# **Executive Summary:**

This report analyzes Cyclistic's 2024 bike usage trends, using data from January to December, with a focus on June through September—the months when casual riders accounted for nearly 50% of total rides, the highest balance observed throughout the year.

Key findings indicate that casual riders take longer trips on average, though with greater variation in ride duration, whereas Cyclistic members maintain more consistent trip lengths. Peak usage patterns also differ: casual ridership peaks at 5 PM, likely driven by leisure activities, while members show peak usage at both 8 AM and 5 PM, aligning with commuting trends. Additionally, ride durations increase on weekends, suggesting higher recreational use, and electric bikes are the preferred choice over classic bikes during these months.

To increase annual memberships, Cyclistic should target strategies based on 2024 ride trends. Offering limited-time discounts or trial memberships from June to September, when casual ridership peaks at nearly 50%, can drive conversions. Marketing should emphasize cost savings for frequent riders and promote commuter benefits (e.g., "Skip Traffic, Save Time") for potential members, while appealing to casual riders with leisure-oriented messaging (e.g., "Ride More, Pay Less") as they tend to take longer trips in the evenings and weekends. Additionally, offering perks like discounts on electric bikes, extended ride times, and weekend ride credits will attract casual riders and help convert them into long-term members. Strategies like these can improve retention, maximize revenue, and promote conversion from casual riders to Cyclistic members.

## Introduction:

### 1.1 Context

Cyclistic is a fictional bike-sharing company created for this capstone project. While the analysis is based on real-world bike share data, the company itself does not exist. The project aims to examine usage trends among casual riders and Cyclistic members to derive insights that could inform business decisions in a real-world setting.

Since its launch in 2016, Cyclistic has grown into a leading bike-share provider in Chicago, operating a fleet of over 5,000 geotracked bicycles across 600+ stations. The system allows riders to unlock bikes from one station and return them to another, offering convenience and flexibility. Cyclistic's marketing strategy has traditionally focused on broad consumer awareness and attracting diverse user segments through flexible pricing plans, including single-ride passes, full-day passes, and annual memberships.

Financial analysis indicates that annual members generate significantly more revenue than casual riders, making membership growth a key priority for the company's long-term success. Casual riders, who already use the service for their mobility needs, present a strong conversion opportunity for Cyclistic's membership program.

### 1.2 Rider Classification

Cyclistic categorizes its customers into two primary groups based on their purchase behavior:

Casual Riders: Customers who purchase single-ride or full-day passes.

Cyclistic Members: Customers who purchase annual memberships.

Understanding the behavioral differences between these two groups is essential for developing effective strategies to increase membership conversions.

## 1.3 Data Usage and Compliance

The data used in this analysis originates from the City of Chicago's Divvy bicycle-sharing service, which is operated by Lyft Bikes and Scooters, LLC. The data is publicly available under a license agreement that permits analysis and reporting for non-commercial purposes. This report complies with the terms of use, ensuring that all data is used lawfully and ethically without attempts to identify individual users or correlate data with personal information.

## 1.4 The "Big Question"

This report examines how annual members and casual riders differ in their usage patterns, with the goal of identifying trends that can inform targeted marketing strategies to encourage casual riders to become long-term members.

### 1.5 Outline

The following sections present an overview of the 2024 Divvy bike-share dataset used in this analysis. This dataset contains key variables such as membership type, ride type, ride start and end times, and ride duration—each of which plays a central role in evaluating rider behavior.

To evaluate its suitability for the project, the dataset is assessed using the ROCCC framework, which considers Relevance, Objectivity, Currency, Coverage, and Consistency.

Beyond structural evaluation, these sections also address critical data quality and privacy considerations, including the treatment of incomplete records and the exclusion of personally identifiable information (PII) to ensure ethical data handling. Collectively, these attributes support a robust exploration of ride durations, usage patterns, and user segmentation, all of which inform the final strategic recommendations.

# Body:

#### 2. Data Overview

### 2.1 Data Source and Licensing

The dataset used in this analysis was sourced from Divvy's public bike-sharing trip data, hosted on Amazon Web Services (AWS) by Motivate International Inc. and operated under the City of Chicago's Divvy program. It is made publicly available by **Motivate International Inc.** in partnership with **Lyft Bikes and Scooters, LLC**. The dataset is owned by the **City of Chicago** and permits public use of this data under a non-exclusive, royalty-free, perpetual license, provided it is used for lawful, non-commercial purposes (Divvy, n.d.).

#### 2.2 Data Structure

The dataset is structured as monthly CSV files, each packaged within a ZIP folder. Our focus is on a complete 12-month span throughout the year 2024. Each spreadsheet includes the following 13 key fields:

- ride id, rideable type, started at, ended at
- start station name, start station id, end station name, end station id
- start\_lat, start\_lng, end\_lat, end\_lng
- member casual

These variables allow for detailed analysis of trip duration, time of day, location, and user type (casual or member).

## 2.3 Data Validity and Reliability (ROCCC Framework)

• **Reliable**: The data is collected and maintained by Bikeshare LLC and the City of Chicago, ensuring a reliable and consistent source.

- Original: Although it's uncertain if the dataset underwent any transformations before being publicly available, it is assumed that only minimal adjustments were made to safeguard user privacy.
- Comprehensive: The dataset offers comprehensive trip-level data—including usage times, customer types, and bike types—which encompasses the variables relevant to our question of interest.
- **Current**: The analysis is based on the most recent full year of data, covering January through December 2024.
- **Cited**: All data sources and license information are properly cited as required by the data license agreement.

### 2.4 Privacy

This analysis has been conducted in alignment with the data usage policies provided by the Bikeshare program. PII were removed during the data processing phase to ensure user anonymity, and this analysis does not attempt to associate the dataset with names, addresses, or other identifying information.

## 2.5 Data Quality and Integrity

While formatting was largely uniform across all files, several quality issues were observed. Some fields, such as start\_station\_name, start\_station\_id, end\_station\_name, and end\_station\_id, had missing values. In rare cases, there were invalid or impossible timestamps in the started\_at and ended\_at columns. Despite these limitations, the dataset contains a sufficient volume of valid entries for reliable trend analysis. Most of the data integrity issues are associated with information linked to personally identifiable information (PII), which falls outside the scope of this analysis."

## 2.6 Relevance to the Business Objective

This dataset is integral to the primary analytical objective: to analyze and compare the behaviors of casual riders (those who purchase single-ride or day passes) and Cyclistic members (those with annual memberships). It facilitates the exploration of:

- Temporal ridership patterns
- Trip duration variations by rider type and day of the week
- Preferences for bike types

Potential indicators for membership conversion opportunities

These findings will directly inform strategic recommendations aimed at boosting Cyclistic's annual memberships and enhancing its marketing strategies.

### 3. Method

#### 3.1 Tools and Rationale

Microsoft Excel was selected as the primary tool for data processing, analysis, and visualization. The objective was to evaluate Excel's performance under heavy data loads, improve efficiency through optimization techniques, and gain deeper familiarity with handling time and date formats. Excel's Power Query feature was used to streamline data transformation. Additionally, this project will serve as a benchmark for comparing Excel's visualization capabilities to those of more advanced tools such as Power BI and Tableau in future work.

## 3.2 Data Integrity and Cleaning Process

To ensure data integrity, each of the 12 monthly .csv files from the year 2024 was inspected for consistent formatting and structure. Fields unrelated to the business task or potentially containing personally identifiable information (PII) were removed, including station names, station IDs, and geolocation data. Columns were renamed for clarity (e.g., member\_casual was renamed to MembershipType, rideable\_type to RideType, and time columns were reformatted for consistency using a 24-hour timestamp format).

