

LOSSAN Rail Corridor Agency

Executive Committee Meeting Agenda Thursday, March 6, 2025 at 9:00 a.m.

OCTA Headquarters, 550 South Main Street, Orange, California

Committee Members

Fred Jung, OCTA, Chair Fred Strong, SLOCOG, Vice Chair Jewel Edson, NCTD Dana Reed, RCTC Jason Jewell, Managing Director

Teleconference Locations:

Solana Beach City Hall 635 South Highway 101 Solana Beach, CA

Indian Wells City Hall 44950 Eldorado Drive Indian Wells, CA

Paso Robles City Hall 1000 Spring St., 2nd Floor Paso Robles, CA

Any person with a disability who requires a modification or accommodation to participate in this meeting should contact the LOSSAN Clerk of the Board, telephone (714) 560-5676, no less than two business days prior to this meeting to enable LOSSAN to make reasonable arrangements to assure accessibility to this meeting.

Agenda Descriptions

Agenda descriptions are intended to give members of the public a general summary of items of business to be transacted or discussed. The posting of the recommended actions does not indicate what action will be taken. The Board of Directors may take any action which it deems to be appropriate on the agenda item and is not limited in any way by the notice of the recommended action.

Public Availability of Agenda Materials

All documents relative to the items referenced in this agenda are available for public inspection at www.lossan.net or through the Los Angeles - San Diego - San Luis Obispo (LOSSAN) Clerk of the Board's office at: Orange County Transportation Authority Headquarters (OCTA), 600 South Main Street, Orange, California.



EXECUTIVE COMMITTEE MEETING AGENDA

Meeting Access and Public Comments on Agenda Items

Members of the public can either attend in-person or listen to audio live streaming of the Board and Committee meetings by clicking the below link:

https://www.octa.net/About-OCTA/Who-We-Are/Board-of-Directors/Live-and-Archived-Audio/

In-Person Comment

Members of the public may attend in-person and address the Board of Directors regarding any item within the subject matter jurisdiction of the LOSSAN Rail Corridor Agency. Please complete a speaker's card and submit it to the Clerk of the Board and notify the Clerk regarding the agenda item number on which you wish to speak. Speakers will be recognized by the Chair at the time of the agenda item is to be considered by the Board. Comments will be limited to three minutes. The Brown Act prohibits the Board from either discussing or taking action on any non-agendized items.

Written Comment

Written public comments may also be submitted by emailing them to lossanclerk@octa.net, and must be sent by 5:00 p.m. the day prior to the meeting. If you wish to comment on a specific agenda item, please identify the Item number in your email. All public comments that are timely received will be part of the public record and distributed to the Board. Public comments will be made available to the public upon request.

Call to Order

Roll Call

Pledge of Allegiance

Closed Session

A Closed Session is not scheduled.

Special Calendar

There are no Special Calendar Matters.

Consent Calendar (Item 1)

All items on the Consent Calendar are to be approved in one motion unless a Board Member or a member of the public requests separate action or discussion on a specific item.



1. Approval of Minutes

Recommendation(s)

Approve the minutes of the February 6, 2025 LOSSAN Rail Corridor Agency Executive Committee meeting.

Attachments:

<u>Minutes</u>

Regular Calendar

There are no Regular Calendar matters.

Discussion Items

2. Update on Final Annual Business Plan for Fiscal Years 2025-26 and 2026-27

Overview

Staff will provide an update on the development of the Annual Business Plan for fiscal years 2025-26 and 2026-27.

3. Update on Federal Railroad Administration Restoration and Enhancement Grant Award

Overview

Staff will provide an update on the status of the grant award.

4. Update of Pacific Surfliner Service Restoration

Overview

Staff will provide an update on the status of Pacific Surfliner service restoration.

5. Pacific Surfliner Marketing Update

Overview

Staff will provide an update on marketing efforts for Fiscal Year 2025.

