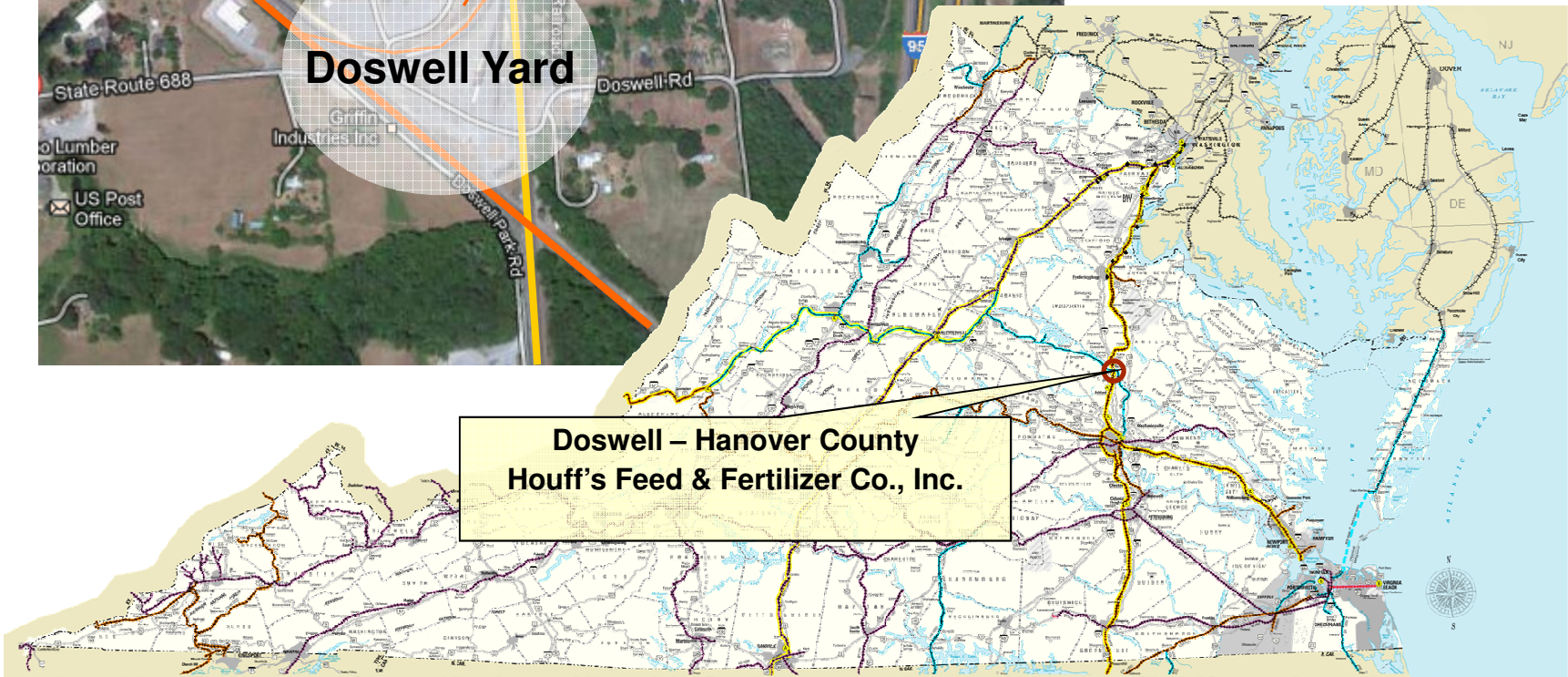
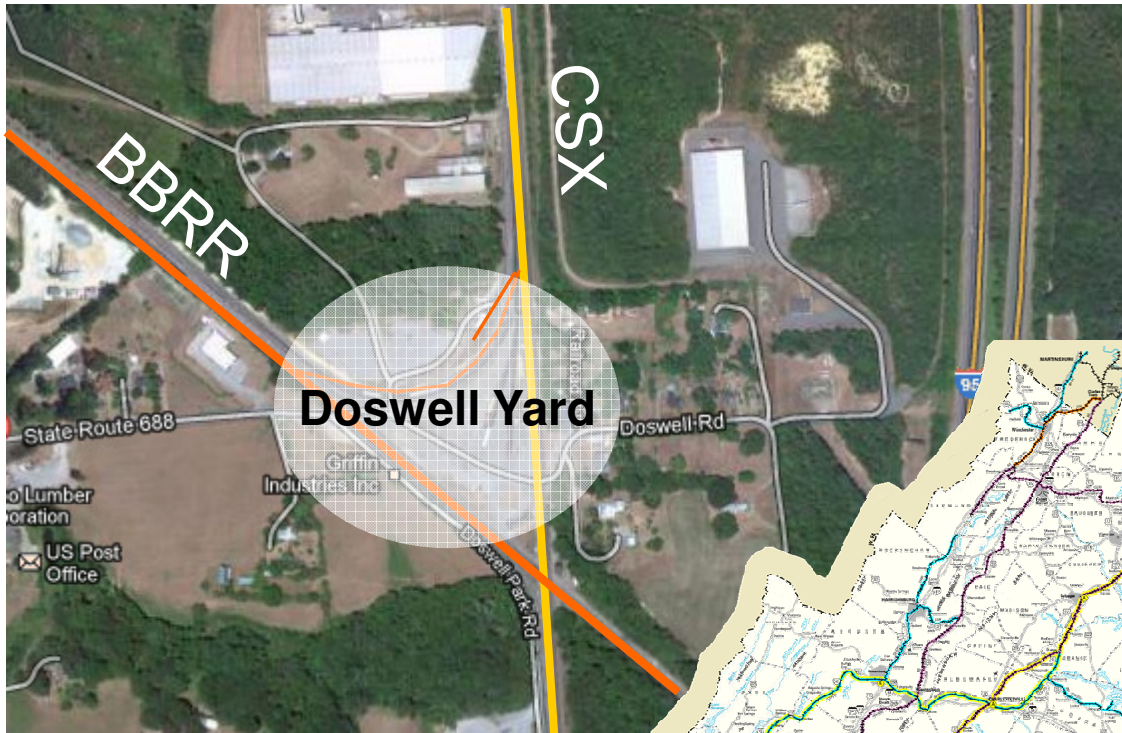


