CTRTAP Spring Conference 2015 • Newington, Connecticut

# Marketing for Transit GBT Community Engagement



Monday April 20<sup>th</sup> 2015



#### Overview

#### CONNECTICUT

- Serving Bridgeport and the surrounding region with public FR and DR bus service
- 20 local, express and interregional routes
- Commuter and transit connections to Rail (Bridgeport, Derby, Stratford, Fairfield), Ferry (Bridgeport) and other public bus services (Norwalk, Milford)
- Special door-to-door service for seniors and riders with disabilities
- 57 Fixed route buses
- 200 employees NEW HAVEN

**BRIDGEPORT** 

**STAMFORD** 

LONG ISLAND SOUND



NEW YORK



### Today's Topics

- 1.GBT Marketing
- 2.Best Practices Internet Focus
- 3. Questions and Answers





### Marketing Goals

- Grow ridership
- Build awareness
- Serve the community





### Marketing Principles

"Give riders the info they need, when they want it, in the medium they want it, in language they understand."

- Relevant
- Flexible
- Clear and Understandable
- Inclusive
- Proactive
- Honest and Transparent Accurate, Trustworthy and Complete
- Responsive





### **Product Quality**

- Staff Attitude
- Fare Structure
- Condition of Fleet/Equipment
- Availability and Condition of Facilities
- Availability and Condition of Amenities/Signs
- Availability and Accuracy of E-Information
- Clarity and Availability of Print Outreach Materials
- Conditions Between Start/End of Trip and the Bus Stop
- Service Planning/Coordinating with Land Use Planning



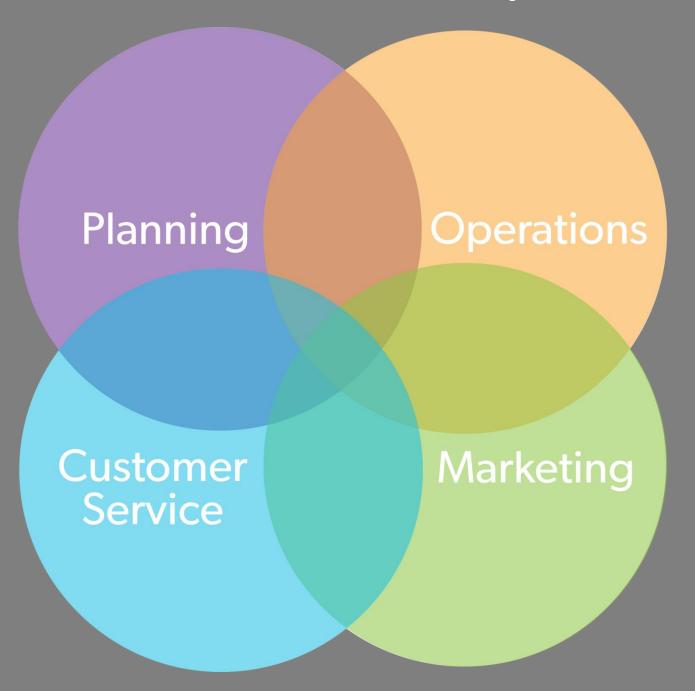


### Audience

- Riders and Prospective Riders
- Residents
- Local Elected Officials Cities and Towns
- State Elected Officials CGA
- Federal Elected Officials
- Funding Source Agencies
- Press and Mass Media
- Community Organizations
- Project Specific (Neighborhoods/Routes etc.)
- LEP



### Organizational Overlap



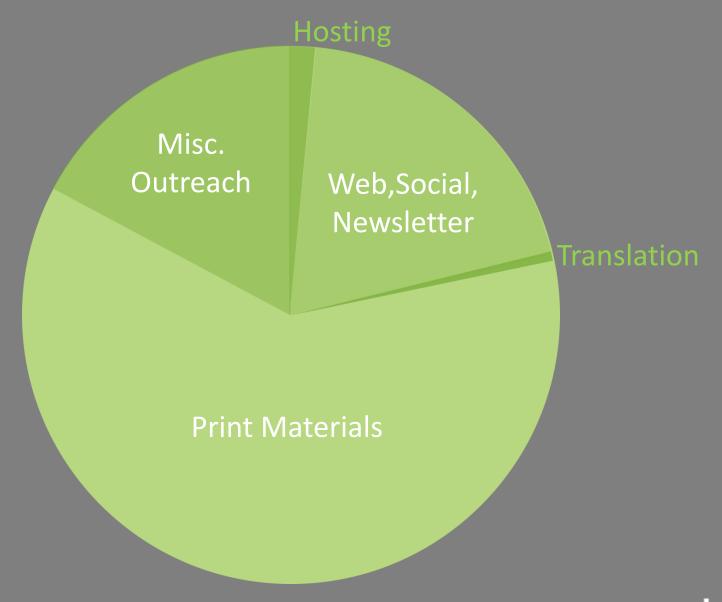


#### Resources





### Marketing Resources





Bridge House Rehabilitation Facility Washingto Heights Senior Living Community Action f Bridgepor Comr Cesar Batal ent • lopr School • Ele no Se Unicare, LL ents • Retirement and Assisted Living Facility • College Fa at Housatonic Community\_College Astoria Pa Senior Living Apartments University Housatonic Bridgeport Career and Internship Expo • Sheeha Technical High School • Porter and Chester Inst in Stratford • Stratford Public Library •

### Community Partners

Police Department Roosevelt School

Bridgeport Rescue Mission **CTRides** 

Stop and Shop

Bridgeport Housing Downtown Special Services District

Kennedy Center/Mobility Manager

(BEF/GE Corporation)

Barnum Museum

Radio

Cumbre

Yale University (Gear Up)

Bridgeport Bluefish

Bridgeport Regional Business Council

Center for Woman and Families

WICC

University of

The Workplace, Inc.

Fire partment Metro Council of Governments

got GARATER BRIDGEPORT TRANSIT

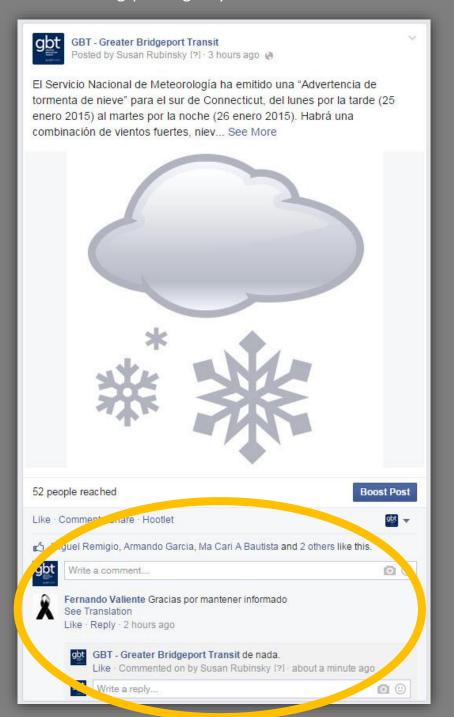


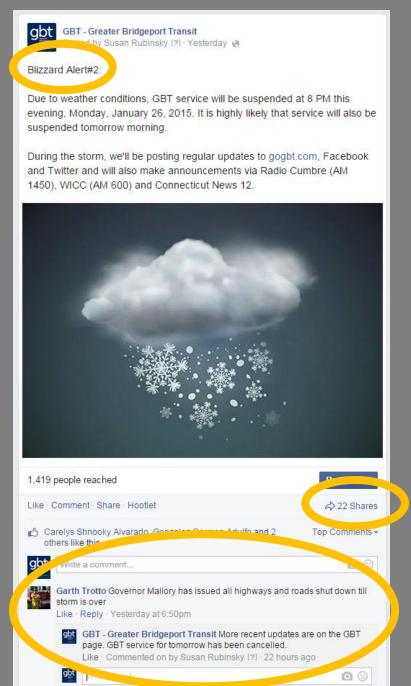
### **Emergency Outreach**

- 24/7
- Real-time, responsive
- Relevant, clear, concise
- Transparent
- Bi- or Multi- Lingual
- Broadcast across all mediums





