



**LOWCOUNTRY
COUNCIL
OF GOVERNMENTS
VANPOOL
DEMONSTRATION
PROJECT
FINAL REPORT**

Contact:

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*Presented to
LCOG*

Executive Summary

In May 2003, the Lowcountry Council of Governments (LCOG) and consultants Day Wilburn & Associates completed "Lowcountry Public Transit Coordination Feasibility Study: A Public Transportation Strategy" and presented it to the LCOG Board. Recommendations included a vanpooling program for the Lowcountry. In December 2004, 2Plus, Inc. conducted a "Vanpooling Feasibility Study" concluding that there were a high percentage of employers interested in vanpooling throughout the four-county region.

A vanpooling demonstration project, or pilot program, was the next logical step to test the market for the success of vanpooling. Funding was secured from the South Carolina Department of Transportation (DOT) and the Community Foundation of the Lowcountry, Inc. The funding was provided to operate vanpools within the counties of Beaufort, Colleton, Hampton, and Jasper. There were some procedural delays in the funding allocations that kept the project from beginning in the early part of 2005. Eventually, 2Plus was awarded the contract to provide services from August 1, 2005 to December 22, 2005.

The Lowcountry Market

2Plus found the "Lowcountry Vanpool Demonstration Project", or the "SmartVan" project, very challenging, but those challenges added many new lessons to 2Plus' experience with marketing and managing vanpools.

The market conditions were suburban to rural in nature. Many of the employers in LCOG, like other markets of similar size, are populated by mid-size to smaller employers. This low number of high density employment groups requires calling a greater number of employers than if we had large employer groups with which to work.

The retail and hospitality industries are the predominant employers in the area. Furthermore, the retail and hospitality industries tend to be seasonal in nature. Existing vanpools can certainly survive a seasonal slump in employment; however "off season" is not the ideal time to initiate vanpool services.

Some Highlights

- ***Strong Potential:*** Even with the challenges at the beginning and those identified as part of the implementation, it is difficult to find any areas where 'fatal flaws' can be cited. In fact, upon review of the entire demonstration project, the potential and future opportunity for vanpool services and growth in the LCOG area appear very promising.

- ***Excellent Local Media Support:*** The Lowcountry Council of Governments, along with its partners, was instrumental in selling the vanpool program to local media and area employers. The press articles generated free publicity and inbound calls early in the sales process. **(Appendix F)**

- ***Nine [9] Vanpools Identified:*** With 2Plus's immediate on-the-ground contacts and the varied marketing approaches, nine vanpool groups were identified and met the traditional conditions of providing the driver, riders, fare payment/cost acceptance, route, and schedule;
 - Two routes became operational.
 - Two were ready to start but were later determined to fail to meet the geographic operating limitations.
 - There was one interested group from Savannah that was also turned down due to the geographical limitations.
 - Two routes were identified from our home-based marketing, direct contact services in late November. They were not implemented due to the timing of the project ending in December.
 - Finally, there were two groups that began to form in mid December, much too close to the end of the contract.
 - And, we can cite several more vanpools that, while not meeting this level of formation, were reaching higher and higher confidence for meeting the start-up requirement based on employer interest but deferring to the future.

As the SWOT analysis will identify later in this report, most, if not all of the areas that presented limitations to the greater success of the six-month pilot program, can easily be addressed in future programs.

RECOMMENDATIONS

We feel that continuation of the project over an 18-24 month schedule could produce 12-18 vanpools. Based on our experience with vanpooling nationally, a volunteer driver system tends to take a longer ramp-up period than the more simple process of buying vehicles and hiring drivers to drive routes. There are very intensive human contact elements that make this formation process more difficult. However, once the right persons are identified the routes become very stable.

Carpools are a strong supplemental element of this market. With more rural, low-density trip-origins occurring in the route development process, it is simply more likely that groups of two, three, or four are found sooner and in greater numbers than to find groups of five to ten commuters traveling to the same destination at the same time. 2Plus has been working on this group in other markets and is developing a vehicle product that can be included to the overall

marketing and product mix in the future that allows for provision of cars to qualified groups in the future in addition to continued development of vanpool groups.

SmartVan branding has been completed and a full roll-out marketing plan could easily be implemented in a future program continuation. The Lowcountry is hungry for a transportation alternative like vanpooling; and we believe that the local press will continue to strongly support the distribution of the SmartVan message to businesses and workers in the area.

Background

2Plus, Inc. Description/History

2Plus is an entirely Transportation Demand Management (TDM)-dedicated not-for-profit organization, providing a full staff of professionals in all areas of TDM service, support, vanpooling, telework, promotions, operations, marketing, sales, research, training, and public policy. 2Plus is one of the country's leading full service TDM operations and one of the only such non-profits. With over 25 years of experience, 2Plus has led much of what is considered to be state-of-the-art or "best practices" in today's national TDM environment.

The mission of 2Plus is to support energy conservation, improved air quality, economic development/employment transportation, congestion reduction, and efficient land-use. This mission is executed through our provision of education, information, promotion, and delivery of products and services which promote carpooling, vanpooling, transit, telework, and even bicycling and walking to work.

2Plus is primarily funded through grants, contracts, and working relationships with and for local transit operators, local rideshare offices, state DOT offices, metropolitan planning organizations (MPOs), employers, and various civic organizations.

SmartVan History

In May 2003, the Lowcountry Council of Governments (LCOG) and consultants Day Wilburn & Associates completed "Lowcountry Public Transit Coordination Feasibility Study: A Public Transportation Strategy" and presented it to the LCOG Board. The two key goals for public transit improvements in the Lowcountry were to:

- Accommodate a broader range of travel needs: origins and destinations served, time of travel and trip purpose;
- Develop services that are more efficient and tailored to the ridership patterns.

Specific recommendations included:

- Regional rideshare and vanpool program;
- Main line service along the US 278 corridor in Southern Beaufort County;
- Connector service in main travel corridors linking to the US 278 main line service;
- Distributor service into key areas, such as City of Beaufort, Bluffton, and Hilton Head Island;
- Out of region service to Charleston and Savannah, Georgia;

- o Transportation facilities: park and ride lots, transportation center and transfer hubs.

Implementation of these recommendations began in 2004 and included a "Vanpooling Feasibility Study," completed by 2Plus, Inc. in December 2004. The study concluded that vanpooling in the four-county region is feasible.

Based on local review of the recommendations from the Feasibility Study, a test market program was proposed by LCOG. Funding was secured from the South Carolina Department of Transportation (SCDOT) and the Community Foundation of the Lowcountry, Inc. The funding was provided to identify, form and operate vanpools within the counties of Beaufort, Colleton, Hampton, and Jasper. Final funding acquisition, agreements and procedural reviews resulted in the project being started later in 2005 than originally planned. Following internal LCOG project scope creation, a Request for Proposal was advertised soliciting responses from interested and qualified organizations. 2Plus was awarded the contract to provide services from August 1, 2005 to December 22, 2005.

Overall Goals

The Vanpool Demonstration Project goals were to provide a turnkey pilot vanpool program to the Lowcountry, its employers, and residents and to demonstrate, or test market, the desire, potential future success, and sustainability of a vanpool program in the region. While specific goals were not a requirement of the project, 2Plus, given the timing and earlier market study, felt that from four to six vanpool routes could be identified during the six-month project period. This project was planned and operated as a six-month demonstration project only.

Work Plan Tasks

The 2Plus/LCOG contract for a turnkey vanpool program included the following work plan tasks:

Assist LCOG and local employers in development of commuter vanpool pilot program.

2Plus brought its 25 years of experience in the vanpool market to the Lowcountry and formed SmartVan in less than 60 days. 2Plus has developed and specializes in intensive direct contact to employers, which was used to implement this program.

Work with employers to utilize "Commuter Choice" program.

Commuter Choice is the name given to benefits that employers can offer employees that encourage them to commute to work by methods other than driving alone. The benefits include "qualified transportation fringes"

like transit passes, vanpool vouchers, biking, walking, teleworking, etc. As it applies to SmartVan, employers deduct qualifying vanpool fares from employee paychecks before taxes. These pre-tax fare-box deductions save money for the employee and the employer.

2Plus marketed Commuter Choice in all of its print and online sales materials. Commuter Choice was seen as a selling point to many of the prospective businesses. Commuter Choice for either transit or vanpool fare payment begins with the willingness of the employer to provide payroll deduction. Fifty percent of the vanpool routes running utilized the Commuter Choice benefits program.

Undertake all marketing activities as specified in the marketing needs section.

- **Need for Visibility-** The 2Plus/Ilium team designed van decals (**Appendix B**) to be implemented once the pilot program was deemed successful. The decals would fulfill the need for program visibility and recognition. 2Plus staff responded to press inquiries driven by LCOG. Articles were printed in 5 newspapers (Appendix F).
- **Need for Brand Identity-** SmartVan was chosen as the name of the service, and this brand identity was carried out in marketing materials and the website. All marketing materials relied heavily on the cost saving benefits of vanpooling as a customer attraction strategy.
- **Need for a Customer Attraction/Retention Program-** 2Plus has over 25 years experience in vanpooling and working to retain a customer base. The personal mileage allotment for our volunteer drivers is one example of how we attract and retain drivers.
- **Need for a Sales Approach-** 2Plus began promoting SmartVan to the 150 larger employers originally contacted in 2004. 2Plus then obtained additional business listings from which to solicit medium sized companies. Finally, a residential call campaign was undertaken with remarkable results. Promoting vanpooling at the company level sometimes takes longer than you would like as executives have full agendas and transportation is rarely the highest priority. We found that, with our home-based calling, we were able to identify a seven person vanpool route within two weeks. This was

the first time to our knowledge that this type of one on one sales approach was used for vanpooling.

- o **Need for Pricing and Operating Policies and Standards-** For purposes of the demonstration project, 2Plus, in collaboration with LCOG, adopted a new vanpool pricing and operating structure. This cost model utilized the capital budget for van leasing and insurance premiums. The farebox revenue was primarily used for gasoline; the maintenance costs were kept to a minimum due the short term of the program. Additionally, a small portion of revenues were held in escrow for insurance deductible, should an accident occur. As noted in the contract, this cost model would need to be adjusted for long-term sustainability.

Plan initial vanpool routes, based upon identification of employers and groups of employees; modify as needed throughout Pilot Program.

2Plus coordinated and approved all vanpool routes. All routes were verified for accuracy, and mileage audits were conducted. Each route was also communicated with LCOG in terms of route, cost, ridership, and necessary funding to cover the portion of cost not covered by rider fares. An example of this is included in **Appendix E**.

Develop a “roll-out” schedule to implement the Pilot Program.

2Plus provides “Just-in-Time” van acquisitions for all of its vanpool programs. All vans were obtained immediately upon approval of routes and drivers. The LCOG Vanpool Pilot did not provide funding for advance purchase and/or acquisition of vehicles. This is another more unique feature of vanpool programs. Many vanpool programs pre-purchase vehicles and/or have suppliers provide ‘floored’ vehicles early on which entail unnecessary front-end expense impacts on the program budget.

Undertake all necessary activities to lease or rent appropriately sized vehicles, including obtaining insurance, arranging maintenance and qualified drivers/riders.

With a priority on maximum ‘Just-In-Time’ van supply, 2Plus worked with three suppliers who had been pre-qualified and worked with 2Plus in other markets. New 15-passenger vans were used to maximize seat availability and allow for vanpool growth. All vans were insured through the van providers and Lancer Insurance Company. All drivers were screened appropriately. This screening process did exclude two prospective drivers. There was one emergency maintenance issue, a flat tire; one routine oil change was needed. Both were handled immediately by our customer service staff.

Also, as part of the early program implementation, under the assistance and recommendation of LCOG, 2Plus contacted a number of area auto dealers and vehicle manufacturers in South Carolina to explore potential vehicle and/or pricing participation. We suggested in a September memo (**Appendix D**), that it was very unlikely that we would find a sponsor that will provide unlimited donated or heavily discounted vehicles to support the longer term growth needs of the LCOG program.

Operate and administer the vanpool program.

All drivers were trained to ensure participant safety. Training included vehicle safety checks, driving techniques for large vehicles, and regular maintenance checks. 2Plus also worked with HR staff to assist with billing collection questions.

Establish a 1-800 number and website to support inbound calls and email to a central service center.

A toll-free number and website were obtained for SmartVan to handle all inbound calls and electronic requests for further information on the program. Both served this purpose well as there were a high volume of inbound calls and emails as a result of the media exposure. The toll-free number was 877-683-0372 the website was www.lcsmartvan.org .

Maintain monthly activity reports describing staff time and contacts made.

2Plus used its web-based project monitoring and tracking system to provide staff activity reports. The reports detail all individual staff time and tasks. A separate web accessible database, "Calls, Quotes, & Closings" (CQC), is maintained to provide an record of all contacts made with employer prospects.

Maintain updated listing of current and projected vanpool groups.

2Plus has maintained a list of all current and projected vanpool groups detailing daily round-trip miles, origination/destination points, operating costs, etc. (**Appendix D**)

Provide monthly operational reports and administrative invoices for the vanpool program.

2Plus has submitted reports and invoices on a monthly basis.

Outcomes and Performance Measures

The following chart (**Figure 1**) shows the annual impacts of the nine SmartVan routes that were identified during the demonstration project. The average route distance was 103 round-trip miles, with the shortest route at 50 miles and the



longest at 200 miles. The following impacts can be identified using the exact parameters of each route including daily round-trip miles, number of days traveled and number of occupants on each route.

