





#### Motivation

Assist WTWY in optimizing attendance, increase awareness

#### Objective

• Gather, analyze daily turnstile data, income data, and NYC tech locations to gain insights into traffic flow

#### Goals

Find optimal days and locations to place street teams



Identify locations based on exposure to

- highest volume of pedestrians
- pedestrians associated with successful tech companies
- high income earners



#### <u>Data</u>

- MTA Turnstile Data, sample of 6 weeks of data prior to summer gala
- Geographic Data on MTA Stations
- Location of Top Tech
   Investments in NYC
- Income Earnings based on IRS
   Individual Income Tax Statistics



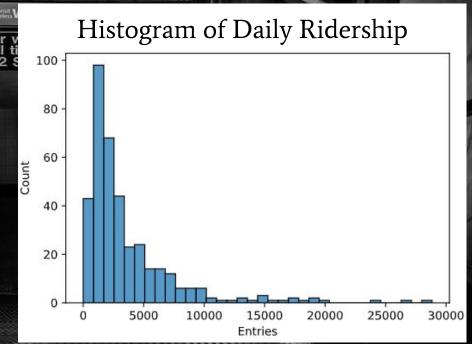
#### **Metrics**

- Daily Station Entries
- Zip Codes of Top Tech Investments in NYC
- Proportion of Income Earners with \$200,000+ Annual Income

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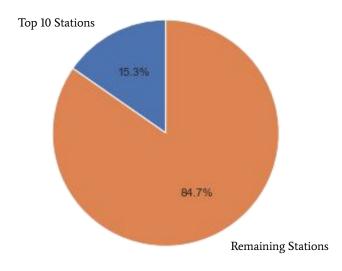
#### MTA Turnstile Data

- Total No. of Stations: 379
- No. of Days Analyzed: 41
- No. of Daily Station Entries Recorded: 15,506
- Average Daily Station Entries: 3,647
- Daily Station Entries Range: 0 28,839

