

TRANSFORM

YOUR CENTURY CITY COMMUTE

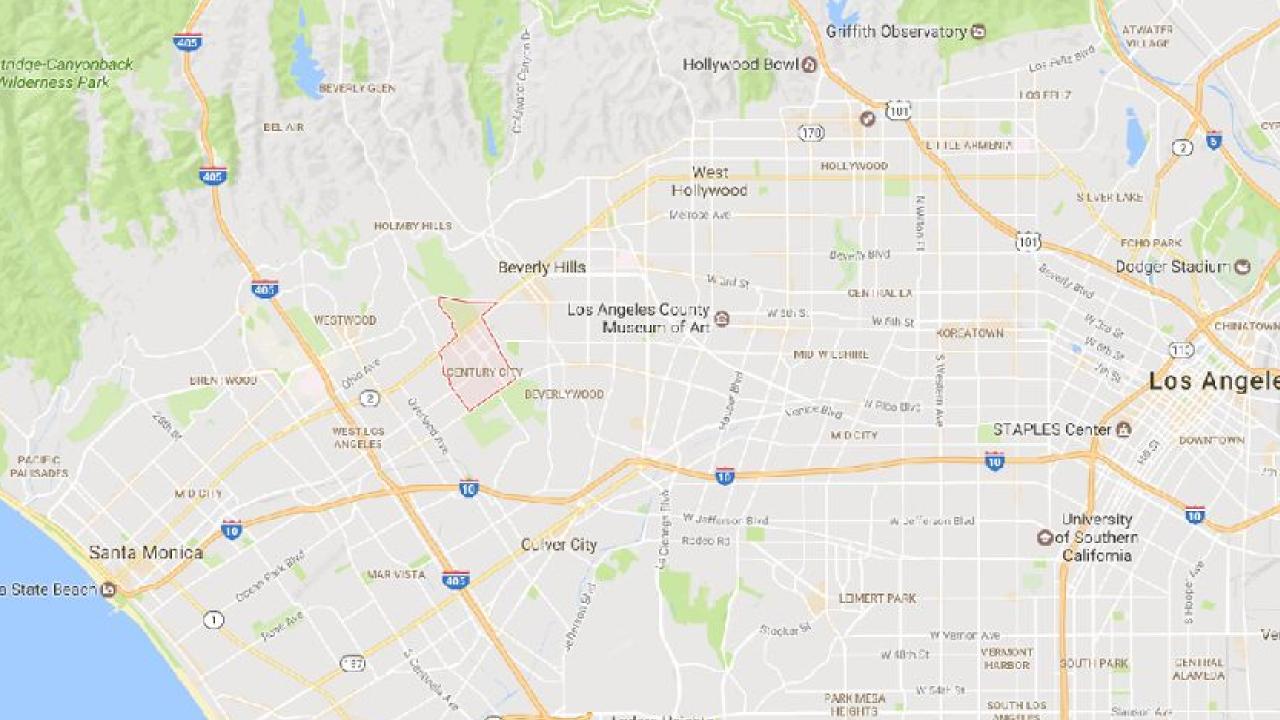
POWERED BY

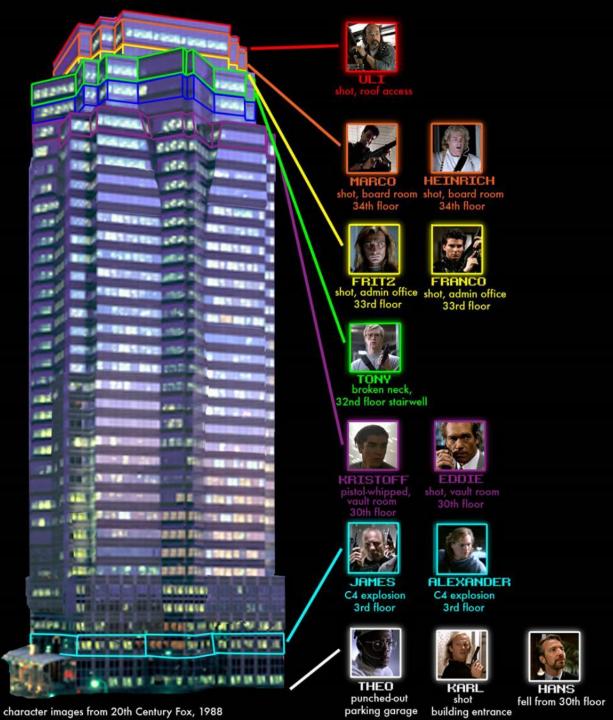














Nakatomi Plaza





So many answers for such simple questions:

