



Rail Industrial Access

SharpTech USA, LLC

Queen City Logistics Center, LLC

Norfolk Terminal, LP

Michael Todd, Rail Programs Director

April 16, 2024





Agenda

- Site Locations
- Application Details
- Scoring Matrix
- Recommendation

Application Locations



Application: SharpTech



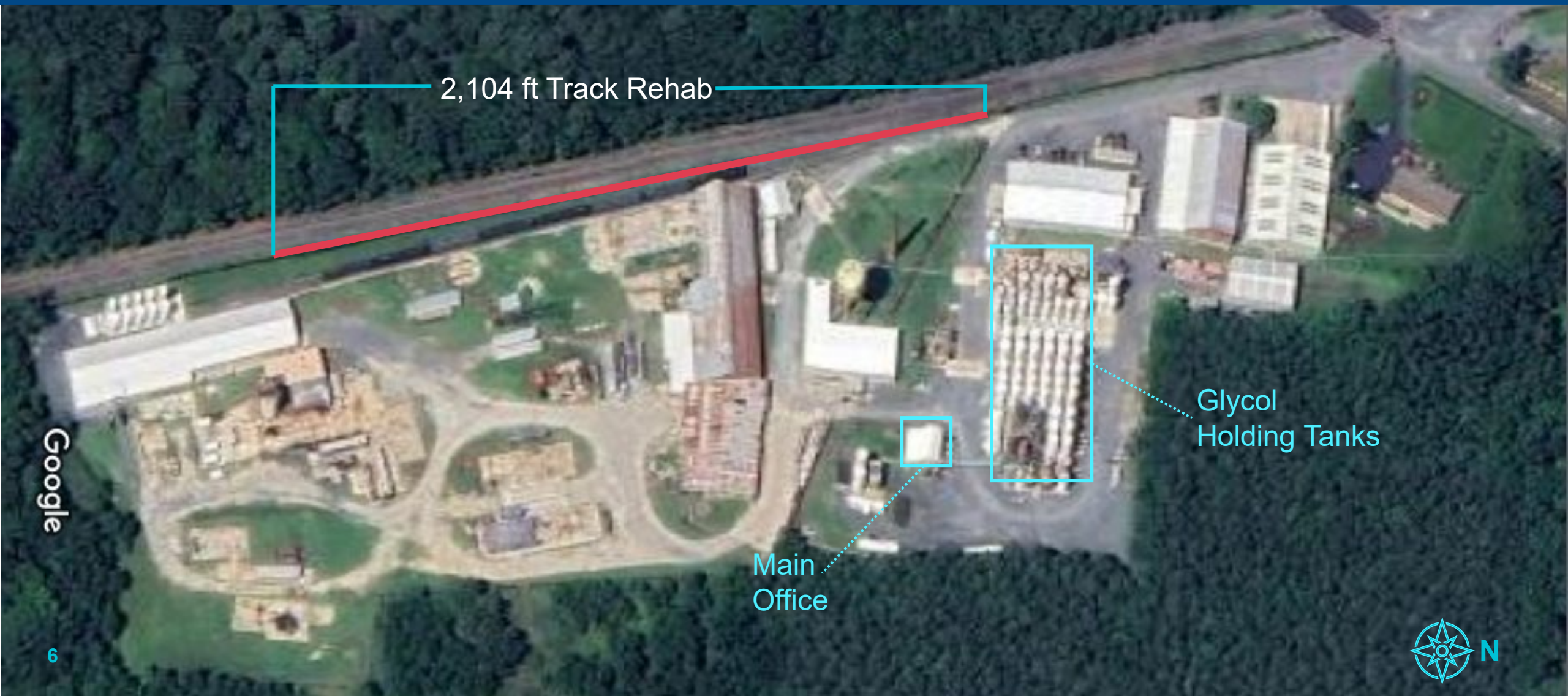


SharpTech USA, LLC

Accomack County

- High-Quality Grade Glycols
- Custom Blending System
- Rail:
 - import raw materials
 - export finished product
- Project:
 - Track rehabilitation
 - \$450,000 Request
 - \$700,000 Total Investment

