Linn Economic Development Group’s
Mid-Willamette Valley Intermodal Project Pre-Proposal

Respectfully submitted to the:
Oregon Transportation Commission
355 Capitol St. NE, MS #11
Salem, OR 97301

Submitted by:
Linn Economic Development Group
435 W. First Ave.
Albany, OR 97321
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“The Linn Economic Development Group project proposal meets the intent of the legislature to fund the development of the Mid-Willamette Intermodal Facility in Linn County, the center of the Willamette Valley economic region.”

**Representative Andy Olson, District 15 (GOP - Albany)**
**Member, Joint Committee on Transportation Preservation & Modernization**

“I strongly support Linn Economic Development Group’s proposal because I am confident they will use the $25 million appropriated by the Legislature to deliver a successful reload project our region and state can be proud of. Their proposal will help reduce congestion, pollution, and bring efficiency to Oregon’s transportation system.”

**Senator Sara Gelser, District 8 (D - Corvallis, Albany, Philomath, Millersburg, and unincorporated parts of Linn and Benton Counties)**
**Deputy Majority Leader**

“I believe the Linn Economic Development Group’s site fulfills the expectations and intentions we sought as a committee, and I believe it can play a key role in transportation system efficiencies and building the Willamette Valley’s economy.”

**Senator Lee Beyer, District 6 (D - Springfield)**
**Co-Chair, Joint Committee on Transportation Preservation & Modernization**

“This proposal strengthens the connection between transportation modes increasing efficiency, reducing congestion along the I-5 corridor, and supporting economic growth across the state. These types of interconnections are precisely what we hoped for in the Keep Oregon Moving Bill (HB 2017-A).”

**Senator Betsy Johnson, District 16 (D - Scappoose)**
**Member, Joint Committee on Transportation Preservation & Modernization**
**Co-Chair, Joint Committee on Transportation & Economic Development**

“I know the project manager through his economic development work in Eastern Oregon. He has the experience of developing similar facilities and has the connections with rail entities and organizations to make this project successful. I urge your approval of the LEDG project proposal.”

**Representative Cliff Bentz, District 60 (GOP - Ontario)**
**Co-Vice Chair, Joint Committee on Transportation Preservation & Modernization**
A Message from the Board Chair

Oregon Transportation Commission
355 Capitol St. NE, MS #11
Salem, OR 97301

Subject: Pre-Proposal Submission (Mid-Willamette Valley Intermodal Project)

Commission Members:

The Linn Economic Development Group respectfully submits to you our Mid-Willamette Valley Intermodal Project Pre-Proposal. This submission is in accordance with the ConnectOregon administrative rules adopted to help implement the $25 million allocation through the Keep Oregon Moving bill (House Bill 2017-A) passed earlier this year.

We thank you for taking the time to review our proposal, which we believe meets the high standards you as a commission are seeking in a project sponsor. We also feel our proposal fulfills legislative intent, and meets the goals of both the Joint Committee on Transportation Preservation and Modernization and the Oregon Transportation Commission. These include:

- a strong organization with a structure that delivers on project expectations;
- a team with experience in developing successful intermodal facilities;
- a proposal with support from rail entities, local government, and the business community;
- a proposal which increases efficiency in the transportation system; and
- a project that matches Oregon values, including our moral responsibility to protect the environment.

We thank you for your consideration and service to the State of Oregon. We look forward to working with you to develop a Mid-Willamette Valley Intermodal Facility that helps Keep Oregon Moving.

Best Regards,

James Ramseyer, Board Chair
Linn Economic Development Group

Editorial: Millersburg site makes sense for hub

“Among the site's advantages is its location on Interstate 5, which is served by two railroads. It also has a 60,000 square foot warehouse.”

“International Paper site is adjacent to Interstate 5 and is served by two railroads.”
Project Overview

Project Description

The Linn Economic Development Group (LEDG) proposes the development of an intermodal facility to help address shipping activities in the Mid-Willamette Valley.

Oregon's economy is significantly connected to its export and import capabilities. Our ability to move commodities to domestic and international markets allow Oregon businesses to remain competitive in an ever-increasing global market. With the departure of the Hanjin and Hapag-Lloyd container service at the Port of Portland's Terminal 6 (T6) in early 2015, businesses throughout Oregon have seen increased logistic challenges and financial costs. Reliable freight logistic solutions are needed to help keep small and medium companies competitive, especially in the Willamette Valley where products have low-profit margins.

The LEDG proposal calls for the development and construction of an intermodal transfer facility at the former International Paper (IP) mill property in Millersburg. Centrally located in the Willamette Valley, the site can be the intermodal connection for truck-to-rail and eventually truck-to-rail to the marine highway system and short-sea shipping. This is achieved through the site's locational advantages, which allow for the smooth access of commodities from Interstate 5 (I-5) to both the Union Pacific Railroad (UPRR) and Portland & Western Railroad (PNWR). The site also provides a rail connection to the Oregon International Port of Coos Bay. Together these options offer immediate solutions for businesses looking to ship east and west to domestic and international markets. It also supports the development of future opportunities which can build Oregon's import/export capacity and leverage federal funding.

The proposed facility also has an existing 60,000 square foot warehouse with rail siding. The structure is in good condition and is also surrounded by 130 acres of industrially zoned land owned by the City of Millersburg. The city has unanimously passed a resolution recommending this industrial land support the development and marketing of the intermodal facility.
Following Governor Kate Brown’s International Trade and Logistics Initiative Recommendations, the Oregon State Legislature approved $100,000 in funding to conduct a feasibility study for a Willamette Valley intermodal facility. Conducted by EcoNorthwest, at the request of the Oregon Business Development Department (Business Oregon), the study indicated a proposed facility will primarily serve the valley’s natural resource industry sector. This includes straw, hay, pulp, lumber and wood products, seeds and grains, potatoes, and nursery stock. The study shares the facility could serve up to 76,340 containers per year. Moreover, LEDG has received additional interest from various industries should a cold storage option be available at the facility. The study notes such an impact would have direct public and private benefits, including transportation system efficiencies that translate to private cost benefits, and reduced pollution, congestion, and wear and tear on the highway system.

In the proposal, LEDG would serve as the project sponsor. LEDG is an affiliate of Albany-Millersburg Economic Development Corporation (AMEDC), which is a 501(c)4 non-profit economic development organization. AMEDC has a 24-member board of directors who represent both public and private sectors throughout the region. Established with the mission of strengthening the local economy, AMEDC has been instrumental in the creation of over 1,800 direct jobs by 51 new and existing Albany-Millersburg industrial companies. Under the proposal, LEDG’s Executive Board will oversee the project development through the retention of Gregory Smith & Company, LLC. The executive board will also organize an Intermodal Facility Advisory Committee comprised of the public and private sectors. In coordination with the advisory committee, the executive board will enter into a triple-net-lease agreement with an intermodal facility manager to maintain and operate the facility. Both Northwest Container Services Inc. (NWCS) and Teevin Bros. have formally requested exclusive rights to operate the facility.
Project Sponsor

Organizational Structure

Linn Economic Development Group (LEDG) will serve as the project sponsor. LEDG is an affiliate of Albany-Millersburg Economic Development Corporation (AMEDC), which is a 501(c)4 non-profit economic development organization. AMEDC has a 24-member board of directors who represent both public and private sectors throughout the region. Established with the mission of strengthening the local economy, AMEDC has been instrumental in the creation of over 1,800 direct jobs by 51 new and existing Albany-Millersburg industrial companies.

LEDG’s Executive Board will oversee project development through the retention of Gregory Smith & Company, LLC. This company has successfully developed significant projects throughout Eastern Oregon. They include:

- construction of an industrial park in Fossil, Oregon;
- repurposing of the Umatilla Chemical Depot;
- successfully building over 1,000 acres of industrial land inventory in Malheur County;
- development of cold storage facilities at the Port of Morrow;
- successfully writing intermodal grant applications that have awarded over $8 million to local and regional transportation systems;
- coordination of regional public and private sector partners to achieve more than $7 million for the reconstruction of Juntura Road, saving over 100 jobs for the region;
- successfully managing $7 million through four revolving loan funds;
- manages commercial and residential development properties in ten communities throughout the state; and
- feasibility study work for the Confederated Tribes of the Umatilla Indian Reservation (CTUIR) and multiple financial institutions.

The executive board will also organize an Intermodal Facility Advisory Committee comprised of the public and private sectors. In coordination with the advisory committee, the executive board will enter into a triple-net-lease agreement with an intermodal facility manager to maintain and operate the facility.
Board of Directors

Floyd Collins Retired Public Works Director, City of Albany
Guy DeLude CEO, Viper Northwest
George Dooley III, PHD Retired, Albany NETL Research Lab
Jim Dunning Owner, Tangent Business Park
Max Frederick Project Manager, Evergreen Engineering
Greg Goracke President, Greenberry Construction
Greg Hamann President, Linn-Benton Community College
Chris Hanson Realtor, Former HP Property Manager
Dave Harms Owner, S&S Millersburg Appointment
Rick Kenyon CEO, Selmet
Jon Kloor Northwest Natural Gas
Sharon Konopa Mayor, City of Albany
Stacy Koos VP & Branch Manager, Citizens Bank
Celeste Krueger Regional Business Representative, Pacific Power
Jim Lepin Mayor, City of Millersburg
John Lindsey Commissioner, Linn County
Bill MacHugh Realtor/Developer, Keller Williams
Jim Merryman CEO, OFD Foods
John Pascone President/CEO, AMEDC
Cordell Post Attorney
James Ramseyer Director of Member Services, Consumers Power Inc.
Mark Raum VP, Umpqua Bank
David Reece Owner, Reece & Associates
Janet Steele President/CEO, Albany Chamber of Commerce
Mike Sykes Council, City of Albany/Owner, Mike’s Heating
Dan Watson Owner, K&D Engineering
Ex-Officio, David Beckham Attorney at Law
Ex-Officio, Kevin Kreitman Interim City Manager, City of Millersburg
Ex-Officio, Roger Nyquist Commissioner, Linn County
Ex-Officio, Andy Olson Representative, Oregon State Legislature
Ex-Officio, Jorge Salinas Economic Development Manager, City of Albany
Ex-Officio, Peter Troedsson City Manager, City of Albany
Ex-Officio, Will Tucker Commissioner, Linn County
Executive Board

James Ramseyer, Board Chair
Director of Member Services
Consumer Power Inc.

As a native Oregonian, James grew up in Roseburg. He moved to Eugene where he attended the University of Oregon. Upon graduating, he spent 12 years in the retail industry specializing in purchasing, marketing, and sales. For the past 20 years, he has worked for Consumer Power Inc., and his current responsibilities include marketing and communications, customer service, energy services, members services, economic development, and government affairs. He currently serves as Chair of the Albany-Millersburg Economic Development Corporation Board of Directors, Chair-Elect of the Albany Chamber of Commerce Board of Directors, Chair of the Albany Chamber of Commerce Government Affairs Committee, member of the Oregon Rural Electric Cooperative Association's (ORECA) Grassroots Committee, member of the Chamber Good Government Council and Finance Committee, and the Good Samaritan Hospital Foundation Board of Trustees. He is also a member of the Mid-Willamette Valley YMCA Board of Directors. Past roles include serving on the boards of the Philomath Chamber of Commerce, Northwest Regional Group, and Business Enterprise Center, among others.

Stacy Koos, Board Vice-Chair
Vice President & Branch Manager
Citizens Bank

Originally from Colorado, Stacy moved to Oregon in 1995, after graduating from the University of Northern Colorado. Stacy has spent the majority of the last 22 years as a branch manager and commercial lender with Citizens Bank. Current responsibilities include loan portfolio management, customer relations, human resources management, budget forecasting, marketing, and community outreach. She has filled many project management roles within the bank including the new construction of a branch in Lebanon.

Stacy has been active in numerous business and civic organizations. She currently serves as Vice-Chair with the Albany-Millersburg Economic Development Corporation, Vice-Chair on the Samaritan Albany General Hospital Board, a member of the Oregon Bankers Association’s Grassroots Political Committee, and Vice-Chair of the Albany Public Safety Foundation. Stacy is also the Albany Chamber of Commerce Treasurer, Chair of the Finance Committee, Chair of the Good Government Council PAC, and a member of the Government Affairs Committee.

In addition to her profession as a banker, Stacy is a family business partner that owns and operates commercial properties in the City of Albany and the surrounding area.
Mark Raum, Board Treasurer
Vice President, Senior Relationship Manager
Umpqua Bank

Mark moved to the Willamette Valley from Southern Oregon in 1986 to attend Oregon State University (OSU). He graduated from OSU with a Bachelors of Science in 1991 and started his banking career auditing savings account yields with First Security Bank (FSB) in Salem. During his time with FSB, he held various positions including teller, loan processor, and mortgage loan officer.

He started with Key Bank in 1995 as a mortgage loan officer and within two years was promoted to small business loan officer and branch manager. In 2001 Mark began his career in the Commercial Middle Market with Key Bank where he assisted clients in achieving their financial goals with the bank’s products and services. His experience includes agriculture, food processing, manufacturing, transportation, and construction. In 2007, Mark became a commercial relationship manager for Umpqua Bank, serving the mid-valley market. In 2009, he was promoted to commercial team leader and in 2010 commercial bank manager where his duties included managing a team of associates, meeting the needs of their clients, and addressing the goals of the bank. Mark now enjoys his time as senior commercial relationship manager in the Mid-Willamette Valley market for Umpqua Bank.

Mark is active as the Treasurer of the East Albany Lions Club, Treasurer of the Albany-Millersburg Economic Development Corporation, Past-Treasurer of the Albany Chamber of Commerce, Board Member of SEDCOR, and a S.M.A.R.T. reader for the Greater Albany 8J School District.

John Pascone, Board Member
President/CEO
Albany-Millersburg Economic Development Corporation (AMEDC)

John has 35 years of business experience working with companies of all sizes, and extensive experience with starting and owning several businesses. For 19 years he worked as a business advocate and counselor through the Linn-Benton Community College Small Business Development Center. John has served as president of AMEDC since 1997.

John earned his Masters of Business Administration Degree from the University of Santa Clara, California with a major in Finance and Accounting, and minor in Economics. He graduated from the University of San Francisco where he received his Bachelor of Science Degree in Business Administration. He also attended the College of San Mateo, California receiving his AA Degree in Engineering.
Floyd Collins, Board Member
Retired
Past Albany City Councilor/Public Works Director

Floyd graduated from Oregon State University with a Bachelor's Degree in Science. Floyd's public service includes the Albany Public Works Director from 1998-2003, Salem Public Works Assistant Director from 1983-1998, and City of Corvallis Utilities Director from 1968-1983. Floyd has also served as an Albany City Councilor from 2006-2016 in addition to his position on the Albany Metropolitan Planning Organization, Albany Revitalization Agency, Benton County Transportation System Plan Citizen Committee, Albany Planning Commission, and more. He has been responsible for the implementation of multiple capital projects in excess of $50 million.