**Figure 1
Vanpool Impacts
SC-LCOG SmartVan**

Annual Mileage Reduction	1,328,750
Emissions Impacts: Reduction of...	
Carbon Monoxide (CO) in tons	3.22
Nitrogen Oxides (NOx) in tons	0.29
Non-Methane HydroCarbons (NMHC) in tons	0.22
Total Emissions saved in tons	3.73
Ozone Impacts: Reduction of...	
Carbon Dioxide (CO2) in tons	623.40
(Personal Miles Reduced x 44.5¢/mile)	\$591,294
DOT Annual New Highway and Road Maintenance Savings 6.2¢/mile	\$82,383

Activity Highlights

The local sales and customer service team utilized the 2004 Vanpool Market Study database to re-contact interested employers regarding the newly formed vanpool service. Use of the database created in 2004 meant that most employers contacted were aware of vanpooling and the potential for a vanpool pilot program in the Lowcountry area. Media from the 2004 study also contributed to the awareness of vanpooling.

Six personal meetings were conducted with employers and employee groups to further promote the program. The personal meetings typically occur at the route formation phase; therefore this number demonstrates the number of vans that were expected to be in service, but as cited earlier, there were challenges with getting some of the routes on the road. These challenges are very typical of vanpooling and are often worked out over time.

LGOC chose SmartVan as the brand/product name for the vanpool demonstration project. Illium Associates, Inc. created six logo designs and six graphics designs for LCOG’s review. The team held a virtual meeting with LCOG to discuss the designs, and the logo and van designs were chosen. Illium finalized this design for all print materials, van decals (**Appendix B**), and website design.

2Plus acquired www.lcsmartvan.org (**Appendix C**) as the website for SmartVan and designed an informational website with customer contact forms so

prospective riders and employers could solicit further information. This site directed inbound email to the local sales and customer service staff members. There were approximate 800 hits to the website throughout the duration of the project.

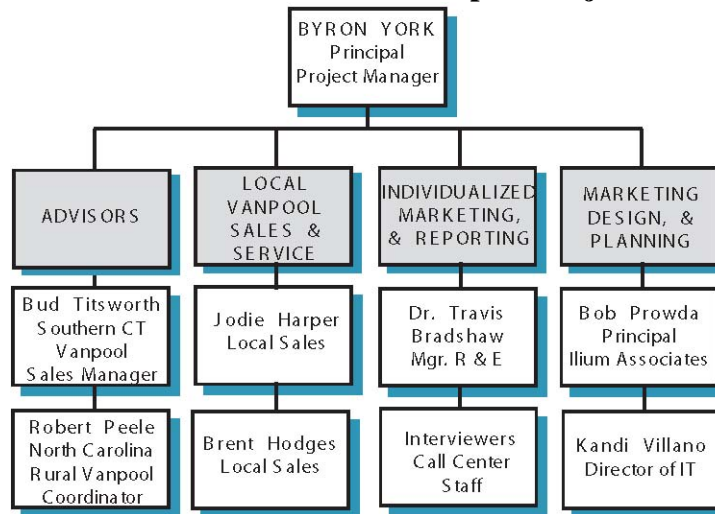
2Plus conducted three direct marketing campaigns from its customer development telesales center.

- o Follow-up calls to businesses identified as having interest in vanpooling from the December 2004 research project. The employers targeted for the original interview process included all 584 Beaufort Businesses listed as having over 20 employees at individual work locations. The initial interest in vanpooling was 59% (151) of those companies completing interviews. Follow-up contact was attempted with all 151 companies.
- o Initial and follow-up contact to 242 businesses with more than 20 employers in the counties of Colleton, Jasper, and Hampton. The initial interest in vanpooling was 73% (103 companies) of those companies completing interviews. Follow-up information was e-mailed, faxed, or mailed to all 103 initially interested companies.
- o Residents with phones in the 32209 and 32210 zip codes. Forty-four persons (8%) of those completing interviews were initially interested in vanpooling. All persons were re-contacted for potential origin, destination, and schedule identification. Two vanpools were identified from this group; however, it was too late in project term to start these routes.

Staffing

This project consisted of a Project Director – Byron York, Local Sales and Customer Service Staff – Brent Hodges and Jodie Harper, Research and Development Director – Travis Bradshaw, IT Director – Kandi Villano, and eleven Telesales Center support staff members. Financial administration was provided by the 2Plus Business Office staffed by Janet McAuliffe and Sharon Resler. The organizational chart for the project follows in **Figure 2**.

**Figure 2
2Plus Staff for LCOG Vanpool Project**



Overall Report Goals

The ultimate goal of this report is to assess the success of the Vanpool Demonstration Project and make recommendations as to the future for vanpool growth in the Lowcountry of South Carolina and beyond. The report will also explore the effectiveness of the various sales methods used in soliciting new customers and the task of transitioning a demonstration project into a long-term vanpool program.

Methodology

Statements and opinions in this report have been gathered through review of database records, interviews with the project team, discussions with businesses, and comments from SmartVan participants. A sampling of these comments can be found in **Appendix A**.

Interpretations and Conclusions

As commonly defined in business courses, a SWOT Analysis is a strategic planning tool used to evaluate the Strengths, Weaknesses, Opportunities, and Threats involved in a project or in a business venture. Strengths and weaknesses are internal to an organization. Opportunities and threats originate from outside the organization. A SWOT analysis helps organizations evaluate the environmental factors and internal situation facing a project. Below is a SWOT analysis of the Lowcountry SmartVan program

Strengths

- Many employers are willing to do long-term promotion of SmartVan to their employees.
- Business to business (B2B) calling resulted in nearly 60% of contacted employers with interest in promoting vanpools. The level of interest identified is higher than what we have identified in other areas, ranging from 25%-40%.
- Early in the process, route formation occurred at a faster pace than typically seen in other vanpooling programs.
- Two routes were identified using One2One home-based calling in targeted residential areas. This is one of the first cases in 2Plus' experience that vanpool formation was conducted in this manner. This was achieved in less than one month from the start of the home-based calling. This approach to vanpool group identification and formation could prove to be highly valuable and effective supplement to the more traditional employer contact approach to forming vanpools.
- The LCOG was instrumental in obtaining local media articles that equated to free publicity for the program. This resulted in inbound calls to our sales staff early in the project.
- A toll-free number and website were established to facilitate the public's access to vanpool information. Immediate calls and requests for information were generated by including this information in the press coverage.
- Federal Commuter Choice benefits can offer employees and employers with qualifying pre-tax deductions for fares up to \$105 per month. 2Plus found that *80 percent* of employers were not only interested in hearing more about vanpooling but also indicated favorable inclinations to participate in payroll deduction – the first and key step to participation in

Commuter Choice.

- Island/coastal geography and traffic have led local citizens to search for a solution to commuting frustrations.
- Vanpooling saves money by potentially eliminating the need for a second vehicle for families, limiting wear and tear on personal vehicles, decreasing personal insurance costs, reducing daily stress of commuting for riders, and lowering daily commuting costs.
- For employers, vanpooling opens recruiting up to broader employment markets, provides a more stable workforce with reliable transportation, frees up valuable parking real estate, and offers more relaxed workers, leading to increased productivity and reduced absenteeism.
- 2Plus, with multiple van suppliers, provided on-demand delivery of vans as soon as vanpool routes were established. The 'Just-In-Time' vehicle supply and management approach is also a somewhat new approach to vanpooling, especially for those programs which want to provide a long term publicly purchased vehicle in service for longer term operation.
- As observed by the vanpools formed and those identified and qualified but not brought into operation, vanpooling is an attractive and complementary service to regular fixed route transit. Vanpool routes typically involve shorter travel times, have more convenient stops, and offer a more "door-to-door" like service. None of the existing or potential vanpool routes identified as part of the pilot conflicted with any existing transit services.
- Program was well received by local agencies such as Beaufort Regional Chamber of Commerce, Greater Beaufort-Hilton Head Economic Development Partnership, Hampton County Economic Development Partnership and Lowcountry Workforce Investment Board. These stakeholders distributed program information to employers throughout the service area, which resulted in additional inbound calls.

Weaknesses

- Vanpooling generally takes from several weeks to several months to get from the identification phase to the deployment phase. A longer pilot project would have allowed a more accurate measure of the success of a vanpool program. The duration of the pilot was subject to the available funding.

- Unavoidable setbacks limited the vanpool demonstration to the last six months in the calendar year; the project had to proceed in order to utilize the available funding. A six month period beginning in the first half of the year may have increased the program outcomes. As the holidays neared, in late November, businesses became less willing to meet and potential participants were less likely to consider adjustments to their commuting habits. Employers also expressed a greater need for employee transportation during tourist season, thus the pilot may have seen greater results in the spring and summer.
- The funding was obtained specifically for the Lowcountry region. This placed a restriction of vanpool travels only within the four-county area of Beaufort, Colleton, Hampton, and Jasper Counties eliminated a great number of potential vanpools. Vanpool routes tend to be of most interest to those commuters who have the longer commutes.
- As part of the early exploration of local participation and with the encouragement of Lowcountry, 2Plus contacted a number of local van dealers and South Carolina and/or national manufacturers to explain the pilot program and to encourage donations, discounts, and other participation. Local dealers were interested in future sales but not any short term donations and participation. Manufacturers accepted our interest and inquires but never provided any commitments.
- Vanpools are rarely able to cover all of the capital, operating, and administrative costs. The vast majority of vanpooling in the US receives some portion of support from various sources of public funding. The vanpool systems that cover higher amounts of cost are most often more urban with larger populations of commuters allowing for larger average numbers of fare-paying passengers. The start-up minimum set for the Lowcountry Vanpool Pilot was set at four riders. With that said, vanpooling, when compared to cost-per-passenger-mile and several other financial and performance parameters, usually ranks high on the cost-effectiveness list. We list this item under 'Weaknesses' for any reader that might assume that vanpooling is a fully breakeven or profitable operation.

Opportunities

- Sales staff was able to locate numerous groups with travel outside the four-county region of Beaufort, Jasper, Hampton, and Colleton Counties that were strongly interested in vanpooling. These groups could equate to immediate development of new routes in the future, especially to and from Savannah and Charleston.

- The 2004 market study and 2005 pilot program have identified 254 companies with interest in promoting and further exploring vanpools. These employers define a basis for the start of any new vanpool program.
- Continued and expanded home bound calling in targeted zip codes could easily produce vanpools. Estill would be a good starting point due to the fact that this is where many of the potential new vanpools were originating.
- Carpooling with a vehicle option is a real opportunity. As discussed earlier, 2Plus, in its various programs to market vanpooling has seen consistent opportunities to place smaller groups that would likely not ever become a vanpool into a carpool of two to four members.
- Local media are willing and eager to continue coverage of vanpooling in the Lowcountry. Abundant free publicity will be available if a vanpool program is again introduced.
- Employers operating their own employee vanpools expressed desire to turn over operation of their vanpools to the program if a long-term commitment could be guaranteed. These employer based vanpools grew out of the regions lack of commute options for their employees, further evidence of the need for a coordinated vanpool program.
- One vehicle, the DaimlerChrysler Sprinter is now available as a vehicle to be used for vanpooling. While not available at any dramatic discounts or donations rates, the Sprinter can now be provided at competitive monthly rates in the future if the program is continued. We have negotiated availability and pricing arrangements that would allow us to put Sprinters into service at competitive costs. We were not able to finalize these arrangements within the timeframe of the pilot project. 2Plus is scheduled to begin testing this in other markets later this year.
- "In season" employee transportation needs are higher than "off season" needs. Vanpool formation in the spring would likely create a significant response.

Threats

- Brand identity has not yet been strongly established.
- Future vanpool programs may suffer from lack of credibility. Credibility is lost when vanpool programs start and stop. Customer trust is extremely

hard, and expensive, to earn once lost. However, due to the short duration of this program only two vans had to be taken out of service.

- Some of the neediest riders are the ones living the furthest distance away, working the lowest paid jobs in the area. These people do start to hit price sensitivity when there are a low number of co-passengers to share the costs. It is often harder to convince this population of the long-term cost savings of a shared commute option.
- Some potential customers are simply unwilling to sacrifice the freedoms and independence of driving alone in favor of the remarkable cost savings.
- LRTA fares are cheaper.

Appendix A – Correspondence/Comments/Etc.

“We would be interested if we could come from Charleston, the furthest distinct would be around 75 miles.”

Brian M. Leonard
President
AFGE Local 1951
MCAS Beaufort, SC

“I appreciate your time and efforts in educating me to the opportunities with van pooling. I will be introducing the information to my vice president and to some divisional managers and directors to solicit input and discuss the service's potential here. If there is further interest, we will need to discuss a possible info session in January or February 2006 with you or someone from your organization.”

David C. Hall, MHS
Compliance and Safety Director
Beaufort Memorial Hospital

“All is well. The Vanpooling is going great! I'm just not use to getting to work at 8:00 in the morning (smile) but if it's going to save me a few dollars. I am willing to go the extra mile.”

Deborah Brantley-White
Program Coordinator
LCOG WIA Program

“Keep us in mind for a later date perhaps. This is a very slow time of the year for Silver Star and we really do not make any long range plans during this time.

Good luck to you and thank you for your time involved.”

Diane Evans
HR Manager
Silver Star Trailers

“We have an employee who lives in Savannah who is interested in pooling with a group coming to the Island from there. Are there any options for him?”

