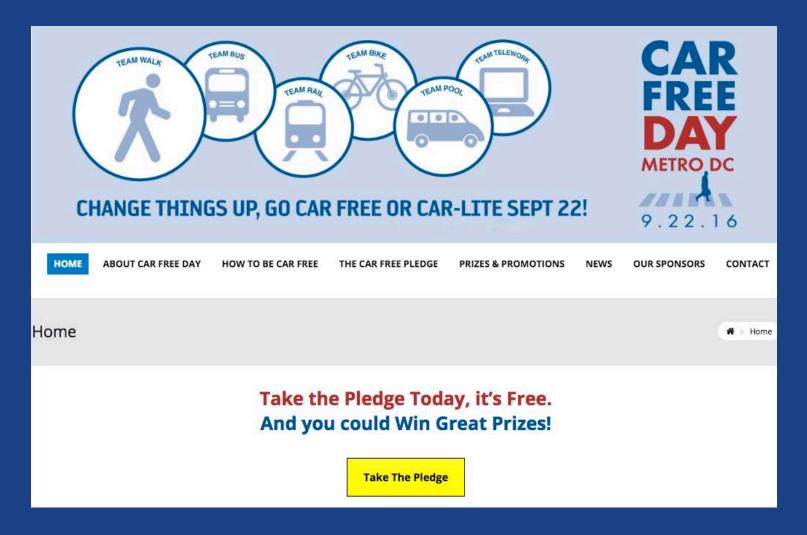


POSTER



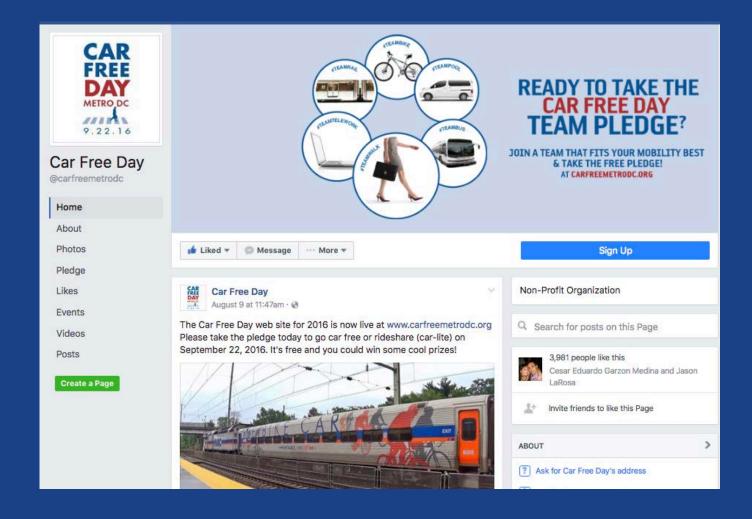


WEBSITE



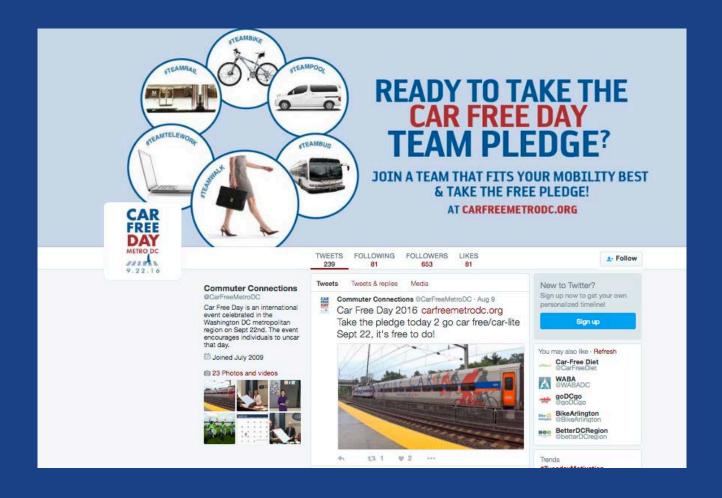


FACEBOOK





TWITTER





PAID MEDIA

30 – second radio spot airing August 29 – September 21 on:







:30 A New Tune



PAID MEDIA

Social Media page takeovers 9/14 & 9/21







PAID MEDIA

Online Impressions served ROS across all devices: desktop, mobile, and tablet 8/29 - 9/21







