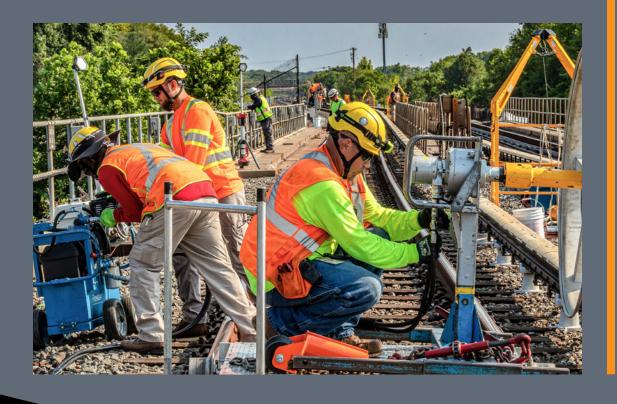


# 2023 Summer Construction



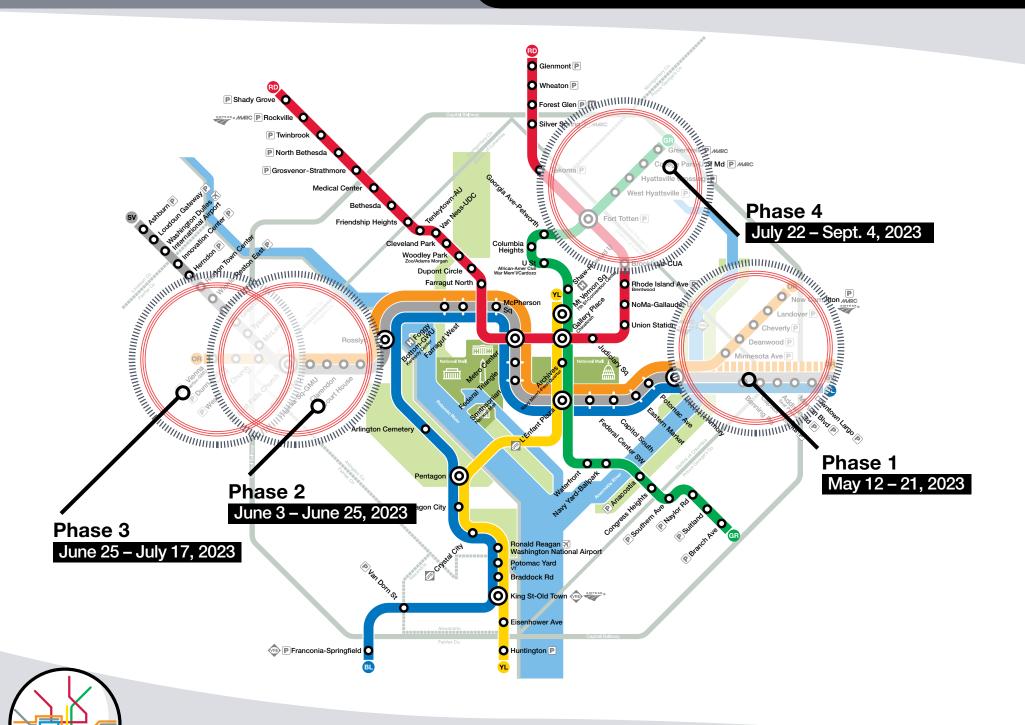




Communications and Outreach Report

NOVEMBER 2023





#### **About the Project**



#### **Project Overview**

In May 2023, Metro began a four-part initiative to increase reliability and advance system modernization for our customers. This work included roof waterproofing on the eastern portion of the Orange Line, fiber-optic cable installation and rail replacement on the western Orange Line, and fiber-optic cable installation on the northern Green Line.

Metro used a phased approach to complete construction efficiently and with minimal interruption to customers. The four phases were as follows:

- **1.** Orange Line Cheverly to Minnesota Ave During the 10-day project, there was single tracking to allow for structural work, and roof waterproofing on canopies at the Minnesota Ave, Deanwood, and Cheverly stations were also completed by installing over 20,000 square feet of new roofing. This provides more than 4,200 customers daily protection from the elements.
- **2.** Orange and Silver Lines Ballston-MU to Vienna and McLean and West Falls Church to Vienna During the 44-day shutdown, crews installed 26 miles of new rail between Ballston-MU and Vienna stations. The new rail replaced the original 40-year-old rail, making this section of track more reliable.

Customers are already seeing the benefits in this area of Orange Line. Reliability for the track section that underwent rail replacement, improved over 50 percent in the month after the shutdown. Crews also replaced two diamond interlockings on the Orange Line.

**3.** Green Line - Fort Totten to Greenbelt – During the 44-day shutdown, crews upgraded the fiber-optic cables to provide a foundation for advanced communications-based technology to improve service reliability and operate more efficiently. Communications-Based Train Control systems, equipment automation, real-time communications, and state-of-the-art security cameras depend on fiber optic cables supporting higher capacity and bandwidth over longer distances with less interference. Enabling these technologies will help reduce the need for future maintenance that would disrupt Metrorail service.

Metro provided free shuttle options during all phases of the construction projects, which allowed customers to travel between the closed stations and get to their destinations.