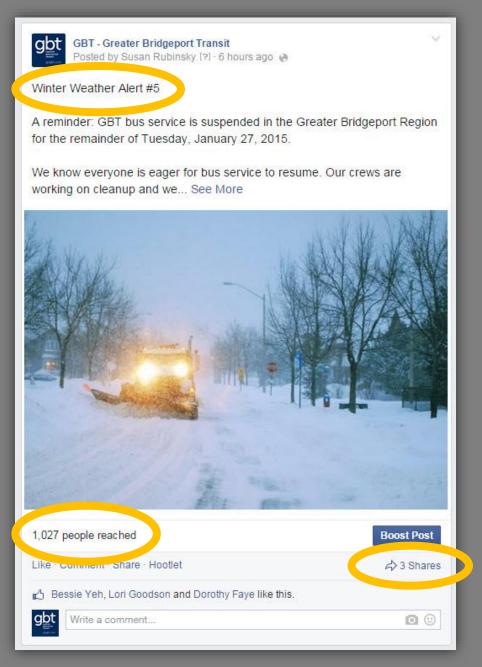




Carelys Shnooky Alvarado Can't wait Like - Reply - Yesterday at 6:28pm









### Internet Engagement

#### Site Traffic Sources

SEARCH: 64% DIRECT: 25% REFERRAL: 10% SOCIAL: 1%

#### Website

SESSIONS: 1.1M USERS: 300K PAGE VIEWS: 2.7M COMPUTER: 12% MOBILE: 88%

#### Bus Tracker

SESSIONS: 95K

Trip
Planner
SESSIONS: 21K



FOLLOWERS: 716
POSTS: 20/mo avg
CLICKS: 110/yr
RETWEETS

f

LIKES: 1,257 POSTS: 20/mo avg REACH: 12,289/yr SHARES: 104/yr



SUBSCRIBERS: 720 OPENS: 26% avg CLICKS: 3.9% avg

#### SHARING

**Riders** 

Legislators

Cities & Towns Press & Mass Media

Community Orgs

Residents



### Sharing Example







### Marketing Best Practices

- Define Goals
- Define/Rank Audience
- Select Mediums
- Create Messages (content)
- Broadcast
- Engage
- Repeat/Iterate





#### Who Is Online?

- 87% online
- 58% Facebook
- 59% Seniors online
  - Projected growth
- 31% Seniors Facebook
  - Projected growth





#### Who is on Mobile?

- 90% cell phone
- 64% smartphone
- 42% tablet
- 32% e-reader
- 7% are "smartphone-dependent" (only access point to internet)





#### Responsive Site

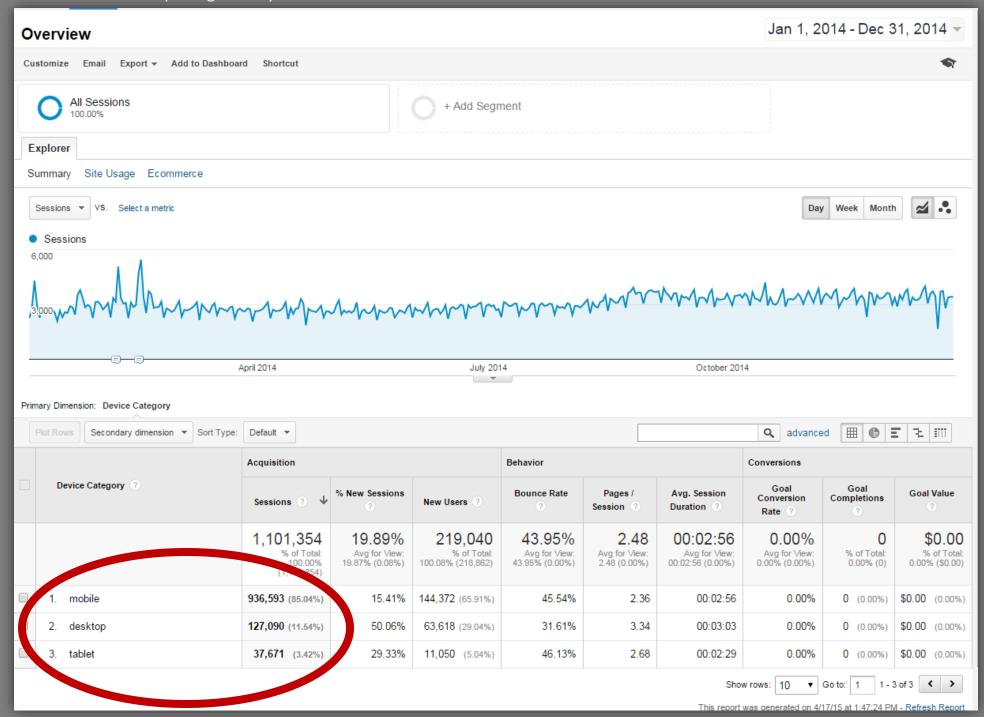
- One site works in all screens, devices\*
- Updates in one place
- Easy updates via CMS in-house
- No wait, real-time
- Low Cost, comparatively

#### App

- Multiple apps per device/OS
- Multiple updates/ per app
- Software dev team for updates
- Wait time for Apple store approval per update
- High cost, comparatively



<sup>\*</sup>May not work correctly in older/all devices





PART 2 – Best Practices







#### **Email Best Practices**

## "HTML Email is the single most effective marketing tool across all industries."

(beats out all other on- and off-line marketing activities in performance)

- Quality vs Quantity
  - Content
  - List
- Timing
  - Tues or Thurs Afternoon
  - Weds, anytime
  - Sunday evenings





#### **Email Best Practices**

- Send email address key person at your agency
- Invite existing contacts to signup
- Promote signup on Site & Social
- Create editorial calendar for year
- Webpage version of each email
- Bi- or Multi- Lingual
- Emergency outreach usurps calendar





Susan Rubinsky <susan@rubinsky.com>

#### Know How To Go

1 message

Doug Holcomb <DHolcomb@gogbt.com> Reply-To: DHolcomb@gogbt.com To: susan@rubinsky.com Thu, May 29, 2014 at 2:06 PM

GMail

Susan Rubinsky <susan@rubinsky.com>

#### Sepa Cómo Ir

1 message

Doug Holcomb <DHolcomb@gogbt.com> Reply-To: DHolcomb@gogbt.com To: susan@rubinsky.com Thu, May 29, 2014 at 2:12 PM



Press Release | View Webpage | En español

GBT Newsletter | May 29, 2014

#### Know How To Go Kickoff Event

THU June 5 | 10 AM-12 PM | GBT Bus Station

Please join us for the *Know How To Go* kickoff event at the GBT bus station. *Know How To Go* is a transportation guide for seniors, people with disabilities, and veterans.

This event will highlight the many transportation alternatives available in Connecticut's southwest region for seniors, veterans and people with disabilities. Scheduled speakers include Margaret Mixon, Regional Mobility Manager from the Kennedy Center and GBT CEO Doug Holcomb.



We'll have people on hand to talk with you about travel options and programs. Come and learn more about the many options there are for getting around. Hope to see you there!

"Transportation is a life-line to economic, educational and health care opportunities, as well as serving simple needs."

-Wendy Bloch, Founder of Mobility Services, The Kennedy Center, Inc.



#### Wheelchair Welcome.

Access to jobs, medical appointments,

Save the Date!



TOD at Stratford Festival SAT June 7 10 am - 5 pm



#### Lanzamiento del evento "Sepa cómo ir"

Jueves 5 de junio | 10 a.m. a 12 p.m. | Estación de Autobuses de GBT

Venga al lanzamiento del evento "Sepa cómo ir" que se realizará en la Estación de Autobuses de GBT. "Sepa cómo ir" es una guía de transporte para personas de la tercera edad, discapacitados y veteranos del servicio militar.

En este evento se destacarán las diversas alternativas de transporte disponibles en la región sudoeste de Connecticut para personas de la tercera edad, veteranos del servicio militar y discapacitados. Entre las personalidades que harán uso de la palabra se destacan Margaret Mixon (Gerente del programa Regional Mobility del Kennedy Center) y Doug Holcomb (CEO de GBT).



