

BARRIE COLLINGWOOD RAILWAY



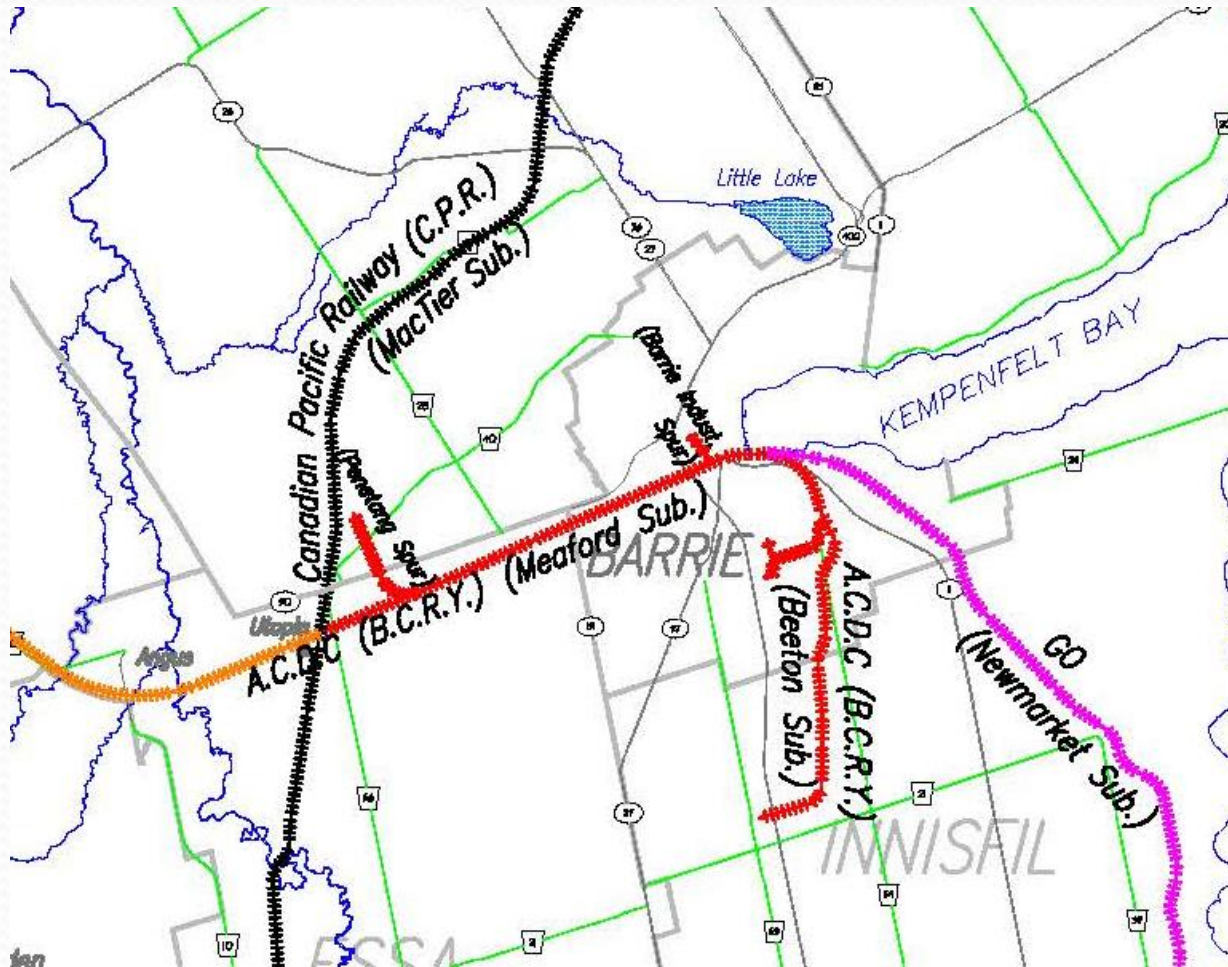
Supporting the Economic Vitality of the
Barrie Area since 1999



