



# Industrial Development Panel

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## 2024 INDUSTRIAL DEVELOPMENT RESULTS

- 65 Projects Completed
- \$1.2 Billion in Capital Investment
- 1,700 Jobs
- Active Pipeline
  - 450 Projects
  - 150,000 Carloads
  - 9,000 Jobs
  - \$9 Billion in Investment

## News

### Scout Motors Plans to Establish Manufacturing Operations in Richland County

Friday, March 3, 2023

COLUMBIA, S.C. (March 3, 2023) – The Richland County Economic Development Office is pleased to announce that Scout Motors Inc. (“Scout”), makers of the next-generation of all-electric trucks and rugged SUVs, has decided to establish its manufacturing operations in Blythewood.

The company’s planned \$2 billion investment has the potential to create 4,000 or more permanent jobs, both of which would set new all-time records for a Richland County economic development project. Scout is planning to break ground on the new manufacturing facility in Blythewood Industrial Park in mid-2023 and begin production by the end of 2026.

## BACKGROUND

- Multi-state site selection process
- Final showdown between SC & MS
- Scout Motors selects Blythewood, South Carolina site for its first manufacturing plant in March 2023
- Investment of \$2 billion
- Plan to create 4,000 jobs
- Full capacity to produce 200,000 electric vehicles annually



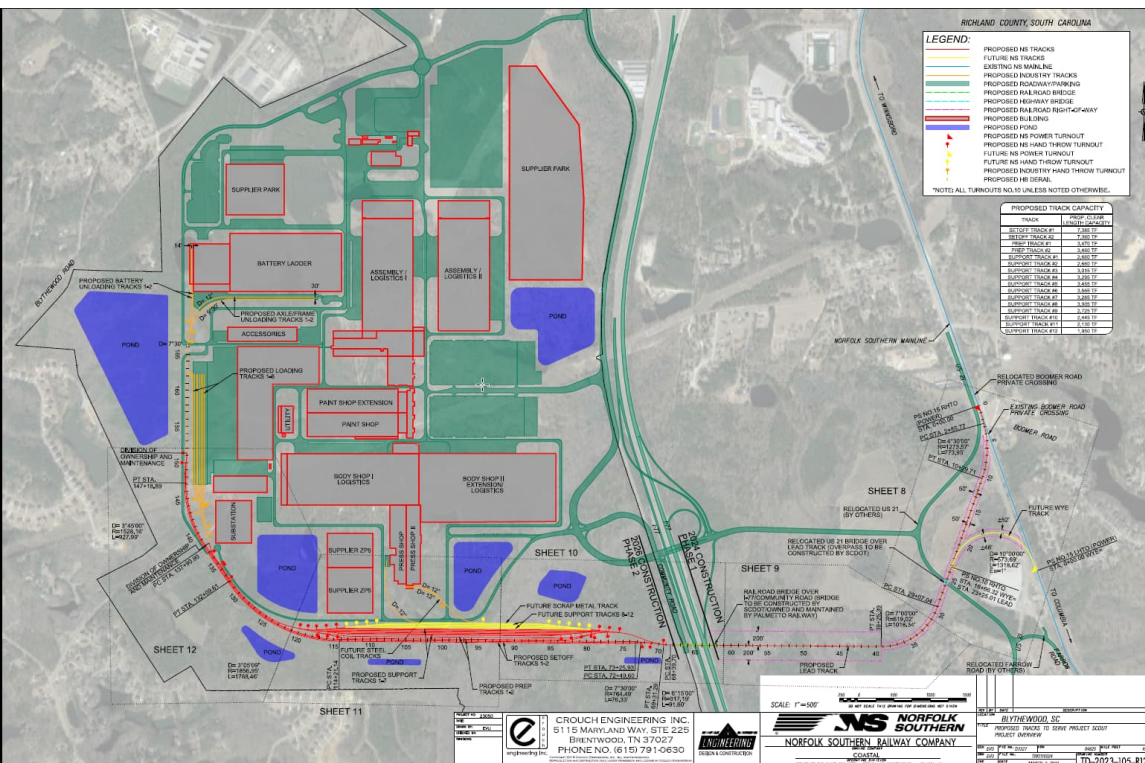


## *PROJECT COMMITMENTS*

- Relocation of Overhead Powerlines
- Relocation of Existing 10" FM & PS
- Relocation of Existing 48" Water Main
- Rail Spur Design, Permitting & Construction
- Uplands Mass Grading Improvements
- Full Build Mass Grading Improvements
- Wetlands Permitting
- Off-Site Water Improvements
- Off-site Wastewater Improvements
- Interstate & Roadway Improvements

