

First Quarter Report

January - March 2021

SERVICE OVERVIEW

The following data summarizes Virginia Breeze Bus Lines' performance in the first quarter of 2021, from January 1 through March 31.

The most popular northbound destinations were, by far, Union Station in Washington, D.C., and Dulles International Airport. They were followed, in order, by Falls Church, Harrisonburg, and Richmond. These five destinations accounted for **90% of northbound trips**.

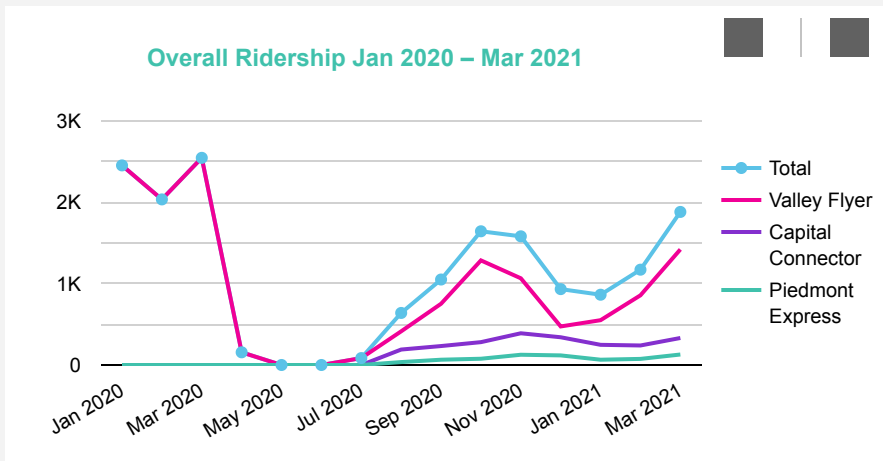
The most popular southbound destinations were, in order, Blacksburg, Harrisonburg, Richmond, Christiansburg, Charlottesville, and Danville. These six destinations accounted for **91% of southbound trips**.

The overall farebox recovery rate was **20%**.

The average cost per mile was **\$3.58** and the average cost per passenger was **\$335.51**.



OVERALL RIDERSHIP



Virginia Breeze Bus Lines carried **3,918 passengers** across the **Valley Flyer, Piedmont Express, and Capital Connector routes**.

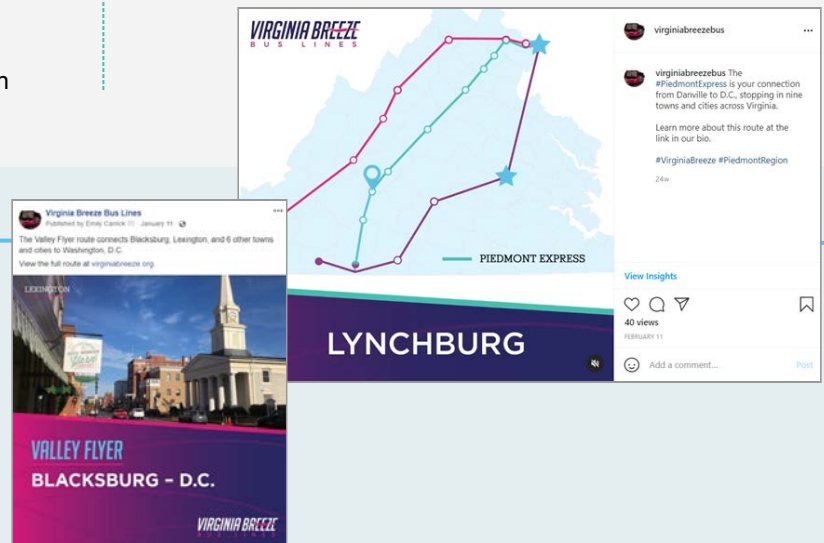
Ridership across the three routes decreased by **12%** compared with the fourth quarter of 2020.



SOCIAL MEDIA

The top Facebook post garnered **11 likes, comments, and shares**.

The top Instagram post had **40 views and 8 likes**.



VALLEY FLYER

- The Valley Flyer carried **2,829 passengers** in the first quarter of 2021. This is a **0.1% increase** compared with the fourth quarter of 2020.
- The most popular northbound destinations were, in order, Dulles International Airport, Union Station, and Falls Church. These stops accounted for **87%** of northbound trips.
- The Valley Flyer was used by **73 passengers** to make Megabus connections at Union Station for travel to and from Philadelphia and New York.
- The most popular southbound destinations were, in order, Blacksburg, Harrisonburg, and Christiansburg, accounting for **94%** of southbound trips.
- The farebox recovery rate was **45%**.
- The average cost per mile was **\$2.39** and the average cost per passenger was **\$45.33**.