Habrá personal disponible para informar al público acerca de las opciones y programas de transporte. Venga y entérese de las distintas formas de ir a donde necesite. ¡Nos vemos!

"El transporte es vital para aprovechar oportunidades económicas, educativas y de atención de la salud, así como para servir hasta las necesidades más simples."

-Wendy Bloch, Fundadora de Mobility Services, The Kennedy Center, Inc.

#### Accesible a personas en silla de ruedas.

A veces ir al trabajo, a las citas médicas, a las tiendas y a otros importantes servicios que necesita la comunidad puede resultar un verdadero desafío. GBT ha tomado medidas para que a los iAnótelo en su calendario!



TOD en el Festival de Main Street en Stratford





use the local bus and rail system safely. Once trained, people find new freedom, self-relian

13

15

16

17

22X

¿Está listo?

Transit Community Meeting 11/18/14

comunidad de tránsito 11/18/14

Take the Transit Survey

Participe en la encuesta de tránsito

September Service Changes

Growing Ridership

Cambios del servicio en septiembre

Creciente cantidad de usuarios

Conductores de GBT se destacan en competencias

Know How To Go

Sepa Cómo Ir

Lanzamiento de la Semana de CTrides

Service Changes 2014

Cambios en en servicio de 2014

Earth Day 2014

Bluefish 2014

2013 Newsletters

Events | Acontecimientos

Contact Us | Contactanos

Feedback

Careers

About GBT

GBT Drivers Win Big

gbt GRAFIE Greater Bridgeport Transit | One Cross Street, Bridgeport, CT 06610 | 203-366-7070 | info@gogbt.com W Shopping Cart | My Accoun Schedules & Mans | Horarios Sepa Cómo Ir y mapas Rider Information | Good Friday Service On Friday, April 3, GBT will be operating Saturday service Información del pasajero Sepa Cómo Ir News | Noticias AAA Earth Day 2015 Dia de la Tierra de 2015 **Bus Tracker** Lanzamiento del evento "Sepa cómo ir" Driver Safety Awards 2015 Jueves 5 de junio | 10 a.m. a 12 p.m. | Estación de Trip Planner Autobuses de GBT **Buy Passes** Premios 2015 por manejo seguro Winter Weather Service Status 2/2/15 Venga al lanzamiento del evento "Sepa cómo ir" que se realizará en la Estación de Autobuses iAnótelo en su de GBT. "Sepa cómo ir" es una guía de transporte para personas de la tercera edad, calendariot Blizzard Warning 1/26/15 discapacitados y veteranos del servicio militar En este evento se destacarán las diversas alternativas de transporte disponibles en la región **GBRC** 2014 Newsletters sudoeste de Connecticut para personas de la tercera edad, veteranos del servicio militar y Are You Ready?

discapacitados. Entre las personalidades que harán uso de la palabra se destacan Margaret

Mixon (Gerente del programa Regional Mobility del Kennedy Center) y Doug Holcomb (CEO de

Habrá personal disponible para informar al público acerca de las opciones y programas de transporte. Venga y entérese de las distintas formas de ir a donde necesite. ¡Nos vemos!

"El transporte es vital para aprovechar oportunidades económicas, educativas y de atención de la salud, así como para servir hasta las necesidades más simples."

Wendy Bloch, Fundadora de Mobility Services. The Kennedy Center, Inc.

#### Accesible a personas en silla de ruedas.

A veces ir al trabajo, a las citas médicas, a las tiendas y a otros importantes servicios que necesita la comunidad puede resultar un verdadero desafio. GBT ha tomado medidas para que a los usuarios de la tercera edad y a los discapacitados les resulte más fácil llegar a donde necesiten. Todos los autobuses de la ciudad están equipados para transportar en forma segura las sillas de ruedas comunes y los aparatos que la gente necesita para desplazarse.

En la parte delantera de los autobuses hay asientos destinados a personas con problemas de movilidad. Los conductores de GBT están entrenados en el manelo seguro del equipo que

999 Broad Street, Bridgeport, CT

Regional Council) le informarán acerca de Transit Oriented Development (TOD). Alli usted podrá sugerir ideas sobre cómo de Bridgeport, Fairfield, Stratford

0

TOD en el Festival de Main

Mesa de TOD para información al

público, frente al Milford Bank.

Descubra qué es el "Desarrollo

basado en el tránsito" para la

región y cuál es su impacto sobre el desarrollo económico, la

transporte público. iQueremo: conocer sus ideas! Visite nuestra

mesa en el Festival de Main

Street en Stratford, Estaremos

Reunión pública sobre TOD

Jueves 26 de junio | 6:30 pm

Conference Rooms A & B

(City Hall Annex)

Margaret E. Morton Government

frente al Milford Bank, cerca del asta de la bandera.

vivienda y el acceso al

cerca del asta de la bandera

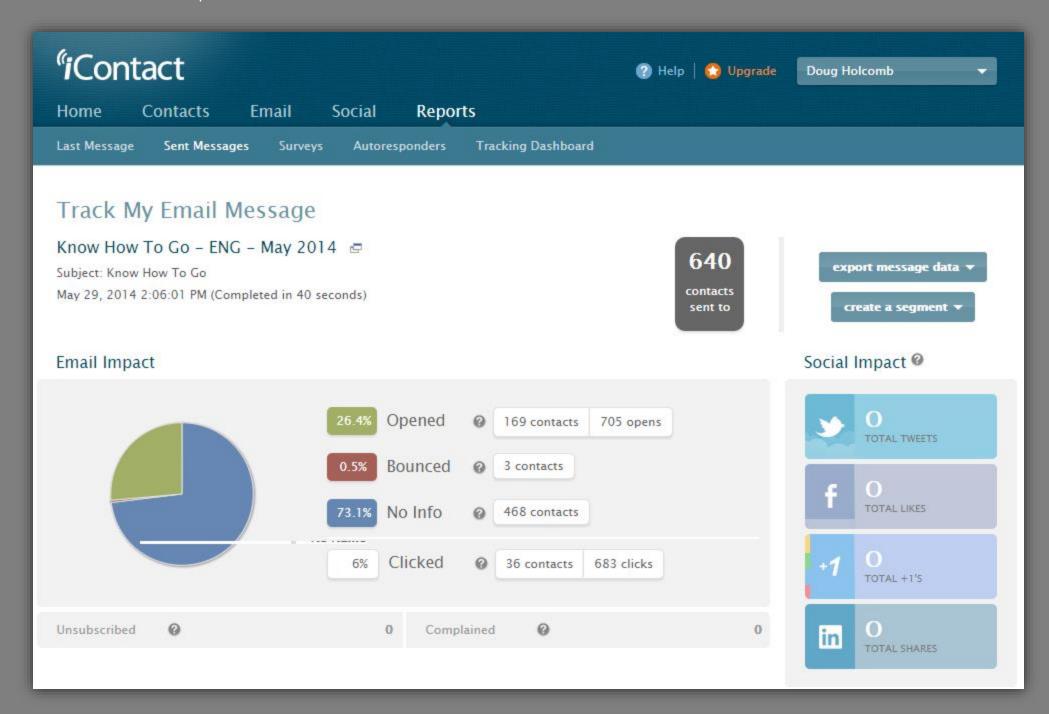
Street en Stratford

7 de junio de 2014 10 a.m. a 5 p.m.

