

North Carolina Association of County Commissioners

How can you get ready for "the call"?

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So What is a "Shortline"?

- We connect rural communities to our Class I partners. Often Characterized at the first or last mile of the movement.
- In North Carolina, we are 18 railroads.
- We operate from 3 miles to 159 miles networks.
- We employ 300 plus employees state wide.
- We operate in 46 of 100 North Carolina Counties.
- We provide rail freight services to 200 plus industries.
- Those 200 plus industries employ over 14,000 people.
- We carry in excess of 113,000 railcars annually which is equivalent to over 450,000 truckloads of freight on our roads.

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How Does a Shortline Railroad Compare to a Big Railroad?

	NS/CSX (Class I Railroad)	Aberdeen Carolina & Western Railway Co.
Interchange Capacity	Large	Large
90 + Car Unit Trains	Yes	Yes
Financial Stability	Yes	Yes
Unionized	Yes	No
Quality of Service	High	High
Passenger Traffic	Yes, on some corridors	No
Average Speed	35 - 65 MPH	20 - 30 MPH

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The Reality is...
Everyone is looking for "the call",
everyone is competing for "the call" and,
those that win are ready for the call!
So how do we get ready?



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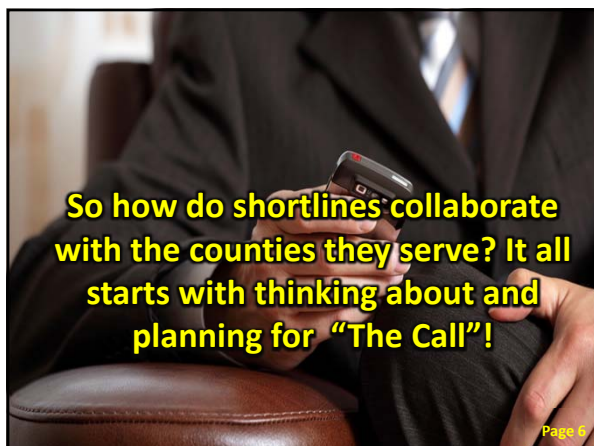
The Call Always Starts with the Bait.....

- ✓ \$50M investment in facilities on 55 acres
- ✓ 50 employees relocated to area
- ✓ 150 new hires
- ✓ Long term State & Local Tax revenues
- ✓ The Potential for Corporate sponsorships
- ✓ Community college training program support
- ✓ Oh yeah – they need rail and estimate 5,000 railcars inbound and 2,000 outbound!



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So how do shortlines collaborate
with the counties they serve? It all
starts with thinking about and
planning for "The Call"!



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What are some of the key “pre-call” work elements?

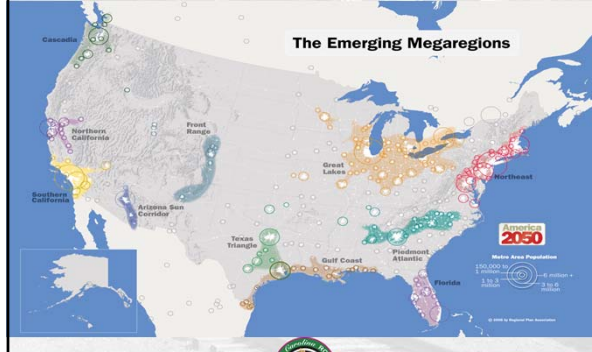
- ✓ PHASE 1 LAND ACQUISITION
- ✓ PHASE 2 INVENTORY + ANALYSIS
- ✓ PHASE 3 ECONOMIC ANALYSIS
- ✓ PHASE 4 VISION + BRANDING
- ✓ PHASE 5 MASTER PLAN
- ✓ PHASE 6 IMPLEMENTATION STRATEGIES
- ✓ PHASE 7 MARKETING
- ✓ PHASE 8 DEVELOPMENT PLANS



How do we put it all together?



What Does the Future Look Like?



What Does the Future Look Like Without Railroads?



The Aberdeen Carolina & Western Railway your location to, ***“Connect with Strength”!***



Key Weblinks to review:



America 2050 - <http://www.america2050.org/>



http://www.iedconline.org/Downloads/IEDC_Quality_Jobs.pdf



http://www.aslrra.org/images/news_file/ASL_RRA_Annual_Report_2009.pdf

http://www.aslrra.org/images/news_file/Facts%20&%20Figures%20Sample%20.pdf