Getting a Rail Project Going: What an Economic Development Professional Can Do

Contact the Railroad Industrial Development Representative: There is no such thing as bringing the railroad into the planning too early. See pages 6-7 of this document for Ohio railroad economic development contacts.

Contact ORDC: ORDC is happy to provide whatever information we might have about the rail line and railroad in question and offer whatever technical assistance we can to help you effectively handle the project at hand. ORDC can also, in some instances, help with loan and grant funding. See page 3 of this document for ORDC economic development contacts.

Understand Basic Rail Logistics: Preliminary work should include looking at the statewide rail map to see how the site fits into the rail system and checking available databases to see how many trains a day operate on the line. The Ohio Highway Grade Crossing Database has this information available at http://gradecrossings.puco.ohio.gov/, or via the ORDC website. Other considerations include whether the line has wayside signals, whether the site can be accessed off of a side track or if it has to be accessed from the mainline, where a needed spur could be constructed, and for possible impediments to getting it where it needs to go. Contacting the railroad early in this process will be helpful.

Understand the Client’s Transportation and Rail Needs: Understanding the rail needs of the client involved will help deal with the serving railroad and other involved parties. Things to find out include what will the client be manufacturing or doing at the proposed new facility, what commodities would be shipped and received overall, in what quantity these commodities will move, i.e. how many tons at a time, what the client expects to ship or receive by rail, the planned origins and destinations of the rail commodities, what railroads the origins and terminations of the rail traffic are located on, the number of rail cars per day or week or month the client expects to generate, the rail service plan the client is expecting, e.g. unit trains once a month or 3 cars a day 5 days a week, or 15 cars a week in one lot, etc.; and other such preliminary investigations.

Ask the Railroad the Right Questions: The better you understand where the railroad is coming from, the better you will be able to help your client and coordinate with the railroad. Some questions that might help include:

- Local Crews: Are there local crews already serving the area in question? Who else are they serving? What yard are they stationed at? Do they have time to serve the proposed new customer?

- Site Issues on the Serving Railroad: Does the site in question pose any particular issues for getting new service due to the logistics of the existing line service? Will the railroad operators allow the needed local service (for heavily used mainline tracks)? Can the new spur come off of an unsignaled side track or does it need to be installed on a signaled mainline (if their location is on a signaled main)? Will there need to be passing sidings, lead tracks, or yard tracks built to serve the new business?

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1 Note: When the database indicates “0” trains per day (TPD) it is likely a reflection that the railroad only provides service on that line one or two days per week. The average TPD is calculated using a weekly timeframe, with numbers less than 1 rounding down to 0. For lines reflecting 0 trains per day, it would be wise to call the railroad in question or ORDC to get better information.
- **On Site Issues:** Are there any issues on site that you see with vertical or horizontal clearances or other issues? Is there a particular direction from which the new customer would be served so that the new turnout could be aligned one way or the other?

- **Nature of the Rail Business:** Are the commodities involved high or low revenue for the railroad? Are there any other issues with the commodities that might be important, e.g. the railroad needs special equipment or the railroad will rely on the customer to supply equipment? Will the O/D pairs involved allow the serving railroad favorable routings in terms of length of haul and connections to other railroads?

- **Incentives:** Do the nature of the traffic and logistics warrant a consideration of some manner of incentives from the railroad?

**Know the Competition:** To understand how a railroad might be looking at the proposed new development, it is important to understand the options the prospective new rail user might have. It is wise to understand whether direct door-to-door trucking is a serious competitor to rail use due to the price of transportation or service considerations. Also, it would be helpful to understand whether bulk transloading or intermodal container services might be viable options, especially if those facilities are served by a competing railroad.
Introduction to the Ohio Rail Development Commission

The Ohio Rail Development Commission (ORDC) was formed in 1994 by combining the Ohio Department of Transportation (ODOT) Division of Rail with the Ohio High Speed Rail Authority. By statute, ORDC is an independent commission within ODOT created to develop, promote, and support safe, adequate, and efficient rail service throughout the state. The board consists of Commissioners appointed by the Governor and General Assembly that represent a cross-section of citizens from business, railroads, and the public sector.

Grade Crossing Safety: ORDC uses Federal Highway Administration funds to improve at-grade highway-rail crossings throughout the state.

Railroad – Highway Coordination: ORDC has staff to assist ODOT in coordinating highway projects with railroads.

ORDC Economic Development Duties and Contacts: ORDC has two functions that can be useful to economic development professionals working on rail-related development projects.