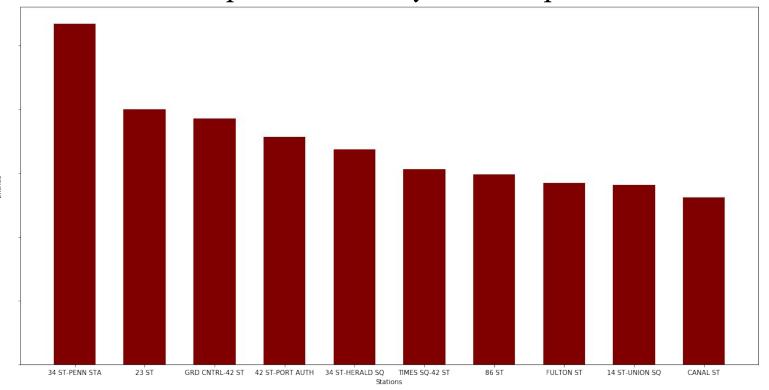




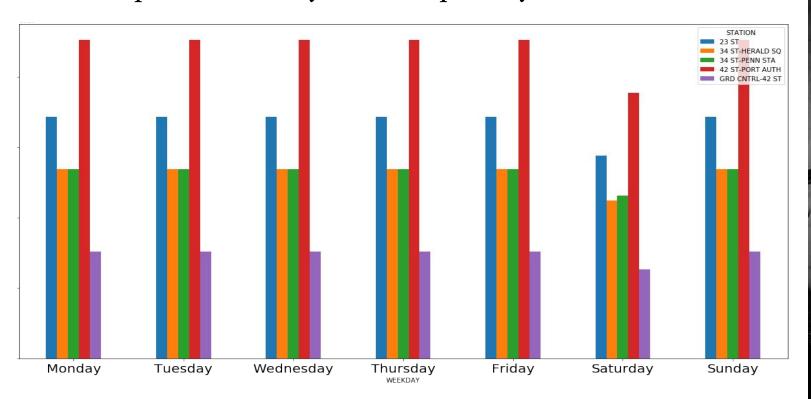
### Split of Total Ridership



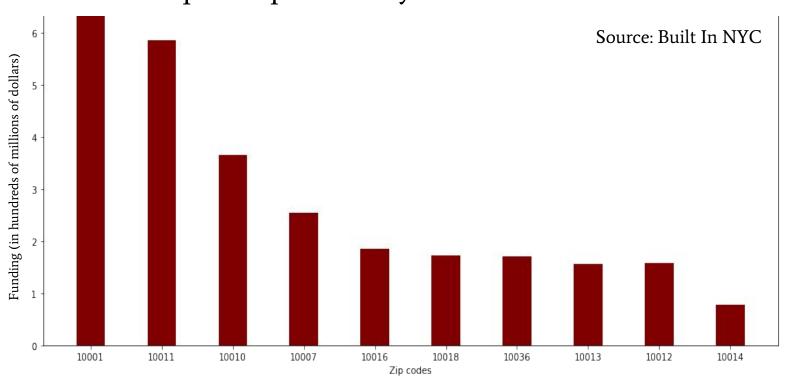
### Top 10 Stations by Ridership



Top 5 Stations by Ridership - Day of the Week



### Top 10 Zip Codes by Tech Investments



#### Top (18) Stations by Location of **Tech Investments**

14 St

8 Av

6 Av

18 St

23 St

28 St

Chambers St

Times Sq-42 St

33 St

42 St-Port Auth

Canal St

Franklin St

Prince St

Bowery

Spring St

B'Way-Lafayette

Bleecker St

W 4 St-Wash Sq

Houston St

#### Γim Stat NO





#### Top (10) Stations by Ridership

34 St-Penn St

23 St

Grd Central-42 St

42 St-Port Auth

34 St-Herald SQ

Times Sq-42 St

86 St

Fulton St

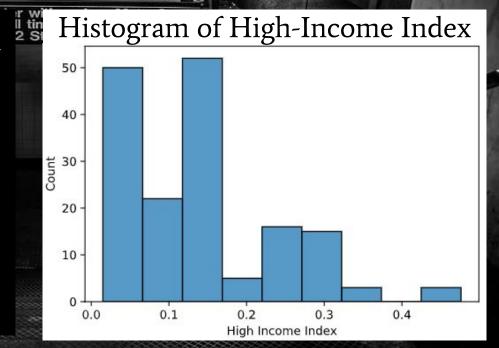
14 St-Union Sq

Canal St

# 

IRS Individual Income Tax Data by Zip Code

- High-Income Index = Share of Total Tax Returns with \$200,000+ Annual Income
- Stations Matched: 166 (44% of total)
- Average Index = 0.13



### Top (10) Stations based on High-Income Index

Chambers St
30 Av
Astoria Blvd
72 St-2 Ave
68 St-Hunter Co
77 St
66 St-Lincoln
72 St
86 St
79 St

### Top (10) Stations by Ridership

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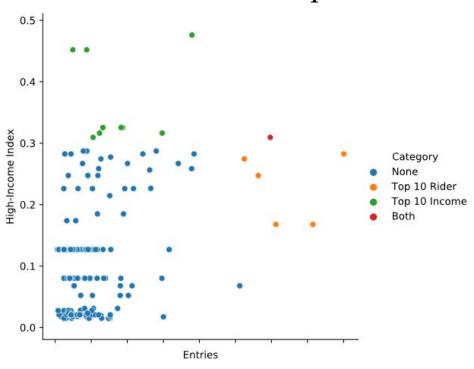
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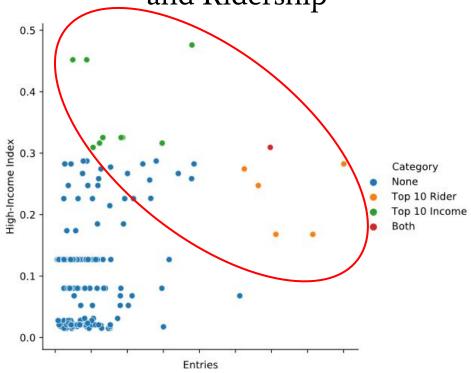
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Canal St

## Relationship between High-Income Index and Ridership

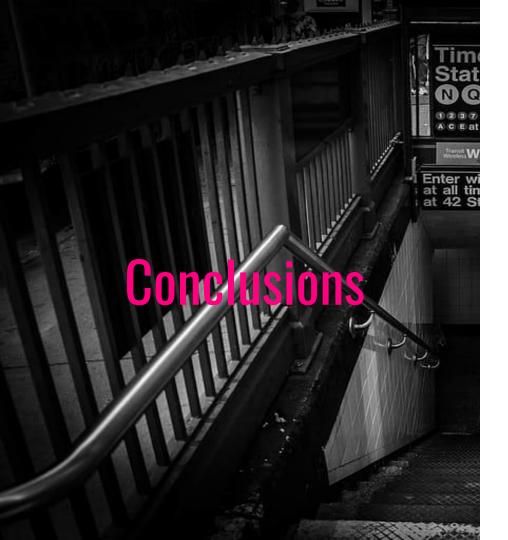


Relationship between High-Income Index and Ridership





- Day of the Week Matters
  - Lowest Ridership on Saturday
- Significant overlap of High Traffic and Wealthy Tech locations
- Highest traffic stations are exposed to high-income earners



- Recommendation: Place street teams at Top 10 stations by Ridership
- Focus on high traffic + tech locations:
  - o 23 Street
  - Times Square 42nd Street
  - 42nd Street Port Authority
  - Canal Street

# Future Work



#### Additional Factors

- Time of Day
- Demographic Information (women, age)

#### Improvements in Methodology

- Outliers in Data
- Aggregate Ridership by ZIP code
- Account for Missing Income Data



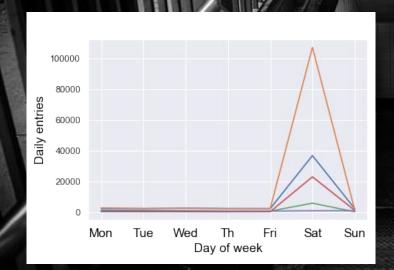


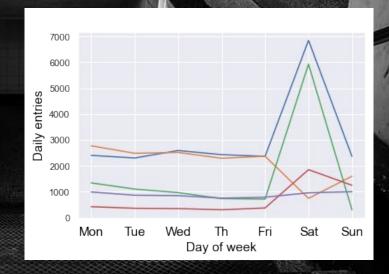
# Appendix



WIFI FREE WI-FI

Weekday traffic per week for station "Rit-Roosevel" before and after cleaning data









### The Team

