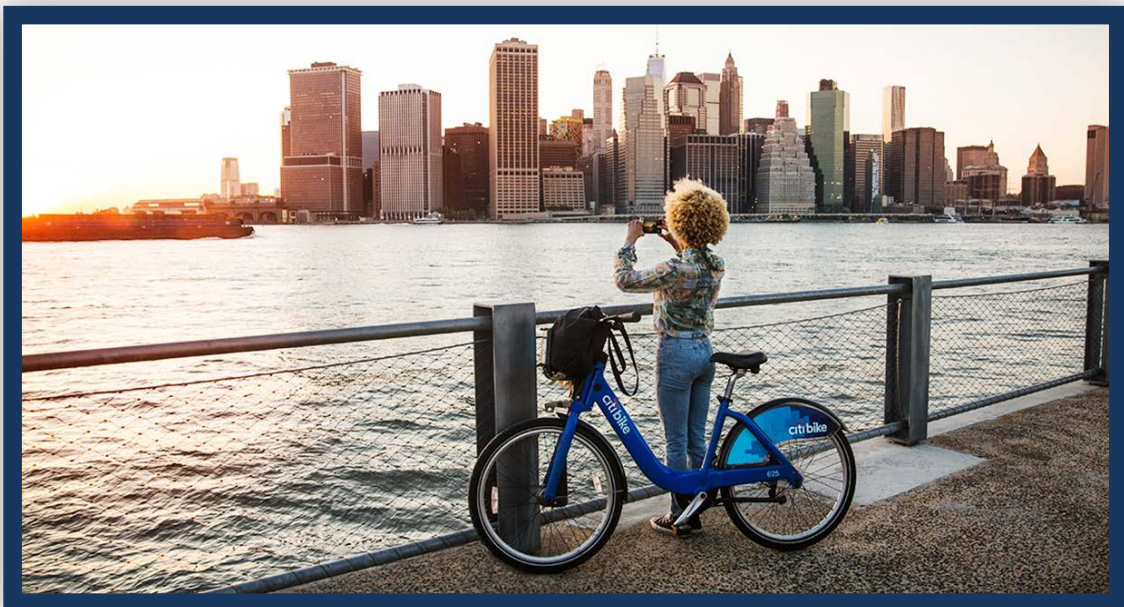


citi bike

operated by **motivate**



March 2016 Monthly Report

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Introduction

Ridership has continued to exceed prior years as Citi Bike entered its 2016 peak season. On average, there were 29,675 rides per day in March, with each bike used 4.40 times per day.

4,607 annual members and 33,844 casual members signed up or renewed during the month. Total annual membership stands at 97,302, including memberships purchased with Jersey City billing zip codes.

There were 469 active stations at the end of the month. The average bike fleet last month was 6,673, with 6,142 bikes in the fleet on the last day of the month.

Citi Bike rebalanced 38,006 bicycles in March, averaging 1,226 bicycles moved per day.

Citi Bike technicians conducted 7,538 bicycle inspections and repairs throughout the month, and responded to 15 reported cases of vandalism.

In March, there were 17,796 total customer service calls and 1,898 emails, with a rate of 1.93 customer service calls per 100 rides.

The total revenue for the month was \$1,429,746, all from membership and user fees.

Membership

Citi Bike members purchased or renewed 4,607 annual passes, 2,324 week passes, and 31,520 day passes in March. There were 97,302 active annual members by the end of March.

Ridership

There were 919,911 trips in March, with an average of 29,675 trips per day. The combined distance traveled for all trips was 1,779,332 miles. The average trip lasted for 14 minutes and covered 1.93 miles. Annual members completed the majority of trips, recording 826,678 trips, compared to 93,233 trips by casual members. Ridership was generally higher on weekdays, but weekends were more popular among casual riders. March 10th was the highest day for ridership with 42,252 rides.

The most popular origins and destinations continue to be stations near large transit and tourist hubs, including the stations near Central Park, Penn Station and the Port Authority, Pershing Square, and the area around Union Square. As has been the pattern, the least frequented destination stations are in Brooklyn.