### **Communications and Outreach Strategy**







Metro conducted an extensive communications and outreach campaign to ensure customers were aware of the impacts and the travel alternatives available to help them complete their journeys during construction. The communications and outreach effort informed and engaged Metro customers, stakeholders, and other target audiences; built awareness of why the work was necessary; and communicated the benefits to communities around the impacted stations.

The team used lessons learned from Metro's Blue and Yellow Line Major Construction, completed earlier in the year, to build a plan and create materials that would resonate with customers. The communications plan included a mixture of traditional and digital tactics to reach various audiences through multiple

channels. Tactics included in-person outreach at impacted Metro stations, social media posts, digital ad campaigns, advertisements in multilingual newspapers, printed collateral, postcard mailings, and signage.

The communications plan ensured Metro met Title VI requirements and Metro's federally-mandated and Board-approved Public Participation Plan (PPP). This report summarizes the communications and outreach strategy and results.

#### **Campaign Duration**

Four months (May 12, 2023 - September 5, 2023)



### **Target Audience & Objectives**

#### **Audiences**

- External: Metro customers, elected officials, interagency/government stakeholders, community stakeholders, and media
- Internal: Metro employees, Metro Board of Directors, and Committees (Riders' Advisory Council, Accessibility Advisory Committee)

#### Goal

Inform customers, strengthen regional partnerships, and build public trust through relevant, prompt, and transparent communications.



#### **Objectives**

- Announce project scope, locations, service impacts, and travel alternatives.
- Coordinate with internal and external stakeholders.
- Drive customer awareness of project impacts and alternatives.
- Provide customer service at impacted stations.
- Provide ongoing project updates.
- Promote return to service to retain ridership.
- Prioritize customer and employee safety and fiscal responsibility.
- Ensure communication and outreach materials, activities, and tactics to meet Metro's PPP requirements.
- Show the "why" and "how" behind the work why it is necessary and how customers will benefit from the improvements.
- Celebrate the hard work, success, and improvements, and thank customers for their patience during maintenance and modernization.











May 12 - Sept. 4, 2023

Sept 5 - 30, 2023

#### **Tactics**

- Web page
- Stakeholder coordination
- Email communications
- Customer signage
- Fact sheet

- Service and station maps
- Handouts
- Photo and video content
- Employee communications
- In-person outreach
- Newsletters and e-blasts
- Owned and paid media

- Press releases
- Media tours
- Service advisories
- Customer research
- Advertisements in multilingual newspapers
- Digital advertising



#### LOOKING BACK ON THE COMMUNICATIONS CAMPAIGN

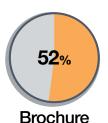
Metro used several Key Performance Indicators (KPIs) throughout the project phases to gather insight into customer behavior and sentiments while measuring the success of the communications campaign.

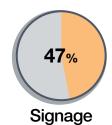
Metro used the information received from prior planned trackwork efforts to determine the most effective tools and tactics. The team also used the feedback received during the closures to adjust communications techniques from each phase of the summer work.

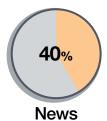
The Customer Research team conducted surveys for both phases of the Orange Line work and the Green Line phase. For all phases, the customers that were surveyed indicated they used Metrorail in the last 30 days.

#### **ORANGE LINE**

The awareness of the June 3 – 25, 2023 closure was initially at 31 percent. Awareness rose to 63 percent when another survey was performed two days before the closure. Respondents indicated that they found out about the service change through the following:





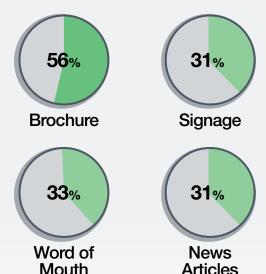


**Articles** 

#### **GREEN LINE**

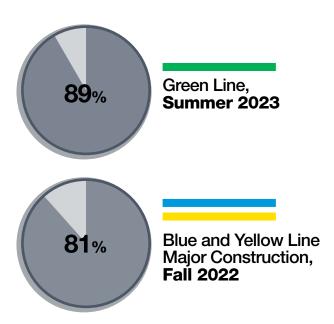
Following the work on the Orange Line, the team began work on the Green Line from July 22 - September 4, 2023. When awareness was measured in late June, 52 percent of customers who responded to the survey indicated they were aware of the upcoming work. A dramatic increase was seen in mid-July as awareness rose to 89 percent when customers were surveyed again one day before the closure. This is a 37 percent increase in awareness and is higher than previous summer shutdowns dating back to 2019.

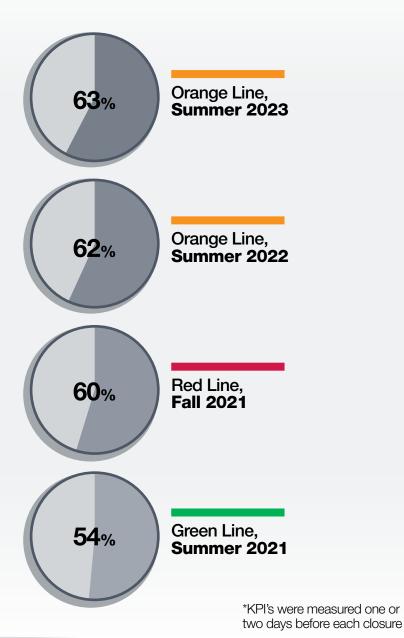
Those who were aware of the closure indicated that they received the information from the following methods:



In addition to the tactics used during the Orange Line closures, in order to increase awareness, the team also sent 25,000 postcards to homes within a one-mile radius to three of the impacted Green Line stations and a two-mile radius of Greenbelt Station (the terminal station of the Green Line).

