Treasure Valley Reload Center (TVRC) Project Pre-Proposal

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

Submitted by the
Malheur County Development Corporation
522 SW Fourth St.
Ontario, OR 97914
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Oregon Transportation Commission
355 Capital St. NE, MS #11
Salem, OR 97301

December 6, 2017

Subject: Letter of support – Project Proposal (Treasure Valley Reload Facility)

Commission Members:

I submit this letter of support for Malheur County Development Corporation’s Treasure Valley Reload Project Proposal.

The development of a Treasure Valley Reload Facility has been years in the making. Beginning in 2006 with the grant sponsored Malheur County Rail Assessment and Industrial Inventory Study to the passage of the Keep Oregon Moving Bill (HB 2017-A) earlier this year, our region has been preparing and anticipating what will be a truly transformational investment. Millions upon millions of dollars have been and will be invest in private Onion Processing facilities here in the Treasure Valley which, with the Reload Facility, will create hundreds of jobs and establish Ontario/Nyssa as the center of the Nation’s Onion Industry.

I have confident in the project team assembled to implement the planning and development of the Treasure Valley Reload Project. The Malheur County Development Corporation’s board is comprised of individuals who have developed similar facilities in Oregon and who are familiar with onion freight operations in Washington State. They understand movement of agricultural commodities and what it takes to make a business of this nature actually work.

The board members have gone through an extensive site selection process which included the review of all the potential industrial sites along the UPRR mainline in Malheur County. They also brought the UPRR industrial team to each location. It is clear from the sophistication of their approach that they know how to do this right.

I am convinced that the MCDC project proposal before you will more than fulfill the expectations and intent of the Joint Commission on Transportation Preservation and Modernization. The project will jump start our local economy and provide Far Eastern Oregon’s businesses with a competitive edge in the every-growing global market.

I urge your support and approval of the MCDC project proposal.

Best Regards,

Representative Cliff Bentz
House District 60
Message from the MCDC Board President

December 15, 2017

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

Commission Members:

Malheur County Development Corporation (MCDC) submits to you our Treasure Valley Reload Center (TVRC) Project Pre-Proposal.

Thank you in advance for taking the time to review our proposal, which we believe delivers the expectations the State of Oregon and the public are seeking. The proposal before you outlines the strong organizational structure MCDC has in place to help produce a successful project. The document also shares our conceptual project outline, recommended site and it’s rationale, and a strong business case for the reload center.

We thank you for your consideration and service to the State of Oregon. We look forward to working together to bring TVRC to fruition.

Best Regards,

Grant Kitamura, Board President
Malheur County Development Corporation
Nyssa Officials Happy with Rail Shipping Center Decision

Rail Shipping Facility Bound for Nyssa

Gov. Says Rail Facility ‘a shared vision’

Rail Shipping Facility is ‘a great big deal’

Gov. Plans Ontario Stop to Laud House Bill 2017

Approved $5.3 Billion Oregon Transportation Bill that Includes Treasure Valley Trans Hub Sent to Governor to Signature

Transportation Bill Passes in Oregon House

Treasure Valley Transportation Hub Endorsed by Oregon Gov. Brown
Governor Adds Muscle to Malheur County Rail Depot
Malheur Enterprise
Mar. 1, 2017

Court OKs Outline for Reload Facility
The Argus Observer
Aug. 3, 2017

Transload Facility Could Be Key to Global Competition
The Argus Observer
June 29, 2016

Transportation Hub for the Treasure Valley Moving Closer to Reality
Onion Business News
November 3, 2016

Rail Service Leaders to Talk Shipping Options
The Argus Observer
Apr. 8, 2016

Unanimous Support for Formal Approval of Intermodal Facility
The Argus Observer
July 6, 2016
Survey sent to regional growers and packers to begin collecting data.

Future discussions with Union Pacific Railroad industrial development leadership.


Oregon Business Council contacts Malheur County expressing support for the project.

Meetings with ODOT and Business Oregon.

Meetings with Union Pacific Railroad industrial development representative and Malheur County Shippers Association.

Malheur County presents concept at Oregon Business Leadership Summit.

Update provided to Representative Cliff Bentz and Governor’s office.

Group meeting with local Malheur County shippers to discuss next steps on development and funding requests.

Meeting with Union Pacific Railroad to discuss reload facility.

Joint Committee on Transportation Preservation and Modernization holds public hearing in Ontario, visits potential reload sites.

Group meeting with state officials and agencies to discuss importance of transportation hub. Meeting with UP.

Railex begins contacting local growers, packers, and ships directly to obtain additional data.

Project concept shared with Representative Cliff Bentz and Speaker Tina Kotek.

Conference call with Railex Executive VP. Railex shares findings of data collection.

Conference call to introduce Malheur County to senior Railex leadership on East Coast.

Conversations between Malheur County and local growers, packers, and shippers began regarding a Malheur County reload facility such as Railex.

Tour of Railex Washington facility. Meeting with facility general manager.

Tour of Railex California facility. Meetings with VP of Sales.
Project Overview

Description

Malheur County Development Corporation proposes the development of a Treasure Valley Reload Center (TVRC) in Malheur County, Oregon. Such a facility would serve as a centralized location for Treasure Valley businesses to reload their commodities from truck-to-rail. Both activities will coincide with the weekly Union Pacific Railroad (UPRR) service for moving of Oregon commodities to domestic and international markets.

Malheur County Development Corporation is proposing the development of TVRC on industrially zoned property in Nyssa, Oregon. The site offers 350+ acres along the UPRR Mainline. Local businesses can access the site from the highway systems which includes US Hwy 20, 26, 201, and 95.

We believe the site has the industrial land, rail infrastructure, and local demand from agricultural-based industries to capitalize on the development of a reload facility and storage. The site is centrally located in the Treasure Valley, which includes Malheur County (OR), Washington County (ID), Payette County (ID), Canyon County (ID), and northern portions of Owyhee County (ID). Agricultural based business and industry dominate the local and regional economy. The area is home to large food processors, such as ORE-IDA. Malheur County and the surrounding region is known nationally for its large onion production, growing and shipping over 1-billion pounds of onion annually.

Because the majority of the products that are grown locally are perishable (such as onions, beets, potatoes, grains, and many more) producers seek expedited transportation of their product to markets. To meet this need, local growers are trucking produce from the Treasure Valley along Oregon’s Interstate 84 to Wallula, WA. There they load local commodities onto the ColdExpress (formerly known as Railex) which provides multiple weekly schedules from west coast to east coast expedited shipments. This shipment route brings the commodities straight back through Eastern Oregon, including Malheur County communities. This inefficient transportation system is a 403+ mile round-trip for local shippers, adding transportation costs that limit competitiveness in a low-profit margin section of Oregon’s economy. The proposal of the reload center would allow the loading of commodities locally for the area growers, packers, and shippers. The proposed facility with the anticipated volume will assist in facilitating UPRR stops in the county.
Project Sponsor

Organizational Structure

MCDC is a 501(c)4 non-profit economic development corporation, and will be the project sponsor for the proposal TVRC. MCDC was created by the Malheur County Court (Board of Commissioners) in 2017 after the passage of Keep Oregon Moving (HB 2017-A) and appointed nine individuals to serve as the MCDC Board of Directors. Each member was chosen for their professional background and experience as it relates to the region, sectors of agriculture, business, land use, logistics, finance, and industrial development.