Attachments:

Presentation

6. Public Comments

- 7. Managing Director's Report
- 8. Committee Members' Report



9. Adjournment

The next regularly scheduled meeting of this Committee will be held:

9:00 a.m. on Thursday, May 1, 2025

OCTA Headquarters 550 South Main Street Orange, California



Committee Members Present In-Person

Fred Jung, Vice Chair Jason Jewell, Managing Director **Staff Present** Andrea West, Clerk of the Board Allison Cheshire, Clerk of the Board Specialist, Senior James Donich, General Counsel LOSSAN Staff

Via Teleconference Jewel Edson

Committee Members Absent Fernando Dutra

Call to Order

The February 6, 2025, meeting of the Executive Committee meeting was called to order by Vice Chair Jung at 9:02 a.m.

Roll Call

The Clerk of the Board conducted an attendance roll call and announced a quorum of the Executive Committee.

Consent Calendar (Items 1 and 2)

1. Approval of Minutes

A motion was made by Director Edson, seconded by Vice Chair Jung, and following a roll call vote, declared passed 2-0, to approve the minutes of the November 7, 2024, Executive Committee Meeting.

2. Semi-Annual Progress Report of the Los Angeles - San Diego - San Luis Obispo Rail Corridor Agency 2024 Work Plan

A motion was made by Director Edson, seconded by Vice Chair Jung, and following a roll call vote, declared passed 2-0, to receive and file as an information item.

Regular Calendar

3. Fiscal Year 2023-24 Annual Financial Statement Audit

Jason Jewell, Managing Director, provided a report on this item.

No action was taken on this receive and file item.



Discussion Items

4. 2025 LOSSAN Board Goals and Initiatives

Jason Jewell, Managing Director, provided a report on this item.

No action was taken on this item.

5. Update on Draft Annual Business Plan for Fiscal Year 2025-26

Jason Jewell, Managing Director, provided a report on this item.

No action was taken on this item.

6. Federal Railroad Administration Restoration and Enhancement Grant Award

No action was taken on this item.

7. Public Comments

No Public Comments were received.

8. Managing Director's Report

Jason Jewell, Managing Director, provided an update on:

- January ridership
- TAC meeting today at LA Metro

9. Committee Members' Report

No Committee Member Reports.

10. Adjournment

The meeting adjourned at 9:22 a.m.

The next regularly scheduled meeting of this Committee will be held at **9:00 a.m. on Thursday, March 6, 2025,** OCTA Headquarters, 550 S. Main St., Orange, CA.

ATTEST

Andrea West Clerk of the Board

February 6, 2025



SURFLINER.

Marketing Update for the First and Second Quarters of Fiscal Year 2024-25

LOSSAN Executive Committee Meeting | March 6, 2025

Performance Summary

PacificSurfliner.com

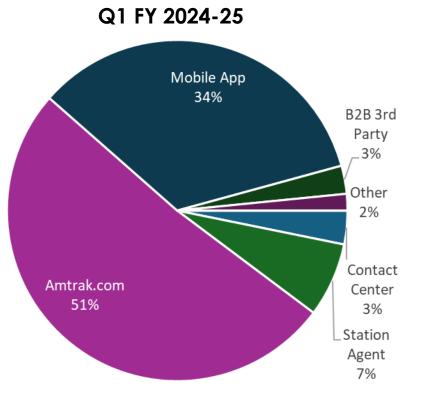
	Users to PacificSurfliner.com	Referral traffic to Amtrak.com	Bookings on Amtrak.com	Riders	Revenue
Q2 – FY 25 (Oct-Dec)	420,000	163,382	16,044	32,077	\$1,069,841
Q1 – FY 25 (Jul-Sep)	631,000	274,402	26,734	61,186	\$1,905,473
Q4 – FY 24 (Apr-Jun)	612,000	236,292	21,547	47,109	\$1,512,473*



*Figure has been revised from previous quarterly update due to data reporting improvements from Amtrak implemented in September 2024.