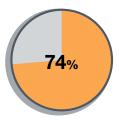
# AWARENESS OF CLOSURE (AS MEASURED ONE TO TWO DAYS BEFORE EACH INDIVIDUAL CLOSURE)



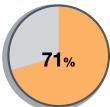




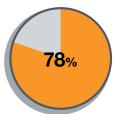
#### **ORANGE LINE**



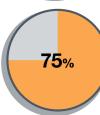
of customers trusted that the Orange Line closure was necessary



of customers had a good understanding of their travel options



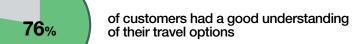
of customers knew why Metro closed the Orange Line

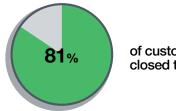


of customers trusted that Metro was making the right decision to ensure the safety of customers

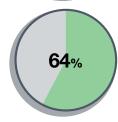
#### **GREEN LINE**





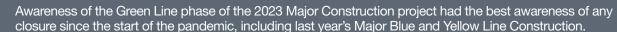


of customers knew why Metro closed the Green Line



of customers trusted that Metro was making the right decision to ensure the safety of customers

#### **KEY FACTS:**



Green Line customers indicated they had a good understanding of their travel options. Between the first and second surveys, awareness increase by 16 percent, which indicated that outreach, brochures and signage played a crucial role.



#### TOTAL BY THE NUMBERS



4,239,782 media impressions





average newsletter click rate

3.1%





Shuttle bus trips provided to customers

888,438





**1,433** QR code scans











\*The average open rate for a similar newsletter is 21 percent

# **Website**

# UNIQUE PAGE VIEWS wmata.com/2023majorconstruction



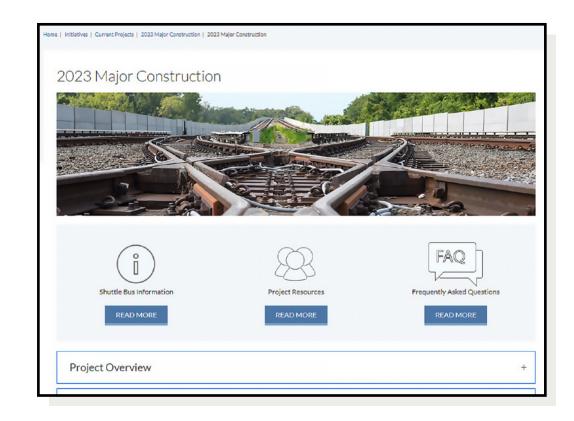
**77,863** Unique page views



Average time spent on page **35 seconds** 



Project Resources **1,617** 



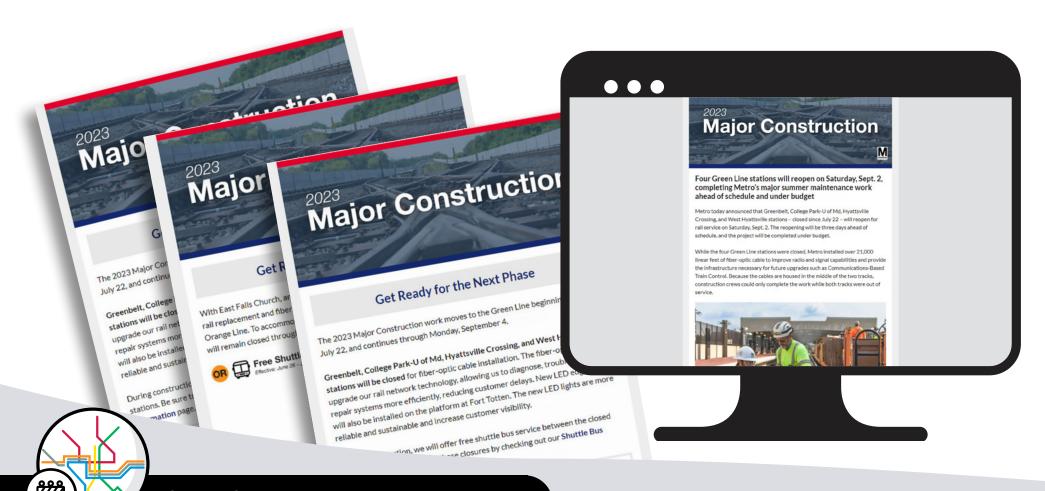
# **A Closer Look**

SHARING UPDATES: NEWSLETTERS

newsletters distributed

subscribers with an open rate of about 50% (20% is considered successful)

1,925 total number of newsletter recipients



# **A Closer Look**

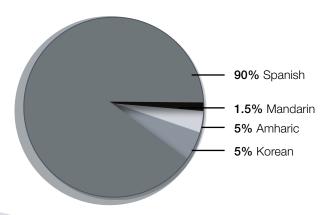
#### **HELPING HANDS: CUSTOMER OUTREACH**



**1,648,036** customer engagements



• Percent of non-English engagements: 20.6%



# COMMON CUSTOMER QUESTIONS (FROM STREET TEAMS)

- o How long will the station stay closed?
- o Why is this station closing?
- o Will there be shuttle buses available?
- o What time will shuttles start?
- o What time does the shuttle stop running?