Site Location: SharpTech



2,104 ft Track Rehab

Glycol Holding Tanks

Main Office

Google

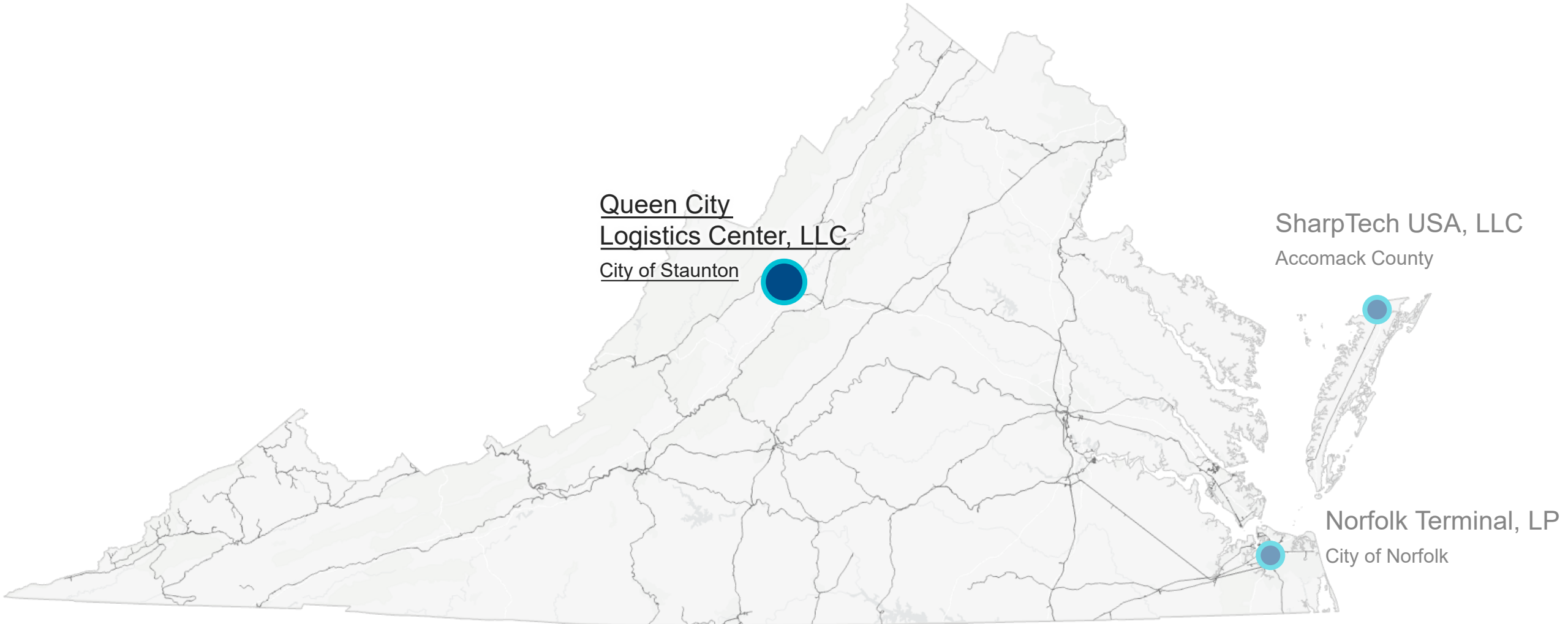




Project Benefits: SharpTech

- Carloads: 101 annually
(343 trucks diverted)
- Employment: 2 new jobs
Existing Economic
Development Area
- Funding: 36% Private Investment
- Score: 52