Missing values were identified and assessed for relevance. Null values in location-related fields were excluded due to privacy concerns and limited analytical utility. Records with implausible or negative timestamps—indicating data entry errors—were removed. These included:

- 43 instances in November 2024
- 76 in May 2024
- 58 in April 2024
- 25 in March 2024
- 5 in February 2024
- 20 in January 2024

The data was further enhanced by extracting and generating new time-based fields, including StartDate, ReturnDate, StartTime, ReturnTime, StartDay, ReturnDay, StartMonth, and ReturnMonth, allowing for time-series and trend analyses. A RideLength column was calculated by subtracting start timestamps from return timestamps and was formatted to display durations

exceeding 24 hours. A second metric, RideLengthSeconds, was created to convert duration into seconds for quantitative analysis.

#### 3.3 Verification and Documentation

Data quality was confirmed by running summary statistics and conducting random sample checks to validate transformations. Duplicate records were assessed using Excel's unique function, and none were found. All modifications and processing steps were logged in a documentation file titled Cyclistic Capstone Project (Log). A project folder titled CapstoneProject\_Cyclistic\_Data was structured with subfolders (zip\_files, csv\_files, xls\_files) to maintain data organization throughout the workflow.

This structured approach to data preparation ensures that the dataset is clean, reliable, and aligned with the business objectives, enabling accurate analysis of Cyclistic's customer behavior.

## 4. Analysis

### 4.1 Variable and Terminology Overview

This section outlines the key variables analyzed and defines important terms used in interpreting both visual and statistical results. Understanding these elements ensures clarity and consistency in how the data and outcomes are presented.

#### Variables

• MembershipType (categorical):

Indicates the user's subscription status. Possible values:

casual: Non-subscribed or one-time users

member: Subscribed or regular users

RideType (categorical):

Specifies the type of vehicle used:

- classic\_bike
- o electric\_bike
- electric scooter

#### • Start Variables (datetime/categorical):

These represent the starting point of a ride:

- StartTimeStamp (datetime): Full timestamp when ride began (mm/dd/yy hh:mm:ss)
- StartTime (datetime): Time only (hh:mm:ss)
- StartDate (datetime): Date only (mm/dd/yy)
- StartDay (categorical): Day of the week (e.g., Monday, Tuesday)
- StartMonth (categorical): Month of the year (e.g., January, February)

#### • Return Variables (datetime/categorical):

These represent the end point of a ride:

- ReturnTimeStamp (datetime): Full timestamp when ride ended (mm/dd/yy hh:mm:ss)
- ReturnTime (datetime): Time only (hh:mm:ss)
- ReturnDate (datetime): Date only (mm/dd/yy)
- ReturnDay (categorical): Day of the week (e.g., Monday, Tuesday)
- ReturnMonth (categorical): Month of the year (e.g., January, February)

#### • RideLength (datetime):

Duration of the ride in time format ([hh]:mm:ss)

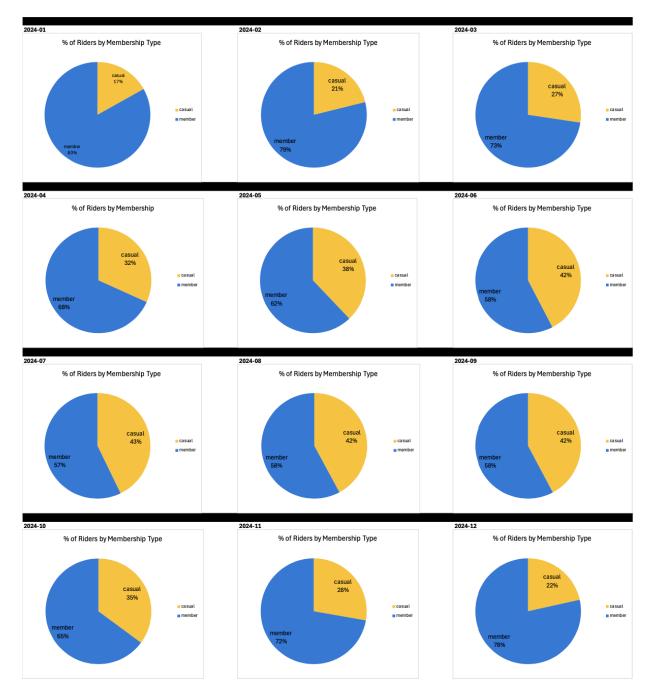
#### • RideLengthSeconds (numeric):

Duration of the ride in total seconds, used for numerical analysis.

#### 4.2 Data Visualization

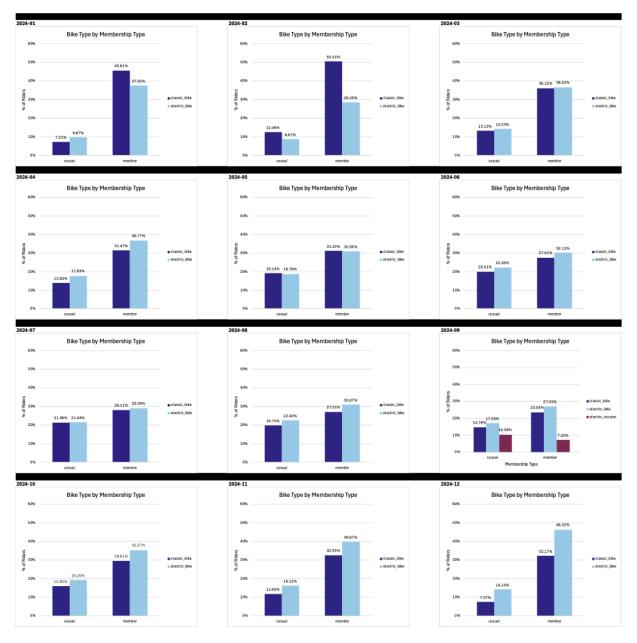
Pie charts depicting the distribution of total rides by Casual Riders and Cyclistic Members throughout 2024.

Figure 1: Percentage of Riders by Membership Type



"The proportion of rides between Casual Riders and Cyclistic Members varies across the year. Notably, from June through September, the distribution between the two groups approaches equal. These months represent the most promising period for targeting Casual Riders to convert to membership, as their engagement peaks during this time."

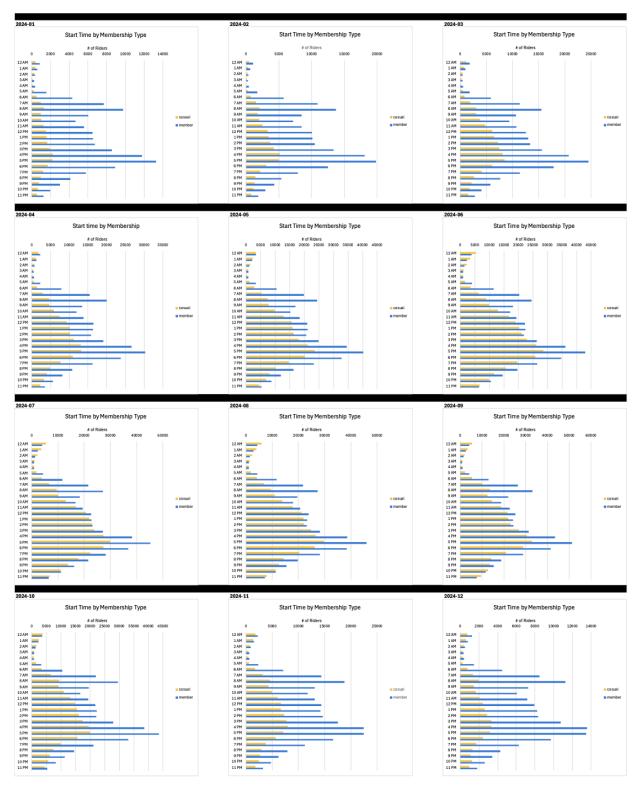
Bar chart illustrating the distribution of Classic and Electric Bike usage by membership type. Figure 2: Bike Type Usage by Membership Type



"Across most months—particularly during the summer—Electric Bikes were favored by both rider groups, suggesting a seasonal preference likely tied to convenience and accessibility."