#### Noticias de GBT en español

Sea el primero en enterarse Aproximadamente una vez al



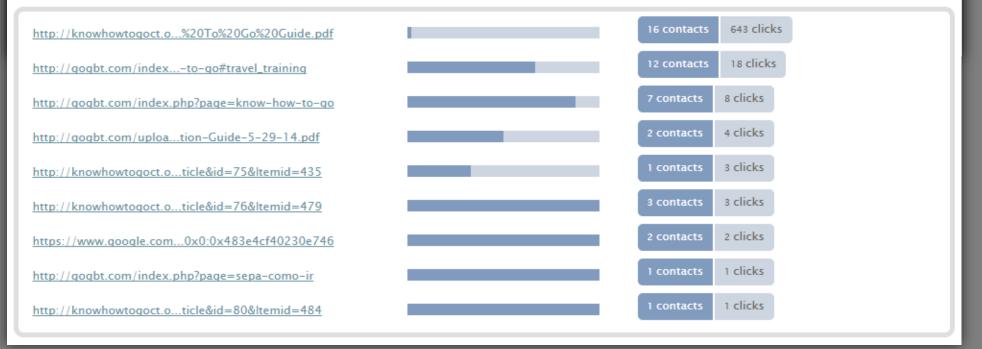




#### Lists and Segments

GBT Newsletter – ENG	343 contacts
GBT Board of Commissioners	10 contacts
GBT Union	1 contacts
Transit Districts/FTA/CDOT/MetroPool	17 contacts
Legislative US	4 contacts
Legislative State Senate	2 contacts
Legislative State House	10 contacts
Chief Elected Officials	5 contacts
Press: Papers	5 contacts
Press TV:	5 contacts
Press Radio	4 contacts
Trade Associations:	5 contacts
PAC	7 contacts
GBRC	4 contacts

#### Click Report





Jahre Wesser (grows of the first over)  Sorry Merce (grows of the first over)  Sorry Merce (grows of the first over)  Sorry Merce (grows Carled Strategories, and  John Sidner (grows Carled Strategories, and  John Sidner (grows of the first over)  Merce (Sentero Carled Strategories, and  Sor Merce (grows of the first over)  No Merce (grows of the first over)	May 00, 3014 12/07 PM May 29, 2014 97/00 PM May 29, 2014 97/11 PM May 29, 2014 97/10 PM May 29, 2014 97/10 PM May 29, 2014 97/11 PM May 29, 2014 97/11 PM May 29, 2014 97/11 PM	374 opens 22 opens 15 opens 16 opens 9 opens 0 opens
Carry Hovers (account of the content and took of the calculation of th	Heap 29, 2014 89 31 Me Heap 29, 2014 83 29 Me Heap 09, 2014 81 00 Me Heap 29, 2014 83 01 Me Meap 29, 2014 84 13 Me Heap 29, 2014 84 13 Me	15 cases 18 cases 9 speem
Novel Name (administrace) and  Bernel Name (administrace) and (administrace)  Jake Silbert (administrace) and (administrace)  Jack Sentore (administrace) and (administrace)  Woods (Back) (administrace) and (administrace)  Bernel Vraper (administrace) and (administrace)  So News (administrace) and (administrace)	May 26, 2014 S2 05 Ma May 09, 2014 ST 00 My May 29, 2014 S1 01 M4 May 20, 2014 S4 13 Ma May 29, 2014 S4 13 Ma May 29, 2014 S2 20 Ma	15 reprint O appears
Julius Salbaret (Latinatiffene Linde), 1900 Judy Santone Godi, 1900 millionistic 1900 Weredy Black (Latination) (Engagements 1900 Barkara Yraquet (Linde) (Engagements 1900 No Harris (Latination) (Engagements 1900	May 29, 2014 87 90 MW May 29, 2014 85 31 MA May 29, 2014 84 55 MW May 29, 2014 82 30 MM	0.0000
Julius Salbaret (authoritikan mandra paril Judy Santone (authoritikan mandra paril Wendy Sharit (authoritikan mandra paril Barkara Yenger (authoritikan mandra paril No Harret (authoritikan mandra paril	May 20, 2016 65 01 May May 20, 2016 66 03 May May 26, 2016 62 20 May	9.001.0
Bede Sanston (Lock, agranumitaminis, coper Wessely March (Addison Affarence Anna 200) Barketes Yessper (Locket Anna 200) No Heren Carloston (Honorados palaines)	May 20, 2015 85 13 PM 18ay 29, 2015 82 20 PM	\$ notes
Woods West Interestinated and Service Yeaper Comment Comment of St. No News Committee Comments and St.	36y 25; 25 H SC 25 PM	
Sarkana Ynager (Inspaled Commons), and No Herre California (Inspaled Commons), and	36y 25; 25 H SC 25 PM	Xupres
No Herri Calliation (for college) Light		N rooms
	Play 29, 2004 EE 16 PM	A month
The state of the s	(Aby 28, 2016 S2-11 PM	# rootes
No Harrier Injury Laureth Adventured	96y 24, 2014 X1.41 79	Tapen
Carel Carelos (grandantigostracore	Jun 2, 3914 40 53 PW	Tucket
Sustrille Herbert Uttechschilbeggestattungt	May 29, 3014 90:12 PM	Eulers
Mark T. Americani Phys. American Physics and Chinary	76av 29: 2014 81:21 PM	Ti marris
Operation Comment Comment Comments and Comme	May 29, 2004 82 21 PM	Cases
	May 28, 2014 S2 ST PM	
No Name Cartinos Asimolaria de tra		*
Projet Branck (updated Educated asystem)	Wey 00, 2014 Et 25 AM	7.0040
Deborgh Venditti upossittadi surturia sure Breste Black indiscribitat scholari user	May 29, 2014 34-13 FM May 29, 2014 34-13 FM	T aparts
Reflets Yespet (Lucius Essential)	West 25C, 200 H SE 20 WH	9-10455
No Harve Contracting England and Experimental	(Rev 29, 2018 (E) 19 FM	Avances
No Plante COST INVALNOUS PROCEEDING, NOT	Ney 29, 2014 St. 11 PB	Papers
No Mane togo.coctfisetoc.coct	May 29, 2014 83 47 PM	Pigens
Gent Condex countries (south contract)	\$100 2, 2814 05 55 FFE	Tapero
Sanielle Herbert Ulterbrit (Destroy (Destroyate) unter	May 21, 2014 St. 12 PM	Si apates
Mark Y. Awartteri Shiu L. Astatos (ESC-Stones SCI.) 2017	May 25, 2004 (0.20 PM	0 seems
Darbel Cornece (2232200)22222200	(Rev 29, 2014 83/21 99)	Coloresia
No Harry Captions (Introductor)	19ay 25, 2014 SERT 79A	E spress
Pupi Branch Schweidt (September 1992)	May 30, 2014 09:25 AM	5-lights
Rebowit Vendes (documentamination)	Way 25; 2014 30:42 FM	T apero
Divisio Disease (married Principle, strat)	May 29, 2214 25 12 FM	T. applies
Boook! Hargrane (but J. Joseph Little Brahas, Loury	May 25, 2004 SES4 FM	Tapen
Two DM-pt-scripture Colors (CC)	West 29, 2014 52 WH PM	Tipero
Convenie that Contract Statistics with the	Rev 25, 2014 51 19 PM	Traction
No Name Inchestrations	May 20, 2014 SE 17 PM	5 60460
Saley Wetver (stanzastates) and	Way 30, 3014 11 (9) PM	# spero
Carbitree Standardon Completion Communication Communicatio	Hey 29, 2214 3131 PM	# spens
lish Marrier (naparathonary)	May 25, 210 x 61 24 FM	# mass
Secrete Refle Control Supremonant	West 201, 2019 (E214) 798	# toppin
Braken Apalin Mastern Arabellous states?	Rev 26, 2014 SELECTIVE	A moreon
lan Bakell (Milliopodiscondocrum)	May 29, 2014 65:10 PM	4 votes
Distance for the party of the p	May 25; 2014 62 57 FW	A topero
Miler D'Har Jacks Indifference dust, anné	Hey 29, 2214 94:31 794	Tapan
Nodor Manual Inglishment Terral Lord	Way 25, 200 e de 32 fee	Ligitor
MARKY DRIVES TO COMMUNICATION OF THE PARTY DRIVES TO SERVICE THE PARTY DRIVES THE PARTY	West 29, 2014 86 83 PM	Lippin
deficie fundery (delice, but out despitation)	Bay 25, 2014 33, 10 PM	A survey
	May 29, 2014 (E.14 PM	Exipako
Marganit Address orand years to a Darfeld (Class		
New Yorks in the Control of the Cont	Way 25, 2014 ST 51 WW	3 40410
Tone Malloy (Challes EthioContaction control	Hey 29, 2314 \$1.02 PM	T topoton
May the second control of the second of the	West 25, 2004 (E.S.) 764	Lippin





