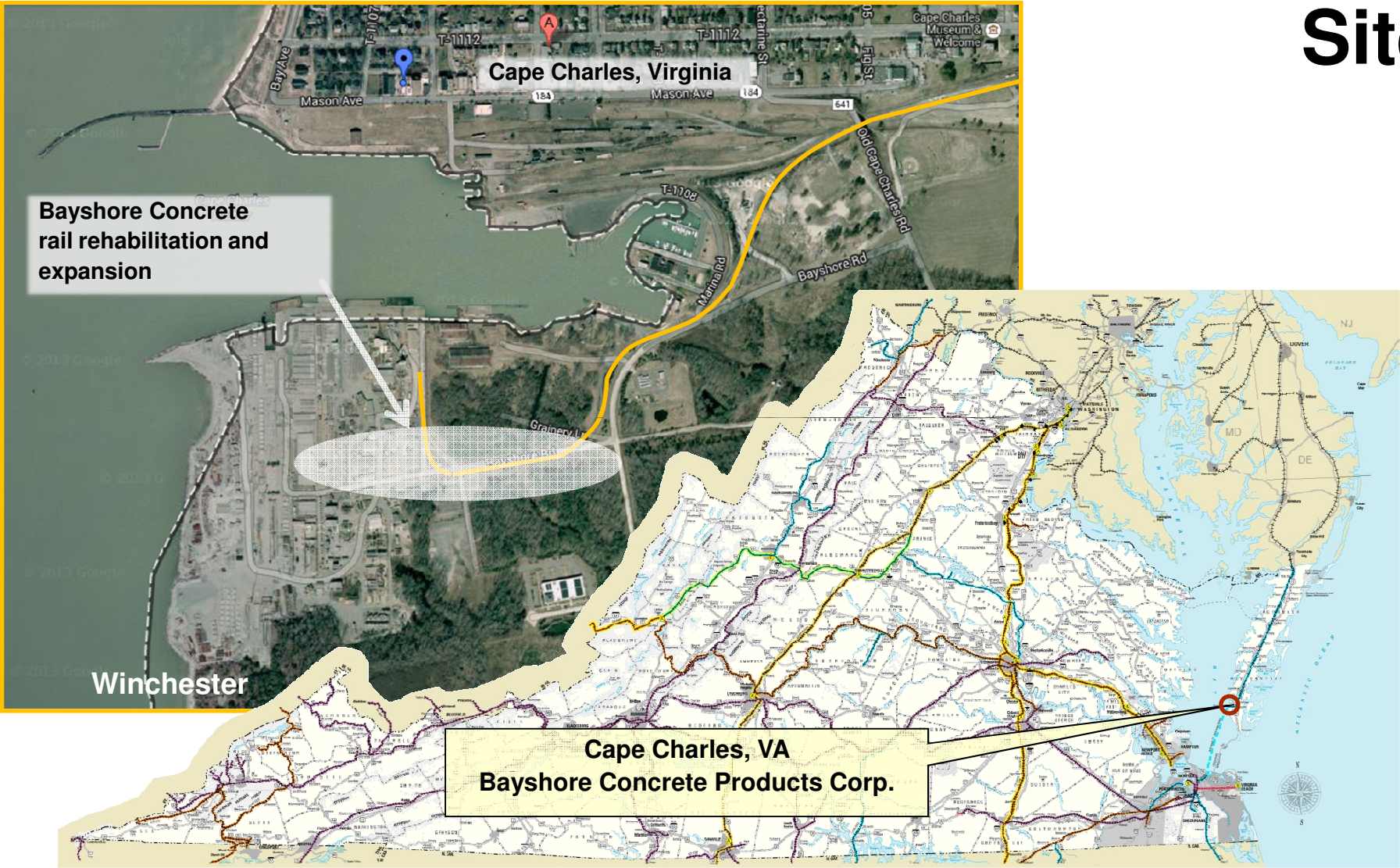


Rail Industrial Access Program Application Briefing

**Bayshore Concrete Products
Corporation
Cape Charles, Virginia**

**Kevin B. Page
Chief Operating Officer**

Proposed Site



January 15, 2014

Project Summary

- ❑ Application for \$412,382 towards
 - Construction of 1,640 feet of track with 6 turnouts
 - Rehabilitation of 1,125 feet of track plus 2 road crossings

- ❑ Application details:
 - 240 additional railcars annually
 - \$4.1 Million total estimated project investment
 - \$524,764 estimated cost of rail construction
 - 110 new jobs associated with this expansion

- ❑ Application scores 71 of 100 points (Current Evaluation Criteria).
- ❑ Scores greater than 50 are referred to the CTB for consideration.

Applicant Profile

- ❑ Manufacturer of concrete and specialty precast concrete products on the Eastern Shore of Virginia.
- ❑ Historically a major employment center for Cape Charles and Northampton County.
- ❑ The proposed expansion will improve efficiency of operations.
- ❑ The proposed expansion would enable competitive bidding for large-scale construction projects on the Eastern Seaboard.
- ❑ Parent company is Skanska.

Requested Project Funding

Applicant	Fiscal Year of Allocation	Recommended for CTB Allocation	Local Match (Minimum)
Bayshore Concrete	2014	\$412,382	\$112,382

A grantee match is required for amounts above \$300,000. A dollar for dollar match is required up to the limit of an additional \$150,000. Total capital investments in the facility expansion are estimated at \$4.1 Million.



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