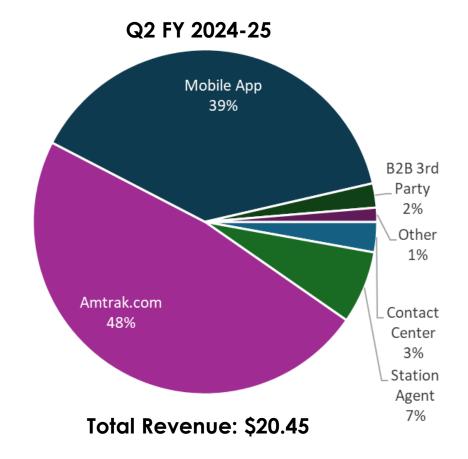
Performance Summary

Revenue by Sales Channel



Total Revenue: \$20.82

LOS



Q1 FY2024-25 Highlights: Summer Events

- Enhanced
 Summer
 Schedule
- Del Mar Races
- San Diego
 Comic-Con
- X-Games



MORE SUMMER, MORE TRAINS

Summer travel is fully heating up, so we're adding four new trains to the schedule beginning July 20 and continuing through Labor Day! These additional trains (two northbound and two southbound) will run on Saturdays and Sundays, providing easy transportation for all your weekend adventures this summer. All aboard!

RIDE THE SUMMER RAILS

CATCH THE DEL MAR HORSE RACES 🏟



And... they're off! The Del Mar Races are in full swing every Thursday - Sunday until September 10. The club, where "the turf meets the surf," offers thrilling horse races, dining, and an absolutely electric atmosphere. Plus, ride the shuttle from Solana Beach Station (SOL) to the track for FREE with a valid Pacific Surfliner ticket!

RACE TO THIS DEAL

GET YOUR COMIC-CON TRAVEL



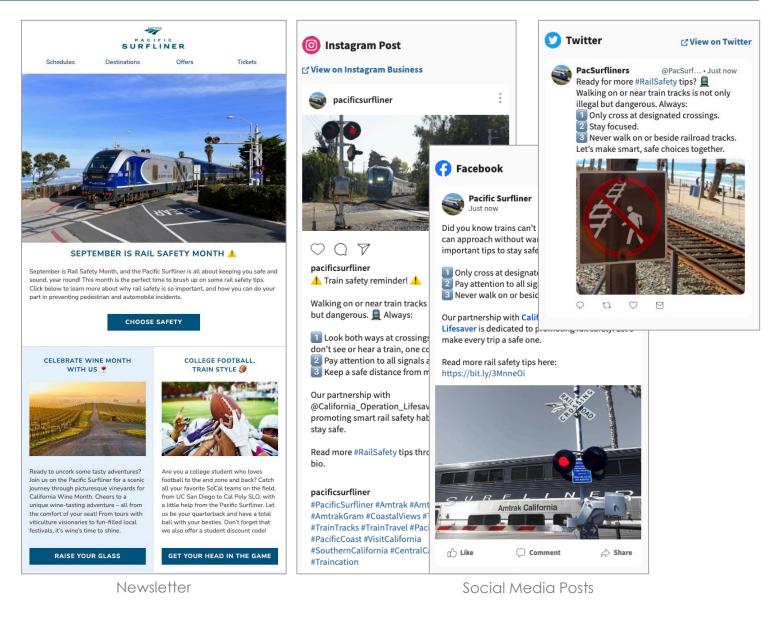
Calling all of our fellow nerds! San Diego Comic-Con is the ultimate gathering for pop culture enthusiasts of all kinds enjoy 4 full days of panels, exhibits, costumes, and so much more, with plenty of exclusive merch to check out and grab in between. Click below to level up your Comic-Con with some of our top travel tips.

LEVEL UP YOUR COMIC-CON

July Newsletter

Q1 FY2024-25 Highlights: Rail Safety Month

- California Operation Lifesaver
 booth at Angels Stadium
- LAUS Rail Safety Month event
- Angels Radio rail safety spots
- Press release
- September newsletter
- Social posts

