Transload Facility Site Analysis (TFSA)
Advisory Committee Meeting
10:00-10:30  Registration

10:30-10:45  Welcome – Secretary King

10:45-11:00  Project Introduction – Secretary King

11:00-12:15  HDR Presentation and Advisory Committee Input
  • Scope of Work
  • Approach and Methodology
  • Timeline

12:15-1:00  Lunch

1:00-1:30  Next Steps & Questions
WELCOME AND MEMBER INTRODUCTIONS
SECRETARY KING
PROJECT INTRODUCTION
SECRETARY KING
HDR PRESENTATION AND ADVISORY COMMITTEE INPUT
TFSA Scope of Work Tasks

1. Overview of Transload Facility Characteristics, Operations and Benefits
2. Inventory of Transload Facilities in Kansas
3. Transload Facility Site Location Criteria
4. Engagement of Advisory Committee
5. Site Recommendations for Potential Transload Facilities
6. Final Report
Engagement of Advisory Committee

- Our objectives in meeting with the advisory committee are to:
  - seek advice and recommendations
  - listen to and understand any concerns and issues
  - reflect input and comments in the site assessment process as appropriate
  - serve as a collaborative, interdisciplinary sounding board for the TFSA team
  - provide insight and perspective on the various siting criteria and priorities
  - get collective feedback and recommendations about issues to be addressed, goals, direction, and plan actions
  - provide opportunities for constructive dialogue and timely input for major phases of the site assessment process
  - bring transparency to the planning process, as well as providing some idea of any regional needs (and preferences) within the State
Overview of Transload Facility Characteristics, Operations and Benefits

- **Overview of Transload Facility Types**
  - Distribution centers
  - Intermodal terminals
  - Integrated logistics terminals
  - Bulk transload facilities

- **Overview of Transload Facility Characteristics**
  - Common Traits, Services, and Equipment Needs
  - Site Characteristics and Location Criteria
  - Track Design (Loop track, Ladder track, Industrial Lead Track with spurs, Others)
Overview of Transload Facility Characteristics, Operations and Benefits

- Overview of Transload Facility Operations
  - Common Transload Activities
  - Common Types of Transload Operators
  - Best Practices for Transload Operators

- Overview of Transload Facility Economic Impacts
Inventory of Transload Facilities in Kansas

- Inventory and map active, regularly-used (and inactive) multiple-customer truck/rail bulk and liquid, carload and intermodal container transload facilities
Inventory of Transload Facilities in Kansas

- Profile for each facility identified is being developed that will include the following, based on available public information:

  - Location
  - Active / Inactive status
  - Facility type
  - Connectivity and adjacency to transportation modes
  - Commodities and types of freight shippers and receivers
  - Volumes of transloaded commodities, or capacity of facility, if either is publicly available
  - Catchment area statistics
Existing Kansas Transload Facilities
### Transload Facility Location: 18 Central Ave, Kansas City, KS

<table>
<thead>
<tr>
<th><strong>Operator:</strong></th>
<th>ARM-DAT, Inc.</th>
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</thead>
<tbody>
<tr>
<td><strong>Facility Description:</strong></td>
<td>Rail tank car to truck transload facility with tank car cleaning</td>
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<tr>
<td><strong>Highway Access:</strong></td>
<td>Located in central West Bottoms of Kansas City 1/2 mile to I-670 &amp; I-70</td>
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<tr>
<td><strong>Rail Access:</strong></td>
<td>Class I</td>
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<tr>
<td></td>
<td>Dual Access</td>
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<tr>
<td></td>
<td>Tracks 2</td>
</tr>
<tr>
<td><strong>Airport Access:</strong></td>
<td>KCI</td>
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<tr>
<td><strong>Water:</strong></td>
<td>No</td>
</tr>
</tbody>
</table>
| **Commodities Handled:** | - Acids  
- Chemicals  
- food grade bulk and liquid products  
- petroleum products |
| **Current Customers:** | | |
| **Volumes or Capacity:** | located on approx. 3 acres with 10 car spot, liquid bulk storage, blending |
| **Open to Public:** | Yes |
| **Service area:** | 150+ miles |
| **Expansion potential:** | No |
| **Foreign Trade Zone:** | no |
Transload Facility Site Location Criteria

- Rail access
- Available Property
- Road and Highway Access
- Relationship to/with nearby facilities
- Anchor Commodity or Customer
- Local Trucking Partners
- Community Involvement
Railroad Companies

Class I Companies

- BNSF Railway
- Union Pacific

Shortline Companies

- Genesee & Wyoming
- Watco Companies, L.L.C.

Each Railroad has Industrial Development Guidelines and Design Standards
Other Site Selection Tools

  
  http://www.trb.org/Main/Blurbs/166143.aspx
  
  http://onlinepubs.trb.org/onlinepubs/ncfrp/ncfrp_w001.pdf
Potential Transload Facility Site Locations Identified by Others to Date
Stakeholder Engagement

- Understand/Explain State’s perspective and drivers
- Examples of industry and institutional knowledge
- Review siting criteria
- Regional and local insights
- Outreach to economic development leaders
Transload Facility Site Location Criteria

Additional Analysis to Determine Critical Factors:

1. Technical
2. Economic
3. Governmental and Regulatory
4. Community and Environmental
Transload Facility Site Location Criteria

Technical Analysis

- Rail access
  - Class 1
  - Short Line
  - Dual Access (Service by more than 1 RR)
  - Reciprocal switching (rail service from RR to site)
  - Available Service

- Available Property
  - Zoning
  - Environmental concerns
  - Existing Facility with rail
  - Green field site with existing rail
  - Green field site that can be rail served
  - Utility availability i.e. gas, electric, sewer, water
Transload Facility Site Location Criteria

