MADEIRA ISLAND

# BEST PRACTICES RURAL TRANSPORT AND TOURISM MOBILITY

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## Set the scene

Over the last 15 years, Madeira Region has witnessed a significant change in the mobility patterns of residents and tourists.



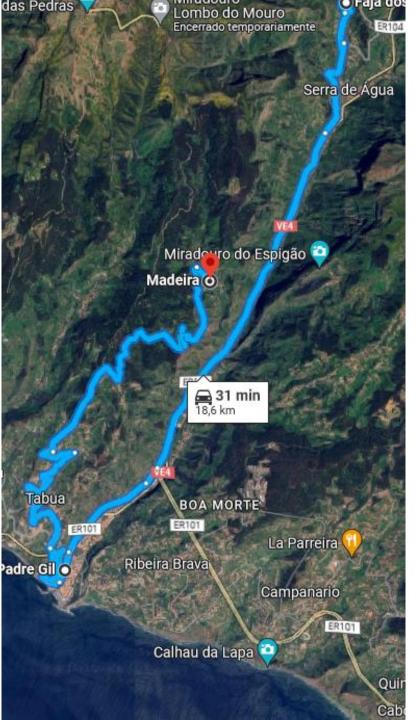


- Increase of car users: 37% 59% 65% (census 2001 – 2011 - 2021)
- Decrease of Public Transport passengers:
   27% 21% 16% (census 2001 2011 2021)
- Growing trend of tourism
   ~1,9 million tourists (2019)
  - ~ 4 million tourists (2022)



# **Taxi sharing in Rural Transport The lesson of Madeira Island**





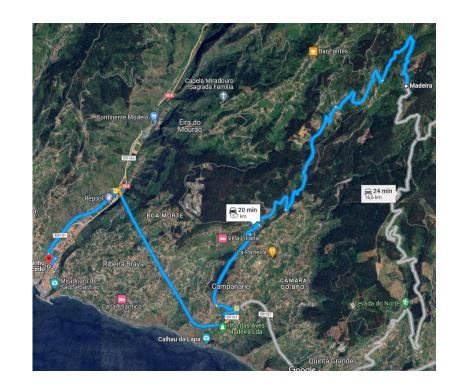
The practice of Taxi sharing in Madeira (Ribeira Brava) has existed for over half a century and has been a way of saving resources and reducing the environmental impact of individual transport.

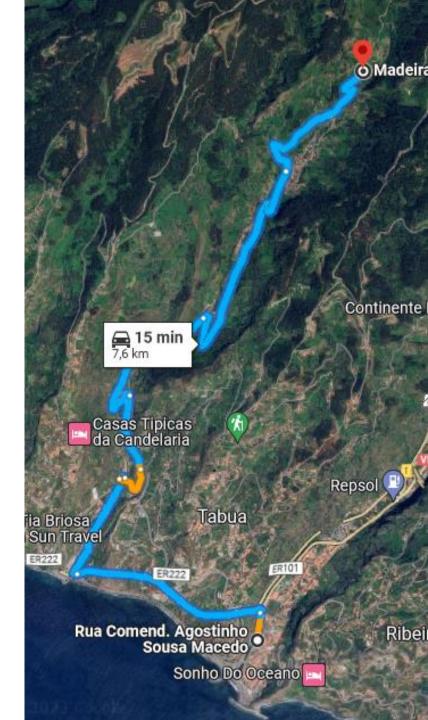
In Ribeira Brava a group of 7 taxis with capacity for 8 passengers each organize shared trips to the most common destinations in peak hours.

The companies use a cell phone that allows users to request a shared taxi, knowing that it will be a shared service.

Users can also choose the most convenient pick-up and drop-off point for them, within an area delimited by the company.

The fare is based on what would be charged for regular public transport and it is cheaper than the normal fare for an individual taxi.







# Public transport in Touristic destinations The lesson of Madeira Island

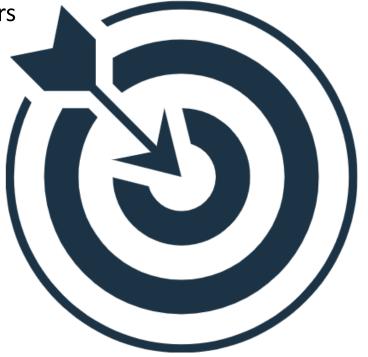


## Integrated approach to promote PT

## Reorient information approach and define new business models:

- 1. Focus on Customer segments;
- 2. Define Value Proposal
- 3. Define Channels
- 4. Establish Customer Relationships
- 5. Define Key activities

6. Define Key partners



- ✓ Cross sector business partnerships to establish win-win agreements to promote sustainable transport modes;
- ✓ Focused communication campaigns during big events;
- ✓ Focused communication campaigns and activities with schools;
- ✓ Tariff reduction;
- ✓ PT booster campaigns, contests;

# Cross sector business partnerships to establish win-win agreements to promote sustainable transport modes

#### Hoteliers as PT ambassadors



- Stakeholders involvement:
- Provide foreign language courses;
- Provide training to hotels reception staff PT specific information, on how to use the new travel information tool, paper guides, brochures, etc.;
- Encourage hotel staff to promote PT (the tourist kit).
- Tourists are more satisfied with the service and using more PT for their travels.