## PARTNERSHIPS ARE KEY

- Thomas & Hutton Design Build
  - S&ME – Environmental and Wetlands
  - F&ME – Onsite Inspections
  - Primary Grading Contractor – Landmark Construction
- Norfolk Southern Design and Construction
  - Civil Design – Crouch Engineering
  - NS Grading Contractor – Strack Inc.
  - NS Track Contractor – Southworks Construction
  - Bridge Design Review - STV





## **RAILROAD BRIDGE OVER INTERSTATE 77**

Removed from Design Build of I-77 Interchange and Hwy. 21 Grade Separation  
Designed in 4 months and Built in 12 months



- SCDOT Rail Bridge
  - Project Coordination – RS&H
  - Bridge Design Engineer of Record – Neal Schaeffer
  - United Engineers and Constructors – Construction Contractor

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- Palmetto Railways
  - Project Consultant – HDR Engineering

## KEY TAKEAWAYS

### THE IMPOSSIBLE IS POSSIBLE

- Relocation of 230-kv and 69-kv in five months
- Relocation of a 48-inch water line serving all eastern Richland County to be done in six months
- Moving 25,000,000 cubic yards in a year and a half
- Cuts and fills of up to 80 feet
- Relocation of Beasley Creek
- FEMA approval in less than eight months
- Design and Construction of a Rail Bridge over I77 in 16 months
- Implementing an Inbound Direct Rail Supply Chain Strategy for Batteries, Axles, Engines and Frames and Accommodating Large Outbound Shipments of Finished Vehicles



Your Freight, Our Focus



## Industrial Development at Patriot Rail

Speed, Certainty & Operational Readiness  
SLGW Intermodal Case Study – NRC January 2026



# Our Industrial Development Model

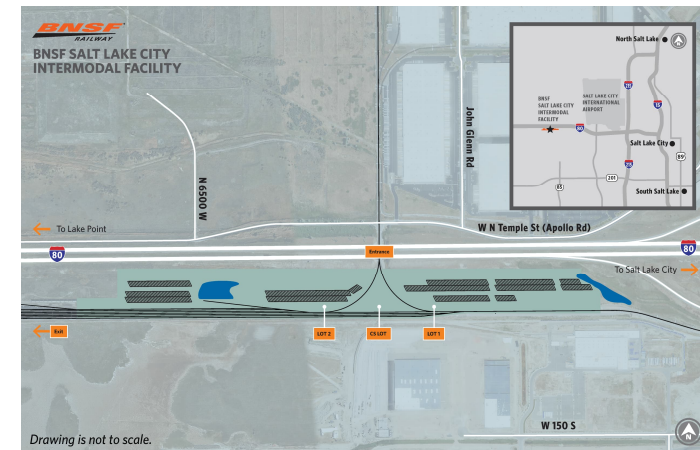
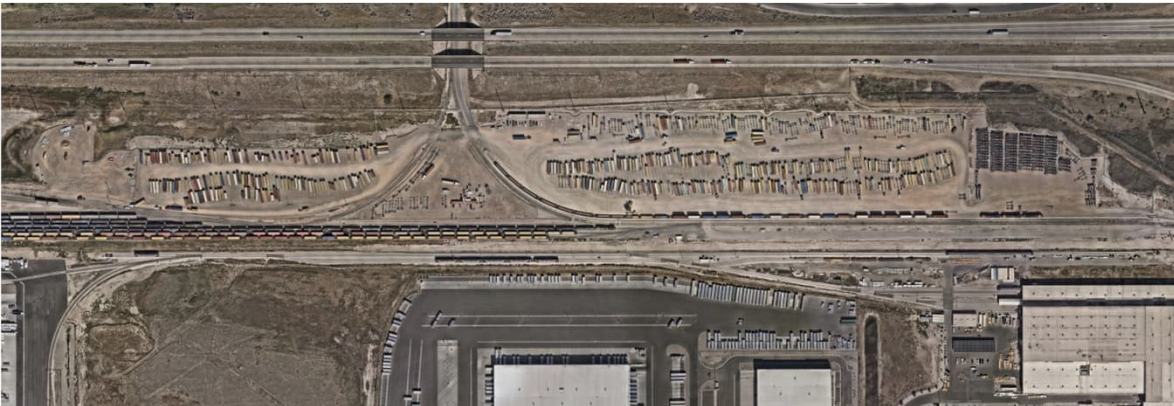
- Customer-driven rail solutions
- Operationally sound and Class I aligned
- Financially disciplined and predictable
- Delivered on schedule and within budget
- Built for long-term network value

