Joint Board Program Management Report 3rd Quarter - 2014





TABLE OF CONTENTS

Rep	ort Purpose	1
Key	Activities – Reporting Period	1
Cus	comer Service Equipment & Facilities	3
Ove	rview of Customer Activity & Contacts	4
Syst	em Operations Performance Data	6
<u>a)</u>	System Operations - Sales by Fare Product Type and Sales Channel/Location	6
<u>b)</u>	System Operations – Retailer Report	12
<u>c)</u>	System Operations - Ridership Transactions/Boardings	13
<u>d)</u>	System Operations – Cards in Circulation and in Use by Type	17
Pro	moting ORCA	18
Dat	a Sources	21
Acro	onyms	21





Report Purpose

The primary audience for this report is the seven agency ORCA Joint Board. The purpose of the report is to provide a high level quarterly overview of the performance of key customer facing system activities. The data presented may be useful to support business decisions such as the deployment of marketing or financial resources for system enhancements. The report may be modified at any time at the Joint Board's request, as our operational experience grows, and/or we introduce system changes.

3rd Quarter Key Activities

July

- The cumulative number of issued cards in circulation since April 2009 has reached over 2 million.
- King County Metro conducted a special account promotion—'In Motion July 28 Nov 1' aimed at
 residents along portions of RapidRide E and F lines. Eligible participants received an ORCA card with
 a two week Passport loaded with an attached customized card holder.
- ORCA cards loaded with a regional passport product were provided to 30-40 participants attending the Leadership APTA Workshop that was held at the Mayflower Hotel in downtown Seattle July 22-26.
- Pierce Transit added a banner to its website home page advertising ORCA card sales at retail partners, linking to information about locations, hours, payment types and orcacard.com. In addition, staff delivered new rack displays to Pierce County retailers reminding staff and customers to check receipts, so far eliminating issues regarding wrong products.
- King County Metro conducted a special account promotion 'SeaTac-Tukwila Promo 2014' aimed at residents along the RapidRide F line. Residents received a mailer to request an ORCA card with \$10 of E-purse along with a customized card holder.
- Kitsap Transit has been partnering with Kitsap Community Resources whose focus is providing services to low-income individuals in Kitsap County to promote self-sufficiency. An official ORCA-to-Go event was held July 16th at Kitsap Community Resources Registration Fair focusing on distribution of low income ORCA cards. Kitsap Transit's ORCA-to-Go mobile sales van was there to also provide a full range of ORCA card sales and service for all ORCA card types (adult, youth, senior & disabled RRFP). Kitsap Community Resources also serves as an outlet for Kitsap Transit bus and foot ferry schedules.



3rd Quarter Key Activities Continued

August

- South Lake Union streetcar is now using ORCA for fare collection. The standalone fare transaction
 processors (yellow hood) readers are at the stations. Fare enforcement officers use Portable Fare
 Transaction Processors (PFTPs) to check fare payment.
- Retail Card Sales since August 2013 Retailers have ordered 50,000 ORCA cards (for re-sale to customers) and generated over \$200,000 in revenue for the agencies.
- Pierce Transit promoted and staffed ORCA at the Downtown On-the-Go "Walk Tacoma" scavenger hunt. Participants traveled to multiple locations without using a car and with at least one trip on a Pierce Transit bus and one on Sound Transit Link, earning prizes including \$12 e-purse loaded to their ORCA card. As a follow-up to an earlier PT/ST ORCA-to-Go event, Pierce Transit provided on-site training to residents at a senior housing complex in Puyallup. The training showed them how to reload cards, including a live call to Customer Services to see how easy it is to load over the phone and also where the closest retailers are located. A few people also received training on how to load their cards at orcacard.com. During the visit, and additional 20 people obtained their first ORCA cards and loaded them with product.
- Kitsap Transit had a presence at the Kitsap County Fair for the first time in six years and ORCA was
 front and center. For the week-long event, staff offered fair-goers new ORCA cards and loaded
 existing cards. We were able to convert some regular riders to ORCA and had a great time doing
 it. Guests to our booth could also spin our trivia wheel and, when they correctly answered an ORCA
 or other transit question, win a fun Kitsap Transit prize.

September

- New ORCA system enhancements were promoted to production on September 18. New enhancements included King County Metro's new product, Low Income Passenger Fare Type. King County's Low Income program is due to start in March 2015. Fare collection was enabled on Sound Transit's Tacoma Link which previously did not take fares.
- Pierce Transit partnered with Downtown On the Go, developing a tri-fold brochure highlighting the benefits of an ORCA passport. We mailed the brochure to over 1,500 downtown Tacoma businesses and staff made follow-up phone calls to potential business partners.



