October - December 2014

Joint Board Program Management Report 4th Quarter - 2014





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The Pierce Transit All Day Pass

Pierce Transit's All Day Pass is a convenient way to pay once and ride all day! It is good for one passenger, for unlimited rides on Pierce Transit local service until the end of the service day (2:59am).

For immediate use, purchase your All Day Pass on board by inserting exact cash into the farebox. Your pass will be dispensed with an expiration date and time on the back. Use your All Day Pass as you ride PT that day, by sliding it through the magnetic stripe reader on the farebox.

For future use, load a Pierce Transit All Day Pass onto your ORCA card, wherever ORCA cards are revalued. Your ORCA card will store the All Day Pass until you need it, for up to one year. Once activated on board a Pierce Transit bus, you may continue using it on Pierce Transit, until it expires automatically at the end of the service day (2:59am). Details are on piercetransit.org.



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.

4th Quarter Key Activities

October

- Pierce Transit staff gave a presentation on the benefits of ORCA to a senior housing complex near Puyallup Sounder Station. During this presentation, 10 residents purchased and loaded a senior ORCA card.
- Pierce Transit promoted ORCA in both of its direct mail packages, mailed to more than 30,000 households in targeted areas. Fee-waived ORCA cards were offered, and the insert included an agency-specific free bus pass, used as "flash pass" on PT service. PT fulfilled requests for 413 of the free ORCA cards.
- Pierce Transit staff helped promote Downtown on the Go's "Try Transit Month" activities, aimed at growing
 ridership and teaching people how easy it is to use ORCA. PT also provided loaded ORCA cards for the Rider
 Recruiter program.
- Sound Transit attended the Renton Housing Authority's Safety and Transportation fair. ST was joined with
 several other vendors including King County Metro Access, In Motion Rideshare and Feet First and provided
 information on using public transit and transit/fare education. ST's staff distributed information on how an
 ORCA card works and offered one-on-one personal service to simplify the process of riding Sound Transit
 services and trip planning.

November

- Maintenance Release (MR 27.1) was promoted to production. The release included two pieces of new work; a
 on demand standard report and custom report to help with pricing for large institutional accounts such as the
 University of Washington, and a correction to fare calculation on Sounder and Link Train service where the
 fare is calculated for the distance traveled at tap off.
- Pierce Transit staff attended a health fair at a senior housing complex where over 100 residents received new ORCA cards earlier in the year. During this event, an additional seven ORCA cards were issued to seniors.
- Pierce Transit promoted its new, agency-specific All Day Pass, which is available for loading onto ORCA cards, for purchasing with cash onboard PT buses, and for purchasing by certified human service agencies.

December

• In light of Pierce Transit's 12/8/14 elimination of paper transfers, PT staff continued educating riders about the benefits of using ORCA cards loaded with E-purse, regional pass, or agency-specific All Day Passes instead.



Customer Service Equipment & Facilities

This table shows equipment quantities and customer facilities supporting the ORCA Regional Program. Figures below are current as of December 31, 2014.

ORCA Resource	In Service
Active Buses with On Board Equipment	
o CT	224
o ET	46
o KCM	1,396
o KT	111
o PT	163
o ST	243
Total	2,183
Portable Fare Transaction Processors	
o CT	6
o KCM	109
o KT Ferry	9
o Link	24
o PT (not in service)	34
o Sounder	8
o WSF	33
Total	223
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
o Link Stations	56
o Transit Centers	6
o 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



Overview of Customer Activity & Contacts

Measure	October	November	December
Transaction Volume:			
Total Number of Fare Transactions/Boardings on All Services	10,850,693	8,848,123	8,756,255
Number of Cards in Use	399,827	384,189	384,896
Autoload Activity:			
Number of Autoload Transactions	18,017	17,015	16,636
Amount of Autoload Transactions	\$707,496	\$644,927	\$656,780
Cardholder Website Traffic:			
Unique Visitors ¹	70,736	64,388	61,729
Visits ²	157,206	140,744	129,097
Number of "My ORCA" Accounts Established ³	624,066	630,237	635,774
Number of Cardholder Transactions Per Month	31,814	28,266	27,999
Customer Contact:			
ORCA Regional Call Center Calls Received	9,855	6,166	7,114
Email Volume:			
ORCA Regional Emails Received	1,314	1,108	1,064
Business Accounts:			
Active Business Accounts	1,876	1,882	1,892

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.