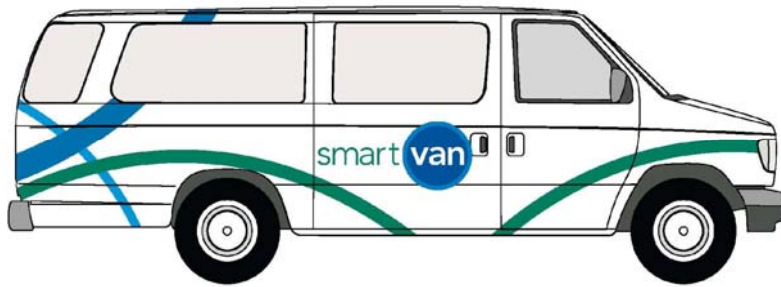
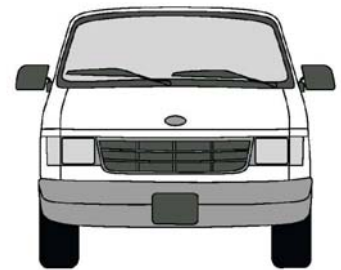
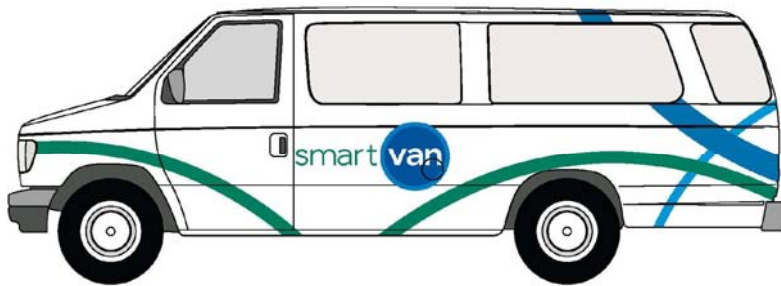
Bonnie Evans
Human Resources Administrator
Town of Hilton Head Island

“I've had no response from anyone in the plant to this other than Clarence Ruth. Everyone seems to want to continue with their current arrangements.

Maybe we can wait a few months and try to introduce it again. I'll keep the info you gave me and try again next year. I'll call you first to make sure the program is still up and running.”

Jon Watkins SPHR, CPP
Human Resources Manager
Haven Homes Southeast

Appendix B – Van Graphics



Appendix C – Website www.lcsmartvan.org



LOW COUNTRY VAN POOL PROGRAM

Do You Qualify ??

Do You Have....

Unmet transportation needs

Workers in rural areas

Staff with unreliable transportation

Recruitment assistance needs in distant counties

Groups of workers traveling from similar areas, at similar times

Workers commuting more than 15 miles one-way?

and

Five or more employees interested in vanpooling?

ABSOLUTELY!

This program is sponsored by SCDOT and the Community Foundation of the Lowcountry, Inc.

Contact Information

**Telephone
1-877-683-0372**

Jodie Harper : Van Pool Manager extension 252 e-mail:

jharper@2plus.com

Brent Hodges : Van Pool Manager extension 256 e-mail:

bhodges@2plus.com

Appendix D – Vanpool Cost Memo

The following pages contain a memo on vanpool fare pricing and operating cost. The memo also details efforts to solicit for price concessions from van manufacturers.



Partners in Transportation

MEMO

To: Ginnie Kozak

Cc: Janet McAuliffe, Jodie Harper, Brent Hodges

From: Dr. Travis Bradshaw, Byron York,

Date: August 19, 2005

Re: **Preliminary Vanpool Fare Pricing and Operating Cost**

Background

One of the areas not addressed to a large extent in the RFP was the pricing and sustainability associated with the new LCOG vanpool program. This memo is intended to provide a basic cost structure that we feel is realistic. It will review realistic fare estimates for riders and provide an experience-based estimate of what cost support will be necessary from non-passenger fares to cover the total capital and operating costs of the program.

Samples

We have enclosed sample operations and capital billings from the June 2005 North Carolina Rural Vanpool Program (NCRVP).

- It shows that capital expenses for vans in North Carolina average just over \$1,100 per month.
- It also shows that operational expenses minus fares collected runs on the order of \$650 per month.

NCRVP vans drive from 1,150 to over 6,000 miles per month. They have some vans running 190 miles per day 31 days per month. The high mileage results in higher capital and operations costs than we anticipate for your pilot project. As you are aware, the capital and operations expenses are driven by the monthly mileage of the vans. While we may very well find similar

2Plus, Inc.–Connecticut

37 Jerome Ave.

Bloomfield, CT 06002

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fax: 860.242.1722



high-mileage routes in the LCOG program, we estimate that the average van in the LCOG area will drive around 60 to 80 miles per day for 21 or 26 days per month or 1,400 to 1,800 miles per month. Under these more ‘average’ mileage estimates, your capital and operational expenses for a rural vanpool program should be less than those for NCRVP.

We estimate the capital portion of the vans to be approximately \$800 per month, the insurance \$200 per month, and the operational expenses (fueling, cleaning, etc...) approximately \$500 per month, plus a 10% fee for backup vehicles. If, as we discussed with you last week, the LCOG vanpool program charges a range of \$4 to \$6 per day per rider, we would expect to recover on average of \$100 per month per rider with a minimum of four riders and one driver riding free per van. LCOG’s supplement will probably come to \$1,000 per month per van, during this pilot project. 2Plus budgeted \$12,000 for van supplements out of the total \$80,000 project.

Capital	Insurance	Operations	Back-up (10% of overall cost)		Total supplement per van per month
\$ 800.00	\$ 200.00	\$ 500.00	\$150	4 paying riders	\$ 1,250.00
				5 paying riders	
				\$ (500.00)	\$ 1,150.00
				6 paying riders	
				\$ (600.00)	\$ 1,050.00
				7 paying riders	
				\$ (700.00)	\$ 950.00
				8 paying riders	
				\$ (800.00)	\$ 850.00
				9 paying riders	
				\$ (900.00)	\$ 750.00
				10 paying riders	
				\$ (1,000.00)	\$ 650.00

As ridership levels on individual vans increase from the minimum of 5 the fare recovery should exceed the operational expenses and contribute about half of the capital expenses. If vehicles are purchased by capital grants or are donated, then the fares will immediately exceed the operational expenses. Our ultimate goal is to minimize the contribution from LCOG over time.

Rider fares

We propose charging \$4 per day per rider up to 40 miles round trip per day, \$5 a day for up to 60 round trip miles per day, and \$6 per day for round trips exceeding 60 miles per day.



Discussion of Potential Donated/Demonstration Vehicles

We discussed in the proposal and subsequent to the project award, the potential of locating corporate sponsors, specifically vehicle providers. We are actively pursuing contacts and discussions with provider of Sprinters and (as you suggested) we are contacting the South Carolina locations for BMW and Enterprise. At present, we have no specific commitments for 'below-market' sponsorships. However, we will continue to work toward a number of potential corporate sponsors.

Pricing and long-term sustainability are major elements of the LCOG demonstration. We want to emphasize that continuing to build the program model on firm market cost, experience, and realistic customer revenues is the best fundamental direction to take with the program. The cost model presented here is one that we know can work. If/when we find corporate sponsors, we will want to find creative and visible uses of these supplemental roles to increase attraction to the program. We suggest however, that it is very unlikely that we will find a sponsor that will provide unlimited donated or heavily discounted vehicles to support the longer term growth needs of the LCOG program. Accordingly, we want to continue to focus on the 'basics' so that we can sell the program to commuters, employers, and other public partners with realistic expectations.

Appendix E – Vanpool Formation Report

The following pages contain a report showing the first four vanpool formations identified and the projected costs associated with each route.

South Carolina Vanpool Route Expense and Revenue Report for Month 1

Route	Origin/Destination	Daily R/TMI	Schedule	Starting Ridership	Cost					Revenue			Daily Fare	Total Revenue	Net Operating Shortfall
					Mini Van	Fuel	Insurance	Deductible	Miscellaneous	Total Operating	Total Cost	Ridership			
Publix 1	Hampton to county line by Fairfax to Estill to Hilton Head Isle	200	4:00 AM	1 Driver & 5 Pass.	\$1,000.00	\$1,187.45	\$1,500.00	\$20.00	\$25.00	\$1,232.45	\$3,732.45	5	\$7.95	\$1,232.45	\$2,500.00
			6:00 AM		\$1,000.00	\$1,187.45	\$1,500.00	\$20.00	\$25.00	\$1,232.45	\$3,732.45	6	\$6.63	\$1,232.45	\$2,500.00
					\$1,000.00	\$1,187.45	\$1,500.00	\$20.00	\$25.00	\$1,232.45	\$3,732.45	7	\$5.68	\$1,232.45	\$2,500.00
			3:00 PM		\$1,000.00	\$1,187.45	\$1,500.00	\$20.00	\$25.00	\$1,232.45	\$3,732.45	5	\$24.08	\$3,732.45	\$0.00
			5:00 PM		\$1,000.00	\$1,187.45	\$1,500.00	\$20.00	\$25.00	\$1,232.45	\$3,732.45	6	\$20.07	\$3,732.45	\$0.00
					\$1,000.00	\$1,187.45	\$1,500.00	\$20.00	\$25.00	\$1,232.45	\$3,732.45	7	\$17.20	\$3,732.45	\$0.00
			31 Days												

South Carolina Vanpool Route Expense and Revenue Report for Month 2

Route	Origin/Destination	Daily R/TMI	Schedule	Starting Ridership	Cost					Revenue			Total Revenue	Net Operating Shortfall	
					Mini Van	Fuel	Insurance	Deductible	Miscellaneous	Total Operating	Total Cost	Ridership			Ridership Fares/Day
Publix 1	Hampton to county line by Fairfax to Estill to Hilton Head Isle	200	4:00 AM	1 Driver & 5 Pass.	\$1,000.00	\$1,187.45	\$0.00	\$20.00	\$25.00	\$1,232.45	\$2,232.45	5	\$7.95	\$1,232.45	\$1,000.00
			6:00 AM		\$1,000.00	\$1,187.45	\$0.00	\$20.00	\$25.00	\$1,232.45	\$2,232.45	6	\$6.63	\$1,232.45	\$1,000.00
					\$1,000.00	\$1,187.45	\$0.00	\$20.00	\$25.00	\$1,232.45	\$2,232.45	7	\$5.68	\$1,232.45	\$1,000.00
			3:00 PM		\$1,000.00	\$1,187.45	\$0.00	\$20.00	\$25.00	\$1,232.45	\$2,232.45	5	\$14.40	\$2,232.45	\$0.00
			5:00 PM		\$1,000.00	\$1,187.45	\$0.00	\$20.00	\$25.00	\$1,232.45	\$2,232.45	6	\$12.00	\$2,232.45	\$0.00
					\$1,000.00	\$1,187.45	\$0.00	\$20.00	\$25.00	\$1,232.45	\$2,232.45	7	\$10.29	\$2,232.45	\$0.00
			31 Days												

**Two Month Shortfall Total
\$3,500.00**

South Carolina Vanpool Route Expense and Revenue Report for Month 1

Route	Origin/Destination	Daily R/TMI	Schedule	Starting Ridership	Cost					Revenue			Daily Fare*	Total Revenue	Net Operating Shortfall
					15-Pas. Van	Fuel	Insurance	Deductible	Miscellaneous	Total Operating	Total Cost	Ridership			
Marine Corps	Jacksonboro	75	7:00 AM	1 Driver	\$1,050.00	\$495.00	\$1,500.00	\$20.00	\$25.00	\$540.00	\$3,090.00	7	\$5.00	\$770.00	\$2,320.00
Air Station	to Beaufort		8:00 AM	Up to 9 Passengers	\$1,050.00	\$495.00	\$1,500.00	\$20.00	\$25.00	\$540.00	\$3,090.00	8	\$5.00	\$880.00	\$2,210.00
	via 17 to 21				\$1,050.00	\$495.00	\$1,500.00	\$20.00	\$25.00	\$540.00	\$3,090.00	9	\$5.00	\$990.00	\$2,100.00
												Full Cost/Break Even Fare			
			5:00 PM		\$1,050.00	\$495.00	\$1,500.00	\$20.00	\$25.00	\$540.00	\$3,090.00	7	\$20.06	\$3,090.00	\$0.00
			6:00 PM		\$1,050.00	\$495.00	\$1,500.00	\$20.00	\$25.00	\$540.00	\$3,090.00	8	\$17.56	\$3,090.00	\$0.00
					\$1,050.00	\$495.00	\$1,500.00	\$20.00	\$25.00	\$540.00	\$3,090.00	9	\$15.61	\$3,090.00	\$0.00
			22 Days												

*\$4.00 fare represents a minimum daily rate

South Carolina Vanpool Route Expense and Revenue Report for Month 2

Route	Origin/Destination	Daily R/TMI	Schedule	Starting Ridership	Cost					Revenue			Net Operating Shortfall		
					15-Pas. Van	Fuel	Insurance	Deductible	Miscellaneous	Total Operating	Total Cost	Ridership		Ridership Fares/Day	Total Revenue
Marine Corps	Jacksonboro	75	7:00 AM	1 Driver	\$1,050.00	\$495.00	\$0.00	\$20.00	\$25.00	\$540.00	\$1,590.00	7	\$5.00	\$770.00	\$820.00
Air Station	to Beaufort		8:00 AM	Up to 9 Passengers	\$1,050.00	\$495.00	\$0.00	\$20.00	\$25.00	\$540.00	\$1,590.00	8	\$5.00	\$880.00	\$710.00
	via 17 to 21				\$1,050.00	\$495.00	\$0.00	\$20.00	\$25.00	\$540.00	\$1,590.00	9	\$5.00	\$990.00	\$600.00
												Full Cost/Break Even Fare			
			5:00 PM		\$1,050.00	\$495.00	\$0.00	\$20.00	\$25.00	\$540.00	\$1,590.00	7	\$10.32	\$1,590.00	\$0.00
			6:00 PM		\$1,050.00	\$495.00	\$0.00	\$20.00	\$25.00	\$540.00	\$1,590.00	8	\$9.03	\$1,590.00	\$0.00
					\$1,050.00	\$495.00	\$0.00	\$20.00	\$25.00	\$540.00	\$1,590.00	9	\$8.03	\$1,590.00	\$0.00
			22 Days												

