

From: [ODOT](#)
To: [Boren John](#)
Subject: Connect Oregon 2021 Project Grant Application - Scott Webster
Date: Friday, October 29, 2021 3:58:06 PM
Attachments: [Terminal - TCC.pdf](#)
[Support Letter-Mt Hood Railroad.pdf](#)
[Support Letter-Mt Hood Winery-Oregon Winery of the Year in 2016.pdf](#)
[Support Letter - Senator Chuck Thomsen.pdf](#)
[Terminal - Deed.pdf](#)
[Terminal Ice - Hood River County Property Record.png](#)
[O35 Terminal Ice & Cold Storage SOS ID- 29075199.PDF](#)
[Terminal - Site Plan.pdf](#)
[Terminal Design Rendering.png](#)
[Terminal - Train Ramp Rendering-3.jpg](#)
[Terminal - Employee Commitment.pdf](#)
[Support Letter-Mt Hood Railroad.pdf](#)
[Support Letter-Mt Hood Winery-Oregon Winery of the Year in 2016.pdf](#)

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ODOT

Connect Oregon 2021 Project Grant Application

[View full entry at CognitoForms.com.](#)

Entry Details

APPLICATION ID	Region 1 Rail, Short Line
ENTITY/ORGANIZATION/COMPANY NAME	Terminal Ice & Cold Storage Co. LLC -- in connection with The Fruit Company INC
ADDRESS	2900 Van Horn Drive, Hood River, Oregon 97031
WEBSITE ADDRESS	http://www.thefruitcompany.com
CONTACT PERSON NAME	Scott Webster
CONTACT PERSON TITLE	Owner
EMAIL	scott@thefruitcompany.com
PHONE	(541) 490-2900
AUTHORIZED REPRESENTATIVE NAME, IF DIFFERENT FROM THE APPLICANT CONTACT	
ENTITY TYPE	Private
BUSINESS REGISTRY NUMBER	29075199
PROJECT NAME	Terminal Ice & Cold Storage Co. LLC -- in connection with The Fruit Company INC
CHECK THIS BOX IF THE PROJECT ADDRESS IS THE SAME AS THE ADDRESS LISTED ABOVE.	Yes
PROJECT ADDRESS (SAME AS PREVIOUSLY ENTERED)	2900 Van Horn Drive, Hood River, Oregon 97031
LATITUDE (DEGREES AND DECIMAL)	45.65338065095294
LONGITUDE (DEGREES AND DECIMAL)	-121.50848763324251
4. MODE	Rail, Short Line
5. CONNECT OREGON REGION	Region 1
6. BRIEF SUMMARY OF PROJECT	Rehabilitate 900 ft. spur train track, replace two main track turnouts, renovate 320 ft of platform along the terminal, and enhance the building and parking area for passengers.
7. PROJECT PURPOSE AND DESCRIPTION	

The Mt. Hood Railroad has been an iconic, century-old, short line railroad offering scenic passenger excursions in the Hood River Valley. Excursion trains are offered most weekends during the summer as well as the popular Mt. Hood Christmas Train. Trains have historically run between Hood River and Parkdale about 22 miles, or a 4-hour round trip. The COVID pandemic has had negative impacts on Mt. Hood Railroad's passenger business and has limited weekend excursion runs. Having an alternative shorter distance station stop will enhance the excursion train experience.

The Terminal Ice & Cold Storage Co. LLC in connection with The Fruit Company, proposes to reinvigorate the Mt. Hood Railroad excursion trains and promote agritourism. Located in a community called Pine Grove just outside Hood River, both Terminal Ice & Cold Storage Co. and The Fruit Company, are owned by the Webster family who has been operating orchards since 1942. The project is to repair a spur track, renovate a passenger platform, enhance the original facility, and address parking concerns. Restoring the platform will allow a proper place for the train to stop, passengers to disembark, and explore agritourism and the Hood River Valley. Not only would passengers be able to visit The Fruit Company's live gift packing facility (i.e. Tillamook Creamery Tour) and county museum, but they can visit other nearby businesses such as Mt. Hood Winery, The Gorge White House, and local area food carts.

Currently the Mt. Hood Railroad just makes a momentary stop near Pine Grove and reverses back to Hood River. Passengers stay on the train the entire time. However, having a proper unloading station will provide a new attraction to the train and promote local agritourism. This historic terminal is about 6 track miles from Hood River, making it a shorter one-hour one-way trip which has been more desirable for tourism than the lengthy 4+ hour trip. Furthermore, the train frequency can be increased to multiple trains per day.

One of the unique challenges in the City of Hood River is lack of vehicle parking for tourists. This project would make 300 parking spaces available at the Terminal Ice & Cold Storage lot in Pine Grove, so patrons could park at this alternative location and board the train to Hood River and return back to Pine Grove. Train frequency would be increased to allow more options for tourists. This would improve transportation gap in Oregon and promote more tourism to Region One since the majority of tourists travel to Hood River via the Columbia River Gorge corridor.

This project has independent utility, and it will be fully functional once completed. The primary stakeholders estimate such a project could generate 112 jobs in Oregon and \$2.6 million to \$5.2 million in additional annual revenue. Please see question 23 for more details on jobs and revenue.

