

# Fourth Quarter Report

## October - December 2021

### SERVICE OVERVIEW

Following is a summary of Virginia Breeze Bus Lines' performance in the fourth quarter of 2021, from October 1 through December 31.

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**.

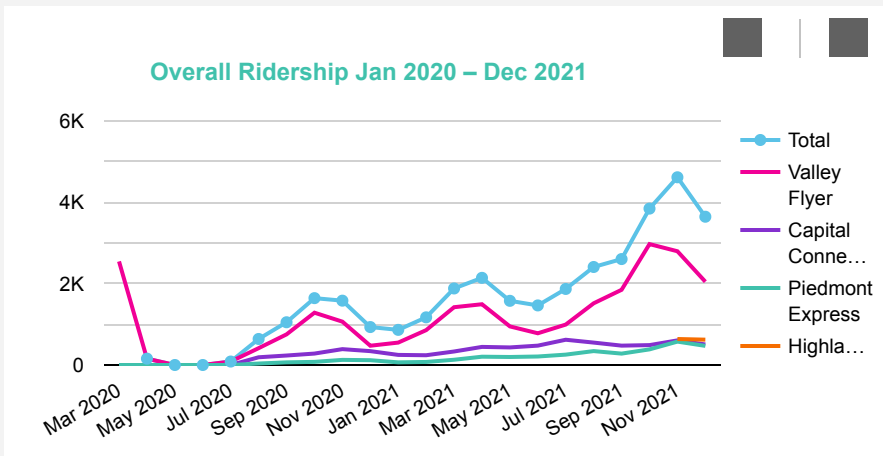
The most popular southbound destinations were, in order, Blacksburg, Harrisonburg, and Richmond, accounting for **67% of all southbound trips**.

The overall farebox recovery rate was **39.43%**.

The average cost per mile was **\$2.69** and the average cost per passenger was **\$20.12**.



### OVERALL RIDERSHIP



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

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



### SOCIAL MEDIA

- The Facebook post with the most engagement garnered **310 likes, comments, and shares**.
- The Highlands Rhythm had a **virtual bus tour** for the Nov. 15 launch.



### VALLEY FLYER

The Valley Flyer carried **7,818 passengers** in the fourth quarter of 2021 — a **79% increase** compared with the third quarter.

- The most popular northbound destinations were, in order, Dulles International Airport, Union Station, and West Falls Church, accounting for **90% of northbound trips**.
- The most popular southbound destinations were, in order, Blacksburg, Harrisonburg, and Christiansburg, accounting for **90% of southbound trips**.
- **281 passengers** made Megabus connections at Union Station for travel to and from Philadelphia and New York.
- The farebox recovery rate was **87%**.
- The average cost per mile was **\$.59** and the average cost per passenger was **\$5.05**.



### NORTHBOUND

#### Departure Stop

Destination Stop

	BLA	CHS	LEX	STA	HRB	FR	IAD	WFC	WAS	Total Rides
BLA	-	-	-	-	-	-	-	-	-	0
CHS	5	-	-	-	-	-	-	-	-	5
LEX	15	-	-	-	-	-	-	-	-	15
STA	44	6	-	-	-	-	-	-	-	50
HRB	264	18	8	1	-	-	-	-	-	291
FR	96	5	-	3	9	-	-	-	-	113
IAD	1,297	34	49	37	632	16	-	-	-	2,065
ARL	391	13	22	13	305	23	-	-	-	767
WAS	513	66	54	48	439	66	15	21	-	1,222
<b>Total Rides</b>	<b>2,625</b>	<b>142</b>	<b>133</b>	<b>102</b>	<b>1,385</b>	<b>105</b>	<b>15</b>	<b>21</b>	<b>0</b>	<b>4,528</b>

### SOUTHBOUND

#### Departure Stop

Destination Stop

	WAS	WFC	IAD	FR	HRB	STA	LEX	CHS	BLA	Total Rides
WAS	-	-	-	-	-	-	-	-	-	0
ARL	9	-	-	-	-	-	-	-	-	9
IAD	28	1	-	-	-	-	-	-	-	29
FR	53	14	15	-	-	-	-	-	-	82
HRB	271	212	442	7	-	-	-	-	-	932
STA	47	14	26	1	12	-	-	-	-	100
LEX	48	18	28	1	5	-	-	-	-	100
CHS	61	17	32	6	24	5	1	-	-	146
BLA	291	309	860	82	302	34	14	-	-	1,892
<b>Total Rides</b>	<b>808</b>	<b>585</b>	<b>1,403</b>	<b>97</b>	<b>343</b>	<b>39</b>	<b>15</b>	<b>0</b>	<b>0</b>	<b>3,290</b>

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### PIEDMONT EXPRESS

The Piedmont Express carried **1,429 passengers** in the fourth quarter of 2021 — a **70% increase** compared with the third quarter.

The most popular northbound destinations were, in order, Union Station and Dulles International Airport, accounting for **96% of northbound trips**.

The most popular southbound destinations were, in order, Charlottesville, Danville, and Lynchburg, accounting for **89% of southbound trips**.

**73 passengers** made Megabus connections at Union Station for travel to and from New York and Philadelphia.

The farebox recovery rate was **21%**.

The average cost per mile was **\$3.75** and the average cost per passenger was **\$138.40**.



