



February 2, 2016

Chairman Daniel R. Elliott, III  
Vice Chairman Deb Miller  
Member Ann D. Begeman  
Surface Transportation Board  
395 E Street, S.W.  
Washington, DC 20423-000

Dear Surface Transportation Board:

As a local economic developer, we come to rely on a number of significant partners to help bring new jobs and investment to our community. Our office has worked closely with Norfolk Southern for many years. Their knowledge of business and economic activity in the Southeast, as it relates to helping bring in new companies from overseas and other parts of the US, is key.

Norfolk Southern's economic development team has been helpful for this office and many others in North Carolina. Our longstanding association and network with them would be difficult to replace. For that reason, we would ask that you consider not allowing a take over from a corporation with no ties to our area.

Sincerely,

A handwritten signature in black ink, appearing to read "C. Michael Smith", written in a cursive style.

C. Michael Smith  
Executive Director

*Economic Growth for Statesville, Troutman and Iredell County, North Carolina*

116 North Center Street ♦ Suite 101 ♦ Statesville, NC 28677 ♦ Office: (704) 871-0062 ♦ Fax: (704) 871-0223