Customer Service Equipment & Facilities

This table shows equipment quantities and customer facilities supporting the ORCA Regional Program. Figures below are current as of September 30, 2014.

ORCA Resource	In Service
Active Buses with On Board Equipment	
o CT	224
o ET	49
o KCM	1,396
o KT	111
o PT	167
o ST	243
Total	2,190
Portable Fare Transaction Processors	
o CT	6
o KCM	109
o KT Ferry	10
o Link	24
o PT (not in service)	34
o Sounder	8
o WSF	33
Total	224
Stand Alone Fare Transaction Processors	
o Sounder (ST)	75
o Link (ST)	86
o Swift (CT)	64
o Rapid Ride (KCM)	85
Total	310
3 rd Party Revalue Retailer Sites	126
Ticket Vending Machines	
o Sounder Stations	33
Link Stations	56
Transit Centers	6
Customer Sales Offices	1
Total	96
Customer Service Offices	CSOs CSTs
o CT	1 3
o ET	1 2
o KCM	2 13
o KT	1 3
o PT	1 7
o ST	0 1
o WSF	0 1
Total	6 30
Wireless Portable Customer Service Terminals	6
WSF Turnstiles/Tollbooths	97
WSF Turnstiles/Tollbooths	



Overview of Customer Activity & Contacts

Measure	July	August	September
Transaction Volume:			
Total Number of Fare Transactions/Boardings on All Services	9,185,613	8,713,370	9,221,803
Number of Cards in Use	379,846	387,060	410,052
Autoload Activity:			
Number of Autoload Transactions	17,304	18,125	17,551
Amount of Autoload Transactions	\$660,565	\$656,456	\$679,754
Cardholder Website Traffic:			
Unique Visitors ¹	71,640	72,594	76,263
Visits ²	161,728	158,533	170,553
Number of "My ORCA" Accounts Established ³	595,584	604,309	614,366
Number of Cardholder Transactions Per Month	33,351	32,297	33,644
Customer Contact:			
ORCA Regional Call Center Calls Received	7,818	8,310	8,711
Email Volume:			
ORCA Regional Emails Received	1,110	971	1,228
Business Accounts:			
Active Business Accounts	1,861	1,871	1,875

Unique Visitors – A unique visitor is defined as an individual who has made at least one hit on one page of the web site during the current reporting period.

2 Visits – Number of visits made by all visitors – includes "unique" visitors.

³ Number of My ORCA Accounts Established – Cumulative number of "My ORCA" Accounts established since April 2009.



Customer Activity Continued

This table highlights ORCA Regional Call Center Calls and Emails Received.





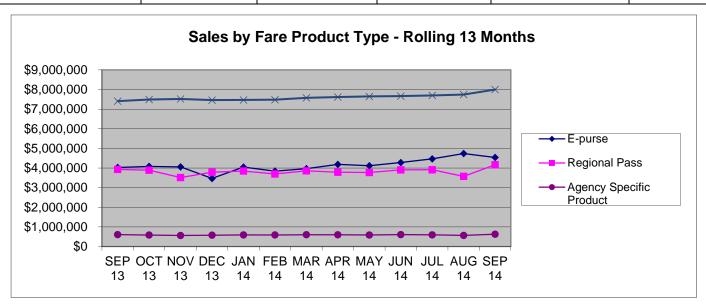
System Operations Performance Data

a) System Operations – Sales by Fare Product Type and Sales Channel/Location

This section shows total ORCA fare product sales distributed by E-purse or pass, and sales by location/channel. This information may support decisions such as the deployment of customer information, marketing resources or management of 3rd party retail outlets. Unless noted otherwise, all sales revenue is based on date of purchase.

i) Revenue by Fare Product Type

Sales	July	August	September	Total	% of Total Sales
Business Passport ¹	\$7,697,302	\$7,740,677	\$7,997,018	\$23,434,997	46%
E-purse	\$4,466,792	\$4,734,459	\$4,538,896	\$13,740,147	27%
Regional Pass	\$3,911,832	\$3,572,010	\$4,165,614	\$11,649,456	23%
Agency Product	\$595,912	\$567,598	\$627,748	\$1,791,258	4%
Total	\$16,671,838	\$16,614,744	\$17,329,276	\$50,615,858	100%

