



**Connecting with
Greyhound
using In-kind Match**

National RTAP Webinar
September 30, 2015

A (very) brief history...and where it's led

- Dramatic reduction in communities served by intercity bus
 - Since the 1960's trend had been downward
 - SWIFT reductions in mid 1990's left major service gaps
- 5311(f) was created to support and revitalize rural intercity service
- In kind match pilot program initiated in 2007 was made permanent in MAP-21
- More than 27 states use or are planning to use 5311(f) and in-kind match
- Current and planned services – more than 77 routes serving over 500 communities
- Service provided by public, not for profit and for profit organizations



Creating Value – Why this works

- **Value to Traveling Public**
 - Access to more travel options/cities
- **Value to Feeder Operators**
 - Ability to better leverage funding sources without the need for local or state cash match
 - Expands passenger base
 - Expands revenue opportunities which reduce subsidy requirements
- **Value to Intercity Bus Companies**
 - More passengers feeding the intercity bus network
 - Ability to replace lost service and/or add new service.

Feeder Service Partners – What Greyhound looks for

- Meaningful connections
 - Common transfer location
 - Connection times less than two hours
 - Good connections for all or most of the subsidized service
- Proposed service does not duplicate existing unsubsidized service
- Service
 - Scheduled service – not demand response
 - Prefer 7 days per week
 - Minimum 5 days – must include weekend days & is reviewed case-by-case
- Interline ticketing
- National Bus Traffic Association (NBTA) membership
- FMCSA operating authority
- Greyhound *Connect* Branding



Schedule and Ticketing

SELECT A DEPARTURE:

[Need Help?](#)

Departure: Kettle Falls, WA PREVIOUS DAY WEDNESDAY, SEPTEMBER 16, 2015 NEXT DAY
 Arrival: The Dalles (E), OR

Departing	Arriving	Travel Time	Transfers	WEB ONLY FARE	ADVANCED PURCHASE	STANDARD FARE	REFUNDABLE
07:30 AM Wed, 09/16 HIDE DETAILS	04:20 PM Wed, 09/16	8H, 50M	1	<input type="radio"/> \$84.00	<input type="radio"/> \$84.00	<input type="radio"/> \$161.50	<input type="radio"/> \$180.50
Location	Arrives	Departs	Layover	Carrier	Meals/Rest Stop	Schedule	
(START) - KETTLE FALLS, WA		07:30 AM		GLW		0001	
COLVILLE, WA	07:45 AM	07:45 AM		GLW		0001	
ARDEN, WA	07:55 AM	07:55 AM		GLW		0001	
ADDY, WA	08:05 AM	08:05 AM		GLW		0001	
CHEWELAH, WA	08:20 AM	08:20 AM		GLW		0001	
CHEWELAH CASINO, WA	08:25 AM	08:25 AM		GLW		0001	
LOON LAKE JCT, WA	08:45 AM	08:45 AM		GLW		0001	
DEER PARK, WA	09:05 AM	09:05 AM		GLW		0001	
SPOKANE NORTH, WA	09:25 AM	09:25 AM		GLW		0001	
SPOKANE STA PLAZA (E, WA	09:45 AM	09:45 AM		GLW		0001	
SPOKANE, WA	09:50 AM	(TRANSFER)		GLW		0001	
(TRANSFER) - SPOKANE, WA		11:35 AM		GLI		6911	
PASCO, WA	01:55 PM	02:10 PM	:15	GLI	Yes	6911	
(END) - THE DALLES (E), OR	04:20 PM	(END)		GLI		6911	

SELECT A RETURN:

[Need Help?](#)

Departure: The Dalles (E), OR PREVIOUS DAY WEDNESDAY, SEPTEMBER 23, 2015 NEXT DAY
 Arrival: Kettle Falls, WA

Departing	Arriving	Travel Time	Transfers	WEB ONLY FARE	ADVANCED PURCHASE	STANDARD FARE	REFUNDABLE
11:45 AM Wed, 09/23 HIDE DETAILS	07:55 PM Wed, 09/23	8H, 10M	1	INCLUDED	INCLUDED	INCLUDED	INCLUDED
Location	Arrives	Departs	Layover	Carrier	Meals/Rest Stop	Schedule	
(START) - THE DALLES (E), OR	11:40 AM	11:45 AM	:05	GLI		6912	
PASCO, WA	01:55 PM	02:25 PM	:30	GLI	Yes	6912	
SPOKANE, WA	04:45 PM	(TRANSFER)		GLI		6912	
(TRANSFER) - SPOKANE, WA		05:45 PM		GLW		0004	
SPOKANE NORTH, WA	06:05 PM	06:05 PM		GLW		0004	
DEER PARK, WA	06:25 PM	06:25 PM		GLW		0004	
LOON LAKE JCT, WA	06:40 PM	06:40 PM		GLW		0004	
CHEWELAH CASINO, WA	07:00 PM	07:00 PM		GLW		0004	
CHEWELAH, WA	07:05 PM	07:05 PM		GLW		0004	
ADDY, WA	07:20 PM	07:20 PM		GLW		0004	
ARDEN, WA	07:30 PM	07:30 PM		GLW		0004	
COLVILLE, WA	07:40 PM	07:40 PM		GLW		0004	
(END) - KETTLE FALLS, WA	07:55 PM	(END)		GLW		0004	