Application: Queen City Logistics Center



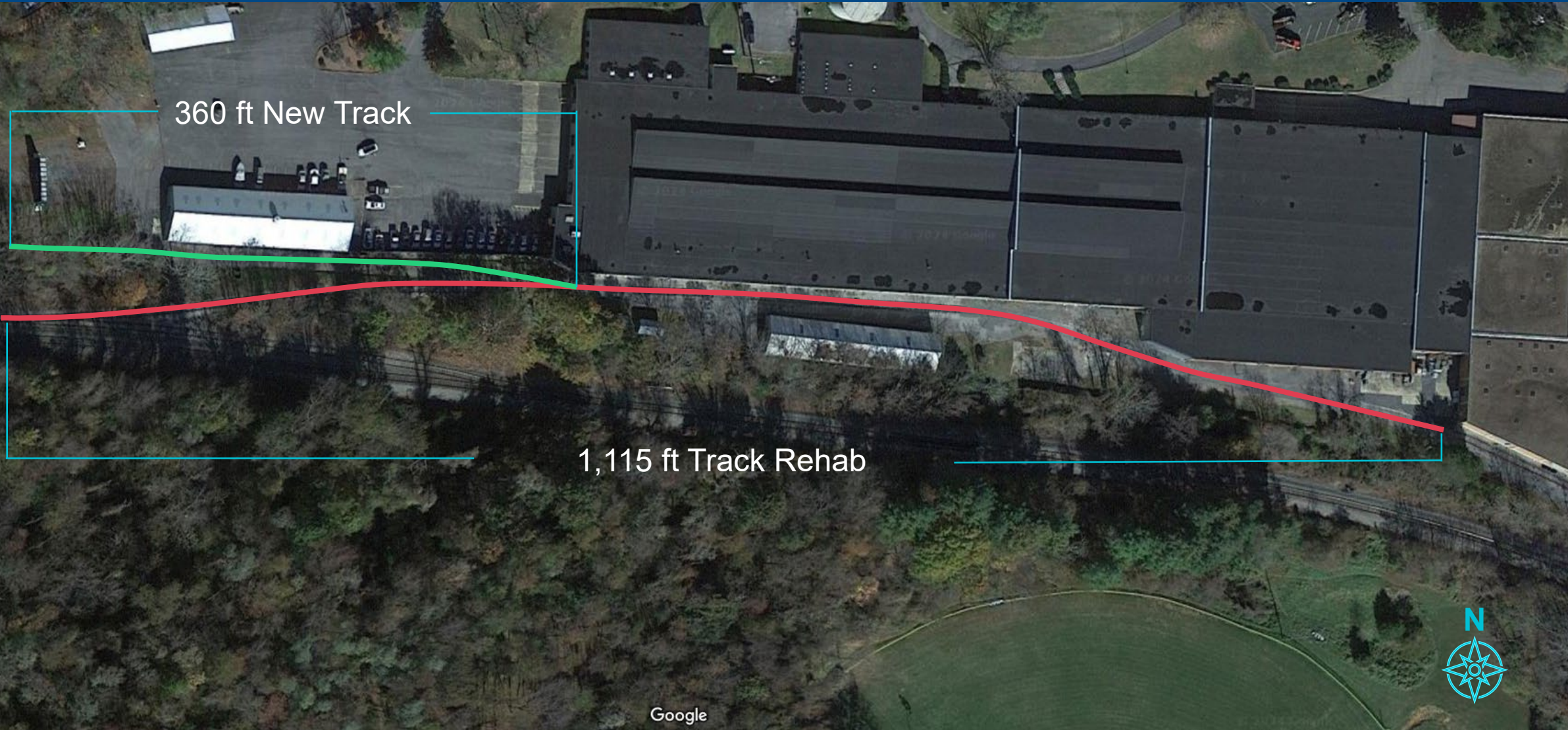


Queen City Logistics Center

City of Staunton

- Application on behalf of Pilot Company
- Diesel exhaust fluid blending facility
- Rail:
 - import raw materials to blend and prepare for distribution to Pilot Company Stores
- Project:
 - 360 feet new track; 1115 feet of rehab track
 - \$301k Request
 - \$2.9M Total Investment

Site Location: Queen City Logistics



360 ft New Track

1,115 ft Track Rehab



Project Benefits: Queen City Logistics

- Carloads: 301 annually
(1,023 trucks diverted)
- Employment: 1 new job
Existing Economic
Development Area
- Funding: 90% Private Investment
- Score: 52



Applicant: Norfolk Terminal



Norfolk Terminal Announcement



GOVERNOR OF VIRGINIA

Glenn Youngkin

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For Immediate Release: November 20, 2023



Contacts: Office of the Governor: Christian Martinez, Christian.Martinez@governor.virginia.gov | Virginia Economic Development Partnership Contact: Suzanne Clark Email: sclark@vedp.org | Katoen Natie Norfolk Inc. Contact: Frank Vingerhoets / President Email: fvingerhoets@ktnusa.com

International Logistics Service Provider to Expand in Virginia

Katoen Natie Norfolk to invest \$59.9 million in expansion, adding rail yard and 450,000-square-foot warehouse in the City of Norfolk

RICHMOND, VA — Governor Glenn Youngkin today announced that Katoen Natie Norfolk Inc., a plastics and

Norfolk Terminal, LP

City of Norfolk



- Transload / warehousing facility
- Export plastics/PVC through Port of Virginia
- Rail:
 - Import Containers
 - Export Product to Port
- Project:
 - 1,524 feet of new track
 - \$560k Request
 - \$59.9M Total Investment

Site Location: Norfolk Terminal, LP



Project Benefits: Norfolk Terminal, LP



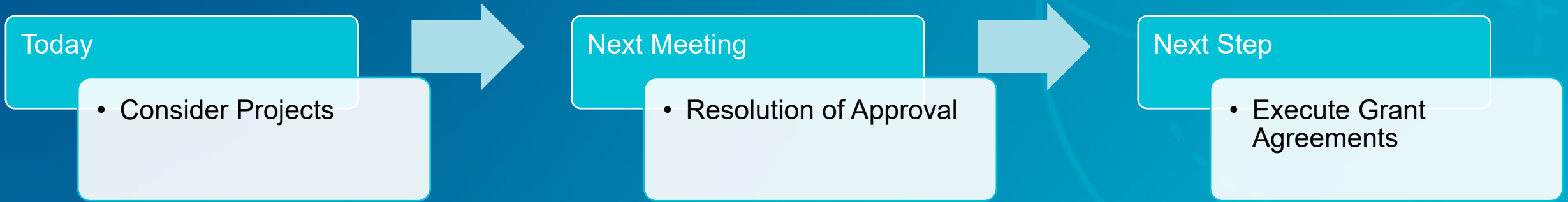
- Carloads: 3,000 annually
(10,200 trucks diverted)
- Employment: 76 new jobs
Existing Economic
Development Area
- Funding: 99% Private Investment
- Score: 69

Scoring Matrix

Categories	SharpTech Score	Queen City Score	Norfolk Terminal Score
Carloads	8	14	20
Jobs	8	8	17
DRPT % of Total Investment	2	6	10
Private % of Rail Investment	6	4	4
Local Unemployment	8	0	8
Economic Development Area	10	10	10
Shortline	10	10	0
TOTAL	52	52	69



Recommendation





Thank You