



The DeLong Co., Inc.

Rail Industrial Access

Michael Todd, AICP | Rail Programs Director

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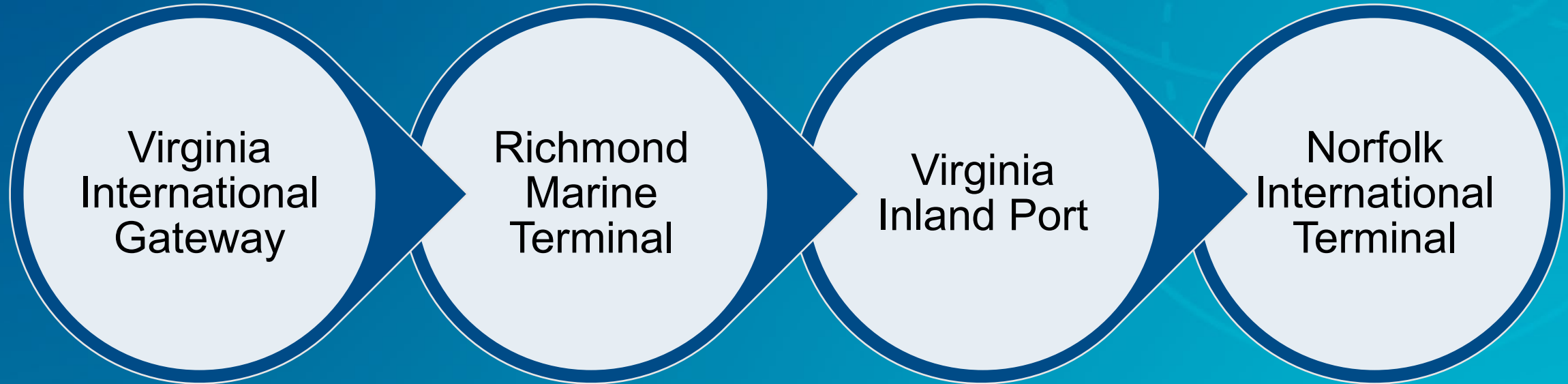


Agenda

- Link to Port Investments
- Project Details
- Application Scoring
- Recommendation

Link to Port Investments

Link to Port Investments



- **FY06**
- 2.6 miles of on-dock rail expansion
- \$18.6M (\$9.3M DRPT)

- **FY14**
- Re-establish Rail Service
- \$3.2M (\$2.2M DRPT)

- **FY18**
- 1 Mile of on-dock rail expansion
- \$11M (\$7.7M DRPT)

- **FY21**
- Double Capacity of Central Rail Yard
- \$83M (\$20M DRPT)

Link to Port Investments

Norfolk Terminals, LP

- 3,000 Carloads
- 76 Jobs
- Approved: May 2024

Delong

- 3,000 Carloads
- 12 Jobs
- Applied: January 2025

Hitachi Energy

- 48 Carloads
- 100 Jobs
- Applied: December 2024

Project Details

The DeLong Co., Inc.

City of Portsmouth

- Agribusiness specializing in global distribution of grains, oils, and byproducts
- 5th Largest Container Exporter in US
- Location Decision: access to international markets via Port of Virginia