PAID SOCIAL MEDIA

Facebook, Twitter, and Instagram sponsored ad image









VALUE ADD

- Bonus spots
- :05 announcements
- WMZQ Fall Fest concert ticket giveaway



WMZQ Fall Fest Promo





TEXT MESSAGES





SPONSORSHIP DRIVE

Other outreach

- Email blasts
 - Past participants
 - Employers
 - Universities



SPONSORSHIP RAFFLE PRIZES

- Capital Bikeshare annual memberships, goDCgo
- Commuter train round-trip passes, Virginia Railway Express
- Fall Fest concert tix and backstage pass Oct 1 Jiffy Lube Live, WMZQ/iHeart Radio
- KIND Healthy Snacks gift bag, KIND, #LiveKIND
- SmarTrip Card w \$25 fare, Washington Metropolitan Area Transit Authority
- Supermarket \$25 gift cards, Giant Food
- Pizzeria restaurant gift cards \$25, Mellow Mushroom of Adams Morgan
- \$50 Bike shop gift card, The Bike Rack
- One-year membership \$698, Crunch Fitness Metro Center



EARNED MEDIA

- Publication and outlet calendar listings
- Press releases/media advisories
- Social media content
- Content for association solicitation and communications
- Radio/TV interview placements
- Partner and sponsor kits
- College Campus Challenge kits



DONATED SPACE



CAR FREE DAY SEPTEMBER 22, 2016

CHANGE THINGS UP

PLEDGE AT CARFREEMETRODC.ORG

Take the free pledge today. You could Win a Bicycle!

Bike, walk, use transit, work from home, or go car-lite and rideshare.









Montgomery County Ride On Exterior



Arlington Interior Bus Card



DONATED SPACE



CAR FREE DAY SEPTEMBER 22, 2016

CHANGE THINGS UP, GO CAR FREE OR RIDESHARE!



PLEDGE AT CARFREEMETRODC.ORG
Take the free pledge today. You could Win a Bicycle!





Fairfax Connector Bus Tail



MetroBus Shelter



DONATED SPACE



Prince George's County Bus Shelter



COLLEGE CAMPUS CHALLENGE



PDF Poster





Try something new. TAKE the PLEDGE. #CarFreeDay, coming September 22!













Try something new. TAKE the PLEDGE. #CarFreeDay, coming September 22!







FY17 FALL STRATEGY

- Position Commuter Connections as a trusted regional provider of ridesharing information
- Engage and connect with the audience through social media
- Geographic emphasis on middle and outer ring commutes
- Continue spring FY 2016 creative
- Expand audience to include younger age brackets and greater ethnic diversity
- Leverage value add to support SafeTrack messaging



CREATIVE







PROPOSED MEDIA

- Radio as anchor media
- TV as supporting media
- Online
- Social media
- Promotions & partnerships
- Live reads
- Direct mail

Campaign Live: October 2016 – December 2016



PROPOSED FALL FY17 MEDIA BUDGET

Radio \$198,500

Network TV \$ 90,000

Social Media \$ 21,000

Online \$ 25,000

Total Paid Media: \$334,500

Added Value: \$ TBD

Direct Mail: \$43,744



FALL RIDESHARE RADIO ADS

:30 English radio spots (2)



Kids Stock Market



Kids Stressed Out

:30 Spanish radio spots (2)



Kids Stock Market



Kids Stressed Out

FALL RIDESHARE RADIO

Flight dates: October – December 2016















FALL RIDESHARE TV AD - "SAVE YOUR SANITY"





Flight dates: October - December 2016

FALL RIDESHARE SOCIAL & ONLINE

Flight weeks:



Facebook



Instagram



Twitter



Top Performing News sites



FALL PAID MEDIA

MEDIA	9/26 10/3	10/10 10/17	10/24 10/3	1 11/7 11/14	11/21 11/28	12/5 12/12	12/19 12/26
Guaranteed Rid	e Home						
Radio	9	>	•	•	•	•	•
Social Media	⊘	②	②	②	②	•	②
Digital	.	•	•	•	•	>	•
Rideshare							
Radio	Ø	•	•	•	•	•	•
TV	Ø	•	•	•	•	•	
Social Media	O	•	•	•	•	•	



FALL RIDESHARE VALUE AD

Added value:

- :30 bonus TV & Radio spots
- :15 reads to promote SafeTrack and Dynamic Rideshare App
- Banner ads



