

# Rail Industrial Access Program Application Briefing

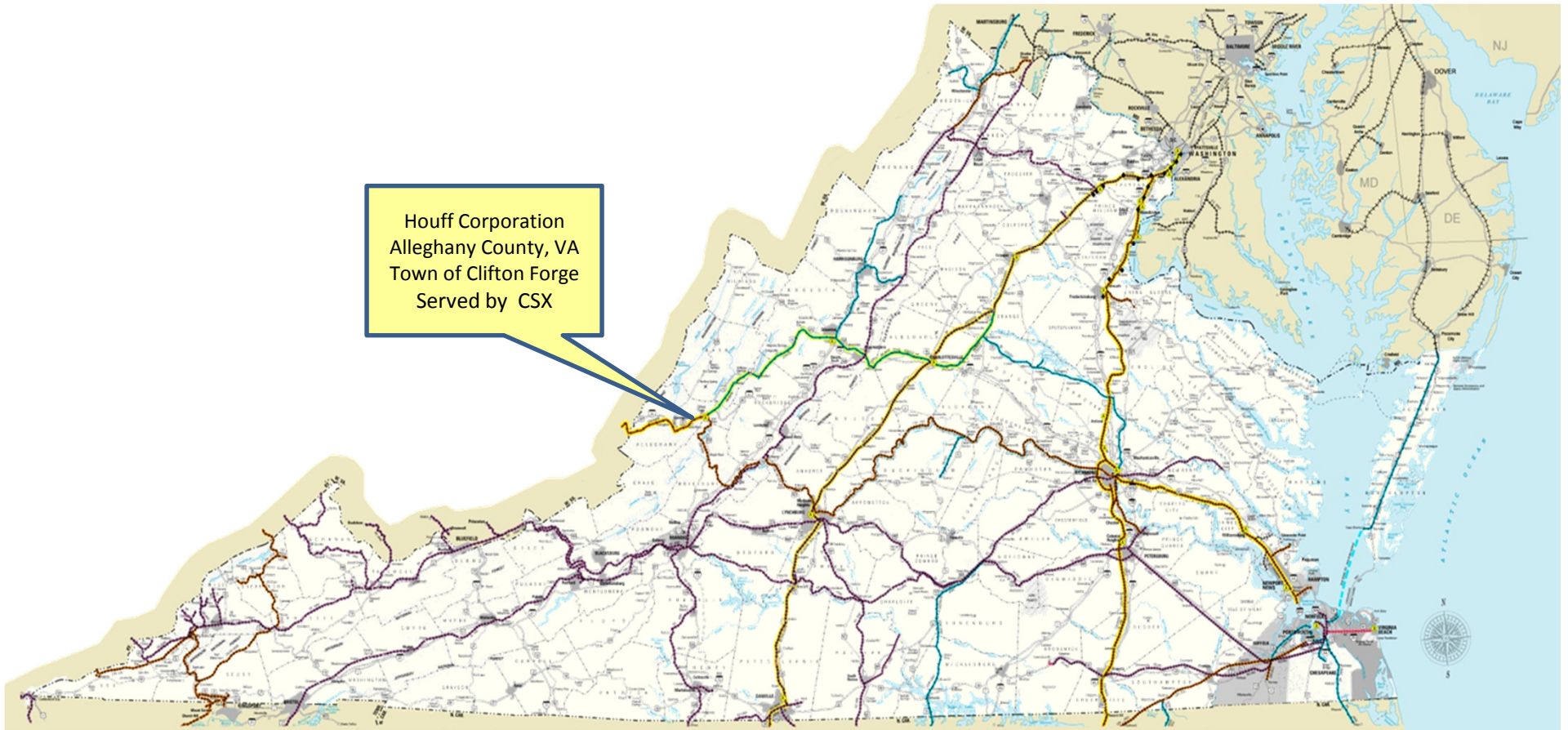
Houff Corporation  
Alleghany County  
Clifton Forge, Virginia

