

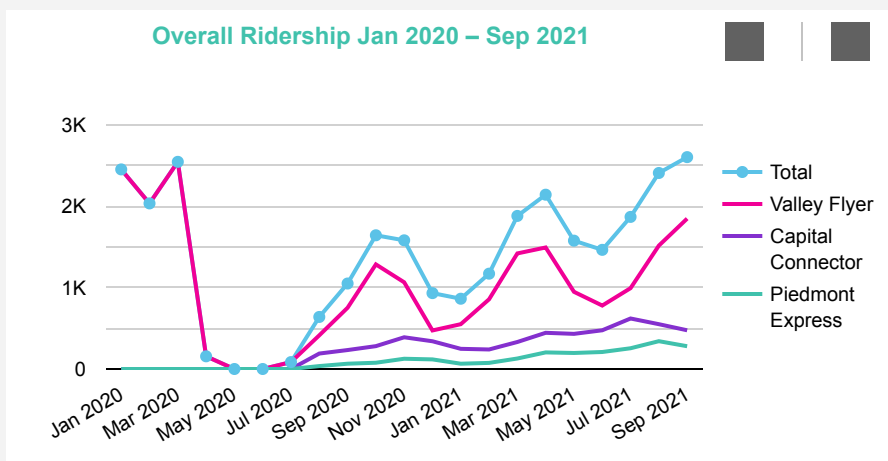
SERVICE OVERVIEW

Following is a summary of Virginia Breeze Bus Lines' performance in the third quarter of 2021, from July 1 through September 30.

- The most popular northbound destinations were, in order, Union Station in Washington, D.C.; Dulles International Airport; and West Falls Church, accounting for **69% of all northbound trips**.
- The most popular southbound destinations were, in order, Blacksburg, Harrisonburg, and Richmond, accounting for **67% of all southbound trips**.
- The overall farebox recovery rate was **64%**.
- The average cost per mile was **\$1.50** and the average cost per passenger was **\$20.12**.



OVERALL RIDERSHIP



Together, the Valley Flyer, Piedmont Express, and Capital Connector routes:

- Carried **6,849 passengers**.
- Saw an **increase in ridership of 32%** compared with the second quarter of 2021.



SOCIAL MEDIA

- The Facebook post with the most engagement garnered **eight likes, comments, and shares**.
- The top Instagram post had **12 likes**.



VALLEY FLYER

The Valley Flyer carried **4,360 passengers** in the third quarter of 2021 — a **35% increase** compared with the second quarter.

- The most popular northbound destinations were, in order, Dulles International Airport, Union Station, and West Falls Church, accounting for **91% of northbound trips**.
- The most popular southbound destinations were, in order, Blacksburg, Harrisonburg, and Christiansburg, accounting for **86% of southbound trips**.
- **194 passengers** made Megabus connections at Union Station for travel to and from Philadelphia and New York.
- The farebox recovery rate was **64%**.
- The average cost per mile was **\$1.50** and the average cost per passenger was **\$20.12**.



NORTHBOUND

Departure Stop

Destination Stop	Departure Stop									Total Rides
	BLA	CHS	LEX	STA	HRB	FR	IAD	WFC	WAS	
BLA	-	-	-	-	-	-	-	-	-	0
CHS	-	-	-	-	-	-	-	-	-	0
LEX	5	-	-	-	-	-	-	-	-	5
STA	13	3	1	-	-	-	-	-	-	17
HRB	100	23	6	1	-	-	-	-	-	130
FR	32	3	-	3	5	-	-	-	-	43
IAD	443	41	31	34	297	21	-	-	-	867
WFC	182	18	12	7	138	5	-	-	-	362
WAS	192	47	47	48	251	70	27	20	-	702
Total Rides	967	135	97	93	691	96	27	20	0	2,126

SOUTHBOUND

Departure Stop

Destination Stop	Departure Stop									Total Rides
	WAS	WFC	IAD	FR	HRB	STA	LEX	CHS	BLA	
WAS	-	-	-	-	-	-	-	-	-	0
WFC	14	-	-	-	-	-	-	-	-	14
IAD	30	-	-	-	-	-	-	-	-	30
FR	60	3	28	-	-	-	-	-	-	91
HRB	208	115	270	5	-	-	-	-	-	598
STA	41	9	24	1	6	-	-	-	-	81
LEX	55	10	21	1	3	-	-	-	-	90
CHS	43	14	32	4	16	3	-	-	-	112
BLA	245	198	640	25	90	14	6	-	-	1,218
Total Rides	696	349	1,015	36	115	17	6	0	0	2,234

Third Quarter Report

July - September 2021

PIEDMONT EXPRESS

The Piedmont Express carried **841 passengers** in the third quarter of 2021 — a **38% increase** compared with the second quarter.