Contract Staff

Greg Smith, Project Manager
Managing Member
Gregory Smith & Company, LLC

LEDG retained Gregory Smith & Company, LLC to serve as the project manager for the Mid-Willamette Valley Intermodal Project proposal and development.

Gregory Vincent Smith is a Managing Member of Gregory Smith & Company, LLC. The company was formed, with his wife Sherri, on December 1, 2000. Today, the company employs nine professionals with offices in ten communities including Baker City, Boardman, Burns, Heppner, Hermiston, La Grande, Ontario, Salem, Seaside, and Sunriver.

Greg's economic development expertise is vast. He has 26 years of small business consultation, business recruitment, and gap-financing experience. His work primarily focuses on commercial and industrial development, recruitment, small business assistance, and commercial financing.

According to national statistics gathered by the Oregon Small Business Development Center Network, Greg has been recognized as a national leader in gap finance lending. On average, he annually participates in the commercial gap-funding and loan packaging of more than $15 million.

Over the years, Greg has garnered a professional reputation for promptly delivering high-quality services. He understands that those who contract with Gregory Smith & Company, LLC have a constituency which expect exceptional results.

During Greg's employment at the Port of Morrow, he traveled to 39 countries and five continents recruiting national and international companies to Oregon's second largest port. This work included active participation in national and international trade shows, market analysis, targeted research, and corporate site visits. Greg also participated in the development of the Morrow Cold Storage project. Morrow Cold Storage, a joint-venture between the Port of Morrow and Watts Brothers, has grown to a significant intermodal facility and continues to serve the region's largest industries.

Most recently, the Columbia Development Authority (CDA), an Oregon Section 190 intergovernmental consortium comprised of the Port of Morrow, Port of Umatilla, Morrow County, Umatilla County, and the Confederated Tribes of the Umatilla Indian Reservation conducted a vigorous hiring process for a new executive director. After an in-depth search, the CDA found their ideal candidate in Greg Smith. Greg's previous experience with the Port of Morrow gave him the additional skills needed to assist in the execution of the proposed land transfer. The US Army, US Army Corps of Engineers, and other government entities must closely collaborate with the CDA for the proposed transfer of the Umatilla Army Chemical Depot land. Greg and his team readily address the complexity, confidentiality, and project deadlines of this transfer.

In the past, Greg has been an associate professor at Eastern Oregon University College of Business teaching business finance courses, business law courses, and professional development trainings. His work included teaching Cash Flow Management for Entrepreneurs, Writing an Effective Business Plan, and Contracting with the Federal Government. He also is a five-year instructor with the Northwest Economic Development Course that serves as the training ground for those professionals learning economic development throughout Oregon and Washington.

Sherri Smith
Managing Partner
Gregory Smith & Company, LLC

Sherri Smith is a Managing Partner of Gregory Smith & Company, LLC. She is the behind-the-scenes executive ensuring all business development projects and gap-financed loans are completed in a professional and timely manner. Sherri's professional background is impressive. Starting first with the Port of Morrow, she brings 22 years of administrative, accounting and public outreach to the table. Her technical expertise resides in QuickBooks, EDA, USDA and SBA loan packaging, graphic design, and professional project development. Whether working with a local bank, SBA or USDA Rural Business
Cooperative Service, Sherri knows the players and knows how to connect entrepreneurs to the resources they need.

**Phillip Scheuers**
Vice President
Gregory Smith & Company, LLC

Phil serves as Vice-President of Gregory Smith & Company, LLC. He has been with the company for more than eight years. Phil’s primary focus is industrial land development, business incentive programs, and state regulatory issues. Phil frequently travels to meetings on behalf of Gregory Smith & Company, LLC. Many throughout the region depend on Phil to be present at various functions to offer solutions and links to resources.

**Joleen Horning**
Assistant to the Managing Partners
Gregory Smith & Company, LLC

Joleen came to Gregory Smith & Company, LLC from Bechtel National, Inc. where she worked closely with a team of engineers to assist in finalizing reports and corrective actions within Hanford Nuclear Site. She also trained procurement engineering staff to use Hanford databases, established and modified training profiles, and processed personnel support documents. This experience makes her a perfect fit for assisting Greg in business and project development. She also plays a key role in repurposing the Umatilla Chemical Army Depot, and is a critical team member in the construction of a regional wastewater treatment system with the City of Hermiston and Port of Umatilla. Joleen holds a Bachelor of Science Degree in Business Administration from Eastern Oregon University, as well as an MBA from the University of Phoenix.

**Julee Hicks**
Assistant to the Managing Partners
Gregory Smith & Company, LLC

Julee has worked for Gregory Smith & Company, LLC for many years. Julee’s strength lies in customer service and making business owners feel comfortable. Company responsibilities include small business advising, QuickBooks training, technical writing, research assignments, and report and financial data preparation. Julee has the unique ability to walk a business owner through conception to reality when it comes to starting or growing a business. She is currently working with Baker City to ensure the Elkhorn Industrial Park is ready to meet the business needs of incoming companies.
Denise Rose
Assistant to the Managing Partners
Gregory Smith & Company, LLC

Denise works in Gregory Smith & Company, LLC’s Harney County office addressing the many facets of traditional economic development. She is currently focused on market research and developing the county’s industrial base. Small business owners especially appreciate Denise’s willingness to work one-on-one with them. Her background in human resources and staffing issues is an asset for small business owners. She came to Gregory Smith & Company, LLC from Harney District Hospital where she served as their Director of Marketing and Administration (6 years) and Development and Recruiting Coordinator (9 years). Denise holds a Bachelor of Arts Degree in History and Education from Yankton College, South Dakota.

Tyrin Wedlow
Assistant to the Managing Partners
Gregory Smith & Company, LLC

Tyrin recently completed his Bachelor of Science Degree in Business Administration from Eastern Oregon University. Tyrin’s business background, technology acumen, and entrepreneurial spirit are key assets in assisting business owners.

Intermodal Advisory Committee

Upon development of the Mid-Willamette Valley Intermodal Project, the LEDG will organize an Intermodal Facility Advisory Committee. The committee will consist of both private and public sectors, and provide guidance to the executive board for ongoing operations.

Advisory Committee Membership
Benton County Representative
Lane County Representative
Linn County Representative
Marion County Representative
Polk County Representative
Yamhill County Representative
Ag-Business Representative
Regional Business Representative
Transportation Representative (Trucking)
Transportation Representative (Rail)
Transportation Representative (Marine/Port)

Ex-Officio Membership

Business Oregon Representative
ODOT Representative
Regional Solutions Representative

Partners Associated with the Project Sponsor

Local Government

Roger Nyquist

Position 1, Board of Commissioners
Linn County

Commissioner Nyquist is a lifelong resident of Albany and a product of the Albany public school system and Linn-Benton Community College. The commissioner was first elected to the Linn County Board of Commissioners in 2001 and now serves as the Commission Chair. Nyquist is also a member of the Cascades West Area Commission on Transportation, and Mid-Valley Behavioral Care Network. In addition to his current service, the commissioner has served as Chair of the Linn County Budget Committee, board member of the Albany Area Chamber of Commerce and a member of the Government Affairs Committee. He has also been a member of the Albany Parks Master Plan Task Force, and Governor’s Task Force on Gambling. Outside of public service, Roger is a long-time business owner in Albany and has four children. He is active in supporting local community functions and school athletics.

John Lindsey

Position 2, Board of Commissioners
Linn County

Commissioner Lindsey is a graduate of Lebanon High School. He attended Linn-Benton Community College, Oregon State University, University of Oregon Pacific Program, and is a graduate of the Naval School of Cryogenics. Lindsey has been appointed by the US Secretary of the Interior to serve on two advisory committees, appointed by USDA to serve on two forest advisory committees, and elected to three terms to the Council of Forest Trust-Land Counties. Commissioner Lindsey has a passion for the communities he serves especially in the areas of law enforcement, veterans, education, and economic development.
Will Tucker
Position 3, Board of Commissioners
Linn County

Commissioner Tucker has served on the Board of Commissioners since 2009. His professional background includes business manager for Hewlett Packard and vice president of sales and marketing for Core Communications. Tucker has a long history of serving his community on the Lacomb School Board, Linn County Budget Committee, Parks Committee, and many more. He also participated in the region’s Workforce Investment Board and Oregon District 4 Council of Government. In addition he serves on both the Albany and Lebanon Chambers of Commerce boards.

Jim Lepin
Mayor
City of Millersburg

Jim Lepin was elected Mayor of Millersburg in 2017 after previously serving as a city counselor from 2014-2016, and on the city's planning commission from 2012-2013. Mayor Lepin’s professional background includes service in the US Air Force. Following his time in the military, he operated as an electrical field engineer supporting mining, metals, and nuclear power construction projects throughout the nation for Bechtel Corporation. Jim then spent time with Crown Zellerback and Georgia Pacific Corp. from 1984-2006 as an electrical project engineer supporting a large paper mill and then promoted to maintenance superintendent.

Engineering

David Reece
President
Reece & Associates, Inc.

David Reece leads the local engineering team at Reece & Associates. The company’s civil engineers, planners, and designers approach projects with their community in mind. Since 1997, the firm has been working on projects throughout Oregon, Washington, and Nevada. They have extensive experience working in various cities and counties in the Willamette Valley, Southern Oregon, and costal regions. The firm prides themselves on evaluating projects and their relationships to surrounding neighborhoods. David holds a Bachelor of Science in Civil Engineering from Oregon State University.
Dan Watson
President
K&D Engineering, Inc.

Dan is President of K&D Engineering in Albany. He has extensive technical training, and numerous years of experience in planning, surveying, designing, and constructing both public and private projects throughout Oregon. K&D maintains a serious commitment of adherence to equal employment opportunities for all qualified persons. Dan worked on the proposed site when it was still operating as the International Paper Mill. He is extraordinarily familiar with the layout of the land and will be instrumental in the project's engineering. Dan has a Bachelor of Science in Civil Engineering from the University of California.

Legal Counsel

Mark Shipman
Saalfeld Griggs, PC
Willamette University College of Law
J.D., 1992

Mark is a member of the Real Estate and Land Use Section of the Oregon State Bar Association. He serves on the Board of Directors for the Salem Area Chamber of Commerce (past president and current member of the executive committee) and serves on the Board of Directors for SEDCOR.

Mark represents public and private sector clients in the permitting and development of industrial, commercial, residential, and mixed-use projects. Mark regularly seeks approval for development projects on behalf of clients before local governments and the State of Oregon's Land Use Board of Appeals (LUBA).

Mark also counsels public and private property owners in sales and acquisitions, permanent financing, commercial property development, leasing, construction, and negotiating forbearance agreements.

Certified Public Accountant

Rodney T. Rice
President
Hanson & Rice, CPA, PC
Rod is President of the Hanson & Rice CPA firm located in Albany, Oregon. The company has been serving the Mid-Willamette Valley since 2010 and has a strong reputation. Rod holds a Bachelor Degree in Business Administration with a concentration in Accounting. He serves a diverse clientele throughout the valley including individuals and businesses.

Intermodal Operators

Teevin Bros.

Teevin Bros. is no stranger to supporting and building capacity to Oregon’s transportation system. They have completed five ConnectOregon projects which have enhanced maritime infrastructure, created new rail infrastructure, and improved the connections between the two. Every project was completed on time, within budget, and delivered results far beyond initial projection; including the creation of family-wage-jobs.

Teevin Bros. is an Oregon based conglomerate, started in 1978. They develop railroad and port reload facilities, roads, and environmental enhancement projects. Additionally, they develop property, acquire and operate quarries, manage tree farms, and log. Moreover, their trucking fleet includes container carriers, flatbeds, hayracks, dump-trucks, and dray vans.

Teevin Bros. have operations in Astoria, Crabtree, Eugene, Rainier, Seaside, Port of Umatilla, and Vernonia. They work daily in Portland and Hillsboro; the trucks are running from Anacortes to Hermiston to Roseburg. Across their operations, they employ more than 110 people.

Teevin Bros. have established transportation connections between the east and west sides of Oregon through their barge/marine system. Their operation at the Port of Umatilla provides an outlet from east-side forests to reach west-side domestic and Pacific Rim markets. The company log yards in Crabtree (outside of Albany), and Eugene move timber to the Columbia River for export by rail. Each year about 10,000 railcars of logs move north from the valley to their Rainier operation. Each railcar carries approximately 2.5 truckloads of timber. When rail movements of lumber and logs combine, Teevin Bros. assist in congestion reduction on the I-5 corridor by 42,000 trucks annually.

The company operates a true multi-modal facility in Rainier which will be a significant part of the LEDG project proposal. The facility connects trucks and trains to the marine highway system. On a regular basis a tandem tow of barges, operated by Sause Bros. out of Coos Bay, transport Oregon products to the Ports of Los Angeles and Long Beach for distribution. There are also regular routes to Hawaii. At last count, 62 Oregon based companies, many from the Mid-Willamette Valley, reach Hawaii and further Pacific ports through Rainier.
In 1986, NWCS joined forces with the Union Pacific Railroad (UPRR) to offer their joint customers an efficient and dependable overnight train service, the "Daily Direct." Since its inception, Daily Direct service has grown from the original three days per week to the current six days per week schedule between Portland, Tacoma and Seattle terminals.

The success of this unique service is due in part to the close relationship the NWCS team maintains with UPRR personnel, resulting in the best on-time record of any short haul train service in the nation.

NWCS owns its railcars, offering the advantage of car availability and scheduling flexibility in an ever-changing market. In 1997, NWCS purchased 24, 5-well double stack container cars from Gunderson, Inc. in Portland. These cars were specifically designed for NWCS use and are the only cars of their type in the world. NWCS also purchased six additional 5-well double stack container cars from Gunderson in 2002, and 10 more in 2005. These cars are designed for heavy-well capacity loadings and allow for container size flexibility. The purchases have brought the NWCS car fleet to 42 5-well cars. Primarily as a back up to logistic service, NWCS can provide direct trucking for container loads and empties. They can provide this as an express service to meet cut-off gate deadlines. They can also offer direct trucking, train-to-dock for container loads or empties. Additional local services are available upon request, including container and/or chassis repositioning with inventory management.