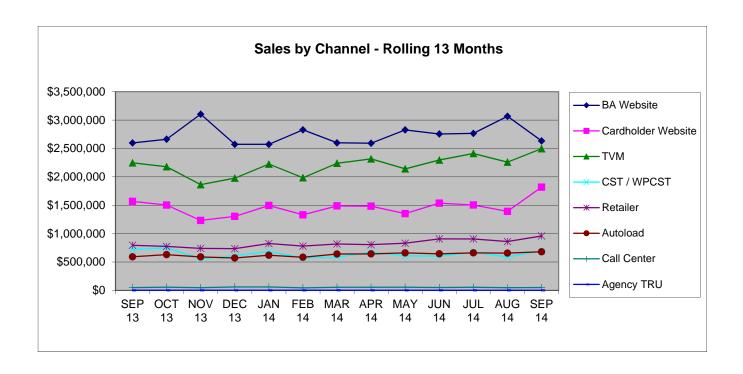


¹ Business Passport revenue includes both Regional and Agency Passport products and the monthly apportioned revenue equals 1/12th of the transit portion of the annual contract amounts.



ii) Sales by Channel

Sales Channel	July	August	September	Total	% of Total Sales
BA Website	\$2,765,721	\$3,067,156	\$2,633,139	\$8,466,016	31%
TVM	\$2,411,648	\$2,259,465	\$2,496,986	\$7,168,099	26%
Cardholder Website	\$1,503,349	\$1,391,781	\$1,818,040	\$4,713,170	17%
Retailer	\$905,666	\$860,505	\$958,488	\$2,724,659	10%
CST / WPCST	\$671,313	\$590,213	\$694,268	\$1,955,794	7%
Autoload	\$660,565	\$656,456	\$679,754	\$1,996,775	7%
Call Center	\$54,518	\$47,204	\$50,279	\$152,001	1%
Agency TRU	\$1,756	\$1,287	\$1,304	\$4,347	1%
Total	\$8,974,536	\$8,874,067	\$9,332,258	\$27,180,861	100%





iii) Sales at Customer Service Terminal Locations

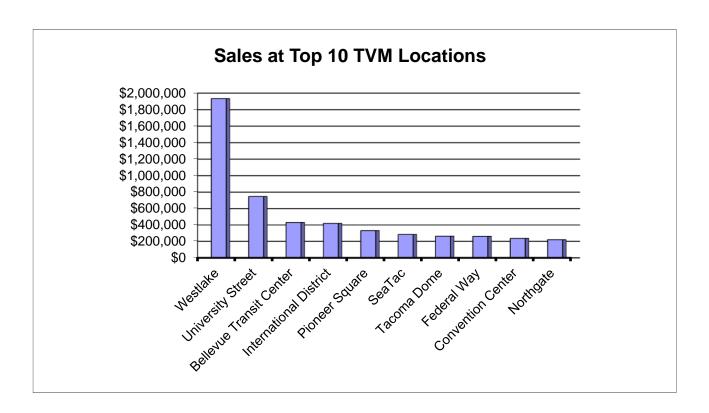
CST Location	July	August	September	Total	% of Total CST Sales	Compared to last Qtr.
KCM – King Street	\$188,027	\$164,378	\$186,655	\$539,060	27%	^
KCM – Westlake	\$94,852	\$71,506	\$92,193	\$258,551	13%	^
CT – Ride Store	\$99,175	\$92,614	\$104,915	\$296,704	15%	^
KT - Bremerton	\$90,378	\$81,582	\$99,306	\$271,266	13%	1
PT – Tacoma Dome	\$78,956	\$71,942	\$80,587	\$231,485	11%	Ψ
ET - Everett	\$70,482	\$66,764	\$71,787	\$209,033	11%	^
Mail Center	\$43,377	\$38,080	\$41,987	\$123,444	6%	^
ST – Union Station	\$1,116	\$1,040	\$713	\$2,869	1%	1
KCM – ORCA To Go	\$4,541	\$2,110	\$15,174	\$21,825	1%	1
ST – ORCA To Go	\$409	\$90	\$951	\$1,450	1%	•
KT – ORCA To Go	\$0	\$107	\$0	\$107	1%	•
WSF - CST	\$0	\$0	\$0	\$0	0%	N/A
Total	\$671,313	\$590,213	\$694,268	\$1,955,794	100%	^