NORTHBOUND

Destination Stop

Departure Stop

	BLA	CHS	LEX	STA	HRB	FR	IAD	FC	WAS	Total Rides
BLA	-	-	-	-	-	-	-	-	-	0
CHS	-	-	-	-	-	-	-	-	-	0
LEX	4	1	-	-	-	-	-	-	-	5
STA	13	5	-	-	-	-	-	-	-	18
HRB	105	13	1	1	-	-	-	-	-	120
FR	31	2	1	-	2	-	-	-	-	36
IAD	354	40	14	7	180	9	-	-	-	604
FC	144	16	2	-	101	2	-	-	-	265
WAS	98	30	10	6	137	32	1	3	-	317
Total Rides	749	107	28	14	420	43	1	3	0	1,365

SOUTHBOUND

Destination Stop

Departure Stop

	WAS	FC	IAD	FR	HRB	STA	LEX	CHS	BLA	Total Rides
WAS	-	-	-	-	-	-	-	-	-	0
FC	7	-	-	-	-	-	-	-	-	7
IAD	7	-	-	-	-	-	-	-	-	7
FR	22	2	6	-	-	-	-	-	-	30
HRB	110	99	162	2	-	-	-	-	-	373
STA	8	1	6	1	2	-	-	-	-	18
LEX	12	2	18	1	-	-	-	-	-	33
CHS	47	14	28	7	15	4	-	-	-	115
BLA	105	156	480	32	91	13	4	-	-	881
Total Rides	318	274	700	43	108	17	4	0	0	1,464

PIEDMONT EXPRESS

- The Piedmont Express carried **269 passengers** in the first quarter of 2021. This is a **16% decrease** compared with the fourth quarter of 2020.
- The most popular northbound destinations were, in order, Union Station, Dulles International Airport, and Charlottesville. These stops accounted for **96%** of northbound trips.
- The Piedmont Express was used by **29 passengers** to make Megabus connections at Union Station for travel to and from Philadelphia and New York.
- The most popular southbound destinations were, in order, Charlottesville, Danville, and Lynchburg, accounting for **89%** of southbound trips.
- The farebox recovery rate was **5%**.
- The average cost per mile was **\$4.39** and the average cost per passenger was **\$729.63**.



NORTHBOUND

Destination Stop

Departure Stop	Destination Stop										Total Rides	
	DAN	ALT	LYN	AMH	CHA	CUL	WAR	GAI	IAD	WAS		
DAN	-	-	-	-	-	-	-	-	-	-	-	0
ALT	-	-	-	-	-	-	-	-	-	-	-	0
LYN	1	-	-	-	-	-	-	-	-	-	-	1
AMH	-	-	-	-	-	-	-	-	-	-	-	0
CHA	3	-	2	-	-	-	-	-	-	-	-	5
CUL	-	3	-	-	-	-	-	-	-	-	-	3
WAR	-	-	-	-	-	-	-	-	-	-	-	0
GAI	1	-	-	-	-	-	-	-	-	-	-	1
IAD	1	-	3	-	54	-	-	-	-	-	-	58
WAS	14	4	3	-	25	2	-	1	7	-	-	56
Total Rides	20	7	8	0	79	2	0	1	7	0		124

SOUTHBOUND

Destination Stop

Departure Stop	Destination Stop										Total Rides	
	WAS	IAD	GAI	WAR	CUL	CHA	AMH	LYN	ALT	DAN		
WAS	-	-	-	-	-	-	-	-	-	-	-	0
IAD	4	-	-	-	-	-	-	-	-	-	-	4
GAI	1	-	-	-	-	-	-	-	-	-	-	1
WAR	-	1	-	-	-	-	-	-	-	-	-	1
CUL	6	-	-	-	-	-	-	-	-	-	-	6
CHA	33	61	-	-	-	-	-	-	-	-	-	94
AMH	-	-	-	-	-	-	-	-	-	-	-	0
LYN	3	6	-	-	-	-	-	-	-	-	-	9
ALT	4	-	-	-	-	-	-	-	-	-	-	4
DAN	15	4	1	-	-	3	-	3	-	-	-	26
Total Rides	66	72	1	0	0	3	0	3	0	0		145

CAPITAL CONNECTOR

- The Capital Connector carried **820 passengers** in the first quarter of 2021. This is a **19% decrease** compared with the fourth quarter of 2020.
- The most popular northbound destinations were, in order, Union Station and Richmond. These stops accounted for **100%** of northbound trips.
- The Capital Connector was used by **96 passengers** to make Megabus connections at Union Station for travel to and from Philadelphia and New York.
- The most popular southbound destinations were, in order, Richmond, Danville, and Martinsville, accounting for **92%** of southbound trips.
- The farebox recovery rate was **10%**.
- The average cost per mile was **\$3.97** and the average cost per passenger was **\$231.60**.



NORTHBOUND

Destination Stop

Departure Stop

	MAR	DAN	SB	FRV	RIC	WAS	Total Rides
MAR	-	-	-	-	-	-	0
DAN	-	-	-	-	-	-	0
SB	-	-	-	-	-	-	0
FRV	-	-	-	-	-	-	0
RIC	7	22	5	6	-	-	40
WAS	12	36	11	14	299	-	372
Total Rides	19	58	16	20	299	0	412

SOUTHBOUND

Destination Stop

Departure Stop

	WAS	RIC	FRV	SB	DAN	MAR	Total Rides
WAS	-	-	-	-	-	-	0
RIC	292	-	-	-	-	-	292
FRV	10	11	-	-	-	-	21
SB	11	2	-	-	-	-	13
DAN	20	28	-	-	-	-	48
MAR	19	15	-	-	-	-	34
Total Rides	352	56	0	0	0	0	408