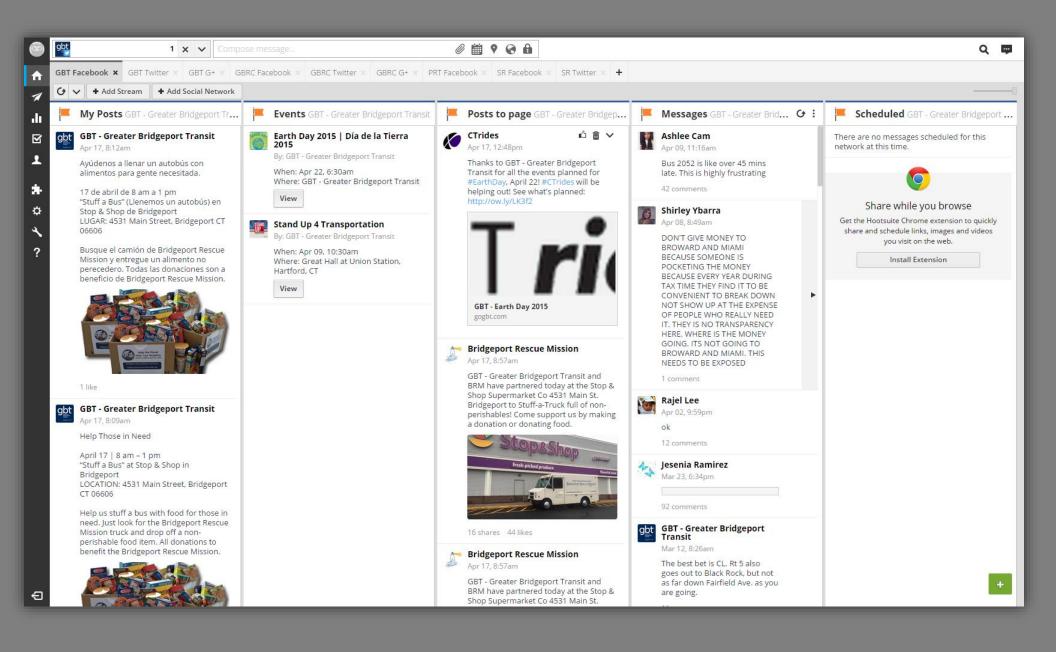
#### Facebook

- 71% of adult internet users/58% of entire adult population
- High Use among Riders, Residents,
   Community









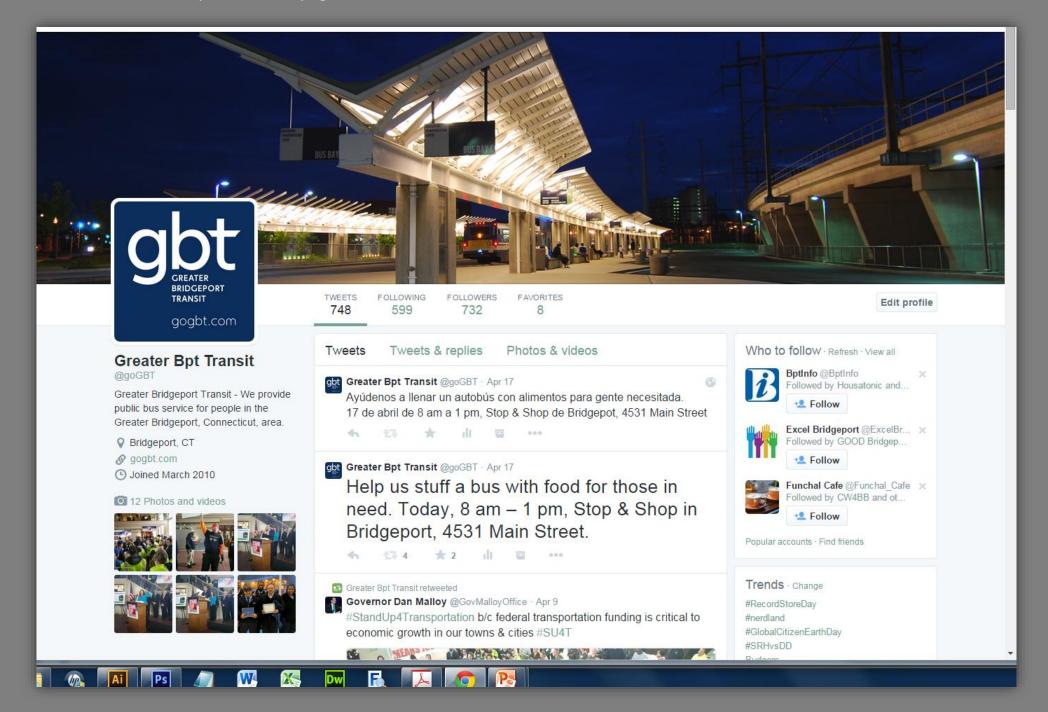




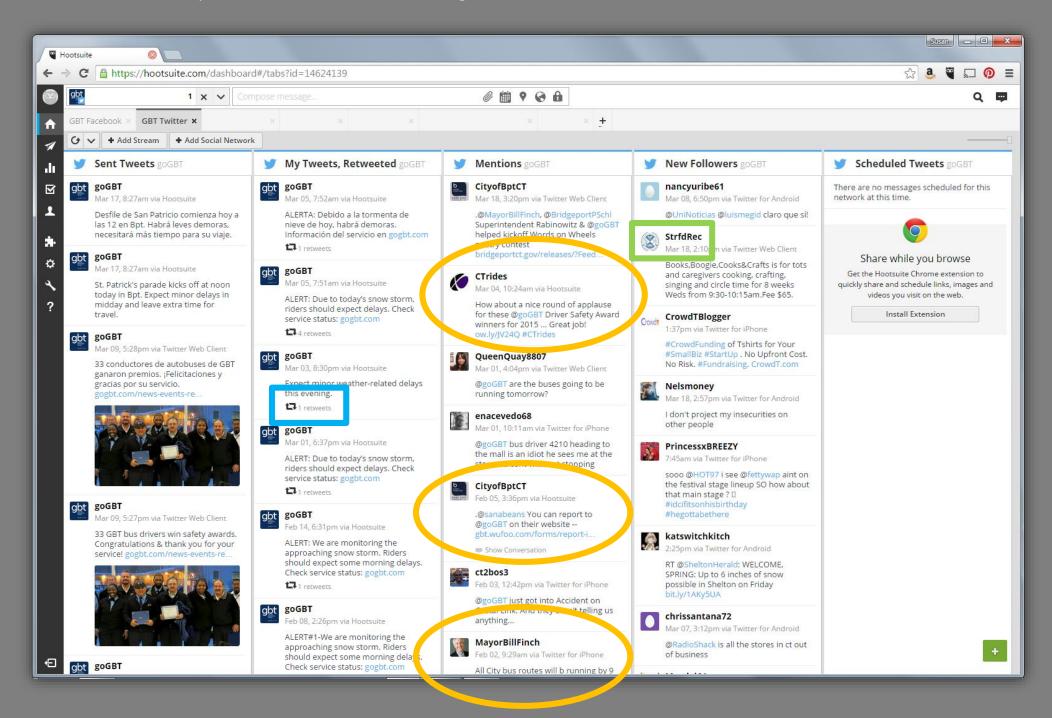
#### Twitter

- 23% of adult internet users/19% of entire adult population
- High use among Legislators, Public Officials,
   Mass Media