iv) Sales at Top 10 Ticket Vending Machine Sites

Rank	TVM Location	July	August	September	Total	% of Total TVM Sales ¹	Compared to last Qtr.
1	Westlake Station	\$646,544	\$620,394	\$665,871	\$1,932,809	27%	^
2	University Street Station	\$258,016	\$229,801	\$259,031	\$746,848	10%	^
3	Bellevue Transit Center	\$144,439	\$134,999	\$151,940	\$431,378	6%	^
4	International District	\$141,846	\$135,369	\$143,081	\$420,296	6%	^
5	Pioneer Square Station	\$114,032	\$104,336	\$112,741	\$331,109	5%	^
6	SeaTac Airport	\$97,223	\$97,247	\$90,589	\$285,059	4%	^
7	Tacoma Dome Station	\$87,222	\$81,329	\$95,114	\$263,665	4%	^
8	Federal Way Transit Ctr	\$87,666	\$83,137	\$91,179	\$261,982	4%	^
9	Convention Center	\$82,588	\$71,596	\$83,721	\$237,905	3%	→
10	Northgate Transit Ctr	\$73,360	\$68,771	\$78,274	\$220,405	3%	•
	Total	\$1,732,936	\$1,626,979	\$1,771,541	\$5,131,456	72%	^

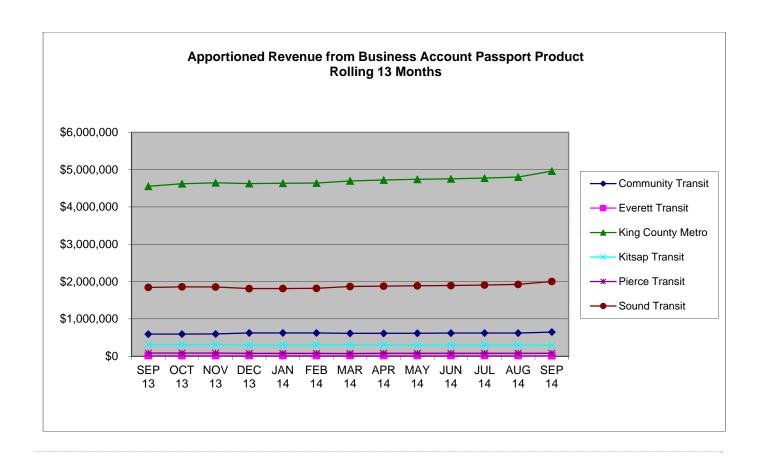


¹ The percentage is calculated based on the total sales at 32 sites with TVM's.



v) Apportioned Revenue from Business Account Passport Product

Agency	July	August	September	Total
Community Transit	\$621,555	\$620,360	\$647,166	\$1,889,081
Everett Transit	\$19,372	\$19,356	\$13,352	\$52,080
King County Metro	\$4,773,119	\$4,802,389	\$4,961,413	\$14,536,921
Kitsap Transit	\$296,024	\$296,073	\$292,500	\$884,597
Pierce Transit	\$78,709	\$78,832	\$79,578	\$237,119
Sound Transit	\$1,908,523	\$1,923,667	\$2,003,009	\$5,835,199
Total	\$7,697,302	\$7,740,677	\$7,997,018	\$23,434,997