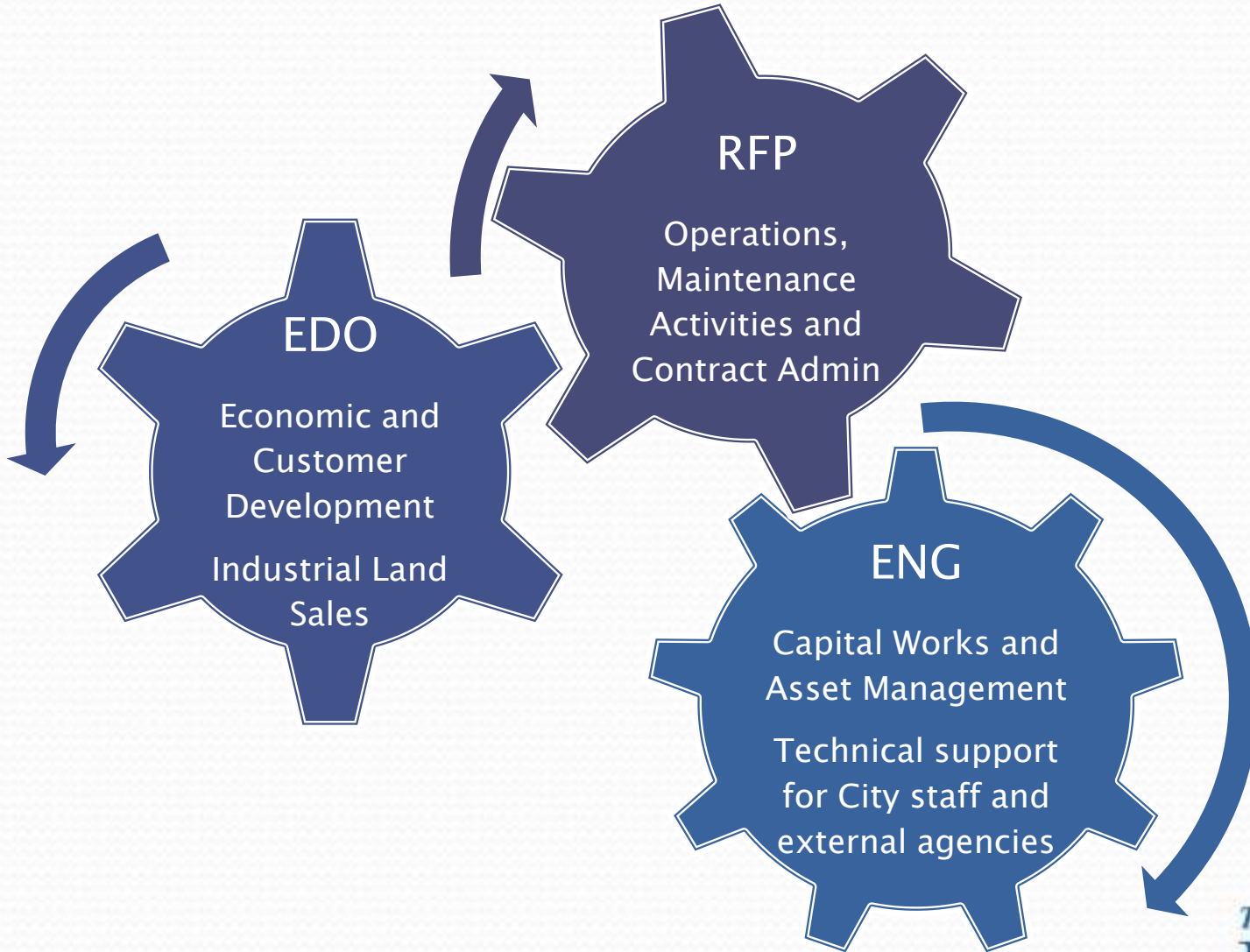
History of BCRY

- ▶ In 2011, ACDC was dissolved as fully independent non-profit corporation. This was accompanied by the sale of the Newmarket Subdivision and Allendale Yard to Metrolinx.
- ▶ Collingwood terminates rail service from Utopia to Collingwood effective July 15/11, and exited from its agreements with BCRY effective Oct 15/11
- ▶ The Town of Collingwood remained owner and rail authority for all Rail properties west of the CP MacTier Subdivision (Utopia, ON).
- ▶ The City of Barrie continues to own and operate **22 miles** of active rail within Innisfil, Barrie and Essa Township
- ▶ Barrie owned rail interests were incorporated into the City of Barrie Management Structure for the 2012 Budget year.
- ▶ The budget is subsidised by the City of Barrie, the Operation of the Railway split between RPF and Engineering Departments.
- ▶ Cando Rail Service operates the BCRY in accordance with the Railway Safety Act.