- The most popular northbound destinations were, in order, Union Station and Dulles International Airport, accounting for **95% of northbound trips**.
- The most popular southbound destinations were, in order, Charlottesville, Danville, and Lynchburg, accounting for **91% of southbound trips**.
- **74 passengers** made Megabus connections at Union Station for travel to and from New York and Philadelphia.
- The farebox recovery rate was **39%**.
- The average cost per mile was **\$12.35** and the average cost per passenger was **\$727.83**.



NORTHBOUND

Departure Stop

	DAN	ALT	LYN	AMH	CHA	CUL	WAR	GAI	IAD	WAS	Total Rides
DAN	-	-	-	-	-	-	-	-	-	-	0
ALT	-	-	-	-	-	-	-	-	-	-	0
LYN	5	-	-	-	-	-	-	-	-	-	5
AMH	-	-	-	-	-	-	-	-	-	-	0
CHA	1	-	2	1	-	-	-	-	-	-	4
CUL	3	-	-	-	1	-	-	-	-	-	4
WAR	1	-	1	-	-	-	-	-	-	-	2
GAI	5	-	-	-	1	-	-	-	-	-	6
IAD	5	-	12	1	147	11	1	1	-	-	178
WAS	46	2	7	6	89	5	2	-	27	-	184
Total Rides	66	2	22	8	238	16	3	1	27	0	383

Destination Stop

SOUTHBOUND

Departure Stop

	WAS	IAD	GAI	WAR	CUL	CHA	AMH	LYN	ALT	DAN	Total Rides
WAS	-	-	-	-	-	-	-	-	-	-	0
IAD	8	-	-	-	-	-	-	-	-	-	8
GAI	1	-	-	-	-	-	-	-	-	-	1
WAR	3	1	-	-	-	-	-	-	-	-	4
CUL	6	7	-	1	-	-	-	-	-	-	14
CHA	137	150	4	1	1	-	-	-	-	-	293
AMH	11	2	-	-	-	1	-	-	-	-	14
LYN	20	19	1	-	-	-	-	-	-	-	40
ALT	2	-	-	-	-	-	-	-	-	-	2
DAN	58	12	3	1	-	6	-	2	-	-	82
Total Rides	246	191	8	3	1	7	0	2	0	0	458

Destination Stop

CAPITAL CONNECTOR

The Capital Connector carried **1,648 passengers** in the third quarter of 2021 — a **22% increase** compared with the second quarter of 2021.

- The most popular northbound destinations were, in order, Union Station and Richmond, accounting for **100% of northbound trips**.
- The most popular southbound destinations were, in order, Richmond, Danville, and South Boston, accounting for **89% of southbound trips**.
- **220 passengers** made Megabus connections at Union Station for travel to and from Philadelphia and New York.
- The farebox recovery rate was **16%**.
- The average cost per mile was **\$2.38** and the average cost per passenger was **\$221.52**.



NORTHBOUND

Departure Stop

Destination Stop

	MAR	DAN	SB	FRV	RIC	WAS	Total Rides
MAR	-	-	-	-	-	-	0
DAN	-	-	-	-	-	-	0
SB	-	-	-	-	-	-	0
FRV	-	-	-	-	-	-	0
RIC	6	47	23	21	-	-	97
WAS	20	63	30	39	559	-	711
Total Rides	26	110	53	60	559	0	808

SOUTHBOUND

Departure Stop

Destination Stop

	WAS	RIC	FRV	SB	DAN	MAR	Total Rides
WAS	-	-	-	-	-	-	0
RIC	554	-	-	-	-	-	554
FRV	43	20	-	-	-	-	63
SB	41	25	-	-	-	-	66
DAN	53	75	1	-	-	-	129
MAR	19	8	-	1	-	-	28
Total Rides	710	128	1	1	0	0	840