vi) Revenue by Pass Product

vi) Revenue by Pass Product					
PASS	July	August	September		
All-Day PugetPass	\$7,443	\$15,417	\$12,411		
Everett Transit Monthly Reduced Fare Pass	\$891	\$864	\$837		
Kitsap Transit Full Fare Pass	\$35,550	\$33,850	\$42,050		
Kitsap Transit Reduced Fare Pass	\$42,875	\$41,725	\$49,775		
Kitsap Transit Worker/Driver Full Fare Pass	\$3,900	\$3,825	\$3,825		
Metro Monthly Access Pass	\$34,380	\$33,165	\$33,300		
Metro Monthly Vanpool Pass 1 Zone	\$38,520	\$33,480	\$40,860		
Metro Monthly Vanpool Pass 2 Zone	\$40,284	\$38,340	\$41,256		
Pierce Transit Summer Youth Pass	\$5,148	\$0	\$0		
PugetPass \$0.50	\$648	\$504	\$504		
PugetPass \$0.75	\$263,061	\$272,538	\$265,653		
PugetPass \$1.00	\$21,816	\$22,572	\$22,212		
PugetPass \$1.25	\$51,525	\$40,590	\$89,370		
PugetPass \$1.50	\$16,038	\$25,380	\$32,508		
PugetPass \$1.75	\$4,725	\$4,851	\$5,733		
PugetPass \$2.00	\$177,696	\$164,520	\$180,432		
PugetPass \$2.25	\$260,577	\$223,398	\$266,733		
PugetPass \$2.50	\$1,554,750	\$1,389,150	\$1,679,580		
PugetPass \$2.75	\$119,196	\$111,573	\$121,176		
PugetPass \$3.00	\$603,936	\$540,648	\$604,800		
PugetPass \$3.25	\$18,954	\$18,252	\$22,230		
PugetPass \$3.50	\$384,300	\$351,036	\$402,318		
PugetPass \$3.75	\$58,995	\$56,835	\$64,665		
PugetPass \$4.00	\$210,384	\$196,848	\$222,192		
PugetPass \$4.25	\$71,145	\$67,167	\$79,254		
PugetPass \$4.50	\$22,842	\$20,898	\$23,328		
PugetPass \$4.75	\$33,345	\$31,464	\$37,620		
PugetPass \$5.00	\$5,040	\$3,780	\$4,500		
PugetPass \$5.25	\$29,295	\$26,838	\$37,044		
PugetPass \$5.50	\$3,564	\$3,168	\$3,762		
Business Passport ¹	\$7,697,302	\$7,740,677	\$7,997,018		
WSF Anacortes/San Juan Islands Passenger 10 Ride	\$0	\$0	\$0		
WSF Central Sound Monthly Pass	\$344,998	\$325,906	\$355,834		
WSF Central Sound Passenger 10 Ride	\$8,449	\$7,805	\$9,481		
WSF Fauntleroy – Southworth Monthly Pass	\$11,393	\$11,150	\$13,736		
WSF Fauntleroy – Southworth Passenger 10 Ride	\$202	\$253	\$253		
WSF Mukilteo – Clinton Monthly Pass	\$13,882	\$14,006	\$15,314		
WSF Mukilteo – Clinton Passenger 10 Ride	\$389	\$272	\$156		
WSF Port Townsend – Coupeville Monthly Pass	\$85	\$0	\$0		
WSF Vashon Island Monthly Pass	\$7,144	\$7,414	\$8,492		
WSF Vashon Island Passenger 10 Ride	\$379	\$126	\$168		
Grand Total	\$12,205,046	\$11,880,285	\$12,790,380		

 $^{^{1}}$ Business Passport revenue includes both Regional and Agency Passport products and the monthly apportioned revenue equals $1/12^{\text{th}}$ of the transit portion of the annual contract amounts.



b) ORCA Retailer Report

This section shows ORCA retail sales by quarter, the number of retailer locations by quarter and ORCA sales transactions by retailer. Top ten (10) retailer locations based on total ORCA sales are also shown. Sales figures are based on settlement date.

i) Total ORCA Sales Transactions by Retailer (All locations)

ORCA Retailer	Q2 2014	Q3 2014	Q3 2014 # of Locations
Bartell Drugs	\$296,046	\$282,543	1
QFC	\$722,672	\$910,741	43
Roger's Market Place	\$23,644	\$22,653	1
Saar's MarketPlace	\$191,637	\$179,589	7
Safeway	\$1,242,891	\$1,301,927	74
Food Market/Thriftway	\$43,113	\$31,123	2
Total	\$2,520,003	\$2,728,576	128

ii) Top 10 Individual Retail Locations by Sales Volume

Current Rank	Retailer/Location	Q3 Store Sales	% of Total Retailer Sales ¹
Nalik			
1	Bartell Drugs, Seattle - Downtown	\$282,543	10%
2	Saar's MarketPlace, Lakewood	\$100,566	4%
3	Safeway, Seattle – Brooklyn NE	\$88,568	3%
4	QFC, Seattle - Broadway Market	\$73,450	3%
5	QFC, Seattle - Harvard Market	\$64,159	2%
6	QFC, Seattle – University Village	\$57,768	2%
7	Safeway, Seattle - NW Market	\$46,841	2%
8	QFC, Seattle – Wallingford	\$46,356	2%
9	QFC, Seattle – Mercer Street	\$46,157	2%
10	Safeway, Seattle – Greenwood Ave	\$46,016	2%
	Total	\$852,424	32%

¹ The percentage is calculated based on the total sales at 128 Retailer locations.