## Patriot Rail National Footprint



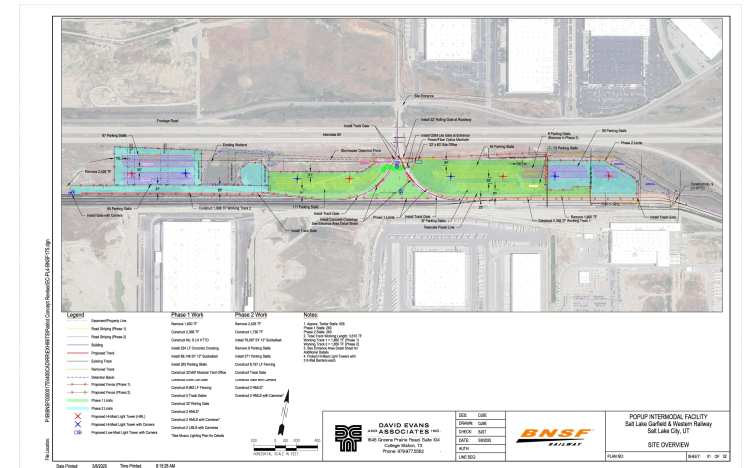
# SLGW Intermodal — Project Overview

- **Site:** 43-acre intermodal facility near Salt Lake City International Airport
- **Stakeholders:** BNSF Railway; Utah Inland Port Authority (UIPA)
- **Patriot Project Manager:** Jon Holladay, AVP Engineering
- **Contractor:** Paragon Construction Systems (Ogden, UT)
- **Purpose:** Expand containerized freight capacity between California and Utah



# Execution

- Phase 1 operational in 100 days
- Streamlined decision-making and early BNSF alignment
- Parallel engineering and construction
- Early operational focus delivering immediate value
- Short-line model enabling speed and accountability





# Project Benefits

- Enabled BNSF access to the Salt Lake City intermodal market
- Strategically located in a high-growth western logistics corridor
- Delivered through public–private coordination and rapid execution



BNSF Western Corridor



# Measured Outcomes & Stakeholder Validation



"This expansion is a game changer for Utah's economy, increasing intermodal capacity and strengthening resilient logistics statewide."  
— Abby Osborne, Board Chair, Utah Inland Port Authority



# Building Faster, Smarter Rail Infrastructure Together

- **Speed:** Compressed time from concept to operations
- **Certainty:** Disciplined execution with predictable outcomes
- **Operational Readiness:** Facilities aligned to shipper and Class I needs