Environmental Impact

Citi Bike riders burned a total of 71,173,280 calories for the month. According to a calculation published in the 2012 MTA Sustainability Report, we find that Citi Bike offset 925,253 pounds of carbon in March¹.

Rebalancing Operations

Citi Bike staff rebalanced a total of 38,006 bicycles during the month of March. In addition to our truck rebalancing, re-balancers using bicycle trailers moved bicycles in the Financial District and the East Village.

Station Maintenance Operations

There were 469 active Citi Bike stations at the end of March. Technicians made a total of 461 station visits to address dock and station field maintenance orders. There were 89 reported station malfunctions and 427 reported dock malfunctions. Docking point repairs were the most common FMO types. Station uptime for the month was 99.81%.

Bicycle Maintenance Operations

The bike shops at the Farley Building and Sunset Park completed 3,791 bicycle repairs in March. 7,538 total unique bikes were checked or repaired during the month in depots or in the field.

Incident Reporting

In March, there were 15 reported instances of vandalism, including stickers, graffiti, and damage to stations or bicycles, which were addressed either by Citi Bike field staff or a third party cleaning vendor. There were 15 crashes reported to Customer Service by Citi Bike riders.

Customer Service Reporting

In March, there were 17,796 total customer service calls in March. The Citi Bike call center processed 14,209 calls with an abandonment rate of 4.80%. The overflow call center, which also takes overnight calls, processed 3,587 calls. Call volume for March was approximately 1.93 calls per 100 rides. At Citi Bike, the average time to handle a call was four minutes and thirteen seconds with an average hold time of 19 seconds. Citi Bike also received 1,898 emails.

Financial Summary

| Revenue Categories | March | March YTD |
|-----------------------|-------------|-------------|
| Annual Membership | \$645,910 | \$1,249,133 |
| Daily Membership | \$312,749 | \$506,888 |
| Weekly Membership | \$57,870 | \$98,927 |
| Annual Overages | \$123,398 | \$371,647 |
| Casual Overages | \$387,021 | \$609,711 |
| Other Revenue | \$29,789 | \$98,386 |
| Refunds and Discounts | -\$241,861 | -\$583,521 |
| Taxes | \$114,870 | \$196,948 |
| Sponsorship | \$0 | \$1,692,000 |
| Total | \$1,429,746 | \$4,240,118 |

Service Levels***SLA 1 – Station Cleaning and Inspection***

Description: Every Station, as well as all Bicycles present, must be cleaned, wiped down, and inspected at least one time between the first and fifteenth days of the month, and one time between the sixteenth and last days of the month.

Performance Rate: 99.79%

SLA 2 – Bicycle Maintenance

Description: Every Bicycle in the Bicycle fleet (any Bicycle that appears in a Bicycle Fleet Level recording at least one time during the month) shall receive a Bicycle Maintenance check and cleaning at least once every calendar month.

Performance Rate: 99.58%

SLA 2a – Bicycle Maintenance: Accrual

Description: A Bicycle in the Bicycle Fleet that has not received at least one Bicycle Maintenance check and cleaning during a period of one calendar month plus seven days.

Performance Rate: 98.06%

SLA 3 - Resolution of Station Defects Following Discovery or Notification

Description: Instances of deficient, damaged, or unclean Station components, or adverse conditions caused to the surrounding public property by the presence of the Station must be timely resolved following Discovery or Notification. Station Defects fall into the following severity classes, based on whether they are:

- (i) Defects Impacting the Area Surrounding Station (must be resolved within 24 hours);
- (ii) Defects Impacting the Usability of Entire Station (must be resolved within 48 hours);
- (iii) Defects Impacting the Usability of Specific Dock(s) (must be resolved within 48 hours);
- (iv) Defects Impacting the Appearance of Station (must be resolved within 72 hours).

Performance Rate: (i) 87.50%; (ii) 98.78%; (iii) 100%; (iv) 96.08%

SLA 3a - Accrual of Station Defects Following Discovery or Notification

Description: Every individual instance of a deficient, damaged, or unclean Station component must be resolved within 7 Days of Discovery or Notification. Station Defects fall into the severity classes listed in SLA #3, above.