Board Membership
- Grant Kitamura, Board President
- Lynn Findley, Board Vice-President
- Greg Smith, Officer to the Board
- Jim Farmer, Member
- Jeremy Leathers, Member
- Corey Maag, Member
- Toni Parish, Member
- John Qualls, Member
- Kay Riley, Member

Grant Kitamura
CEO
Baker & Murakami Produce

Grant Kitamura was raised on a family farm in Ontario, the grandson of Japanese immigrants who have been involved in vegetable production in the Pacific Northwest since the early 1920’s. Grant’s late parents continued farming, and his siblings currently operate one of the largest local row-crop farms in Malheur County. Shortly they will be celebrating the family’s 100-year anniversary.

Grant joined Murakami Produce Company in Ontario in 1980 and along with its founder, Sig Murakami, developed one of the region’s largest volume onion packing and shipping operations. Kitamura has served on several industry boards including the National Onion Association, Idaho-Oregon Fruit & Vegetable Association, and the Idaho-Eastern Oregon Onion Committee.
which administers Federal Marketing Order 958. He has served on the local hospital board, his church board, as well as city and county advisory boards.

Kitamura graduated from Ontario High School and then Oregon State University (OSU) with a Bachelor Degree in Business Administration, Accounting, and Finance. Grant has been inducted into the OSU College of Agriculture Hall of Fame and has been honored as Businessman of the Year by the Ontario Chamber of Commerce.

Lynn Findley
City Manager
City of Vale

Lynn Findley is a long-time resident of Vale, Oregon. He grew up on a farm and continues to live on a small acreage raising beef cattle. He has been serving as the city manager of the community since July of 2013. Lynn has a robust and comprehensive knowledge of Land Use Planning and fully supports economic development and stability to grow local economies. His 32-years at the Bureau of Land Management provides him the expert knowledge of public land management, and he strives to ensure local involvement is included in public land decisions. While working at the BLM, he served as the Aviation Program Manager for Fire and Aviation Management, Assistant Director Manager of Operations and Support Services for the Vale District, Manager of the National Interagency Coordination Center located at the National Fire Center in Boise, and Incident Commander on Incident Management Teams managing wildfires in all Western States including Alaska.

Locally he has also served his community on the Owyhee Basin Steward Coalition, Southeast Area Commission on Transportation, Malheur County Planning Commissioner (3-years as chair), Lakeview Town Planning Commission, Rural Lands Planning Committee Members, and Malheur County Comprehensive Plan Goal 3 Rewrite Committee.

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

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-financing 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 expects exceptional results.

Greg has developed solid relationships with Eastern Oregon’s lead financiers. These partnerships include the Bank of Eastern Oregon, U.S. Bank, Community Bank, Banner Bank, Malheur Federal Credit Union, Old West Federal Credit Union, Greater Eastern Oregon Development Corporation, Business Oregon, US Small Business Administration, US Economic Development Administration, and USDA Rural Business Cooperative Service.

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.

**Toni Parish**  
VP of Appraisal Services  
NW Farm Credit Services  

Toni brings a depth of knowledge to the MCDC board. She currently serves as the Vice President of Appraisal Services for Northwest Farm Credit Services. In this role, she supervises and leads appraisal staff in Central and Eastern Oregon as well as Central Washington. Previous to her current leadership role, she served as Senior Appraiser with a diverse range of agriculture properties. Subjects included commercial row crop farms, dry crop farms, livestock and dry pasture units, ranches, dairies, part-time farm units, rural housing units and more. Toni is certified in the State of Oregon, State of Idaho, and the State of Washington. She is also an Accredited Rural Appraiser with the American Society of Farm Managers and Rural Appraisers. Toni has a Bachelor of Science Degree in Agriculture Economics from the University of Idaho.

**Kay Riley**  
General Manager & President  
Snake River Produce Company  

Kay is the General Manager & President of Snake River Produce Company, a packer and shipper of dry bulb onions located in Nyssa, Oregon. The company was formed in 1999 when he and four onion growers purchased the packing and storing facilities from Muir Roberts Co. Inc., a Salt Lake City-based packer and shipper of produce. While at Muir Roberts, Kay worked as a field man, packing shed manager, salesman, vice president of operations, and a member of their Board of Directors for 11 years. While working in the Treasure Valley,
Kay has served as President of the Idaho-Oregon Fruit & Vegetable Association, President of the National Onion Association, Chairman of the NOA Ad-Hoc Committee for Food Safety, and currently serves as President of Certified Onions Inc., a non-profit pesticide, and pathogen testing company. Kay also currently serves as Chair of the Idaho-Eastern Oregon Onion Committee.

Outside of work, Kay serves numerous positions for his local church. He is married to Karen and has four children and 15 grandchildren. He graduated from Payson Utah High School and attended Brigham Young University.

James Farmer
President
Fort Boise Produce

Jim is the co-founder, co-owner, and President of Fort Boise Produce. He has spent the majority of his life in Nyssa, Oregon with his wife, Peggy. Together, they have five children. Jim attended the University of Utah where he obtained degrees in accounting and economics. Before founding Fort Boise Produce in 1982, Jim enlisted in the United States Marine Corp, worked in public accounting at Touche Ross, and internal auditing at J.R. Simplot.

Corey Maag
Owner
Jamieson Produce
Y-1 Farms, Incorporated

Corey is a graduate of Vale High School and Oregon State University, where he earned a Bachelor of Science degree in Agricultural Business Management with a minor in Crop Soil Science. Corey and his family are owners and operators of a farm/feedlot operation for Y-1 Farms, Incorporated. He is also the owner of Jamieson Produce of Vale, a local storage and packing company. The family is also a local producer of onions, sugar beets, corn, wheat, and alfalfa, in addition to cattle ranching. Corey currently serves the community and state as Vice President of the Idaho-Eastern Oregon Onion Marketing Order, Vice-President of the Oregon Onion Growers, Vale Irrigation District Board Member, Willowcreek Elementary School Board Member, and St. Patrick’s Catholic Church Pastoral Council. He has previously served as a Malheur County Potato Growers Board Member, and Oregon Potato Commission Research Representative.
Jeremy Leathers
General Manager
Americold Logistics, Ontario Facility

Jeremy Leathers has lived in Malheur County for over 30 years. He is currently the General Manager for Americold Logistics in Ontario, OR. He has 20 years experience in the warehousing, logistics, and supply chain industry. Prior to General Manager, Jeremy served as an Operations Manager and QA Manager. In his current role, Jeremy is responsible for managing all warehouse functions including operations, transportation, personnel and customer service for large companies including Kraft Heinz and J.R. Simplot. Jeremy holds a Bachelor Degree in Business Administration from Eastern Oregon University and is a certified Lean Six Sigma Blackbelt.

John Qualls
Senior Vice President, Chief Lending Officer
Bank of Eastern Oregon (BEO Bank)

John Qualls attended Eastern Oregon University in La Grande and in 2000 graduated from Oregon State University (OSU) with a double major in Agricultural Business Management and Crops and Soil Sciences. In 1997, John joined the Oregon National Guard and in 2000 he was commissioned as an Armor Officer into the 3-116th Cavalry Regiment in La Grande, OR. In 2001, John was hired as a field man for the OSU Extension Service for Gilliam County in Condon, OR. In 2002, John changed careers when he was hired as a Loan Officer Trainee at the BEO Bank in Heppner, OR. After finishing his training program John was promoted to a Loan Officer and was based out of Condon, OR. In 2004, John was deployed with the 3-116th CAV as a Platoon Leader to Iraq for Operation Iraqi Freedom III and returned home late in 2005. Shortly after being moved to the Heppner office in 2007, he was promoted to Vice President and Regional Manager of Lenders in 2009. In 2010, John was needed in Iraq again and deployed with the 3-116th CAV as their Personnel Officer returning late in 2011. In 2012, he was promoted to Senior Vice President and Senior Loan Officer at the Bank. In 2015, he began managing the Mortgage Division and in 2017 he was promoted to the Bank’s Chief Lending Officer. He currently holds the rank of Lieutenant Colonel in the Oregon National Guard and recently just served as the Commander of the 1-82nd Cavalry Squadron in Bend, OR.
Project Sponsor Partners

Engineering

MCDC will be contracting with Anderson Perry & Associates, Inc. (AP) for engineering services related to TVRC. These services will include planning, permitting, preliminary engineering, and design engineering services.