*\$4.00 fare represents a minimum daily rate

**Two Month Shortfall Total
\$3,140.00**

South Carolina Vanpool Route Expense and Revenue Report for Month 1

SCENARIO #1

Route	Origin/Destination	Daily R/TMI	Schedule	Starting Ridership	Cost					Revenue Daily Fare				Net Operating Subsidy	
					Mini Van	Fuel	Insurance	Deductible	Miscellaneous	Total Operating	Total Cost	Ridership	Operational Only		Total Revenue
The Inn at Palmetto	Estill to Bluffton	144	7:00 AM	1 Driver	\$1,000.00	\$620.47	\$1,500.00	\$20.00	\$25.00	\$665.47	\$3,165.47	4	\$7.56	\$665.47	\$2,500.00
Bluff	via Rigeland		8:00 AM	Up to 6 Passengers	\$1,000.00	\$620.47	\$1,500.00	\$20.00	\$25.00	\$665.47	\$3,165.47	5	\$6.05	\$665.47	\$2,500.00
					\$1,000.00	\$620.47	\$1,500.00	\$20.00	\$25.00	\$665.47	\$3,165.47	6	\$5.04	\$665.47	\$2,500.00
												Full Cost/Break Even Fare			
				4:00 PM	\$1,000.00	\$620.47	\$1,500.00	\$20.00	\$25.00	\$665.47	\$3,165.47	4	\$35.97	\$3,165.47	\$0.00
				5:30 PM	\$1,000.00	\$620.47	\$1,500.00	\$20.00	\$25.00	\$665.47	\$3,165.47	5	\$28.78	\$3,165.47	\$0.00
					\$1,000.00	\$620.47	\$1,500.00	\$20.00	\$25.00	\$665.47	\$3,165.47	6	\$23.98	\$3,165.47	\$0.00
			22 Days												

South Carolina Vanpool Route Expense and Revenue Report for Month 2

Route	Origin/Destination	Daily R/TMI	Schedule	Starting Ridership	Cost					Revenue				Net Operating Subsidy	
					Mini Van	Fuel	Insurance	Deductible	Miscellaneous	Total Operating	Total Cost	Ridership	Ridership Fares/Day		Total Revenue
The Inn at Palmetto	Estill to Bluffton	144	4:30 AM	1 Driver	\$1,000.00	\$620.47	\$0.00	\$20.00	\$25.00	\$665.47	\$1,665.47	4	\$7.56	\$665.47	\$1,000.00
Bluff	via Rigeland		6:00 AM	Up to 6 Passengers	\$1,000.00	\$620.47	\$0.00	\$20.00	\$25.00	\$665.47	\$1,665.47	5	\$6.05	\$665.47	\$1,000.00
					\$1,000.00	\$620.47	\$0.00	\$20.00	\$25.00	\$665.47	\$1,665.47	6	\$5.04	\$665.47	\$1,000.00
												Full Cost/Break Even Fare			
				4:00 PM	\$1,000.00	\$620.47	\$0.00	\$20.00	\$25.00	\$665.47	\$1,665.47	4	\$18.93	\$1,665.47	\$0.00
				5:30 PM	\$1,000.00	\$620.47	\$0.00	\$20.00	\$25.00	\$665.47	\$1,665.47	5	\$15.14	\$1,665.47	\$0.00
					\$1,000.00	\$620.47	\$0.00	\$20.00	\$25.00	\$665.47	\$1,665.47	6	\$12.62	\$1,665.47	\$0.00
			22 Days												

SCENARIO #2

South Carolina Vanpool Route Expense and Revenue Report for Month 1

Route	Origin/Destination	Daily R/TMI	Schedule	Starting Ridership	Cost					Revenue Daily Fare				Net Operating Shortfall	
					15-Pas. Van	Fuel	Insurance	Deductible	Miscellaneous	Total Operating	Total Cost	Ridership	Operational Only		Total Revenue
The Inn at Palmetto	Estill to Bluffton	144	7:00 AM	1 Driver	\$1,102.00	\$912.45	\$1,500.00	\$20.00	\$25.00	\$957.45	\$3,559.45	7	\$6.22	\$957.45	\$2,602.00
Bluff	via Rigeland		8:00 AM	Up to 10 Passengers	\$1,102.00	\$912.45	\$1,500.00	\$20.00	\$25.00	\$957.45	\$3,559.45	8	\$5.44	\$957.45	\$2,602.00
					\$1,102.00	\$912.45	\$1,500.00	\$20.00	\$25.00	\$957.45	\$3,559.45	9	\$5.00	\$990.00	\$2,569.45
												Full Cost/Break Even Fare			
				4:00 PM	\$1,102.00	\$912.45	\$1,500.00	\$20.00	\$25.00	\$957.45	\$3,559.45	7	\$23.11	\$3,559.45	\$0.00
				5:30 PM	\$1,102.00	\$912.45	\$1,500.00	\$20.00	\$25.00	\$957.45	\$3,559.45	8	\$20.22	\$3,559.45	\$0.00
					\$1,102.00	\$912.45	\$1,500.00	\$20.00	\$25.00	\$957.45	\$3,559.45	9	\$17.98	\$3,559.45	\$0.00
			22 Days												

South Carolina Vanpool Route Expense and Revenue Report for Month 2

Route	Origin/Destination	Daily R/TMI	Schedule	Starting Ridership	Cost					Revenue				Net Operating Shortfall	
					15-Pas. Van	Fuel	Insurance	Deductible	Miscellaneous	Total Operating	Total Cost	Ridership	Ridership Fares/Day		Total Revenue
The Inn at Palmetto	Estill to Bluffton	144	4:30 AM	1 Driver	\$1,102.00	\$912.45	\$0.00	\$20.00	\$25.00	\$957.45	\$2,059.45	7	\$6.22	\$957.45	\$1,102.00
Bluff	via Rigeland		6:00 AM	Up to 10 Passengers	\$1,102.00	\$912.45	\$0.00	\$20.00	\$25.00	\$957.45	\$2,059.45	8	\$5.44	\$957.45	\$1,102.00
					\$1,102.00	\$912.45	\$0.00	\$20.00	\$25.00	\$957.45	\$2,059.45	9	\$4.84	\$957.45	\$1,102.00
												Full Cost/Break Even Fare			
				4:00 PM	\$1,102.00	\$912.45	\$0.00	\$20.00	\$25.00	\$957.45	\$2,059.45	7	\$13.37	\$2,059.45	\$0.00
				5:30 PM	\$1,102.00	\$912.45	\$0.00	\$20.00	\$25.00	\$957.45	\$2,059.45	8	\$11.70	\$2,059.45	\$0.00
					\$1,102.00	\$912.45	\$0.00	\$20.00	\$25.00	\$957.45	\$2,059.45	9	\$10.40	\$2,059.45	\$0.00
			22 Days												

Two Month Shortfall Total
\$3,704.00

South Carolina Vanpool Route Expense and Revenue Report for Month 1

SCENARIO #1

Route	Origin/Destination	Daily R/TMI	Schedule	Starting Ridership	Cost					Revenue			Daily Fare*	Total Revenue	Net Operating Subsidy	
					Mini Van	Fuel	Insurance	Deductible	Miscellaneous	Total Operating	Total Cost	Ridership				Operational Only
SC-LCOG	Brunson to Yemassee	74	7:00 AM	1 Driver	\$1,000.00	\$332.49	\$1,500.00	\$20.00	\$25.00	\$377.49	\$2,877.49	4	\$5.00	\$440.00	\$2,437.49	
				4 Passengers	\$1,000.00	\$332.49	\$1,500.00	\$20.00	\$25.00	\$377.49	\$2,877.49	5	\$5.00	\$550.00	\$2,327.49	
					\$1,000.00	\$332.49	\$1,500.00	\$20.00	\$25.00	\$377.49	\$2,877.49	6	\$5.00	\$660.00	\$2,217.49	
				Full Cost/Break Even Fare												
					\$1,000.00	\$332.49	\$1,500.00	\$20.00	\$25.00	\$377.49	\$2,877.49	4	\$32.70	\$2,877.49	\$0.00	
					\$1,000.00	\$332.49	\$1,500.00	\$20.00	\$25.00	\$377.49	\$2,877.49	5	\$26.16	\$2,877.49	\$0.00	
					\$1,000.00	\$332.49	\$1,500.00	\$20.00	\$25.00	\$377.49	\$2,877.49	6	\$21.80	\$2,877.49	\$0.00	
22 Days																

*\$4.00 fare represents a minimum daily rate

South Carolina Vanpool Route Expense and Revenue Report for Month 2

Route	Origin/Destination	Daily R/TMI	Schedule	Starting Ridership	Cost					Revenue			Net Operating Subsidy			
					Mini Van	Fuel	Insurance	Deductible	Miscellaneous	Total Operating	Total Cost	Ridership		Ridership Fares/Day	Total Revenue	
SC-LCOG	Brunson to Yemassee	74	7:00 AM	1 Driver	\$1,000.00	\$332.49	\$0.00	\$20.00	\$25.00	\$377.49	\$1,377.49	4	\$5.00	\$440.00	\$937.49	
				4 Passengers	\$1,000.00	\$332.49	\$0.00	\$20.00	\$25.00	\$377.49	\$1,377.49	5	\$5.00	\$550.00	\$827.49	
					\$1,000.00	\$332.49	\$0.00	\$20.00	\$25.00	\$377.49	\$1,377.49	6	\$5.00	\$660.00	\$717.49	
				Full Cost/Break Even Fare												
					\$1,000.00	\$332.49	\$0.00	\$20.00	\$25.00	\$377.49	\$1,377.49	4	\$15.65	\$1,377.49	\$0.00	
					\$1,000.00	\$332.49	\$0.00	\$20.00	\$25.00	\$377.49	\$1,377.49	5	\$12.52	\$1,377.49	\$0.00	
					\$1,000.00	\$332.49	\$0.00	\$20.00	\$25.00	\$377.49	\$1,377.49	6	\$10.44	\$1,377.49	\$0.00	
22 Days																

*\$4.00 fare represents a minimum daily rate

South Carolina Vanpool Route Expense and Revenue Report for Month 1

SCENARIO #2

Route	Origin/Destination	Daily R/TMI	Schedule	Starting Ridership	Cost					Revenue			Net Operating Shortfall			
					Mini Van	Fuel	Insurance	Deductible	Miscellaneous	Total Operating	Total Cost	Ridership		Operational Only	Total Revenue	
SC-LCOG	Brunson to Yemassee via Luray	116	7:00 AM	1 Driver	\$1,000.00	\$505.27	\$1,500.00	\$20.00	\$25.00	\$550.27	\$3,050.27	5	\$5.00	\$550.27	\$2,500.27	
				5 Passengers	\$1,000.00	\$505.27	\$1,500.00	\$20.00	\$25.00	\$550.27	\$3,050.27	6	\$5.00	\$660.00	\$2,390.27	
					\$1,000.00	\$505.27	\$1,500.00	\$20.00	\$25.00	\$550.27	\$3,050.27	7	\$5.00	\$770.00	\$2,280.27	
				Full Cost/Break Even Fare												
					\$1,000.00	\$505.27	\$1,500.00	\$20.00	\$25.00	\$550.27	\$3,050.27	5	\$27.73	\$3,050.27	\$0.00	
					\$1,000.00	\$505.27	\$1,500.00	\$20.00	\$25.00	\$550.27	\$3,050.27	6	\$23.11	\$3,050.27	\$0.00	
					\$1,000.00	\$505.27	\$1,500.00	\$20.00	\$25.00	\$550.27	\$3,050.27	7	\$19.81	\$3,050.27	\$0.00	
22 Days																

*\$4.00 fare represents a minimum daily rate

South Carolina Vanpool Route Expense and Revenue Report for Month 2

Route	Origin/Destination	Daily R/TMI	Schedule	Starting Ridership	Cost					Revenue			Net Operating Shortfall			
					Mini Van	Fuel	Insurance	Deductible	Miscellaneous	Total Operating	Total Cost	Ridership		Ridership Fares/Day	Total Revenue	
SC-LCOG	Brunson to Yemassee via Luray	116	7:00 AM	1 Driver	\$1,000.00	\$505.27	\$0.00	\$20.00	\$25.00	\$550.27	\$1,550.27	5	\$5.00	\$550.27	\$1,000.00	
				5 Passengers	\$1,000.00	\$505.27	\$0.00	\$20.00	\$25.00	\$550.27	\$1,550.27	6	\$5.00	\$660.00	\$890.27	
					\$1,000.00	\$505.27	\$0.00	\$20.00	\$25.00	\$550.27	\$1,550.27	7	\$5.00	\$770.00	\$780.27	
				Full Cost/Break Even Fare												
					\$1,000.00	\$505.27	\$0.00	\$20.00	\$25.00	\$550.27	\$1,550.27	5	\$14.09	\$1,550.27	\$0.00	
					\$1,000.00	\$505.27	\$0.00	\$20.00	\$25.00	\$550.27	\$1,550.27	6	\$11.74	\$1,550.27	\$0.00	
					\$1,000.00	\$505.27	\$0.00	\$20.00	\$25.00	\$550.27	\$1,550.27	7	\$10.07	\$1,550.27	\$0.00	
22 Days																

*\$4.00 fare represents a minimum daily rate

Two Month Shortfall Total
\$3,500.00

SMARTVAN CAPITAL SUMMARY

Route	Two Month Shortfall Total
Publix	\$3,500.00
MCAS	\$3,140.00
Inn at Palmetto Bluff	\$3,704.00
SC-LCOG	\$3,500.00
TOTAL TWO MONTH CAPITAL	\$13,844.00
BUDGETED CAPITAL	\$12,000.00
Projected Capital Shortfall	-\$2,152.00

Appendix F – Media Coverage

The Lowcountry Council of Governments is sponsoring a new program whose timing couldn't be better.

Press and Standard

Editorial

Published, September 6, 2005

The council has received \$80,000 in grants to provide vanpool services in Colleton, Jasper, Beaufort and Hampton counties.