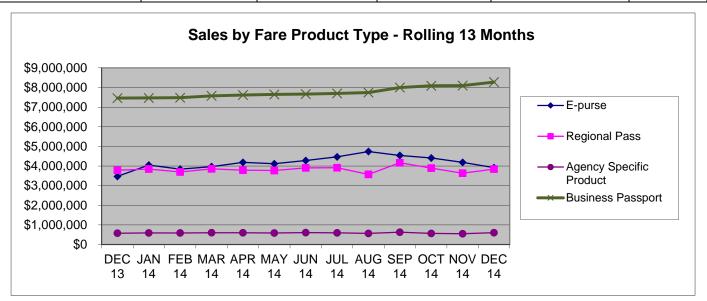
System Operations Performance Data

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	October	November	December	Total	% of Total Sales
Business Passport ¹	\$8,084,679	\$8,096,520	\$8,274,569	\$24,455,768	49%
E-purse	\$4,410,375	\$4,186,404	\$3,916,517	\$12,513,295	25%
Regional Pass	\$3,893,094	\$3,632,598	\$3,842,334	\$11,368,026	23%
Agency Product	\$565,779	\$550,241	\$604,109	\$1,720,129	3%
Total	\$16,953,927	\$16,465,763	\$16,637,529	\$50,057,218	100%

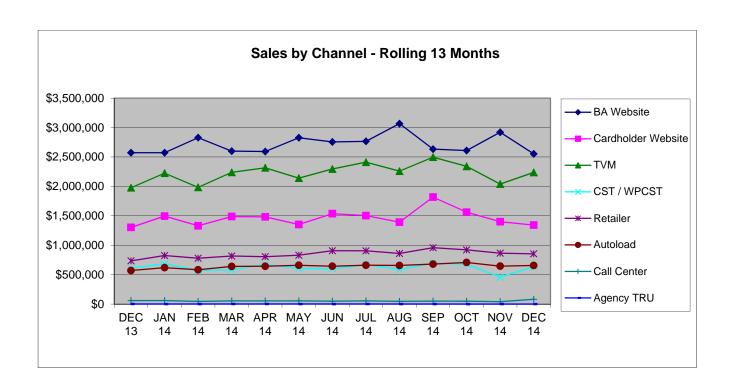


¹ Business Passport revenue includes both Regional and Agency Passport products and the monthly apportioned revenue equals 1/12th of the transit portion of the annual contract amounts.



ii) Sales by Channel

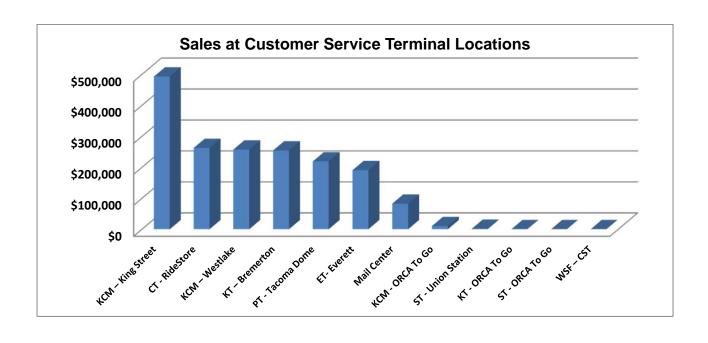
Sales Channel	October	November	December	Total	% of Total Sales
BA Website	\$2,609,356	\$2,920,144	\$2,553,373	\$8,082,873	31%
TVM	\$2,340,796	\$2,039,651	\$2,237,775	\$6,618,222	26%
Cardholder Website	\$1,562,342	\$1,400,163	\$1,342,350	\$4,304,855	17%
Retailer	\$921,584	\$865,101	\$854,367	\$2,641,052	10%
Autoload	\$707,496	\$644,927	\$656,780	\$2,009,203	7%
CST / WPCST	\$678,274	\$457,098	\$635,621	\$1,770,993	7%
Call Center	\$49,250	\$41,804	\$81,725	\$172,779	1%
Agency TRU	\$150	\$355	\$969	\$1,474	1%
Total	\$8,869,248	\$8,369,243	\$8,362,960	\$25,601,451	100%