ANALYTICS TO DATE: CC WEBSITE

Month	FY 2015 Web Visits	FY 2016 Web Visits	+/-	+/- %
Jan	12,308	11,990	(318)	-2.6%
Feb	10,960	19,307	8,347	76.2%
March	14,919	24,637	9,718	65.1%
April	14,185	25,879	11,694	82.4%
May	15,306	17,112	1,806	11.8%
June	14,648	29,159	14,511	99.1%
	82,326	128,084	45,758	55.6%

Web visits increased 55% during the second half of FY16 vs. FY15

We credit website visit surge to increased digital and social media presence across Pandora, Facebook, Twitter, and Instagram

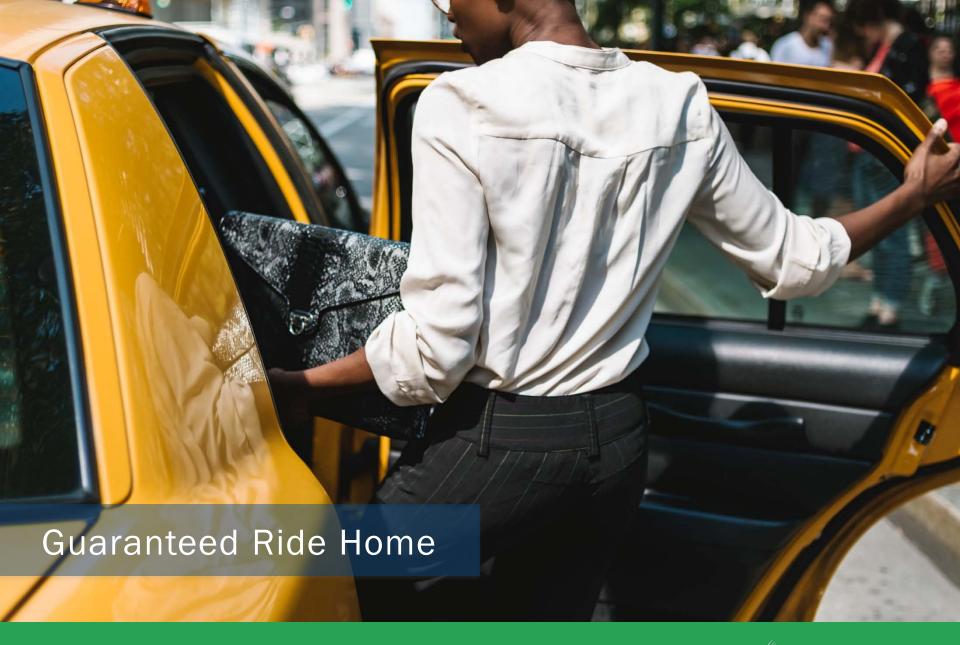


VALUE ADD

Estimated Added value from the media outlets including:

- :05 & :10 radio reads
- Homepage takeover
- Banner ads
- E-newsletter promotion





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STRATEGY

- Guaranteed Ride Home is another great benefit for people who use
 SOV alternatives
- Position GRH as a commuter's rideshare benefit in case of an emergency



CREATIVE







PROPOSED MEDIA

- Radio as anchor media
- Digital
- Live reads
- Direct mail



FALL MEDIA BUDGET

Radio \$ 203,000

Radio – GRH Baltimore \$ 37,500

Digital \$ 20,000

Total Paid Media: \$ 260,500

Added Value: \$ TBD

Direct Mail: \$ 43,744

Campaign Live: September 26, 2016

through December 25, 2016

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RADIO

Flight dates:



Baby



Working Late



DIGITAL

Flight Weeks: September 26, 2016 – December 25, 2016







FALL GRH VALUE ADD

Estimated Added value:

- :30 bonus spots
- Banner ads
- Commuter Connections logo with URL



EARNED MEDIA

OBJECTIVES

- Increase impressions
- Build trust

STRATEGY

- Position as key resource & innovator
- Promote economical, environmental, and social benefits







WHAT'S COMING IN FY2017





FY2017 CAMPAIGN DEVELOPMENT TIMELINE

view Research, Trends, and Prior Campaign Results	July 2016
aft Marketing Communications Plan	July 2016
g TDM Marketing Group Feedback via SharePoint	Aug 2016
nceptual Approaches at Reg TDM Marketing Mtg	Sep 2016
edback from Marketing Workgroup	Oct 2016
fine, Develop and Finalize	Nov 2016
edia Selection	Dec 2016
oduction and Distribution to Media	Jan 2017
w FY17 Creative Campaign Goes Live	Feb 2017



Strategy:

- Focus on benefits that reduce stress and promote a better quality of life
- Exalt Commuter Connections' new dynamic rideshare app,CarpoolNow
- Key differentiator will continue to be the program's FREE service



Concept: Off the Hook

This concept plays on the freedom feeling. When you rideshare, you can keep on keeping on or you can be "off the hook" and take back a little time for yourself. You have the freedom to choose.