The Oregon International Port of Coos Bay (Port of Coos Bay) is an economic driver for the State of Oregon. The Port supports the flow of commerce in and out of the area through both the federal navigation channel, as well as the Coos Bay Rail Line. The Port’s Charleston Operations provide support to the commercial and recreational fishing industries, which are both significant segments of the area’s economy. In addition to these primary business lines, the Port owns approximately 2,361 acres throughout Coos Bay and North Bend. They are also directly involved in numerous organizations and groups in the community with a focus on promoting economic development. In addition, the Port prioritizes environmental stewardship in all activities.

The geographic location of the Port is optimal for shipping goods to and from international markets in Asia and the Pacific Rim. With ocean transit times one full day shorter than Los Angeles and Long Beach, shippers can enjoy substantial increases in both time and cost efficiencies. Coos Bay boasts the largest coastal deep-water channel between San Francisco and the Puget Sound. The navigational channel is just 15.2 nautical miles long, providing transit from its furthest point to open ocean in just two hours. The channel is currently authorized to a depth of -37’ MLLW and a nominal width of 300’.
Coos Bay’s transportation assets include maritime, rail, air, and highway, connecting the Port to both national and global markets. The Port owns the Coos Bay Rail Line, a 134-mile short line railroad that serves to connect shippers in Coos, Douglas, and Lane Counties to the National Rail Network, destined for locations all over the United States and Canada. The rail line is a tremendous benefit to the area, providing an option in freight mobility that is not only cost effective, but also safe and environmentally sound. Each railcar transports approximately 3.3 truckloads of goods. Currently, the rail line moves 7,500 railcars per year. The Port is actively exploring projects to expand existing volumes, including the support of the LEDG Mid-Willamette Intermodal Project. Since acquiring the line in 2010, over $33 million has been invested to maintain and upgrade the line, with another $29 million committed for upcoming rail infrastructure projects.

The Port is currently in the planning and design phase of a project to modify the navigational channel from -37’ MLLW to -45’ MLLW and from 300’ to 450’ nominal width. For decades, vessels have continued to trend larger in size, in an effort to increase efficiencies. This trend is likely to continue into the future. With this understanding, the Port plans to increase the depth and width of the channel, in order to stay competitive in the global marketplace and provide infrastructure that will produce improved efficiencies for existing and future shippers.

Intermodal Facility Development and Related Experience

Gregory Smith & Company, LLC

Greg Smith worked for the Port of Morrow as their Director of Finance prior to owning his own business. In this capacity, he not only assisted many businesses but participated in the development and construction of Morrow Cold Storage, a subsidiary of Watts Brothers. Smith brought all the necessary players around the table to tackle issues associated with the development of a successful intermodal center. He also worked with Class 1 railroads, and local business and industry regarding concerns about container costs, logistics, reliability, and availability of equipment. Today the facility is a successful example of intermodal activity in Oregon’s Columbia Basin. The center serves many of the region’s largest industries. After the project, Smith was honored to be asked to serve as a member of the Morrow Cold Storage Board of Directors.
Over the last 25 years, Greg has traveled the world recruiting national and international companies to Oregon. This work included active participation in national and international trade shows, market analysis, targeted research and corporate site visits.

Morrow Development Corporation (MDC), a non-profit lending institution, began as a community investment of $50,000 and has now grown to a revolving program that revolves over $6 million dollars to businesses throughout the state. Greg Smith and his team have managed this fund since inception. It continues to flourish under their management. Many entities have replicated the success of MDC and have retained Gregory Smith & Company, LLC to manage their program funds. These include the John Logan Revolving Loan Fund, Umatilla Electric Cooperative Revolving Loan Fund, and Eastern...

Columbia Development Authority Selects Greg Smith to Lead Land Transfer and Industrial Development Program

The Columbia Development Authority (CDA) is an Oregon Section 190 intergovernmental consortium of five entities: Port of Morrow, Port of Umatilla, Morrow County, Umatilla County, and the Confederated Tribes of the Umatilla Indian Reservation. The CDA exists for the purpose of coordinating the redevelopment of the former Umatilla Chemical Army Depot for industrial development.

As successful entities in their respective realms, the CDA Board understands the potential of the site’s location: 9,000 acres where I-82, I-84, Union Pacific, and the Columbia River meet. If done correctly, this industrial development will have significant public and private benefits throughout the region and the State of Oregon.

Greg Smith was the ideal choice for the CDA to select as executive director. His reputation for bringing partners from various industries and backgrounds around the table to develop successful projects can be seen throughout the region. Greg’s expertise in commercial finance, industrial development, and intermodal logistics allows him to connect with industrial sectors that build the backbone of Oregon’s economy. Moreover, he understands the public’s high expectations.
Oregon Business Development Fund.

Since 2001, Gregory Smith & Company, LLC has delivered economic and community development services to multiple counties throughout the State of Oregon, with a focus on building rural Oregon's industrial inventory and capacity. In addition, Gregory Smith & Company, LLC provides small business advising to clients throughout Eastern Oregon through their work with the Oregon Small Business Development Network.

In recent years, Greg has served as an economic development specialist for Amber Energy's Morrow Pacific Project. These experiences, along with the collective skills of his staff, qualify Gregory Smith & Company, LLC to manage the proposed reload facility.

Teevin Bros.

Teevin Bros. currently operate an intermodal facility in Rainier which connects trucks and trains to the marine highway system. On a regular basis, tandem-tow barges, operated by Sause Bros., short-sea-ship Oregon lumber to the Port of Los Angeles and Long Beach for distribution between Oxnard to Ensenada. Additional services provide regular routes to Hawaii. These routes include the transfer of commodities such as rebar from Oregon steel mills in McMinnville, lumber cut in Brookings and treated in Coquille, custom farm equipment from Pendleton, fabricated steel products from Corvallis, doors and windows from Klamath Falls, custom millwork from Hood River, waffle mix from Salem, and airplanes from Redmond. These are but a few of Oregon products that go to the Pacific from Rainier. At last count, 62 Oregon based companies reach Hawaii and Pacific Rim markets from Rainier.

The Rainier facility is served by the Portland & Western Railroad with over one-mile of siding. This line has direct service to the proposed LEDG intermodal site in Millersburg.

Teevin Bros. management and operation teams have completed five ConnectOregon projects that have enhanced maritime infrastructure, created new rail infrastructure, and improved

“Greg has traveled to 38 countries and 5 continents promoting value added agriculture. He knows how to successfully work an international trade show and recruit industry to Oregon. Furthermore, we value his leadership in the finance structuring of potential and current port tenants.”

Gary Neal
Port of Morrow, General Manager

“We are pleased to express our interest in partnering with AMEDC to bring a world-class multi-modal transload facility to the Willamette Valley.”

Shawn Teevin, President
Teevin Bros.
the connections between the two. Every project was completed on time and within budget. While project development is important, it is equally important to note that today Teevin Bros. continues to operate each project and facility successfully, bringing efficiencies to Oregon's transportation system.

Northwest Container Services Inc.

Northwest Container Services (NWCS) has been promoting the concept of a Mid-Willamette Valley Rail Facility for over 10-years. With over 25 years of experience moving containerized freight by rail, NWCS has the knowledge, experts and relationships to make a facility a long-term win for Oregon shippers. They also believe the facility is a valuable solution to Oregon's ever increasing need to find alternatives to highway only options.

NWCS has subcontracted with the Union Pacific Railroad for 25 years. They also have working with steamship lines, exporters, importers, and both Class 1 and shortline railroads. These relationships are the utmost importance to the success of their facilities.

NWCS has the experience, personnel, knowledge, and equipment necessary to operate and support any type of rail or truck operation. With operations in Portland, Boardman, Seattle, and Tacoma, NWCS is well prepared for every contingency for moving freight by rail. In 1997, NWCS purchased from Gunderson, manufactured in Oregon, a fleet (23) 5-well railcars with a well capacity of 115,200 lbs. Each well is capable of double stacking two containers averaging 57,600 lbs each. Since then the average export from Oregon is averaging over 61,000 lbs. NWCS will need to retrofit these railcars in order to efficiently transport Oregon's heavy exports as part of this project.

A majority of Oregon's importers and exporters, already do business through NWCS in Portland. The relationship between NWCS and the steamship lines is unmatched in the Pacific Northwest. In addition, their understanding of the local market, relationships, and contacts will be key to a successful facility.
General Business Case

Site Location

Legislative Intent: Mid-Willamette Valley

The Oregon Business Development Department (dba Business Oregon) breaks Oregon into economic regions based on economic activity and geography. Their Willamette Valley Economic Region is described as Benton, Marion, Polk, Yamhill, Linn, and Lane Counties. The LEDG Project Proposal is centrally located in the Willamette Valley economic region. When the Legislature allocated $25 million for the development of an intermodal facility in the Keep Oregon Moving (HB 2017-A), they did so with the intention that the facility will be centrally located in the Mid-Willamette Valley. We believe the proposed site in Millersburg provides the best location to meet the intent. Joining in this belief is the unanimous support of the county commissions in Benton, Lane, and Linn Counties.

“The Linn Economic Development Group project proposal meets the legislative intent of the legislature to fund the development of the Mid-Willamette Intermodal Facility in Linn County, the center of the Willamette Valley economic region.”
Representative Andy Olson, District 15 (GOP - Albany)

The Linn Economic Development Group proposal would include the development and construction of an intermodal facility at the former International Paper Mill site located along Interstate-5 in Millersburg. The property has direct access to both the Union Pacific Railroad (UPRR) and Portland & Western Railroad (PNWR).

The proposed site has an existing 60,000 square foot warehouse with a rail siding and consists of 190.31 acres of industrially zoned land. The site is also located near 135 acres of industrially zoned land ready for development and owned by the City of Millersburg. The Department of Environmental Quality (DEQ) has stated that there are no known contaminants found on the site.
Conceptual Layouts
Site Rationale

Logistics

The proposed site is centrally located in the Willamette Valley. According to the Trade and Logistics Report prepared by The Tioga Group, Inc., Linn County was the largest exporter through T-6 in 2014. Estimated market exports equaled 13,629 containers annually, with 8,588 containers going through T-6. This is equal to 23% of Oregon’s share of container exports, and 63% of the T-6 share of county exports.4

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4 Governor Kate Brown’s International Trade and Logistics Initiative Recommendations and Report; Trade and Logistics Report: Research Analysis; Page 9; February 26, 2017; Conducted by The Tioga Group, Inc.
With this amount of potential value, it is important that Oregon maximize the utilization of an intermodal facility. The LEDG proposed site is where I-5, UPRR, and PNWR converge. This ensures a smooth transition of commodities can occur from truck-to-rail, and truck-to-rail-to-marine.

The convergence of the transportation infrastructure mentioned above also allows for the development of multiple shipping solutions. This proposal brings together Oregon partners to offer multiple options for the movement of commodities throughout the United States and Asian markets. In fact, the proposal can offer an alternative that helps by-pass the Portland-Metro area entirely if destinations are to west coast ports.

**Midwest and East Coast Markets**

The Millersburg site offers direct access to the UPRR mainline. With the UPRR, business and industry would have the option to move commodities from truck-to-rail onsite before or during scheduled UPRR pickup times. Destinations could include ports in Portland or Seattle. However, they also connect to additional market opportunities in the east. LEDG has developed partnerships with the Port of Morrow and Malheur County, who both utilize the same UPRR Mainline. This collaboration can provide larger container volumes for UPRR, offering greater flexibility and market opportunities to the Midwest and East Coast of the United States.

**West Coast Markets**

As an additional option, the proposed site has direct access to the PNWR. This creates a competitive advantage that few other industrial sites possess. For example, containers originating at the proposed location can travel by rail to the Teevin Bros. reload facility in Rainier, Oregon. From there commodities can be reloaded to truck and cross the Longview Bridge located less than 1/4 mile away. This by-passes the Portland Metro Region entirely, further benefiting the reduction of congestion on the I-5 corridor and reducing carbon pollutants.
The Teevin Bros. facility also provides additional options for the movement of products that utilize Oregon’s marine system. Once commodities reach the Rainier facility, they can access short-sea shipping opportunities to ports in Tacoma, Seattle, Coos Bay, Oakland, Los Angeles, and Long Beach. This proposal maximizes allocated funding by building stronger connections between Oregon’s modes of transportation. In addition, it leverages the use of Oregon’s marine system, which is the lowest producer of greenhouse gases, while offering multiple options and flexibility to businesses.

“This proposal strengthens the connection between transportation modes increasing efficiency, reducing congestion along the I-5 corridor, and supporting economic development across the state. These types of interconnections are precisely what we hoped for in the Keep Oregon Moving Bill (HB 2017-A).”

Senator Betsy Johnson, District 16 (Scappoose)

Increasing Oregon’s Export Capacity

An additional option the LEDG project proposal provides is a connection to the Oregon International Port of Coos Bay (Port of Coos Bay), via the Coos Bay Rail Line. The proposal would support collaboration between Lane County, the Port of Coos Bay, and LEDG to develop a comprehensive plan addressing the movement of commodities through the Port of Coos Bay as a long-term solution for Oregon’s business community.

The plan will coincide with the $50,000 grant awarded to the Port from Business Oregon to evaluate infrastructure needs and develop a cost analysis to construct a multi-use rail served marine terminal on the North Spit. The plan will also help leverage federal dollars, support rural communities, and add significant capacity to Oregon’s transportation system.

If successful, the LEDG proposed Mid-Willamette Valley Intermodal Facility will serve as a collector where businesses can regularly ship to the Port of Coos Bay. This will provide public benefits, including support for rural economies, and further reduce congestion and emissions in the metro area.
Expected Types of Customers and Commodities

The EcoNorthwest Feasibility Study of an Intermodal Transfer Facility in the Willamette Valley\textsuperscript{5} conducted in December of 2016, provides a good background on the types of commodities and customers the facility can expect. The study shared that the majority of exports or potential customers will be natural resource industries. These products currently include straw, hay, pulp, lumber and wood products, seeds and grains, potatoes, and nursery stock. This mirrors the conversation LEDG has had with local business and industry, including the Oregon Seed Association.

LEDG understands that potential customers will be looking specifically at the following items when making their decisions.

- Container Costs
- Reliability
- Time
- Equipment Availability
- Weight Constraints

LEDG will work closely with our partners and our Intermodal Advisory Committee, which includes business and industry, to make sure these items are addressed in our project plan.

While the study is a good starting point for conversation, local producers noted the document was limited in scope, looking at only current routes to Seattle and Tacoma through one intermodal provider. It was shared that if producers had additional options for the movement of commodities through an intermodal facility to other ports like Oakland, Long Beach, and Los Angeles, especially using short-sea shipping, there could be a significant increase in interest. These options would help with the current rail system bottleneck facing Southern Oregon and Northern California. Additionally, there was considerable interest if the facility offered cold storage options to support the valley's food processing industries. LEDG proposes to include these options in a detailed market analysis as part of our 5% project plan development following approval of our proposal by the ODOT Commission.