#### **CUSTOMER SERVICE INQUIRIES**

- o Number of inquiries 148
- o Common inquiries
  - Rail delays
  - Shuttle service (delays, long lines, crowded busses, not enough buses, drivers not knowing the route)
  - Parking (charged regular price for parking, not enough parking)



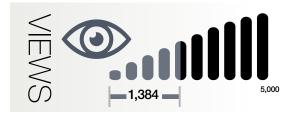
# **Building Partnerships**

#### **GOING DIGITAL**

Three communications toolkits with English and Spanish resources, including suggested newsletter and social media text, maps, fact sheets, and other project resources, were posted on the project website.

#### **Communications Toolkit**

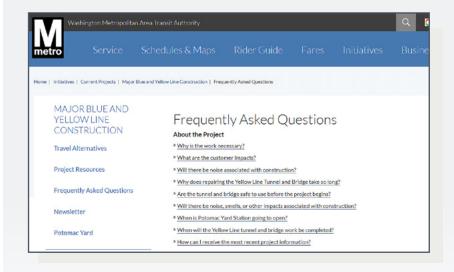




#### Frequently Asked Questions

One popular resource, the Frequently Asked Questions page, was viewed 2,044 times.







# **A Closer Look**

#### **AMPLIFYING THE MESSAGE: MEDIA & ADVERTISING**

• Impressions from paid media:





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• Percentage of owned media: 15.4%



**783,287** impressions

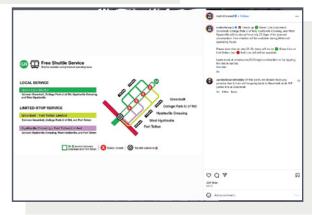


**2,438,355** impressions



**218,930** 







**Note:** Reach is the total number of unique users who have seen the content at least once.

**Impressions** is the number of times the content is being seen.

# **Advertising**



#### THE ADVERTISING CAMPAIGN DELIVERED MORE THAN 4.2 MILLION IMPRESSIONS

Geo-targeted Highimpact Mobile Device (English and Spanish)



**345,132** impressions

Geo-targeted Cross Platform Display (desktop and laptop) (English and Spanish)



**1,248,501** impressions

Washingtonpost.com



**242,399** impressions

Premium Local News, Weather, Traffic Networks (Broadcast Radio Stations)



**1,067,068** impressions

Geo-targeted Digital Audio, also known as Streaming Radio (English and Spanish)



**440,602** impressions

Local Print Publications (English, Spanish, Chinese, Korean)



**896,080** impressions



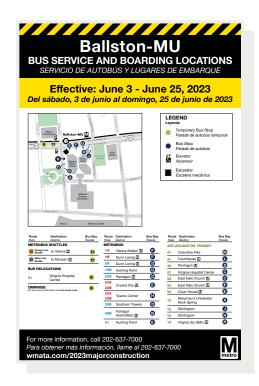
# **Navigating Change: Station Signage**

#### **NAVIGATING CHANGE: STATION SIGNAGE**

















**OR** Single Tracking

Roof Repair at Minnesota Ave, Deanwood, Cheverly





# **Outreach**











#### **CUSTOMER QUOTES**

"I'm glad you guys let me know, I'm starting a job next week and this will affect my commute, so I appreciate you letting me know."

"Keep up the great work and thank you for all your help. We wouldn't know where to go if it weren't for you all being out here."

"You guys are great, thanks so much!"

# COMMON CUSTOMER QUESTIONS (FROM STREET TEAMS)

- o What does 'single tracking' mean?
- o Will single tracking only be during rush hour?
- o When does this start?
- o How long will the construction be?
- o Will Metro provide any shuttle buses?
- o How do I get to Reagan/Dulles Airport?

#### **CUSTOMER SERVICE INQUIRES**

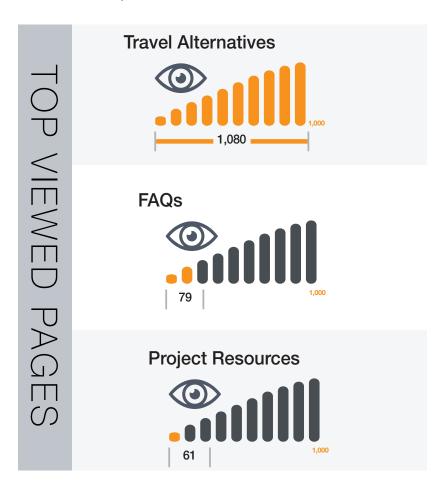
- o Number of inquiries 5
- o Common inquiries
  - Rail delays
  - Shuttle service





