# CHOOSING TO COMPETE

I
INDUSTRIAL DEVELOPMENT

O
OPPORTUNITIES

W
WORK FORCE

A
AGRICULTURAL BASED ECONOMY


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## Railroad Industrial Development

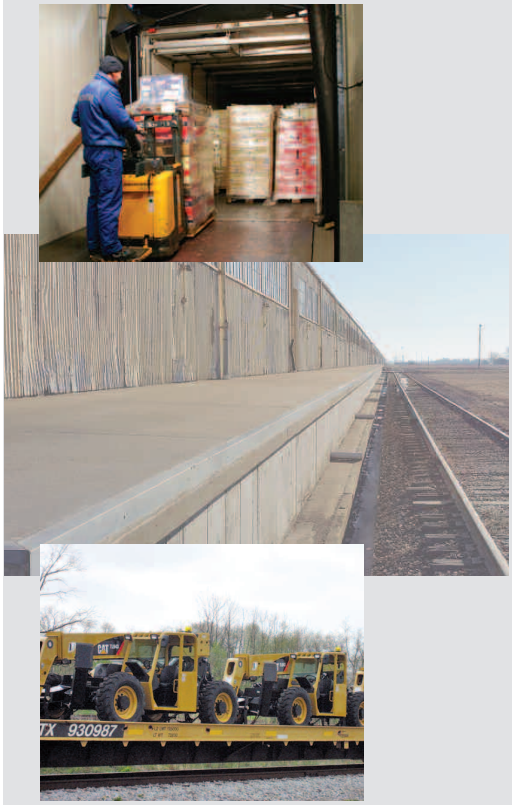
Attracting and retaining rail dependent industry using the strengths of the Commerce Center of Southeast Iowa

Encourage rail-centric industries to look at Commerce Center as a viable, cost-effective location to grow their business

- **Transloading/reloading operations**
  (Rail-to-truck, truck-to-rail)
  - Commodities include: grains and grain products, fertilizers, plastics, resins, etc.
  - Encourage outbound as well as inbound shipments using on-site scale track
  - Explore and develop connections to nearby maritime (river) shipping operations

- **Value added operations**
  (Offered by logistics companies and 3PL partners)
  - Packaging, compounding, bagging/boxing of commodities for shipment to markets and end-users
  - Encourage 3PL companies to situate hub operations at the Commerce Center
  - Employ the extensive building/dock infrastructure to allow 3PL companies to provide single-commodity, contamination-free value added services

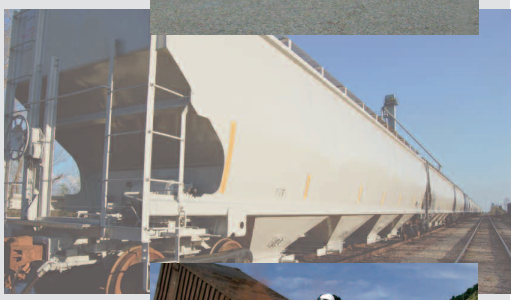
- **Light and heavy manufacturing**
  - Machinery and components, plastics products, food products
  - Utilize docks and lay-down/staging areas for assembly and shipping of larger equipment (generation equipment, farm and construction equipment, wind energy components)












## Utilization of Existing Rail Infrastructure

Explore both traditional and non-traditional uses for the Commerce Center's rail lines

Provide additional jobs

Preserve and expand valuable rail infrastructure within the center so it is available for future growth

- **Railcar shop area:**
  - Utilize space for light and heavy repairs of freight cars. Central location enables cars to be returned to service quickly north, south, east, or west
  - Provide space for restoration of older cars, lining of hopper cars, wheel shop
  - Encourage siting of passenger and freight rail car manufacturing: central US location for quick delivery of finished trains and available skilled workforce
- **Active rail "main lines":**
  - Develop test tracks for new rail technologies: speed testing, break-in runs, crashworthiness
- **Rail yard tracks and sidings:**
  - Develop transloads and reloads with excellent truck access and ample lay-down space
  - Short and long-term storage of cars for railcar owners and leasing companies
- **All rail lines:**
  - First responder rail training academy for passenger and freight operations (see back page)
  - Develop various locations where first responders can engage in different real-life scenarios