\textsuperscript{5} Feasibility of an Intermodal Transfer Facility in the Willamette Valley, Oregon; Executive Summary; Conducted by EcoNorthwest; December 14, 2016
Excerpts - EcoNorthwest Feasibility Study of an Intermodal Transfer Facility in the Willamette Valley

Straw..............................................................................................................................................
The vast majority of export containers from the Willamette Valley are filled with straw. Because containerized imports from Asia exceeded containerized exports, ocean carriers offered straw exporters reduced rates for containers that would otherwise go back empty. The study estimates that around 25,000 40-foot containers of straw are shipped from the Willamette Valley to the Ports of Seattle and Tacoma ports each year. While straw is produced only in the summer, it is shipped throughout the year without much seasonal variation. Straw is not perishable, and while containers need to reach the port before their ship sails, it is not otherwise a problem for them to travel slowly on their way. It, therefore, could be a good candidate for intermodal shipping.  

Hay...............................................................................................................................................  
Approximately 3,600 40-foot high-cube containers of hay are shipped from Oregon each year. Over half of those—2,250—are grown in Eastern Oregon or Eastern Washington. The remaining 1,350 containers are from Klamath County or the Willamette Valley and could use an intermodal facility in the Willamette Valley.

Pulp................................................................................................................................................ 
The Cascade Pacific pulp mill in Halsey has developed significant export markets for its high-grade pulp products, including White GoldTM and Oregon Gold(TM). When Terminal 6 was operating, they shipped approximately 400 40-foot high-cube containers per month through Terminal 6. They now ship approximately 150 40-foot high-cube containers per month through the Ports of Seattle and Tacoma and the rest as break bulk through Vancouver, WA. With a conveniently-located and cost-effective intermodal facility, they would ship at least 1,800 and up to 4,800 containers per year through the intermodal facility.

Lumber..............................................................................................................................................
Almost all of the lumber and plywood exported from Oregon is shipped in containers. Exporters ship approximately 5,000 40-foot containers per year. Except for approximately 500 containers of hybrid poplar lumber, much of which is milled near Boardman, almost all originate at mills in the Willamette Valley, Coast Range, or the Cascades. Hardwood lumber,
primarily alder, accounts for a much larger share of exports than of production. An intermodal facility in the Willamette Valley could serve all but the northern-most of these mills, or at least 3,000 containers per year. Also, an intermodal facility could serve a significant but unquantified number of containerized lumber shipments to domestic markets.  

Potatoes

Approximately 1,200 40-foot refrigerated containers of potatoes are exported from Klamath County each year. Most potatoes are shipped in tote bags that hold approximately 2,500 pounds of potatoes, with 20 bags per container. Others are shipped in 50-pound cartons or loaded in bulk into containers. All of these containers could make use of an intermodal facility in the Willamette Valley as it would reduce the distance the potatoes needed to be trucked by more than half.

Seeds and Grains

Approximately 225 containers per year of grass seeds were identified in phytosanitary certificates as being exported in containers. Approximately 2,675 additional 40-foot containers per year worth of grass, clover, and alfalfa seed are exported, almost certainly in containers. The Willamette Valley also produces a wide variety of specialty seeds, but those tend to be exported in smaller quantities than containers. The study estimates that 2,500 containers of seed could make use of an intermodal facility in the Willamette Valley. Over 3.5 million containers worth of grain, meal, and soybeans are exported from Oregon each year, though 99.8% of that is not in containers and most of the containers are not from the Willamette Valley or Southern Oregon. Corn and soybeans are shipped by rail from the Midwest, obtain phytosanitary certificates in Portland, and are loaded in bulk into ships in Portland and in Vancouver and Kalama, WA. The study identified 300 containers per year worth of grain being shipped from the southern Willamette Valley, which could make use of an intermodal facility in the Willamette Valley.

Christmas Trees and Nursery Stock

Approximately 500 containers of Christmas trees, wreaths, and garlands are exported from Oregon in refrigerated containers each year, including “exports” to Hawaii. Shipments occur only during the holiday season and are on very tight timelines. Oregon produces a wide variety of nursery stock, including landscaping shrubs, shade trees, fruit trees, and blueberry bushes. While over 500,000 plants are shipped in a year, a container might hold well over 1,000 plants, so it is unlikely that a large number of nursery plant containers...
would make use of an intermodal facility in the Willamette Valley. The study identifies phytosanitary certificates for 20 40-foot containers’ worth of blueberry plants shipped from the southern Willamette Valley. 

Bird In The Hand

LEDG has received communication for a nationally recognized agricultural-based company interested in our proposed intermodal facility and associated property. The project lead has been designated “Project Rail” to help maintain confidentiality.

The company is looking to develop a western distribution center to move product to their customers. The expected capital investment is to be between $10-$12 million. Approximately 10 to 15 family-wage-jobs are expected to be created.

The firm believes their project will work well with LEDG’s intermodal facility proposal and would be interested in locating on available industrial land next to the project.

Project Rail email can be found within the Letters of Support section.
Reducing Congestion and Greenhouse Gases

Our project proposal proposes reducing truck traffic along I-5 and I-205 by providing a smooth transition of commodities off the I-5 corridor onto rail. The site's logistical advantages will maximize the amount of truck-to-rail transfers. The reduction of truck traffic will reduce congestion resulting in less idle traffic and emissions. Rail transportation is also significantly lower in produced emissions. One railcar has the capacity of 3.8 trucks. On a ton-mile basis, rail emits one quarter of the Co, NOx, and PM of trucks, effectively reducing greenhouse gas emissions by 75%. In addition to intermodal transfer, the LEDG project plans to take further steps toward recognizing the obligation to protect the environment. LEDG will include plans to discourage truck idling during loading and unloading. In addition, LEDG will share information annually on the state's alternative truck/transportation incentives and alternative fuels program with businesses utilizing the facility.

Protecting the Environment

LEDG is also working with The Wetlands Conservancy to develop a plan to protect the wetlands that are located on the north portion of the property. If done right the proposal can show that industrial development and environmental conservation can complement each other and still meet the intended goals for both constituencies.

“The Wetlands Conservancy is interested in entering into an agreement for the preservation of the wetlands on your site. Please know, we are also supportive of the concept of the intermodal facility because of the additional environmental benefits it will provide, including reductions in emissions and congestion. We are excited and honored to be a partner in a project, that if done right, can set an example of how Oregon can have industrial development and conservation of natural resources. The Wetlands Conservancy is ready to continue our conversations to develop a plan to be included in the project plan for the facility. Thank you for reaching out to us. We look forward to working together.”

Esther Lev
Executive Director, The Wetlands Conservancy

13 Portland & Western Railroad presentation to the Joint Committee on Transportation Preservation and Modernization, Traffic Congestion and Freight Mobility Legislative Working Group; Presented by Jeff Van Schaick (AVP Government Affairs); March 13, 2017
Portland & Western Railroad

Jeff Van Schaick
AVP Government Affairs

Traffic Congestion and Freight Mobility
Legislative Working Group

March 13, 2017
Salem, Oregon

RAIL HELPS
Highway Congestion

One railcar has the capacity of 3.8 trucks

A 100 car train has the capacity of 380 trucks

RAIL HELPS
The Environment

On a ton mile basis, rail emits 1/4 of the CO, NOx, and PM that trucks do

Moving freight by rail instead of truck reduces greenhouse gas emissions by 75%

If 10% of truck traffic diverted to rail, fuel savings would exceed 800 million gallons per year

- If 10% of truck traffic diverted to rail, annual greenhouse gas emissions would fall by more than 9 million tons
Preliminary Cost Estimates and Timeline

Conceptual Budget - 5% Project Plan and Milestones

Outlined below is a brief summary of the scope of work to be completed with the 5% allocation following the ODOT Commission’s approval of LEDG pre-proposal. The work presented below is generally in the order it is anticipated to occur. For example, completion of the land acquisition agreement would be prudent prior to expending additional funds to ensure the land is secure. Surveying, mapping, and preliminary engineering would provide the preliminary information needed to complete conceptual site layouts, which are needed prior to moving forward with land use, due diligence, permitting, rail negotiations, etc. Design engineering for the site civil work and structures would be the last expenditure. The design engineering fee estimates are not sufficient to complete the designs to 100 percent (depending on the site layout, etc.), but are anticipated to be sufficient to reach significant design completion. Final designs could occur with remaining funds ahead of construction. The proposed fee structure on the table below also includes a 10 percent contingency to help address potential unforeseen conditions or other issues that may arise during completion of the work.

The schedule outlined hereafter assumes the work begins in earnest in early January 2018, with the goal of beginning initial construction in the fall of 2018. Construction would continue through the winter and spring, and into the summer of 2019. This schedule is very aggressive, and assumes the work begins in earnest in early January 2018 and can proceed aggressively. This schedule is contingent on an initial agreement for property acquisition occurring in February or March 2018, and an agreed upon site layout being reached by March 2018. There are several construction related items that can begin in the fall of 2018, with other items constructed later as final designs are finished and construction progresses.

<table>
<thead>
<tr>
<th>Amount</th>
<th>Percent</th>
<th>Item</th>
<th>Est. Milestone</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ 96,250.00</td>
<td>7.7%</td>
<td>Market Analysis</td>
<td>Jan. 2018 - Nov. 2018</td>
</tr>
<tr>
<td>$ 18,750.00</td>
<td>1.5%</td>
<td>Land Acquisition Agreement</td>
<td>Jan. 2018 - Mar. 2018</td>
</tr>
<tr>
<td>$ 67,500.00</td>
<td>5.4%</td>
<td>Surveying and Mapping</td>
<td>Feb. 2018 - Mar. 2018</td>
</tr>
<tr>
<td>$ 47,500.00</td>
<td>3.8%</td>
<td>Preliminary Engineering</td>
<td>Jan. 2018 - Mar. 2018</td>
</tr>
<tr>
<td>$ 18,750.00</td>
<td>1.5%</td>
<td>Land Use Approvals</td>
<td>Mar. 2018 - May 2018</td>
</tr>
<tr>
<td>$ 18,750.00</td>
<td>1.5%</td>
<td>Partitioning/Lot Line Adjustments</td>
<td>Mar. 2018 - May 2018</td>
</tr>
<tr>
<td>$ 72,500.00</td>
<td>5.8%</td>
<td>Rail Negotiations &amp; Permitting</td>
<td>Jan. 2018 - May 2018</td>
</tr>
<tr>
<td>$ 23,750.00</td>
<td>1.9%</td>
<td>Due Diligence Clearances</td>
<td>Mar. 2018 - Apr. 2018</td>
</tr>
<tr>
<td>$ 47,500.00</td>
<td>3.8%</td>
<td>Geotechnical Analysis</td>
<td>Apr. 2018</td>
</tr>
</tbody>
</table>
Outlined below is a brief summary of the scope of work to be completed upon the full $25 million allocation following the ODOT Commission's approval of LEDG project plan.

<table>
<thead>
<tr>
<th>Amount</th>
<th>Percent</th>
<th>Item</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ 9,175,000.00</td>
<td>36.7%</td>
<td>Land Acquisition</td>
</tr>
<tr>
<td>$ 1,000,000.00</td>
<td>4%</td>
<td>Engineering &amp; Design</td>
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<tr>
<td>$ 425,000.00</td>
<td>1.7%</td>
<td>Permitting</td>
</tr>
<tr>
<td>$ 250,000.00</td>
<td>1%</td>
<td>Earthwork</td>
</tr>
<tr>
<td>$ 1,700,000.00</td>
<td>6.8%</td>
<td>Road/Pedestrian Improvements</td>
</tr>
<tr>
<td>$ 2,250,000.00</td>
<td>9%</td>
<td>Rail Development</td>
</tr>
<tr>
<td>$ 7,000,000.00</td>
<td>28%</td>
<td>Intermodal Facility Construction</td>
</tr>
<tr>
<td>$ 1,500,000.00</td>
<td>6%</td>
<td>Utilities</td>
</tr>
<tr>
<td>$ 1,250,000.00</td>
<td>5%</td>
<td>Contingency</td>
</tr>
<tr>
<td>$ 450,000.00</td>
<td>1.8%</td>
<td>Project Management</td>
</tr>
<tr>
<td>$ 25,000,000.00</td>
<td>100%</td>
<td></td>
</tr>
</tbody>
</table>
Cash Flow Projections and Notes

Projected Statement of Revenues, Operating Expenses and Changes in Cash-on-Hand Position
For the Calendar Year Ended December 31, 2018, 2019, 2020, 2021 & 2022