8. USEFUL LIFE (YEARS)

20 years.
Railroad assets, terminal platforms, and parking areas are all long-lived.

For industry standards, please refer to this source:
<https://www.ucsusa.org/sites/default/files/attach/gw-smart-infrastructure-table-life-expectancy.pdf>

9. Project schedule

HAS THE MILESTONE BEEN MET? Yes

PROJECTED START DATE OF MILESTONE WORK 7/21/2021

PROJECTED MILESTONE COMPLETION DATE 10/15/2021

HAS THE MILESTONE BEEN MET? Yes

PROJECTED START DATE OF MILESTONE WORK 6/6/2005

PROJECTED MILESTONE COMPLETION DATE 6/6/2005

HAS THE MILESTONE BEEN MET? No

PROJECTED START DATE OF MILESTONE WORK 10/28/2021

PROJECTED MILESTONE COMPLETION DATE 9/15/2021

HAS THE MILESTONE BEEN MET? No

PROJECTED START DATE OF MILESTONE WORK 9/1/2022

PROJECTED MILESTONE COMPLETION DATE 9/1/2024

HAS THE MILESTONE BEEN MET?	No
PROJECTED START DATE OF MILESTONE WORK	9/1/2022
PROJECTED MILESTONE COMPLETION DATE	9/1/2024
HAS THE MILESTONE BEEN MET?	No
PROJECTED START DATE OF MILESTONE WORK	9/1/2022
PROJECTED MILESTONE COMPLETION DATE	9/1/2024
10. WILL THE PROJECT'S CONSTRUCTION SCHEDULE BE CONSTRAINED BY ENVIRONMENTAL CONSIDERATIONS (BIRD-NESTING, FISH-SPAWNING SEASONS, TEMPERATURE OR WEATHER)?	No

11. WHO WAS RESPONSIBLE FOR DETERMINING THE PROJECT SCHEDULE AND WHAT IS THEIR LEVEL OF EXPERTISE? (I.E. CITY OR CONSULTING ENGINEER, CONSTRUCTION PROJECT MANAGER, CITY STAFF, ETC.)

Mt. Hood Railroad provided two sub-contractor estimates to rehabilitate the track. Platform and building enhancements were done by Architect Liz Olberding who is a sole proprietor architect licensed in Oregon, Washington, and Alaska, and provides a full range of architectural services in The Columbia River Gorge. In addition, she consulted with a certified structural engineer named Steve Hawk and a licensed general contracting firm named Deform NW.

12. Project property control

IDENTIFY THE METHOD OF CONTROL FOR PROJECT PROPERTY	Wholly or partially owned by applicant
13. DESCRIBE ANY PROJECT RISKS OR BARRIERS TO BEING READY FOR CONSTRUCTION AND YOUR PLAN TO ADDRESS THE RISKS/BARRIERS	Project is upgrading existing infrastructure with new materials. The only potential delay is long-lead items such as rail materials, but this is factored in our project schedule.
14. DESCRIBE YOUR PUBLIC AND STAKEHOLDER ENGAGEMENT PROCESS EFFORTS	The Applicant is working with Hood River County and the City of Hood River along with local businesses such as Mt. Hood Railroad, and Mt. Hood Winery to collaborate on this project. Additionally, Senator Chuck Thomsen has expressed his enthusiasm to see this project come to fruition.

15. Public body approvals and permits

STATUS	Not applicable
EXPECTED COMPLETION DATE	
STATUS	Not applicable
EXPECTED COMPLETION DATE	
STATUS	Not applicable
EXPECTED COMPLETION DATE	
STATUS	Not applicable
EXPECTED COMPLETION DATE	
STATUS	Not applicable
EXPECTED COMPLETION DATE	
STATUS	Not applicable
EXPECTED COMPLETION DATE	
STATUS	Not applicable
EXPECTED COMPLETION DATE	

Any additional specific permits or approvals needed
 Item 1

SPECIFIC PERMIT OR APPROVAL NEEDED	Contractor Trade Permit
STATUS	Materials submitted for approval
EXPECTED COMPLETION DATE	9/15/2021

16. Planning and land use

STATUS	Completed
EXPECTED COMPLETION DATE	11/21/2011
STATUS	Not applicable
EXPECTED COMPLETION DATE	
STATUS	Not applicable
EXPECTED COMPLETION DATE	
STATUS	Not applicable
EXPECTED COMPLETION DATE	
STATUS	Not applicable
EXPECTED COMPLETION DATE	
STATUS	Not applicable
EXPECTED COMPLETION DATE	
STATUS	Not applicable
EXPECTED COMPLETION DATE	

Any additional planning or land use efforts not specified above Item 1

PLANING/LAND USE EFFORT	Oregon State Rail Plan
STATUS	Completed
EXPECTED COMPLETION DATE	8/13/2020

17. PLANNING/LAND USE NARRATIVE http://hrccd.co.hood-river.or.us/images/uploads/documents/Hood_River_County_Transportation_System_Plan_%28TSP%28.pdf

The above link is the Hood River County TSP 11/21/2011 Highlight to preserve and rehabilitate the Mt. Hood Railroad. 2.4. Goals and Strategies A4 page 2-6, Rail Service Improvements.