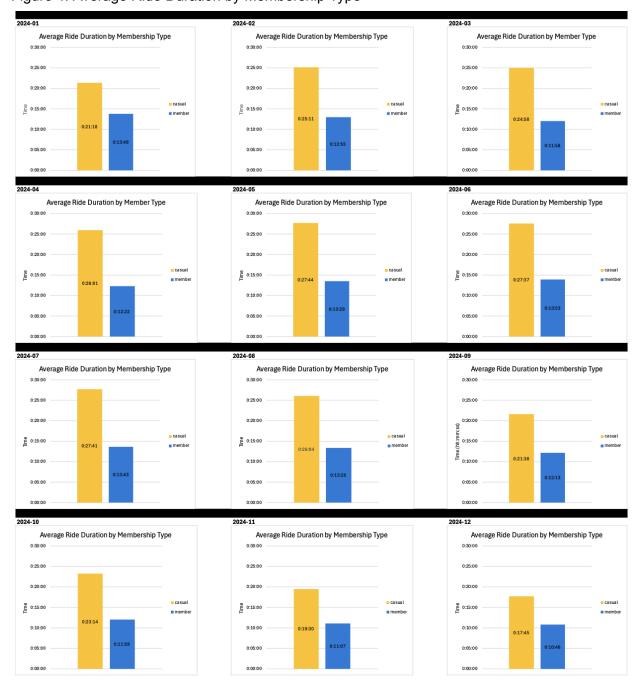
Bar chart showing ride start time distributions by membership type.

Figure 3: Start Time by Membership Type



"Cyclistic Members exhibit distinct peaks at 8:00 AM and 5:00 PM, aligning with typical commuting hours. In contrast, Casual Riders show a primary peak at 5:00 PM, indicating a preference for leisure-oriented evening rides. These patterns highlight the functional, commute-driven usage among Members and the recreational focus of Casual Riders."

Bar chart comparing average ride durations between casual and Cyclistic members. Figure 4: Average Ride Duration by Membership Type



"Casual Riders consistently exhibit longer average ride durations than Members. However, the presence of outliers in ride duration data for Casual Riders may inflate these averages, or represent two use cases."

Bar charts illustrate the frequency of rides across various duration intervals for both membership types.

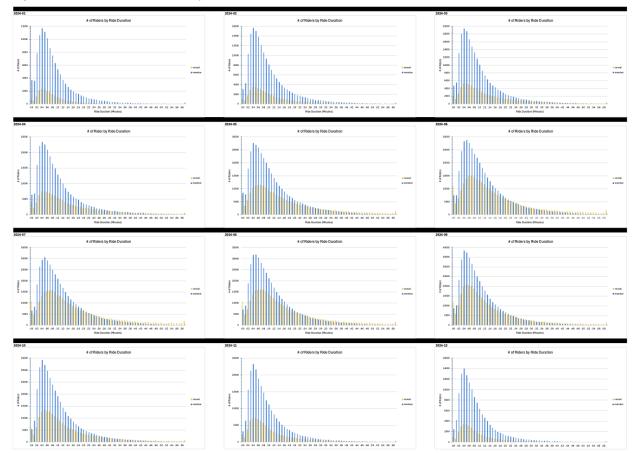
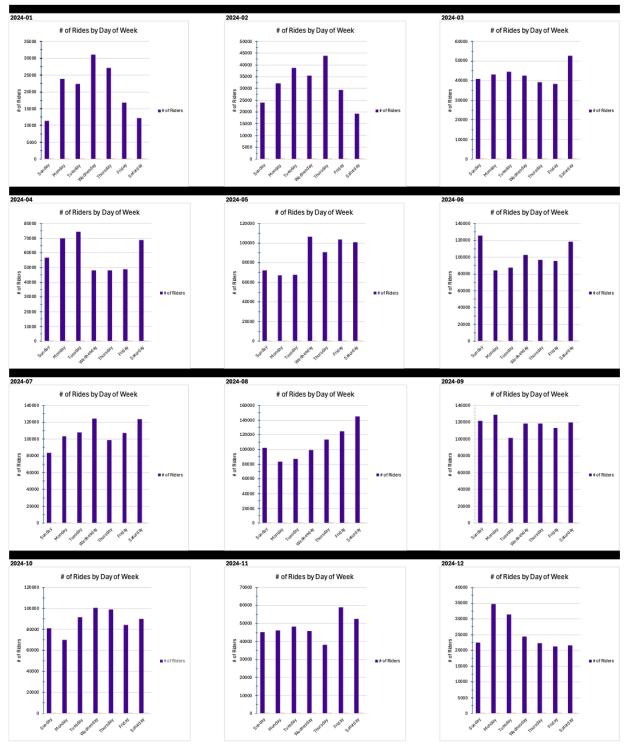


Figure 5: Number of Riders by Ride Duration

"Casual Riders show a higher prevalence of outlier durations (e.g., extremely long rides), which likely skew their average ride time upward. This suggests that their longer rides may reflect exploratory or recreational usage rather than consistent patterns."

Bar chart showing ride frequency across weekdays.

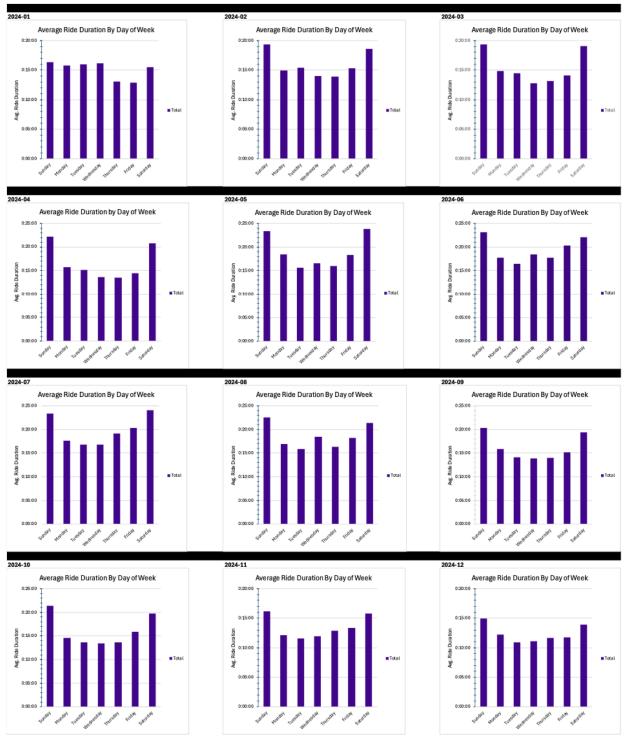
Figure 6: Number of Rides by Day of the Week



"Ride frequency peaks vary across months, rendering this metric less conclusive for targeting specific days."

Bar charts show variations in average ride duration by day of the week.

Figure 7: Average Ride Duration by Day of the Week



"Riders exhibit longer ride durations on weekends, likely reflecting recreational or leisurely riding behavior during non-working days."

### 4.3 Statistical Analysis

This figure presents summary statistics for ride durations of Casual Riders and Cyclistic Members throughout 2024.