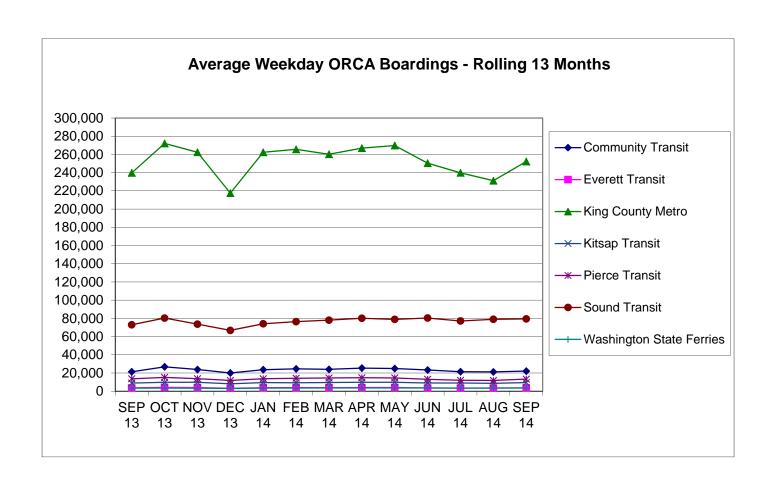


c) System Operations – Ridership Transactions/Boardings

This section shows the average weekday ORCA boardings by Agency and the share of those trips to each Agency's total boardings. This data supports the annual calculation of the regional share of program operating expenses for individual agencies.

i) Average Weekday ORCA Boardings by Month

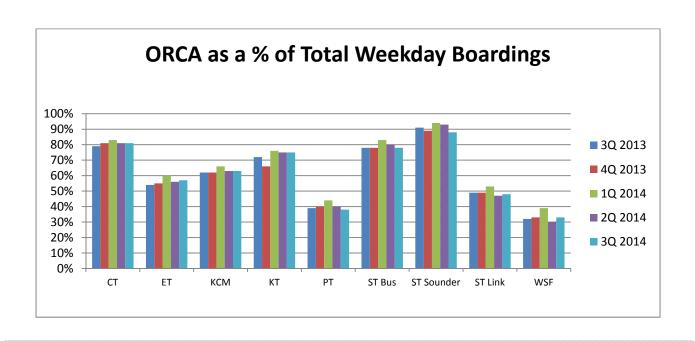
Agency	July	August	September
Community Transit	21,418	21,214	22,097
Everett Transit	3,404	3,440	3,728
King County Metro	239,818	231,175	252,221
Kitsap Transit	9,027	8,694	9,450
Pierce Transit	11,973	11,814	13,281
Sound Transit	77,117	78,984	79,418
Washington State Ferries	3,387	3,458	3,520
Total	366,144	358,779	383,715





ii) ORCA Average Weekday Boardings as a Percentage of Average Weekday Total Boardings

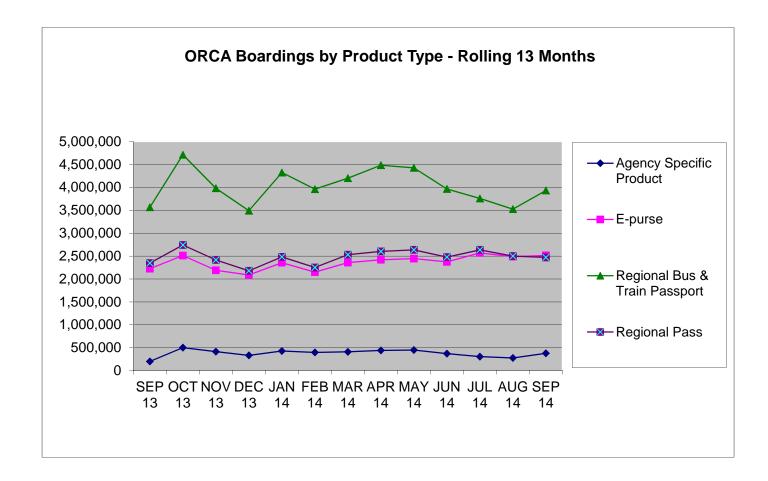
Agency	Average Weekday ORCA Boardings September	Average Weekday Total Boardings (ORCA & Non-ORCA) September	ORCA as a % of Total Weekday Boardings September
Community Transit	22,097	27,330	81%
Everett Transit	3,728	6,536	57%
King County Metro	252,221	399,000	63%
Kitsap Transit	9,450	12,650	75%
Pierce Transit	13,281	34,595	38%
Sound Transit Bus	49,031	62,722	78%
Sound Transit Sounder	11,965	13,586	88%
Sound Transit Link	18,422	38,639	48%
Washington State Ferries	3,520	10,813	33%
Total	383,715	605,871	





iii) ORCA Boardings by Product Type

Boardings	July	August	September	Total	% of Total Boardings
Regional Bus & Train Passport	3,757,409	3,524,309	3,930,253	11,211,971	41%
Regional Pass	2,635,445	2,499,684	2,470,897	7,606,026	28%
E-purse	2,568,768	2,487,613	2,515,042	7,571,423	27%
Agency Specific Product	306,518	277,519	378,761	962,798	4%
Total ¹	9,268,140	8,789,125	9,294,953	27,352,218	100%