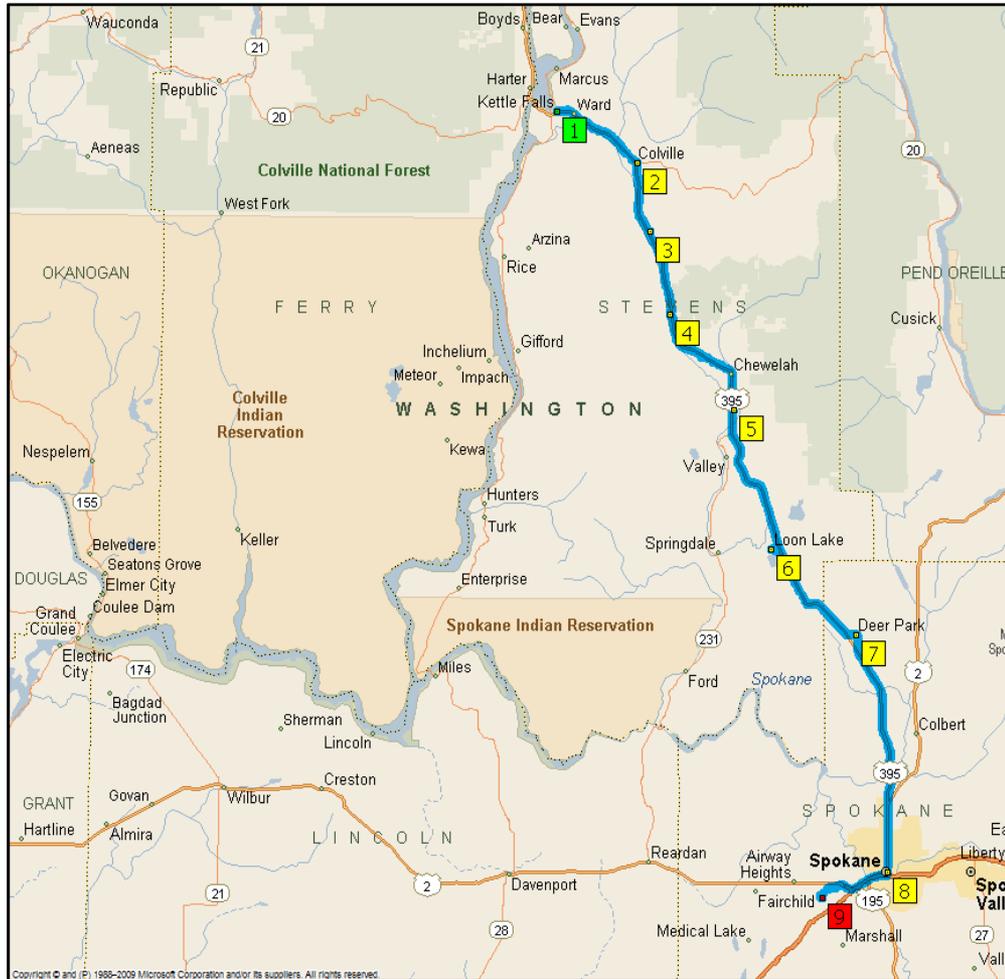
All schedule times are based on local time zones.

This is an example of a ticket quote on Greyhound.com for the service between Kettle Falls and The Dalles, traveling on both Greyhound and Travel Washington's Gold Line service.

Interline ticketing means that when are passengers travel from Kettle Falls to The Dalles (or on to Portland), they can do so on a single ticket.