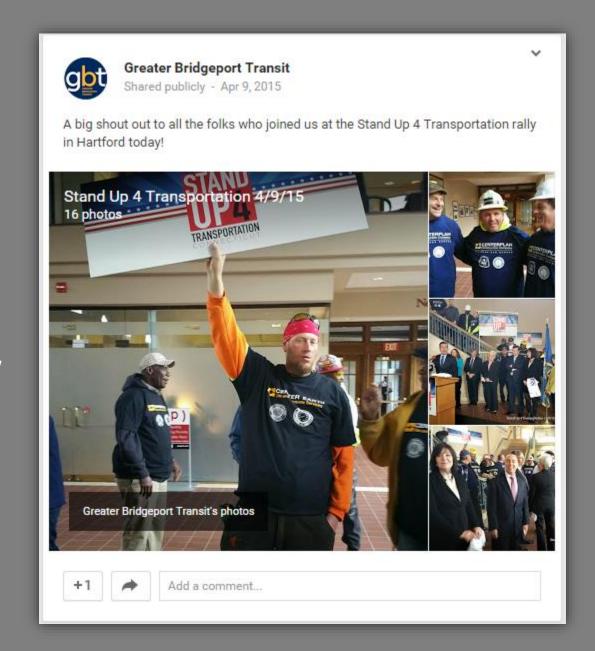




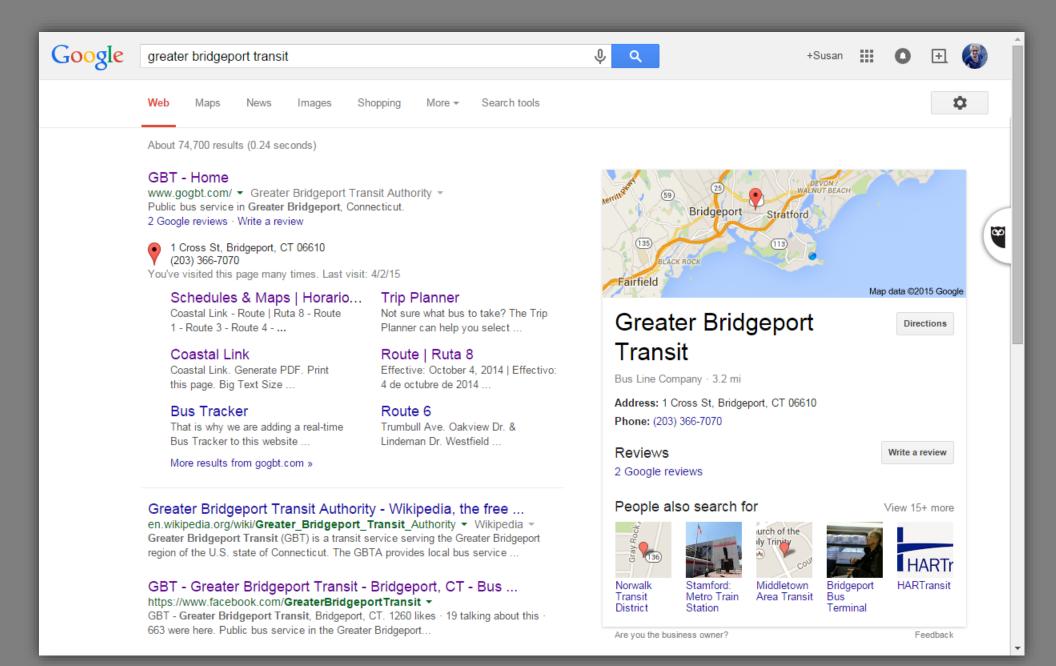


## G+/Search

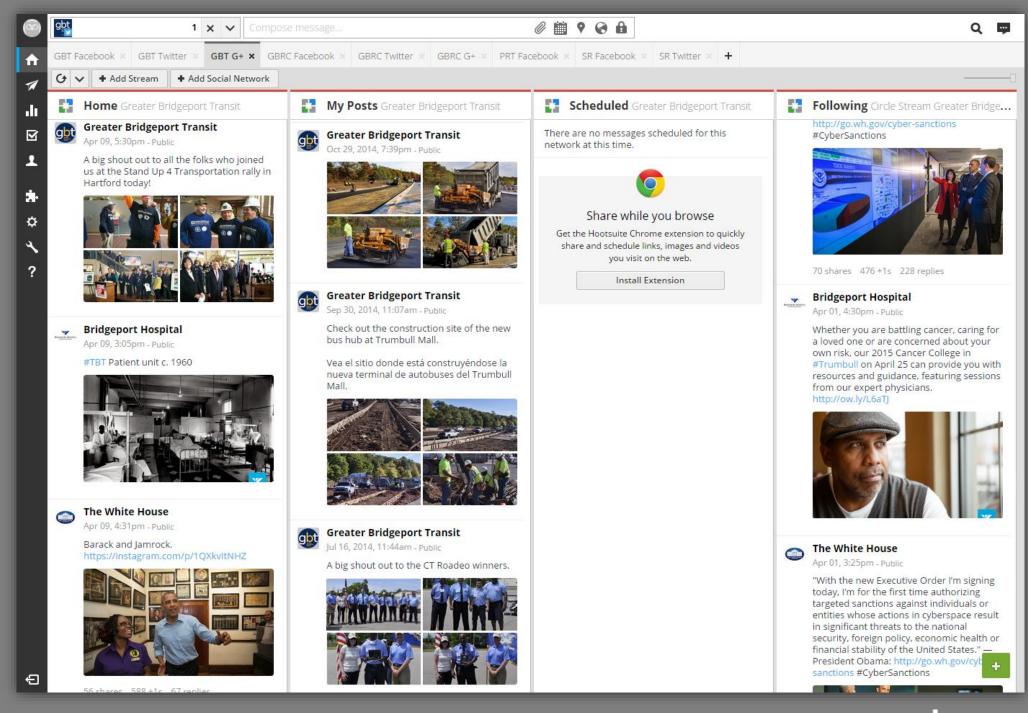
- Search
- Google Local
- Tools
  - Photos/Slideshow