Performance Rate: (i) 100%; (ii) 98.88%; (iii) 100%; (iv) 98.08%

SLA 4 – Resolution of Bicycle Defects Following Discovery of Notification

Description: Instances of deficient, damaged, or unclean Bicycles, or adverse conditions caused to the surrounding public property by the presence of Bicycles must be timely resolved following Discovery or Notification. For the purposes of this SLA, Wrenching of Bicycle by a user will constitute Notification, and removal of Bicycle from service by Citi Bike will constitute resolution of defect. Defects related to Bicycles must be resolved within 48 hours if Bicycle is Wrenched, or 96 hours if Bicycle is not Wrenched.

Performance Rate: 85.88%

SLA 4a – Accrual of Bicycle Defects Following Discovery or Notification

Description: Every individual instance of a deficient, damaged, or unclean Bicycle must be resolved within 7 Days of Discovery or Notification.

Performance Rate: 99.51%

SLA 5 – Public Safety Emergency: Station Repair, De-Installation, or Adjustment

Description: In the event of a Public Safety Emergency, a Station must be repaired, De-Installed, or Adjusted as soon as possible, but no later than 12 hours after Notification. Stations De-Installed for Public Safety Emergencies must be reinstalled within 72 hours after the end of the Public Safety Emergency, as determined by DOT.

Performance Rate: 100%

SLA 6 – Station Deactivation, De-Installation, Re-Installation, and Adjustment

Description: As directed by DOT, Citi Bike must perform: (i) Station Deactivation(s); (ii) Station De-Installation(s); (iii) Station Re-Installation(s); (iv) Station Adjustment(s). DOT will provide a minimum of 48 hours advance notice prior to any of the above, except in instances where the continued presence/activity of the Station has been determined to pose a threat to public safety. Deactivated Stations must be reactivated within 24 hours of direction from DOT. De-Installed or Adjusted Stations must be reinstalled or Readjusted to their original configurations within 72 hours of direction from DOT.

Performance Rate: 100%

SLA 7 – Snow Removal

Description: Following snow events, Citi Bike must remove snow within 12 hours so as to maintain:

- (i) Parallel pedestrian clear path adjacent to Stations located on sidewalks and in plazas; and
- (ii) Perpendicular pedestrian paths through Stations where gaps in Docks provide pedestrian access.

Performance Rate: 100%

SLA 8 – Program Functionality

Description: The Program is completely unavailable, such that no Program user can dock, undock, and Wrench Bicycles as intended, exclusive of planned Program outages for upgrades and maintenance as agreed upon by Citi Bike and DOT and Program outages caused by an Event of Force Majeure.

Performance Rate: 100%

SLA 9 – Bicycle Availability

Description: This Bicycle Availability requirement is met if the monthly average Bicycle Fleet Level, recorded once each Day of the month between the hours of 11:00 AM and 3:00 PM, meets or exceeds the required Bicycle Fleet Level.

Performance Rate: 81.25%

SLA 10 – Never-Die Stations

Description: The minutes of Station Outage at each Never-Die Station shall not exceed three (3) percent of Station-minutes at that Station between the hours of 6:00AM and 12:00AM per month.

This SLA shall be adjusted or suspended during snow events and at times when the City has implemented an emergency suspension of alternate side parking following a snow event.

Performance Rate: 92.60%

SLA 11 – Rebalancing

Description: No individual Station Outage shall continue for longer than 4 hours. Damages will not accrue between the hours of 10:00PM and 6:00AM.

Performance Rate: 94.41%

SLA 12 – Availability of Data and Reports

Description:

- (i) Real-time Program data (i.e., JSON feed) will be accurate and available to the public at all times. In addition, the following data sources will be furnished to DOT:
- (ii) Real-time, read-only access to data as per the Functional Specifications;
- (iii) Real-time, read-only access to any databases or other record-keeping sources used by Citi Bike to manage and operate the Program, including but not limited to all data sources required to determine compliance with the service levels incorporated herein; and
- (iv) A monthly report as required by Appendix G, "Reporting Requirements."

Performance Rate: (i) 100%; (ii): 100%; (iii) 100%; (iv): 100%