Rail Industrial Access Program Application Briefing

Houff's Feed & Fertilizer Co., Inc.

Kevin B. Page
Chief of Operating Officer

Proposed Transload Site



July 18, 2012

Project Summary

- ❑ Application for \$127,500 towards construction of approximately 1,200 linear feet of track.

- ❑ Application details:
 - 600 rail carloads of Bentonite Clay per year
 - \$ 303,750 rail project investment
 - \$850,000 total capital investment in facility
 - Currently employs 40 people
 - Additional employment of 2.5 people at Doswell

- ❑ Application scores 58 of 100 points. Scores greater than 50 are referred to the CTB for consideration.

Project History

- ❑ In 2006, Houff Feed & Fertilizer Co., Inc. received \$403,195 in Rail Industrial Access funds.
- ❑ Houff Feed & Fertilizer Co., Inc. exceeded their performance goals for the 2006 grant in the first year of operation.
- ❑ The Doswell transload project is in collaboration with Buckingham Branch Railroad. The spur will be owned by the Railroad, but the Commonwealth's interest will be protected in the grant Agreement.
- ❑ The applicant has a customer in need of operations by September 2012 to ship Bentonite Clay for production of kitty litter.

Requested Project Funding

Applicant	Fiscal Year of Allocation	Recommended for CTB Allocation	Local Match (Minimum)
Houff Feed & Fertilizer Co. Inc.	2013	127,500	\$0

No grantee match is required for amounts \$300,000 or less, the Applicant will invest \$175,000 + of their own funds in the rail project. Total capital investments in the facility expansion are estimated at \$850,000.



www.drpt.virginia.gov

drptpr@drpt.virginia.gov

804-786-4440