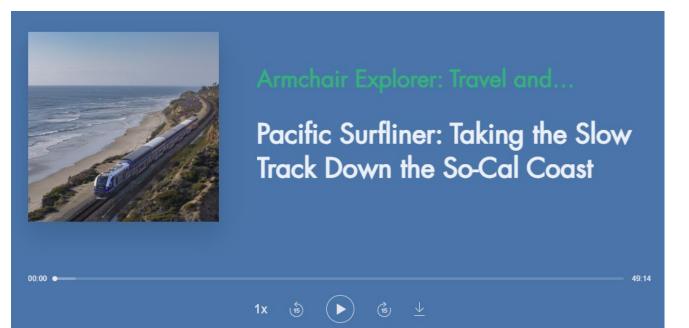


Q1 FY2024-25 Highlights: Armchair Explorer Podcast

pacificsurfliner and **armchairexplorerpod...**

PACIFIC SURFLINER: RIDING THE SO-CAL COAST

- Armchair Explorer Podcast custom episode and advertisements
 - Episode released on August 19, 2024
 - Over 5,200 downloads as of November 2024
 - <u>48-minute podcast</u>



Q1 FY2024-25: Communications

Passenger: •

- Comic-Con/Del Mar Racetrack schedule announcement
- Del Mar Phase 5 Project
- Rail Safety Month (September)

Press Releases:

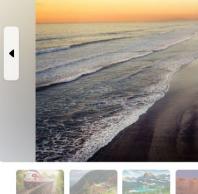
- Press releases issued 2
- Total pickup by media outlets 445
- Views and hits -30.154

• In the Media:

- 706 mentions
- Publicity value of \$1.87 million

12 Unforgettable Train Trips You Can Take in America

Story by James Barrett • 22h





The Pacific Surfliner stretches along the California coast, collaboration with California Diego. You don't need to keep "California Dreamin'" whe nearly 350 miles, this journey offers passengers breathtal quaint coastal towns

Amtrak® Pacific Surfliner® Raises Awareness During Rail Safety Month in September

California Operation Lifesaver and the Los Angeles Angels join rail safety initiatives to prevent railroad incidents through outreach and education

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ORANGE, Calif., Aug. 29, 2024 -- The Los Angeles - San Diego -San Luis Obispo (LOSSAN) Rail Corridor Agency, which manages the Amtrak® Pacific

► 13 / 13

Surfliner® service, is proud to announce initiatives in Operation Lifesaver (CAOL), a

non-profit entity that works year-round to promote rail



Amtrak® Pacific Surfliner® Raises Awareness During Rail Safety Month in September

safety, and the Los Angeles Angels baseball team. Launching this September to coincide with Rail Safety Month, this multi-faceted strategy for enhanced rail safety education and awareness includes communications through streaming, television, digital radio, and focused geofencing.

Q1 FY2024-25: Social Media





Pacific Surfliner

Exciting news: The Amtrak Pacific Surfliner has added four trains to our schedule with two northbound and two southbound on Saturdays and Sundays. \underline{R}_{i}

x1

We're excited to offer these extra options for our travelers during the busy summer travel season. $\textcircled{\begin{tabular}{ll} \label{eq:constraint} \label{eq:constraint} \end{tabular}}$



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Q1 FY2024-25: Social Media Metrics

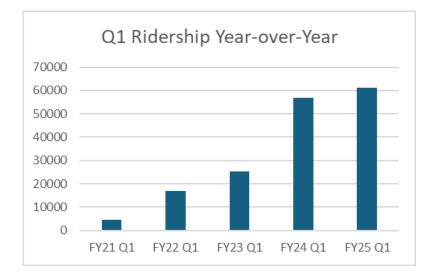
Platform	Total Followers	New Followers	Engagement Rate*	Link Clicks
f	52,628	1,736	5.60%	155
0	22,887	1,915	12.16%	N/A**
X	17,878	219	5.69%	390
	1,492	51	2.14%	N/A**

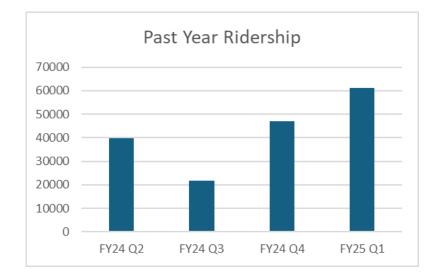
*Engagement rate: Shares, comments/replies, likes, video views, etc., out of total followers. Beginning in FY25Q1, this will be measured as a percentage instead of the quantity of engagements. ** Data point not validated.