Figure 8: Descriptive Statistics – Ride Length by Membership Type

2024-01						2024-02						2024-03					
	Average of	Min of	Max of	StdDev of	Mean of		Average of	Min of	Max of	StdDev of	Mean of		Average of	Min of	Max of	StdDev of	Median of
Row Labels	RideLength	RideLength	RideLength	RideLength	RideLength	Row Labels	RideLength	RideLength	RideLength	RideLength	RideLength	Row Labels	RideLength	RideLength	RideLength	RideLength	RideLength
casual	0:21:18	0:00:00	24:59:57	1:55:40	0:07:33	casual	0:25:11	0:00:00	25:00:29	1:53:17	0:09:39	casual	0:24:58	0:00:00	25:59:56	1:39:18	0:10:52
member	0:13:48	0:00:00	24:59:57	1:11:23	0:07:10	member	0:12:55	0:00:00	25:00:29	0:50:16	0:07:57	member	0:11:58	0:00:00	25:59:48	0:39:27	0:07:54
2024-04						2024-05						2024-06					
	Average of	Min of	Max of	StdDev of	Median of		Average of	Min of	Max of	StdDev of	Median of		Average of	Min of	Max of	StdDev of	Median of
Row Labels	RideLength	RideLength	RideLength	RideLength	RideLength	Row Labels	RideLength	RideLength	RideLength	RideLength	RideLength	Row Labels	RideLength	RideLength	RideLength	RideLength	RideLength
casual	0:26:01	0:00:00	25:00:31	1:32:52	0:10:22	casual	0:27:44	1 0:00:00	24:59:57	1:31:45	0:11:39	casual	0:27:37	0:00:00	25:00:27	1:35:57	0:12:09
member	0:12:22	0:00:00	24:59:56	0:35:22	0:08:30	member	0:13:29	0:00:00	24:59:56	0:35:21	0:09:30	member	0:13:53	0:00:00	24:59:56	0:36:01	0:09:59
2024-07						2024-08						2024-09					
2024-07						2024-08						2024-09					
2024-07	Average of	Min of	Max of	StdDev of	Median of	2024-08	Average of	Min of	Max of	StdDev of	Median of	2024-09	Average of	Min of	Max of	StdDev of	Median of
2024-07 Row Labels			Max of RideLength		Median of RideLength			Min of 2 RideLength3		StdDev of RideLength		<b>2024-09</b> Row Labels			Max of RideLength		Median of RideLength
		RideLength	RideLength					2 RideLength3			RideLength			RideLength	RideLength	RideLength	RideLength
Row Labels	RideLength	RideLength 0:00:00	RideLength 25:00:14	RideLength	RideLength 0:12:05	Row Labels	RideLength2	2 RideLength3 4 0:00:00	RideLength 24:59:58	RideLength	RideLength 0:11:37	Row Labels	RideLength	RideLength 0:00:00	RideLength 25:00:29	RideLength 1:15:36	RideLength 0:09:52
Row Labels casual	RideLength 0:27:41	RideLength 0:00:00	RideLength 25:00:14	RideLength 1:32:09	RideLength 0:12:05	Row Labels casual	RideLength2 0:26:04	2 RideLength3 4 0:00:00	RideLength 24:59:58	RideLength 1:28:49	RideLength 0:11:37	Row Labels casual member	RideLength 0:21:38	RideLength 0:00:00	RideLength 25:00:29	RideLength 1:15:36	RideLength 0:09:52
Row Labels casual	RideLength 0:27:41	RideLength 0:00:00	RideLength 25:00:14	RideLength 1:32:09	RideLength 0:12:05	Row Labels casual	RideLength2 0:26:04	2 RideLength3 4 0:00:00	RideLength 24:59:58	RideLength 1:28:49	RideLength 0:11:37	Row Labels casual	RideLength 0:21:38	RideLength 0:00:00	RideLength 25:00:29	RideLength 1:15:36	RideLength 0:09:52
Row Labels casual member	RideLength 0:27:41 0:13:43	RideLength 0:00:00	RideLength 25:00:14	RideLength 1:32:09	RideLength 0:12:05	Row Labels casual member	RideLength2 0:26:04	2 RideLength3 4 0:00:00	RideLength 24:59:58	RideLength 1:28:49	RideLength 0:11:37	Row Labels casual member	RideLength 0:21:38	RideLength 0:00:00	RideLength 25:00:29	RideLength 1:15:36	RideLength 0:09:52
Row Labels casual member	RideLength 0:27:41 0:13:43 Average of	RideLength 0:00:00 0:00:00	RideLength 25:00:14 24:59:57	RideLength 1:32:09 0:33:32 StdDev of	RideLength 0:12:05 0:09:54	Row Labels casual member	0:26:04 0:13:25	2 RideLength3 4 0:00:00 5 0:00:00 Min of	RideLength 24:59:58 24:59:57	RideLength 1:28:49 0:33:31	RideLength 9 0:11:37 1 0:09:41	Row Labels casual member	RideLength 0:21:38 0:12:13 Average of	RideLength 3 0:00:00 5 0:00:00	RideLength 25:00:29 24:59:58	RideLength 1:15:36 0:27:15 StdDev of	RideLength 0:09:52 0:08:51
Row Labels casual member 2024-10	RideLength 0:27:41 0:13:43 Average of	RideLength 0:00:00 0:00:00 Min of RideLength	RideLength 25:00:14 24:59:57 Max of RideLength	RideLength 1:32:09 0:33:32 StdDev of	RideLength 0:12:05 0:09:54 Median of	Row Labels casual member 2024-11	RideLength2 0:26:04 0:13:25 Average of	2 RideLength3 4 0:00:00 5 0:00:00 Min of RideLength	RideLength 24:59:58 24:59:57 Max of	RideLength 1:28:49 0:33:31 StdDev of RideLength	RideLength O:11:37 O:09:41  Median of RideLength	Row Labels casual member 2024-12	RideLength 0:21:38 0:12:13 Average of	RideLength 0:00:00 0:00:00 Min of RideLength	RideLength 25:00:29 24:59:58 Max of RideLength	RideLength 1:15:36 0:27:15 StdDev of	RideLength 0:09:52 0:08:51 Median of

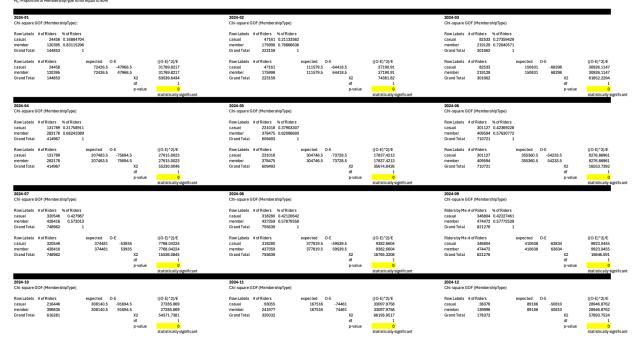
"Casual Riders exhibit longer average ride durations and greater variability, suggesting a broader spectrum of ride purposes—such as leisure, sightseeing, or exploration—that result in more diverse usage patterns.

In contrast, Cyclistic Members demonstrate more consistent and shorter ride durations, aligning with routine or commuter-focused behavior.

Although the mean ride duration is higher for Casual Riders, the median duration remains relatively short and comparable between the two groups, indicating that the average is skewed by a subset of unusually long rides among Casual users."

Statistical test comparing expected vs. observed ride counts by membership type across months.

Figure 9: Chi-square Goodness of Fit – Membership Type by Month



"A Chi-Square Goodness-of-Fit test was conducted monthly in 2024 to determine whether the proportion of ride activity between Casual and Member riders followed an equal (50/50) distribution. In each month, the test yielded a statistically significant result (p < 0.05), indicating that the actual proportions differ significantly from the hypothesized equal split.

These results suggest that rider behavior is not evenly distributed between the two membership types in any given month."

Statistical test assessing ride type usage proportions across months. Figure 10: Chi-square Goodness of Fit – Ride Type by Month



"A Chi-Square Goodness-of-Fit test was conducted monthly throughout 2024 to assess whether ride type usage (Classic vs. Electric) followed an even 50/50 distribution.

The results revealed statistically significant deviations (p < 0.05) in every month of the year, indicating that actual usage patterns consistently differ from the hypothesized equal distribution.

These findings suggest a persistent user preference for one ride type over the other, and this trend holds across seasons."

