The Importance of Rail in the Site Selection Process
The Big Question in Our Industry | Is the Site Ready Now?
SITE SELECTION PROCESS and RAIL

- True rail-served sites are a premium!

- Importance of partners at the table as stakeholders!

- Does the rail provider agree it is rail-served?

- Should it be a rail-served site?
It’s all about **ELIMINATION** - not why we should keep this community in....... But rather, how can we kick’em out!

OR

From a universe of possibilities to a FEW viable alternatives!
SITE SELECTION PROCESS and RAIL

• New Chapter | Faster, Better, Cheaper, Smarter, No Compromise.

• Rail-served sites are a premium | There are a limited number out there that are ready (ability to provide data and or site) for a client to locate on tomorrow.

• What makes a rail-served site ready? It’s not just because it has rail...

• Is it really rail served or it is just being marketing locally in that regard?
SITE SELECTION PROCESS and RAIL

- Rail must be partners in state and local product development initiatives – SiteOhio is a great example.

- Rail must play an active role in the beginning and throughout the process. If it is a rail project, as soon as the RFI comes in the door, the first call is to the rail provider. No if or when to call. NOW!

- States have to be ready to meet the requests | demands of clients but invest fiscally responsibly.

- If rail spur is not to the site but can be provided, it becomes about the HOWs | How far, How long, How much and How will YOU pay? Know the answers ahead!

  It’s all about the Math Equation!
SITE SELECTION PROCESS and RAIL

• What do we need as site selectors:

  - Rail to the site boundaries; mainline or shortline – list
  - Spur on site – The “Hows” equation solved.
  - Average number of cars per train.
  - Indicate any height limitations on the line.
  - Indicate number of trains per day/week.
SITE SELECTION PROCESS and RAIL

What do we need as site selectors:

- Average number of cars per train.

- Rail carrier days of service per year.

- Are there multiple rail providers serving the site: if yes, are the lines Class I or Class II providers serving the site; if Class I, are there multiple Class I providers serving the site; if Class II, does it connect to multiple Class I providers...

- A letter and map from the provider verifying all of the above.

3 Levels of verification for us: desktop, letter and eyeballing
SITE SELECTION PROCESS and RAIL

• Our experience, rail providers are not involved at the strategic and tactical levels quick and often enough.

• The “Hows” have not been answered and | or include the client paying.

• If we hear we have to do an engineering study one more time...

• Rail providers don’t have clear picture of which sites are ready – JobsOhio’s SiteOhio is a great example.
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