Q1 FY2024-25: Overall Performance (from online bookings)

July to September	Referral to Amtrak.com	Bookings	Ridership (from online Bookings)	Revenue (from online Bookings)
2020-21 – Q1	26,468	2,497	4,653	143,593
2021-22 – Q1	98,157	8,202	16,911	541,658
2022-23 – Q1	111,378	11,647	25,204	779,437
2023-24 –Q1	273,964	25,464	57,007	1,753,742
2024-25 –Q1	274,402	26,734	61,186	\$1,905,473





Q2 2024-25 Highlights: LA Sparks Sponsorship

• In-arena assets:

- LED ribbon boards
- <u>Video</u> produced by Sparks featured on jumbotron
- Social & digital assets:
- Social posts

- Ad in Sparks newsletter to game attendees
- Press release (July 9)

12:10 À		And		
Estats D	ASSET	IMPRESSIONS	ENGAGEMENTS	EXPOSURES
	Ribbon B & Lower Ring	41,491	444	15,739 (View Views)
🙉 la_sparks 🛛 - Follow	Newsletter (Know Before You Go)	7,584 (38.2% Open Rate)	948 (27.6% Click- Through Rate)	20 home games
Paid partnership with pacificsurfliner Going to the Sparks game? Cruise by LA traffic by la_sparks - Original audio	Social Branded Content	19,933	498	16,683 (video views)
	TOTAL	69,436	1,890	32,422

Q2 2024-25 Highlights: Print Ads – Visitors' Guides

SURFLINER.

Enjoy the comforts of home while you travel.

Take Amtrak® Pacific Surfliner® to 29 stations between San Diego to San Luis Obispo along the Southern California coast. There is a power outlet for every seat, free Wi-Fi, and a Café Car on board that serves food and drinks including wine, beer, and cocktails.

Book your trip now at PacificSurfliner.com/OceansideGuide.



Visit Oceanside Visitors Guide

LOS

Next Stop: Magic

PACIFIC

SURFLINER

Take Amtrak® Pacific Surfliner® to Anaheim's world-class attractions, including the *Disneyland*. Resort and entertainment venues such as the Honda Center. Angel Stadium, and the Anaheim Convention Center. The train station is centrally located, making the train your ticket to a family-friendly getaway.

Use code V712 and save 20% on Pacific Surfliner® train travel to and from Anaheim. To save 5% on Disneyland® Resort Theme Park admission, visit:

PacificSurfliner.com/Disney

Visit Anaheim Destination Guide

Amtrak Pacific Surfliner

Cruise the coast by train! Take the Pacific Surfliner for a memorable journey across Southern Collfornia. Stay connected with complimentary Wi-Fi and power outlets while enjoying iconic views. Visit the onboard Market Café for a selection of local food and drinks including wine, beer, and cocktails. The Pacific Surfliner serves 29 stations in San Diego, Orange, Los Angeles, Ventura, Santa Barbara, and San Luis Obigeo counties. From sporting events to concerts to beach towns, where will the train take you?

pacificsurfliner.com/SLO | 🚯 @pacificsurfliner | 🚳 @pacsurfliners





SLO Cal Visitors Guide Magazine

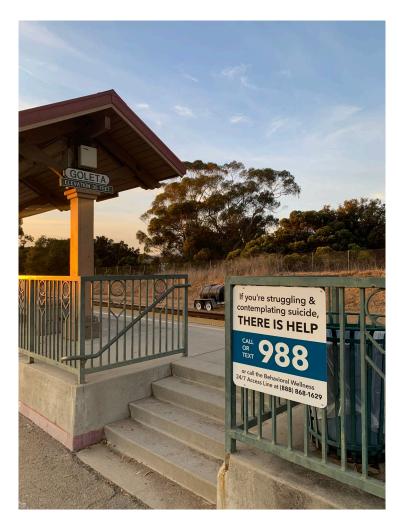
*Submitted in 2024 for 2025 annual issues

Q2 2025 Highlights: Signage Updates

- Station monument sign replacements
- Poster case installations
- Suicide prevention signs







LOS

Q2 2024-25 Highlights: Tandem Bikes On Board

TAKE YOUR TANDEM



We're excited to announce new tandem bike racks, coming soon to Pacific Surfliner trains. Explore the SoCal coast with your favorite travel buddy and bring your tandem bike along for the ride. That means it's easier than ever to plan the perfect cycling getaway!