# **Website Views**

Overall – 2,577 views



#### **SOCIAL MEDIA IMPRESSIONS**











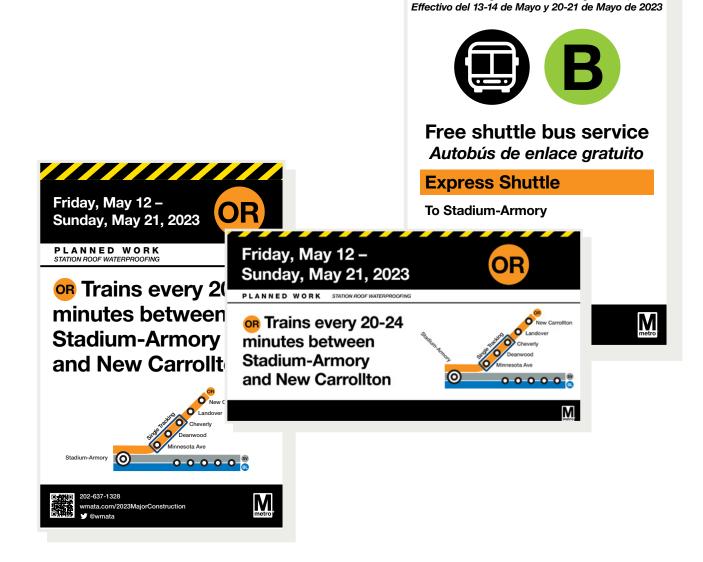
Effective: May 13-14 and May 20-21, 2023

# **Signage**

#### **NAVIGATING CHANGE: STATION SIGNAGE**





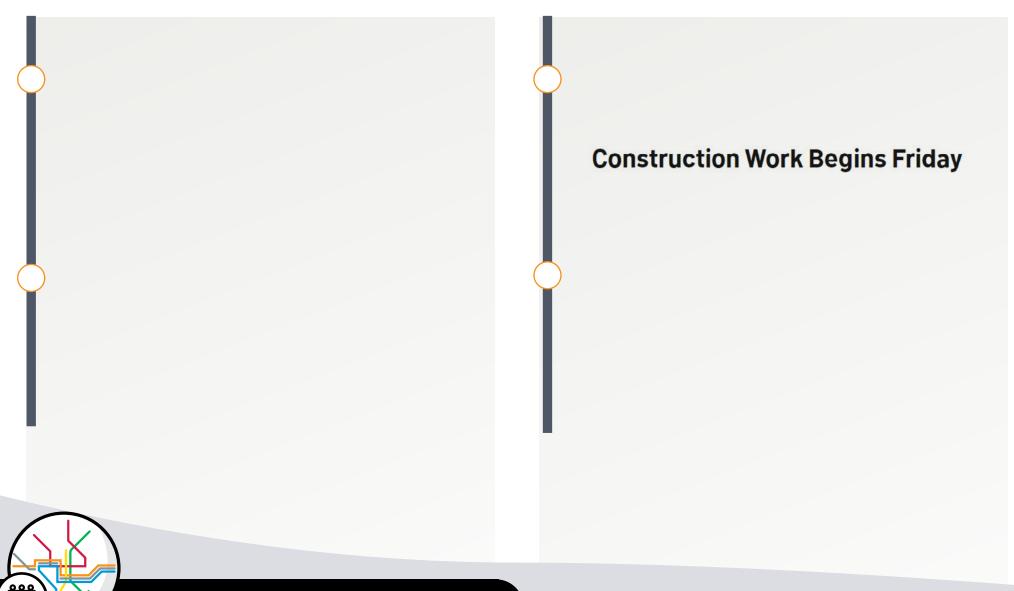






# **Media Stories**

**EARNED MEDIA - 28 STORIES** 













# **Outreach**









#### **CUSTOMER QUOTES**

"This brochure has good information, thank you!"

"You guys always have so much patience, thank you!"

"Great to have this information!"

"Thank you so much for the wonderful job you guys are doing."

"You guys are doing a great job!"

# COMMON CUSTOMER QUESTIONS (FROM STREET TEAMS)

- How many stations are closing?
- o How long is the closure?
- o Why are the stations closing?
- o How often will the shuttle buses run?

#### **CUSTOMER SERVICE INQUIRES**

- o Number of inquiries 108
- o Common inquiries
  - Shuttle service
  - 5 commendations
  - 80 trip planning inquiries