**PATRIOT RAIL**

**YOUR FREIGHT, OUR FOCUS**

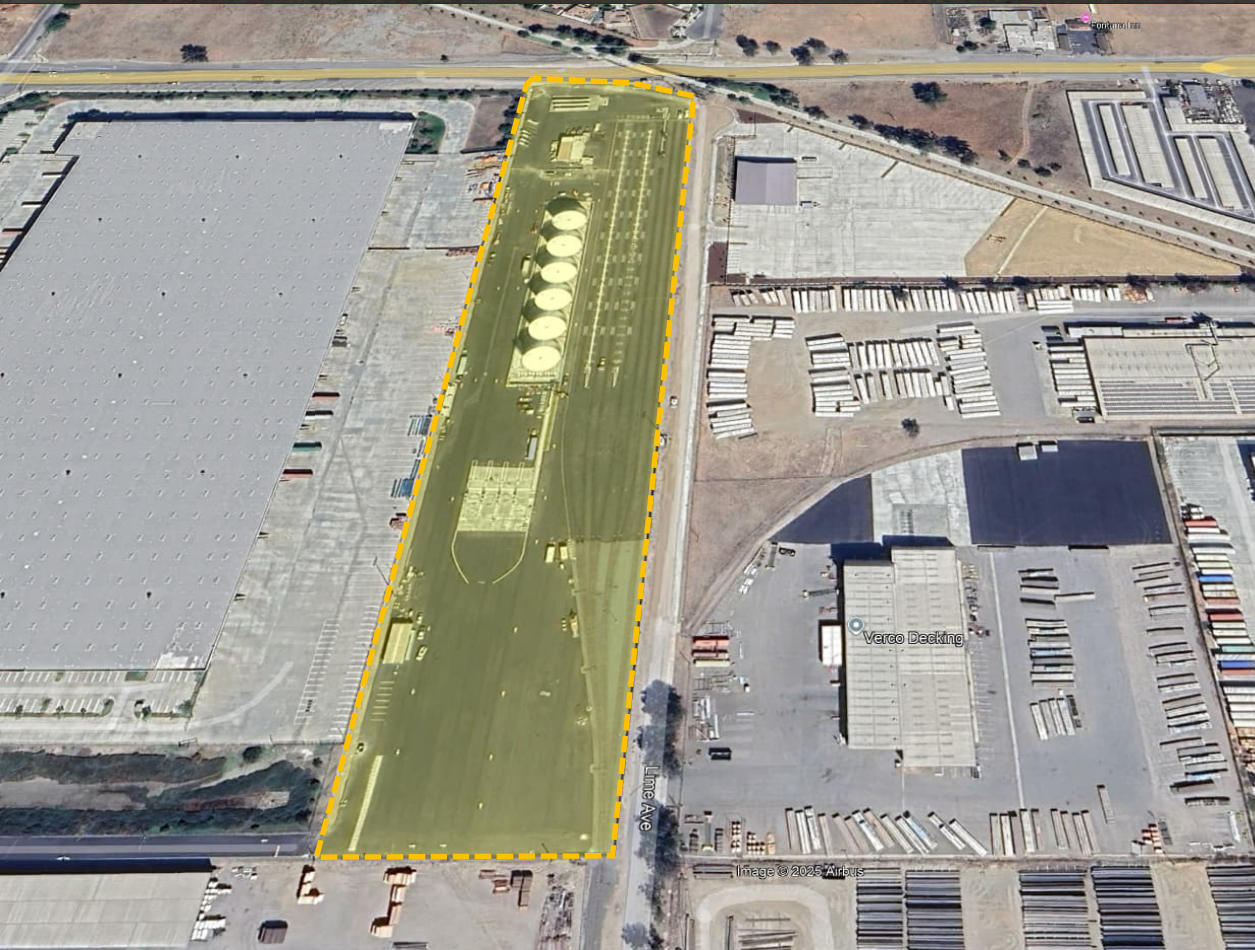
# Muscat Spur – Logistics Center Fontana