COMING SOON



Newsletter Inclusion

Facebook 🛛 View on Facebook Page



You can bring a tandem bike on the Pacific Surfliner now!

Here's a great example by the **Blind Stokers Club** using this amentity to help their travels:

The new Amtrak Pacific Surfliner access for carryon and racking Tandem bikes is now available in Cab Cars. The BSC Tandems on Amtrak Demo Adventure (TADA), a train-bike-train model, collected and racked 4 tandem teams (plus 1 single cyclist) from 3 different San Diego stations; all 9 cyclists and 5 bicycles detrained (Train 765) at Anaheim for 34 mile cycling tour via Newport peninsula, Balboa Island, Back Bay, UCI and to Irvine station for boarding afternoon Train 774 back to origin stations.

For more info on bringing your bike along for the ride, click here: https://www.pacificsurfliner.com/onboard/bikes

#amtrak #bikes #biketravel #PacificSurfliner #Amtrak #AmtrakTrain #CoastalViews #TrainTravel #PacificBeach #PacificCoast #VisitCalifornia #SouthernCalifornia



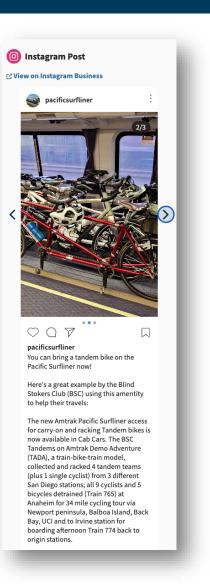


pacificsurfliner You can bring a tandem bike on the Pacific Surfliner now!

Here's a great example by the Blind Stokers Club (BSC) using this amentity to help their travels:

The new Amtrak Pacific Surfliner access for carry-on and racking Tandem bikes is now available in Cab Cars. The BSC Tandems on Amtrak Demo Adventure (TADA), a train-bike-train model, collected and racked 4 tandem teams (plus 1 single cyclist) from 3 different San Diego stations; all 9 cyclists and 5 bicycles detrained (Train 765) at Anaheim for 34 mile cycling tour via Newport peninsula, Balboa Island, Back Bay, UCI and to Irvine station for boarding afternoon Train 774 back to origin stations.

Social Media Posts



Q2 2024-25: Communications

• Passenger:

- Del Mar Phase 5 Project
- Holiday travel tips
- Installation of tandem bike racks
- Weekend track maintenance projects

Press Releases:

- Press releases issued 2
- Total pickup by media outlets 903
- Views and hits 30,566
- In the Media:
 - 837 mentions
 - Publicity value of \$5.06 million



f 🖹 🖬 👁 🔎 15 comments



Passengers at the Santa Ana Regional Transportation Center in

post-Thanksgiving travel. Allen J. Schaben/Los Angeles Times/0

2024 Holiday Travel Updates

December 2024 Updates

Whether you are heading home for the holidays or off to a winter wonderland, taking the Pacific Surfliner is the perfect way to get to your holiday destination. The holidays are a busy time for train travel. Here are some simple tips for your holiday train trip.



Book Your Ride

Q2 2024-25: Social Media

😚 Facebook

☑ View on Facebook Page

Pacific Surfliner
Just now

LOS

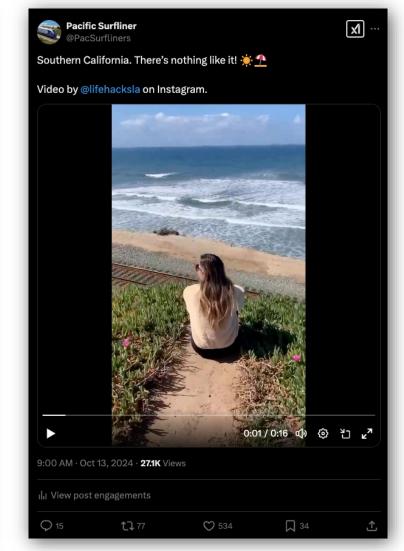
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A chill December morning in sunny southern California 🔆