The project has been in the works for more than two years, but now it is ready to hit the road. It's just a coincidence that it is coming out when gas prices are climbing to new heights.

The program works this way:

Five or more people who commute 15 miles or more to work can get a minivan. The van will be provided by 2Plus, a nonprofit group hired by the Lowcountry Council of Governments to run the program.

One of the commuters has to volunteer to drive the van. The driver gets free fare and free liability insurance. The driver also gets to use the van for 150 miles a month for personal use. His duties are to collect the fares and keep a log of the riders.

The cost to the passengers is \$4 to \$6 a day. But such expenses are eligible for a tax benefit. If the employer agrees, the employee can receive up to \$100 a month of his salary, before taxes, to be used for transportation costs. Employers could also pay the cost as an employee benefit.

So far, there have been no takers, and the council is just waiting for someone to come along to begin the program. 2Plus has contacted companies in Beaufort County about the program, and information about it is being given out by employers to their workers.

Employers in Colleton County are eligible, but anyone who works and has enough people to get started is also eligible for the program. And there are no income requirements.

Those who are interested in the program should call Jodie Harper at 2Plus, toll-free, at 1-877-683-0372, extension 252. You should also call that number if you are a car dealer and would like to donate a van.

The vanpool is a great way to avoid the gas lines, conserve fuel and have some company on the way to work.

Vanpooling Program Seeking Participants

Bluffton Today

Published, September 4, 2005

Lowcountry *SmartVan*, a van pooling pilot project, is seeking employers for participation in the transportation effort.

Officials recently began contacting companies that previously expressed interest in helping their employees pool rides on vans.

"The project has potential long-term economic benefits for the area if this trial is successful," said Ginnie Kozak, planning director with the Lowcountry Council of Governments.

"It has followed a two-year progression from a recommendation in the Lowcountry Public Transportation Strategy (in 2003) to a feasibility study (in 2004) to implementation," she said.

2 Plus Inc. is the service provider.

For more information call toll free 1-877-683-0372 or visit www.lcsmartvan.org on the Internet.

Counties Hope Convenience, Savings Will Lure Commuters to Van Pooling

By Christian Livermore, TBR Staff

The Business Report and Journal

Published, October 3, 2005

BEAUFORT – Lowcountry Council of Governments officials hope a new van pooling program will cut down on traffic, curb pollution, and generally make commuting easier for South Carolina businesses and their employees.

The Council in August awarded a contract for coordinating the van pooling to 2Plus Inc after the company conducted a research project that found high interest in van pooling among workers and employers in the four counties that make up the Lowcountry Council area – Beaufort, Colleton, Hampton and Jasper, Lowcountry Council Planning Director Ginie Kozak said. “[2Plus was] amazed by the level of enthusiasm,” Kozak said. “What was interesting was we found a lot of people in this area – a quarter of the people or more – were already car pooling.”

The van pooling idea was born of a transportation feasibility study the Lowcountry Council did in 2003. Van pooling was the number one recommendation from the study. The Lowcountry Council began planning the project in late 2004.

2Plus Vanpool Managers Jodie Harper and Brent Hodges have been contacting area employers to find groups who want to van pool. A pool needs a “bare minimum” of a volunteer driver and four other riders to make it economically feasible, Harper said. “Typically van pools make economic sense if the riders are going more than 15 miles one way and are not in an area served by another service,” Harper said. “The longer the distance and the more people in the van, the more economical it is.”

They have been focusing on Beaufort since it has the largest population concentration and some of the larger employers. They will expand their calls to the other three counties over the next couple of months.

Van pooling will begin as soon as they find enough people to fill a van. “We’re ready to put vans on the road whenever we can identify a commuting group,” Harper said.

Normally 10 people must ride in a van for that pool to break even, but funding from the South Carolina Department of Transportation and the Community Foundation of the Lowcountry Inc will make up the difference until the program can become self-sustaining.

Kozak said the van pooling will help employers by giving their employees a sure-fire ride to work and by helping the employees be fresher when they arrive. “A lot of times companies have good employees who do not have dependable transportation, so the employee in spite of him- or herself is not as dependable as they could be,” Kozak said. “Also, some employees are coming from a relatively long distance. The average commute in this area is 30 minutes, which is a relatively long commute in a rural area. If you’re doing all that driving, it can take away from your productivity on the job.”

It can also be a good recruitment and retention tool for employers, Harper said. “It may allow an employer to recruit from an area farther away when it might not have been economical for an employee to travel that distance in a car by themselves,” Harper said.

Kozak said economic development and Chamber of Commerce representatives feel the van pool option is an attractive service they can offer to potential businesses. Beyond the convenience and reduction in traffic, Kozak said more people are interested in van pooling because of the rising price of gasoline.

“As the year goes on, as people realize that gas prices really aren’t going to come down, once it gets going I think it will develop quite a bit of momentum and a life of its own,” Kozak said.

The Council is also looking at the van pool program as a first step in helping to change attitudes toward public transportation and reduce the stigma it carries in some circles. “Traditionally, public transportation in this region has been for people who are seriously economically disadvantaged, but in other areas – such as New York and Toronto, it’s norm, and even parts of rural North Carolina are served by van pool,” Kozak said. “And we would like people to feel this is appropriate for any economic or social group. And it’s economically efficient because you only have a vehicle running when people are going to use it.”

Lowcountry SmartVan Program offers commuters transportation alternative

Cpl. K. A. Thompson
Jet Stream Staff

The Lowcountry Council of Governments is currently working to develop vanpool routes to help employees in Beaufort, Colleton, Hampton and Jasper counties get to and from work.

The Lowcountry SmartVan Program is a pilot project funded by the Community Foundation of the Lowcountry and the South Carolina Department of Transportation. Under the project, 2Plus, Inc., a national non-profit organization specializing in vanpooling, will administer the program by forming vanpool groups and providing vehicles for the routes.

The program is eligible for the Federal Commuter Choice Benefit, according to Brent Hodges, a vanpool manager for 2Plus. Commuters Choice is a nationwide initiative for employers to offer a broad range of commuting choices to their employees, which includes tax incentives available to commuters.

There are several reasons why vanpooling is a viable transportation option for service members and civilian Tri-Command employees who commute to and from work, according to Hodges.

“Vanpooling is defined by groups of five or more people traveling in similar commute patterns, going to and from similar destinations, and on similar shifts agreeing to a rideshare arrangement,” Hodges said. “Vanpooling is an efficient and cost effective alternative transit mode. It saves money in gas, provides a reliable means of transportation, frees up a personal vehicle for other family members, and saves on personal (expenses).”

The SmartVan Program works on a volunteer-based driver system. Driver benefits include a fuel card and maintenance provided for the vehicle, free personal use of 150 miles per month and free transportation to and from work, according to Jodie Harper, the Lowcountry SmartVan Program manager.

“The driver must have a valid U.S. driver’s license and be insurable,” Harper said. “2Plus provides the van, training for the driver and insurance for the driver.”

Vanpools can help lower congestion to the roadways and reduce the need for parking spaces, but there are other incentives that may benefit civilians working in the military community, according to Harper.

“It can be a great tool to reducing absenteeism and tardiness,” Harper said. “It can also be a tool for recruitment and retention of civilian employees. It allows you to recruit civilian employees from households that may not have considered working on base because of lack of transportation or distance in travel.”

In 2003, Lowcountry Council of Governments and the Atlanta consulting firm Day Wilburn Associates completed the Lowcountry Public Transportation Strategy for the four-county (Beaufort, Jasper, Colleton and Hampton) region. Based on analysis of resources, opportunities and a wide variety of social, economic and transportation issues, the number one recommendation was to establish a regional vanpool program, according to Ginnie Kozak, the planning director for the LCOG.

“In late 2004, 2Plus was hired to assess the feasibility of initiating a Vanpool Pilot Project for commuters in the Lowcountry,” Kozak said. “They spoke to 255 major employers (including human resources directors in the Tri-Command) in Beaufort County and found that the majority were very much in favor of the project.”

By conducting surveys, 2Plus found the level of support for a vanpool project was considerably higher in the Lowcountry than other parts of the U.S., which could indicate a future change to the local transit system, according to Kozak.

“In 2005 2Plus was engaged to get the ball rolling, so to speak,” Kozak said. “This is a pilot project. If it is successful it could lead not just to long-term vanpooling, but also to other new transportation initiatives in this area.”

To learn more about the Lowcountry SmartVan Program call Harper at 877-683-0372 ext. 252 or email jharper@2plus.com. Tri-command residents interested in vanpools may also contact Hodges at 877-683-0372 ext. 256 or email bhodges@2plus.com.

Program offers group commute

By Robert Sandler

The Island Packet

Published Saturday, September 3rd, 2005

<<http://www.islandpacket.com/news/local/story/5151486p-4685920c.html##>>

Are record gas prices blowing your budget? Sick of fighting rush-hour traffic? Or just tired and don't want to drive home after a long day's work?

A new vanpooling program for people who live and work in the Lowcountry wants to hear from you.

2Plus Inc. is setting up vanpools throughout the Lowcountry for groups of at least five people who live near one another and work in the same general area. The program also may be for people who live or work on other people's daily commuting route.

The vanpools are being paid for by grants from the state Transportation Department and the Community Foundation of the Lowcountry. Those agencies are donating about \$80,000 to the Lowcountry Council of Governments, which has hired 2Plus Inc. of Cary, N.C., to administer the program.

2Plus is focusing on businesses, mostly on Hilton Head Island and in Beaufort, whose employees have unreliable transportation or just want to join others in the commute.

The program will be available for people who live in Beaufort, Colleton, Hampton and Jasper counties for commuter transportation within the area.

Roundtrip fares will vary based on distance traveled but probably will be between \$4 and \$6, according to Jodie Harper of 2Plus.

People interested in Lowcountry vanpooling should call (877) 683-0372, extension 252 or 256, or log on to www.lcsmartvan.org.

The Lowcountry Council will lease one or two vans to take people from their homes to their jobs, according to planning director Ginnie Kozak.

She said she thinks vanpooling will be successful in the area because many people already carpool to work.

Volunteers with clean driving records also are needed to drive the vans.

The drivers will get to use the vans for up to 150 miles per week of legal personal use, said Jodie Harper of 2Plus.

"It's an enticement," Harper said, "because they aren't getting the benefit of sitting back and taking a nap on the way to work."

Surveys of Lowcountry businesses last fall showed "a lot of interest" in vanpooling, she said. 2Plus staffers are contacting those businesses to measure their interest.

The vanpooling program is scheduled to run through December on a trial basis but is expected to be extended into

Colleton County drivers sick of high prices at the gasoline pump now have an alternative.

By Don McCloud

Managing Editor

Press and Standard

Published, September 2, 2005

A new vanpool program is being established to get people to and from work. This could help some of the more than 4,790 Colleton residents who work outside the county.

Plans for the vanpool began long before the gas crisis hit, but organizers say that the increases in gas prices should create more interest in the program.

Jodie Harper, vanpool manager for 2Plus Inc., which will administer the program, says her organization has seen an increase in demand for vanpools across the country.

Five or more people can band together to get a van. The volunteer driver doesn't have to pay fare and gets to use the van for 150 miles of personal use per month. The cost for the passengers is \$4 to \$6 a day, depending on the length of the drive.

Vanpool organizers say they can have a van ready for a group in about 10 days.

The program is sponsored by the Lowcountry Council of Governments, whose territory includes Colleton County. The council has received an \$80,000 grant from the state Transportation Department and a \$40,000 grant from the Community Foundation of the Lowcountry based in Hilton Head.

The council has contracted with 2Plus Inc., a nonprofit organization, to administer the program and provide the leased vans.

So far, 2Plus has been contacting employers, mostly in Beaufort County, to see if their employees would be interested in the program.

But the program is available to employers and employees in Colleton County, as well. All you have to do is call Jodie Harper, 2Plus vanpool manager, toll-free at 1-877-683-0372, extension 252, to get started.

Drivers must have a valid driver's license and proof that they are insurable. They collect the fares and keep a rider log. Their liability insurance will be paid for by the program.

There is no minimum distance-requirement on the van travel, but Harper says that it usually takes trips of over 15 miles to be cost-effective for the commuters.

The project, which is now ready to get on the road, has been in the works for more than two years. In 2003, the Lowcountry Council of Governments sponsored a study that found that 22 percent of Colleton's labor force carpools to and from work. The top recommendation of that study was to create a vanpool.

A study was conducted last fall by 2Plus that determined that there was enough interest in vanpool service for it to be successful in the region, which spans Colleton, Jasper, Beaufort and Hampton counties.

Ginny Kozak, planning director of the Lowcountry Council of Government, says it would be the first such service in South Carolina. The program has been implemented in other states, including North Carolina.

One of the main backers of the program is the Community Foundation of the Lowcountry of Hilton Head Island. Many Hilton Head service workers cannot afford to live there, so the vanpool would help employees and employers there, Harper said.

Employers can also help employees pay for the vanpool fare while at the same time reducing the company's tax bill. Workers can receive up to \$100 a month of their pre-tax salary for such transportation to and from work. The employer would reduce the amount of FICA it had to pay for workers.

Appendix G – Program Flyers

The following three pages contain our two page overview for employers and a one page company handout for employees.

Lowcountry SmartVan Program

Do I qualify?

Do you have...

Unmet transportation needs

Workers in rural areas

Staff with unreliable transportation

Recruitment assistance needs in distant counties

Groups of workers traveling from similar areas, at similar times

Workers commuting more than 15 miles one-way?

and

Five or more employees interested in vanpooling?

ABSOLUTELY!

Commuter vanpooling is a creative, long-term transportation option that is efficient, safe, and reliable in getting employees to and from work. Vanpooling provides increased access for individuals to employment sites located within and outside their county of residence. Regional vanpooling promotes growth for residents and businesses by providing increased mobility and more employment opportunities.