Technical Analysis

- Existing Transload Facilities
  - Expansion
- Road and Highway Access
- Anchor Commodity or Customer
- Local Trucking Partners
- Community Involvement

All criteria listed would be subject to site specific information depending on the type of transload facility that would be under consideration and commodities to be transloaded.
Transload Facility Site Location Criteria

Economic Analysis

- Assess recent and likely future cargo flows through, into, and out of the state of Kansas.
- Economic scan and the identification of key demand drivers
- Overview of the macro-economic outlook for both state and regional economies
- Quantify and characterize the size, schedule, and nature of commodity and goods flows through the state of Kansas
  - Data collection: reviewing of publicly available data such as FHWA FAF data, Dept of Agriculture, Dept of Commerce, Dept of Labor, and other public sources
Transload Facility Site Location Criteria

Economic Analysis

- Stakeholder input - characterizing the economic opportunities and challenges
  - Seek input from rail carriers, as well as drayage companies, transload operators, and shippers identified in consultation with KDOT and Advisory Committee
    - Communication strategy
    - Interviews/surveys

- Quantify and describe the potential uses of rail lines linking the transload facility to key U.S. gateways and inland consumption centers

- Provide a comparative assessment of the potential for cargo volume and revenue growth for the proposed facilities
Transload Facility Site Location Criteria

Economic Analysis

- Estimate the local and regional economic potential, value, and need for the transload facility
- Estimate how the transload facility might expand over time, staging and development phasing opportunities
- Characterize the marketing challenges of developing critical mass to start a transload facility
- Estimate ancillary uses of a transload facility
  - Such as co-located distribution and manufacturing uses
Economic Analysis

Example

- Top commodities by weight moving to, from, or within Kansas:
  - Cereal grains
  - Gravel
  - Coal
  - Coal and petroleum products
  - Nonmetal mineral products

- Growth opportunities for freight movement:
  - Machinery
  - Manufactured products
  - Milled grain products
  - Plastics/rubber
Transload Facility Site Location Criteria

Economic Analysis

Economic Impact Assessment

- Two components for economic impact assessment
  1. Impacts of capital expenditures and construction activity
  2. Impacts of annual O&M expenditures and ongoing operations

- Types of impacts to be identified and assessed
  - Direct, indirect, induced, and total impacts in terms of:
    - Business output/revenue
    - Value added
    - Employment (jobs) and employment income

Tax Revenues
Transload Facility Site Location Criteria

Economic Analysis

Foreign Trade Zone: U.S. site that is considered outside U.S. Customs territory

- Used to encourage international trade: typically designated at ports/inland ports
- Predominantly regulatory and financial benefits:
  - Custom clearance: inland, instead of port of entry. Longer duration storage; inland less congested than ports.
  - Duties and fees: deferred duties; transformation within FTZ reduces total duties.
  - Settlement: delayed, so can remove value of damaged goods.
  - Security: lower insurance rates from secure customs jurisdiction.
  - Transformation and manufacturing: compliance to customs regulation (i.e. labeling) can be done in FTZ; can be transformed into other goods and exported under different customs category.

Qualitative discussion of FTZ in report with consideration of transload site selection criteria
Transload Facility Site Location Criteria

Governmental and Regulatory Analysis

- Security, public safety, customs and tariff
- Best practices of other facilities
- Input from agencies and government entities
- Other governance alternatives (i.e. Port Authorities)
Transload Facility Site Location Criteria

Community and Environmental Analysis

- Potential environmental impacts and constraints
- Environmental Justice
- Job creation and resource pool
- Advisory Committee input
Decision Framework

Multi-criteria site selection framework

Matrix Scoring Site Selection Framework – Sample Criteria

- Interaction with the transportation network
- Ability to access key markets
- Labor and workforce skill and availability
- Suitability of available spaces
- Total costs
- Permitting and regulations
- Etc.

Selection Framework: Criteria Scoring and Criteria Weighting
Site Recommendations for Potential Transload Facilities

- Based on outcomes of Tasks 1 through 4
- Tiered Strategy (based on scoring)
- Site recommendations for up to 5 potential transload facility locations in Kansas
Draft and Final Report

- Integrate previous tasks and technical memos
- All data, sources, forecasts, criteria, surveys, models, methodologies, and assumptions used to prepare the TFSA, as well as site recommendations, will be documented
# Timeline

<table>
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<th>Task</th>
<th>Months</th>
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<tbody>
<tr>
<td>Overview of Transload Facility</td>
<td>01</td>
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<tr>
<td><strong>Advisory Committee Engagement</strong></td>
<td>01-06</td>
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<tr>
<td>Site Recommendations</td>
<td>05</td>
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<tr>
<td>Final Report</td>
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LUNCH
NEXT STEPS & QUESTIONS
Next Steps

- Tech Memo 1 “Overview of Transload Facility Characteristics, Operations and Benefits” submitted on 1/30
- Tech Memo 2 “Inventory of Transload Facilities in Kansas” submitted on 2/6
- Tech Memo 3 “Transload Facility Site Location Criteria” due on 2/30
  - Agree on Criteria
- Draft proposed site selections due late April/early May
  - Identify potential sites
  - Interviews/site visits
  - Initial screening based on approved criteria
  - Identification of preferred sites
- Next Advisory Committee meeting in early June
  - Review of screened/preferred sites
- Draft Report due in early July
What do we want from you after this meeting?

- Review of Tech Memos
- Input and agreement on screening criteria
- Information on potential sites
- Input for second meeting
Thank You & Concluding Comments