Hotels and businesses were very receptive to this approach. Tourism stakeholders understood the economic value of a city improving the tourist experience, specifically through sustainable mobility.

# Cross sector business partnerships to establish win-win agreements to promote sustainable transport modes

#### Partnerships with businesses to promote the use of PT –

Public Transport Friend initiative



Businesses responded well to the economic potential of such collaboration, notably due to the potential of additional customers.

- Stakeholders involvement;
- Establish cross sectorial business partnerships to establish agreements and incentives/discounts to promote PT.
- 27 businesses are part of the initiative.

### Focused communication campaigns during big events

**Goal**: To promote the use of public transport;

To reduce the use of private modes;

To reduce the congestion situations during big events.

**Approach**: Targeted promotional material (hotels, streets, buses, PT kiosks);

Tickets with special prices;

Reinforce of the service



# Focused communication campaigns and activities with Schools

#### "By bus to school" Campaigns

Promotional campaigns with students. Raise awareness towards a sustainable urban mobility behaviour (participation of about 140 teachers and 400 pupils, in 13 schools).

#### "By bus to the university" Campaign

Promote the use of PT within university students as to promote a new product that was launched in April 2018, the Sub23 Pass specific for students. The product intended to provide a benefit to all Higher Education students who are up to and including 23 years old





## Comprehensive communication tools Tourists and residents

#### TOP 5



#### City line



#### Tour suggestions



#### Visit Funchal



April 2019 the Regional government decided to reduce the price of the monthly passes in order to increase affordability

#### Monthly passes reduction:

- Urban pass started to costs €30 instead of €45.80,
- Interurban pass costs 40€ as opposed to between €57 and €130.



#### PT Booster activities

#### **Contests**

Initiatives with children's

Drawing contests





#### Valentines day



#### Carnival



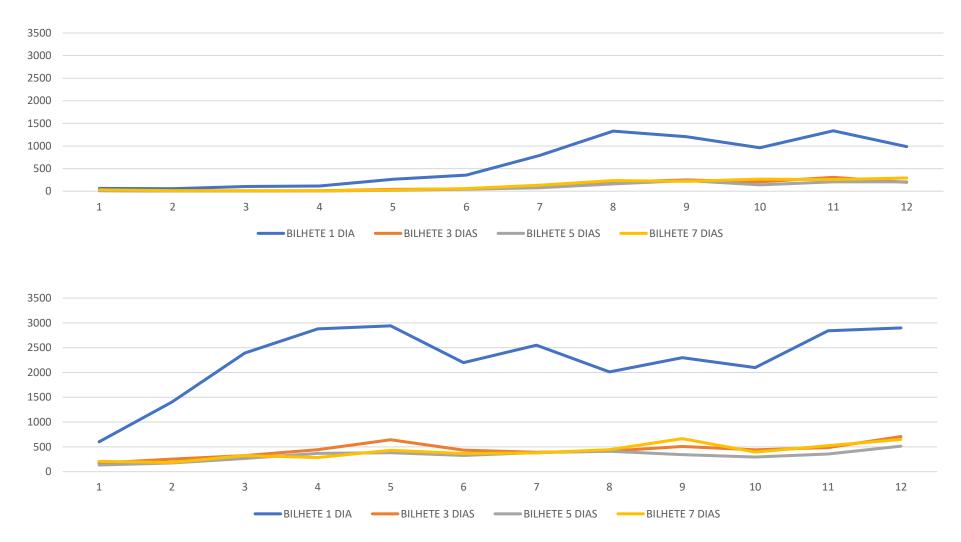
#### Bring a friend campaign



#### Gift check



### QUANTITATIVE RESULTS



1 day ticket raise up (direct effect of the improved promotion at the touristic location) Multidays with interesting trend (direct effect of the improved promotion before travel)

Thank you, CALHETA, MACHICO and RIBEIRA BRAVA for joining us in this event! Welcome!



## Conclusion

Most successful: It was achieved mobility behavioural change towards sustainable transport options, more specifically, towards public transport, between residents, tourists and students.

The main lesson learned: Necessary to have the right involvement of all stakeholders using tailor made participatory methodologies.

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