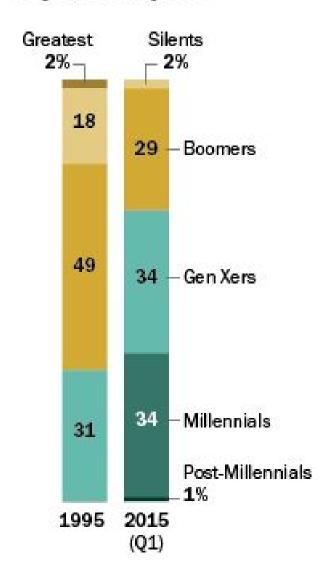
How far away do you live from work? What time do you commute?





Labor Force Composition by Generation

% of the labor force









Comparison of Utility and Circumstances





Yesterday

- Escape parents
- My girlfriends house
- Parking lot hang out
- My job to pay for my car and gas

Today

- Escape parents
- Online dating
- Social media hangouts
- Family phone plans





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POWERED BY













Scoop for Century City



CONNECTIONS REIMAGINED

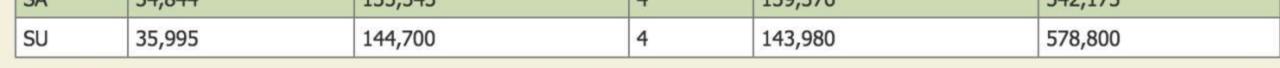


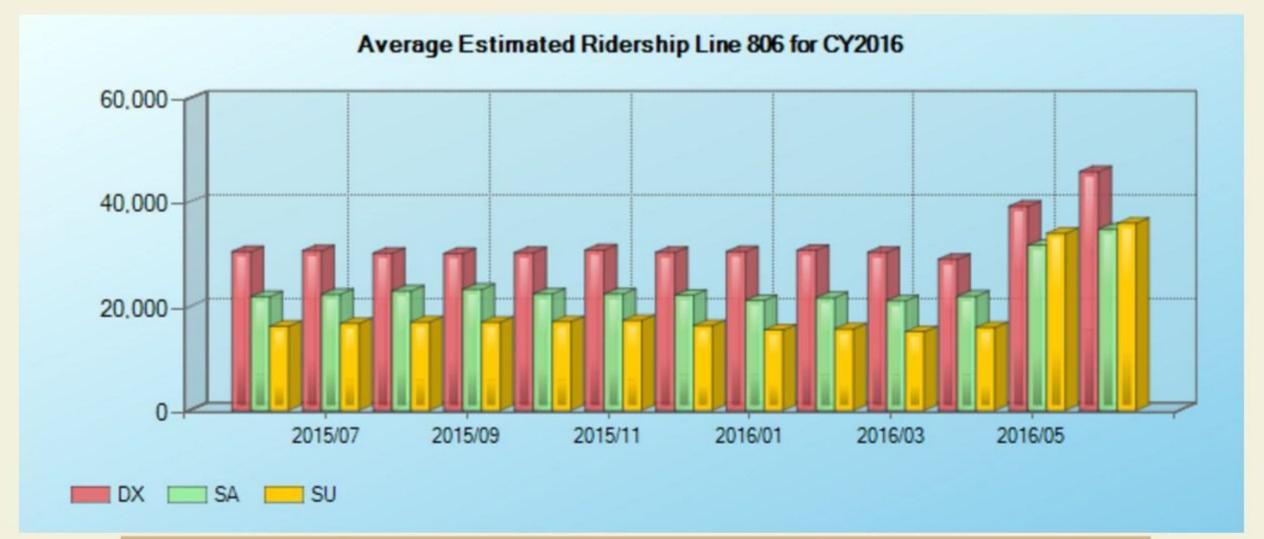




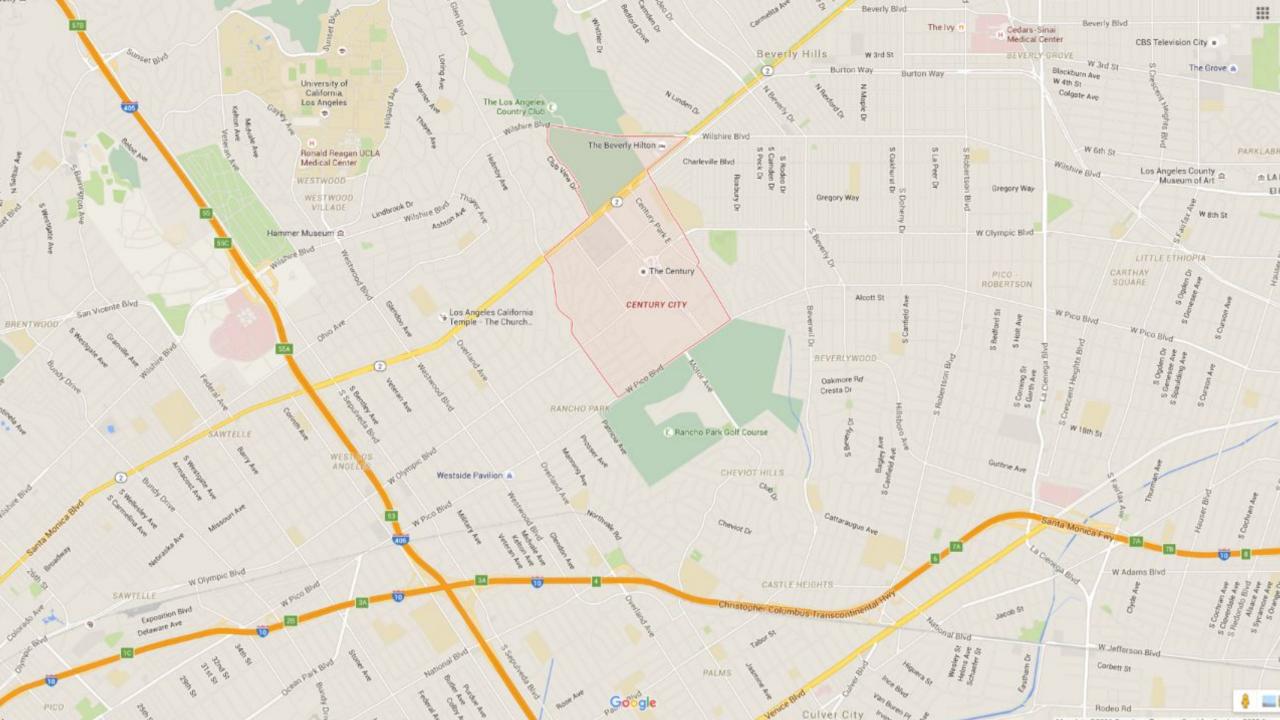