Oregon State Rail Plan
All goals, primarily goal 6 and 7
Passenger Service Needs on page 9
<https://www.oregon.gov/odot/Planning/Documents/Oregon%20State%20Rail%20Plan%202020.pdf>

18A. BUDGETED AMOUNT: LAND ACQUISITION	\$0.00
18B. BUDGETED AMOUNT: PERMITS, OTHER PUBLIC BODY APPROVALS (APPLICATION PREPARATION/FEES)	\$10,000.00
18C. BUDGETED AMOUNT: DESIGN/ENGINEERING	\$40,000.00
18D. BUDGETED AMOUNT: DESIGN/ENGINEERING CONTRACT ADMINISTRATION	\$0.00

18E. BUDGETED AMOUNT: CONSTRUCTION \$1,938,000.00

18F. BUDGETED AMOUNT: CONSTRUCTION CONTRACT ADMINISTRATION \$0.00

18G. BUDGETED AMOUNT: MISCELLANEOUS \$0.00

SUBTOTAL \$1,988,000.00

CONTINGENCY

TOTAL PROJECT COST \$1,988,000.00

19. WHO WAS RESPONSIBLE FOR DETERMINING THE PROJECT BUDGET AND WHAT IS THEIR LEVEL OF EXPERTISE? Mt. Hood Railroad provided two sub-contractor estimates to rehabilitate the track. Platform and building enhancements were done by Architect Liz Olberding who is a sole proprietor architect licensed in Oregon, Washington, and Alaska, and provides a full range of architectural services in The Columbia River Gorge. In addition, she consulted with a certified structural engineer named Steve Hawk and a licensed general contracting firm named Deform NW.

TOTAL PROJECT COST \$1,988,000.00

GRANT REQUEST \$1,371,720.00

APPLICANT MATCH (DOLLARS) \$616,280.00

APPLICANT MATCH (PERCENT) 31.00%

21. Please identify each source of matching funds you will use for the project Item 1

SOURCE	Private Match from Terminal Ice and Cold Storage, LLC. Funds will be made available immediately upon approval of grant.
AMOUNT	\$616,280.00

Economic Benefits

22. HOW DOES THE PROJECT REDUCE TRANSPORTATION COSTS FOR OREGON BUSINESSES OR IMPROVE ACCESS TO JOBS AND SOURCES OF LABOR?

Since this renovated Terminal in Pine Grove would be only 6 miles from Hood River, tourists would be able to park at this location and take the train to Hood River, thereby avoiding congested parking. Having agritourism at Pine Grove will allow access to 112 more jobs for Oregon. This project would allow patrons to park at The Fruit Company's lot in Pine Grove and take the train to Hood River for the day and return back to Pine Grove. As a result, this would improve a transportation gap in Oregon and promote more tourism to Hood River.

23. WHAT ARE THE SPECIFIC ECONOMIC BENEFITS TO THIS STATE THAT WILL RESULT FROM THIS PROJECT?

The Terminal Ice & Cold Storage building has two tenants (The Fruit Company and Webster Orchards). This Connect-Oregon grant would sustain business in Oregon and increase employment because this new agritourism component is expected to generate \$600,000 to \$1.2M of incremental revenue within the next 3 years once this project is completed.

The Fruit Company and Webster Orchards could increase from 76 FTE to 88 FTE (+12), and seasonal workers could increase from 1,026 to 1,040 (+ 4.5 FTE). These additional Oregon jobs are estimated to generate \$1.5M in annual wages.

Mt. Hood Railroad is expected to increase annual revenue by an additional \$2.0M to \$4.0M.

Mt. Hood Railroad could increase from 11 FTE to 22 FTE (+11), and seasonal workers could increase from 30 workers to more than 100 (+10 FTE) for the train excursions.

Mt. Hood Winery could increase from 5 FTE to 6 FTE (+1), and seasonal workers could increase from 8 to 12 (+ 1.5 FTE).

Altogether, this project seeks to generate a total of 112 new jobs (full-time +

seasonal) in Oregon (total equivalent of 40 additional FTE) and \$2.6M to \$5.2M in additional annual revenue.

24. DESCRIBE HOW THE PROJECT PROVIDES A CRITICAL LINK CONNECTING ELEMENTS OF OREGON'S TRANSPORTATION SYSTEM, AND HOW IT WILL MEASURABLY IMPROVE UTILIZATION AND EFFICIENCY OF THE TRANSPORTATION SYSTEM.

This project makes better utilization of existing elements by improving parking capacity between the County and City of Hood River. Instead of all train passengers parking in downtown Hood River, passengers could park at Terminal Ice & Cold Storage lot at Van Horn Drive and take the train that links Pine Grove to Hood River. In addition, the short trip can allow more frequent passenger service.

25. HOW DOES THE PROJECT IMPROVE OREGON'S TRANSPORTATION SYSTEM EFFICIENCY AND/OR UTILIZATION?

Increases system capacity
 Completes one or more gaps in Oregon's transportation system
 Reduces traffic or use conflicts
 Improves geometrics

EXPLAIN:

One of the unique challenges in the City of Hood River is lack of vehicle parking for tourists. This project would make 300 parking spaces available at the Terminal Ice & Cold Storage lot in Pine Grove, so patrons could park at this alternative location and board the train to Hood River and return back to Pine Grove. Train frequency would be increased to allow more options for tourists. This would improve a transportation gap in Oregon and promote more tourism to Region One since the majority of tourists travel to Hood River via the Columbia River Gorge corridor.

