



February 22, 2016

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

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

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

Dear Chairman Elliott and Surface Transportation Board Members:

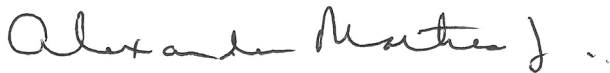
With an emotional and united voice of Otsego NOW, County of Otsego Capital Resource Corporation and the County of Otsego Industrial Development Agency, we beg of you to without hesitation offer total and unequivocal opposition to the Canadian Pacific power play against Norfolk Southern. This clear back room maneuver to consume like a swarm of locust the valuable assets and economic development heritage of Norfolk Southern must be rejected.

After many years of CP ownership, neglect and decline in the economic development support and rail service of the once great Oneonta Rail Yards in Otsego County, New York. We are now working towards a dynamic re-development of this site in partnership with Norfolk Southern. The company's approach to economic development is at opposite ends of the spectrum. CP is about sucking the life out of assets and short-term profit only, Norfolk Southern is about partnerships, economic development, reputation and long term growth.

Rural areas like ours are in need of competition within the rail sector or we will become forgotten dots on a map. In the short time we have worked with them since their purchase of the Oneonta Rail Yards from CP, Norfolk Southern has proven to be honest, forthright and genuinely interested in economic development and site preparation.

Please oppose this money grab by CP and ensure the continued good work of Norfolk Southern in driving economic development and job creation in its fortunate areas of service.

Regards,



Alexander "Sandy" Mathes, Jr.  
CEO  
OtsegoNow  
County of Otsego Capital Resource Corporation  
County of Otsego Industrial Development Agency

cc: US Senator Charles Schumer  
US Senator Kirsten Gillibrand  
US Congressman Chris Gibson