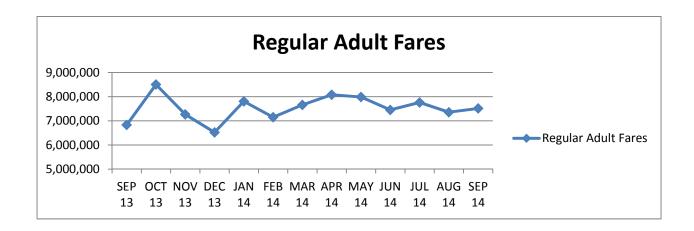


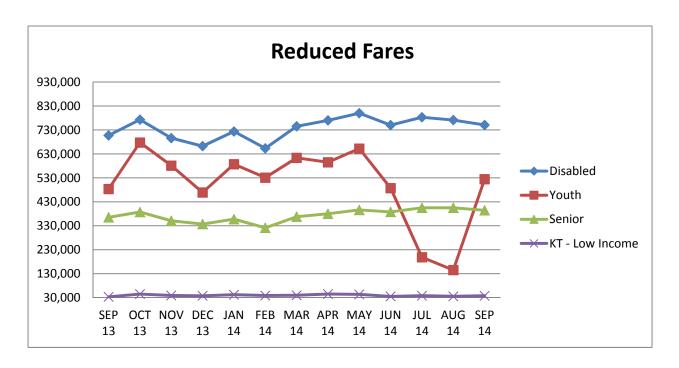
¹ A single boarding may include multiple product types.



iv) ORCA Boardings by Passenger Type

Passenger Type	July	August	September	Total	% of Total
Adult	7,761,477	7,357,202	7,514,470	22,633,149	83%
Disabled	782,843	771,183	750,690	2,304,716	9%
Youth	198,606	145,135	524,559	868,300	3%
Senior	405,126	404,944	394,640	1,204,710	4%
KT – Low Income	38,180	35,418	37,798	111,396	1%
Total	9,186,232	8,713,882	9,222,157	27,122,271	100%





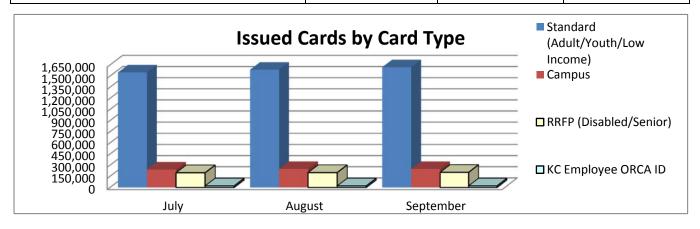


d) System Operations – ORCA Cards in Circulation and in Use by Type

This section provides information on issued ORCA cards in circulation and the actual usage of ORCA cards on Agency services. This information helps Agencies track ORCA card use and assist in their evaluation of their card distribution/outreach strategies. Cards "in circulation" are cards that have been issued but may not have been used during the quarter. Cards "in use" have been tapped at least once during the reported month.

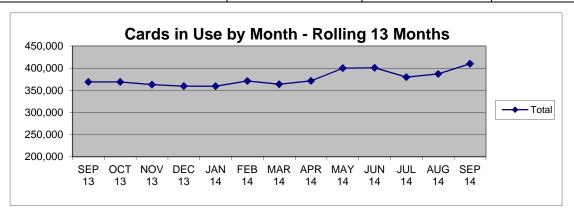
i) Cumulative Number of Issued Cards (in circulation) since April 2009

Card Type	July	August	September
Standard (Adult/Youth/Low Income)	1,549,444	1,586,772	1,620,155
Campus	241,549	250,219	250,219
RRFP (Disabled/Senior)	197,817	200,497	203,266
KC Employee ORCA ID	20,762	20,762	20,762
Total	2,009,572	2,058,250	2,094,402



ii) Cards in Use by Month

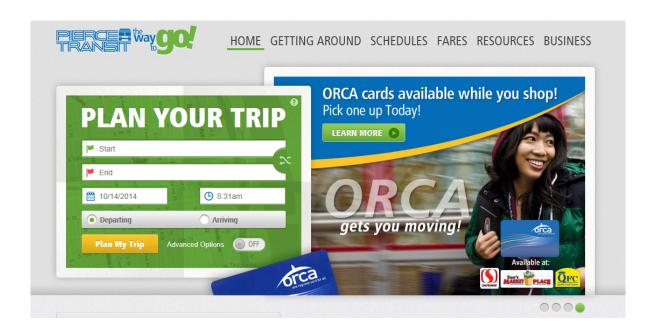
Cards in Use	July	August	September
Total	379,846	387,060	410,052