## BNSF Railway

Fontana, CA



Ames Construction



Owner: BNSF Railway  
Operator: Tristar Companies  
Existing Tenant: Ferrellgas

Property for Development: 11.7 Acres

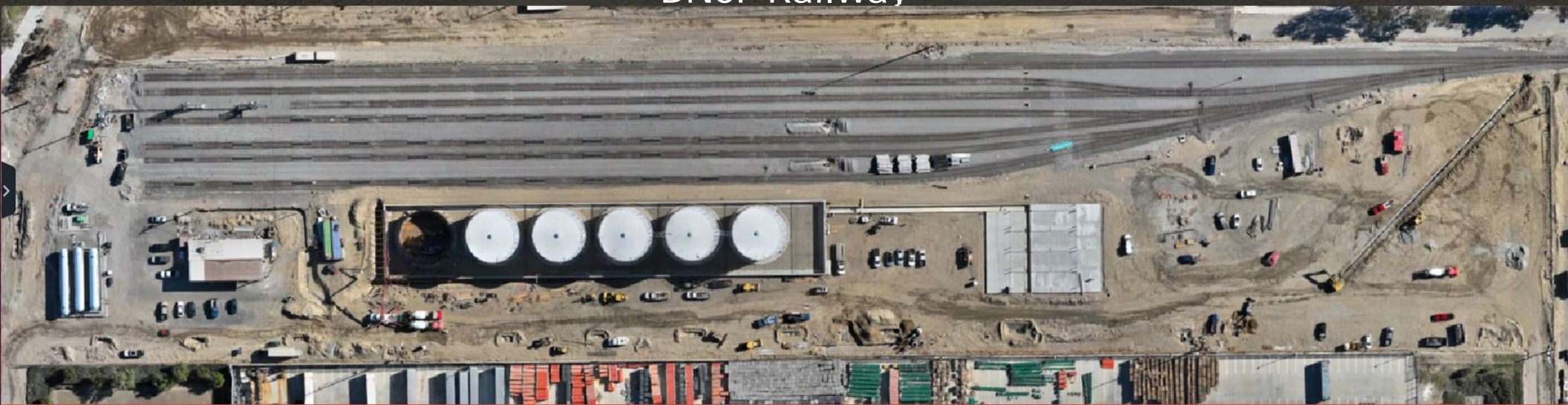
Commodities for Transload: Bulk, dimensional, and liquids

Project Description: The planned facility will be used for the receipt, storage, and distribution of biodiesel and renewable diesel. The facility will be fully contained, adjacent to six inbound railroad tracks, and will include a truck loading rack and six (6) one-million-gallon above-ground tanks.



# Muscat Spur – Logistics Center Fontana

## BNSF Railway



High-level things to think about going into a project similar to this one:

- \* Complete understanding of CEQA permit, and what will be required by ALL agencies.
- \* Complete understanding of City and County requirements for permitting and inspections.
- \* Having 100% design plans for 3<sup>rd</sup> party review approval.
- \* GC Selection: There are multiple owners on this job...possible to have one GC complete it all?
- \* Long lead items...work with contractor, designer, and supplier to have a firm understanding on availability.



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### Existing Tenant vs Greenfield:

1. What level of coordination should be done if there is a tenant on site?
  - a) Make sure the designer AND contractor are part of those meetings. Once contractor has been selected, include them as much as possible.
  - b) Are there existing systems that are going to be impacted? Does that affect their existing operation? What can we do to minimize impacts? This is a group discussion!
  - c) Make sure to have as much information as possible, i.e. As-builts drawings, surveys, etc.