# **Website Views**

Overall - 29,817 views

# **Travel Alternatives** TOP VIEWED **FAQs** 789 PAG **Project Resources** S 424

#### **SOCIAL MEDIA IMPRESSIONS**











# **Signage**

#### **NAVIGATING CHANGE: STATION SIGNAGE**





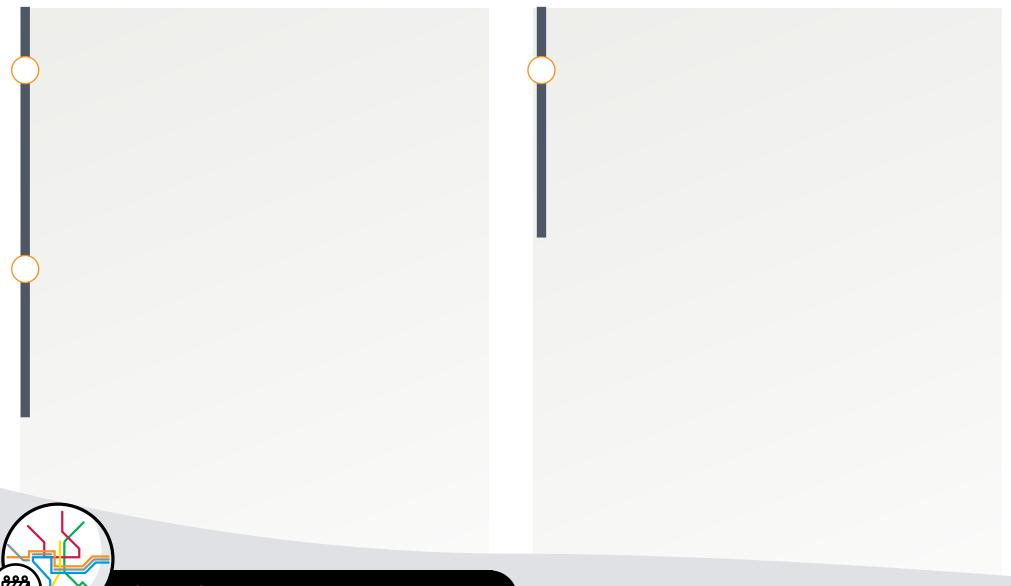






# **Media Stories**

#### **EARNED MEDIA - 32 STORIES**







# **OR** Closure

**Between Vienna and West Falls Church** 





# **Outreach**









#### **CUSTOMER QUOTES**

"Grateful you were here to let us know. We're only here visiting so we had no idea."

"Thank you so much for being here on this very hot day helping us!"

"The set up is well done on informing the change."

"You all have been so nice at all the stations helping out along the way! Thank you guys!"

# COMMON CUSTOMER QUESTIONS (FROM STREET TEAMS)

- o How long will the station stay closed?
- o How do I get to Metro center?
- o What time does the shuttle stop running?
- o When will the station reopen?
- o Are the shuttle buses free?

#### **CUSTOMER SERVICE INQUIRES**

- o Number of inquiries 31
- o Common inquiries
  - Rail delays
  - Shuttle delays
  - 2 commendations
  - 11 trip planning inquiries