AP is a full-service civil engineering, surveying, natural resources, planning, and GIS firm with 87 employees and offices in La Grande, Redmond, and Hermiston, Oregon, and Walla Walla, Washington. Since 1975, AP has been a trusted local resource that many communities and organizations depend on for high-quality, cost-effective engineering services.

Brad Baird, P.E.
President
Anderson Perry & Associates, Inc.

Brad is the President and a senior project engineer at Anderson Perry & Associates, Eastern Oregon’s premier engineering firm. Brad has an M.S. in Environmental Engineering and a B.S. in Civil Engineering from Portland State University. Brad joined AP in 1997 and has 25 years of experience. His responsibilities include project development and funding, developing contracts and agreements, attending and speaking at public meetings, overseeing the quality control process, and overseeing overall company operations. Brad enjoys recreating in the mountains with his family, including jeeping, four-wheeling, hiking, and mountain climbing. Brad has summited almost all of the Oregon Cascade Mountains. Brad also enjoys restoring old vehicles and has several ongoing “projects.”

Legal Counsel

MCDC has retained the services of Yturri Rose LLP to serve as legal counsel during the development of the TVRC. Yturri Rose serves many of the same clients, their families and businesses since beginning more than seven decades ago. The firm has a history of providing expert attorneys with statewide and national recognition for quality service, community involvement, and industry leadership.
Shawna Peterson  
Managing Partner  
Gonzaga University, B.A. - Magna Cum Laude (1998)  
Lewis & Clark College of Northwestern School of Law, J.D. (2002)  

Shawna Peterson completed her undergraduate studies at Gonzaga University, graduating magna cum laude in 1998. Mrs. Peterson received her law degree from Lewis & Clark College Northwestern School of Law in 2002 and is licensed to practice in Oregon, Idaho, and Nebraska.  

Mrs. Peterson began her legal career in Omaha, Nebraska where she gained experience in business transactions and civil litigation. She joined Yturri Rose in 2004 and now focuses her practice areas in estate planning, estate administration, and business succession planning.  

Mrs. Peterson’s current professional affiliations include the Malheur County Bar Association and Southwest Idaho Estate Planning Council. Her community affiliations include the Holy Rosary Medical Center Board of Directors, St. Peter Catholic School Advisory Council, and local chamber of commerce.  

Brian DiFonzo  
Partner  
Minot State University, B.A. (2001)  
University of Oregon School of Law, J.D. (2006)  

Mr. DiFonzo completed his undergraduate studies at Minot State University in Minot, North Dakota, graduating summa cum laude in 2001. In 2005, Mr. DiFonzo received his Juris Doctorate from the University of Oregon. Mr. DiFonzo has been a member of the Oregon State Bar since 2005, and an Idaho State Bar member since 2007.  

Mr. DiFonzo accepted a clerk position with the Lane County Circuit Court before joining the business department at Yturri Rose LLP in March of 2006. While at Yturri Rose, Mr. DiFonzo has worked in a variety of areas, specifically including real estate transactions, foreclosures and business entity formation.  

Mr. DiFonzo’s current professional affiliations include the Malheur County Bar Association and American Bar Association (2007-2008) as well as being active in the local chamber of commerce.
Certified Public Account

As a 501(c)4 non-profit, MCDC believes it is critically important to have accurate record keeping. MCDC will utilize the services of Nichols Accounting as their CPA firm. The services provided will include an annual audit of records. Nichols Accounting will perform an annual audit of the records to partners and the public assurance of fiscal accuracy.

Doug Lamm
Principal
Nichols Accounting

Doug Lamm graduated from Northwest Nazarene University in December 1980 and began his accounting career in 1981. He joined Pete Nichols as a partner at Nichols Accounting in the spring of 1989. Doug concentrated his accounting and tax practice to work with small business and farm operators. As such, he has developed a wealth of experience in real estate, business tax, family business challenges, retirement planning for small businesses, and estate tax planning issues. He spends the majority of his time planning with clients, drawing from that experience, concentrating on how to “proactively plan” for the growth and tax-related issues of their family businesses.

Doug has been active in community, civic, and church organizations over the years. He continues to participate as a member of the NNU Business Advisory Board and is involved with his local church’s youth and music activities.
Intermodal Development and Related Experience

Project Manager Experience: Gregory Smith & Company, LLC

Greg Smith, Project Manager  
Managing Member  
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.

“For more than 20 years, Gregory Smith & Company, LLC has admirably managed the finances of Morrow Development Corporation. has never missed a payment and has consistently received no findings on our audit reports. Whether it’s compiling financial data, or strictly following approved budgets, Gregory Smith & Company, LLC does it best.”

Jerry Healy  
Port of Morrow, Commissioner  
Morrow Development Corporation, President
(), a non-profit lending institution, began as a community investment of $50,000 and has now grown to a re-lending 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 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.

“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

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.
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.

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.

Engineering Experience: Anderson Perry & Associates, Inc. (AP)

Road Development
AP’s roadway design experience includes many miles of state highways, county roads, and city streets in Oregon. The Oregon Department of Transportation (ODOT) has demonstrated confidence in AP by repeatedly selecting the firm to provide roadway design services for the State of Oregon. AP currently holds an Indefinite Delivery/Indefinite Quantity on-call contract with ODOT to provide design and construction engineering services on ODOT and local agency projects. AP has delivered the majority of the federal aid projects in ODOT Region 5 over the last 30 years, and the number of individual projects delivered exceeds 100. Local ODOT Region 5 staff and local agencies have come to rely on AP’s availability, responsiveness, and lower cost to delivering projects in Region 5.

AP’s experience with road work covers all aspects of the projects, from studies and planning efforts to surveying, permitting, design, and construction engineering for new construction, reconstruction, rehabilitation, realignment, repair, and stormwater improvements.

Site Development
AP has the capacity and experience to provide all civil work needed for the reload facility site. AP regularly provides civil engineering support for planning, permitting, design, and construction management activities for site development projects. When a project progresses to the development stage, AP’s broad-based familiarity with the existing infrastructure, area geology, and area stakeholders mean they can help avoid unforeseen challenges. This project will involve coordination with multiple jurisdictions. AP has decades of experience working in good rapport with each of the entities that will be involved in this project. AP’s involvement with the site civil layout design can streamline this process, saving both time and expense.
AP also has considerable experience planning, permitting, and developing new industrial sites, which involves coordinating and working closely with UPRR for existing and proposed rail facilities. In addition, AP has coordinated with UPRR on many infrastructure projects, including placing an overhead bridge over the UPRR Mainline near Arlington, OR, several bores beneath UPRR rail lines, etc.

**Local Knowledge**
AP has worked on various projects in Malheur County for the past 40+ years including water and wastewater system improvements, roadways, bridges, site development, surveying, construction engineering, and natural resource projects. Through this work, AP has developed good working relationships with various county and city staff including Malheur County, the City of Ontario, and the City of Vale. AP currently has active projects in Ontario and Vale.

