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Industrial Development Department
7208 Old Rutledge Pike
Knoxville, TN 37924

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PUBLIC SERVICE
COMMISSION

March 7, 2023

Kent A Chandler, Chairman
Kentucky Public Service Commission
211 Sower Boulevard
Frankfort, KY 40601

Chairman Chandler:

On behalf of Norfolk Southern Corporation, I am writing in support of Mercer County Fiscal Court's petition to intervene in the matter of *Kentucky Utilities Company and Louisville Gas and Electric Company for Certificates of Public Convenience and Necessity and Site Compatibility Certificates and Approval of Demand Side Management Plan*, Case Number 2002-00402.

The land, which is the subject of the above captioned matter, has unique qualities that make it ideal for a large-scale industrial site. This includes a development which could be logistically supported by freight rail. To that end, Norfolk Southern has worked diligently with economic development entities in Mercer County since the Fall of 2021. This work culminated in a general letter of support for future rail served development, as evidenced in the attached "Exhibit A", and multiple site visits from manufacturers interested in this property.

Norfolk Southern understands and supports the need for green options of power generation, by and large. However, Mercer County's position that the highest and best use for the land would be the development of an industrial site is compelling. Further, there is a significant need for rail served industrial sites in the Commonwealth, which this land could help remedy. Rail served locations are in high demand because shipping freight by rail (vs. truck) is three to four times more fuel-efficient and generates about 75% less Greenhouse Gas emissions.

In closing, I ask for your thoughtful consideration of Mercer County's petition and their request to intervene.

Sincerely,

A handwritten signature in blue ink that reads "Jake Weir".

Jake Weir

Exhibit A



Norfolk Southern Corporation
7208 Old Rutledge Pike
Knoxville, TN 37924
Phone: (865) 521-1136
Email: jacob.weir@nscorp.com

Jacob W. Weir
Industrial Development Manager

October 24, 2022

Mr. Michael Willand
Harrodsburg/Mercer County Industrial Development Authority
488 Price Ave, Suite 3
Harrodsburg, KY 40330

Mr. Willand,

This letter is in response to your request for Norfolk Southern's support of various development initiatives related to a potential rail-served site in Mercer County, sometimes referred to as the "Wilkinson Farm Site" and currently owned by Ceres Partners. The site is located just north of Harrodsburg, KY and is approximately 1,900 acres in total size. The overall site boundary is shown on the aerial below.

Norfolk Southern would like to express support for any efforts that will make this site more attractive to rail users. We have evaluated conceptual rail plans for this site and believe that rail service could be feasible with proper improvements. There are still many factors that are unknown, and will remain unknown until more detailed engineering work is completed, which prevent us from making any assurances at this time. Nonetheless, we are supportive of the efforts to attract a rail-served facility to this property. It is our belief that there is a significant need for rail-served sites throughout the Commonwealth, and your efforts to develop a marketable site in Harrodsburg come at a critical time for economic development in this area.

We at NS understand that a site initiative of this magnitude takes a true partnership between multiple stakeholders. We would like to offer our support for these efforts and participate as much as we're able. Areas that our Industrial Development Dept. might support this initiative could include: conceptual plan preparation for planning purposes, support on various due diligence studies, marketing of the site on our web-based site platform (www.NSites.com), submittal of the site for consideration on site selection projects, and (rail) project support. We also understand that this type of initiative takes time, and we stand committed to being your partner in this project for the entire duration.

For full railway operating approval and confirmation of our ability to serve this site, we require that all projects be evaluated on a case-by-case scenario. It is important to note that our operations in an area are dynamic and subject to change based on current business levels, our overall operating strategy, and other factors. Each unique project requires a separate review by NS to determine what level of rail infrastructure might be required to access the proposed facility.