iii) Sales at Customer Service Terminal Locations

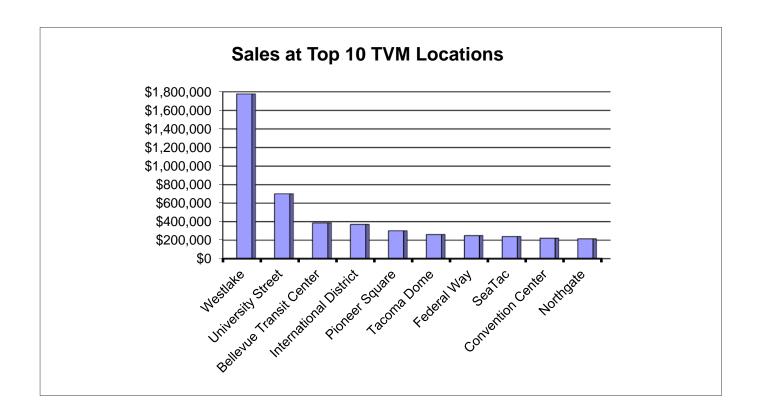
CST Location	October	November	December	Total	% of Total CST Sales	Compared to last Qtr.
KCM – King Street	\$194,592	\$120,858	\$177,470	\$492,920	28%	^
CT – Ride Store	\$99,405	\$72,544	\$90,417	\$262,366	14%	•
KCM – Westlake	\$97,110	\$53,754	\$106,416	\$257,280	14%	^
KT - Bremerton	\$93,591	\$74,032	\$86,636	\$254,259	14%	^
PT – Tacoma Dome	\$80,823	\$53,436	\$84,761	\$219,020	12%	^
ET - Everett	\$73,415	\$51,374	\$65,840	\$190,629	11%	^
Mail Center	\$31,429	\$28,897	\$22,328	\$82,654	4%	1
KCM – ORCA To Go	\$7,543	\$1,959	\$817	\$10,319	1%	V
ST – Union Station	\$166	\$244	\$936	\$1,346	1%	•
KT – ORCA To Go	\$200	\$0	\$0	\$200	1%	•
ST – ORCA To Go	\$0	\$0	\$0	\$0	0%	•
WSF - CST	\$0	\$0	\$0	\$0	0%	N/A
Total	\$678,274	\$457,098	\$635,621	\$1,770,993	100%	•





iv) Sales at Top 10 Ticket Vending Machine Sites

Rank	TVM Location	October	November	December	Total	% of Total TVM Sales ¹	Compared to last Qtr.
1	Westlake Station	\$628,233	\$544,815	\$603,519	\$1,776,567	27%	→
2	University Street Station	\$247,798	\$208,113	\$245,951	\$701,862	11%	•
3	Bellevue Transit Center	\$138,855	\$117,524	\$130,047	\$386,426	6%	4
4	International District	\$127,263	\$115,829	\$127,387	\$370,479	6%	4
5	Pioneer Square Station	\$105,430	\$88,122	\$108,141	\$301,693	5%	+
6	Tacoma Dome Station	\$89,225	\$81,859	\$89,589	\$260,673	4%	4
7	Federal Way Transit Ctr	\$86,533	\$81,120	\$81,479	\$249,132	4%	4
8	SeaTac Airport	\$79,232	\$77,115	\$82,644	\$238,991	4%	→
9	Convention Center	\$82,518	\$67,279	\$71,816	\$221,613	3%	→
10	Northgate Transit Ctr	\$76,064	\$72,214	\$65,589	\$213,867	3%	→
	Total	\$1,661,151	\$1,453,990	\$1,606,162	\$4,721,303	73%	→