#PacificSurfliner #Amtrak #AmtrakTrain #CoastalViews #TrainTravel #SanClemente #PacificCoast #VisitCalifornia #SouthernCalifornia







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Q2 2024-25: Social Media Metrics

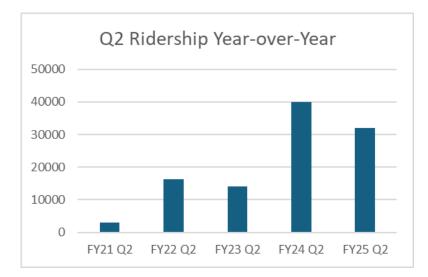
Platform	Total Followers	Net New Followers	Engagement Rate*	Link Clicks
f	55,627	3,078	4.77%	132
0	54,002	1,892	10.95%	N/A**
X	17,603	-271	5.92%	479
	1,554	34	4.85%	N/A**

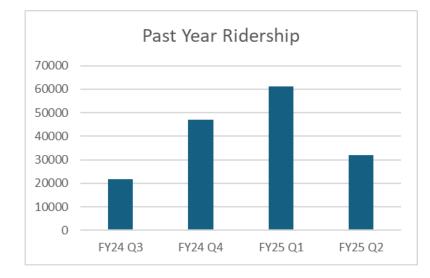
*Engagement rate: Shares, comments/replies, likes, video views, etc., out of total followers. ** Data point not validated.

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Q2 2024-25 Highlights: Overall Performance (from online bookings)

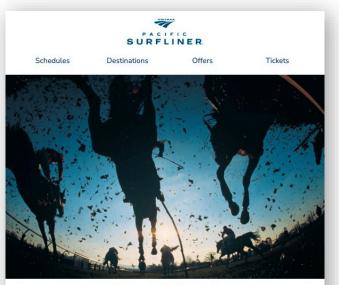
July to September	Referral to Amtrak.com	Bookings	Ridership (from online Bookings)	Revenue (from online Bookings)
2020-21 – Q2	21,824	1,859	2,955	97,285
2021-22 – Q2	79,410	8,740	16,341	535,052
2022-23 – Q2	98,538	7,707	14,098	453,053
2023-24 –Q2	201,038	20,719	39,905	1,272,519
2024-25 –Q2	163,382	16,044	32,077	\$1,069,841





Pacific Surfliner Newsletter

Month	Total Average Recipients	Average Open Rate	Average Click Rate
Q1 FY2024-25	24,772	46.07%	3.16%
Q2 FY2024-25	26,888	51.89%	4.03%

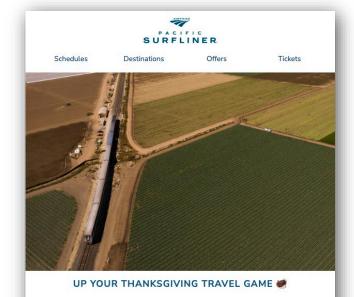


DEL MAR'S MANE ATTRACTION A

Giddy up! The Del Mar Races are here every Thursday - Sunday until September 10, and there's no better way to get there than the Pacific Surfliner. Ride the shuttle from Solana Beach Station (SOL) to the track for FREE with a valid Pacific Surfliner ticket, and enjoy horse races, dining, and more at this incredible coastal setting.

PONY UP FOR THE RACES

LOS



Traveling over Thanksgiving? Don't just wing it! Remember that seats are in high demand over holidays— the best way to guarantee your spot (and some comfy bonus amenities) is by booking a Business Class ticket. Check out our blog with more holiday travel tips and updates below!

GOBBLE UP TRAVEL TIPS



Southern California is absolutely packed with holiday events that will have you feeling festive in no time. Hot tip: use the train to go on the holiday activit/event spree of your wildest sugar plum dreams! Click below to learn more about a few seasonal events along the Pacific Surfliner route.

DECK THE RAILS

Q3 FY2024-25 Initiatives

- Southern California Wildfire Support
- Social Media Influencer Effort
- Spring Mid-Week Sale
- Service Restoration
- Strategic Partnerships
- Ongoing Rail Safety Outreach
- Website Updates
- Summer Event Promotions



QUESTIONS?