**AP Example: Railex LLC Produce Distribution Facility**

The Railex Distribution Center receives eight million pounds of fresh Washington and Oregon produce weekly. The produce is immediately shipped by climate controlled railcars for distribution on the east coast. Railex is located at the Port of Walla Walla’s Dodd Road Industrial Park at Wallula. As the site engineer, AP designed water systems and the access road, provided surveying and construction services, and designed the sewage displacement system and industrial park improvements. Building the Railex facility demanded extensive coordination and teamwork; requiring six different contractors to construct the distribution facility, build the utility infrastructure, and design and construct the rail system, - tens of millions of dollars of work - in a very short time frame. AP was involved with the following facilities for this project:

- Railex parking and loading areas
- Railex road
- Industrial park well and water system
- Railex on-site wastewater system
- Fire suppression system
- Surface water management facilities
General Business Case

Site Location and Rationale

The MCDC is proposing the development of the TVRC on industrial zoned property in Nyssa, OR. The site is centrally located in the Treasure Valley region which includes Malheur County (OR), Payette County (ID), Washington County (ID), Canyon County (ID), and the northern portion of Owyhee County (ID). The site’s logistical location along the Union Pacific Railroad (UPRR) mainline and US Highways 20, 26, 201, and 95 make it ideal to serve as a centralized reload center for the valley’s natural resources based businesses.

Additionally, the site provides the amenities of readily accessible water and wastewater services from the City of Nyssa, 3 megawatt capacity of power on current infrastructure, and nearby natural gas mains. Approximately 400 acres of developable land will help make the TVRC a success in the short and long-term, and provide room for economic development opportunities.

(North Nyssa Property and UPRR Mainline.)
Site Selection Process

With the passage of Keep Oregon Moving (HB 2017-A), the MCDC Board began reviewing the county’s industrial inventory to identify properties that could serve as a reload facility location. During the process, the board gathered information on each proposed property as it pertained to land price, utility cost estimates, environment, land use, community, and transportation. UPRR sent their industrial development leaders to perform a site visit to each proposed site. This team included their Senior Director of Economic & Industrial Development, and Regional Manager of Economic & Industrial Development for Northern California, Oregon, and Washington. After six meetings, MCDC voted to recommend the North Nyssa property as the best location for the reload facility.

How were the sites identified?

The MCDC Board reviewed the Malheur County industrial land inventory and identified property that could serve as a reload facility location. Criteria for potential site consideration included:

» **Size** - sufficient for a reload facility layout. Minimum of 100 acres.
» **Zoning** - industrial zoned or could easily be rezoned without issue.
» **Utilities** - readily accessible to water, wastewater, power, and natural gas.
» **Location** - along the UPRR mainline.

Following the initial site identification, MCDC gathered and reviewed information on each site as it pertained to price, utility cost estimates, environment, land use, community, and transportation. They also visited each potential site with the UPRR industrial development team.

Were all sites carried forward?

No, after the August 29th site visits with UPRR’s industrial development team, the South Nyssa Industrial Area, was eliminated. UPRR’s team shared that all current rail infrastructure on this site would have to be removed and replaced. The rail was too light, and the angle/degree of turn in the rail spurs did not meet today’s rail standards for UPRR. The MCDC board agreed that to remove and replace the rail would be cost prohibitive and voted to eliminate this site from consideration during their September 26th meeting.
What sites were considered?
The MCDC evaluated the following sites after they were determined to meet the necessary criteria listed above.

» South Nyssa (Zone A)
» North Nyssa (Zones A-C)
» North Nyssa (Zone D)
» South Ontario (Zones A-E)
» South Ontario (Zone F)

It is important to note that work in preparing industrial sites in Malheur County for developments such as this did not start after Keep Oregon Moving passed. In 2006, the Department of Land Conservation and Development (DLCD) awarded Malheur County a grant to develop the Study Rail Assets and Industrial Land Supply in Malheur County. The study identified that Malheur County has the ability to capitalize on its strong rail infrastructure but did not have the industrial land inventory to do so. Malheur County and its communities have worked diligently over the past several years to increase their industrial inventory. Today, there are over 1,000 acres of industrially zoned land. Much of this acreage is located along the UPRR. Because of this work, MCDC was able to recommend an industrial site that can help make the TVRC successful.

Types of Customer and Commodities

The Treasure Valley has a high concentration of local growers, packers, and shippers that have expressed interest in utilizing a reload facility. In fact, it was local business and industry that brought the need for a facility to the legislature.

A major destination for the onions grown in the Treasure Valley include the East Coast, namely the Hunts Point Market and Raritan Center. Because the majority of the products that are grown locally are perishable (such as onions, beets, potatoes, grains, and many more) producers seek expedited transportation of their product to markets. To meet this need, local growers are trucking produce from the Treasure Valley along Oregon’s Interstate 84 to Wallula, WA. There they load local commodities onto the ColdExpress (formerly known as Railex) which provides multiple weekly schedules from west coast to east coast expedited shipments. This shipment route brings the commodities straight back through Eastern Oregon, including Malheur County communities. This inefficient transportation system is a 403+ mile round-trip
for local shippers, adding transportation costs that limit competitiveness in a low-profit margin section of Oregon’s economy. The proposal of the reload center would allow the loading of commodities locally for the area growers, packers, and shippers. The proposed facility with the anticipated volume will assist in facilitating UPRR stops in the county.

The Treasure Valley Intermodal/Reload Project the State of Oregon and Malheur County are working on is of significant interest to the Raritan Central Railway, and the Pennsylvania & Southern Railway serving the Metro New York, and Mid Atlantic food markets.

The Raritan Central, and the Pennsylvania & Southern are strategically located in the largest population center in the U.S and connects with CSX and NS. More than 40% of onions and potatoes shipped from Oregon, Washington, and Idaho are destined to our market area.

The Treasure Valley Intermodal Facility will be a key factor for Northwest produce packers to remain competitive in the northeast. However, a sustainable solution at the origin is not enough. Modal options are varied, and each has different infrastructure requirements. To be successful, the destination infrastructure must be compatible with the Treasure Valley Intermodal facility. The Raritan Central Railway, and the Pennsylvania & Southern Railway will create the best destination distribution options for Oregon commodities into the northwestern United States. We desire to align our modal choice to support Oregon produce shippers. Furthermore, we have strong interest in operating the proposed crossdock facility. Having one company serving both ends of the trip will create a better communication system with shippers and receivers.

We offer this letter of support for your project and stand ready to assist you on the coordination of Oregon commodities as they arrive at domestic markets on the East Coast.

Eyal Shapira, President
Raritan Central Railroad
Below are the local businesses that have attended meetings and expressed interest in a TVRC.