### NORTHBOUND

#### Departure Stop

Destination Stop	Departure Stop										
	DAN	ALT	LYN	AMH	CHA	CUL	WAR	GAI	IAD	WAS	Total Rides
DAN	-	-	-	-	-	-	-	-	-	-	0
ALT	1	-	-	-	-	-	-	-	-	-	1
LYN	3	-	-	-	-	-	-	-	-	-	3
AMH	-	-	-	-	-	-	-	-	-	-	0
CHA	1	-	1	2	-	-	-	-	-	-	4
CUL	2	-	-	-	-	-	-	-	-	-	2
WAR	1	-	1	-	8	-	-	-	-	-	10
GAI	1	-	-	-	17	-	-	-	-	-	18
IAD	10	-	46	5	383	12	5	-	-	-	461
WAS	32	2	22	13	207	8	3	4	19	-	310
<b>Total Rides</b>	<b>51</b>	<b>2</b>	<b>70</b>	<b>20</b>	<b>615</b>	<b>20</b>	<b>8</b>	<b>4</b>	<b>19</b>	<b>0</b>	<b>809</b>

### SOUTHBOUND

#### Departure Stop

Destination Stop	Departure Stop										
	WAS	IAD	GAI	WAR	CUL	CHA	AMH	LYN	ALT	DAN	Total Rides
WAS	-	-	-	-	-	-	-	-	-	-	0
IAD	22	-	-	-	-	-	-	-	-	-	22
GAI	4	-	-	-	-	-	-	-	-	-	4
WAR	7	1	-	-	-	-	-	-	-	-	8
CUL	12	5	-	1	-	-	-	-	-	-	18
CHA	193	202	16	6	-	-	-	-	-	-	417
AMH	10	-	-	-	-	3	-	-	-	-	13
LYN	23	20	-	1	-	-	2	-	-	-	46
ALT	3	2	-	-	-	-	-	-	-	-	5
DAN	41	12	12	2	7	4	-	9	-	-	87
<b>Total Rides</b>	<b>315</b>	<b>242</b>	<b>28</b>	<b>10</b>	<b>7</b>	<b>7</b>	<b>2</b>	<b>9</b>	<b>0</b>	<b>0</b>	<b>620</b>

### CAPITAL CONNECTOR

The Capital Connector carried **1,599 passengers** in the fourth quarter of 2021 — a **3% decrease** compared with the third 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 Farmville, accounting for **89% of southbound trips**.
- **195 passengers** made Megabus connections at Union Station for travel to and from Philadelphia and New York.
- The farebox recovery rate was **18%**.
- The average cost per mile was **\$3.59** and the average cost per passenger was **\$123.56**.



### NORTHBOUND

		Departure Stop						
		MAR	DAN	SB	FRV	RIC	WAS	Total Rides
Destination Stop	MAR	-	-	-	-	-	-	0
	DAN	-	-	-	-	-	-	0
	SB	-	-	1	-	-	-	1
	FRV	-	-	1	-	-	-	1
	RIC	-	12	44	8	35	-	99
	WAS	-	15	50	37	46	544	692
	Total Rides	0	27	96	45	81	544	793

### SOUTHBOUND

		Departure Stop						
		WAS	RIC	FRV	SB	DAN	MAR	Total Rides
Destination Stop	WAS	-	-	-	-	-	-	0
	RIC	530	-	-	-	-	-	530
	FRV	39	22	-	-	-	-	61
	SB	50	9	-	-	-	-	59
	DAN	61	61	1	-	-	-	123
	MAR	19	12	-	-	2	-	33
	Total Rides	699	104	1	0	2	0	806

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### HIGHLANDS RHYTHM

The Highlands Rhythm carried **1,262 passengers** in the fourth (its first) quarter of 2021.

- The most popular northbound destinations were, in order, Dulles, Union Station, and Arlington, accounting for **95% of northbound trips**.
- The most popular southbound destinations were, in order, Bristol, Harrisonburg, and Christiansburg, accounting for **77% of southbound trips**.
- **84 passengers** made Megabus connections at Union Station for travel to and from Philadelphia and New York.
- The average farebox recovery rate was **26%**.
- The average cost per mile was **\$2.92** and the average cost per passenger was **\$93.68**.



### NORTHBOUND

#### Departure Stop

Destination Stop	Departure Stop										Total Rides
	BRI	WYT	RAD	CHR	SAL	HRB	IAD	ARL	WAS		
BRI	-	-	-	-	-	-	-	-	-	-	0
WYT	3	-	-	-	-	-	-	-	-	-	3
RAD	1	-	-	-	-	-	-	-	-	-	1
CHR	2	-	-	-	-	-	-	-	-	-	2
SAL	1	1	-	-	-	-	-	-	-	-	2
HRB	4	-	12	10	3	-	-	-	-	-	29
IAD	6	3	15	24	7	251	-	-	-	-	306
ARL	6	3	17	11	5	121	1	-	-	-	164
WAS	22	5	19	34	13	105	8	1	-	-	207
<b>Total Rides</b>	<b>45</b>	<b>12</b>	<b>63</b>	<b>79</b>	<b>28</b>	<b>477</b>	<b>9</b>	<b>1</b>	<b>0</b>		<b>714</b>

### SOUTHBOUND

#### Departure Stop

Destination Stop	Departure Stop										Total Rides
	WAS	ARL	IAD	HRB	SAL	CHR	RAD	WYT	BRI		
1. WAS	-	-	-	-	-	-	-	-	-	-	0
2. ARL	17	-	-	-	-	-	-	-	-	-	17
3. IAD	41	-	-	-	-	-	-	-	-	-	41
4. HRB	116	66	154	-	-	-	-	-	-	-	336
5. SAL	19	5	8	3	-	-	-	-	-	-	35
6. CHR	18	5	12	6	-	-	-	-	-	-	41
7. RAD	8	9	8	1	-	-	-	-	-	-	26
8. WYT	3	3	2	-	1	-	-	-	-	-	9
9. BRI	28	8	3	2	-	-	1	1	-	-	43
<b>Grand total</b>	<b>250</b>	<b>96</b>	<b>187</b>	<b>12</b>	<b>1</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>0</b>		<b>548</b>