Concept: Features

Visuals kept simple, clean, and branded--to position Commuter Connections as an innovative provider of ridesharing services and programs. These visuals translate well for social posts that can be boosted.



Concept: Emojis

Emojis is meant to connect particularly to the millennial audience. They prefer connecting through technology as much as, if not more than, face to face. We seek to speak their language, with symbols and humor.



Concept: Calm

Packing lunches, making breakfast, school bus, day care, phone calls, texts: these days we may feel fully stressed before we even pass through work doors. Let Ridesharing give you those needed minutes of calm in an otherwise busy day.



Concept: Go Time

With innovative new features that make it easy and flexible for the user, Commuter Connections' rideshare program stands out amongst competitors with integrated abilities, a large database, and free services and benefits.



Concept: Bumper to Bumper

When you rideshare, you may meet all different kinds of people, in all places in life. The more you get to know them, the more similarities and interesting things/quirks you may find in those that surround you. And, if not, well at least we're bonded in reducing the number of cars on the road!



Concept: One Click

This concept highlights the one click option with Commuter Connections online sign up. With just a click, users can save money, find a ride, tap into benefits, and explore options to make their commute much more positive.



Strategy:

- Encourage registering and re-registering for GRH
- Guaranteed Ride Home is another great benefit for people who use SOV alternatives
- Position GRH as a commuter's rideshare benefit in case of an emergency



Concept: Ahead of the Curve Ball

We try to get ahead – sometimes going in early or staying late. But even the best laid plans get cast aside by the fender bender in the morning, the flu, etc. Even so, it's best to do what we can to try to plan for when those curve balls strike- by having Guaranteed Ride Home in place.



Concept: Fully Charged

Ever feel lost without your phone charger or your glasses? There are certain things that we rely on to get us through the day, and really, through life. Let Guaranteed Ride Home be there for you, too – when you need it, where you need it.



Concept: Problem. Solved.

Problem. Solved. By first showing the problem, then showing how simple it is to solve it, we position GRH as an easy step of registration--that will pay off when the audience finds themselves confronted with late nights or unexpected emergencies. Reminder to register or renew is included in the messaging.



Concept: Bubble Wrap (Protect) Your Commute

No one really leads life in a bubble, much as we'd like to. Illness, injury and work all invade our space and make our lives more difficult. Although we can't completely safeguard from these bumps in the road, Guaranteed Ride Home is there to protect you from further inconvenience and reduce your stress level, too.



MEDIA SELECTION PROCESS

Review and analyze

- Marketing Communications Plan
- 3rd party media data
- Reach & frequency of target demographics for each

Analyze

Cost/value proposition of each option

Reality check

Does it make sense?