## Land Development

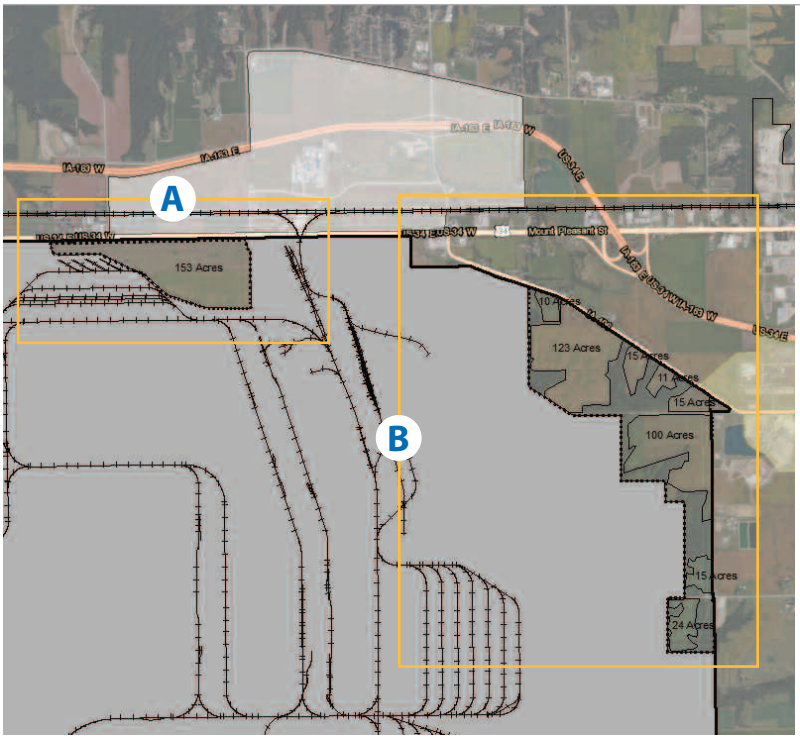
- Site A: 152-acre Regional Distribution Center
- 50,000 SQ FT to 300,000 SQ FT Buildings
- Mixed use warehouse/cross dock/temperature controlled/manufacturing
- New build rail and roads tied in to existing infrastructure
- Easy access to rail yard and BNSF mainline
- Direct highway access to US 34 in two locations

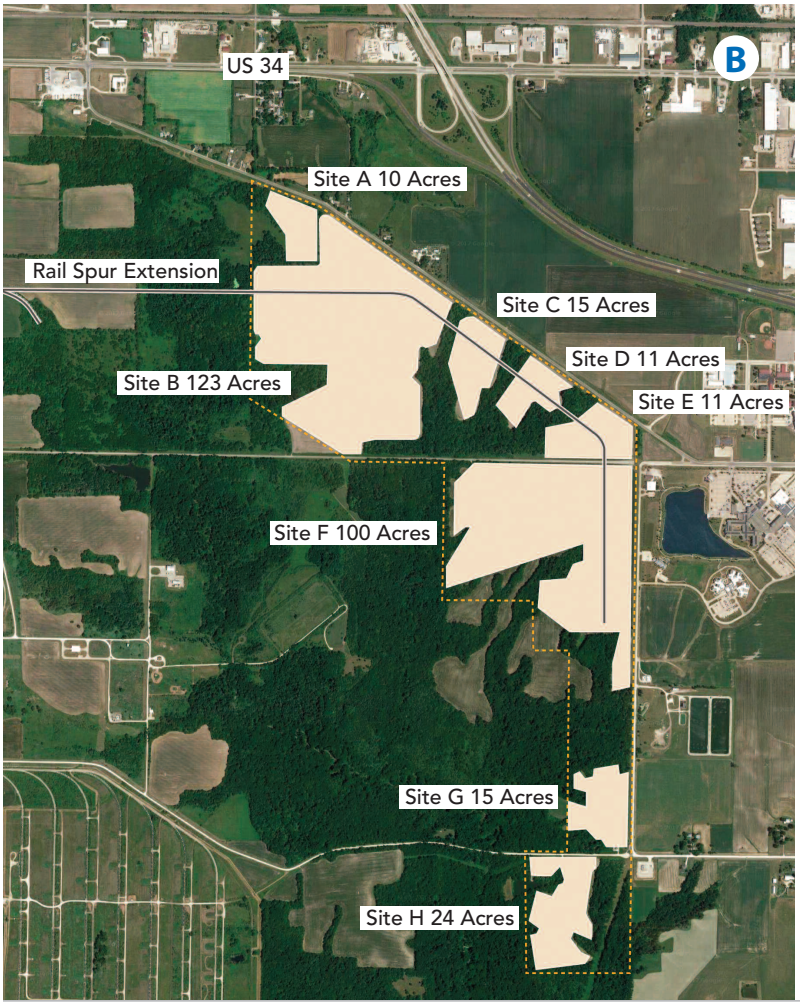
- Smaller, mixed-use buildings. Easily subdividable to accommodate multiple different commodities. Perfect for food grade, beverages, building products, etc.