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Company/Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jerry</td>
<td>Baker</td>
<td>Baker &amp; Murakami Produce Company</td>
</tr>
<tr>
<td>Zane</td>
<td>Beams</td>
<td>Champion Seed Company</td>
</tr>
<tr>
<td>Andy</td>
<td>Bentz</td>
<td>Bentz Solutions</td>
</tr>
<tr>
<td>Garry</td>
<td>Bybee</td>
<td>Fiesta Farms</td>
</tr>
<tr>
<td>Kim</td>
<td>Cleaver</td>
<td>Boise River Pack, Inc.</td>
</tr>
<tr>
<td>Don</td>
<td>Conklin</td>
<td>Central Produce</td>
</tr>
<tr>
<td>Don</td>
<td>Conklin</td>
<td>Central Produce Dist., LLC</td>
</tr>
<tr>
<td>Tiffany</td>
<td>Cruickshank</td>
<td>Snake River Produce</td>
</tr>
<tr>
<td>Dirk</td>
<td>DeBoer</td>
<td>DeBoer Farms</td>
</tr>
<tr>
<td>Joe</td>
<td>Farmer</td>
<td>Fort Boise Produce</td>
</tr>
<tr>
<td>Marvin</td>
<td>Fisher</td>
<td>Tamura Farms, LLC</td>
</tr>
<tr>
<td>Candi</td>
<td>Fitch</td>
<td>Idaho/Eastern OR Onion Commission</td>
</tr>
<tr>
<td>Danny</td>
<td>Gabiola</td>
<td>Champion Seed Company</td>
</tr>
<tr>
<td>Sam</td>
<td>Hartley</td>
<td>Oregon Trail Produce</td>
</tr>
<tr>
<td>Herb</td>
<td>Haun</td>
<td>Haun Packing</td>
</tr>
<tr>
<td>Dave</td>
<td>Hawk</td>
<td>Amalgamated Sugar</td>
</tr>
<tr>
<td>Ryan</td>
<td>Henggeler</td>
<td>Henggeler Packing Company</td>
</tr>
<tr>
<td>Riley</td>
<td>Hill</td>
<td>Greystone Builders</td>
</tr>
<tr>
<td>Mike</td>
<td>Ingram</td>
<td>EP Minerals</td>
</tr>
<tr>
<td>Bill</td>
<td>Johnson</td>
<td>Sage Farms</td>
</tr>
<tr>
<td>Grant</td>
<td>Kitamura</td>
<td>Baker &amp; Murakami Produce Company</td>
</tr>
<tr>
<td>Jeremy</td>
<td>Leathers</td>
<td>AmeriCold</td>
</tr>
<tr>
<td>Doug</td>
<td>Maag</td>
<td>Jamieson Produce</td>
</tr>
<tr>
<td>Shay</td>
<td>Meyers</td>
<td>Owyhee Produce</td>
</tr>
<tr>
<td>Jean</td>
<td>Miyasako</td>
<td>Allendale Produce Company</td>
</tr>
<tr>
<td>Ken</td>
<td>Poole</td>
<td>Campo &amp; Poole Distributing</td>
</tr>
<tr>
<td>Howard</td>
<td>Rynearson</td>
<td>Malheur Co. Farm Bureau</td>
</tr>
</tbody>
</table>
In addition, EP Minerals has shared their interest in such a facility, once it is operational. The firm is looking to move both their raw and processed products in bulk to markets in the east. The rate schedule will be key to furthering this discussion.

There may also be an opportunity in the livestock industry. The UPRR ColdExpress will provide access to Chicago markets, where the nation’s most substantial meat packing and processing facilities are located. Malheur County leads the state of Oregon in livestock production. Allowing TVRC to help give the region’s livestock producers direct access to additional markets.

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Troy</td>
<td>Seward</td>
<td>Golden West Produce</td>
</tr>
<tr>
<td>Larry</td>
<td>Standage</td>
<td>Standage Farms, Inc.</td>
</tr>
<tr>
<td>Ken</td>
<td>Stewart</td>
<td>Four Rivers Onion Packing</td>
</tr>
<tr>
<td>Sally</td>
<td>Symms</td>
<td>Symms Fruit Ranch</td>
</tr>
<tr>
<td>Todd</td>
<td>Uriu</td>
<td>Appleton Produce Company</td>
</tr>
<tr>
<td>Rob</td>
<td>Wagstaff</td>
<td>Malheur Co. Potato Growers Assoc.</td>
</tr>
<tr>
<td>Susan</td>
<td>Williams</td>
<td>Dickinson Frozen Foods, Inc.</td>
</tr>
<tr>
<td>Craig</td>
<td>Yano</td>
<td>West Wind Produce</td>
</tr>
</tbody>
</table>
## Preliminary Cost Estimates

### Conceptual Budget - 5% Project Plan Development & 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 MCDC 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>$ 100,000.00</td>
<td>7.7%</td>
<td>Market Analysis</td>
<td>Jan. 2018 - Nov. 2018</td>
</tr>
<tr>
<td>$ 20,000.00</td>
<td>1.5%</td>
<td>Land Acquisition Agreement</td>
<td>Jan. 2018 - Mar. 2018</td>
</tr>
<tr>
<td>$ 70,000.00</td>
<td>5.4%</td>
<td>Surveying and Mapping</td>
<td>Feb. 2018 - Mar. 2018</td>
</tr>
<tr>
<td>$ 50,000.00</td>
<td>3.8%</td>
<td>Preliminary Engineering</td>
<td>Jan. 2018 - Mar. 2018</td>
</tr>
<tr>
<td>$ 20,000.00</td>
<td>1.5%</td>
<td>Land Use Approvals</td>
<td>Mar. 2018 - May 2018</td>
</tr>
</tbody>
</table>
Conceptual Budget - $25 Million

Outlined below is a brief summary of the scope of work to be completed upon the full $26 million allocation following the ODOT Commission’s approval of MCDC project plan.

<table>
<thead>
<tr>
<th>Amount</th>
<th>Percent</th>
<th>Item</th>
<th>Start Date</th>
<th>End Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ 20,000.00</td>
<td>1.5%</td>
<td>Partitioning/Lot Line Adjustments</td>
<td>Mar. 2018 - May 2018</td>
<td></td>
</tr>
<tr>
<td>$ 75,000.00</td>
<td>5.8%</td>
<td>Rail Negotiations &amp; Permitting</td>
<td>Jan. 2018 - May 2018</td>
<td></td>
</tr>
<tr>
<td>$ 25,000.00</td>
<td>1.9%</td>
<td>Due Diligence Clearances</td>
<td>Mar. 2018 - Apr. 2018</td>
<td></td>
</tr>
<tr>
<td>$ 50,000.00</td>
<td>3.8%</td>
<td>Geotechnical Analysis</td>
<td></td>
<td>Apr. 2018</td>
</tr>
<tr>
<td>$ 45,000.00</td>
<td>3.5%</td>
<td>Permitting</td>
<td></td>
<td>Mar. 2018 - Jun. 2018</td>
</tr>
<tr>
<td>$ 350,000.00</td>
<td>26.9%</td>
<td>Design Engineering, Civil Items</td>
<td>Mar. 2018 - Dec. 2018</td>
<td></td>
</tr>
<tr>
<td>$ 350,000.00</td>
<td>26.9%</td>
<td>Design Engineering, Structures</td>
<td>Mar. 2018 - Dec. 2018</td>
<td></td>
</tr>
<tr>
<td>$ 125,000.00</td>
<td>9.6%</td>
<td>Contingency</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$ 1,300,000.00</td>
<td>100.0%</td>
<td></td>
<td></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>
</thead>
<tbody>
<tr>
<td><strong>Beginning Cash on Hand</strong></td>
<td>$25,000.00</td>
<td>$33,500.00</td>
<td>$36,250.00</td>
<td>$278,725.00</td>
<td>$424,149.00</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>Reload Storage/Handling</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$300,000.00</td>
<td>$500,000.00</td>
<td>$730,000.00</td>
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<tr>
<td>Industrial Land Leases</td>
<td>$0.00</td>
<td>$24,000.00</td>
<td>$48,000.00</td>
<td>$96,000.00</td>
<td>$192,000.00</td>
</tr>
<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>$0.00</td>
<td>$24,000.00</td>
<td>$348,000.00</td>
<td>$608,000.00</td>
<td>$934,000.00</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>$150,000.00</td>
<td>$160,000.00</td>
</tr>
<tr>
<td>Utilities</td>
<td>$0.00</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>$10,000.00</td>
<td>$20,000.00</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>$0.00</td>
<td>$50,000.00</td>
<td>$200,000.00</td>
<td>$300,000.00</td>
</tr>
<tr>
<td>Transportation</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>
</tr>
<tr>
<td>Property Taxes</td>
<td>$0.00</td>
<td>$5,000.00</td>
<td>$20,000.00</td>
<td>$30,000.00</td>
<td>$32,000.00</td>
</tr>
<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>$152,500.00</td>
<td>$183,000.00</td>
<td>$268,525.00</td>
<td>$465,076.00</td>
<td>$591,155.00</td>
</tr>
<tr>
<td><strong>Difference</strong></td>
<td>$(152,500.00)</td>
<td>$(159,000.00)</td>
<td>$79,475.00</td>
<td>$142,924.00</td>
<td>$342,845.00</td>
</tr>
<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>$0.00</td>
<td>$750.00</td>
<td>$2,000.00</td>
<td>$25,000.00</td>
<td>$10,000.00</td>
</tr>
</tbody>
</table>
Note #1:
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.