Statistical test assessing the relationship between membership type and ride type. Figure 11: Chi-square Test of Independence – Membership Type vs. Ride Type

H<sub>1</sub>: RideType is related to MembershipType

2024-01	2024-02	2024-03
Chi-square of Independence (MembershipType & RideType):	Chi-square of Independence (MembershipType & RideType):	Chi-square of Independence (MembershipType & RideType):
Count of Mer Column Labels	Count of Mer Column Labels	Count of Men Column Labels
Row Labels classic_bike electric_bike Grand Total casual 10451 14007 24458	Row Labels classic_bike electric_bike Grand Total casual 27811 19350 47161	Row Labels classic_bike electric_bike Grand Total casual 39614 42919 82533
member 66073 54322 120395	member 112503 63495 175998	member 108970 110159 219129
Grand Total 76524 68329 144853	Grand Total 140314 82845 223159	Grand Total 148584 153078 301662
expected	expected classic biles planting biles	expected
classic_bike electric_bike casual 12920.8507 11537.1493	classic_bike electric_bike casual 29653.066 17507.934	classic_bike electric_bike casual 40651.7336 41881.2664
member 63603.1493 56791.8507	member 110660.934 65337.066	member 107932.266 111196.734
o-value <mark>7.527E-264</mark> statistically significant	p-value 5.4411E-87 statistically signficant	p-value 2.3036E-17 statisticallly significant
adjusted residuals: classic_bike electric_bike	adjusted residuals: classic_bike electric_bike	adjusted residual classic_bike electric_bike
casual -34.701312 34.7013116	casual -19.769595 19.769595	casual -8.4773604 8.47736038
member 34.7013116 -34.701312	member 19.769595 -19.769595	member 8.47736038 -8.4773604
2024-04 Chi-square of Independence (MembershipType & RideType):	2024-05 Chi-square of Independence (MembershipType & RideType):	2024-06 Chi-square of Independence (MembershipType & RideType):
Count of Mer Column Labels Row Labels classic_bike electric_bike Grand Total	Count of Mer Column Labels  Row Labels classic_bike electric_bike Grand Total	Count of Men Column Labels  Row Labels classic_bike electric_bike Grand Total
casual 57819 73970 131789	casual 116645 114343 230988	casual 142215 158912 301127
member 130583 152595 283178	member 190144 188285 378429	member 195497 214097 409594
Grand Total 188402 226565 414967	Grand Total 306789 302628 609417 expected	Grand Total 337712 373009 710721  Expected
classic_bike electric_bike	expected classic_bike electric_bike	classic_bike electric_bike
casual 59834.4234 71954.5766 member 128567.577 154610.423	casual 116282.574 114705.426 member 190506.426 187922.574	casual 143085.967 158041.033 member 194626.033 214967.967
p-value 1.6009E-41 statistically significant	p-value 0.05562712 not statistically significant	p-value 2.8311E-05 statistically significant
adjusted residuals:		adjusted residuals:
classic_bike electric_bike casual -13.498271 13.4982709		classic_bike electric_bike casual -4.1866416 4.18664164
member 13.4982709 -13.498271		member 4.18664164 -4.1866416
	2024.08	
2 <b>024-07</b> Chi-square of Independence (MembershipType & RideType):	2024-08 Chi-square of Independence (MembershipType & BikeType):	2024-09 Chi-square of Independence (MembershipType & BikeType):
Count of Mer Column Labels	Count of Mer Column Labels	Count of Men Column Labels
Row Labels classic_bike electric_bike Grand Total casual 159986 160560 320546	Row Labels classic_bike electric_bike Grand Total casual 148876 169404 318280	Row Labels classic_bike electric_bike Grand Total casual 121208 140381 261589
member 210510 217906 428416	member 204113 233246 437359	member 193354 221996 415350
Grand Total 370496 378466 748962	Grand Total 352989 402650 755639	Grand Total 314562 362377 676939
Expected	Expected:	expected
classic_bike electric_bike	classic_bike electric_bike	weekday weekend
casual 158567.472 161978.528 member 211928.528 216487.472	casual 148681.234 169598.766 member 204307.766 233051.234	casual 121555.944 140033.056 member 193006.056 222343.944
p-value 3.4515E-11	p-value 0.36307077	p-value 0.08162435
statistically significant.	not statistically significant	not statistically significant
adjusted residuals:		
classic_bike electric_bike casual 6.62589317 -6.6258932		
member -6.6258932 6.62589317		
2024-10	2024-11	2024-12
Chi-square of Independence (MembershipType & RideType):	Chi-square of Independence (MembershipType & RideType):	Chi-square of Independence (MembershipType & RideType):
Count of Mer Column Labels	Count of Mer Column Labels	Count of Mer Column Labels
Row Labels classic_bike electric_bike Grand Total casual 98137 118309 216446	Row Labels classic_bike electric_bike Grand Total casual 39047 54008 93055	Row Labels classic_bike electric_bike Grand Total casual 13148 25228 38376
member 182473 217362 399835	member 109063 132914 241977	member 57380 82616 139996
Grand Total 280610 335671 616281	Grand Total 148110 186922 335032	Grand Total 70528 107844 178372
expected	expected	expected
classic_bike electric_bike casual 98553.926 117892.074	classic_bike electric_bike casual 41137.4915 51917.5085	classic_bike electric_bike casual 15173.8083 23202.1917
member 182056.074 217778.926	member 106972.509 135004.491	member 55354.1917 84641.8083
p-value 0.02547621 statistically significant	p-value 2.7732E-59 statistically significant	p-value 5.73E-126 statistically significant
		adjusted residuals:
adjusted residuals.		
adjusted residuals: classic_bike electric_bike	adjusted residuals: classic_bike electric_bike	classic_bike electric_bike
classic_bike electric_bike		
	classic_bike electric_bike	classic_bike electric_bike

"Significant associations (p < 0.05) were found in most months (January, February, March, April, June, July, October, November, December), with adjusted residuals indicating that Casual Riders use classic bikes less frequently than expected, while Members prefer classic bikes more than expected. In July, this pattern reverses, with Casual Riders favoring classic bikes and Members preferring electric bikes. Non-significant results in May, August, and September suggest more balanced preferences during these months. These findings highlight the influence of membership type on bike choice, with implications for targeted promotions."

Statistical test examining whether ride frequency by day varies by membership type. Figure 12: Chi-square Test of Independence – Membership Type vs. Day of the Week