# **Website Views**

Overall - 14,927 views

# TOP VIEWED PAG



#### **SOCIAL MEDIA IMPRESSIONS**











# **Paid Advertising**





103,184 impressions

Digital Audio Spanish



**43,270** impressions

Mobile

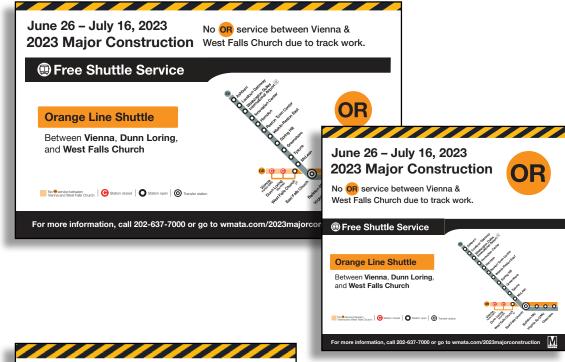


**141,158** impressions

Digital Banners



**501,245** impressions





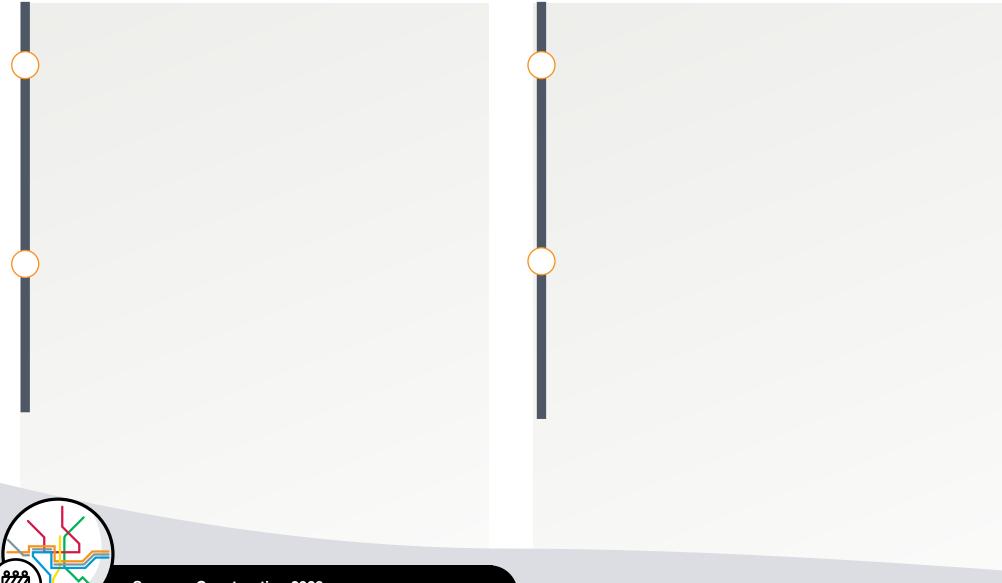




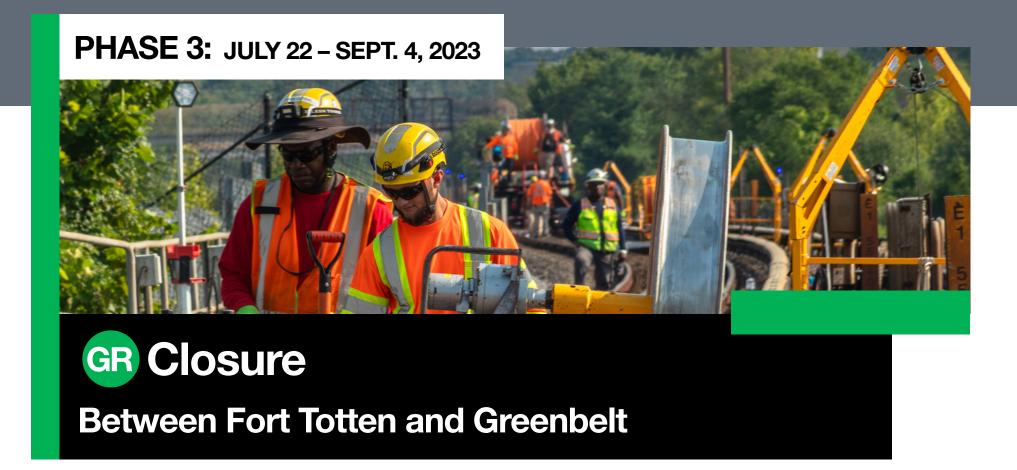


# **Media Stories**

#### **EARNED MEDIA - 32 STORIES**











# **Outreach**









#### **CUSTOMER QUOTES**

"Great energy! Making Monday not feel so bad even with the shutdown, thank you!"

"Thank you for the reminder. I did see the shutdown information on Facebook, but I did forget!"

"Really appreciate the extra help today! You guys are awesome!"

"I would be lost without you guys."

# COMMON CUSTOMER QUESTIONS (FROM STREET TEAMS)

- o Why is this station closing?
- o How long will it be closed?
- o What time will shuttles start?
- Where will the shuttles be?
- o How often are the shuttles running?

#### **CUSTOMER SERVICE INQUIRES**

- o 27 concerns
  - shuttle service delays
  - parking
- o 4 commendations
- o 19 trip planning inquiries

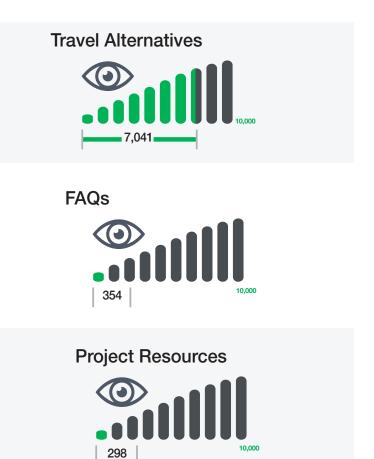




# **Website Views**

Overall - 13,625 views

# TOP VIEWED PAGES



#### **SOCIAL MEDIA IMPRESSIONS**











# **Paid Advertising**

Digital Audio

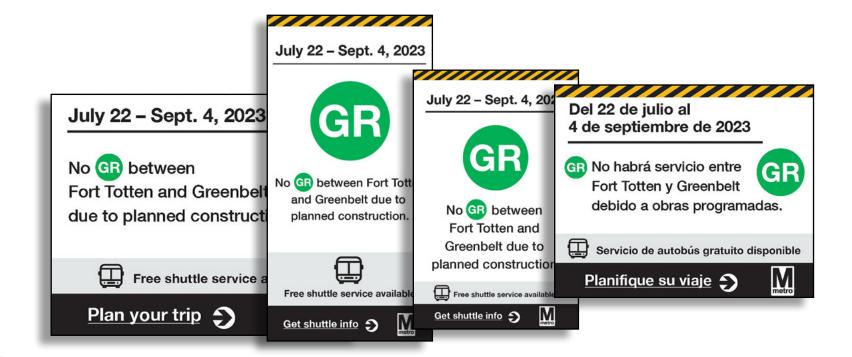
Digital Auspanis

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SPAN











# **Postcard**

# DISTRIBUTED MORE THAN 25,000 POST CARDS FOR THE GREEN LINE SHUTDOWN



**BACK** 





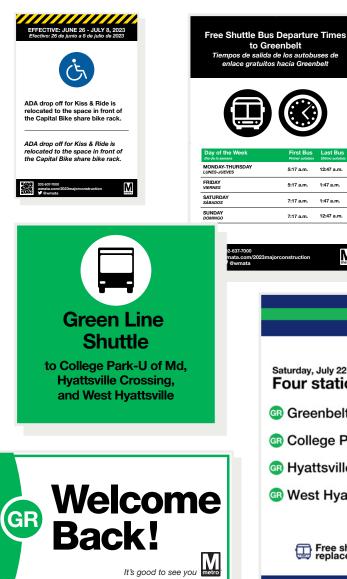
# Signage

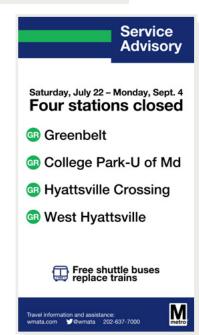
#### **NAVIGATING CHANGE: STATION SIGNAGE**











12:47 a.m.