Note #2:
For purposed of simple analysis, the Projected Statement of Revenue, Operating Expenses and Changes in Cash-on-Hand Position utilizes a cash basis method of accounting.

Note #3:
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:

**Note #4:**
Under Operating Revenues, Reload storage/handling income is predicated upon entering into a triple-net lease agreement with a professional reload operator - multiple options are available. It is anticipated the Malheur County Development Corporation Treasure Valley Reload Facility will be approximately 70,000 square feet, operating with double racks and a professional inventory system.

“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 Treasure Valley Reload Facility lease operator may assess. It is important to note fee schedules change regularly based upon market conditions.

With the above affirmed, Operating Revenues are projected to be $0.00 for 2018 and 2019 – as the reload facility will not have been constructed. By mid-year 2020 Malheur County Development Corporation anticipates full lease operation for the first six months. In 2021 and 2022, the Treasure Valley Reload Facility will be fully functional generating year around lease revenues.

**Note #5:**
Under Operating Revenues, Malheur County Development Corporation anticipates additional lease income being generated through traditional land leases. On average, Malheur County Economic Development replies to 3 business leads per month. In this projection, one income producing lease is projected in 2019 and a second income producing lease is anticipated in 2020. Optimistically additional land leases are projected for 2021 and 2022.

**Note #6:**
Under Operating Expenses, Contract Labor is calculated based upon negotiated market rates. Gregory Smith & Company, LLC has been retained as project manager and will facilitate the development of the Treasure Valley Reload Facility from start to finish. Gregory Smith & Company, LLC currently serves as the contract economic development team for Malheur County. When completed, it is anticipated a “General Manager” or “Managing Company” will be retained to oversee the daily functions of the Treasure Valley Reload Facility. A nominal inflation factor is calculated into the expense in 2021 and 2022.

Note #7:
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 budgeting 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 #8:
Malheur County Development Corporation intends to be aggressive in the good maintenance of its assets. As a result, $50,000.00 has been projected for Repairs and Replacement in 2020. $200,000.00 in 2021. $300,000.00 in 2022.

Note #9:
Under Non-Operating Revenues, Malheur County Development Corporation anticipates Malheur County will continue to generously invest its own economic development efforts with annual contributions to the Malheur County Development Corporation. For projection purposes, this amount was stated at $36,000 per year. This is Malheur County’s current contribution.

Note #10:
Under Non-Operating Revenue, Malheur County Development Group anticipates expensing its ConnectOregon Grant (under the statutory authority of House Bill 2017) for $125,000 in 2018, 2019 and 2020. This total amount represents less than .014 percent of the $26,000,000 allocation.
Note #11:
It is important to note the Malheur County Development Corporation Treasure Valley Reload Facility will operate without initial debt.
[See attached letters of support.]
Oregon Transportation Commission
355 Capital St. NE, MS #11
Salem, OR 97301

December 6, 2017

Subject: Letter of Support - Project Proposal (Treasure Valley Reload Facility)

Commission Members:

I submit this letter of support for Malheur County Development Corporation's Treasure Valley Reload Project Proposal.

The development of a Treasure Valley Reload Facility has been years in the making. Beginning in 2006 with the grant sponsored *Malheur County Rail Assessment and Industrial Inventory Study* to the passage of the Keep Oregon Moving Bill (HB 2017-A) earlier this year, our region has been preparing and anticipating what will be a truly transformational investment. Millions upon millions of dollars have been and will be invested in private Onion Processing facilities here in the Treasure Valley which, with the Reload Facility, will create hundreds of jobs and establish Ontario/Nyssa as the center of the Nation's Onion Industry.

I have confidence in the project team assembled to implement the planning and development of the Treasure Valley Reload Project. The Malheur County Development Corporation's board is comprised of individuals who have developed similar facilities in Oregon and who are familiar with onion freight operations in Washington State. They understand movement of agricultural commodities and what it takes to make a business of this nature actually work.

The board members have gone through an extensive site selection process which included a review of all the potential industrial sites along the UPRR mainline in Malheur County. They also brought the UPRR industrial team to each location. It is clear from the sophistication of their approach that they know how to do this right.

I am convinced that the MCDC project proposal before you will more than fulfill the expectations and intent of the Joint Commission on Transportation Preservation and Modernization. The project will jump start our local economy and provide Far Eastern Oregon's businesses with a competitive edge in the ever-growing global market.

I urge your support and approval of the MCDC project proposal.

Best Regards,

Representative Cliff Bentz
House District 60
November 20, 2017

Greg Smith
Malheur County Development Corporation
522 S.W. Fourth St.
Ontario, OR 97914

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
12/7/2017

Greg Smith, Officer to the Board
Malheur County Development Corporation
522 SW Fourth St.
Ontario, OR 97914

Subject: Treasure Valley Intermodal Project

Mr. Smith:

Thank you for taking the time to visit with Susan Walsh-Enloe, Raritan Central Railway, and the Pennsylvania & Southern Railway's Market Specialist. The Treasure Valley Intermodal/Reload Project the State of Oregon and Malheur County are working on is of significant interest to the Raritan Central Railway, and the Pennsylvania & Southern Railway serving the Metro New York, and Mid Atlantic food markets.

The Raritan Central, and the Pennsylvania & Southern are strategically located in the largest population center in the U.S and connects with CSX and NS. More than 40% of onions and potatoes shipped from Oregon, Washington, and Idaho are destined to our market area.

Eastern Oregon and Idaho produce shippers currently lack sustainable and affordable transportation options. Driver shortages, the retirement of 50' refrigerated boxcar fleet, new regulations, and lack of intermodal possibilities in eastern Oregon and Idaho are creating a transportation crisis for produce shippers.

The Treasure Valley Intermodal Facility will be a key factor for Northwest produce packers to remain competitive in the northeast. However, a sustainable solution at the origin is not enough. Modal options are varied, and each has different infrastructure requirements. To be successful, the destination infrastructure must be compatible with the Treasure Valley Intermodal facility. The Raritan Central Railway, and the Pennsylvania & Southern Railway will
create the best destination distribution options for Oregon commodities into the northwestern United States. We desire to align our modal choice to support Oregon produce shippers.

Furthermore, we have strong interest in operating the proposed crossdock facility. Having one company serving both ends of the trip will create a better communication system with shippers and receivers.

We offer this letter of support for your project and stand ready to assist you on the coordination of Oregon commodities as they arrive at domestic markets on the East Coast.

Best Regards,

Eyal Shapira  
President  
Raritan Central Railroad  
Pennsylvania & Southern Railroad

cc. Ms. Susan Walsh-enloe  
Mr. Ron Klein

Encl.
November 29, 2017

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

Re: Letter of Support – Malheur County Development Corporation’s Treasure Valley Reload Project Proposal

Commission Members:

The Malheur County Court (Board of Commissioners) fully supports Malheur County Development Corporation’s (MCDC) Treasure Valley Intermodal/Reload Facility project proposal.