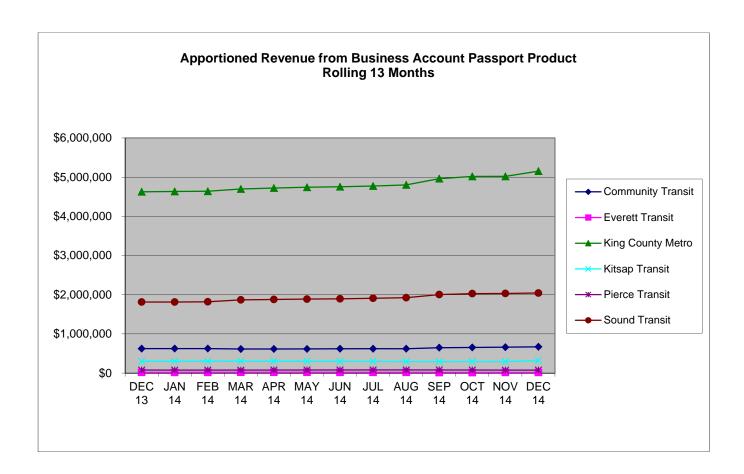


¹ The percentage is calculated based on the total sales at 32 sites with TVM's.



v) Apportioned Revenue from Business Account Passport Product

Agency	October	November	December	Total
Community Transit	\$653,119	\$660,660	\$670,051	\$1,983,830
Everett Transit	\$13,378	\$16,814	\$16,826	\$47,018
King County Metro	\$5,018,701	\$5,019,845	\$5,152,855	\$15,191,401
Kitsap Transit	\$292,859	\$293,032	\$316,926	\$902,817
Pierce Transit	\$79,102	\$74,211	\$75,327	\$228,640
Sound Transit	\$2,027,520	\$2,031,958	\$2,042,584	\$6,102,062
Total	\$8,084,679	\$8,096,520	\$8,274,569	\$24,455,768