Gold Line Service – Kettle Falls - Spokane

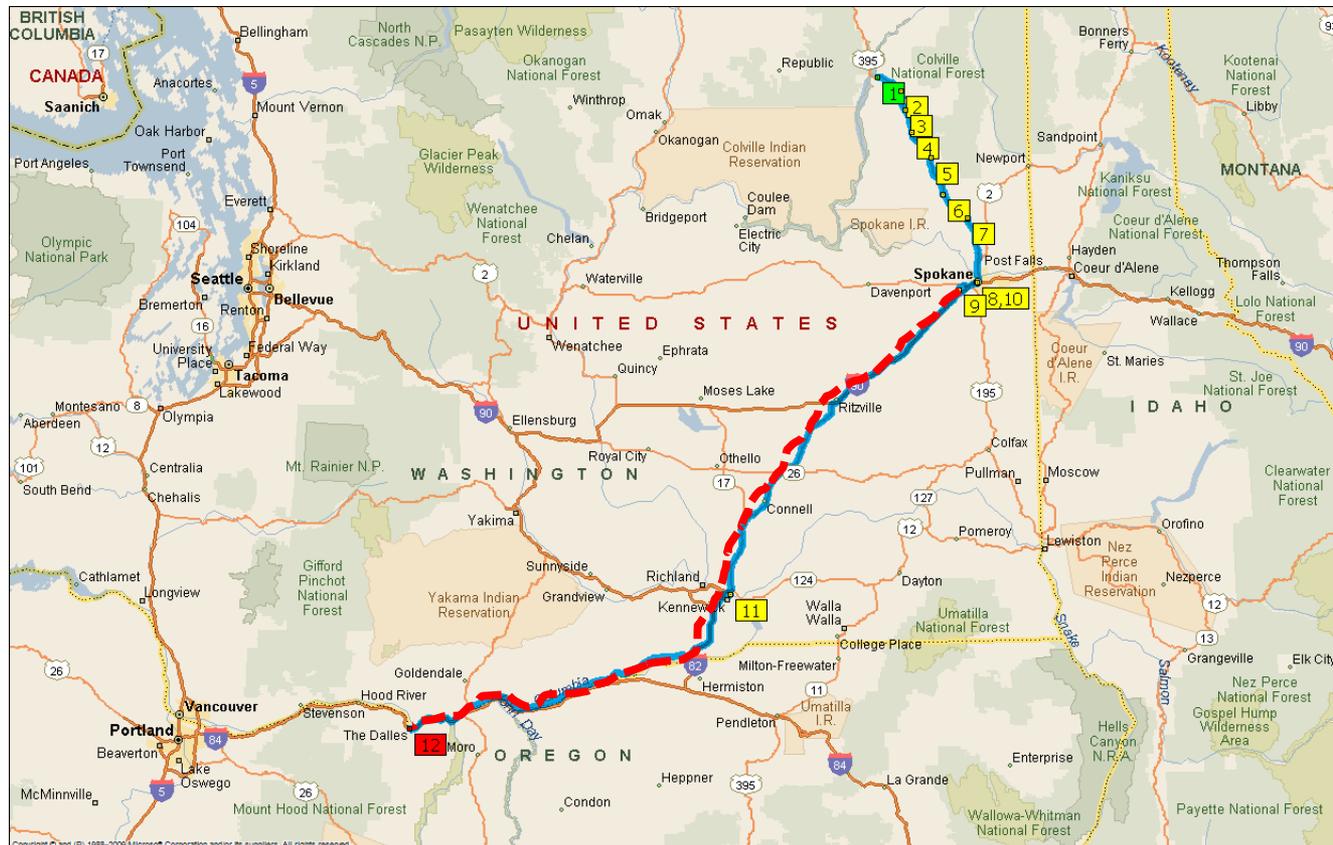


- WASHDOT contracts for two daily round trips between Kettle Falls and Spokane.
- The grant amount generally covers most or all of the deficit to the provider
- The service makes stops at 10 intermediate communities, and connects to transportation hubs at the Spokane intermodal and the Spokane Airport.



Gold Line service plus Greyhound match miles

The service connects with specific unsubsidized schedules. In this case, the connecting schedule is between Spokane and The Dalles (en route to Portland)



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How we look at it – Match Math!

- Each match calculation is schedule specific
 - SB Gold Line schedule #0001 arrives at Spokane intermodal at 9:50 AM
 - Connects to Greyhound schedule #6911 leaving Spokane at 11:35 AM
 - Greyhound schedule #6912 arrives at Spokane intermodal at 4:45 PM
 - Connects to NB Gold Line schedule #0004 leaving the Spokane intermodal at 5:45 PM
- The cost to operate the connecting miles determines the amount of the available match
 - Mileage between Spokane and The Dalles (connecting unsubsidized service) is 264 miles each way.
 - Current guidelines allow the use of 50% of the cost of the unsubsidized service
 - If the cost of each mile is approximately \$4.00 per mile, the value of the connecting miles is $\$4.00 \times .5 \times 264 \times 2 \times 365 = \$385,440$
 - Enough to match a grant amount of \$385,440.



FTA Program

- FTA Guidance provides two calculation methods
 - Method 1: 50% of fully allocated costs
 - Method 2: Calculated net project costs

Greyhound currently uses Method 1 to calculate its in kind match contribution.



Applying Match Math to Grant Math

Yes...these numbers are made up for illustration purposes, but what if the Net Project Cost for the subsidized service was \$350,000?

Operating Expense: Spokane – Kettle Falls (before in kind)	\$ 500,000
less fare box revenue	<u>150,000</u>
Net Project Cost (operating deficit before in kind match)	\$ 350,000
Plus the 50% of the cost of connecting service between Spokane and The Dalles (in kind match)*	<u>\$ 350,000</u>
Total Net Project Cost (including in kind match)	\$ 700,000
Grant Amount Request (50% of Net Project Cost including the in-kind match)	\$ 350,000

*Available in kind match from the miles between Spokane and The Dalles was calculated as \$385,440, but only the match required will be used.



For More Information

Questions?

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