Natural resource-based industry dominates Malheur County’s economy. The ability to move our commodities to both domestic market in the east, as well as west to international markets is of the utmost importance. The MCDC project proposal recognizes this economic factor and provides opportunities to transfer the shipping of the commodities mentioned above from truck to rail, and even from truck to rail to marine. This will help simplify logistical challenges our business and industry face. The ability to have alternative modes of transportation results in improved economic advantages for Oregon companies.

The MCDC board went through a robust site selection process, and we fully support their decision. The site is a central location within the Treasure Valley. This will maximize the benefit of the facility. The site also has access to all the primary highways in the region, and over 1-mile of the UPRR main line along the property line. The UPRR industrial development team visited Malheur County and the site with the MCDC board members. They shared the location would be suitable for the desired purpose.

Malheur County stands ready to support the project through whatever needs arise. We urge your approval of the MCDC project proposal.

Best Regards,

[Signatures]

Dan Joyce, Judge
Malheur County

Don Hodge, Commissioner
Malheur County

Larry Wilson, Commissioner
Malheur County
10/27/2017

To: Malheur Economic Development and Trans-load facility board

   It is with great excitement that I write this letter, the importance of the Trans-load facility to our county is monumental. We would like to welcome this facility to our community and will offer our full support. As a city I would be very happy to see it built close to the City of Nyssa, it would have a great impact on our continued growth which would help our local economy to thrive.

   I look forward to working with all those involved with the project and will give any assistance needed. I realize that there can only be one site for this facility, possibly the site nearest Nyssa, however if it is not, you can count on my continued support and help in any way.

Thank You

Jim Maret, City Manager

The City of Nyssa is an Affirmative Action/Equal Opportunity Employer and complies with Section 504 of the Rehabilitation Act of 1973. The City of Nyssa is an Equal Opportunity Provider and Employer. We do not discriminate on the basis of race, religion, color, sex, age, national origin.
October 27, 2017

Re: Transload Facility in Nyssa, OR

Nyssa School District is excited about the possibility of a transload station in Nyssa. Having lived in this community for 30 years, I realize the value a facility like this would bring to the community economically and believe this opportunity would be a catalyst for future growth, which we greatly need.

Nyssa School District is in complete support of this project and hope that our site is selected for development. Please give us your strongest consideration.

Sincerely,

Jana Iverson, Ph.D.
Superintendent
Nyssa School District
We **Support** Malheur County Development Corporation’s Treasure Valley Reload Project Proposal

Oregon Transportation Commission Members:

Thank you for supporting the passage of the Keep Oregon Moving Bill (HB 2017-A). This legislation makes significant investments in Oregon’s transportation system. We are particularly grateful for the $26-million allocation for the development of a Treasure Valley Intermodal/Reload Facility in Malheur County.

The Treasure Valley Intermodal/Reload Facility will help transform our economy. It will also provide our region a competitive advantage in domestic and international markets.

Utilizing the Union Pacific Railroad (UPRR) mainline, the proposed facility will provide a local site to reload our commodities from truck to rail. It will also offer reliable weekly pick-ups from the UPRR allowing us to reach destinations in the Midwest and East Coast. Additionally, we will have the ability to ship west where we can continue via rail or connect with the state’s port/marine systems.

**We support the work the Malheur County Development Corporation is doing to help bring this investment to reality.** The nine-member board represents our various communities, and our region’s business and industry. Their project team also has experience in successfully developing similar facilities in Eastern Oregon. These qualities are essential for the success of the facility in both the short and long-term.

**We urge your approval** of the Malheur County Development Corporation’s project proposal, which will allow for the first steps of project development to continue.
To Whom It May Concern:

The Nyssa Chamber of Commerce and Agriculture is organized for the purpose of advancing the commercial, industrial, farming, civic and general interests of the City of Nyssa, and its trade area.

As a local business in Nyssa, I am well aware of the importance of a reload facility in our community. Development of a reload facility will allow for more efficient and cheaper movement of products in and out of Malheur County, and would allow people to transfer their products from truck to rail and vice versa.

I am especially pleased to lend my support for this upcoming development in our community, and support this project in hopes it will spur growth and be very beneficial to Malheur County as a whole.

Thank You for your consideration!

[Signature]

Char Raney-McGinnis
Office Manager
November 6, 2017

To Whom It May Concern,

As a four-generation, family-owned small business, we offer our support for the proposed Trans load facility in our community. With decreased local rail service, the development of this facility will allow for more efficient flow of all products in and out of our area.

Nyssa is in dire need of new or expanding businesses to offer growth and employment opportunities for our residents and other small businesses. With other companies opting to move their businesses out of Nyssa and into Idaho, we believe the Trans load facility is vital for economic growth and opportunity in our community as well as the entire county.

Best regards,

Garry Bybee
Fiesta Farms, Inc.
October 30, 2017

To Whom It May Concern:

Snake River Produce Company, LLC is a packer and shipper of dry bulb onions, specializing in providing Spanish Sweet onions of superior quality in a variety of packaging and sizes. Located in Nyssa, Oregon Snake River Produce ships red, white, and yellow onions from August until April – utilizing trucks and rail to deliver our products to customers.

Snake River Produce fully supports a Transload Facility and Industrial Park in Malheur County, and would encourage all those involved to strongly consider a site in Nyssa, Oregon. Nyssa is centrally located in the Treasure Valley and is easily accessed via rail and truck with a multitude of growth opportunities.

Currently, Idaho and Eastern Oregon provides over one billion pounds of produce annually throughout the United States and across the globe. It is necessary for this area to move product easily and efficiently throughout the United States, as we are in direct competition with other growing regions that already have this capability. The trucking industry has changed and we foresee many challenges in that traditional route of transportation including drivers aging out of the industry and high turnover rates in new drivers – as well as hours of service federal safety regulations and fuel/maintenance cost increases.

A Transload Facility and Industrial Park would be of great benefit to streamlining the transportation issues in this agricultural area and would allow the farmers and shippers to continue sending their crop to market quickly and cost effectively. Additionally, an industrial park as part of this project would be attractive to potential businesses to help grow Nyssa, Malheur County, and the State of Oregon.

We appreciate your dedication, support, and hard work on this project.

Sincerely,

[Signature]

Tiffany Cruickshank
Transportation Manager
Hilltop Rock Sand & Gravel
1280 Locker Road
Parma, ID 83660

Business Phone: 208-674-2100
Business Fax Mail: 208-674-2110
Scott Cell: 541-212-6681
Kevin Cell: 541-216-1506
Karla Cell: 541-212-3890

December 1, 2017

Mr. Greg Smith
Malheur County Development Corporation Board
522 SW 4th Street
Ontario, OR 97914

Re: Proposed Intermodal

Dear Mr. Smith:

My name is Scott Kesler and my brother and I are the owners of Hilltop Rock Sand and Gravel. Our business is located in Idaho, just 2.5 miles from the bridge on the Oregon/Idaho border. Both of us have lived in Nyssa our entire lives.

I believe that this proposed facility will be a benefit to the City of Nyssa, to the community, and most especially to the farming community. The facility will also positively impact individual businesses such as ours, both in the construction phase and, later, in supporting the running of the transload facility.

I am enclosing my business card. I would be more than happy to discuss the ways which our business can help this facility become a reality.

Sincerely,

Scott Kesler
Partner
10/31/2017

To Whom It May Concern:

As a local business manager and member of the Nyssa Chamber of Commerce and Agriculture, I understand the potential economic benefit of a Transload facility to our community. The long run reduction of freight costs would create increased commercial efficiency and sustainable monetary growth.