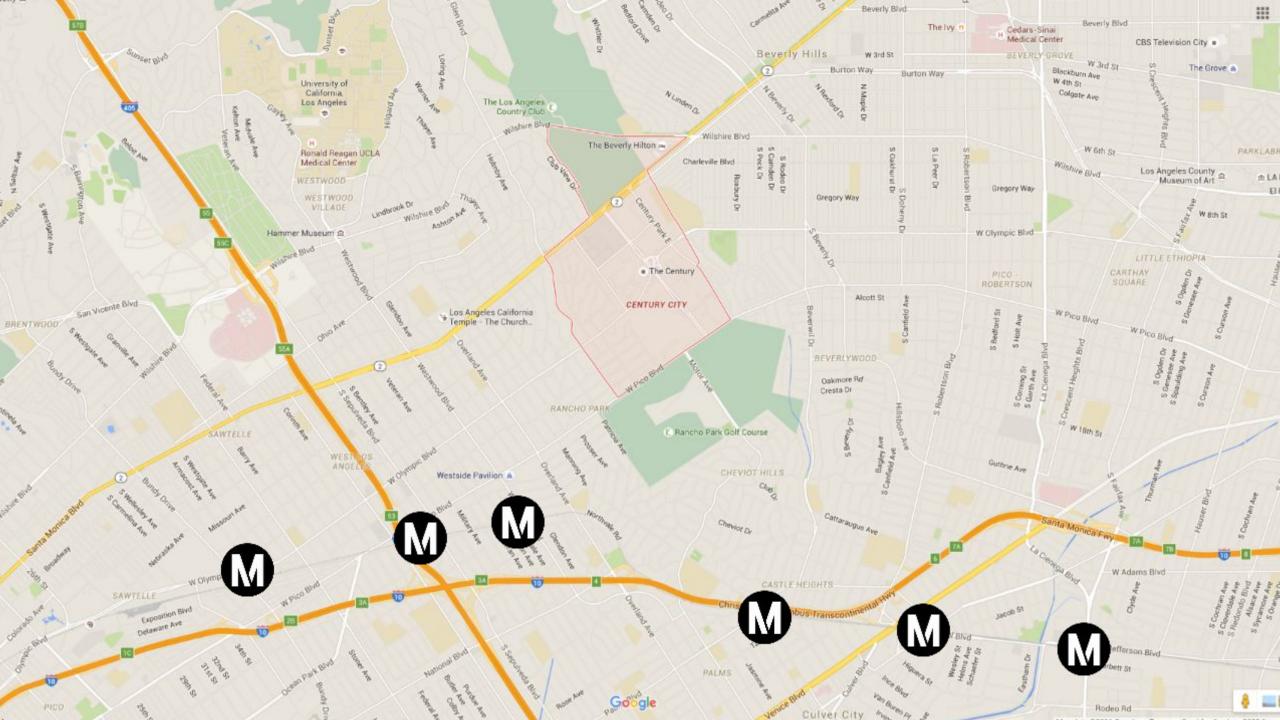


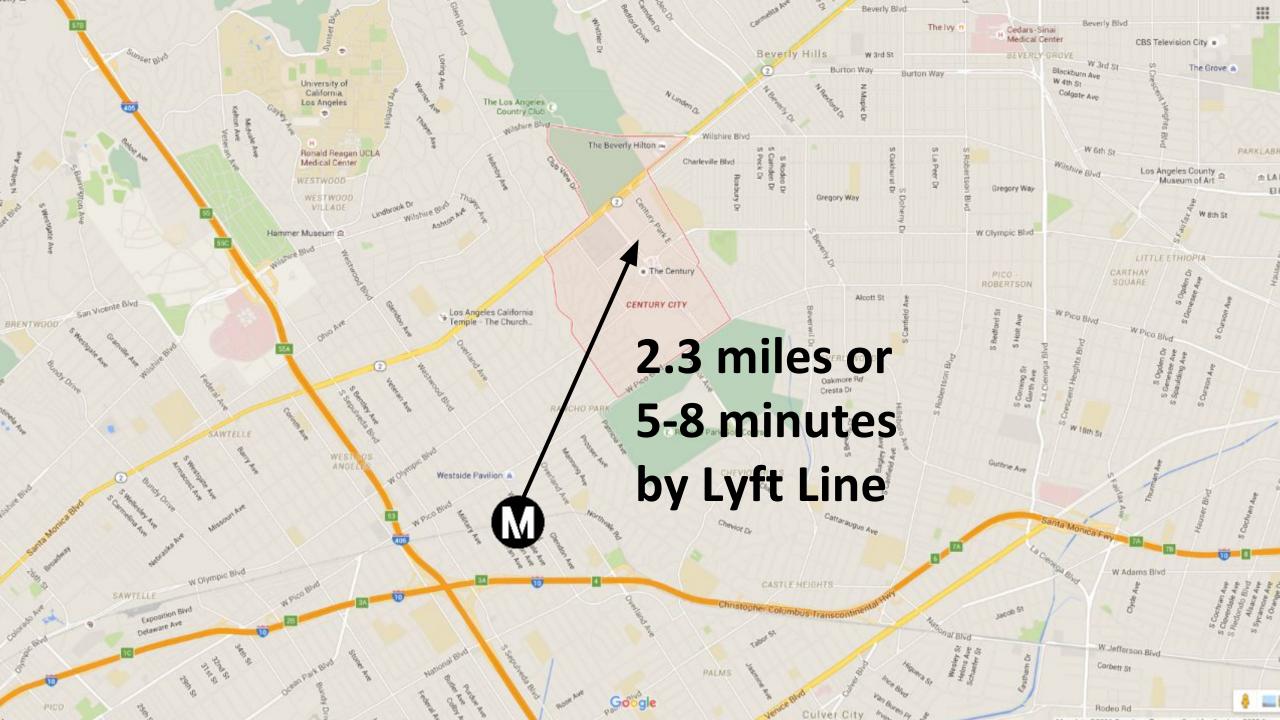




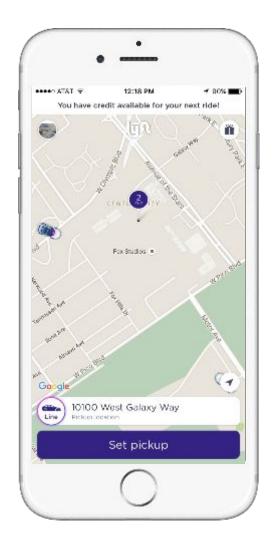
Period	Estimated Weekday Ridership	Estimated Saturday Ridership	Estimated Sunday Ridership
2015/06	30,507	21,864	16,185
2015/07	30,685	22,321	16,729
201E/00	20 221	22.074	17.027