- Larger, one-tenant buildings designed specifically for high-volume movement of commodities. Can include temperature controlled areas. Perfect for packaging and other value added services.

- Mid-sized buildings oriented to manufacturing uses as well as warehousing/cross dock. Can include fertilizer and feed/grain producers, plastics companies, etc.

CHOOSING TO COMPETE • THE COMMERCE CENTER OF SOUTHEAST IOWA




- Site B: 499 total acres - 313 developable
- Combination of smaller and larger parcel makes the location ideal for the development of industrial clusters supporting office, R&D, light and heavy manufacturing, distribution, and transloading/cross dock
- Perfect for 10,000 SQ FT to 300,000 SQ FT Buildings - including space for laydown and outdoor storage, silos, etc.
- Larger buildings can be mixed use warehouse/cross dock/temperature controlled/manufacturing
- New build rail extension tied in to existing rail infrastructure within the Commerce Center
- Easy access to rail yard
- Direct highway access to 406th Road/Washington Road with multiple routes to US 34 along entire development makes the site perfect for rail to truck transloading
- Highway access and close proximity to Port of Burlington and Burlington River Terminal can encourage rail/truck/barge transloading



## Creation of an Ag Products Center

Utilize the Commerce Center of Southeast Iowa's strategic location within the agricultural hartland of the United States in the development of a regional agricultural products distribution center

Connect to transload and distribution operations at our Edison, NJ, and Chambersburg, PA, railroads

Develop national/international connections for bulk shipments utilizing the ports on the Mississippi River as well as the ports near our operation in New Jersey

- **Transloading/reloading operations**
  (Rail-to-truck, truck-to-rail, and rail-truck-barge)
  - Commodities shipping outbound include: grains and grain products, bulk foods (corn, soybean, etc.), perishables (vegetables, etc.), frozen foods, oils and syrups (corn/soybean), and canned goods
  - Inbound commodities include fertilizers, grains for blending or manufacturing of feed, sweeteners
  - Construct ramps and outdoor storage areas for inbound and outbound shipments of ag equipment (tractors, combines, trailers), ag buildings (silos, etc.)

- **Food grade and perishable operations**
  (Offered by brand name manufacturers, logistics companies and 3PL partners)
  - Processing and packaging (canning, FIBC, bin, and bagging) of food-grade and perishable commodities for shipment to distributors throughout the United States
  - Connect to food-grade transload operations in Raritan Center and Chambersburg
  - Use selling points of close proximity to farms, highway and transcontinental rail access, as well as maritime access, to encourage manufacturers and distributors to open plants at the Commerce Center









## Creation of a National Passenger Rail Center

The size, location, and available rail infrastructure at the Commerce Center of Southeast Iowa makes it the ideal location for the development of a passenger rail industry "cluster" that would support manufacturing, research and development, and testing. Currently there is no single location serving as a hub for passenger railcar industry in the United States. Manufacturers are spread throughout the country, and work is even sourced from overseas.