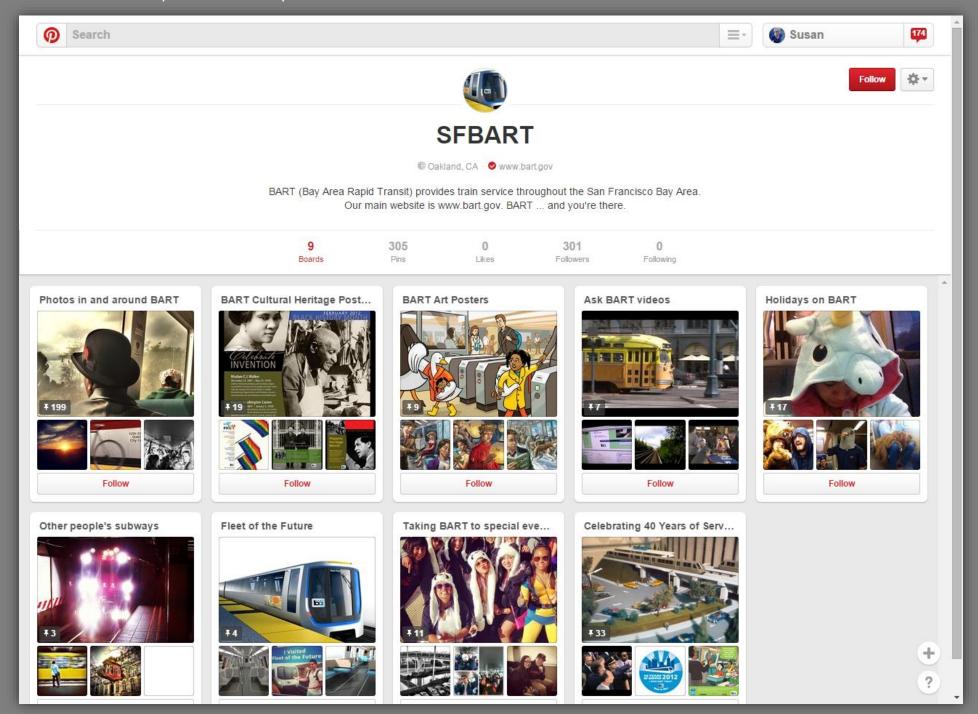


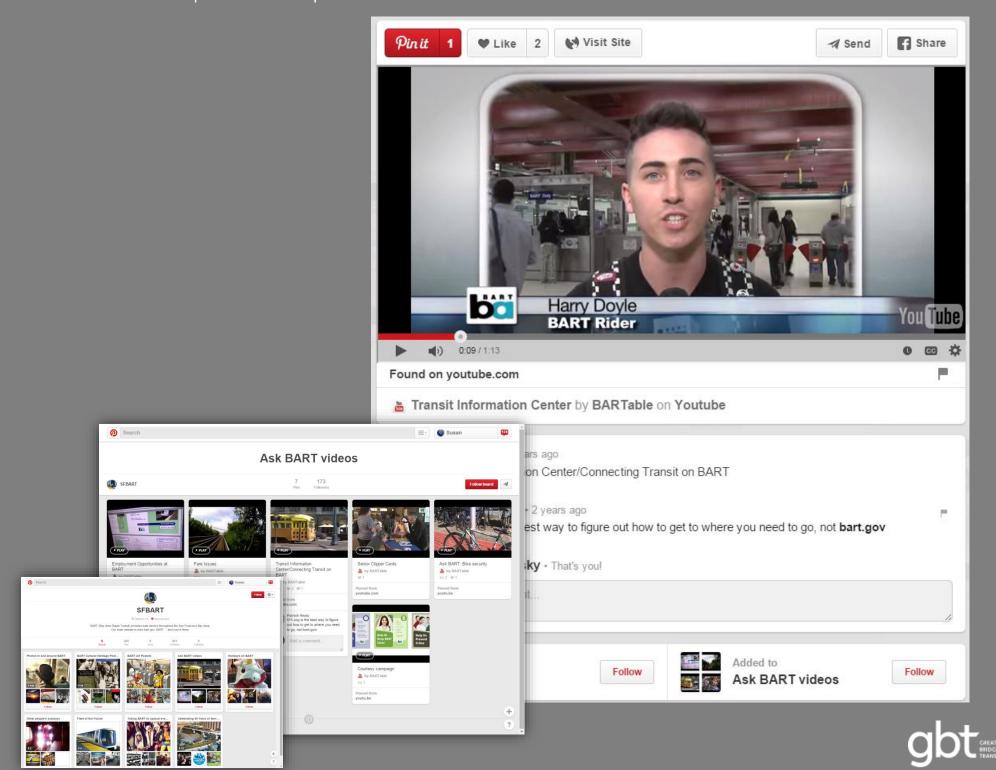


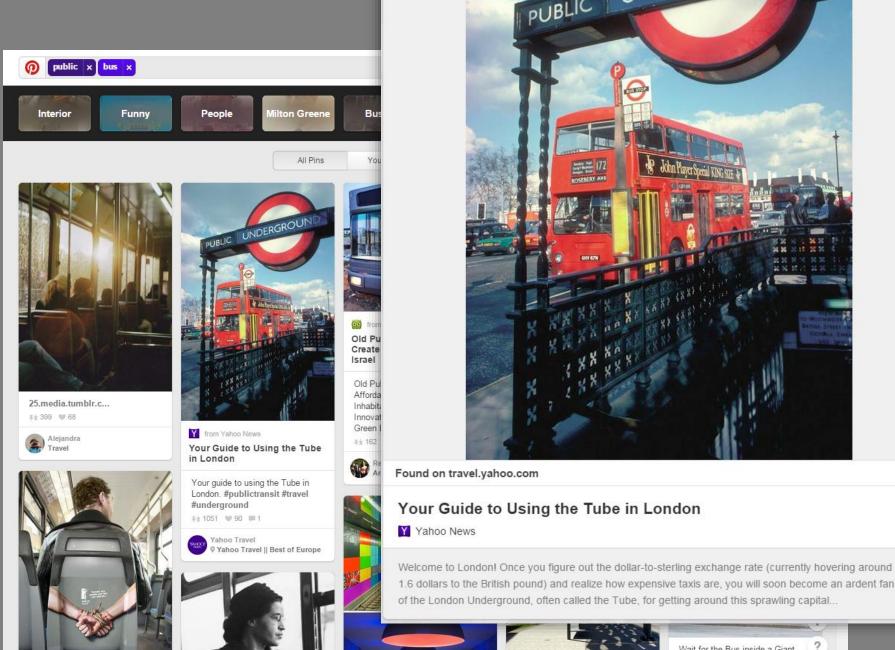
#### Pinterest

- 28% of adult internet users/22% of entire adult population
- Female dominant
- Brand sharing, shopping
- Infographic sharing









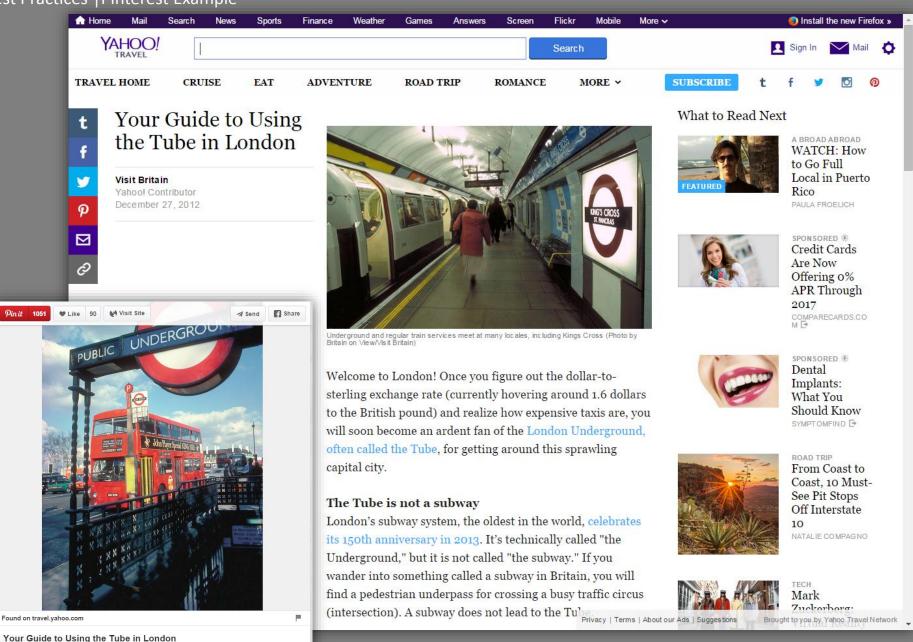


1.6 dollars to the British pound) and realize how expensive taxis are, you will soon become an ardent fan of the London Underground, often called the Tube, for getting around this sprawling capital...



Pin it 1051

u figure out the dollar-to-sterling exchange rate (currently hovering around d) and realize how expensive taxis are, you will soon become an ardent fan en called the Tube, for getting around this sprawling capital