BCRY Rail Network



BCRY OVERSITE



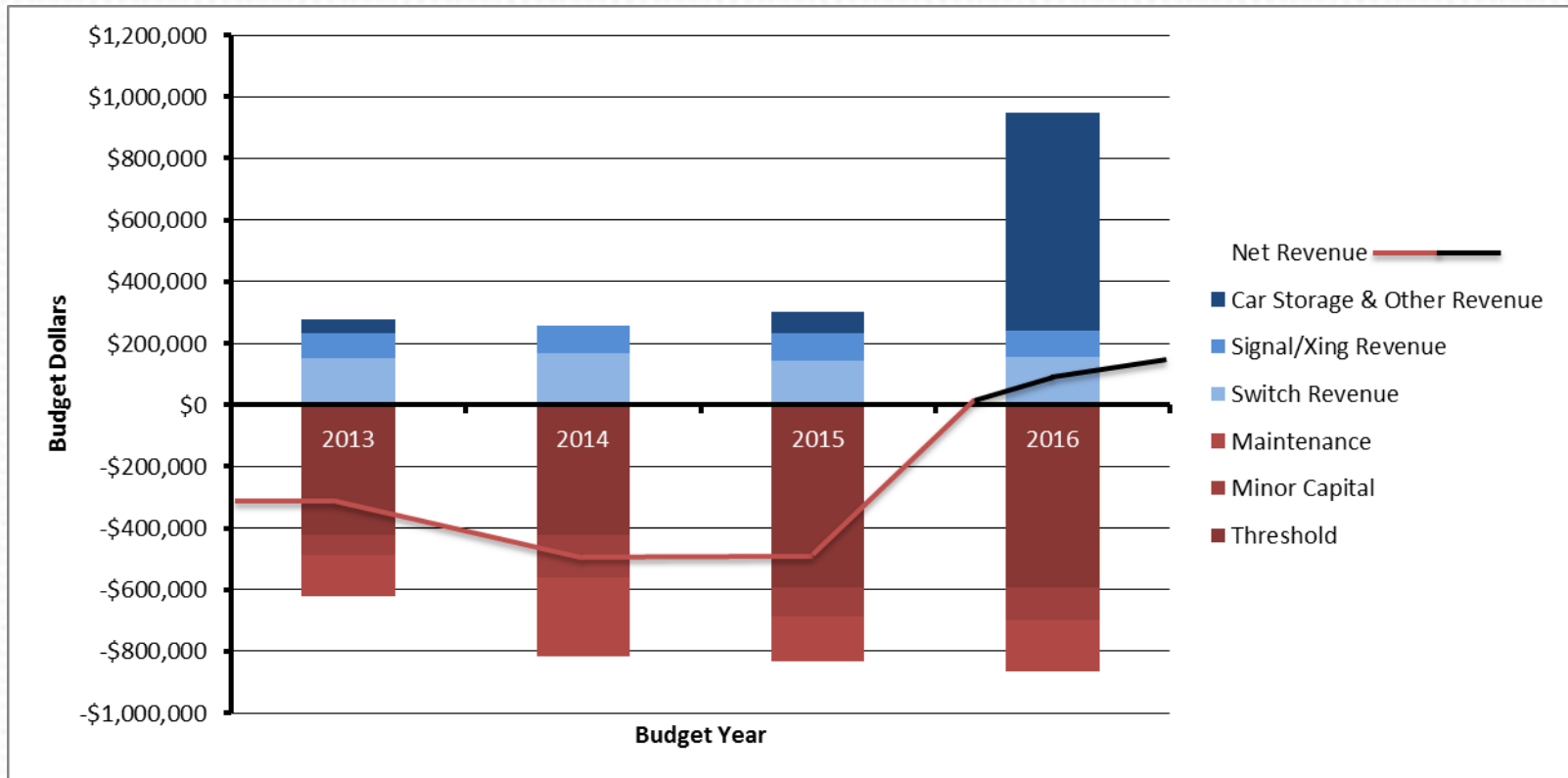
Budget Expenditure

- ▶ Where is money being spent in 2016
 - ▶ Operation of rail: \$166,000
 - ▶ Minor Capital: \$105,000
 - ▶ Threshold: \$594,000
- ▶ BCRY entered into a new contract with Cando Rail Services in 2015
Cost increases to operation of railway as a result in Federal legislation requiring greater safety management

REVENUE AND CUSTOMERS

- ▶ BCRY currently offers significant car storage capacity within its agricultural and industrial areas
- ▶ Car storage revenues 2015 = \$69,652
- ▶ Projected car storage revenues 2016 = \$700,000
- ▶ Cars stored are empty, purged, and secured to ensure safety of public and rail facilities
- ▶ Through private agreement, Cando and the Town of Collingwood have capitalized on car storage within the Collingwood owned rail line within Essa Township
- ▶ BCRY provides Barrie and Simcoe County businesses the ability to move equipment too large for truck transport on Ontario Highways
- ▶ Projected Paddison Outdoor Sign Revenue 2016 - \$32,000
- ▶ Surplus rail sale and miscellaneous revenue
 - Projected 2016 - \$500,000

BUDGET EXPENCES TO REVENUE COMPARISON



REDUCED PROPERTY TAXES AND INCREASE IN PROVINCIAL FUNDING

- ▶ 2015 Tax Bills totaled \$7627.43
- ▶ MTO currently engaging shortlines to discuss feasible business models and potential for funding programs

WHY SUPPORT RAIL

