



February 22, 2016

The Honorable Daniel R. Elliott, III, Chairman
United States Surface Transportation Board
395 E Street, SW
Washington, DC 20423-0001

The Honorable Ann D. Begeman, Vice Chairman
United States Surface Transportation Board
395 E Street, SW
Washington, DC 20423-0001

The Honorable Debra Miller
United States Surface Transportation Board
395 E Street, SW
Washington, DC 20423-0001

Dear Chairman Elliott and Surface Transportation Board Members:

We are writing to you regarding Canadian Pacific Railway's unsolicited proposal to acquire Norfolk Southern Corporation. The Commonwealth of Virginia has long been home to Norfolk Southern, and the economic benefits it creates for Virginia are significant.

We are writing on behalf of our 550+ members from across the Commonwealth who work in community and economic development and we are proud to have this great American company headquartered in Virginia.

Norfolk Southern has a history of working in Virginia's communities with a long-standing practice of fostering economic development through site identification and development; marketing efforts; and project management contributions when prospects visit. Those efforts have continued with improvements for existing customers.

Given these factors, our members have significant reservations regarding Canadian Pacific's potential acquisition of Norfolk Southern and do not believe it is in the public interest of the Commonwealth of Virginia. We request that the Surface Transportation Board follow this situation closely with particular attention to any potential impacts to the Port of Virginia and economic development in Virginia.

Thank you in advance for your consideration.

Sincerely,

Deborah K. Flippo
President
Draper Aden Associates

Debbie Melvin
Vice President
Virginia Economic Development Partnership