- **Promoting the industrial cluster model to the passenger rail manufacturing industry**
  - Highly successful industrial "clusters" exist in many parts of the country: Cambridge, MA, for biotech; Memphis, TN, for next day package shipping and fulfillment centers; and the Port of NY/NY area for import/export and distribution.
  - Many passenger rail manufacturing companies have a presence the U.S. market. International companies include Alstom, Bombardier, Hyundai Rotem, CNC, Kasgro Rail, Kinki Sharyo, Kawasaki, Nippon Sharyo, Siemens, and Talgo. U.S.-based companies include Motive Power Industries, GE, Brookville, Cummings, and Caterpillar/EMD.
  - Attracting just two or three manufacturers could form the foundation from which to grow a larger cluster
- **Benefits of a passenger rail R&D cluster:**
  - Passenger rail companies would be able to locate in a central U.S. location and take advantage of the synergies created by being with similar manufacturers
  - The presence of a cluster would attract many other businesses that support the passenger rail industry
- **Infrastructure advantages:**
  - Existing rail infrastructure would make it easy to develop test tracks for new equipment and emerging rail technologies: dynamic speed testing, break-in runs, crashworthiness
  - The current Commerce Center layout would enable development of a village type of setting where various manufacturers would have their own buildings within the cluster complete with rail access. The manufacturers would be within walking distance of other manufacturers,suppliers, and the testing facilities.

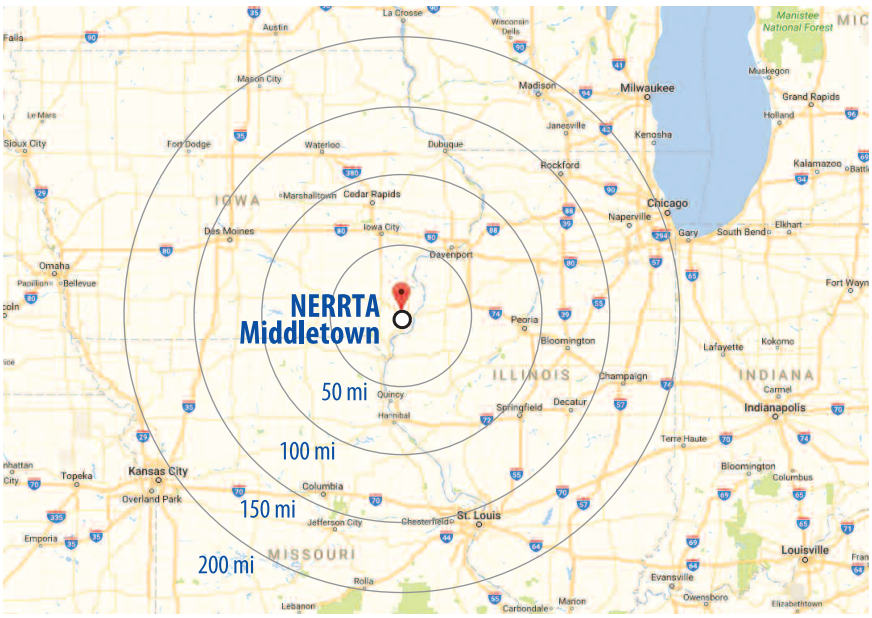


## Creation of a Rail Training Academy

The North American Emergency Rail Response Training Academy would be an all-new, state-of-the-art, "hands-on," training and educational resource for railroads, shippers, first responders, and state and local governmental officials.

Using industry respected instructors, the academy would speak to the broad range of safety and emergency response issues that are unique to rail transportation. The primary objective of NERRTA would be to focus on the education of responders who handle hazardous materials and rail hazmat emergencies. The Academy would also provides proactive security training, support, exercises, and evaluations for the handling of hazmat shipments for railroad operations and police personnel.

The North American Emergency Rail Response Training Academy would be the first training center to be strategically located in the midwest United States in Middletown (Burlington), Iowa. It's location would be convenient to major interstates, airports, and metropolitan centers, providing easy access from all points throughout the nation and Canada.




NERRTA
NORTH AMERICAN EMERGENCY RAIL RESPONSE TRAINING ACADEMY

### NERRTA FEATURES:

- State-of-the-art computer tank car and rail prop simulations.
- Training conducted by well known, industry-recognized, subject matter experts.
- Course work and laboratory exercises.
- The ability to conduct "live" chemical transfers using actual equipment.
- Remain current with problems and responses in safety and security for haz-mat shipments both at the terminal and in-transit.
- Post-911 anti-terrorism exercises and training for high-threat/high-visibility targets presented by retired military experts.
- Participation from Class 1 and regional carriers, car builders and other suppliers, major shippers, and federal officials
- Central location near Chicago and St. Louis allows for easy and quick travel from the entire country.
- Located in the Commerce Center of Southeast Iowa, only 8 miles south of Burlington.
- Amenities in the area include hotels, restaurants, and a golf course.