I support this project as I believe it will create additional jobs and eventually spur much needed economic stability, not only in the city of Nyssa, but Malheur County collectively. Thank you.

Sincerely,

Lee Birch
Store Manager
Umpqua Bank
Nyssa, Oregon
October 30, 2017

To Whom It May Concern,

As a local business in Nyssa I recognize the importance of a Transload facility in our community. Development of a Transload facility will allow for more efficient and cheaper movement of products in and out of Malheur County, and would allow people to transfer their products from truck to rail and vice versa.

I am pleased to lend my support for this upcoming development in our community, and support this project in hopes it will spur growth and be very beneficial to Malheur County as a whole.

Sincerely,

[Signature]

Tawni Maxwell, Owner
Simpli Balanced, LLC
To Whom It May Concern:

As a local business in Nyssa I am well aware of the importance of a Transload facility in our community. Development of a Transload facility will allow for more efficient and cheaper movement of products in and out of Malheur County, and would allow people to transfer their products from truck to rail and vice versa.

I am especially pleased to lend my support for this upcoming development in our community, and support this project in hopes it will spur growth and be very beneficial to Malheur County as a whole.

Thank You for your consideration!

Pete S Pena
pelemwmkt.com
M+W Nyssa #13
STORE MANAGER
Nyssa Sign Company
413 Main St.
Nyssa, OR 97913
208-741-1633

10/30/17

To Whom It May Concern:

As a local business in Nyssa, I am aware of the importance of a Transload facility in our community. Development of a Transload facility will allow for more efficient and cheaper movement of products in and out of Malheur County, and would allow people to transfer their products from truck to rail and vice versa.

I am especially pleased to lend my support for this upcoming development in our community and support this project in hopes it will spur growth and be very beneficial to Malheur County as a whole.

Thank You for your consideration!

[Signature]
Clint Koplin
President
Nyssa Sign Company LLC.
10-30-2017

Owner
Thunderegg Coffee Company
125 Main Street
Nyssa, OR 97913

To Whom It May Concern,

As a local business owner, I am always excited to hear about growth opportunities for our small community. I believe the reload facility would help us create new jobs, bolster our real estate values, and bring additional new dollars to our local business community.

Please count me in as an enthusiastic supporter of this exciting new enterprise.

Sincerely,

[Signature]

Chris J. Haun
208-608-0891
Chrishaun52@yahoo.com
10-30-2017

Business Development Manager
True Value Company
PO Box 1745
214 N. 6th Street
Nyssa, OR 97913

To Whom It May Concern,

I am a commercial real estate owner and have a home in our community. I was pleased to hear the City of Nyssa was pursuing a reload facility for our town. I firmly believe that such a facility would give our town a much-needed economic boost. New jobs, net new dollars in the local economy and increased values in our real estate would be just a few of the benefits that our citizens would enjoy.

Please consider this letter as a positive endorsement for the reload facility.

Sincerely,

Steven M. Haun

208-863-1860

haunddevelopment@yahoo.com
December 4, 2017

RE: Treasure Valley Intermodal Facility

Dear Oregon Transportation Commission and Oregon Department of Transportation:

Anzur Logistics LLC has been in contact with the Malheur County Development Corporation and is prepared to provide rail and logistics consulting services to for the development of a Treasure 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. Greg Smith  
Malheur County Development Corporation Board  
522 SW 4th Street  
Ontario, OR 97914

Re: Proposed Intermodal

Dear Mr. Smith:

I am writing to you today to show my support for the proposed intermodal, and especially for it’s placement in Nyssa.

My father started farming 1955. He had six children and while we were growing up, we all lived and worked on our farm. Throughout the years we have attended college, served church missions, married, and raised children of our own. My brother and I now own the farm, our father runs errands for us, my sister does our bookkeeping, and I have a son-in-law and a nephew who also work on our farm.

Having a transload facility located in the City of Nyssa would be a benefit to all of the farmers in this area, including Kesler Farms. Having such a close proximity to a railcar shipping facility will help decrease our trucking costs, and it will also decrease the time it takes to get our crops to market. I believe that both of these things is significantly benefit our Farm.

I believe that this facility will also be a benefit to the City of Nyssa. Over the years, Nyssa has had many of the same struggles that most small towns have. One such struggle was when the Amalgamated Sugar Factory closed in 2005. The Factory was such a large employer, it served a direct need for the farmers in our community, and the Factory brought a large tax basis to our City. Having the Factory close was difficult, but the Nyssa community pulled together to keep our City running. Having another large project such as this will be a welcome boost to our local economy.

Sincerely,

[Signature]

Paul R. Kesler  
President
To Whom It May Concern:

As a local business in Nyssa I am well aware of the importance of a Transload facility in our community. Development of a Transload facility will allow for more efficient and cheaper movement of products in and out of Malheur County, and would allow people to transfer their products from truck to rail and vice versa.

I am especially pleased to lend my support for this upcoming development in our community, and support this project in hopes it will spur growth and be very beneficial to Malheur County as a whole.

Thank You for your consideration!

[Signature]

Diane Taylor Store Manager

NYSSA VALLEY COUNTRY STORE
18 NORTH 2ND ST
NYSSA, OR 97913
541-372-3254
10/27/17

To Whom It May Concern:

As a local business in Nyssa I am well aware of the importance of a Transload facility in our community. Development of a Transload facility will allow for more efficient and cheaper movement of products in and out of Malheur County, and would allow people to transfer their products from truck to rail and vice versa.

I am especially pleased to lend my support for this upcoming development in our community, and support this project in hopes it will spur growth and be very beneficial to Malheur County as a whole.

Thank You for your consideration!

Brian Blackmore

LES SCHWAB TIRE CENTERS
204 Thunderegg Blvd
Nyssa, OR 97913

Brian Blackmore
Assistant Manager
541.372.2297 TEL
541.786.6041 CELL
541.372.2298 FAX

LES SCHWAB TIRE CENTERS
204 THUNDEREGG BLVD
NYSSA, OR 97913

Cj Church
Manager
(541) 372-2297 TEL
(541) 372-2298 FAX

chris.j.church@leschwab.com
To Whom It May Concern:

As a local business in Nyssa I am well aware of the importance of a Transload facility in our community. Development of a Transload facility will allow for more efficient and cheaper movement of products in and out of Malheur County, and would allow people to transfer their products from truck to rail and vice versa.

I am especially pleased to lend my support for this upcoming development in our community, and support this project in hopes it will spur growth and be very beneficial to Malheur County as a whole.

Thank You for your consideration!

[Signature]

[Name]
General Manager

Nyssa A&W, LLC.

208-350-3880
541-372-2984
To Whom It May Concern:

As a local business in Nyssa I am well aware of the importance of a Transload facility in our community. Development of a Transload facility will allow for more efficient and cheaper movement of products in and out of Malheur County, and would allow people to transfer their products from truck to rail and vice versa.

I am especially pleased to lend my support for this upcoming development in our community, and support this project in hopes it will spur growth and be very beneficial to Malheur County as a whole.

Thank You for your consideration!

[Signature]
To Whom It May Concern:

As a local business in Nyssa I am well aware of the importance of a Transload facility in our community. Development of a Transload facility will allow for more efficient and cheaper movement of products in and out of Malheur County. It would also allow people to transfer their products from truck to rail and vice versa.

I am especially pleased to lend my support for this upcoming development in our community, and support this project in hopes that it will spur growth and be very beneficial to Malheur County as a whole.

Thank you for your consideration,

Valerie Roland

Sassy Sisters Screen Printing, LLC