The Lowcountry Council of Governments (LCOG) is coordinating a project for employment vanpool routes to serve Colleton, Jasper, Beaufort, and Hampton Counties. 2Plus, Inc., a national non-profit organization specializing in vanpooling, provides administrative support and vehicles for the operation of the program.

Vanpooling is an arrangement whereby a minimum of five persons are taken to and from pickup sites, to their places of employment and returned to the place where the trip originated. Each vanpool must have at least one volunteer driver.

This program is eligible for the federally funded and supported Commuter Choice Program, a program that saves thousands of dollars for businesses and employees every year. For more information about Commuter Choice visit www.commuterchoice.com.



Roles & Responsibilities

Employer

- Identify riders
- Identify volunteer driver
- Optional: Payroll Deduction
- Optional: Commuter Choice participation
- Optional: Incentives/Fare support

Volunteer Driver

- Maintain Rider Log
- Collect fares
- 150 personal miles per month
- Be a safe and responsible driver
- Coordinate maintenance

Rider

- Commit to ridership
- Pay fare based on distance traveled

LCOG

- Provide “capital” and “administrative” costs

2Plus, Inc.

- Formation of routes
- Screening/orientation of drivers
- Monitor ridership totals
- Generating monthly rider reports and invoices for each vanpool
- Provide maintenance and repair, insurance, and indemnification from liability
- Provide corporate gas card for all vans in service

Program Benefits

Employee Benefits

- Reduced personal transportation expense
- Reduced mileage on personal vehicle
- Reduced waits in traffic
- Less stress/more relaxed at work

Employer Benefits

- Guaranteed means of transportation for employees
- Reduced parking congestion
- Increased on-time arrival of employees
- More relaxed employees leading to increased productivity
- Ridematching services for employees
- Local support for formation and management of vanpool routes
- Commuter Choice tax incentives

Vanpool Advantages

- Regional multi-county coverage
- Availability for all shifts
- Weekend and holiday services
- Vehicle cost sharing



For More Information Contact:

Brent Hodges
Vanpool Manager
2Plus, Inc.
(877) 683-0372 ext. 256
bhodges@2plus.com

OR

Jodie Harper
Vanpool Manager
2Plus, Inc.
(877) 683-0372 ext. 252
jharper@2plus.com

This program is sponsored by SCDOT and the Community Foundation of the Lowcountry, Inc.

Lowcountry Council of Governments VANPOOL PROGRAM



XXXXX is working with the Lowcountry Council of Governments (LCOG) to develop vanpool routes that help employees get to and from work. 2Plus, Inc., a national non-profit organization specializing in vanpooling under contract with the LGOG, will help form vanpool groups and provide vehicles for the routes. Some features of the Vanpooling are:

WHAT IS VANPOOLING?

- Five or more people riding together on same shift
- Convenient pick-up points in route
- No boundaries – routes can start in any town, city, or county
- Routes can be formed for all shifts, weekends, and holiday services
- 15 Passenger Vans – No special license required
- Volunteer primary and back-up drivers



WHAT ARE THE BENEFITS OF VANPOOLING?

FOR THE DRIVER

- ✓ Free transportation to and from work
- ✓ Free 150 Personal Miles use of van every month
- ✓ Fuel Card for the vehicle
- ✓ Maintenance provided for the vehicle

FOR THE RIDERS

- ✓ Reduced personal mileage/wear and tear on vehicle
- ✓ Less personal expense on transportation
- ✓ More relaxed arriving at work
- ✓ Security and safety (especially in second and third shifts)
- ✓ Incentives for adding new riders
- ✓ Tax savings with the Federal Commuter Choice Program; visit www.commuterchoice.com
- ✓ Average fares ranging from only \$5.00 to \$7.00 per day



TRY VANPOOLING IF YOU WANT TO:

- Spend less time waiting in traffic
- Want to save money in your commute to work
- Want an efficient and reliable way to work
- Feel more relaxed arriving at work

If you are interested in participating in a vanpool, please contact XXXXXX. There is no obligation or commitment for stating you are interested. More information and group meetings about vanpool routes will be available as vanpool groups develop.

These services are provided, supported, and insured by 2Plus, Inc. and the Lowcountry Council of Governments. This program is sponsored by SCDOT and the Community Foundation of the Lowcountry Inc.

You can also contact Jodie Harper (ext. 252) or Brent Hodges (ext. 256) with 2Plus with any questions at (877) 683-0372.

Appendix H – Employer Database

The online employer database can be found at <http://database.lcsmartvan.org>. It is also included as an attachment to this report in the following pages. This attachment does not contain all data fields found in the online database.

COMPANY	PHONE	CONTACT NAME	CONTACT E-MAIL	COMMENTS	Followup
A-1 Tire & Truck Svc	843-538-8801	Betty		Chad Beach is GM and Betty is the lady who really runs the business. Betty really likes the concept of a vanpool and will pass on information to the GM and owner.	Betty said she was going to "fill it out and mail it to HQ for them to review but I think that we are going to be able use it". Whatever that means.
ALPHA JANITORIAL SVC	(843) 525-0201	DEBRA DABNEY			Cleaning service, people don't come to office, go to different businesses DNQ
Asten Inc	843-549-6333	Melissa Phalen ext 3110	Melissa.phalen@astenjohnson.com	If you can't get some going here you are in the wrong business. This lady is going to support the "stuff" out of a vanpool effort.	vm twice then I left a message/ talked to Melissa and she has done some spreading of the word and hasn't gotten great results. Will meet with the whole team and let us know the results soon.
Automatic Fire Syst AUTOZONE	843-208-3750 (843) 525-9298	Cindy Nell RICHARD JOHNSON			gave to shop foreman and hasn't heard anything back.
Baird Transport Inc BAPTIST CHURCH OF BEAUFORT	843-784-2021 (843) 524-3197	Troy Baird HARRY ROWLAND	bairdtrans@aol.com	They have 20 people driving to work each day and are willing to work on vanpools.	call back, out of office/ on phone/ just stepped out, cb// gone for the day, call back 12/2// loves the concept just can't figure out how to make it work for his business. If he had a lot to park his trucks on each night then he could get his drivers to use vans instead and all would be well with the world wrong number
BAY 10 VENTURES BAY VIEW NURSING CTR	(843)681-6817 (843) 524-8911	DUANE CONSTANTINO BARBARA ATKINSON		Barbara is very interested in getting something going	not enough people coming from the same direction DNQ
BEAR CREEK GOLF CLUB	(843) 681-9267	CHARLES DUVAL		Golf grounds crews.	Call back, There is a new manager Phone number has changed.Direct number. No answer/call back
BEAUFORT COUNTY DIS-SPEC NEED BEAUFORT COUNTY HEALTH NURSE BEAUFORT GAZETTE BEAUFORT GLASS CO INC BEAUFORT HIGH SCHOOL BEAUFORT HOUSING AUTHORITY	(843) 525-7680 (843) 525-7625 (843) 524-3183 (843) 524-3997 (843)322-2000 (843)525-7059	MITZI WAGNER TERESA DE LOACH JIM CATO SCOTT RABON DAN DURBIN EDWARD BOYD		Bob Similar is going to present the concept to others Very interested for herself as well as her people Willing to take a look at the program	Bob no longer available -Gary Stoe po box 129 port royal sc 29935 Call back-busy Call back- answering machine Call back this afternoon.
Bells Elementary School Best Western Inn BETHEA JORDAN & GRIFFIN	843-866-2417 843-726-8101 (843)785-2171	Cordelia Jenkins Neal Patel WILLIAM L BETHEA JR	cjenkins@mail.colleton.k12.sc.us bwpsouth@hargray.com	Send information to her assistant via e-mail and soon!	Call back resent information to correct e-mail address/ try after 4:00 12/1
BFG COMMUNICATIONS	(843)837-9115	KEVIN MEANY		Sheree belongs to an organization of HR managers Employees already car pool. Would like to receive more information	Call back
BIG LOTS Bi-Lo BLUFFTON TOWN HALL BROAD CREEK PUBLIC SVC DIS	(843)522-8404 843-549-1625 (843)706-4500 (843)785-7582	DAVID WATSON Ricky Pringle BRUCE BEHRENS RUSSELL HILDEBRAND		Send some information so they can put it up on the bulletin board Sounds very supportive	Call back, working late shift 9:00pm ricky no longer at this store Joshua Martin is the manager Call back 1 hr
Brunson Elementary School	803-632-2531	Buren Martin	wmartin@hampton1.k12.sc.us	Would love to promote it to his people	in meeting on 11/30 call back 12// will speak to teachers again tomorrow afternoon and tell them that there are only 2 vans left get it going!!!
Brunson Laundry & Cleaners BUILDERS FIRST SOURCE BUILDERS FIRSTSOURCE	803-632-2558 (843) 681-9600 8435247923	Perry Bullard MARK CASTON ROBERT DUNN	b.laundry@comcast.net	Send info ASAP!!	Out of office until afternoon 12/5// out of office until 12/9// resent e-mail information 12/13. follow-up on 12/14.// call back afternoon 12/14, call back on 12/15// call back afternoon 12/16// Albert Kohler new contact, sent information to Brent for follow-up 12/19
Builders Wholesale Carpet Inc	843-208-5219	Jackie Rickert		Several people recently started carpooling together. Very interested. Will pass along to mgmt.	Employees are spread out DNQ did not receive fax, please fax again/ did get e-mail rickertj@builderswholesale.com, "don't call us, we'll call you" 12/1
Burger King CAROLINA AIR INC	843-784-3388 8435242581	Mary JOHN TUCKWILLER		Spoke with Mary in corporate office and she is interested in getting information. Her boss (franchise owner) will also look over information and they will promote it to their people. Mary's number is 843-681-7411.	Call back around 1or2

COMPANY	PHONE	CONTACT NAME	CONTACT E-MAIL	COMMENTS	Followup
CAROLINA FIRST BANK	(843) 341-4530	RANDY DOLYNIUK			Number changed- Direct Number. Call back
Carolina Soya	803-625-2711	Joe Peebles	joegrav@carolinasoya.com	very supportive. wheels were turning while we were talking and he will be a good, no great supporter.	got information, is promoting it with other business leaders, not able to use vanpool there for his people. Steven Rigg no longer available. Direct number for Mr. Winans Call back tomorrow around 9
CAROLINA WEDDINGS Carolina-Doric Inc	(843) 681-6950 843-669-7963	BILL WINANS Barbara Evens		Already have a carpool with 5 riders. Very interested. Interested in promoting the program. Has some doubt that it will work because of starting times and logistics but willing to post a poster.	IN Florence, out of territory cb/got information, hasn't been able to review it with all that is going on. Will review and pass on to workforce. Will call with any questions. left message for Laura, call back. Cb 12/1 call back after 2:15// did not have anyone interested. Gave information will contact Mr Hodges
Castalloy Ispc	843-538-2711	Richard Stone	richard.stone@castalloycorp.com		Number changed- Direct Number. Call back
Ccx Fiberglass Products Div CELEBRATION EVENTS CHARTER I NORTH REALTY	843-538-8041 8436897526 (843) 815-9966	Laura Mullins ext. 230 MOLLY KENNEDY RICHARD MAC DONALD	lmullins@ccxfiberglass.com	Will pass information on to spouses, admin staff, etc	Did get the information, busy season right now, will look it over and call if..... Call back tomorrow Call back
Cherokee Plantation CHILD ABUSE PREVENTION ASSOC CHILDREN'S CENTER INC	843-844-8000 8435244350 8436812739	Dee McMurray SUSAN CATO PAUL SHEPHARD	Dee@cherokeplantation.com	Admin assistant said that Scott Crosby (GM) was out but to fax the information over anyway because they could possibly use a vanpool.	Call back and speak to Denise on 12/5 if Scott isn't in.mail information for future reference.]
Circle C Travel Plaza	843-538-5443				vm, out to lunch, call back today 11/30, vm/ 12/1 vm (3) in am, vm in pm// 12/2 vm in the am, vm in the pm, keep tryin', call on Monday// 12/5 vm in the am, am, pm12/6,7,8 vm, vm,,,,,,//12/12//13//14
Cleland Construction Co Inc	843-987-0500	Kevin Smith	ksmith@clelandconstruction.com	Very interested. Has several people coming to the island from Hampton.	vm 12/1/ spoke to Barbara 12/2 and resent files to new e-mail address. Call on Monday 12/5 to discuss.// vm on 12/5. Got e-mail, call next week 12/12// vm 12/12 out of office cb 12/13// 12/13 vm, vm//12/14 vm, sounds like a great plan, just won't work here.....keeping information on hand out of office message 12/1, back tomorrow//vm 12/2 am & pm & pm// 12/5 immediate vm, same in pm// not able to promote it in time, too busy, don't call back, scratch!!!! Sonya no longer available. Mr. Norris available Thurs. 12/8 out today, call back tomorrow//Linda has information, no interest now but will post it and see what happens. Employees are spread out DNQ
Coastal Carolina Medical Ctr	843-784-8000 (8216)	Barbara Van Peurseem	barbara.vanpeurseem@lpnt.net		
Coastal Electric Coop	843-538-5700	Mike Hartenburg	mike.hartenburg@coastal.coop		
COASTAL EMPIRE COMMUNITY MNTL	8435243378	RAY NORRIS			
Coastal Lumber Co COCA-COLA BOTTLING CO CNSLDTD	843-538-2866 8435256293	Linda Hayes GUY TARRANCE	lhayes@coastallumber.com	Send information and Linda will post it by both time clocks.	
Coldwell Banker COLDWELL BANKER Colleton County High School	843-869-2682 8435222121 843-538-2904	Al Mc Cormack BILLY KEYSERLING Judith	edistois@seaislandrealty.com	Has one person who has a need for a vanpool right now, will check with others.	Realestate DNQ Frank Barnhill is Principle not in 12/1. call back 12/2// Talked to many, no takers. Done. Just opened information, will call Jodie
Colleton County Jail Colleton Middle School Colleton Place	843-549-5742 843-549-2690 843-538-8181	Carl Strickland Shannon Stephens Laura Redmen	scstephens@mail.colleton.k12.sc.us	Will promote to all. FAX VERY, VERY interested.	on the phone, call back 12/1/ gone to lunch at other school cb/ going to talk to custodial staff and call DR B's number with results
Colleton Preparatory Academy	843-538-8959	Art Ellis	aellis@colletonprep.org	VERY, VERY interested. not sure if it will work for them but willing to hang a poster.	Already has 2 people in a carpool.
Colleton Special Svc Div Comfort Inn COMFORT INN COMFORT INN & SUITES	843-549-2712 843-726-2121 8435259366 8438426662	Cindy Sarvis Tammy White MAHESH DESAI	csarvis@mail.colleton.k12.sc.us twhite@mcpeakehotels.com	Please call this man, John Montgomery Already has a couple of carpools with over 5 people (teachers) involved. Mail information to PO Box 208 Another one who is now on fire for getting more van information	Cindy is on the phone, call back 12/2 pm
Cottageville Elementary School	843-835-5716	Karl Naugle			can't remember if he got the information or not. Too busy to talk. Needs a hearing aid.
COUNTRY INN & SUITES-CARLSON	8433794000	JAY DESAI			