Negotiate

Evaluate and negotiate best terms

Purchase media

Run campaign

Evaluate results

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STRATEGY

Promote benefits & encourage registration

Use new & traditional media





PROPOSED FALL FY17 MEDIA BUDGET

TV \$

Facebook \$

Twitter \$

Total Paid Media \$ 25,000

Added Value: \$

Campaign Live: October – December 2016







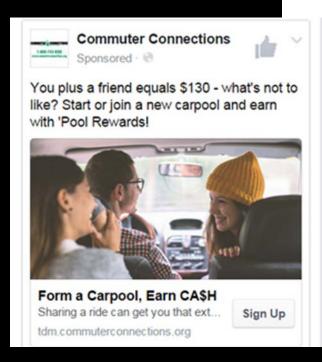


CREATIVE - TV AD

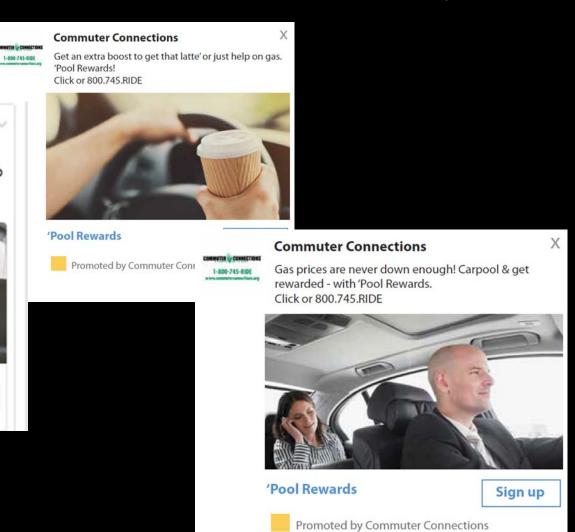




SOCIAL MEDIA

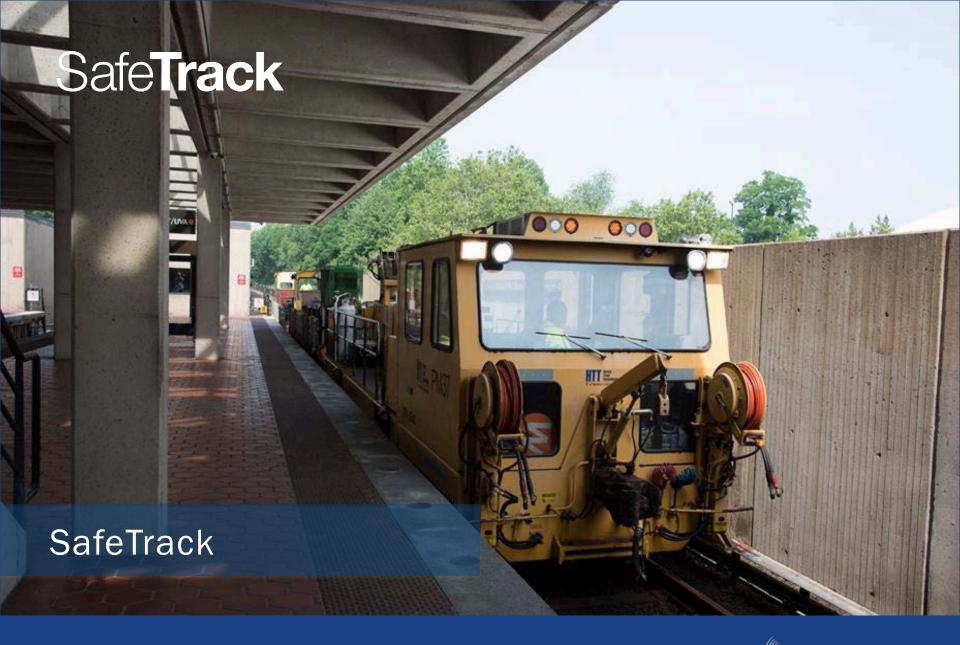


Facebook ads



Twitter ads





STRATEGY

Promote alternative options for commuters affected by SafeTrack



PROPOSED VALUE ADD





CREATIVE

- Online animated digital ads
- Run of site/multi-platform
- 167,500 impressions
- Fall 2016

metrorail Safe**Track** is now UNDERWAY!





COMMUTER CONNECTIONS
A SMARTER WAY TO WORK
(800) 745-7433



COMMUTER CONNECTIONS WAY TO WORK (800) 745-7433

metrorail Safe**Track** is now UNDERWAY!



COMMUTER CONNECTIONS WAY TO WORK

(800) 745-7433



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OBJECTIVES

- Create loyalty and brand awareness
- Develop relationships and trust
- Promote & report on special events



STRATEGY

- Published quarterly and reaches
 - Employer Transportation Coordinators
 - Committee members
 - Other TDM stakeholders
 - Federal ETC's (w/insert)
- E-Newsletter



PRINT



TOP EMPLOYER COMMUTER BENEFIT PROGRAMS HONORED

The 19th annual Commutar Connections Employer Recognition Awards, held June 27 at the Washington Marriett at Metro Center, honored three employers as "All-Stars of Commute Programs", as well as two Employer Services teams.

This annual awards event honors companies that promoto sustainable, healthy, and convenient commute options for their employees. Each year companies enter self-nominations in one of three categories.

Commuter Incentives reward employees for using alternative means of commuting. Merketing Programs promote the merits of alternativing. Teleworking allows employees to work remotely and dramatically reduce the time and money spent commuting.