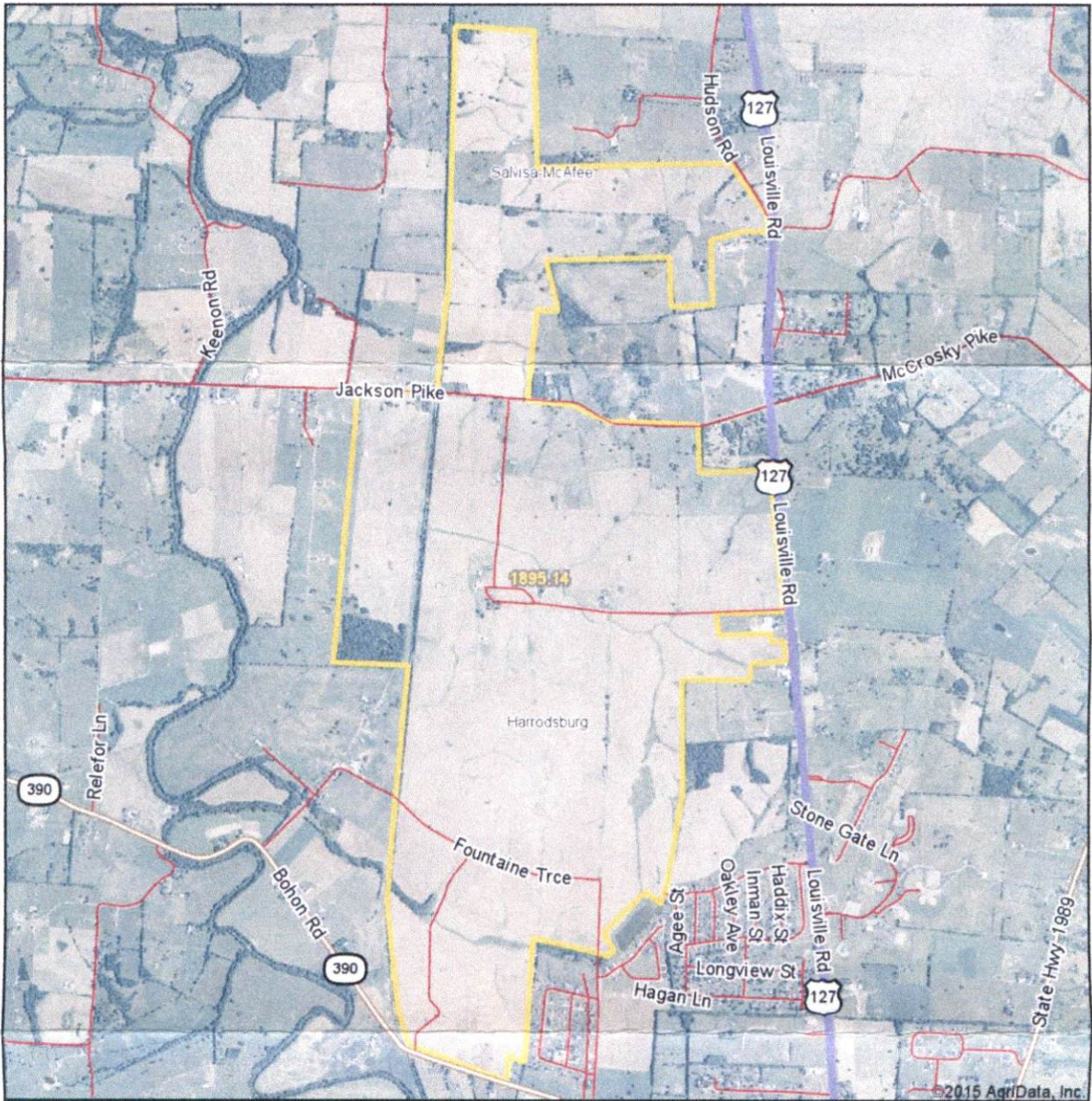
Should you have any questions or concerns, please contact us at your convenience. Our Industrial Development Department stands ready to assist you and the entire partnership throughout this process. Thank you for including NS in your planning efforts and we look forward to continuing our work on this important and strategic initiative.

Sincerely,

A handwritten signature in blue ink that reads "Jake Weir". The signature is written in a cursive style with a large initial "J" and "W".

Jake Weir

Aerial Map



©2015 AgriData, Inc.

map center: 37.816915, -84.864040

scale: 32382



2/27/2015

Maps Provided By
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**Mercer County
Kentucky**

Field borders provided by Farm Service Agency as of 5/21/2008. Aerial photography provided by Aerial Photography Field Office.