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
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<tbody>
<tr>
<td><strong>Beginning Cash on Hand</strong></td>
<td>$81,000.00</td>
<td>$114,000.00</td>
<td>$149,750.00</td>
<td>$301,225.00</td>
<td>$504,649.00</td>
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<tr>
<td><strong>Operating Revenues</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UPRR Line - Transload Lease #1</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$60,000.00</td>
<td>$120,000.00</td>
<td>$144,000.00</td>
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<tr>
<td>PNWR - Transload Lease #2</td>
<td>$0.00</td>
<td>$18,000.00</td>
<td>$48,000.00</td>
<td>$60,000.00</td>
<td>$72,000.00</td>
</tr>
<tr>
<td>Reload Storage</td>
<td>$24,000.00</td>
<td>$48,000.00</td>
<td>$200,000.00</td>
<td>$320,000.00</td>
<td>$320,000.00</td>
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<tr>
<td>Incubator Leases</td>
<td>$6,000.00</td>
<td>$12,000.00</td>
<td>$24,000.00</td>
<td>$30,000.00</td>
<td>$34,000.00</td>
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<tr>
<td>Other Revenues</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$12,000.00</td>
<td>$12,000.00</td>
</tr>
<tr>
<td><strong>Total Operating Revenues</strong></td>
<td>$30,000.00</td>
<td>$78,000.00</td>
<td>$332,000.00</td>
<td>$542,000.00</td>
<td>$582,000.00</td>
</tr>
<tr>
<td><strong>Operating Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contract Labor</td>
<td>$120,000.00</td>
<td>$120,000.00</td>
<td>$120,000.00</td>
<td>$126,000.00</td>
<td>$132,000.00</td>
</tr>
<tr>
<td>Utilities</td>
<td>$10,000.00</td>
<td>$10,500.00</td>
<td>$11,025.00</td>
<td>$11,576.00</td>
<td>$12,155.00</td>
</tr>
<tr>
<td>Insurance</td>
<td>$20,000.00</td>
<td>$30,000.00</td>
<td>$31,000.00</td>
<td>$32,000.00</td>
<td>$33,000.00</td>
</tr>
<tr>
<td>Repairs &amp; Replacement</td>
<td>$0.00</td>
<td>$20,000.00</td>
<td>$100,000.00</td>
<td>$100,000.00</td>
<td>$100,000.00</td>
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<tr>
<td>Transporation</td>
<td>$5,000.00</td>
<td>$5,000.00</td>
<td>$7,500.00</td>
<td>$7,500.00</td>
<td>$10,000.00</td>
</tr>
<tr>
<td>Professional / Contingency</td>
<td>$15,000.00</td>
<td>$15,000.00</td>
<td>$16,000.00</td>
<td>$16,000.00</td>
<td>$20,000.00</td>
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<tr>
<td>Property Taxes</td>
<td>$0.00</td>
<td>$10,000.00</td>
<td>$20,000.00</td>
<td>$30,000.00</td>
<td>$32,000.00</td>
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<tr>
<td>Supplies</td>
<td>$2,500.00</td>
<td>$2,500.00</td>
<td>$3,000.00</td>
<td>$3,000.00</td>
<td>$4,000.00</td>
</tr>
<tr>
<td>Marketing</td>
<td>$0.00</td>
<td>$5,000.00</td>
<td>$10,000.00</td>
<td>$15,000.00</td>
<td>$20,000.00</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>$172,500.00</td>
<td>$218,000.00</td>
<td>$318,525.00</td>
<td>$341,076.00</td>
<td>$363,155.00</td>
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<tr>
<td><strong>Difference</strong></td>
<td>$(142,500.00)</td>
<td>$(140,000.00)</td>
<td>$13,475.00</td>
<td>$200,924.00</td>
<td>$218,845.00</td>
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<tr>
<td><strong>Non-Operating Revenues</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest Income</td>
<td>$500.00</td>
<td>$750.00</td>
<td>$2,000.00</td>
<td>$2,500.00</td>
<td>$3,000.00</td>
</tr>
</tbody>
</table>

Project Sponsor          Page 38
The Projected Statement of Revenue, Operating Expenses and Changes in Cash-on-Hand Position were compiled based on four primary considerations:

1. Research of financial operating statements of multiple Oregon port authorities, including interviews with their general managers and chief financial officers.
2. Interviews with industrial financial advisors, shippers and packers, trucking and rail companies, insurance agents, agricultural producers, potential clients, etc.
3. The EcoNorthwest “Feasibility of an Intermodal Transfer Facility in the Willamette Valley, Oregon” study compiled to determine the feasibility intermodal facility.
4. Professional judgment.

For purposes of simple analysis, the Projected Statement of Revenue, Operating Expenses and Changes in Cash-on-Hand Position utilizes a cash basis method of accounting.

The Projected Statement of Revenue, Operating Expenses and Changes in Cash-on-Hand Position fully acknowledges determination of an actual Changes in Cash-on-Hand Position is extraordinarily difficult to project as there are many daily outstanding considerations. They include, but are not limited to:

1. Changes in global and domestic demand for Oregon-based commodities;
2. The ratio of imports to exports (and vice versa);
3. Fluctuations in international currencies;
4. Global and domestic interest rate fluctuations;
5. Price of fuel;
6. Commodity prices;
7. Etc.

With the above statements noted:

Under Operating Revenues, both Transload lease #1 and Transload lease #2 assume the LEDG will enter into a triple-net lease agreement with a well-qualified operator(s). Transload lease #1 assumes the qualified operator will handle truck to UPRR and vice versa.
versa movements. Zero income is anticipated in 2018 or 2019. Lease income will be generating in 2020. Transload lease #2 assumes the qualified operator will handle truck to PNWR and vice versa movements. Zero income is anticipated in 2018. Due to the good condition of the PNWR rail spur, the LEDG projects they can begin generating nominal income ($18,000.00) in 2019. In 2020, lease income will begin to be generated.

Note #5
Under Operating Revenues, Intermodal Storage revenue is projected to be both an immediate and reliable long-term revenue stream for LEDG. A well-conditioned, 60,000 square foot industrial building is available for immediate storage and reload use. Interviews with multiple professionals, including agricultural shippers, confirmed the market demand for this service in the Mid-Willamette Valley.

“Like facilities,” for example, the Port of Morrow Dry Storage Facility, assess the following fees:
(1) A per pallet handling fee of $10.00 for every “intake move.”
(2) $10.00 per month, per pallet “storage fee.”
(3) A per pallet handling fee of $10.00 for every “exit move.”
(4) Additional fees may apply for additional storage needs.

This above fee schedule is a sample of what a Mid-Willamette Valley Intermodal Facility lease operator may assess. It is important to note fee schedules change regularly based upon market conditions.

Note #6
Under Operating Revenues, LEDG intends to support small and emerging business in the Mid-Willamette Valley with incubator space. Lease rates will be variable: nominal to market rate based upon need, as identified in Small Business Development Center approved business plans.

Note #7
Under Operating Expenses, Contract Labor is calculated based upon negotiated market rates. Gregory Smith and Company, LLC has been retained as project manager and will facilitate the development of the Mid-Willamette Valley Intermodal Facility from start to finish. It is anticipated this relationship will conclude in 2020, and a new contract “General Manager” will be retained to manage the day to day functions of the Mid-Willamette Valley Intermodal Facility. A nominal inflation factor is calculated into the expense in 2021 and 2022.

Note #8
Under Operating Expenses, Utilities, Insurance, Repairs & Replacement, Transportation, Professional & Contingency, Property Taxes, Supplies, and Marketing were determined
based upon interviews with several Oregon port authorities and calculated “best guesses”. In all categories, a conservative approach to budging was utilized. One could anticipate significant saving may be realized because of this calculation approach. It is important to note; the Professional & Contingency expense anticipates the completion of an annual Independent Auditors Report.

Note #9
Under Non-Operating Revenues, LEDG anticipates Linn County will continue to generously invest its own economic development efforts with annual contributions to the LEDG. For projection purposes, this amount was stated at $40,000 per year. This is significantly less than Linn County’s current contribution.

Note #10
Under Non-Operating Revenue, LEDG anticipates expensing its ConnectOregon Grant (under the statutory authority of House Bill 2017) for $135,000 in 2018 and 2019. In 2020 the amount increases by $1,000 to $136,000. This total amount represents less than .016 percent of the $25,000,000 allocation.

Note #11
It is important to note the Linn County Development Group Mid-Willamette Valley Intermodal Facility will operate without initial debt.
Project Support Letters

See attached letters.
We respectfully submit to you this letter of support for the Linn Economic Development Group’s (an affiliate of Albany-Millersburg Economic Development Corporation) Mid-Willamette Valley Reload Project Proposal.

We only have one chance to get this project right. A successful project will help Mid-Willamette businesses access markets, navigate logistics, bring efficiencies to the transportation system, and provide economic development opportunities. We believe the LEDG proposal achieves these goals.

The most significant attributes of the project proposal include:

- The ideal location located at the former International Paper Mill Site in Millersburg. The site has direct access to Interstate-5, Union Pacific Railroad, and Portland & Western Railroad (BNSF).
- The project team has successfully developed similar facilities in Oregon.
- The proposal provides multiple options for moving commodities to both East and West Coast markets by rail, barge, and short-sea shipping.
- The proposal was developed in collaboration with the relevant rail entities and has the support from Willamette Valley counties, cities, and business communities.
- The proposal will increase efficiency in the transportation system and reduce congestion within the Willamette Valley and Portland-Metro area, and in turn, reducing our carbon footprint and emissions.

We urge your support of the Linn Economic Development Group's Mid-Willamette Valley Reload Project Proposal.
November 29, 2017

Oregon Transportation Commission
355 Capital St. NE, MS #11
Salem, OR 97301

Subject: Letter of Support - LEDG Project Proposal (Mid-Willamette Valley Reload Facility)

Commission Members:

Thank you for your service and dedication to the State of Oregon. Today I would like to submit to you a letter of support for Linn Economic Development Group's (an affiliate of Albany-Millersburg Economic Development Corporation) Mid-Willamette Valley Reload Project Proposal.

As a member of the Joint Committee on Transportation Preservation and Modernization Committee, I believe the LEDG's project proposal is the only proposal that meets the expectations and discussions we had as a committee regarding a Mid-Willamette Valley Intermodal Facility.

As you are aware the location in the LEDG proposal has access to Interstate 5 and two Class One rail lines (Union Pacific Mainline, and Portland & Western Railroad-BNSF. Additionally, there are over 140 acres of industrially zoned land surrounding the site to support future development.
LEDG also has a project team in placed that has developed similar successful intermodal facilities at the Port of Morrow. They also understand the importance of developing a site that meets the expectations of the state, as well as business and industry. This expertise is essential to make sure the project is appropriately developed.

Finally, the project proposal was developed in collaboration with relevant rail entities, local government, business and industry.

Thank you for the opportunity to submit this letter of support. I urge your support and approval of the LEDG Mid-Willamette Valley Project Proposal.

Sincerely,

[Signature]

State Representative
House District 15
December 7, 2017

Oregon Transportation Commission
355 Capital St. NE, MS #11
Salem, OR 97301

Subject: Letter of Support - LEDG Project Proposal (Mid-Willamette Valley Reload Facility)

Commission Members:

On behalf of the Oregon Senate District 8, I eagerly submit this letter of support for Linn Economic Development Group's (an affiliate of Albany-Millersburg Economic Development Corporation) proposal to construct the Mid-Willamette Valley Reload Facility funded by the Oregon State Legislature in House Bill 2017-A.

LEDG is a non-profit economic development organization that represents the diversified public/private sectors of the region. Its board consists of multiple communities, Linn County, and many of our local business and industry leaders.

I believe the proposal presented to you by LEDG provides the best possible location and project plan for the development of the Mid-Willamette Valley Reload Facility both in the short and long-term. Below are items I would hope you would consider in your decision.

- **Property** - LEDG proposes the development of the former International Paper mill and cogeneration facility. The property is located next to Interstate 5 between Albany and Millersburg, allowing the future facility to serve a large area of the valley. The site also has significant acreage to host the facility and future economic development opportunities. The property is also served by both the Union Pacific Railroad and Portland & Western Railroad, providing multiple options for our trucking and shipping companies. One option includes intermodal opportunities that can help trucks by-pass the Portland-Metro all together.

- **Builds on Current State Investments** - The site supports work ODOT is currently doing in the area. Much work has already gone into the planning of a new key interstate interchange between...
• **Environment** - The project location will maximize the number of vehicles taken off Oregon roads and placed onto rail. This is a significant factor in reducing carbon emissions while making economic sense for our regional employers. Business Oregon recently published a feasibility study conducted by ECONorthwest on a local transload facility. Only the Albany-Millersburg site would maximize this potential.

• **Supported by Local Business and Industry** – While the above mentions factors must make sense for the project, garnering the local support of business and industry is critical. The facility will not work if it does not have the buy-in of our local business and industry. Our local business and industry and those companies that serve them support the LEDG project proposal. It makes economic, environmental, and logistical sense.

Thank you for the opportunity to submit this letter of support. Please do not hesitate to contact me should you have any additional questions from my office or me.

Best Regards,

[Signature]

State Senator Sara Gelser
District 8
Oregon Transportation Commission
355 Capital St. NE, MS #11
Salem, OR 97301

December 6, 2017

Subject: Letter of Support - LEDG Project Proposal (Mid-Willamette Valley Reload Facility)

Commission Members:


As the Joint Committee on Transportation Preservation and Modernization ("Joint Committee") toured the sites across the state identified as key locations for transportation infrastructure investments, it visited the former International Paper Mill site. This site has direct access to I-5, Union Pacific Railroad, and Portland & Western Railroad (BNSF). The location will help maximize the opportunities to move commodities from truck to rail, alleviating congestion along I-5. In addition, the 140 acres of industrial zoned land around the property provides economic development opportunities for the future.

I also know the project manager through his economic development work in Eastern Oregon. He has the experience of developing similar facilities at the Port of Morrow and has the connections with rail entities and organizations to make this project successful.

I urge your approval of the LEDG project proposal. I believe it has the right location and team in place to fulfill the expectations and intentions we sought as a committee.

Best Regards,

[Signature]

Representative Cliff Bentz
Co-Vice Chair, Joint Transportation Committee
House District 60
Subject: Letter of Support - LEDG Project Proposal (Mid-Willamette Valley Reload Facility)

Commission Members:


During the development of the Keep Oregon Moving Bill (HB 2017-A), the Joint Committee on Transportation Preservation and Modernization toured the state and looked at sites for key transportation infrastructure investments. During our visit to Mid-Willamette Valley, we visited the proposed site in the LEDG proposal. It was clear the site would be a prime location for a reload/intermodal facility. It has direct access to I-5, Union Pacific Railroad, and Portland & Western Railroad (BNSF). The location will help maximize the opportunities to move commodities from truck to rail, alleviating congestion along I-5. In addition, the 140 acres of industrial zoned land around the property provides economic development opportunities for the future.

I believe the LEDG site fulfills the expectations and intentions we sought as a committee, and I believe it can play a key role in transportation system efficiencies and building the Willamette Valley's economy.

[Signature]

State Senator Lee Beyer

District 6
December 5, 2017

Oregon Transportation Commission
355 Capital St. NE, MS #11
Salem, OR 97301

Subject: Letter of Support - LEDG Project Proposal (Mid-Willamette Valley Reload Facility)

Commission Members:

I am pleased to submit this letter of support for Linn Economic Development Group's Mid-Willamette Valley Intermodal/Reload proposal.

I was especially pleased to have learned of the strong partnerships and collaboration their project team has brought together across various modes of transportation. These relationships include a local business in my district, for whom I have the highest respect. Teevin Bros. is a company who has successfully delivered on four ConnectOregon projects. They finish on time and budget. Their reputation for project delivery and fiscal prudence will be a welcomed addition to this substantial state investment in the Willamette Valley.

The LEDG project proposal will provide multiple options for the movement of commodities. One of those options includes the transfer of products onto rail in Millersburg to the Teevin Bros. Rainier facility, located in my district. Once here, companies have the choice to short-sea ship to Seattle, Tacoma, Oakland, Long Beach, or Los Angeles, or connect back onto I-5 into Washington State at the Longview Bridge next to the facility. Both options bypass the Portland Metro region, alleviating congestion and emissions.