First Virginia Location



Site Details



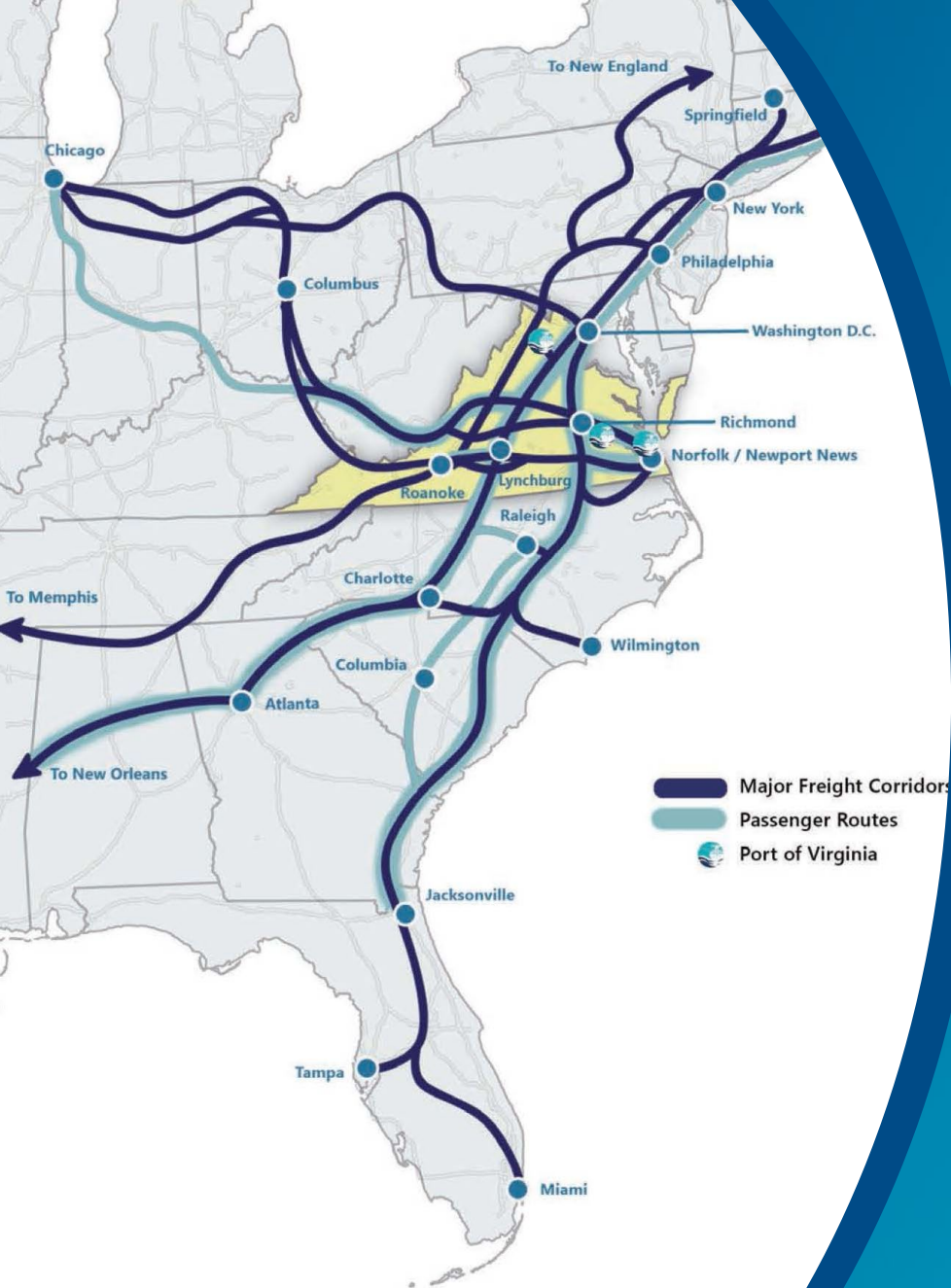
Site Details



A 3D architectural rendering of an industrial facility, likely a grain elevator or processing plant. The scene features several large, yellow cylindrical silos of varying heights. A complex network of blue and green pipes and structural steel frameworks is visible, connecting the silos and other components. In the foreground, there's a grey platform or walkway with some green markings. The background is a clear blue sky. The entire image is framed by a large, semi-circular blue shape on the right side, which serves as a background for the text.

Project Details

- \$26.7M Total Investment
 - Trackwork
 - Grain Storage
 - Loading / Unloading Facilities
 - Weigh Scales
- Rail
 - \$2.2M
 - 7,400 ft of Track Improvements
- Request
 - \$750,000



New Location in Portsmouth Will Allow DeLong to...

- Import: soybeans, corn, wheat, and biodiesel from the Midwest & Northeast
- Export: Filled containers to Europe, N. Africa, Middle East & South Asia

Application Scoring

Project Score

Categories	Performance Data	Score	Max
Carloads	3,000	20	20
Jobs	12	8	20
Transportation % of Total Investment	< 1%	10	10
Private % of Rail Investment	66%	10	10
Local Unemployment	VA avg. + 0.9	8	20
Economic Development Area	No	0	10
Shortline	No	0	10
TOTAL*		56	100

*Minimum Total Score of 50 Points Required for Recommendation



Recommendation

Recommendation