vi) Revenue by Pass Product

vi) Revenue by Pass Product					
PASS	October	November	December		
Everett Transit Monthly Reduced Fare Pass	\$963	\$576	\$810		
Kitsap Transit Full Fare Pass	\$35,750	\$36,850	\$35,200		
Kitsap Transit Reduced Fare Pass	\$47,900	\$41,250	\$46,300		
Kitsap Transit Worker/Driver Full Fare Pass	\$3,750	\$3,750	\$3,825		
Metro Monthly Access Pass	\$36,495	\$28,305	\$69,120		
Metro Monthly Vanpool Pass 1 Zone	\$37,170	\$36,900	\$35,010		
Metro Monthly Vanpool Pass 2 Zone	\$45,360	\$36,288	\$44,388		
Pierce Transit Summer Youth Pass	\$0	\$0	\$0		
Pierce Transit Adult All-Day Pass	\$0	\$0	\$50		
Pierce Transit Youth/Senior/Disabled All-Day Pass	\$0	\$0	\$8		
PugetPass \$0.50	\$432	\$360	\$522		
PugetPass \$0.75	\$291,627	\$229,418	\$302,562		
PugetPass \$1.00	\$21,564	\$18,036	\$21,960		
PugetPass \$1.25	\$81,720	\$58,095	\$60,660		
PugetPass \$1.50	\$28,566	\$30,132	\$30,888		
PugetPass \$1.75	\$5,292	\$4,788	\$4,788		
PugetPass \$2.00	\$183,240	\$173,232	\$193,968		
PugetPass \$2.25	\$250,452	\$227,610	\$246,159		
PugetPass \$2.50	\$1,538,730	\$1,454,760	\$1,486,890		
PugetPass \$2.75	\$113,157	\$110,484	\$114,642		
PugetPass \$3.00	\$552,852	\$521,964	\$544,428		
PugetPass \$3.25	\$21,528	\$19,890	\$19,539		
PugetPass \$3.50	\$370,062	\$357,840	\$378,504		
PugetPass \$3.75	\$58,725	\$54,540	\$61,290		
PugetPass \$4.00	\$205,776	\$200,592	\$200,016		
PugetPass \$4.25	\$71,298	\$72,828	\$73,287		
PugetPass \$4.50	\$22,680	\$21,708	\$22,518		
PugetPass \$4.75	\$35,226	\$33,516	\$35,568		
PugetPass \$5.00	\$5,220	\$5,040	\$5,400		
PugetPass \$5.25	\$31,185	\$34,398	\$34,587		
PugetPass \$5.50	\$3,762	\$3,366	\$4,158		
Business Passport ¹	\$8,084,679	\$8,096,520	\$8,274,569		
WSF Anacortes/San Juan Islands Passenger 10 Ride	\$0	\$0	\$0		
WSF Central Sound Monthly Pass	\$315,173	\$321,365	\$324,048		
WSF Central Sound Passenger 10 Ride	\$8,321	\$8,385	\$8,643		
WSF Fauntleroy – Southworth Monthly Pass	\$11,958	\$13,090	\$13,170		
WSF Fauntleroy – Southworth Passenger 10 Ride	\$202	\$303	\$152		
WSF Mukilteo – Clinton Monthly Pass	\$14,131	\$14,255	\$14,567		
WSF Mukilteo – Clinton Passenger 10 Ride	\$272	\$272	\$389		
WSF Port Townsend – Coupeville Monthly Pass	\$0	\$0	\$0		
WSF Port Townsend – Coupeville Passenger 20 Ride	\$53	\$0	\$106		
WSF Vashon Island Monthly Pass	\$8,155	\$8,358	\$8,155		
WSF Vashon Island Passenger 10 Ride	\$126	\$295	\$168		
Grand Total	\$12,543,552	\$12,279,359	\$12,721,012		

 $^{^{1}}$ 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	Q3 2014	Q4 2014	Q4 2014 # of Locations
Bartell Drugs	\$282,543	\$267,439	1
QFC	\$910,741	\$892,511	43
Roger's Market Place	\$22,653	\$20,920	1
Saar's MarketPlace	\$179,589	\$195,967	7
Safeway	\$1,301,927	\$1,250,517	73
Food Market/Thriftway	\$31,123	\$33,622	2
Total	\$2,728,576	\$2,660,976	127

ii) Top 10 Individual Retail Locations by Sales Volume

Current	Retailer/Location	Q4 Store Sales	% of Total
Rank			Retailer Sales ¹
1	Bartell Drugs, Seattle - Downtown	\$267,439	10%
2	Saar's MarketPlace, Lakewood	\$110,940	4%
3	QFC, Seattle - Broadway Market	\$67,073	2%
4	QFC, Seattle - Harvard Market	\$67,045	2%
5	Safeway, Seattle – NW Market	\$53,311	2%
6	QFC, Seattle – University Village	\$50,276	2%
7	Safeway, Seattle – Brooklyn NE	\$49,982	2%
8	QFC, Seattle – Wallingford	\$48,796	2%
9	Safeway, Seattle – Lynnwood Hwy 99	\$46,584	2%
10	Safeway, Seattle – Greenwood Ave	\$46,255	2%
	Total	\$807,701	30%

¹ The percentage is calculated based on the total sales at 127 Retailer locations.