EXPLAIN:

Oregon State Rail Plan August 13, 2020 specially lists passenger service needs on page 10 regarding travel times and reliability, frequency, and connectivity. This project will close those gaps in the Oregon's transportation system.

EXPLAIN:

One of the unique challenges in the City of Hood River is lack of vehicle parking for tourists. This project would make 300 parking spaces available at the Terminal Ice & Cold Storage lot in Pine Grove, so patrons could park at this alternative location and board the train to Hood River and return back to Pine Grove. Train frequency would be increased to allow more options for tourists. This would improve a transportation gap in Oregon and promote more tourism to Region One since the majority of tourists travel to Hood River via the Columbia River Gorge corridor.

EXPLAIN:

Project improves geometrics by adding a new passenger unloading / loading train platform. Improvements include walkways and parking spaces in Pine Grove.

Untitled

26. A) HOW IS SUCCESS MEASURED FOR THIS PROJECT (INCLUDE METHODOLOGY FOR CALCULATION)?

Success will be measured by increasing the ridership on Mt. Hood Railroad passenger trains. Number of riders is tracked by Mt. Hood Railroad based on ticket sales. Also, this project would more-than-double the number of potential parking spaces for Mt. Hood Railroad passengers by making an alternative parking area with 300 spaces available in Pine Grove.

B) WHAT IS THE EXISTING MEASUREMENT TODAY?

1,888 passengers in 2020. Currently, there are 0 parking spaces for train passengers in Pine Grove, and 220 parking spaces exist for passengers at Mt. Hood Railroad in downtown Hood River.

C) WHAT IS THE ANTICIPATED MEASUREMENT WHEN THE PROJECT IS FULLY OPERATIONAL?

9,500 annual passengers of Mt. Hood Railroad. And 520 total parking spaces between this Terminal in Pine Grove and Mt. Hood Railroad in Hood River

27. DOES THE PROJECT IMPROVE AN EXISTING TRANSPORTATION CONNECTION OR ADD A NEW CONNECTION TO AN INDUSTRIAL OREMPLOYMENT CENTER?

Yes

IF YES, CHECK ALL THAT APPLY.

The project improves an existing connection
 The project creates a new connection

28. THIS PROJECT IMPROVES OR CREATES ACCESS TO:

Employment center

NAME OF THE EMPLOYMENT CENTER

City of Hood River and at Terminal Ice & Cold Storage Co. LLC

29. DOES THE PROJECT IMPROVE SAFETY?

Yes

EXPLAIN. PLEASE NOTE THE NUMBER AND TYPE OF INCIDENTS (FATAL ACCIDENT, INJURY ACCIDENT, PROPERTY-DAMAGE ACCIDENT, CRIME, OR OTHER) WITHIN A SPECIFIED TIMEFRAME.

Currently there is no platform to allow passengers to disembark at the Terminal in Pine Grove. Therefore, this new track and platform will improve safe access for customers to load and unload.

30. DOES THE PROJECT SERVE ONE OR MORE OF OREGON'S STATEWIDE BUSINESS CLUSTERS? CHECK ALL THAT APPLY.

Agriculture
Food Processing
Manufacturing
Tourism and Hospitality
Breweries

PROVIDE DETAIL ON THE BUSINESS CLUSTERS SERVED.

The new platform will increase agritourism, benefiting both agriculture and tourism. The Fruit Company is engaged in food processing and manufacturing. Mt. Hood Winery was selected Oregon's Winery of the Year in 2016, so this brewery-related business will benefit from an increase in foot traffic, as well as The Gorge White House (which is within walking distance).

31. DOES THIS PROJECT BENEFIT THE OREGON ECONOMY BY GENERATING A NET INCREASE IN OR RETENTION OF LONG-TERM JOBS (BEYOND SHORT-TERM CONSTRUCTION JOBS) AND/OR INCREASING PRIVATE INVESTMENT IN OREGON?

Yes

Untitled

A) NUMBER OF LONG-TERM (NON-CONSTRUCTION) JOBS CREATED OR RETAINED AS A DIRECT RESULT OF THE PROJECT:

40

B. AVERAGE ANNUAL WAGE OF LONG-TERM (NON-CONSTRUCTION) JOBS CREATED OR RETAINED:

70000

c. List up to 5 businesses that will verify job creation/retention or new private investment: Item 1

BUSINESS NAME

The Fruit Company

NAME OF CONTACT PERSON

Bonnie Erickson

CONTACT PERSON PHONE

(541) 387-4120

Item 2

BUSINESS NAME

Webster Orchards

NAME OF CONTACT PERSON

Bonnie Erickson

CONTACT PERSON PHONE

(541) 387-4120

Item 3

BUSINESS NAME

Mt. Hood Railroad

NAME OF CONTACT PERSON

Ron Kaufman

CONTACT PERSON PHONE

(541) 993-2910

Item 4

BUSINESS NAME

Mt. Hood Winery

NAME OF CONTACT PERSON

Steve Bickford

CONTACT PERSON PHONE

(541) 490-1762

D. WHAT IS THE INCREASE BY THESE BUSINESSES IN OREGON AS A RESULT OF THIS PROJECT?

40 FTE new jobs

COMMITMENT LETTER ACKNOWLEDGEMENT

Required for a yes answer. Commitment letters must be uploaded in section 35 and submitted with application. These letters must be from businesses or organizations stating their intention to operate in Oregon and detailing: the number of jobs created or retained over a specific period of time as a result of this project, and/or the amount of additional private investment that the entity would make in Oregon over a specified period of time as a direct result of this project.

