

11 Stanwix Street, 17th Floor
PITTSBURGH, PA 15222-1312

T: 412.392.4555
F: 412.392.1040
AlleghenyConference.org

February 10, 2016

The Honorable Daniel R. Elliott III
Chairman
United States Surface Transportation Board
395 E Street, SW
Washington, DC 20423

The Honorable Debra Miller
Vice Chairman
United States Surface Transportation Board
395 E Street, SW
Washington, DC 20423

The Honorable Ann D. Begeman
Member
United States Surface Transportation Board
395 E Street, SW
Washington, DC 20423

RE: Proposed Acquisition of Norfolk Southern by Canadian Pacific Railway

Dear Chairman Elliot and Surface Transportation Board Members:

On behalf of the Allegheny Conference on Community Development (Conference), I am writing to urge you to carefully scrutinize the proposal by Canadian Pacific Railway (CP) to acquire Norfolk Southern (NS). NS is a strong industrial partner of the Conference and is integral to driving economic development in the 10-county southwestern Pennsylvania region. We believe that this proposal could have a negative impact on economic development efforts in our region.

The Conference and its affiliates – the Greater Pittsburgh Chamber of Commerce, the Pennsylvania Economy League of Greater Pittsburgh and the Pittsburgh Regional Alliance – work together to improve the economy and the quality of life in southwestern Pennsylvania. The Conference is one of the nation’s leading economic and community

development organizations, combining strong private sector leadership with commitment from public sector partners.

The Pittsburgh Regional Alliance's efforts to attract and grow business investment in the region have benefited from NS's Industrial Development department, which has been at the ready to assist in site identification and development, marketing, and project management when prospects visit. The proposed acquisition could place these valuable programs in jeopardy and thus negatively impact economic development efforts in southwestern Pennsylvania.

Our current agenda calls for connecting people to opportunity throughout southwestern Pennsylvania. Core to achieving this goal is to build better connectivity by improving transportation and infrastructure systems that support sustainability and opportunity for all.

To this end, the Conference led a state-wide effort to reach a historic comprehensive transportation funding solution in 2013 that is investing an additional \$2.4 billion annually into the state's transportation network of roads, bridges, highways, rail and transit systems. We also advocated in support of the recent passage of the federal FAST Act – the \$305 billion, five-year, long-term transportation infrastructure funding package that will further provide much needed infrastructure improvements to enhance connectivity in the region.

A well maintained and robust transportation network is one of the most cited requirements of businesses interested in investing in Southwestern Pennsylvania. Transportation infrastructure, including the rail assets provided by NS, is critical to bringing goods to market.

Again, I ask that you closely examine the proposed acquisition of NS by CP in the context of the importance of NS to economic development in southwestern Pennsylvania and across our state.

Sincerely,



Dennis Yablonsky
CEO, Allegheny Conference on Community Development