Jeremy Latimer  
Rail Transportation Programs Administrator



Virginia Department of Rail and Public Transportation

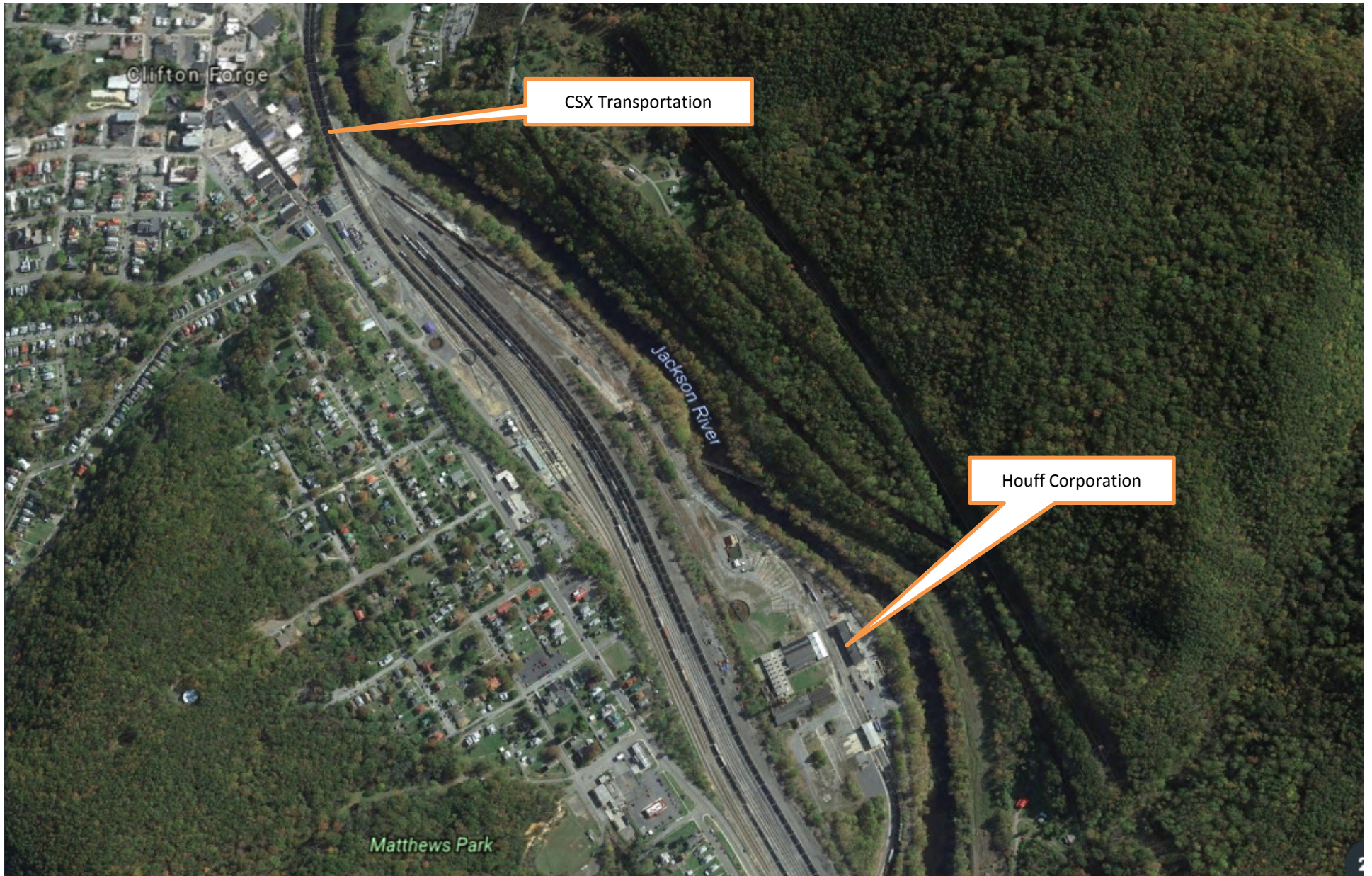
# Project Location



Houff Corporation  
Alleghany County, VA  
Town of Clifton Forge  
Served by CSX



# Project Location





# Project Summary

- The site is a resue of an abandoned rail and repair yard formerly owned by CSX, now owned by the Town (leased for 20 years).
- The transload facility location will provide deicing salt to State and Local Governments in Southwest Virginia and chemicals to West Rock in Covington, VA.
- Houff Corporation is headquartered in Weyers Cave, Virginia and expanding to Clifton Forge, due to rail access at this location.
- Houff Corporation has had two successful Rail Industrial Access projects in Doswell (Hanover County) and Weyers Cave (Augusta County).
- Capital improvements to the property, including the track upgrade, will be approximately \$2.9 million.
  - 2,200 feet of new track will be constructed for new rail service
  - New In-plant switch

# Project Summary

- Application for \$438,000
  - \$2.92M Estimated Capital Expenditure
    - Land Lease with Clifton Forge (20 year)
    - Building Improvements
    - Rail Construction
  - \$980,000 Estimated Rail Project Cost
  - Cost overruns responsibility of applicant
- Public Benefit Metrics:
  - 400+ new railcars annually
  - 2 new jobs associated with this facility
  - Ratio of railcar/trucks will be .25 (1,203 railcars / 4,812 trucks)
- Application scores 52 of 100 points.
- Minimum threshold will be at least 401 new carloads.



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