E) EXPLAIN

Altogether, 112 new jobs created... FTE is expected to increase by 24 new FULL-TIME jobs... and SEASONAL is expected to increase by 88 new jobs (16 FTE equivalent). So the net total would be 40 new FTE.

32. IS THE PROJECT LOCATED WITHIN 10 MILES OF A SITE FOR MINING OR PROCESSING AGGREGATE THAT IS ALLOWED UNDER ORS 215.213 (2)(D) OR 215.283 (2)(B) ON LAND THAT IS ZONED EXCLUSIVE FARM USE? THIS IS NOT COMMON. Yes

PLEASE EXPLAIN Applicant is unable to confirm the respective zoning situations at the time of this Application submission, but in the interest of full disclosure the Project is located within 5 miles: Hood River Sand Gravel & Ready Mix 2630 Old Columbia River Dr, Hood River, OR 97031

33. Additional Considerations

A) HOW DOES THIS PROJECT IMPACT EQUITY CONSIDERATIONS? Over 85% of FULL-TIME employees from The Fruit Company and Webster Orchards are from a diverse background (non-white). In addition, over 95% of SEASONAL employees from The Fruit Company and Webster Orchards are from a diverse background (non-white). New jobs will be created in an inclusive environment, and opportunities will be given to both people who are looking to start their careers, as well as people with much tenure.

<https://www.census.gov/quickfacts/hoodrivercountyoregon>

B) HOW DOES THE PROJECT IMPACT CLIMATE MITIGATION, ADAPTATION AND SUSTAINABILITY CONSIDERATIONS? The Fruit Company has a facility in Kentucky, so if the spur was rehabilitated, then the company may consider shipping fruit baskets via rail instead of truck... thus removing approximately 50 semi-trucks from traveling across the country every year. This conversion would reduce GHG by 630 tons of CO2 by taking 50 trucks off Oregon's highways.

34. Maintenance and Operations

WHAT IS THE SOURCE/ARE THE SOURCES OF FUNDS FOR THE CONTINUED MAINTENANCE AND OPERATION OF THE PROJECT FOR THE USEFUL LIFE OF THE PROJECT? Terminal Ice & Cold Storage LLC – Private funds derived from revenues

WHAT IS THE STATUS OF THESE FUNDS? Budgeted (committed for future)

DESCRIBE THE STEPS REMAINING TO COMMIT MAINTENANCE AND OPERATIONS FUNDING FOR THE USEFUL LIFE OF THE PROJECT? Terminal Ice & Cold Storage LLC – Private funds derived from revenues

HAVE YOU HAD PREVIOUS CONNECT OREGON GRANT AWARDS? No

35. Documentation

DEPARTMENT OF REVENUE TAX CERTIFICATION Terminal - TCC.pdf

LETTERS OF SUPPORT Support Letter-Mt Hood Railroad.pdf
Support Letter-Mt Hood Winery-Oregon Winery of the Year in 2016.pdf
Support Letter - Senator Chuck Thomsen.pdf

PROPERTY OWNERSHIP, LAND LEASE/CONTROL Terminal - Deed.pdf
Terminal Ice - Hood River County Property Record.png

SECRETARY OF STATE BUSINESS ID Q35 Terminal Ice & Cold Storage SOS ID- 29075199.PDF

SITE PLANS, IF AVAILABLE Terminal - Site Plan.pdf
Terminal Design Rendering.png
Terminal - Train Ramp Rendering-3.jpg

PLANNING/PERMITTING DOCUMENTS

COMMITMENT LETTERS Terminal - Employee Commitment.pdf
Support Letter-Mt Hood Railroad.pdf
Support Letter-Mt Hood Winery-Oregon Winery of the Year in 2016.pdf

MISCELLANEOUS

36. Authorizations and Signatures

PLEASE READ AND CHECK ALL BOXES By checking this box, I certify that above-mentioned Applicant Organization supports the proposed project, has the legal authority to pledge matching funds, and has the legal authority to apply for Connect Oregon funds. I further certify that matching funds are available or will be available for the proposed project no later than 60 days prior to the Oregon Transportation Commission's final action on grant awards, anticipated to be in May or July 2022. I understand that all State of Oregon rules for contracting, auditing,

underwriting (where applicable), and payment will apply to this project. By checking this box, I certify that all of the content of this application is true to the best of my knowledge and that I have read the Sample Draft Agreement and will sign the Agreement if selected. I understand that non-compliance with the agreement and program may result in a cancelled project and return of grant funds.

