



March 9, 2018

Contra Costa County Board of Supervisors
Transportation, Water & Infrastructure Committee
John Cunningham, Committee Staff
Supervisor Karen Mitchoff, District IV, Chair
Supervisor Candace Andersen, District II, Vice Chair
651 Pine Street, Room 101
Martinez, CA 94553

Re: March 12, 2018 Agenda Item 7 - Dockless Bikeshare

Dear Supervisors and Committee Staff,

Thank you for your leadership in taking a proactive look at innovative, sustainable and active transportation options, like ofo's dockless bike-sharing, in Contra Costa County. We appreciate the opportunity to provide you with additional details about our company, and stand ready to work with you and community partners to discuss delivering a bike-share program that will enhance the region's transit system and provide students and residents with more mobility options.

Founded in 2014, ofo is the world's largest dockless bike-sharing platform, with a fleet of more than 10 million bikes in more than 250 cities and 200 campuses across 21 countries. Our 200 million+ global users have taken more than 4 billion trips since inception and over 2 billion trips in 2017 alone, contributing to a reduction in carbon emissions by over 2 billion tons worldwide.

At ofo, we strive to empower "anyone, anywhere" with access to sustainable, convenient, and affordable transportation options. We believe that when you place bicycles within arms' reach of residents at a low cost, they will simply start using them – and in lots of new ways. We have a proven track record of operational excellence and a commitment to serving our communities through philanthropic endeavors. In addition, it is important to us to work closely with cities and counties prior to launching bikes on the ground as we know this provides for a more successful partnership.

There are many benefits to bringing ofo to Contra Costa County, including: improving access to public transit, promoting sustainable and alternative modes of transportation, introducing a low-cost (\$1/hour) mobility option, strengthening

connectivity across communities and neighborhoods, helping reduce motor vehicle traffic and creating jobs.

We would value the opportunity to further discuss how we can partner with the County to provide our mobility services to your residents and visitors, and contribute to creating a seamless transportation network for all.

Sincerely,

Katie Stevens
Head of Public Policy - West
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