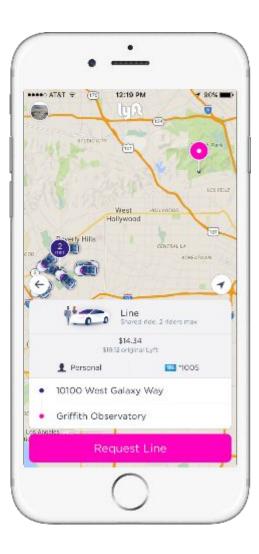






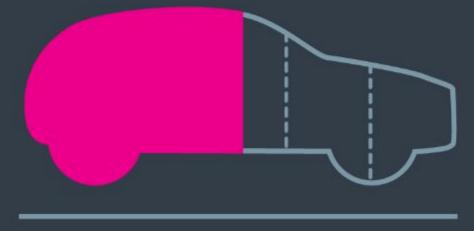
Lyft Line Shared ride, affordable price



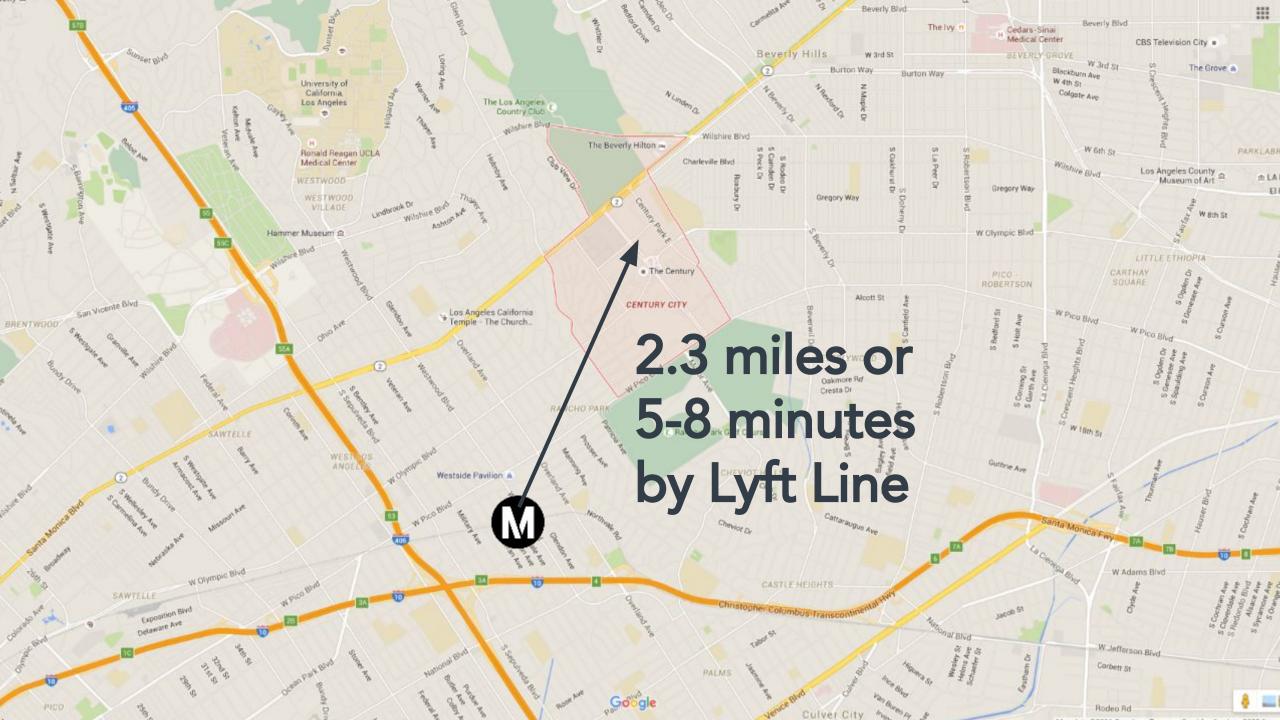




Lyft Lines make up more than



of rides in communities around the country where Lyft Line is offered.



DO GOOD, GET GOOD BACK