By checking this box, I certify that per Oregon Administrative Rule (OAR) 731-035-0050(2)(b), as a condition of Connect Oregon program eligibility, applicants must be current on all state and local taxes, fees and assessments where applicable. Inasmuch, as an authorized representative, I declare, that MY ORGANIZATION, is to the best of the undersigned(s) knowledge, current on all Oregon state and local taxes, fees and assessments. As a continuing requirement to remain eligible, I understand that MY ORGANIZATION will remain current on all Oregon state and local taxes, fees and assessments and failure to comply with this rule may result in corrective action up to and including a determination of ineligibility for Connect Oregon funding. I further understand that Connect Oregon funds may be withdrawn should it be determined that this certification was signed falsely or in error, or that MY ORGANIZATION has become delinquent in its state and local tax, fee or assessment obligation.

SIGNATURE OF AUTHORIZED REPRESENTATIVE

Captured



Mt. Hood Railroad
6 Rail miles from Hood River to Pine Grove

Historic Rail Terminal
Terminal Ice & Cold Storage Co. LLC
The Fruit Company
Mt. Hood Winery

3.81 mi

Terminal Ice & Cold Storage Co. LLC
Connect Oregon 2021 Application
Site Plan
Connecting Hood River to Pine Grove



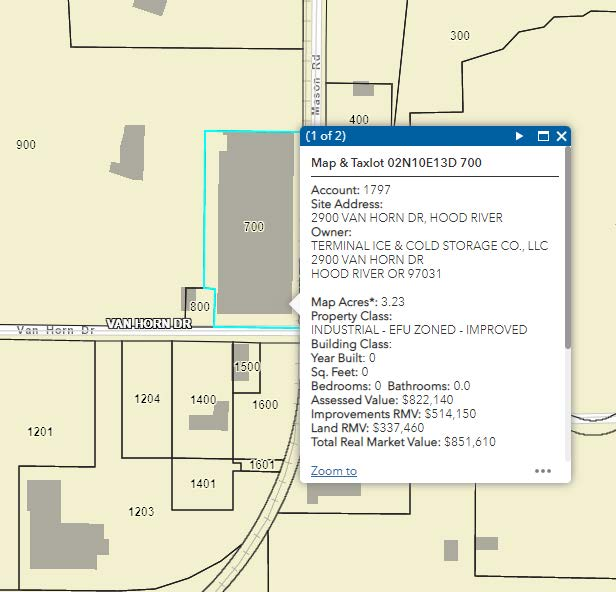
TERMINAL ICE & COLD STORAGE CO

THE FRUIT

ESTABLISHED 1922

W W
OR





(1 of 2) ▶ □ ✕

Map & Taxlot 02N10E13D 700

Account: 1797

Site Address:

2900 VAN HORN DR, HOOD RIVER

Owner:

TERMINAL ICE & COLD STORAGE CO., LLC

2900 VAN HORN DR

HOOD RIVER OR 97031

Map Acres*: 3.23

Property Class:

INDUSTRIAL - EFU ZONED - IMPROVED

Building Class:

Year Built: 0

Sq. Feet: 0

Bedrooms: 0 **Bathrooms:** 0.0

Assessed Value: \$822,140

Improvements RMV: \$514,150

Land RMV: \$337,460

Total Real Market Value: \$851,610

[Zoom to](#)



AMENDED ANNUAL REPORT



Corporation Division
www.filinginoregon.com

E-FILED
Apr 26, 2021
OREGON SECRETARY OF STATE

REGISTRY NUMBER

29075199

REGISTRATION DATE

05/26/2005

BUSINESS NAME

TERMINAL ICE & COLD STORAGE CO., LLC

BUSINESS ACTIVITY

REAL ESTATE RENTAL

MAILING ADDRESS

2900 VAN HORN DR
HOOD RIVER OR 97031 USA

TYPE

DOMESTIC LIMITED LIABILITY COMPANY

PRIMARY PLACE OF BUSINESS

2900 VAN HORN DR
HOOD RIVER OR 97031 USA

JURISDICTION

OREGON

REGISTERED AGENT

L SCOTT WEBSTER

2900 VAN HORN DR
HOOD RIVER OR 97031 USA

If the Registered Agent has changed, the new agent has consented to the appointment.

MANAGER

L SCOTT WEBSTER

2900 VAN HORN DR
HOOD RIVER OR 97031 USA



I declare, under penalty of perjury, that this document does not fraudulently conceal, fraudulently obscure, fraudulently alter or otherwise misrepresent the identity of the person or any officers, managers, members or agents of the limited liability company on behalf of which the person signs. This filing has been examined by me and is, to the best of my knowledge and belief, true, correct, and complete. Making false statements in this document is against the law and may be penalized by fines, imprisonment, or both.

By typing my name in the electronic signature field, I am agreeing to conduct business electronically with the State of Oregon. I understand that transactions and/or signatures in records may not be denied legal effect solely because they are conducted, executed, or prepared in electronic form and that if a law requires a record or signature to be in writing, an electronic record or signature satisfies that requirement.