COMPANY	PHONE	CONTACT NAME	CONTACT E-MAIL	COMMENTS	Followup
CRAZY CRAB	8436815021	PETER KENNEWEG			
CRAZY CRAB	8433632722	CHUCK LARSON		Mail info to the Crazy Crab address	
CROWNE PLAZA HILTON HEAD ISLAND	8438422400	JACK SWILLEY		Chris' direct line is 843-341-1833	
CVS Pharmacy	843-549-1546	Laura Brogan			
CYPRESS OF HILTON HEAD	8436897000	CATHERINE JENKINS		Debra Bradley is the HR director.left message 4 Director;	emailed, meeting setup for 3p on 9.20, did not hear back, left message on 11.4
D & M COASTAL MANAGEMENT CO	8436893222	DAVID WESTERLUND		Debra Bradley is HR Manager bradleyd@lcsnet.com	
D & M COASTAL PROPERTY MGMT CO	8436868694	MABLE WESTERLUND			
DAUFUSKIE ISLAND CLUB & RESORT	8438422000	SCOTT BREWTON		Please send info. via fax.	
Dayco Products Inc	843-538-5941	Tom Green ext 210	Tom_Green@markivauto.com	Tom is supportive of the idea. Has some carpool people in mind now.	am/ in meeting for rest of the day, call back tomorrow./ new day, same results/ sec told me that he won't be back until afternoon today 12/1 after 4:00// vm 12/2 am Spoke to Tom, resent e-mail. Still very supportive for his people. 12/5 call back after 1:00, in staff meeting// got information, passing it along to his HR people, they will review and get with us if it is something that will work for his people.
DISNEY'S HILTON HEAD ISLAND	8433414100	PAUL HART		Interested, please send information. Spoke to the man in charge who didn't give his name. Said that they would tell the owner about it when he got back from vacation. Mail to 33 Hunter Rd, Hilton Head Island, SC 29928	
Distinctive Granite & Marble	843-379-3237	John Antunes		They have 8-10 people who live in Bluffton and would be interested in vanpooling.	
DISTINCTIVE GRANITE & MARBLE	8436893237	JOHN ANTUNES			
DOLPHIN HEAD GOLF CLUB	8436815550	Melinda Gibbs		LOVES IT!! Sign them up now.left a message 9.20 - 11.5.05	emailed
DOMESTIC CLEANING CO	8437857444	Ken Timmon		called back Larry inquired regarding Hispanics in Bluffton.	
DUPRIEST CONSTRUCTION CO	8435247237	EARL DUPRIEST		c/b Ken Timmon	
Elliott Sawmilling Co	803-625-3331	Susan Rhodes		Call Mr. Dupriest	Does not believe there is a need.
ESPY LUMBER CO	8437853821	ROD MC LEOD			
Fairfield Ocean Ridge	843-869-2561	Elaine		Not interested in the program for her employees but will post something in the breakroom for others who may be in need of solutions for their spouses.	
Fennell Elementary School	843-589-2032	Willie Coker		maybe. he'll review it and maybe.	
FIRST PRESBYTERIAN CHURCH	8436813696	WILLIAM RUMSEY			
Floralife Inc	843-538-3839	Cindy Sykora	cindy@floralife.com	very responsive and willing to promote it. Asked that I call back in a week to check on interest. Cindy will post in the break room and other places.	did not get good response from her people. Will keep the info on hand
FOOD LION	8438469994	ESPERANZA GROFF		Doesn't think it would work for them but is willing to review materials	
Forest Hills Elementary School	843-549-2119	Gloria Valentine		Fax and mail. very supportive. Will call back with the results of her promotion of the program. Talked of working with other principles in the area to promote the concept.	Very supportive, has nobody that lives more than 20 mile from the school but will join with the other Colleton/Walterboro principles to push through the superintendent's office
FRIENDLY'S	8433221994	SAITH ROPPELT			Send something to them. Last time she never received anything in the mail.
FRIPP ISLAND RESORT	8438381550	Jeannine Taylor		Another strong supporter of the concept, seabrook, air station, beufort, run survey. jt@frippislandresort.com	emailed, Spoke to Jennine Taylor needs additional information. May call back about meeting Left message on 11/4 msg 12/2
General Food Store Inc	843-549-8585	Dale Fennell		Send information, don't expect any results. Dale lives in Hampton but he is the only one that lives out of town.	Dale posted the information, nobody seems interested.
GOLDEN BEAR GOLF CLUB	8436812731	Bobby or Dave			Call Dave around lunch time (11:30-12:00)
GOLDEN CORRAL FAMILY STEAK HST	8435259896	MARK GEE			
GRAYCO AUTO PARTS & TRUE VALU	8437855166	KEVIN GRAVES			
GRAYCO BUILDING CTR	8435229994	LESLIE ALESSANCRO		Doesn't effect his operations now, but in the future, it would be great	Please send something, he will ask his employees if this is something they can take advantage of. same business as above.
GRAYCO BUILDING CTR	8438155788	BEN TOMLINSON			
GRAYCO RENTAL	8438157368	BEN TOMLINSON			
Green Acres Turf Farm	803-625-3650	Bob Youmans			

COMPANY	PHONE	CONTACT NAME	CONTACT E-MAIL	COMMENTS	Followup
GRILLE AT ISLAND WEST GRISWOLD SPECIAL CARE HAIG POINT GOLF CLUB	8436896660 8436812900 8436869202	SEAN HEDLEY ALICE DAVIDSON JOHN BROWN		Very excited about the potential of having vans Edna will also forward information to the HR Manager for the county Michael Meyers. 803-943-7559	Edna said to call mike Meyers directly 12/7// busy, busy
Hampton County Payroll	803-943-7570	Edna Smith	ednamsmith@earthlink.net	She is willing to hang up posters but she is the only one in this office to commute more than 2 miles each day.	send new e-mail 12/2.
Hampton District Supt	803-625-2875	Jean Stokes 5004	StokJea@hampton2.k12.sc.us		claims that several teachers have expressed interest and thought that they had contacted us. He is going to check with them and have them call
Hampton Elementary School	803-943-3251	Eric Robinson	erobinson@hampton1.k12.sc.us	Will post the information but they only have 5 house and two repair types	
Hampton Inn	843-538-2300	Solomon Zadeh		Very interested. Sits on the council of hotel management for the area	New mgr., call back! Pronounced (Tackitch), call back! Send info., new mgr. vm 12/1 vm// vm 12/2// vm 12/2 pm// vm 12/6// Hasn't had time to promote the program, wants to talk on Monday, 12/12 to discuss further how to implement. Very supportive.// not going to implement at this time. Will keep information on hand for the future.
HAMPTON INN HAMPTON INN HAMPTON INN	8439860600 8437059000 8436817900	Amy Parker LOUANNE TAKACH Linda			
Hampton Regional Medical Ctr HARGRAY	803-943-2771 8438151600	Lynn Bowers GLORIA TAGGERT	lbowers@hamptonregional.org	Lynn will promote it in the hospital. Not sure if it will be a success but willing to try.	call back in pm 12/2,vm, put on hold and never returned// re-sent program description and sample handout on 12/7// put on hold forever, called back and got vm after several rings. 12/8// going to check to see if she got the e-mail, call back 12/9 // vm 12/12// not in office today 12/14// still no answer at her desk 12/16
Harper Nursing Ctr	803-625-3852	Denise Benton	dbenton@clarendonmemorial.com	HR Manager John Watkins 843-717-9504 Employees not Interested	msg
Haven Homes	8437179500				Fax something saying "only 5 passengers needed - gas, insurance, maintenance provided, etc." to 843-689-6287, she will post by the time clock.
HAWTHORNE INN HELENA HOUSE	8433426565 8439820233	SUZAN SHERIDAN DAVID KELL		Marcy will put something in the paychecks of her employees if we forward info	
HERITAGE LIBRARY HILTON HEAD AUTOMOTIVE HILTON HEAD HOSPITAL NUTRITION	8436866560 8438151500 8436898242	William Alstettler RAY STEVENS PATRICK CARROLL		Says that they have only part time volunteer, but are generally interested	
HILTON HEAD NATIONAL GOLF CLUB HILTON HEAD PUBLIC SVC DIST Hilton Ocean Front Resort HOLIDAY INN EXPRESS HILTON HD	8438425900 8436815525 8438428000 8438428888	BOBBY MENDENHALL PETE NARDI		Bobby's assistant (Tina I think she said) thinks that it is a good idea Please fax info. Diana Brown 843-341-8073 dianabrown@hargray.com Please fax info.	Call back, out of town, last HR mgr. Is in a different store in Savannah, GA
HOME DEPOT HONEYTREE PRESCHOOL HUNTING ISLAND STATE PARK INDIGO PINES RETIREMENT ISLAND ENVIRONMENTS ISLAND PEST CONTROL INC ISLAND RECREATION CTR	8438151410 8435249610 8438382011 8433423228 8433427734 8436815188 8436817273	GREG ADORNATO SUE ANNE REEDY RAY STEVENS ED WELCH DAVID WHITE JOHN KAISER FRANK SOULE		Thinks it could work for some of their people Please send info. via fax. Mail information to the att. of Ed Welch.	
J R Wilson Construction Co Jane Edwards Elementary School	803-943-3311 843-869-2124	Janet DeLoach Melissa Vandeiell		Have some people who carpool and others with transportation issues on maternity leave until 2/06 Carl said he didn't think it would work for anyone there in his agency but that he would hang something in the break area just in case.	on the phone, call back 12/2// Boss will look over information today 12/5 and call if interested.// call back on 12/8// on the phone// will call after 1/1 if interested
Jasper County Aging Program	843-726-5601	Carl Roach			

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JUMP & PHIL'S KATHLEEN'S GRILLE KINGHORN INSURANCE SVC KMART	8437859070 8435242500 8437852101 8435241087	JOHN GRIFFIN DANA DOMINO JAMES ROWE ERIC RUCCETTE		Please mail info. to the att. John Griffin-	
Labs	843-589-5190	Randy Green	HR@alphagenesisc.com	Randy is new to company, company has downsized from 85 to 50, and he's not a very good listener. But they have a need. Good luck.	cb 12/5// not in yet, call back later.// Al talked to Jodie after reviewing the information and they can't do anything.
Lawton Oil Co LEE DISTRIBUTORS INC LIFE CARE CTR OF HILTON HEAD LONGHORN STEAKHOUSE	803-625-2331 8435211489 8436816006 8436864056	Al Crosby KENNETH WAINSCOTT ADAM VANNUS		Al is interested in looking at the information. Has some concerns about legal liability, etc.	talked, employer sending addresses to email, VANPOOL IN SERVICE
Lowcountry COG MAIN STREET CAFE & PUB	843-726-5536 8436893999	JOHN ROPPLET		Debra White 843-726-5536 x30 Would like to rec. info. via fax.	
MAJ ENTERPRISES INC MARRIOTT VACATION CLUB INTL	8436817474 8437852040	MICHAEL JUKOFSKY SUDA DURAISWAMY		Company already does carpooling, would like information on vanpooling Mary is willing to take information	Glennie Saxon mail, use to have a vanpool out of Columbia and are interested in seeing something.
MARSHALLS	8438362489	LARRY SCHMITZ		Very interested in talking with his corporate HR personnel Dru owns and operates several McDonald's in the four counties and is very interested in working with other franchise owners to put in vanpools for her people. Nice Lady too. She loves the idea	Dru forwarded information to other franchise owners and to McD corporate HQ because she is such a lover of the program. Still trying to put together a group for her stores.
Mc Donald's MC DONALD'S MC DONALD'S Mercury Sales & Svc	803-943-0034 8435245185 8435244766 843-549-5582	Dru Robinson-Mang BOBBIE JO SANTUS CHERYL MEAD Keith Rizer	druandbill@aol.com	Ford Dealer, wants to sell vans for the program.	She tried really hard to sell it to everyone last time, but no go, sorry.
MITCHELL BROTHERS INC MODERN CLASSIC MOTORS INC MORNINGSIDE OF BEAUFORT	8435222181 8436818500 (843) 982-0220	WILLIAM C MITCHELL GORDON FAULKNER SHIRLEY ROBINSON		Sandy is excited! They have bought vans in the past May work for them in the near future. Tammy Siegner is new director With 600 workers they have needs. Carolyn is very friendly and also very to the point. Will pass the information along to her workers and mgmt.	Left message for Marvin Cook. Call back 12/2.// cb 12/7// nobody is interested, forget about it. Polite southern gentleman but to the point.
Nevamar Co	803-943-7200	Carolyn Sink ext. 436	carolyn.sink@nevamar.com	has some people with transportation problems and others that carpool. Not sure if it will work but willing to hang a poster.	
Newmark International	803-625-3131	Marvin Cook	mcook@cmtpoles.com		call back at 3:30// Call back to discuss on 12/8 after staff meeting on 12/7 where he will present it to his staff. Next staff meeting is on 1/3 and he would allow someone to come in and do a presentation. hasn't had time to review, will post immediately
North District Middle School Novapak Corp	803-943-3507 843-538-7700	Mark Dean Dave Tosh	mdean@hampton1.k12.sc.us	Willing to promote it and sees a need for it. Interested for all 3 shifts	
Oakwood Health Care Ctr OLD CAROLINA GOLF CLUB OLD OYSTER FACTORY MARKETING OLD OYSTER FACTORY RESTAURAN OLD SOUTH GOLF LINKS	843-549-5546 (843) 757-8997 (843) 681-4178 (843) 681-6040 (843) 785-5353	Maphrey Eades Andrew Schaffer FRANZ AUER SCOTT ADAMS	administrator_oak@uhs-pruitt.com	Maphrey has used the vanpool service before in the Greenville area and is a big fan of it. She requested literature and will post it for all to see. Fax to the attention of Franz Auer	call back 12/2 /// nice lady. Posted the information the day she got it. Has promoted it to her people since and not a single positive response. phone disconnected not interested no answer 12/8//closed for remodeling until 12/19 no answer 12/8