HERE'S HOW IT WORKS.



CONNECT

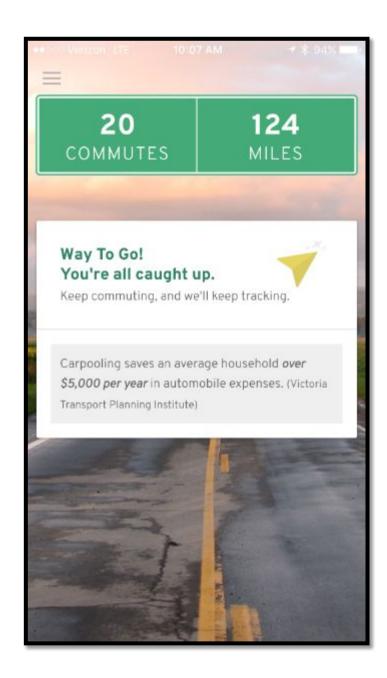


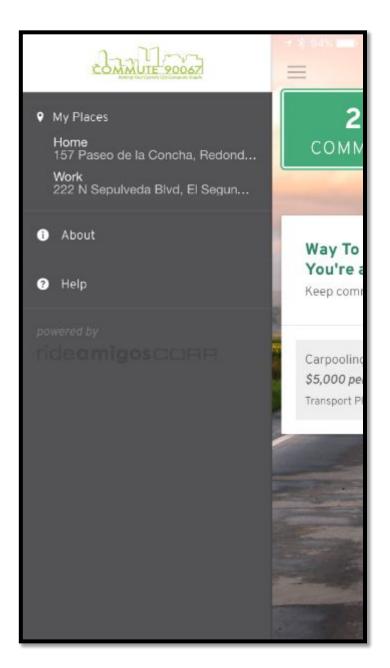
COMMUTE



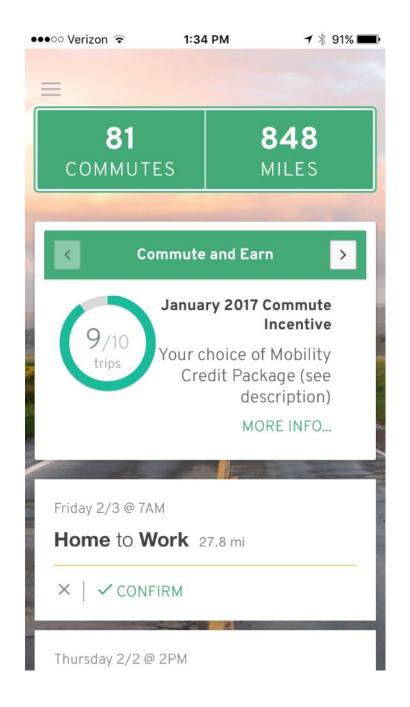
COLLECT

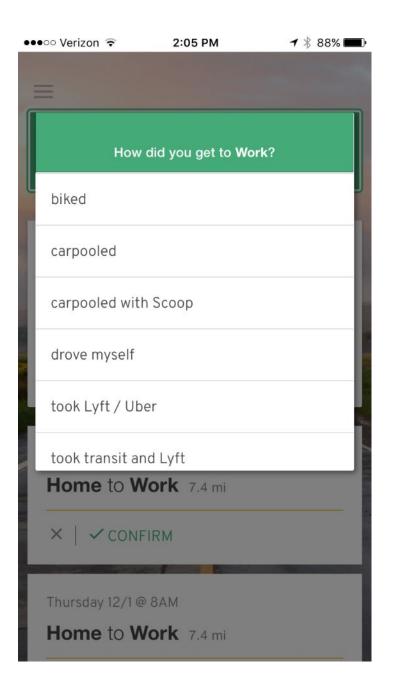
















COLLECT

Ten (10) Non-SOV trips in a month and earn:

- A. \$5 Scoop credit
- B. \$10 Lyft Line credit
- C. Free Metro TAP card with free single Metro fare, and \$10 Lyft Line credit



COLLECT

Each Non-SOV trips and win monthly drawings:

- A. Chance to win 1 of 3 promo code of \$100 Scoop or \$100 Lyft Line via lottery system
 (1 trip = 1 lottery ticket)
- B. Chance to win 1 of 4 gift cards (\$200 total each month) via lottery system (1 trip = 1 lottery ticket)



Phased Approach

- Phase 1: Launch new service (Scoop) and soft-launch RideAmigos App
- Phase 2: Full launch Commute Tracker App and Lyft/Metro (starting now)
- Phase 3: Pivot-based on contextual changes and feedback (later this Spring)



Phase 1 Marketing Strategy

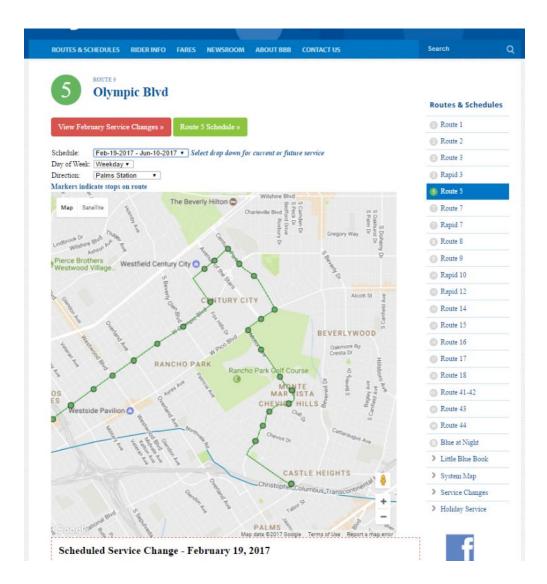
- Complete refresh of website and marketing materials
- Buy-in with every Property Manager
- •Inspired and incentivized emails from property managers (9) to tenants and from employers (33) to employees
- •Held over 64 outreach events to employers, business leaders and commuters (thanks Scoop)
- Targeted emails to existing users for App soft launch



So much more to come. In the meantime, here are a few Key Take Aways



Life is not static.



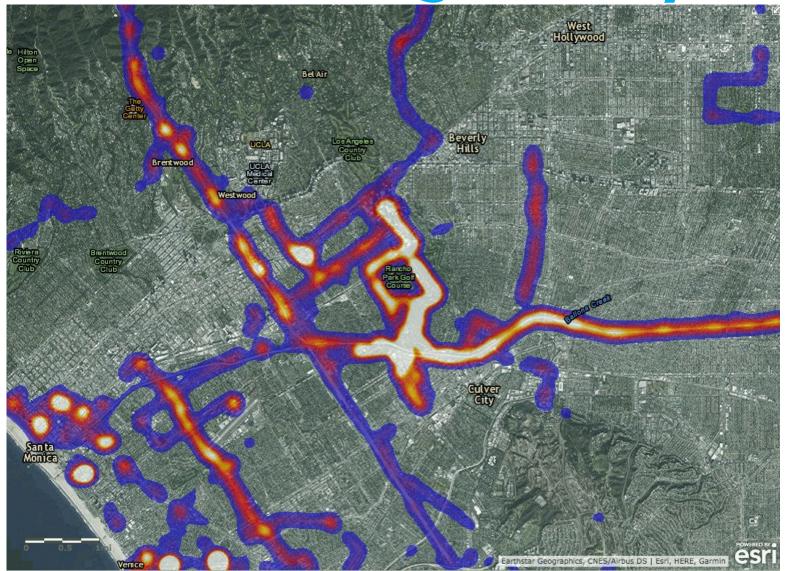


We need tech and humans!





Data will change everything.





Lets chat! Aaron Gaul, Director GaulA@UrbanTrans.com