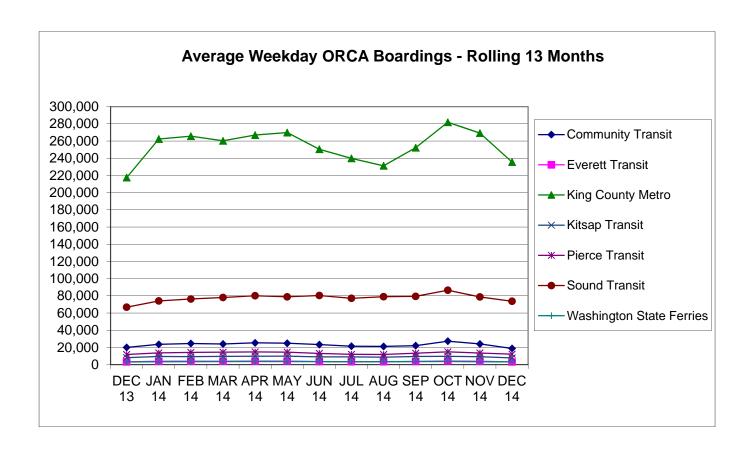


c) System Operations – Ridership Transactions/Boardings

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

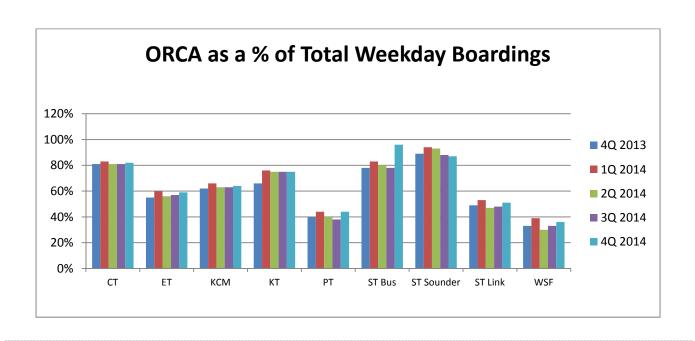
Agency	October	November	December
Community Transit	27,292	24,075	20,213
Everett Transit	4,228	3,872	3,377
King County Metro	281,802	269,179	230,346
Kitsap Transit	9,648	9,254	8,249
Pierce Transit	14,887	13,503	13,177
Sound Transit	86,526	78,713	82,792
Washington State Ferries	3,669	3,395	3,194
Total	428,052	401,991	361,348





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

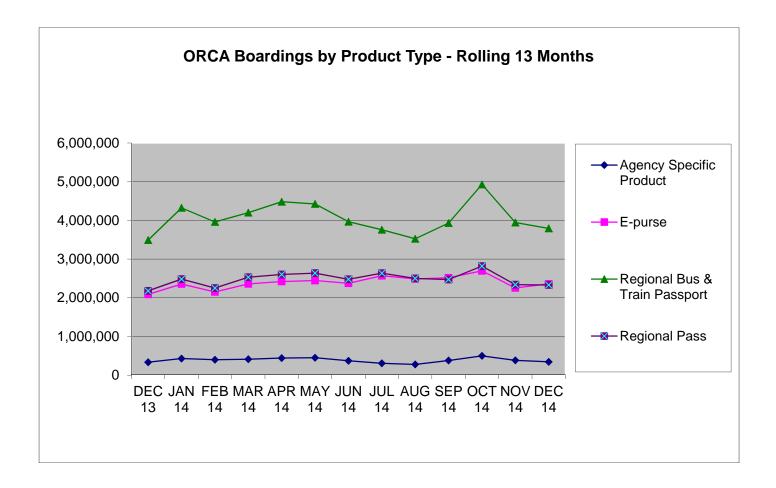
Agency	Average Weekday ORCA Boardings December	Average Weekday Total Boardings (ORCA & Non-ORCA) December	ORCA as a % of Total Weekday Boardings December
Community Transit	20,213	24,680	82%
Everett Transit	3,377	5,945	59%
King County Metro	230,346	361,429	64%
Kitsap Transit	8,249	10,970	75%
Pierce Transit	13,177	30,155	44%
Sound Transit Bus	54,222	56,400	96%
Sound Transit Sounder	10,852	12,427	87%
Sound Transit Link	17,718	34,661	51%
Washington State Ferries	3,194	8,920	36%
Total	361,348	545,474	66%





iii) ORCA Boardings by Product Type

Boardings	October	November	December	Total	% of Total Boardings
Regional Bus & Train Passport	4,927,918	3,943,506	3,791,985	12,663,409	44%
Regional Pass	2,817,530	2,338,435	2,330,615	7,486,580	26%
E-purse	2,694,728	2,254,243	2,358,050	7,307,021	26%
Agency Specific Product	498,604	382,881	345,027	1,226,512	4%
Total ¹	10,938,780	8,919,065	8,825,677	28,683,522	100%