H <sub>i</sub> ; MembershipType is independent of Weekly Use H <sub>i</sub> ; MembershipType is related to Weekly Use		
2024-01	2024-02	2024-03
Chi-square of independence (MembershipType   to   frequency of weekday & weekend uses):	Chi-square of independence (MembershipType  to  frequency of weekday & weekend uses)	Chi-square of independence (MembershipType   to   frequency of weekday & weekend uses)
Count Of Mer Column Labels         Tuesday         Wednesday         Turnstay         Friday         Saturday         Grand Total           Row Labels         2472         4653         3418         4584         4401         1917         2523         24458           member         9033         1970         18038         28510         22863         12759         9704         120395           Grand Total         11465         23833         22344         31094         27084         16986         12227         144659	Count of Ner Column Labels         Count of Ner Column Labels         Wordsy         Wordsy         Wordsy         Wordsy         Wordsy         Wordsy         Section State         Section State	Count of Meri Column Labels         Wednesday         Fluriday         Friday         Saturday         Grand Total casus           Revu Liabets         30x10         90x10         90x11         8722         9722         20004         8253           casual         14464         10335         900         90x11         8722         9722         20004         8253           member         20144         32850         34739         33710         30520         25529         32637         219129           Grand Total         40900         43155         44652         42721         39024         36251         52641         391602
Count of Mer Column Labels  Rou Labels weekleys weekend Grand Total cassual 19651 4896 24459 member 101608 18737 120996 Grand Total 122222 24582	Count of Mer Column Labeles Row Labels weeklary weekland Grand Total casual 34945 12015 47161 member 144874 313324 179989 Grand Total 179600 45399 223159	Count of Mer Column Labels Reva Labels weekendy weekend Grand Total casual 47483 3-4650 82533 member 100344 58791 219129 Grand Total 200831 99813 301662
expicted weeklty weekend cassial 20447 8068 3900,1312 member 10073,130 19041,0068	expected weekley weeklend causal 37960-2454 0011:5462 mmber 14860-259 3437.7454	expected weekstay vereleard  casual 56916.0933 25616.9067  member 151114.907 60014.0033
p-value 4.0963E-96 statistically significant	p-value 0 statistically significant	p-value 0 statistically significant
adjusted residuals: weektay weekend	adjusted residuals: weekday weekend	adjusted residual weekday weekend
casal -17.174861 17.174881 mmmber 17.174861 17.174861 2224-94	casual -39.433582 39.433582 member 39.433582 -39.433582 -39.433582 -2244-65	cesual -81.506178 81.506178 -81.506178 -81.506178 -2024-06
Chi-square of independence (MembershipType   to   frequency of weekday & weekend uses)  Count of Mer Column Labels	Chi-square of independence (MembershipTippe   to   frequency of weekday & weekend uses)  Count of Mer Column Labels	Chi-square of independence (MembershipType   to   frequency of weekday & weekend uses)  Count of Mer Column Labels
Row Labels         Sunckey         Monday         Tuesday         Wednesday         Thursday         Friday         Saturday         Grand Total           cassal         25314         19927         19143         11234         11007         14245         30919         13199           member         33308         49878         55215         30999         37919         34559         30000         283178           Grand Total         56962         69855         74358         48223         48198         48794         68927         414967	Row Labels         Sunday         Monday         Tuesday         Wednesday         Tuesday         Friday         Saturday         Orand Total           casual         34494         24309         13700         33568         28625         39523         50439         23061           member         37862         43120         47890         77258         61879         64685         50233         378429           Grand Total         72366         67429         67873         106826         90795         103566         100722         609417	Row Labels         Sunday         Monday         Tuesday         Wednesday         Tuesday         Fiday         Saturday         Grand Total           casual         64864         30521         30216         30269         30501         40065         60872         301127           member         60796         53893         57377         61271         61355         55227         57800         40696           Grand Total         125479         84414         87509         102540         96859         96292         118551         710721
Row Labels weekledy revelend grand total cases 7556 5623 131789 member 213862 69510 263179 grand total 289418 125549 416967	Row Labels         weeklady         weeklad         Grand Total           cssusi         1:8005         8:0983         200988           member         200004         88:125         378:429           Grand Total         4:36:309         173:308         6/69417	weekiday         weekindo         Grand Total           casual         178572         128555         30127           member         291139         118475         409134           Grand Total         466891         244030         710721
expected weeklay weekend  casual 91916.0049 39872-9651  member 17970.196 88787.0049	espected weekday weeklend casual 165374.685 66813.386 manber 270348.317 16748.683	Expected classic_bite electric_bite casual 197733.373 103393.627 member 200697.627 140593.273
p-value 0 statistically significant	p-value statistically significant	p-value o statistically significant
adjusted residuals: weekday weeknod casual18,79699 116,796991	adjusted residuals: weekiday weekind casuel -113.41021 113.410116	adjusted residuals:  Weeklady weeklend casuul -112.03396 112.033966
member 118.758591 -118.75859	member 113.410116 -113.41012 2024-08	member 112.035966 -112.03596
Chi-square of independence (MembershipType   to   frequency of weekday & weekend uses)	Chi-square of Independence (MembershipType   to   frequency of weekday & weekend uses)	Chi-square of Independence (MembershipType   to  frequency of weekday & weekand uses)
Count of Ner Column Labels         Tuesday         Wednesday         Tuesday         Finday         Suturday         Grand Total           Row Labels         Sunday         Monday         Tuesday         Wednesday         Turnday         Finday         Suturday         Grand Total           casual         41860         37000         58224         44226         40004         48278         67845         320544           member         41722         65977         71282         71004         77782         57700         55842         48846           niceral total         8806         103577         11826         122487         98586         197038         123867         74892	Count of Ner Column Labels         Count of Ner Column Labels         Wordsy         Wordsy         Wordsy         Wordsy         Wordsy         Section State         Section State         Section State         Fieldsy         Saturday         Grand Total Casual           casual         52245         26918         20254         34733         4138         53515         77232         318280           member         48683         50695         57866         64279         7236         72540         77273         477269           clean Total 102226         58133         7720         99002         13501         125005         145062         736659	Count of Mer Column Labels         Medical Power         Friedry         Setup Set         Grand Total           Revi Labels         8433         51554         3038         42280         43890         47447         62022         34890           rember         57246         77417         65845         76390         74427         65379         5750         474472           Giand Total         121579         128009         101683         118079         118078         119772         821276
Row Labels         weeklady         weekend         Grand Total           casual         210822         109714         30564           member         330842         97737         428416           Grand Total         541674         207288         748962	Row Labels         weekldsy         weekend         Grand Total           casual         188608         129672         318280           member         319743         117616         427359           Grand Total         568351         247288         759639	Row Labels         weekledy         weekend         Grand Total           cisisal         220449         126555         34890           member         399476         114996         474472           Grand Total         579625         241351         821276
Expected weeklary weekend  casual 231829.431 80716.5994  member 300844.569 118071.431	erpected weekday weeknd  casual 24120.706 104150.294  member 29429.294 143126.706	expected weekday weekand casual 244887.00 101916.399 member 335037.399 119434.001
p-value 0 statistically significant.	p-value 0 statistically significant	p-value 0 statistically significant
adjusted residuals. casual -109 40282 109 402922 casual -109 40282 109 602922 member 109 602921 -109 60292	adjusted residual casual -126.68373 126.683777 rember 1 26.68377 126.68378	adjusted residual seventally vendend casual -119.85392 118.853918 member 119.85392 118.95392
2024-10 Chi-square of Independence (Membership Type   to   frequency of weekday & weekend uses)	2024-11 Chi-square of independence (MembershipType [to] frequency of weeklady & weeklend uses)	2024-12 Chi-aguare of Independence (Membershi pType   to  frequency of weekday & weekend uses)
Count of Mer Column Labels         Grow Leibels         Sunday         More Leibels         Friday         Saturately         Ceram Total           Rona Labels         304-04         21185         24705         2768         20300         31532         42902         21646           member         41659         4888         66796         77022         69483         55916         47165         99685           Grand Total         80333         70099         91441         10099         98843         8444         99857         612021	Count of Mer Column Labels         Months of Memory         Wednesday         Wednesday         Thirday         Saturday         Grand Total casual           casual         170707         19722         10481         9986         8883         16056         19340         93056           membel         28154         38565         37775         35786         29156         42311         33240         24197           Grand Total I oblid         46227         44556         4379         3984         25809         330012	Count of Mer Column Labels         Tiesday         Wednesday         Thirday         Friday         Sahurday         GrandTotal           Rev Labels         6135         7094         5741         4386         4456         4492         6252         38376           member         16406         277731         25790         10999         17845         16645         1530         13996           Grand Total         22221         23221         23232         12322         12322         13232         178372
weekday         weekard         Grand Total           casual         13/459         8096         216/469           member         31344         68734         398935           Grand Total         445391         170890         616/281	weeklday         weeklady         Grand Total           cassaal         56708         95847         80552           member         180554         61432         24197           Grand Total         237262         97770         335602	weekday         weekand         Grand Total           cisisal         25969         12387         38776           member         108200         31790         139996           Grand Total         134249         44123         178372
expected weekday weekand casual 156427.182 60018.8176	expected weekday weekend casual 65899.4228 27155.5772	expected weekdsy weekend casual 28883.1186 9492.88144
member 288963.818 310071.182 p-value	member 171362.577 70614.4228 p-value p-statistically significant	member 105365.881 34030.1186 p-value 6 statistically significant
adjusted residuals:	adjusted residuals:	adjusted residuals:
weektaly weekernd  casual -131.60354 131.603544  member 131.603544 -131.60354	weekindy weekind casual 7,189902 77,9899022 member 77,9899022 -77,9899022	weskday weekend cesual 5.648223 8.648223 8.648208 member 36.648230 3.86.648232 1

"Adjusted residuals show that Casual Riders disproportionately ride on weekends, while Cyclistic Members favor weekdays. This reinforces the interpretation that Casual Riders primarily use bikes for leisure, while Members rely on them for commuting or routine purposes."