The Annual Employer Recognition Awards recognice and support the important role employers play in promoting commutant transportation alternatives in the region," said Nicholas Ramfos, Director of Commuter Connections. "Employers that support daily commuting transportation alternatives, such as ridesharing, bicycling, transit, and teleworking holp create a better quality of life for their employees. Transportation benefits programs holp attract and retain higher qualified employees, improve regional mobility, and reduce greenhouse gas emissions."

Employer Awards

The annual awards ceremony recognizes are a companies that go above and beyond to support commuter programs for their employees.

This years winners are:

I to r: Presenter Green Wright, Maryland-National Capital Park and Planning Commission, Winner Jamiller Tools, Tools Design Group; Encose Charles Allen, Councilmenter District of Columbia



Incertives Award – Toole Design Group, Silver Spring, MD Founded in 2003, Toole Design Group is a leading planning, engineering, and landscape architecture firm that specializes in multi-modal transportation - walking, bicycling, and transit.

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FEDERAL ETC UPDATES

Employee Transportation Coordinator

OPM ADDRESSES SAFETRACK FOR FEDERAL EMPLOYEES



Office of Personnel Management (OPM) Acting Director Both F. Cobert, released a memo to address SafeTrack's impact on federal employees.

As arrounced by the Westington Metropolitan Area Transk Authority (MMATA), SefeTrack is an accelerated track work plan to address recommendations and rehabilitate the Metroral system to improve safety and reliability. SefeTrack accelerates three years worth of work into less than one. The plans significantly expends maintenance time on weekinghts, weakends, and middley hours and includes "Safety Surges" lasting between one and six weeks for major repairs and upgrades in needed parts of the system.



OPM realized that, given the scope, duretion, and nature of the disruptions, the impact to agencies in metropolitan. Washington will vary and that, incteed of imposing a single approach for the entire Federal Government. OPM needs to provide guidance to agencies on how to utilize verious workplace fleshibities.

"Ultimately, individual

agancies are best positioned to determine the impact that the Safe Track project will have on their workforce and therefore agancies should make decisions regarding how to adjust," said Cobort, "OPM will provide additional guidance and assistance to agancies to better understand the tools available to them."

OPM established an interragency working group to assess the potential impact on federal amplayees and agency operations in the Weshington metroportian region, with the responsibility of discussing agency concerns, developing options, and sharing agency best practices for maintaining productivity and continuity of operations during this project.

Throughout the SafaTrack surges, CPM will issue additional guidance and exemples of how to affectively use workplace flexibities (e.g., takenote) to the reduce the impact of the SafaTrack project on their employees and overall experty operations. Additionally, CPM is communicating with national labor unions and other employee groups for suggestions and feedback, as they develop and update OPM guidance.

According to the memo, federal agencies should review their policies and procedures on the use of workplace file bifties to help mitigate commuting disruptions. Employees should also plan on altering their commuting patterns to fulfill their responsibilities.

Additionally, it is suggested that agencies should carefully review their current tolework arrangements, determine whether employees are eligible to telework, renew telework agreements older than one year, and establish written agreements with interested employees

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Summer Newsletter



E-NEWSLETTER

Not coming through? Click here to place in Intention. The Commuter Information Source for HD, VA, and Hetropolitan D.C. Top Employer Commuter Benefit Programs Honored The 19th annual Commuter Connections Employer Recognition Awards, held June 27 at the Washington Marriott at Metro Center, honored three employers as "All-Stars of Commute Programs", as well as two Employer Services teams... Change Things Up for Car Free Day! Leave your car behind and go car free on Thursday September 22, 2016. Join millions of people around the world... Navigate Safetrack with Commuter Connections! We are more than half way through Metrols Safe Back schedule of 15 Surger? Safe Back is an accelerated track work plan to address safety... A New Case Study in Commuting - LEIDOS Everyday employers turn to Commuter Connections for help-starting, or growing, their commuting programs. Employers realize that offering commute benefit programs can help increase recruitment and retention... National Capital Region Transportation Planning Board Metropolitan Washington Council Of Screenments 777 North Capital Street, NE+ Suite 800 + Washington, DC 20002 Fyzoraki in conduction has all history could, place gift have programmal accommissions and



LOOKING AHEAD

Spring Campaign Ideation July 2016

Car Free Day Campaign September 2016

Fall Campaign Live Sept - Dec 2016

'Pool Rewards Oct - Dec 2016

Spring FY17 Campaign Live Feb - June 2017

Bike to Work Day Campaign Live Apr - May 2017

Employer Recognition Awards June 2017