This proposal strengthens the connection between transportation modes increasing efficiency, reducing congestion along the I-5 corridor, and supporting economies across the state. These
types of interconnections are precisely what we hoped for in the Keep Oregon Moving Bill (HB 2017-A).

I encourage the Oregon Transportation Commission to fully support the Linn Economic Development Group's Mid-Willamette Valley Intermodal/Reload project proposal. This project is the type of strategic investment that will pay unforeseen dividends for future generations and is essential to the growing use of Oregon's transportation system.

Sincerely,

[Signature]

Betsy Johnson
November 29, 2017

Oregon Transportation Commission
355 Capitol St. NE, MS #11
Salem, OR 97301

Subject: Letter of Support (LEDG Mid-Willamette Valley Reload Facility Project Proposal)

Commission Members:

As you consider the alternative locations and respective proposals for the Reload Project, I urge your support for the Linn Economic Development Group (LEDG) proposal. As a local businessman and former State Senator, in my judgment the Millersburg site meets all the necessary requisites for a successful business venture.

The LEDG proposal is on industrially zoned land along the I-5 interstate that has direct interchange access for truck transportation and direct access to short line and Class 1 rail service. I cannot imagine a better suited site in the mid valley for a truck to rail reload facility. The LEDG location will undoubtedly be more cost effective for users than a site that is some distance away from I-5 and mainline rail service. In the final analysis, it is the least cost site that will make the project successful. Making the economics work is the most critical factor in making a project like this successful.

The second most important factor in making this project successful is the qualifications of the LEDG team. The staff has experience in developing similar projects at Oregon ports and they have the relationships with the local business and transportation communities to make the project successful.

Thank you for the opportunity to submit this letter of support for the LEDG proposal. This is a project of significant importance to the State, commerce, and our local communities and it must be done right.

Sincerely,

Frank Morse
State Senator
District 8, Linn and Benton Counties
2002 - 2012
Oregon Transportation Commission
355 Capitol St. NE, MS #11
Salem, OR 97301

Subject: Letter of Collaboration – Linn Economic Development Group’s Mid-Willamette Valley Reload Project Proposal

Commission Members:

The Portland & Western Railroad commends the State of Oregon and Oregon Department of Transportation (ODOT) on the passage of HB 2017-A. This will provide significant investments to Oregon's transportation system, which in turn, will enhance the business environment for Oregonians.

We offer this letter of collaboration to the ODOT Commission regarding the Linn Economic Development Group's project proposal. We have been actively communicating with the project team as they developed their proposal. The group’s proposal offers the use of the former International Paper Mill site between Albany and Millersburg for the development of the Mid-Willamette Reload Facility. The property currently has a rail spur to the Portland & Western Railroad. We believe the utilization of this spur will provide the necessary rail service that can make this facility successful. Our line would offer the ability to transfer commodities from truck to rail and ship them to multiple destinations, including the port and container service companies.

Should you approve the LEDG's proposal, we stand ready to continue working closely with their project team to help make this facility a success for the local Willamette Valley, State of Oregon, and all involved.

Best Regards,

Brad Ovitt
Portland & Western Railroad
November 20, 2017

Greg Smith
Albany-Millersburg Economic Development Corporation (dba Linn Economic Development Group)
435 W. First Ave
Albany, OR 97321

Re: Acknowledgement of discussions for proposed Mid-Willamette Valley and Treasure Valley Intermodal Facilities

Mr. Smith,

This letter confirms Union Pacific’s ongoing dialogue with county economic development consultants planning Mid-Willamette Valley and Treasure Valley rail facility proposals for Oregon Transportation Commission consideration.

As you know, Union Pacific's Oregon rail franchise provides a critical link to rail shippers and receivers bringing their products to market. Our route parallels the I-84 and I-5 corridors, providing access to domestic and international markets and a freight transportation option that can remove trucks from Oregon highways.

We are willing to be part of the discussion moving forward.

It should also be clarified that Union Pacific was not involved in estimating potential project costs to support the Mid-Willamette Valley or Treasure Valley intermodal projects outlined in the most recent Connect Oregon funding cycle.

Thank you,

Paul F. MacDonald
Union Pacific Railroad Company

CC:  Aaron Hunt, Director Public Affairs, Union Pacific Railroad  Jayson Bisbee, Lead, Union Pacific Railroad
December 11, 2017

Oregon Transportation Commission
355 Capitol St NE, MS #11
Salem OR 97301

RE: Letter of Support – LEDG Project Proposal (Mid-Willamette Valley Reload Facility)

Dear Commission Members:

Linn County respectfully submits this letter of support for the Linn Economic Development Group’s (an affiliate of Albany-Millersburg Economic Development Corporation) Mid-Willamette Valley Intermodal/Reload Project Proposal.

Linn County’s industries are amongst the top exporters of goods in the state. Our business and industry export to domestic and international markets, and accounted for a significant share of the exports that were going through T6 before its shutdown. The movement of commodities is of the utmost importance to us.

Linn County is working in collaboration with the LEDG project team on this project. We have provided seed money to secure the property purchase through this ConnectOregon proposal process. We are committed to seeing this project through because of the many benefits the project will provide for our county and region.

We believe the LEDG proposed site is the ideal location for the intermodal facility. It also meets the legislative intent of HB 2017 which was to locate the facility to the Mid-Willamette Valley. Logistically, the site is where the UPRR mainline, Portland & Western Railroad (BNSF), Interstate-5 and other major and minor truck collector routes converge.

Linn County strongly supports the LEDG project proposal and urges your approval.

Sincerely,

LINN COUNTY BOARD OF COMMISSIONERS

[Signatures]

Roger Nyquist, Chairman

John K. Lindsey, Commissioner

William C. Tucker, Commissioner
December 12, 2017

Mr. Matthew Garrett, Director
Oregon Department of Transportation
355 Capitol St NE
Salem, OR  97301-3871

Dear Director Garrett:

The Lane County Board of Commissioners closely followed the path of HB 2017 during the 2017 Legislative Assembly, and in particular the language in section 71f which identified a significant investment in a “mid-Willamette Valley Intermodal Facility”. We are aware of the two stage application process under the Connect Oregon program for dedicated funding projects and have followed the associated rulemaking process. We write today to express the Board’s support for the stage one application being submitted by The Albany-Millersburg Economic Development Corp.

In supporting this organization’s application, the Board notes the significant amount of work which has already been put into planning for the site and the adjacency of the site to Interstate 5 and two class 1 railroads.

We are encouraged by ongoing conversations with the Linn County Board of Commissioners regarding connectivity improvements to the Port of Coos Bay via the Coos Bay Rail Link and the potential for a Lane-Linn collaborative to enhance that connectivity. Lane County is eager to explore leveraging the state investment against a future federal grant application for additional freight infrastructure improvements, and we believe these could include additional improvements leading to better connectivity to the Coos Bay Rail Link.

Thank you for establishing the process for the ultimate awarding of these important funds, and we look forward to continuing to be involved in the development of this facility.

Sincerely,

Pat Farr, Chair
November 30, 2017

Oregon Transportation Commission
355 Capitol St. NE, MS #11
Salem, OR 97301

Subject: Letter of Support - LEDG Project Proposal (Mid-Willamette Valley Reload Facility)

Commission Members:

Benton County respectfully submits this letter of support for the Linn Economic Development Group's (an affiliate of Albany-Millersburg Economic Development Corporation) Mid-Willamette Valley Intermodal/Reload Project Proposal.

Benton County has a diverse economy. Our businesses and industries export to domestic and international markets, thus the movement of commodities is of the utmost importance. The congestion and bottlenecks that are becoming more prevalent along the I-5 corridor make alternative transportation solutions an urgent need.

The Benton County Board of Commissioners has visited with the LEDG project team. We believe they have the experience and partnerships needed to make a Mid-Willamette Valley intermodal facility successful in the short-term and long-term. The site in their proposal also provides a centralized location that benefits all of the Willamette Valley. Logistically, it is where the UPRR mainline, Portland & Western Railroad (BNSF), Interstate-5, and other major and minor truck collector routes converge.

We also believe the proposal addresses the primary objective of the project, which is to help provide alternative modes of transportation for the transfer of commodities. The LEDG project proposal has forged partnerships with rail and marine systems to provide multiple options for business and industry. Through the LEDG project proposal, a company may transfer product from truck to rail at the intermodal facility and move it to both east and west coast markets. The proposal also provides an option for products to be railed to the Columbia River, bypassing the Portland-Metro region, where they can be loaded onto barge and short-sea shipped to the Ports of Tacoma/Seattle, Oakland, Long Beach, or Los Angeles.
The benefits of the project proposal include:

- reduced congestion on the I-5 corridor,
- reduced emissions by the transfer of commodities to modes of transportation that emit fewer greenhouse gases,
- multiple options for business and industry to move product, and
- increased efficiencies and safety in Oregon's transportation system by strengthening intermodal connections.

For the reasons mentioned above, Benton County issues its support for the LEDG project proposal and urges your approval.

Best Regards,

Anne Schuster, Chair
Xanthippe Augerot
Annabelle Jaramillo
Benton County Board of Commissioners
December 8, 2017

Oregon Transportation Commission
Oregon Department of Transportation
355 Capitol Street NE, MS 11
Salem, OR 97301-3871

RE: Mid-Willamette Valley Intermodal Freight-Handling Facility

Dear Chair Baney and Members:

We support the development of new intermodal freight-handling sites that are efficient, economical, and productive for the Mid-Willamette Valley region.

The development of a freight-handling facility will assist the regional economic development efforts within the agriculture and natural resource innovation sector, as well as reduce transportation costs and congestion. An intermodal facility would directly assist with enhancing job growth, facilitating shipping needs for agricultural goods, increasing the economic resiliency of local businesses, supporting manufacturing, and providing a more efficient option to transport Marion County’s recyclables.

Two sites, both with potential that deserve evaluation are Millersburg near Albany and Brooklake Road adjacent to Brooks in unincorporated Marion County. We believe the evaluation of these two sites would be complimentary and deserve your full consideration.

Sincerely,

Samuel A. Brentano, Chair

Kevin Cameron, Commissioner
November 17, 2017

John Pascone, President
Albany-Millersburg Economic Development Corporation
(dba Linn Economic Development Group)
435 W. First Ave.
Albany, OR 97321

Subject: Letter of Support - LEDG Mid-Willamette Valley Reload Project Proposal

Dear Mr. Pascone,

On November 14, 2017, the Millersburg City Council unanimously voted to pass a resolution supporting the Linn Economic Development Group’s Mid-Willamette Valley Reload Project proposal.

The location identified in the project proposal is adjacent to approximately 142 acres of city-owned property, which we believe will complement the proposed reload facility. The acreage is zoned heavy industrial, and wetland delineation reports have already been completed.

We believe the partnership of industrial land alongside the proposed reload facility will spur additional economic development opportunities. This is in addition to the benefits the project proposal also offers, such as reduced shipping costs for local agricultural and industrial companies and reductions to truck traffic along Interstate 5.

Millersburg is looking forward to partnering with the LEDG team to move this project forward. The proposal fits well with the city’s need to develop plans for our property as we remain one of the fastest growing cities in the state.

Best Regards,

[Signature]
Jim Legg
Mayor
Millersburg, OR
November 29, 2017

Oregon Transportation Commission
355 Capitol Street NE, MS #11
Salem, OR 97301-3935

Dear Commission Members:

LETTER OF COLLABORATION FOR LINN ECONOMIC DEVELOPMENT GROUP’S MID-WILLAMETTE VALLEY RELOAD FACILITY PROPOSAL.

The City of Albany respectfully submits this letter of support for the Linn Economic Development Group (LEDG) [an affiliate of Albany-Millersburg Economic Development Corporation] Mid-Willamette Valley Reload Project proposal.

We commend the State of Oregon, especially the Department of Transportation, for working hard to find solutions to complex transportation issues. Our community is located along Interstate-5 between Eugene and Salem. We see firsthand the congestion Oregon’s transportation system is experiencing.

Following the passage of the Keep Oregon Moving Bill (HB 2017-A), the LEDG visited with the City of Albany to discuss the potential proposal for the Mid-Willamette Valley Reload Facility at the former International Paper mill site. While the site is located just north of Albany city limits, we believe the site is a premier location for such a facility. It has access to I-5, Union Pacific Railroad, and Portland & Western Railroad. The site also benefits from just over 140 acres of industrial-zoned land around the facility that can be developed for future economic development opportunities.

In our conversations with their project manager, we were encouraged by their willingness to have the City of Albany at the table for development discussions to make sure our issues are addressed. We also appreciate the project proposal’s ability to reduce truck traffic along I-5 where a vast number of Albany citizens commute.

The City of Albany believes the intermodal facility will be an asset to the Mid-Willamette Valley. We believe the LEDG project team is approaching the development of the facility the correct way. They have the project team in place and the right location that will provide for a successful intermodal facility in the short- and long-term.
The City of Albany supports LEDG's Mid-Willamette Valley Reload Project proposal.

Sincerely,

Sharon Konopa
Mayor
City of Albany

cc: Peter Troedsson, City Manager, City of Albany
November 21, 2017

Oregon Transportation Commission
355 Capitol St. NE, MS #11
Salem OR 97301

Dear Commission Members:

On behalf of the Albany Area Chamber of Commerce I am pleased to write this letter of support for the Linn Economic Development Group's Mid-Willamette Reload Project Proposal (LEDG is an affiliate of the Albany-Millersburg Economic Development Corporation).

The Mid-Willamette Reload Project is a tremendous opportunity for the region and one that will benefit business and industry throughout the mid-valley. The Chamber believes that the LEDG has the expertise, time and talent to make this project successful. They understand the local economy, the people and the partnerships that are needed for the reload project and are committed to making this reload facility the very best.

We are fortunate to have the premier site for the reload facility in Millersburg. The site has direct access to I-5, has 142 acres of zoned heavy industrial land and the wetland delineation is already finished. In addition the location is served by multiple railroad services and the Albany-Millersburg region has the available workforce to support this facility. All of these advantages together make this location the best site in the region.

We are excited to bring this reload facility to reality, maximizing transportation systems and spurring additional economic and employment opportunities. Once again, we urge your support of the LEDG Mid-Willamette Reload Project Proposal.

Sincerely,

Janet Steele
President
Dec. 12, 2017

Oregon Transportation Commission
355 Capitol St. NE, MS #11
Salem, OR 97301

Subject: Linn County: LEDG Project Proposal (Mid-Willamette Valley Reload Facility)

Dear Commission Members,

From farmers to manufacturers, I hear often about the challenges they have moving their merchandise from Point A to Point B. If they cannot ship their product, then they cannot sell it.