ELECTRONIC SIGNATURE

NAME

L SCOTT WEBSTER

TITLE

CEO

DATE SIGNED

04-26-2021



SENATOR CHUCK THOMSEN

10/28/2021

To Whom It May Concern:

An exciting proposal has been brought to my attention in the Columbia River Gorge. As I'm sure we are all aware, tourism is a growing industry in Oregon, and that presents many opportunities and challenges. With the influx of more people, revenue can grow; however, traffic can create congestion. This project provides some unique solutions to help grow revenue and ease congestion in Hood River. Therefore, I believe Terminal Ice & Cold Storage would be an excellent, worthwhile recipient of a Connect-Oregon Grant, and I would like to see this project fully funded.

The owner of project is Scott Webster. He owns and operates two organizations in the Hood River Valley. The first, Webster Orchards Inc., was started by his grandfather in 1942 as a modest 170-acre pear orchard. He purchased it from his family in 1997. Over the years, Webster Orchards has grown into one of the largest agricultural operations in the area. They have close to 1,000 acres of agricultural land holdings specializing in tree fruit production. Their portfolio consists of roughly 300 acres of pears, 300 acres of cherries, 80 acres of blueberries, 200 acres of pasture and 100 acres of timber. The second organization, TheFruitCompany.com, is a gifting company which ships nearly 500k fresh fruit gifts to both residential and corporate customers across the United States. Prior to Covid-19, The Fruit Company also ran an onsite retail sales operation that enabled them to interface directly with the local community. They look forward to restarting their local retail operation hopefully in 2022.

Both organizations collectively gross over \$31 million in topline sales. Both also operate out of the same facility, a historic 161,000 sq. ft. building located 5.65 miles up the valley from the Mt. Hood Railroad train station. The building was called Terminal Ice & Cold Storage, and the main sections were originally built in the late 1930's during the Great Depression primarily to service the growing fruit industry. Over time, orchardists began switching to trucks instead of rail, so the loading platform and 150-yard railroad spur were decommissioned.

Now, this building is uniquely situated to collaborate with Mt. Hood Railroad because it could accommodate passengers if it were recommissioned as a train terminal. Mr. Webster strongly shares his local community's interest in seeing the Mt. Hood Railroad prosper, so he has been collaborating with Ron Kaufman, the general manager of the railroad. Together, they estimate annual tourism revenue could grow from \$500K to \$2.5M to \$4.5M if this project were fully funded because it creates a more desirable experience for passengers of the train. In addition, Mt. Hood Winery would benefit from the increased traffic since they are located adjacent to

this project. In fact, they share a large parking area. That presents a unique opportunity because if passengers were able to board the train at this location, they would have an alternative to parking in downtown Hood River. Such a solution could provide essential relief to summer congestion because then the existing Mt. Hood Railroad parking lot could be used more for tourists instead of passengers. Lastly, if tourism grows in Hood River, then certainly the greater-Portland area would receive ancillary benefit since most visitors would be traveling through this corridor.

Thank you for considering this letter of support. I sincerely hope Connect-Oregon is willing to fully-fund this project in order to create a new, exciting venture in Oregon.

Sincerely,

A handwritten signature in blue ink that reads "Chuck Thomsen". The signature is written in a cursive style with a large, sweeping initial "C".

Chuck Thomsen

Oregon State Senator, District 26



October 26,2021

Bob Van Brocklin
Oregon Transportation Commission
Oregon Department of Transportation
355 Capitol St. NE MS 11
Salem, OR 97301

Dear Commissioner Van Brocklin,

The Covid-19 pandemic has negatively impacted Mt. Hood Railroad's excursion train business, a major component of our revenue and vital to the success of our operation. Mt. Hood Railroad operates weekend summer excursion trains and our popular Christmas train between City of Hood River to Parkdale approximately 22 miles away. For years, Mt. Hood Railroad has wanted to offer another viable passenger terminal that is a shorter distance such as Pine Grove, only six rail miles away. Having another site will open more tourism opportunities and help our short line thrive. This short distance allows us to offer more train frequency and quicker trips. With the increased frequency of the trains, tourists can park at Pine Grove and take the train to Hood River and later catch the train back avoiding congestion and limited parking.

Train Frequency Increase:

- Summer Weekend (Thursday through Sunday) will increase from 7 train trips to 15 train trips per week.
- Christmas Trains (5 weeks duration) will increase from 59 trains to over 90 train trips.

Annual revenues are expected to increase from \$0.5 million to between \$2.5 million and \$4.5 million. The result of this grant investment will allow employment to increase from 11 to 22 full time railroad employees and increase from 30 seasonal workers to over 100. Our average wage is \$23.00 per hr. We are proud to partner with Scott Webster and The Fruit Company on this endeavor. This will sustain a critical link to Oregon transportation network. We fully endorse the Terminal Ice & Cold Storage LLC Connect Oregon 2021 application. Mt. Hood Railroad will remain in Oregon.

Respectively,

Ron Kaufman

General Manager

ron@mthoodrr.com

541-993-2910

Mt. Hood Winery, Inc.