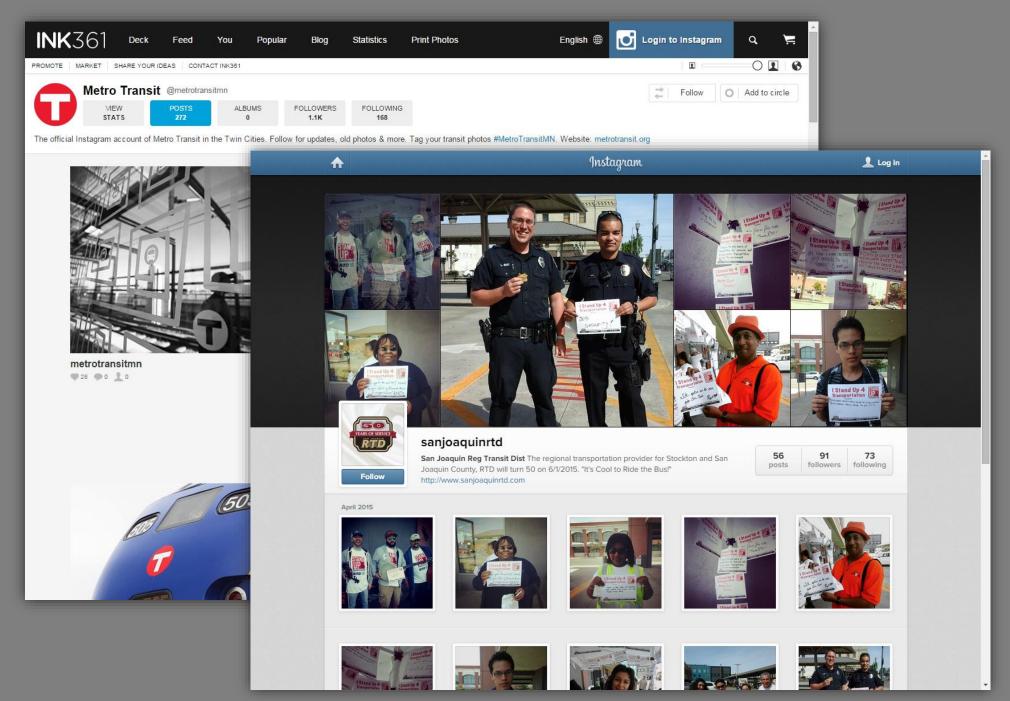




### Instagram

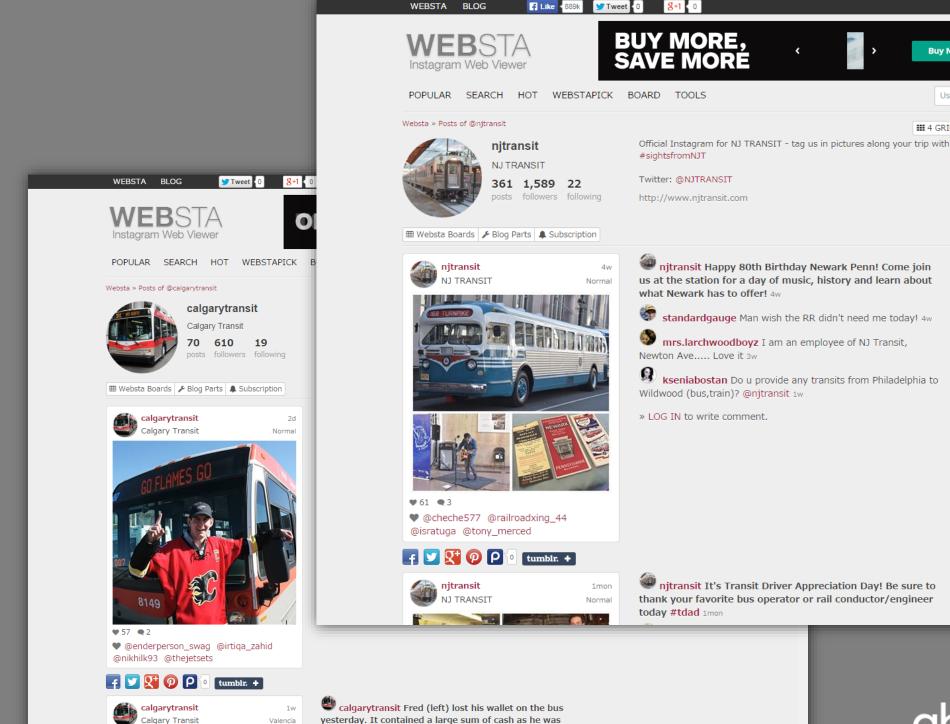
- 26% of adult internet users/21% of entire adult population
- Mobile only posting







Waiting for image2.pubmatic.com.



preparing to go home on a trip to Ghana. Bus driver Mustaf

LO

**Buy Now** 

Username or Tag

## 4 GRID ## 3 GRID ## LIST



## Build a Following on Social

- 100% Commitment
- Follow key people, organizations
- Share their content
- Engage with people, orgs online
  - Your Fans/Followers
  - Reviews/Complaints
- Broadcast relevant content



# Customer Service Overlap on Social

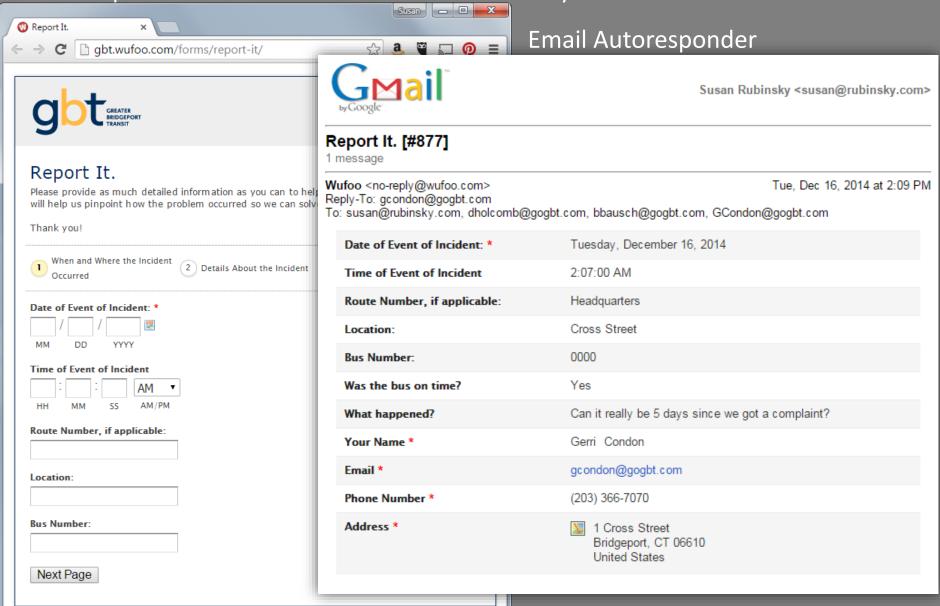
- Considerations:
  - Comments/complaints via Social
  - Service questions via Social
  - Response time
  - Redirecting complaints
  - Online comment/complaints forms
  - Followers/fans respond to complaints



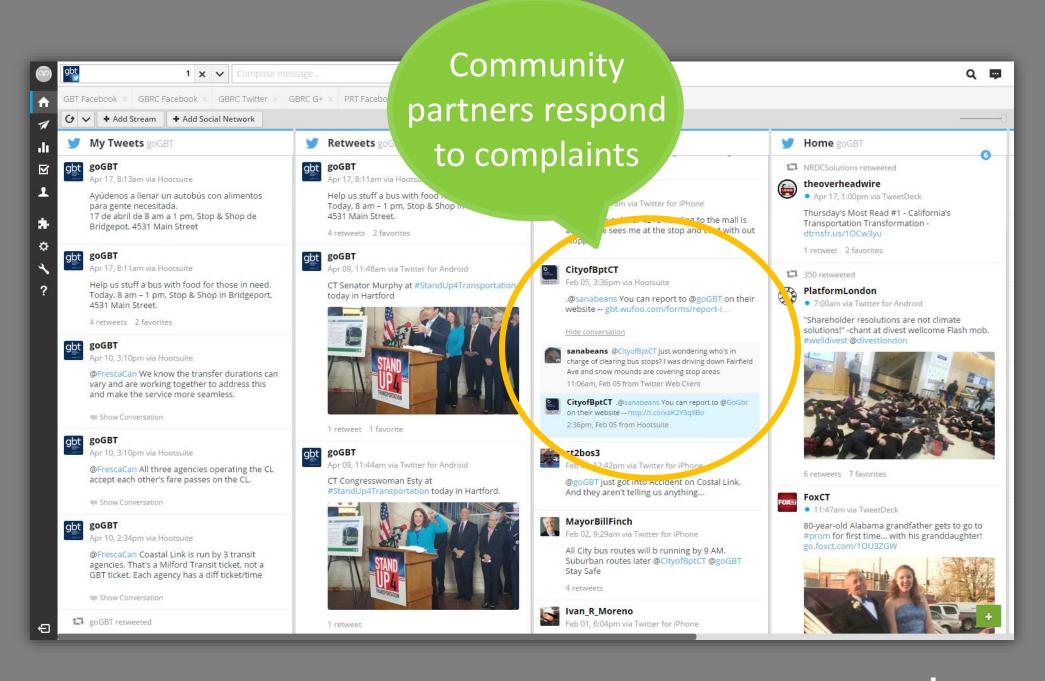


#### Customer Service Tools

Online Report It Form – All entries are automatically databased











Resources from today's presentation - gogbt.com/marketing

### Questions & Answers



CTRTAP Spring Conference 2015 • Newington, Connecticut

# Marketing for Transit GBT Community Engagement



Monday April 20<sup>th</sup> 2015