1. ORDC will provide technical assistance in evaluating particular projects from a variety of perspectives such as:
   - partnering with a serving railroad;
   - reviewing the rail traffic flows and their probable value to the serving railroad;
   - researching intermodal or transloading options;
   - identifying any grade crossing safety issues that might be involved;
   - sharing information on how similar projects were addressed;
   - finding possible funding partners; and
   - helping with other rail related issues.

2. ORDC has a grant and loan fund that it uses to advance branchline rehabilitation and economic development projects. ORDC Staff will gladly discuss loan and grant funding for any rail related development project. Information Needs & Overview of Decision Factors for the Ohio Rail Development Commission (ORDC) Economic Development/Rail Spur Program, attached to the end of this document on page 8, describes the information ORDC needs to evaluate a proposed spur project as well as a matrix of the factors ORDC considers for making funding decisions.

Here are ORDC’s economic development contacts:

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Ohio’s Railways

Ohio has approximately 5,300 route miles of freight railroad lines and several thousand more miles of double tracks, sidings, and rail yards. While Ohio has 39 different railroad companies operating in the State, the majority of Ohio’s rail route miles are served by two Class I Railroads. In addition, many of the smaller Class II and Class III regional and short line railroads have varying degrees of consolidated management and operations. Below is a list of the railroads serving Ohio.

Ohio’s Major Class I Railroads

- CSX Transportation (CSXT)
- Norfolk Southern Railroad (NS)
- Canadian National (CN)
- Ohio Terminal Railway (OHIO)

Ohio’s Class II and III Railroads

- Genesee & Wyoming (Includes Former RailAmerica Railroads)
  - Chicago, Ft. Wayne and Eastern (CFE)
  - Central Railroad of Indiana (CIND)
  - Columbus & Ohio River Railroad (CUOH)
  - Indiana & Ohio Railway (ORY)
  - Mahoning Valley Railway (MVRY)
  - Ohio Central Railroad (OHCR)
  - Ohio & Pennsylvania Railroad (OHPA)
  - Ohio Southern Railroad (OSRR)
  - Warren & Trumbull Railroad (WTRM)
  - Youngstown and Austintown Railroad (YARR)

- Cleveland Commercial Railroad
  - Cleveland Commercial Railroad (CCRL)
  - Cleveland Harbor Belt Railroad (CHB)

- Ann Arbor Railroad
  - Ann Arbor Railroad (AA)
  - Temperance Yard Corporation (TYC)

- Indiana Eastern Railroad
  - Indiana Eastern Railroad (IERR)
  - Ohio South Central Railroad (OSCR)

Individual Ohio Railroads

- RJ Corman Railroad
  - RJ Corman Railroad (Cleveland) (RJCL)
  - RJ Corman Railroad (Western) (RJCR)

- OmniTRAX
  - Newburgh & South Shore Railway (NSR)
  - Northern Ohio & Western Railway (NOW)

- Carload Express Family of Ohio Railroads
  - Camp Chase Industrial Railroad (CCRA)
Ohio Railroad Map

Norfolk Southern Corp.
CSX Transportation
Wheeling & Lake Erie RR
Genesee & Wyoming
other railroads
# Ohio Railroad Economic Development Contacts

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John Chlipala  
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## ArcelorMittal-Cleveland Works Railway
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## Ashland Railway
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dcleland@asrwy.com

Steve Nielsen  
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snielsen@asrwy.com

## Ashtabula, Carson, Jefferson RR
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Canadian National
Mike Deegan  
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James Binder  
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## Cleveland Commercial RR & Cleveland Harbor Belt RR
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CSX Transportation
Steve Davis  
614-793-3065  
Steven_Davis@csx.com

## Flats Industrial Railroad
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flatsrailroad@sbcglobal.net

## Genesee & Wyoming Railroads
Columbus & Ohio River  
Mahoning Valley  
Ohio Central  
Ohio & Pennsylvania  
Ohio Southern  
Warren & Trumbull  
Youngstown Belt  
Youngstown & Austintown  
Indiana & Ohio Railway  
Central of Indiana  
Chicago, Ft. Wayne & Eastern
http://www.gwrr.com  
Peter Boyle  
540-989-7557  
peter.boyle@gwrr.com

Marty Pohlod  
740-202-7145  
mpohlod@gwrr.com

## Indiana Eastern RR & Ohio South Central RR
www.indianaeeasternrailroad.com  
George Andres  
618-830-6124  
g.andres@sbcglobal.net

## Lake Terminal Railroad/Lorain Northern Railroad
www.tstarinc.com  
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**Ohio Railroad Economic Development Contacts**

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