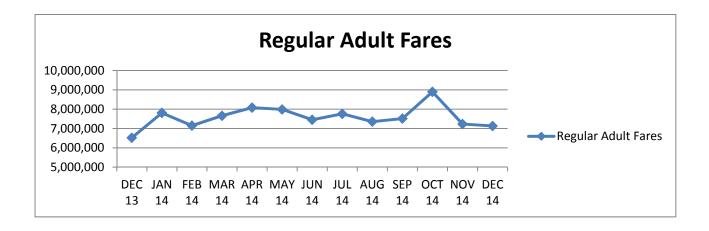


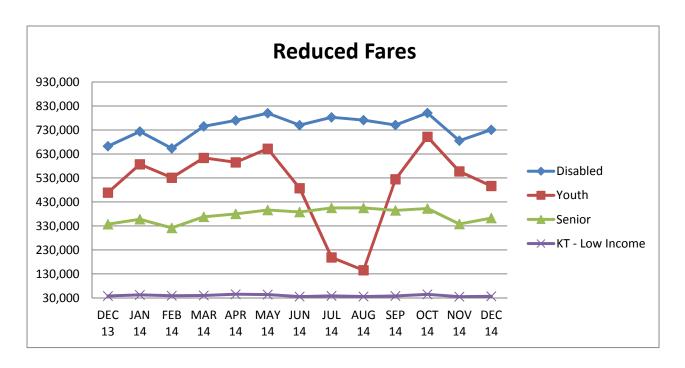
¹ A single boarding may include multiple product types.



iv) ORCA Boardings by Passenger Type

Passenger Type	October	November	December	Total	% of Total
Adult	8,901,554	7,233,686	7,130,553	23,265,793	82%
Disabled	800,960	685,366	730,813	2,217,139	7%
Youth	701,611	557,251	496,407	1,755,269	6%
Senior	402,627	337,872	362,784	1,103,283	4%
KT – Low Income	44,451	34,963	36,372	115,786	1%
Total	10,851,203	8,849,138	8,756,929	28,457,270	100%





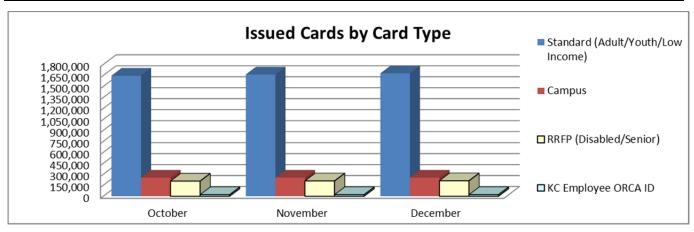


d) System Operations – ORCA Cards in Circulation and in Use by Type

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.

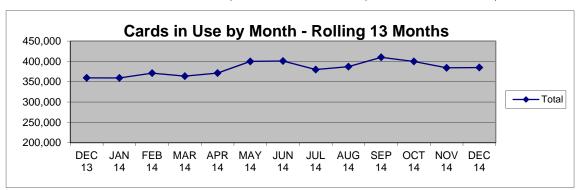
i) Cumulative Number of Issued Cards (in circulation) since April 2009

Card Type	October	November	December
Standard (Adult/Youth/Low Income)	1,647,320	1,664,441	1,679,033
Campus	254,608	254,608	255,262
RRFP (Disabled/Senior)	206,682	208,940	210,927
KC Employee ORCA ID	20,762	20,762	20,762
Total	2,129,372	2,148,751	2,166,984



ii) Cards in Use by Month

Cards in Use	October	November	December
Total	399,827	384,189	384,896





Promoting ORCA

Pierce Transit Direct Mail Package Insert



Pierce Transit ORCA Marketing Materials







Community Transit Bus Plus 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
BA	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