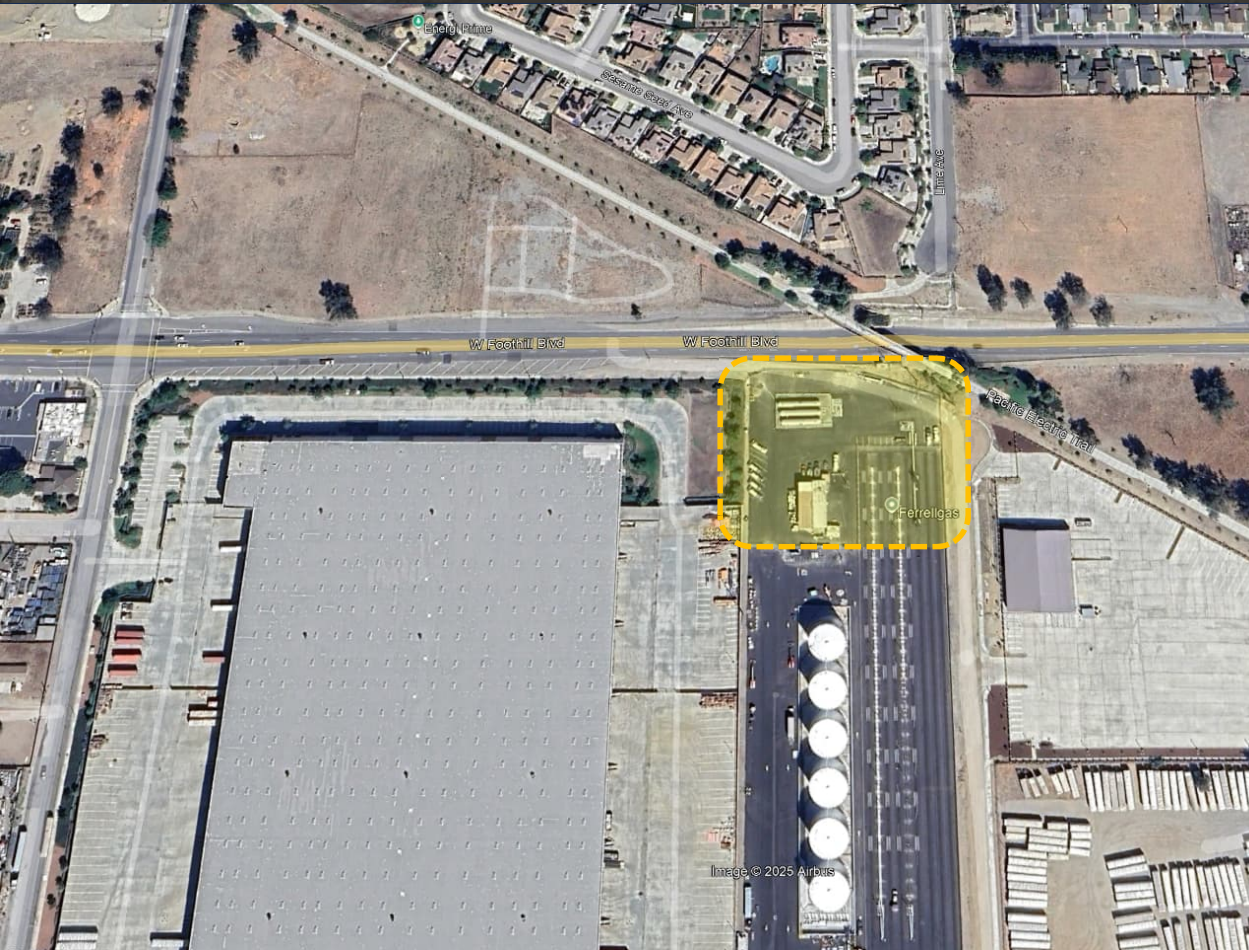
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### Existing Tenant Considerations – Ferrell Gas:

1. Need to understand existing tenants' needs and access
  - a) Be aware of security and access needs?  
How will this be tracked and reported on by the contractor?
  - b) If temporary fencing is required, how does this affect the traffic flow for the existing owner and the contractor? Can it be done safely?
  - c) Do we need to plan on phased work based on the existing tenants daily work schedule?



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### Local Agency Interactions:

1. Need to understand City and County requirements for overall permitting.
  - a) Not being well versed could lead to major delays
  - b) Utility companies should be completely on-board and have reviewed all plans before construction start.
  - c) Proper on-site review with engineers, owners, contractors, and agencies, will clear up many issues and hopefully reduce change orders.



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Fontana, CA



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### Lessons Learned:

1. Communicate, communicate, communicate
2. Work together as a team ahead of time to try and streamline the design and construction process.
3. Be careful building from plans that are 30% or less. Too many unknowns that could cost the project from budget and schedule standpoint.
4. Work closely with your suppliers for long lead items, firm up the schedule as soon as possible.
5. Know your agency review process, will there be third party reviews, and review that process with your contractor partner sooner than later.