Promoting ORCA

ORCA Card Sales at Retail Partners



Pierce Transit's Summer Youth Pass/ORCA "Let Your Kids Roam" campaign





King County ORCA How to Use Letter

How to Use ORCA



Why ORCA

An ORCA card is a reloadable electronic card that holds money and passes to pay your fare without cash. You can continue using the card by adding more money or passes. ORCA saves you money on transfers between different buses, light rail, and Sounder trains. There are also special ORCA cards with lower fares for youth, seniors, and people with disabilities.

Tap & go

Place your card flat against the ORCA logo on the card reader. You know you're OK to get on when you hear one beep and see a green light.

Transfer

ORCA includes transfers within two hours from bus to bus or bus to train. If you transfer to a ride that costs more than the first, you pay only the extra amount shown on the card reader.



Add value to your ORCA card

To pay as you ride, add "E-purse" in any amount from \$5 to \$300. Or add a pass for unlimited rides during a calendar month. Buy the monthly pass at the fare of your usual ride (such as \$2.50). The E-purse will be used to pay any extra amount for rides that cost more.





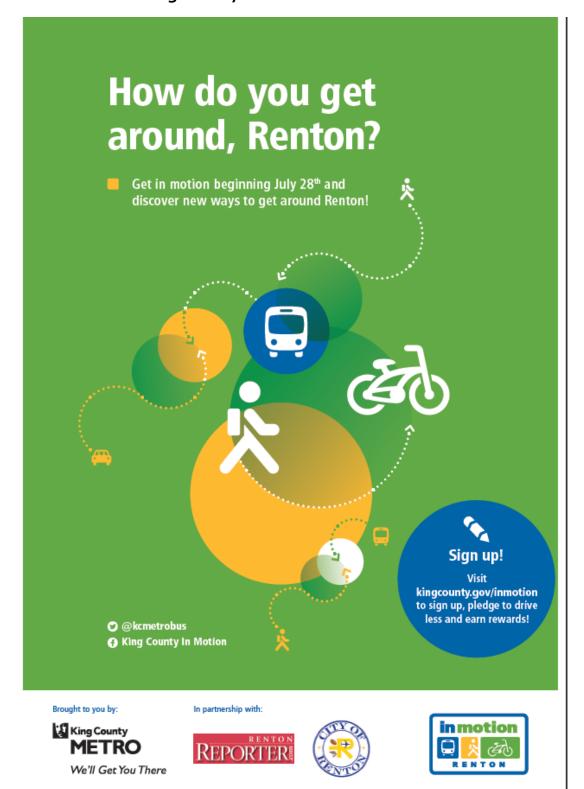
Register your card

to replace its value if lost or stolen. Go to orcacard.com for more information.

selo Rie 1407_2003L_DRCAhow.si



King County - Renton Poster Artwork





Data Sources:

- o ORCA Boardings by Product Type
- o ORCA Boardings by Fare/Passenger Type
- o Fare Card Reliability Report
- o Regional Call Center Reports
- o Key Performance Indicators Report
- o Daily Sales by Participant Report
- o Daily Sales by Product Report
- o Daily Post Payment Automatic Revalue
- o Institutional Regional Pass Revenue Apportionment
- o Boardings by Participant Report
- o Daily Sales Ad Hoc Report
- o Daily Sales by Retailer Report
- o ORCA Activity Report
- o ORCA Card Inventory Report

Acronyms:

The below table describes the acronyms used in this report.

Acronym	Definition
ВА	Business Account
CST	Customer Service Terminal
CT	Community Transit
ET	Everett Transit
FTP	Fare Transaction Processor
KCM	King County Metro
KPI	Key Performance Indicator
KT	Kitsap Transit
OBE	On-Board Equipment
ORCA	One Regional Card for All
PFTP	Portable Fare Transaction Processor
PT	Pierce Transit
RRFP	Regional Reduced Fare Permit
SAFTP	Stand-Alone Fare Transaction Processor
ST	Sound Transit
TRU	Terminal Revalue Unit
TVM	Ticket Vending Machine
WPCST	Wireless Portable CST
WSF	Washington State Ferries