1:47 a.m.

12:47 a.m.

5:17 a.m.

5:17 a.m.

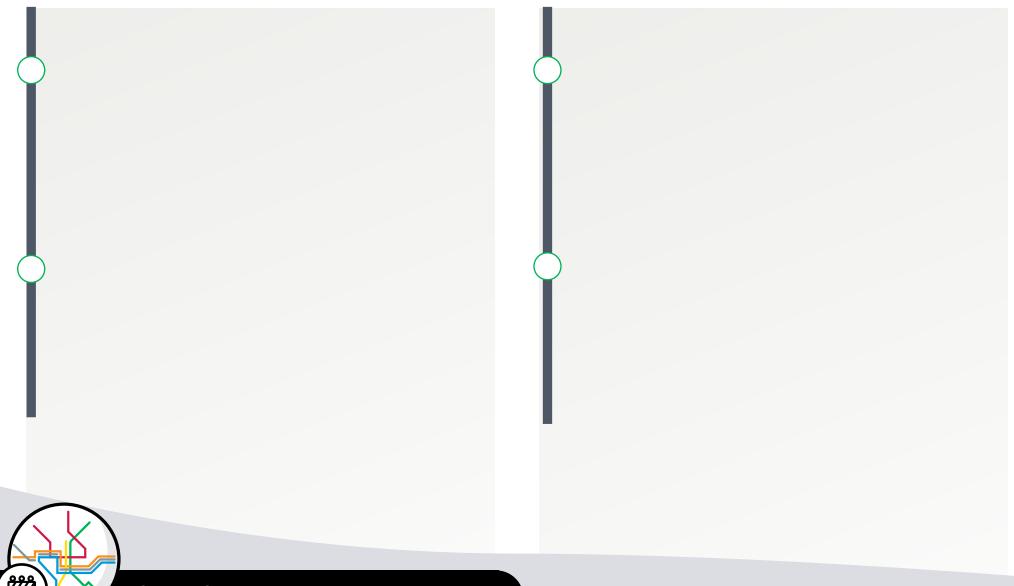
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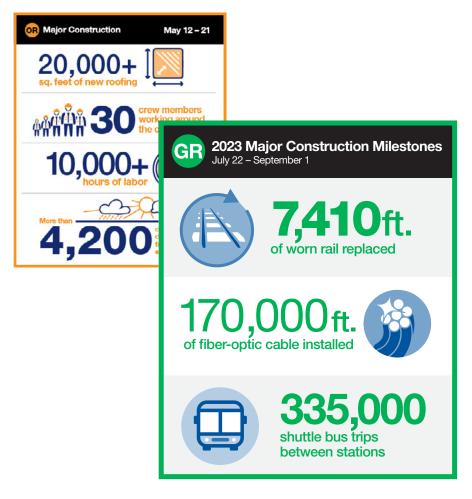


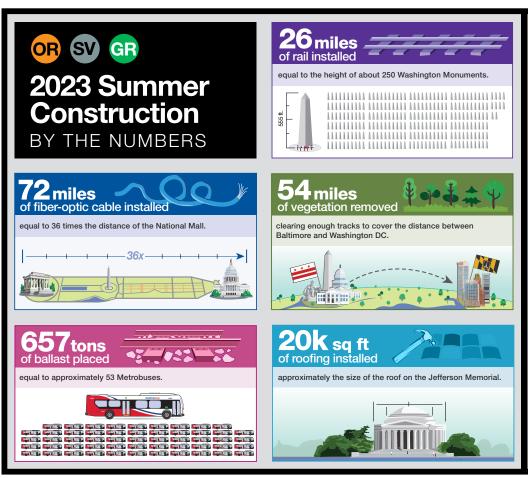
# **Media Stories**

#### **EARNED MEDIA - 17 STORIES**



# **Construction Infographics**







# **Newsletters**

Newsletter Date	Headline	Total Sent (# of contacts)	Total Delivered (Total Participants)	Total Opens	Unique Opens	Open Rate %	Total Clicks	Unique Clicks	Click Thru Rate #	Total Undeliverables
Friday, 6/2/2023	2023 Major Construction	334	333	342	179	57.1	45	15	4.5	1
Friday, 6/2/2023	2023 Major Construction - Correct Notice (Updated Information)	334	333	263	159	47.7	12	9	2.7	1
Wednesday, 6/21/2023	Get Ready for the Next Phase	374	373	320	184	49.3	18	8	2.1	1
Friday, 7/21/2023	Get Ready for the Next Phase	432	431	431	228	52.9	29	15	3.5	1
Tuesday, 8/29/2023	Four Green Line stations will reopen on Saturday, Sept. 2, completing Metro's major summer maintenance work ahead of schedule and under budget	456	455	452	255	56	6	4	0.9	1
	AVERAGE	386	385	361.6	201	52.6	22	10.2	3.1	1