**1930 Hwy 35
Hood River, OR 97031
541-490-1762**

To whomever it may concern:

My business, Mt. Hood Winery, has been neighbors with The Fruit Company for about 12 years. Prior to that we were neighbors as fruit growers in the same location for all the years since their purchase of the building from Diamond Fruit many years ago. This project, the Terminal Ice and Cold Storage project, has special meaning to my family. Our great uncle was an early partner in the Terminal Ice & Cold Storage Company many, many years ago. He sold his interest, and moved on to other projects. Our Bickford family operation includes pear and apple orchards, as well as the winery operation. We are a Century Farm in the state of Oregon, and proud to be Oregon businesses.

Scott Webster, and our family have been neighboring farmers for all our lives. We fully support their fruit packaging and tourist vision. I can see very good synergies with the 2 businesses working closely together. Mt. Hood Winery currently has 2 full time tasting room staff, plus 8 part time staffers. We also have 3 more full time staff at the winemaking facility nearby. We see a variety of customers from many parts of the USA, as well as world travelers. The tourist experience would be enhanced by adding a historical yet functional fruit packing experience. If the Terminal Ice & Cold Storage project increased the train visits from 7 to 15, we would have more visitors. We would need to hire up to 5 more employees. More traffic would translate to more employees.

We enthusiastically support this grant application for The Terminal Ice & Cold Storage project.

Sincerely,

Steve Bickford, President
Mt. Hood Winery, Inc.

22, 0377

After Recording Deliver to:

Annala, Carey, Baker & Thompson, P.C.
Attorneys at Law, 305 Cascade Street
P.O. Box 325, Hood River, Oregon 97031

Until A Change Is Requested, All Tax Statements
Shall Be Sent to The Following Address:

Terminal Ice & Cold Storage Co., LLC
2825 & 2900 Van Horn Drive
Hood River, Oregon 97031

Tax Acct. No. 2N-10-13D-700, Ref. No. 1797

Tax Acct. No. 2N-10-13D-1600, Ref. No. 1796

True Actual Consideration Paid Is \$340,469.97

CONTRACT FOR THE SALE OF REAL PROPERTY

THIS AGREEMENT, made this 22nd day of June, 2005, by **DIAMOND FRUIT GROWERS, INC.**, an Oregon cooperative corporation, whose mailing address is P.O. Box 185, Odell, Oregon 97044, herein called "seller" and **TERMINAL ICE & COLD STORAGE CO., LLC**, an Oregon limited liability company, whose address is 2825 & 2900 Van Horn Drive, Hood River, Oregon 97031, herein called "purchaser;"

WITNESSETH:

Seller agrees to sell to purchaser and purchaser agrees to purchase that certain land, and all improvements thereon, situated in the County of Hood River and State of Oregon, as described on the "Description Sheet," attached hereto and incorporated herein by this reference as though fully set out hereat.

The purchase price of the property (which constitutes the true and actual consideration paid), which purchaser agrees to pay, shall be the sum of **THREE HUNDRED FORTY THOUSAND FOUR HUNDRED SIXTY-NINE DOLLARS AND NINETY-SEVEN CENTS (\$340,469.97)**, payable as follows:

(a) The purchase price of **THREE HUNDRED FORTY THOUSAND FOUR HUNDRED SIXTY-NINE DOLLARS AND NINETY-SEVEN CENTS (\$340,469.97)** shall be paid in the following installments of principal and accrued interest to payment date with a full maturity due date of January 2, 2012. The amount of each annual installment of combined principal and interest shall be paid as follows:

January 2, 2006	\$100,000.00 ✓
January 2, 2007	\$ 25,000.00 ✓
January 2, 2008	\$ 25,000.00 ✓
January 2, 2009	\$ 25,000.00
January 2, 2010	\$ 25,000.00
January 2, 2011	\$100,000.00
January 2, 2012	\$100,000.00

The annual rate of interest applicable to the declining balance of principal shall be calculated and determined at 4.280%. The balance owing on this contract of **THREE HUNDRED FORTY THOUSAND FOUR HUNDRED SIXTY-NINE DOLLARS AND NINETY-SEVEN CENTS (\$340,469.97)**, plus interest as hereinafter determined, which interest shall commence from and after the 2nd day of June, 2005 shall be paid as scheduled above. The first installment payment shall be

ANNALA, CAREY, BAKER & THOMPSON, P.C.
ATTORNEYS AT LAW
P.O. BOX 325
HOOD RIVER, OREGON 97031
TELEPHONE (503) 868-1011

TERMINAL ICE & COLD STORAGE Co. LLC

2900 Van Horn Dr.
Hood River, OR 97301

October 26, 2021

The Terminal Ice & Cold Storage Co. LLC, and The Fruit Company LLC are both owned by the Webster family. Payroll is managed by The Fruit Company.

TOTAL CURRENT EMPLOYEES

Full Time: 76

Seasonal / Part-time: 1,026 (FTE Equivalent = 102)

EXPECTED FUTURE EMPLOYEES *ADDED* IN OREGON BY FALL 2024

(If Connect-Oregon Grant is Received)

Full Time: 12

Seasonal / Part-Time: 14 (FTE Equivalent = 4.5)

Gross Annual Payroll: \$1,500,000

These jobs will remain in the State of Oregon. The expected useful life of this project is over 20 years.



Scott Webster
President