As the lead economic development agency in Oregon’s Mid-Willamette Valley for 35 years, Strategic Economic Development Corporation commends the State of Oregon and Oregon Department of Transportation on the passage of HB 2017-A. This investment to Oregon’s transportation system will enhance the business environment for Oregonians.

SEDCOR lends its support to the development of a Mid-Willamette Valley Intermodal in order to facilitate Marion County’s economic development efforts within the natural resource innovation sector as well as reduce transportation costs and congestion.

If the Linn Economic Development Group’s (an affiliate of Albany-Millersburg Economic Development Corporation) Mid-Willamette Valley Reload Project Proposal is chosen as the location for the project, SEDCOR will work with the group to get the facility up and running.

The project would greatly benefit the traded-sector, agriculture and food processing businesses SEDCOR serves in Marion, Polk and Yamhill counties. SEDCOR’s mission is to assist businesses grow, maintain or relocate, which in turn creates jobs. A centralized reload facility would benefit local traded-sector businesses that find it a challenge to move goods to local, national and international markets. The proposal provides additional benefits by increased efficiency in the transportation system throughout the Willamette Valley. The plan will allow for the transfer of commodities from truck to rail, which will reduce congestion along the I-5 coordinator and reduce emissions.

Given the importance of this project, I am eager to provide SEDCOR’s support. If you have questions, please contact me.

Sincerely,

Chad Freeman
President
Greg Smith, Project Manager  
Linn Economic Development Group  
(an affiliate of Albany-Millersburg Economic Development Corp.)  
435 W. First Ave.  
Albany, OR 97321

Subject: Agreement for Wetland Preservation (Mid-Willamette Intermodal Facility Project)

Mr. Smith:

Thank you for reaching out to The Wetlands Conservancy regarding Linn Economic Development Group's Mid-Willamette Valley Intermodal Facility project proposal.

It is our understanding that LEDG is proposing the former International Paper Mill site in Millersburg as the ideal location for an intermodal facility. The site has approximately 11.5 acres of wetlands on the main mill site of the property and about 26 acres on the former cogen portion of the property. From our conversations, LEDG is interested in preserving and protecting these wetlands, but does not have the expertise on how to do this. You are interested in entering into an agreement with The Wetlands Conservancy to share knowledge and achieve the goal of wetland preservation.

This letter is to inform you that The Wetlands Conservancy is interested in entering into an agreement for the preservation of the wetlands on your site. Please know, we are also supportive of the concept of the intermodal facility because of the additional environmental benefits it will provide, including reductions in emissions and congestion.

We are excited and honored to be a partner in a project, that if done right, can set an example of how Oregon can have industrial development and conservation of natural resources.

The Wetlands Conservancy is ready to continue our conversations to develop a plan to be included in the project plan for the facility. Thank you for reaching out to us. We look forward to working together.

Best Regards,

Esther Lev  
Executive Director

4640 SW Macadam, #50, Portland, Oregon, 97239 (503) 227-0778
November 17, 2017

To Oregon Transportation Commission and Oregon Department of Transportation:

I am writing in regard to the proposal submitted by the Albany-Millersburg Economic Development Corp. (AMEDC) for development of an intermodal facility in the Willamette Valley.

We support the work proposed by AMEDC. If the project is done well, the intermodal facility will benefit members of this association by giving them alternative options for shipping grass seed from the Willamette Valley to both domestic and international destinations. It will help to alleviate the current bottleneck experienced by a shortage of trucks and drivers.

All of our member companies will benefit from the expansion of shipping capabilities for businesses in Oregon’s Willamette Valley.

We are supportive of this project and the plans by the AMEDC.

Sincerely,

Angie Smith
Executive Director
Oregon Transportation Commission
355 Capitol St. NE, MS #11
Salem, OR 97301

Subject: Letter of Support - LEDG Project Proposal (Mid-Willamette Valley Reload Facility)

Commission Members:

We support the project proposal before you from the Linn Economic Development Group (an affiliate of Albany-Millersburg Economic Development Group) for the development of the Mid-Willamette Valley Reload Facility.

As an agricultural-based business in the valley, I understand the cost of congestion on Oregon's interstate system. A reload facility in the Mid-Willamette Valley will help us and our industry divert product from road to rail, reducing traffic congestion and emissions for both the valley and metro area.

As the ODOT Commission hears proposals from potential project sponsors of the reload facility, please know that we believe the LEDG proposal provides that best option for a successful project.

The site identified in the proposal will allow us to take our commodities directly to the reload facility via I-5. From there, we have options from both the Union Pacific Railroad and Portland & Western Railroad (BNSF). The proposal also provides an option for us to rail our commodities from the reload site, around Portland to short-sea shipping opportunities that can transport containers to port destinations like Seattle, Oakland, and Los Angeles. The LEDG proposal provides options and flexibility for business and industry and has been developed in collaboration with the rail provides. This is critical to make an intermodal facility successful in both the short and long-term.

We believe the Mid-Willamette Valley Reload Facility is a win-win solution for our agricultural sector and the state. We urge your support of the LEDG Project Proposal.

If you need any assistance, please contact me.

Best Regards,

Don Herb, CEO/General Manager
OreGro Seeds
November 21, 2017

Oregon Transportation Commission
355 Capitol St. NE, MS #11
Salem, OR 97301

Subject: Letter of Support - LEDG Project Proposal (Mid-Willamette Valley Reload Facility)

Commission Members:

Consumers Power Inc. respectfully submits to you this letter of support for the Linn Economic Development Group's (an affiliate of Albany-Millersburg Economic Development Corporation) Mid-Willamette Valley Reload Project Proposal.

Consumers Power Inc. is a privately owned nonprofit rural electric cooperative serving 22,000 members in parts of six counties, including Benton, Lincoln, Lane, Linn, Polk, and Marion. We have a strong commitment to the Willamette Valley and our communities. We are actively engaged in supporting economic development projects that serve the region and we believe the LEDG Project Proposal is such a project.

The project proposal is advocating for the development of an intermodal facility located at the former International Paper Mill Site in Millersburg. We believe this to be a premier location with access to I-5, the Union Pacific, and Portland & Western Railroad (BNSF). The property also has the benefit of more than 140 acres of industrial zoned land surrounding it. This provides long-term economic development opportunities.

The proposal provides additional benefits by increased efficiency in the transportation system throughout the Willamette Valley. These efficiencies include the transfer of commodities from truck to rail, which will reduce congestion along the I-5 corridor and reduce emissions.

Consumer Power Inc. strongly supports the proposal before you, and urge your approval.

Best Regards,

James Ramseyer
Director of Member Services
October 25, 2017

Commissioner John Lindsey  
Linn County Board of Commissioners  
118 SE 2nd Avenue  
Albany, OR 97321

Dear Commissioner Lindsey,

I am writing in support of the pre-proposal application and property purchase of the former International Paper site in Millersburg, Oregon. Pacific Power is a committed community partner, and we believe this project will bring significant benefits to Linn County by adding and retaining jobs and supporting business expansion through enhanced export opportunities.

This project is in response to Oregon House Bill 2017, passed in 2017, which includes an allocation of $25 million for a Mid-Willamette Valley intermodal facility. As Millersburg, Albany, and Linn County continue to expand and provide an attractive location to large commercial and industrial customers, Pacific Power fully supports the growth that this project will produce. We also understand the great potential the former International Paper site has to recruit new business and promote the expansion of existing industrial and agricultural businesses in the region. Improved freight transportation and reload facilities along with access to I-5 will additionally benefit the site location.

Thank you for the opportunity to comment on this project. We acknowledge Linn County’s role in the purchase of the former International Paper site and will continue to endorse projects like these that grow our communities.

Sincerely,

Scott Bolton  
Senior Vice President  
Pacific Power External Affairs & Customer Solutions

cc. Commissioner Will Tucker  
Commissioner Roger Nyquist
December 7, 2017

Oregon Transportation Commission
355 Capitol St. NE, MS #11
Salem, OR 97301

Commission Members:

Citizens Bank respectively submits to you this letter of support for the Linn Economic Development Group’s Mid-Willamette Valley Reload Project Proposal located in Millersburg.

We understand that this project will help Mid-Willamette businesses access markets, navigate logistics, bring efficiencies to the transportation system and provide economic development opportunities to the Area. We also believe the Linn Economic Development Group’s proposal achieves these goals.

The most significant attributes of LEDG’s project proposal is that they have identified an ideal location located in Millersburg that has direct access to Interstate-5, Union Pacific Railroad, and Portland & Western Railroad (BNSF). This project developed in collaboration with the relevant rail entities provides multiple options for moving commodities to both East and West Coast markets with support from Willamette Valley counties, cities and businesses. By using these multiple options for freight this proposal will increase efficiency in the transportation system and reduce congestion in the Willamette Valley and Portland-Metro area, reducing our carbon footprint and emissions. Additionally, the LEDG project team has been successful at developing similar facilities in Oregon.

We support the Linn Economic Development Group’s Mid-Willamette Valley reload project proposal.

Sincerely,

[Signature]

Stacy Koos
Vice President
Citizens Bank
December 14, 2017

Mr. John Pascone  
President  
Albany-Millersburg Economic Development Corporation  
P.O. Box 548  
Albany, OR 97321

Dear Mr. Pascone:

I am writing this letter in support of the proposed development of an intermodal facility and industrial site at the former International Paper Mill in Millersburg. This site, when completed, will be an integral component for shipping in the mid-Willamette Valley. The proposed intermodal facility will help support Selmet and its shipping needs, along with all the other local companies who utilize the I-5 corridor to ship product to and from their facilities. The intermodal facility will bring jobs to our community and proceeds generated will be reinvested back into our local economy.

Selmet appreciates your support in this project too.

Please contact me if you have any questions.

On behalf of Selmet, thank you for the work that you do to support our community.

Best regards,

Rick Kenyon  
President/CEO  
Selmet, Inc.
December 4, 2017

RE: Mid-Willamette Valley Intermodal Facility

Dear Oregon Transportation Commission and Oregon Department of Transportation:

Anzur Logistics LLC has been in contact with the Albany- Millersburg Economic Development Corporation (AMEDC) and is prepared to provide rail and logistics consulting services to AMEDC for the development of a Mid-Willamette Valley Intermodal Facility. I have 17 years of railroad transportation experience specifically in areas of finance, accounting, company valuation, marketing and operations. My background and qualifications are attached to this letter.

Sincerely,

David Anzur
Principal
Anzur Logistics, LLC
David Anzur -- ANZUR LOGISTICS LLC

Experience:

- 2014 – Present: owner Anzur Logistics LLC
  - Consultant to short line railroads and transportation related companies with a focus on marketing, operations, and financial analysis and business management
  - Logistics services, transportation analysis, rail car storage, and asset financing
  - Co-founder of Pronghorn Transload LLC (cargo transfer logistics company)
- 2009 – 2014: Director of Marketing & Sales, Portland & Western Railroad, a Genesee & Wyoming company
- 2000 – 2009: Director of Finance & Accounting, Portland & Western Railroad, a Genesee & Wyoming company

Education:

- 2008: M.B.A. with honors, Willamette University, Salem, OR
- 2000: B.S. Business and Economics, University of Oregon, Eugene, OR

Mr. Anzur began his railroad career with Portland & Western Railroad, Inc. (P&W), a subsidiary of Genesee & Wyoming Inc. (NYSE:GWR) in 2000. His career began as a financial intern evaluating various capital investment projects. In 2003, he was promoted to Director of Finance & Accounting where he oversaw managerial accounting of Oregon Region operations and was liaison to G&W on financial matters. In addition, Mr. Anzur performed analysis for internal investments and assisted G&W’s merger and acquisition team with over a dozen external acquisition targets thoroughly evaluated. During his tenure, the P&W railroad doubled its traffic, growing from $20m in revenue to over $40m. He was instrumental in enhancing infrastructure through public/private partnerships including over $30 million in grant funds to replace rail, track, and bridges. He assisted with negotiations on $130m West Side Express (WES) commuter trains that operate on the P&W. In 2009, Mr. Anzur was promoted to Director of Marketing & Sales of P&W with responsibility of over 130 customers handling 80,000 carloads. Mr. Anzur also worked in various operating roles including locomotive engineer and conductor.

In 2014, Mr. Anzur started Anzur Logistics LLC to perform consulting services to short line railroads, shippers and other transportation related clients. Mr. Anzur represents eight independently owned short line railroads and numerous shippers covering all aspects of management including marketing, sales, finance, accounting and operations support. Anzur Logistics LLC also performs logistics services for customers, railcar storage services and has engaged in asset financing. In 2016, Anzur Logistics LLC co-founded Pronghorn Transload LLC performing rail-to-truck cargo transfers, 3PL, warehousing and distribution services. Pronghorn Transload currently has operations in Reno, NV and Sacramento, CA.

Mr. Anzur is a member of the Oregon Freight Advisory Committee, a committee to advise ODOT’s Director and Oregon Transportation Commission on freight topics.

Mr. Anzur has an MBA with honors from Willamette University and a B.S. in Business with a concentration in finance and minor in economics from University of Oregon.
Mr. Smith:

This letter is to confirm to you that [redacted] is interested in the Linn Economic Development Group’s (LEDG) Mid-Willamette Valley Intermodal Facility proposal and associated property. The proposal calls for a reload facility and intermodal storage at the former International Paper Mill site in Millersburg, Oregon.

[redacted] is looking to develop a western regional distribution center to move product to our customers. We believe this will work well with your project proposal. In addition, our customers are primarily within the agricultural industry, which will be very similar to yours. Logistically, both our projects will be dependent upon rail service. The proposed property is ideal to meet our needs with I-5, UPRR, and PNWR all converging at the location. We believe our project investment will be approximate $10 to 12 Million and create between 10 to 15 family-wage-jobs, with another 10 to 15 existing jobs being relocated to this project site from surrounding communities.

Please know that we are incredibly interested in working with you to secure a portion of the property.

Regards,

[redacted]
RE: Oregon International Port of Coos Bay – Endorsement of Linn Economic Development Group’s Mid-Willamette Valley Reload Project Proposal

The Oregon International Port of Coos Bay respectfully submits this letter of endorsement for the Linn Economic Development Group’s Mid-Willamette Valley Reload Project Proposal.

This project presents an exciting opportunity to increase Oregon’s ability to efficiently move freight cargo in and out of the State of Oregon to national and international markets, reduce traffic congestion within the Willamette Valley and Portland-Metro area, and reduce our carbon footprint and emissions.