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Oliver Kitchen & Bath Inc OUTSIDE HILTON HEAD	843-379-6060 (843) 686-6996	Kerry Oliver MICHAEL OVERTON		Assistant asked me to send the info to the owner. Some people in their warehouse already carpool and would be interested.	on the phone, spoke to assistant (different one) and she was going to look to see if he got the information. Cb today. Called back and Kerry is out of the office now but assistant was going to go take a look. Call back. Finally spoke to Kerry 12/1. He has the package of information and is going to get with his warehouse people right now to try to get them to do a vanpool. He will call us and let us know how it goes.// Spoke to warehouse people and they are IN!!! Brent met with group and obtained driver application. Driver was not approved.
OYSTER REEF GOLF CLUB PACIFIC SUNWEAR	(843) 681-2184 8438362457	KELLY MINASI CAPRECIA HEYWARD-EVANS		Sandy doesn't think that they had anyone who would try it, but will promote the service. Please send some information. Interested.	call back for Eddie Carpenter next week//called back, not in 12/21
PALMETTO DUNES RESORT	8437851199	ROSS BOWKER			New HR person starting in January. Call back then and talk about vanpooling. Sean from Rosemont has 4 others who make the same drive every morning. Thinks it's a good idea.
PALMETTO DUNES RESORT CATERIN	8437851175	ANDY KYSE			New HR person starting in January. Call back then and talk about vanpooling. Sean from Rosemont has 4 others who make the same drive every morning. Thinks it's a good idea.
PALMETTO DUNES TENNIS CTR	8437851152	JOHN KERR			New HR person starting in January. Call back then and talk about vanpooling. Sean from Rosemont has 4 others who make the same drive every morning. Thinks it's a good idea.
PALMETTO ELECTRIC	8436815551	TOM UPSHAW		Has tried vanpooling at his cost and is very interested in it.	see results in '05 survey meeting with 2 VP types on 12/2 to discuss. Call back on 12/1 in pm// New contact is VP of HR Jane Fredrick. 843-208-5560. Tom is pushing.//4 locations throughout LCOG w/155 emp's. have seasonal requirements
Palmetto Electric Cooperative PALMETTO HALL GOLF & CNTRY CLB	843-726-5551 8433422582	Tom Upshaw	tupshaw@palmetto.coop	Very interested. Must call and follow-up. Please e-mail information ASAP. Fax info. to the att. of: Palmetto Hall Golf	not answering/not at her desk. Call back// gave to GM and has not had any feedback. Thinks they don't have any need for a vanpool because they only have 52 people and most live right there in town.
Palmetto Rural Telephone Co-Op	843-538-2020	Myra Robinson			call back 12/1 Dr. King leaves at 3:00/ off sight meeting 12/1// gone home sick 12/2// 12/5 spoke w/DrK and resent e-mail. Call 12/6 lunch from 1:00 to 1:30// Hasn't had a chance to look at the e-mail, will call 12/7.// going to hang information in teachers lounge and see what happens. Try to put with other Colleton teachers from public schools not interested in helping, too busy to talk
Patrick Henry Academy PEPSI COLA BOTTLING CO	803-625-2440 8435211424	Dr Terry King SCOTT UNIK	drtking91@aol.com	VERY interested	
Perfect Sausage Co	843-784-7254	Jim Eckes	jim@perfectsausageco.com	Same as record 154	Spanish version sent 12/1// out until Monday 12/5
Peters Murdaugh Parker PIER 1 IMPORTS Piggly Wiggly	803-943-2111 8433426325 843-549-8519	Jeanne Seckinger AMY GUENTHER Buddy Tweed		Most of their people live within a couple of miles of the office but they have spouses that commute to Hilton Head and Charleston and will promote the vanpool concept.	hanging in the breakroom. No interest yet.
PIGGLY WIGGLY PIZZA HUT PORT ROYAL ELEMENTARY SCHOOL	8437572524 8435246149 8433220820	RICHARD HEATON CYNTHIA WEBER KAY KEELER		Can't use it in his business but thinks some people might try it in the region.	

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PORT ROYAL GOLF CLUB	8436868801	Bridie Forbes		Ask for Birdie Forbes, HR director for all 4 golf courses, Left message try back on Tuesday Pronounce (brldie)? Left another msg	
Press Printing	843-538-2572	Carol Haun		Two employees with transportation issues but they work odd shifts	out to lunch, call back later today 12/6 am 12/2// am 12/8// got the information, can't see it working for them because they have emp's all over the place, no common route to work, odd hours, all the same old reasons
Quality Beverage QUALITY INN & SUITES	843-784-6763 8436813655	Kevin Fincher GAIL	kfincher@cheerwine.com	Fax information HR Curt Dimitrov. 843-846-3238 Interested!!! Karen Darcy 843-846-3203 back on mon. 9/19	
RACOR DIV PARKET HANNIFIN CORP	8438463200	Brian Hook			emailed, left message on 11.4 out sick, call back.sick again 12/1 // 12/5 spoke to Connie, she sent the information to HR who now will call Dr. B if they have any interest vm/ spoke to Pat, didn't get fax. Sent via e-mail this time and will call to follow-up 12/2 pcala@rbcbearings.com// 12/2 vm am and vm pm// 12/6 vm// vm 12/8// Pat will post the information where the plant workers and office workers can see it.
Razor Component Systems	843-726-3387	Connie King	kinqc@razortruss.com		
Rbc Linear Precision Products REILLEY'S NORTH END PUB REPUBLIC WASTE SVC RESIDENCE INN-HILTON HEAD ISLE RESORT SERVICES INC	843-538-5040 ext 5205 8436814153 8435241485 8436865700 8437573701	Pat Cala PETER KENNEWEG LOU DIAZ Lisa Cowell		Will pass along to plant manager for review Mail info. to company's address Already running their own van to pick up their employees Would like to receive info. via fax.Pronounce "coil"	
Resource Development Group Ridgeland Nursing Ctr Riverwalk Animal Hospital ROBERT'S GRILL RUBY TUESDAY	843-227-5700 843-726-5581 843-987-0844 8437851165 8435221972	Gregg Malphrus Nancy Seagraves Kema BRUCE SAUERS JEFF EVANS	management@malphrus.com	Did not speak to Mr Malphrus but I spoke with the president's assistant. She said they already have their own vanpool program in place. Possible replacement for them? Willing to pass the information around Part of Greenwood development and several golf courses Mac is GM and very interested in promoting the service Will hang something up in breakroom to help educate people about vanpooling.	call back/cb// Talked to assistant, Greg wants to talk but will call back after he gets out of meeting.// left vm 12/7// Finally spoke to Greg, he called me back!! They have 6 vans on the road that they use to transport their people back and forth to work everyday. Is very interested in speaking further with us. Will call back within the next few days.
Ruffin Middle School SALTUS RIVER GRILL	843-562-8476 8433793474	Dean Mettles LANTZ PRICE			got the information, no interest, busy, busy, busy
SC HIGHWAYS & TRANSPORTATION SEA PINES MONTESSORI SCHOOL	8435247255 8437852534	WENDALL MULLIGAN MAXINE SWINGLE		7 to 3:30 employment. All work the same shift. Should be a good idea.	
Silver Star Trailers Llc SOUTH SEAPORT CAFE	843-726-8676 8436717327	Diane Evans BOB GOSSET	diane.evans@silver-star-trailers.com	Very interested. Can't do anything until new VP gets back from family emergency (son in car accident in TN).	will call Jodie on Tuesday 12/6. Called Diane, call back on 12/7 after she talks with her boss. Nice Lady.// sent message to Brent Hodges that they were about to lay-off and timing was bad.
Southern Palmetto Landscapes STAPLES THE OFFICE SUPERSTORE	843-726-8733 8435250237	Stephani Havlin	stephani@southernpalmetto.com	Send something to review and keep on file If you can't get the state to participate then you are not the salesperson I think you are.....	out of office, call back 12/5 // 12/5 sent Spanish version// posting in employee clock area today 12/6.
State Maintenance STICKY FINGERS BAR & RSTRNT STONE/LIGHT INC SUMMIT PLACE OF BEAUFORT T D PEEPLES CONSTRUCTION CO TECHNICAL COLLEGE LEARNING CTF	843-726-3431 8436867427 8437576400 8437700105 8436811923 8435258324	Malzon Russell EMILY ROSSIN JEFF CLEGG ERIC FENNELL MARY ANN PEEPLES ANNE S MC NUTT	russellmm@scdot.org	Very interested Fax info. Assistant said to send information or follow-up with	Just opened information on 12/1, will print it out, post it, and will call Jodie if he gets any interest. Tina in accounting vm

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Thomas Heyward Academy	843-726-3673 #6	Joey Nimmer	tharebel@hargrave.com	Mr Nimmer is very interested in speaking with a professional and getting the answer to some questions he has about what type of commitment do his teachers have to make in order to be a part of the vanpool program, etc.....	vm call back on 12/1 He will meet with them to discuss in the morning. making a speech, call back 12/1// big supporter of the plan, wants us to talk to Superintendent Mr. Charles Gale @ 843-549-5715 on 12/5. Call back after 2:00 12/5
Thunderbolt Career & Tech Ctr TONY ROMA'S	843-538-5538 8438424825	Bob Mc Kinnon CHRIS OGDEN	rmckinnon@mail.colleton.k12.sc.us	Nancy has people coming to work from very far away and believe that this would be beneficial No Answer jodie getting me correct info and making initial contacts	
UNITED STATES NAVAL HOSPITAL	8432285585	Nancy Brandau	nancy.brandau@usmc.mil		People come from different directions, not able to do it. Did talk about it with full crew. 12/5
US Post Office	843-549-2125	Ed Culpepper			
US Waste Inc VALLEYCREST LANDSCAPE MNTNC	843-538-2601 8438372250	Mark Odum MARK NIZOLEK		send information via US Mail. kind of distracted when I was talking to him and he just said yes to get me off the phone. Currently considering buying a van for his people	Out of office, call back tomorrow 12/7//out of office, call next week 12/12
Varnville Elementary School VOCATIONAL REHABILITATION	803-943-2376 8435221010	Donna Conner CONSTANCE GARDNER		Must first contact the Superintendent Dr. Pruitt at 803-943-4576 before she can hang anything or promote anything. She does think they could take advantage of a vanpool.	
Wade Hampton High School WAFFLE HOUSE WALGREENS	803-943-3568 8437700080 8436866055	Greg Ackerman NATHAN HINZ DAVID DE REAMER	gackerman@hampton1.k12.sc.us	Once again, very interested in it for his teachers and himself.	not in, call back/ busy 12/1, on phone call back// not in office,cb 12/5 Call back after 1:00 when lunch ends// got information and hung in teacher's lounge. No interest thus far but he knows he has people coming from Walterboro, Beaufort, and Hilton Head that could be a part of another vanpool with the middle and elementary schools. Asked that we put together some routes and let him know what they are so he could promote routes.
WAL-MART	8435228221	Crisha Ledford new HR Manager		Very interested and wants the GM to get involved in promoting the service, New HR Manager Crisha Ledford says schedules are computer generated Employees drive 45 to 60 miles one way. Need a vanpool service now.	faxed
WAL-MART	8436813011				cb 12/5// call back 12/9 or 10// only works on Tue, Wed, Thurs. 12/16// cb// still very interested, call back after the first of the year
Wal-Mart Supercenter	843-208-3000	Becky Elliot		Fax so it can be added to paychecks	said she never got fax, re-fax'd 12/2. call back on 12/5
Walsh's Heating & Air Cond	803-943-3906	Mary Ann Walsh		Very skeptical. Good luck.	remembers seeing it, maybe, well, call back on 12/6 to discuss.
Walterboro Foodland	843-549-7123	Michael Smith			In FL until January// called in FL @ 941-575-7906. Migrant farm help with seasonal fluctuations from 50 to 500 workers. Have own vans that are used to transport people from the migrant villages to fields to laundry to doctor's to etc...
Williams Farm	843-866-7729	Faye Williams		Interested in vanpool for their people. Can fill a van right now. Send via US Mail.	
WINN-DIXIE	8435223269	VIVIAN FARRIS		Joe White is assistant manager, would like more information Very interested in promoting the idea to the entire management	
WWWV	8437859569	MICHAEL BUXSER			