Statistical test evaluating ride type preferences by weekday.

Figure 13: Chi-square Test of Independence – Ride Type vs. Day of the Week

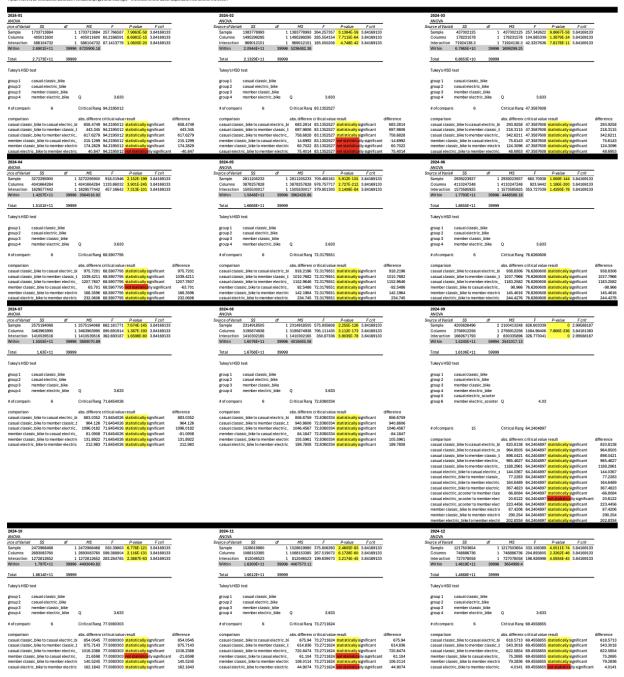
 $H_3$ : RideType is independent of Weekly Use  $H_1$ : RideType is related to Weekly Use

H <sub>2</sub> : RideType is related to Weekly Use		
2024-01 Chi-square of independence (RideType   to   frequency of weeksty & weekend uses):	2024-02 Chi-square of independence (RidoType   to  frequency of weektday & weekend uses)	2024-03 Cht-square of Independence (RideType   to   frequency of weekday & weekend uses)
Count of Mer Column Labels         Mondalist Suntag         Mondalist Suntag         Mondalist Suntag         Friday         Saturday         Grand Total classic, Jake         6210         12863         12415         17909         13869         8344         6334         76524           electric, Jake         9356         11190         9529         14805         13406         6522         9629         6622           Orand Total I         11466         23683         2224         31504         27064         1686         22227         144683	Count of Mer Column Labels         Monday         Unusday         Windereday         Finday         Saturday         Grand Total class; bits           classe; bits         19653         20204         23776         21065         27433         19438         12726         140314           electic, bits         8658         11024         10097         14413         16060         9651         6746         60045           Crest Orisin         24111         32126         38872         34488         45833         2290         1420         223159	Count of Mer Column Labels         New Labels         Sunday         New Column Labels         Wednesday         Thursday         Friday         Saturday         Grand Teal           Classic, Nae         21646         22345         21846         20318         18149         117977         26503         148504           electic, Silve         15944         21040         22780         22003         21693         20274         2618         15079           Orand Total         40900         43185         44502         42721         30242         2355         52641         301902
Row Labels         weekday         weekday         weekand         Grand Total           classic_bias         60010         12554         76524           electric_bias         57211         1118         68329           Grand Total         123221         29652         144853	Row Labels         weekfaly         weekend         Grand Total           classic, bitw         111935         28379         10031           electric, bitw         67085         1510         82345           Grand Total         179620         43539         223159	Row Labels weeklay weekland Grand Total classic, bike 100435 48149 148944 electric, bike 107996 45482 153078 Grand Total 208031 93631 301662
experted weekday weekand classic, bike 64039,5166 12484-4854 (electric, bike 7518,4854 11475,546	expected weekday weekend classic_bite 112938.312 27975.6894 electric_bite 6661.8884 10163.3116	expected weekday weekland classic_bike 102465.932 46118.0676 electric_bike 105565.068 47512.9324
p-value 0.67417597 not statistically significant	p-value 1.35345-28 statistically significant	p-value 1.5807E-57 statistically significant
WAAA	adjusted residuals: weekday weekend classic bins -11.0021 11.002207 electric, bins 11.002207 -11.00211 0024.05	adjusted residuals: westdoy weekend classic_Nat -1506707 15:060772 electric_Nat 15:060707 -15:060747
Chi-square of independence (RideType   to   frequency of weekday & weekend uses)	Chi-square of independence (RideType   to   frequency of weekday & weekend uses)	Chi-square of independence (RideType   to   frequency of weekslay & weekend uses)
Count of Mer Column Labels         Toesday         Wednesday Thursday         Finday         Saturday         Orand Total           classic_bise         28187         32790         33858         20283         20275         20689         32632         188402           clestric_bise         28435         3755         40722         27940         27922         20965         30505         20665           Grand Total         5662         69655         74558         48223         48198         48764         68927         414967	Count of Ner Column Labels         Count of Ner Column Labels         Wednesday         Wednesday Thursday         Friday         Saturday         Grand Total           classic Joile         34044         34981         33073         5220         4309         49797         54235         300789           electric Joine         33082         3468         34600         5650         47786         57790         6487         300789           Grand Total         7286         67429         67973         108626         90796         103586         100722         609417	Count of Mer Column Labels         Wednesday         Thursday         Firlday         Saturday         Grand Total           Row Labels         Samday         Monday         Tuesday         Wednesday         Thursday         Firlday         Saturday         Grand Total         5255         44331         56423         337712         5371         56912         55961         62503         377029         67813         56712         51901         56961         62203         373029         67813         56712         51901         56961         62203         373029         67813         56712         51901         740721<
Row Labels         weekday         weekend         grand total           classic_blass         127963         60819         188422           electric_blass         61835         64730         226565           Grand Total         289418         125549         416967	Row Labels weekstdy weekend Grand Total classic, Islan 213150 99839 98789 electric, Islan 223159 79849 300209 Grand Total 456309 173108 669417	Row Labels weeksday weekend Grand Total Classic, Diss 219281 118431 3772 electric, Elies 247410 125599 378309 Grand Total 466691 244030 710721
expected  weeking weekind  classic_bike 131400.642 57001.3584  electric_bike 158017.358 68547.6418	expected weekfay weekend classic_bike 219644.023 87144.9766 electric_bike 216664.977 85963.0234	expected classic_bike electric_bike classic_bike 221786.71 115955.29 electric_bike 244934.29 128074.71
p-value 4.833E-148 statistically significant	p-value 5.77E-298 statistically significant	p-value 3.1696E-35 statistically significant
adjusted residuals: weeklay weekend classic_links -25.912285 25.9123578 electric_links 25.9123787 -25.912388	adjusted residuals: weektary weektard classic_bite -3e.809807 -3e.8098074 electric_bite_3e.809807 -3e.8098074	adjusted residuuks: weeklary weeklary classic_bile= 1-12.384525 12.3845247 electric_bile= 12.3845254 12.384525 12.38525
2024-07	2024-06 Chi.couare of Independence / Ride Type I to I frequency of weeking & weekend uses)	2024-09 Chi, course of independence (RideType 11n) frequency of weekindsy & weekend uses)
2014-07 Citi-square of independence (Riddings   to) frequency directivity & revisions outs Court offfer Column Labelis Row Labelis Sanday Monday Tuesday Wednesday Turnsday Friday Sahurday Chand Total Cassis Cibia 4,752 5228 52524 65877 45253 52544 6277 370466 electric, jake 4122 5228 52544 5779 53333 54554 6075 378466 Grand Foat 8,945 50557 190567 120667 64069 107998 120657 6406	Chis operain of Independence (Relinging Its Disposancy Venedardy Assessment Joseph Council of Nor California Markins (Revealable) Council of Nor California Markins (Revealable) Council of Nord (Nordy Turoday Wednesday) Thursday (Friday Saturday Grand Total Classic, bits 6 50544 50564 64204 64205 0 63705 51546 50533 60633 302999 electric, bits 52162 44465 46660 52392 51550 135001 125004 145005 7936099 (Herric Disposal California Markins Size 1200 145005 145005 7936099 (Herric Disposal California Markins Size 1200 145005 145005 7936099 (Herric Disposal California Markins Size 1200 145005 145005 7936099 (Herric Disposal California Markins Size 1200 145005 145005 793609)	2014-0 Clos-gains of Independence (Rideltype   1o1   Requestory of weeklady & weekland uses) Count of Mer Column Labelos Ross Labelos Sundry 28 Ross Labelos Sun
2024-97 Citi-squared rindependence (RideType   to) frequency of neekday & weekend uses) Count of Mer Column Labels Row Labels Row Labels Sonity More State	Cois oguars of Independence (Refs) pp. 10   Tencency venkeldy & reveleded vastes   Court of Marc Committee   Court of Marc Committee   Court of Marc Court o	Cli-square of Independence (Ridsh)ppe (to) Pequency of weekbay & weekend uses)  Court of Mer Column Labels  Court of Mer Column Labels  Row Labels Souther (See 1997)  Row Labels Souther
Table   Tabl	Cois capture of Independence (Roll-Ryley to   Terquency of weeklary & weekland uses)  Counce of Mer Comman Labels  Revisibles County	Citi-sequare of Independence, (Refs.) the quartery of Veresterlary & Veresterd users   Court of Mar Column Labels   Presidency   Tending   Veresterlary   Control Table   Revisibles   Surface   Verester   Veres
Total	Cois capture of Independence (Relative to the Security of Tensonry Venerability Assessment cases)  Council of the Committations  Reviewhelds Studies Member 1	Citi-square of Independence (Refrige 1 to 1 treasures) revested by Newsherd users)  Count of Infect Committability  Row Jubbility  Row Jubbil
2024-07  Chi square of independence, Ridelings   to   frequency of weekling & weekland class)  Count of Mer Column Labels  Rows Labels  Senday  Tourish  Wednesday  Wednesday	Chie square of Independence (Refshipe to I) Preparency weekeday accelerated users)  Count of Marc Garmia Mahis  Rev Alabeit Sunday  Rev Alabeit Su	Close cyagemen of independence, (Endish) per (s) in equancy of oversitary & weekend users)  Count of Mar Column Labels  From Labels  Count of Column Labels  Column Labels  Count Column Labels  Co
2024-07  Chi-squared independence (Ridelityse) (to) frequency of weeklady & weekland uses)  Count of Mer Column Labels  Row Labels Sanday  100-100-100-100-100-100-100-100-100-10	Cois oguar of Independence (Rolfs/pp: 1o) Preparency venektory avenektory consists of Council of New Committee (New Consists) (New Council of New Council of	Chi- quant- of Independence (Ref-lightpe Ital) Prequency Oversetsing A westered users)  Count of Infec Commissions  Flow Jubble Studies  Flow Jubble Studies
	Chies capture of Independence (RidhType 1o) Preparency of weeklary & weekland class; bits 2006 20 1000	Cities capacine of Independence (EMP) per la Disquarcy of venetardy. Neverleand users
The square of Independence (RideRype   Tel Prequency of weeklard & weekland class)	Count of the Column Labels   December   De	Chi- quant of Independence (Ridriype I to) Prequency of weekeday. Numberly Vision Vision I Section 1, 1985.  Count of Infect Count and Infect
The square of Independence (Ridel') pp.   1o  Proquency of weeklady & weekland users)	Chies capture of Independence (Ridhippe 1o) Preparety weeklary a weekland users)  Count of Mar Carmia Mahis  Rive Mahis Sunday	Chic square of Independence (Richippe 1s) Prequency of venetardy weekendru units 1  Count of Infect Committability   Food by   Tendary   Venetardy   Tendary   Food   Saturatity   Crand Total Cissos; Data   College
2004.07   Total part of Independence (Ridel') pp. 1 to 1 trequency of newbody & weekend uses)	Chies capture of Independence (Riddhype 1o) Preparency of weeklary & weekland users	Chic square of Independence (Riddhipe I to) Prequency of weekeday. Numbers of 1989.  Count of Infect Committables. Brook June 1989.  From June