By siting the reload facility at the former International Paper Mill site in Millersburg, Oregon, the project strategically utilizes an ideal location, with direct access to Interstate-5, Union Pacific Railroad, and the Portland & Western (BNSF). The proposal provides multiple options for moving commodities to both East and West Coast markets by rail, barge, and short-sea shipping. Through increased utilization of the Port-owned Coos Bay rail line, the site will also be connected to the largest coastal deep-water port between San Francisco and the Puget Sound. This will serve to increase the volume of cargo that is imported and exported directly out of Oregon, rather than having to first travel to other out of state West Coast ports prior to international transport.

This project enlists a unique set of capable partners that have successfully developed similar facilities in Oregon. The team has secured emphatic support and collaboration with relevant rail entities and has the Support from Willamette Valley counties, cities, business communities, and ports.

We urge your support for the Linn Economic Development Group’s Mid-Willamette Valley Reload Project Proposal.

Sincerely,

John Burns, Chief Executive Officer
Oregon International Port of Coos Bay
Northwest Container Services  
Mid-Williamette Valley Intermodal Facility

Outline – Northwest Container Services (NWCS) has been promoting the concept of a Mid Valley Rail Facility for over 10-years. With over 25 years of experience moving containerized freight by rail, we have the knowledge, expertise and relationships to make this facility a long term win for shippers of Oregon. We also believe this is a viable solution to Oregon’s ever increasing need to find alternatives to truck and highway-only options.

Facility - Our vision for this facility is for transporting international imports and exports by rail. A load in and load out model is what NWCS promotes and has success with by providing shippers and steamship lines with incentives for changes from the norm. Currently, everything has to be trucked through downtown Portland to North Portland where the rail transportation options are located for moving freight to the Ports of Seattle, or Tacoma.

Long-Term, this facility becomes the hub of an Oregon rail network to transport and consolidate many types of other freight. Municipal solid waste (MSW), lumber, and paper are commodities that could be loaded into multiple types of containers, trucks or railcars for transport to either intra-state or out of state destinations. Using Oregon’s short line network to move as much freight by rail would allow the Class 1 railroads to create unit train services for which they are best suited.

Services – NWCS has subcontracted the Union Pacific Railroad for 25 years. We are currently transporting over 90,000 containers per year over the last 3-years and 60,000 containers for over the last 15 years. Working with steamship lines, exporters, importers, and both class 1 and shortline railroads will be the most important pieces to the success of the facility.

Operations – NWCS has the experience, personnel, knowledge, and equipment necessary to operate and support any type of rail or truck operation. With operations in Portland, Boardman, Seattle, and Tacoma, NWCS is well prepared for every contingency for moving freight by rail. In 1997, NWCS purchased from Gunderson, manufactured herein Oregon, a fleet (23) 5-well railcars with a well capacity of 115,200 lbs... Each well is capable of double stacking 2 containers averaging 57,600 lbs each. Since then the average Export from Oregon is averaging over 61,000 lbs. NWCS will need to retrofit these railcars in order to efficiently transport Oregon’s heavy exports as part of this project.

Sales/Marketing – NWCS has been in the business of moving containerized freight with steamship lines and Shippers for 25 years. A majority of the potential customers, Oregon’s Importers and Exporters, already do business through NWCS in Portland. Our relationship with the steamship lines is unmatched in the Pacific Northwest.

Summary – Our understanding of the local market, and relationships, and contacts will be key to a successful facility. No one has a more complete offering of services.

Expression of Interest – NWCS would like to express its interest in partnering with the Albany-Millersburg EDC in the submission of the project application for funding to construct the Mid-Williamette Valley Intermodal Facility.
November 10, 2017

Albany-Millersburg Economic Development Corporation
435 1st Ave W
PO Box 548
Albany OR 97321

Mr. John Pascone, President:

On behalf of the Teevin Bros Company and our employees, I am pleased to express our interest in partnering with Albany-Millersburg Economic Development Corporation (AMEDC) to bring a world-class multi-modal trans-load facility to the Willamette Valley. We believe the opportunities afforded the region, and the entire state of Oregon, by providing alternative freight transportation options for goods to reach world markets will ensure a bright future for all Oregonians.

Vision for the Mid-Valley Reload

Our vision for the Millersburg site is a container reload and a freight consolidation facility which can service Oregon industries within the Valley, central and southern Oregon, and the coast. Targeting Oregon commodities seeking off-shore markets, the Millersburg site can be the intermodal connection for truck-to-rail and eventually truck-to-rail to the marine highway system and short-seas shipping.

The facility should allow smooth access from the interstate. Inbound deliveries will be routed past weigh scales and inventory control points. Loaded containers, outbound, will queue along the east, I-5 side of the rail line.

The rail line will be realigned (south end) coming off of the switch to allow better flow of longer cars. Once past the loading dock of the warehouse, a second switch will be installed, allowing for parallel (ladder) tracks. (Industry common reach-stackers can load rail cars two deep, double stacked.) The north end of the rail spur should be realigned to better connect with the Union Pacific switch.

As the site is graded and rail improvements made, a grading plan should be developed to manage storm water runoff. Storm water could be directed to the north end of the property and discharged into existing wetlands. Existing wetland can be enhanced with improved bio-swales, holding ponds, removal of invasive species and other enhancements. The wetland area and storm water management may be of interest to Oregon State University engineering, urban development and biology science programs as a test platform.

During site preparation, stadium lighting will allow extended hours of operation and add security. A lighting plan should be developed and all electrical runs should be made under
or allow tractor/trailer rigs to ‘plug-in’ should be made. Also, in the same trench, cable and fiber optic should be laid to allow security monitoring and data streaming.

A review of water lines and firefighting systems should be undertaken, with any line enhancements, line repairs or line extensions made. Sanitary sewer lines should also be considered during development. Even if not immediately developed, the ability to add a pressurized sewer line in the future can save money, time and disruption of operations in the future.

The warehouse offers potential for cargo consolidation and cross-docking. Less than a container load (LCL) consolidation will require secure, small foot-print, storage areas. Most of this can be accomplished with internal fencing. Some specialized equipment, such as low-profile container chassis and portable loading docks, will allow full use of the warehouse for such effort. As an aside, during site preparation, it would be prudent to test the warehouse for lead based paint, asbestos and other environmental issues. Remediation should be included in redevelopment.

Security system enhancements should include fencing up-grades, partition fencing, security cameras and security monitoring (camera monitoring and roving security patrols). With the security upgrades, folding in data streaming/data access will improve usability. Designing the facility for yard wide Wi-Fi access benefits both site operations and the users.

There will be a need for some office space for the operation. Co-shared space at the existing office building will work. Alternatives would be space within the warehouse (near weigh scale equipment) or a dedicated standalone structure.

To best serve valley shippers, development of the parcel on the west side of Old Salem Road should be considered. A grading plan to level the site, handle storm water runoff and add lighting and security should be undertaken. The railroad drill tracks serving the site may require upgrade and some realignment to allow reach stacker to load two-deep.

The property on the west side of Old Salem Road is served by the Portland & Western railroad. Having access to the old OE rail line provides opportunities for container service to and from Oregon short line railroads that reach south along I-5 to Medford/Ashland, coast wise to Coos Bay and Toledo, and north to the Columbia River out to Astoria. If short seas shipping are contemplated, this rail access should be preserved.

Including short-seas shipping into this transportation mix brings additional federal funding opportunities. The recent US DOT TIGER grant program has prioritized federal grant dollars for intermodal/multimodal facilities, in rural communities, that get trucks off the road and make better use of the marine highway system.

**Marketing**

The push for this facility is driven by the loss of container shipping out of the Port of Portland. Of primary concern is the movement of Oregon agriculture products to established, off-shore markets, primarily along the Pacific Rim. Oregon valley shippers now must reach ports in Puget Sound (Seattle-
Tacoma Seaport Alliance), Oakland, California or the combined ports of LA/LB. Presently, the predominance of valley ag products travel by over-the-road trucks to these ports; with some containers moving by rail. Working with the Union Pacific railroad to identify opportunities to build train-sets that can move coastwise will hopefully bring down transportation costs while reducing highway congestion.

Much work has been done by the Department of Agriculture, the Oregon Freight Advisory Committee (OFAC), the Oregon Department of Transportation (ODOT) and commodity advocacy and shipping groups. Our first approach will be meeting with AG, Business Oregon, OFAC and ODOT to identify the core shipping entities by commodity and destination. We see a close relationship with AMEDC as a crucial part of reaching out to valley shippers.

With commodities and destinations known, the next step is identifying the port(s) that best serve our shippers. This work will require the collaboration of the commodities group, the railroads, and the liner services. We see this effort best lead with representatives of Business Oregon and the Department of Agriculture. It may be prudent at this juncture to include some of the larger shippers in designing facility layout and obtain their early buy-in to the operation.

Eighteen months before the facility becomes operational, we will reach out to the shippers, starting with frequent up-dates and public meeting. Concurrently, AMEDC will be asking and participating with Business Oregon and AG to ‘sell’ the site and operation to overseas shippers.

Who We Are, What We Do, Where We are

Teevin Bros is a native born company, stated in 1978 by my brother Jeff and me. Local boys seeped in logging traditions; we followed in our forefathers’ footsteps. With a bulldozer and logging truck and a chainsaw, we sought our destiny. In 1982, my brother was killed in a logging accident. I continue today with our shared vision to do things safer, smarter, better, more efficient and collaboratively with whomever we work with.

Teevin Bros has followed many paths since inception. We have logged (and we continue to do so, but in a smaller scale), we have developed property, acquired and operated quarries, managed tree farms, built roads and environmental enhancement projects, developed railroad reload facilities, built port facilities, operate a restaurant, and have grown a trucking fleet from log trucks out in the woods to a fleet of flatbeds, hayracks, container carriers, dump-trucks and dry vans that serve the entire Northwest.

We have operations in Astoria, Crabtree, Eugene, Rainier, Seaside, Umatilla and Vernonia. We daily work in Portland and Hillsboro; our trucks are running from Anacortes to Hermiston to Roseburg. Our quarries serve regional developers and local, county and state governments. Across the Teevin Bros operations, we employ more than 110 people; co-located operations of other businesses (scalers, rail workers, marine operators) boost employment on Teevin Bros properties to more than 150 fte.
Our log yard in Umatilla provides an outlet for east-side forests to reach west-side domestic and Pacific-rim markets. Capitalizing on the marine highway system, timber harvested in the Blue Mountains floats to the lower Columbia ports to be loaded to Panamax ships in charter to Japan and China.

Our log yards in Crabtree (outside Albany), and Eugene, move over 100 million board feet of timber to the Columbia for export by rail. Each year about 10,000 rail cars of logs move north from the Valley to our Rainier operation. Each rail car carries approximately 3.5 truckloads of timber. When rail car movements of Oregon lumber, bound for southern California and Hawaii markets, combine with log movements, 42,000 fewer trucks move up I-5, through Eugene, Albany, Salem and Portland.

And we operate a true multi-modal facility in Rainier that connects trucks and trains to the marine highway system. Every three weeks a tandem-tow of barges, operated by Sause Bros, out of Coos Bay, sail carrying Oregon lumber to Los Angeles/Long Beach for distribution between Oxnard to Ensenada. Also on an every-three-week service, Sause Bros sails to Hawaii, as they have for more than 50 years. The big barges, built at Gunderson in Portland, carry all sorts of general cargo to support Hawaii. Commodities such as rebar for Oregon steel Mills in McMinnville, lumber cut in Brookings and treated in Coquille, custom farm equipment from Pendleton, fabricated steel products from Corvallis, doors and windows from Klamath Falls, custom mill work from Hood River, waffle mix from Salem and airplanes from Redmond are but a few of Oregon products that go Pacific from Rainier. At last count, 62 Oregon based companies reached Hawaii and further Pacific ports from Rainier.

Our Rainier facility is served daily by the Portland & Western Railroad. There is over one-mile of siding within the Rainier facility. Cement from Mexico, rebar for Hawaiian construction projects, transformers for BPA projects, turbines for PGE generating facilities and components for Honolulu's light rail project come in by rail and leave by barge, or vice versa.

Two barge docks, each with 800' of mooring and with depths of -22 feet, serve Hawaii barges, California barges, timber barges from Alaska and British Columbia, river barges from Umatilla and Lewiston, and specialty cargo shipments moving by water. The docks allow an unfettered connection between rail and marine freight. For each Hawaii sailing, Teevin Bros employees will load, unload and otherwise handle more than 500 containers, flat racks and platforms.

Teevin Bros has completed five ConnectOregon projects that have enhanced maritime infrastructure, created new rail infrastructure and improved the connections between the two. Every project was completed on time, within budget, and has delivered far more than projected; including employment in Rainier which increased by 70 feet at the nadir of the great recession. Further, Teevin ConnectOregon projects have had multiplier effects on ConnectOregon projects undertaken by the Portland & Western Railroad and Sause Bros Ocean Towing. The Teevin Bros projects, when combined with Portland & Western and Sause Bros projects are why lumber from Brookings can be treated in Coquille and never touch a highway until it moves from the docks on Kauai.

The development of the Millersburg trans load facility will bring a significant improvement to Oregon's transportation system. With AMEDC's forward thinking and strategic investment, this is a once in a
lifetime opportunity. It would be my privilege to work with AMEDC to bring our shared vision into operation. Please reach out to me or my team with any questions.

Cordially,

Shawn M Teevin
December 6, 2017

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Salem OR 97301

Subject: Letter of Support-LEDG Project Proposal (Mid-Willamette Valley Reload Facility)

Commission Member:

I respectfully submit to you this letter of support for the Linn Economic Development Group (an affiliate of Albany-Millersburg Economic Development Corporation) Mid-Willamette Valley Reload Project Proposal.

A successful intermodal facility will help Mid-Willamette businesses access markets, navigate logistics, bring efficiencies to the transportation system, and provide economic development opportunities. The LEDG proposal achieves these goals.

The LEDG proposal provides the following:

1. The ideal location located at the former International Paper Mill Site in Millersburg. The site has direct access to Interstate-5, Union Pacific Railroad, and Portland, and Western Railroad (BNSF).
2. The proposal provides multiple options for moving commodities to both East and West Coast markets by rail, barge, and even short-sea shipping.
3. The proposal was developed in collaboration with the relevant rail entities and has the support from local governments and the business communities.
4. The proposal will increase the efficiency in the transportation system and reduce congestion within the Willamette Valley and Portland-Metro area, and, in turn, reduce carbon footprint and emissions.
5. Finally, LEDG has a project team that has successfully developed similar facilities in Portland.

Thank you for the opportunity to submit this letter. I urge your support of the Linn Economic Development Group’s Mid-Willamette Valley Reload Project Proposal.

Best regards,

[Signature]

Bill Case, Owner
Bill Case Farms Inc.