"Significant associations (p < 0.05) were observed in all months except January, with adjusted residuals indicating that electric bikes are used more frequently on weekdays, while classic bikes dominate on weekends. This suggests that electric bikes cater to functional, time-sensitive weekday needs (e.g., commuting), while classic bikes are preferred for recreational weekend rides. The non-significant result in January may reflect seasonal factors, such as reduced ridership or less variation in usage patterns."

Statistical test evaluating main and interaction effects of membership type and ride type on ride behavior.

Figure 14: Two-Way ANOVA with Replication – Membership Type × Ride Type



"A two-way ANOVA with replication examined the main and interaction effects of membership type (Casual vs. Member) and ride type (classic bike, electric bike, and electric scooter in September) on ride behavior. Significant interaction effects (p < 0.05) were observed across all months, indicating that ride behavior is shaped by the combined influence of membership and ride type. Tukey's HSD post hoc tests revealed that Casual Riders use both classic and electric bikes more frequently than Members, particularly in warmer months.

Additionally, Members show a growing preference for electric scooters in September, a trend not observed among Casual Riders."

## Conclusion:

## 5. Key Findings

#### 5.1 Ride Duration

Casual riders exhibit a longer average ride duration compared to Cyclistic members.

However, ride duration within the casual rider group shows greater variability, indicating a wider range of trip lengths.

Most riders, regardless of membership type, tend to ride for around 5 minutes on average.

### 5.2 Bike Type Preference

During the target months, electric bikes are favored over classic bikes. This suggests that e-bikes may be a preferred option due to their convenience, efficiency, and suitability for summer and early fall conditions.

## 5.3 Peak Riding Times

Casual riders show a distinct peak usage at 5 PM, likely influenced by post-work or leisure activities.

Cyclistic members exhibit two peak times: 8 AM and 5 PM, which align with traditional commuting hours.

## 5.4 Weekend vs. Weekday Usage

Average ride duration tends to be greater on weekends (Saturday and Sunday), suggesting that riders use the service for leisure, longer recreational trips, or social activities rather than short commuting purposes.

### 6. Final Remarks

Based on the 2024 Cyclistic bike usage trends, particularly during the peak months of June through September, the following strategies are recommended to optimize membership conversions and improve service utilization:

- Develop Targeted Promotions for Casual Riders During Peak Seasons:
   Since casual ridership nears 50% during summer months, Cyclistic should implement
   seasonal membership promotions to capture this audience. Offering limited-time
   discounts, bundled ride packages, or trial memberships during June through September
   could encourage casual riders to commit to annual plans, especially as they engage in
   more frequent recreational trips.
- 2. Tailor Marketing Strategies to Different Rider Behaviors: The analysis reveals distinct usage patterns: casual riders take longer, more varied trips, often in the evenings and on weekends, while members display structured commuting habits. Cyclistic should target leisure-oriented messaging (e.g., "Ride More, Pay Less") toward casual riders and highlight commuter benefits (e.g., "Skip Traffic, Save Time") for potential members who use bikes for work travel. Additionally, promoting the advantages of membership, such as cost savings on frequent rides, could help bridge the gap between occasional and committed riders.
- 3. Enhance Membership Perks Aligned with Rider Preferences: Given that casual riders favor electric bikes and take longer weekend trips, Cyclistic could introduce membership benefits that appeal directly to these preferences. This could include exclusive discounts on electric bike rides, extended ride times for members, or weekend ride credits. Providing these incentives could make annual memberships more attractive to casual riders who already engage with the service regularly.

By implementing these recommendations, Cyclistic can better align its marketing and service offerings with user behavior, ultimately increasing membership conversion rates and long-term customer retention.

# Appendix:

Divvy. (n.d.). Data license agreement. https://divvybikes.com/data-license-agreement

Divvy. (n.d.). Divvy trip data. https://divvy-tripdata.s3.amazonaws.com/index.html