- ▶ Canada's railways conserve fuel, limit emissions and relieve highway congestion.
- ▶ One railcar on average moves the same amount of freight as 4 semi trucks.
- ▶ Reducing volumes of semi-trucks assists in the increase to road life cycles.
- ▶ Canada's transportation sector generates 28 per cent of our country's greenhouse gas (GHG) emissions – however railway produce just 5 per cent of the total and 1 per cent of our country's overall GHG.
- ▶ Ontario trade gateways handle 65 per cent of Canada/US trade, including 80 per cent of Canada/US rail trade.
- ▶ A large percentage of BCRY's car movements are final point delivery on shipments for the United States

BUSINESS DEVELOPMENT PERSPECTIVE

- ▶ Business Development promotes rail opportunities through business attraction and business retention activities
- ▶ Engagement with existing rail users

THE CITY OF BARRIE | BUSINESS DEVELOPMENT DEPARTMENT | FEBRUARY 2016

The City of
BARRIE

Location Advantage

"Barrie is accessible; it's so close to everything. It doesn't matter where you live in Barrie, within 10 minutes driving time you are already on the highway." —STELLA GAN, LIBERTY HOSPITALITY CORPORATION

131 million

North American consumers within a one-day trucking distance from Barrie.

Central Location in the Greater Toronto Area

More than 9 million people, representing one quarter of Canada's population, live within a 100-mile radius of Barrie. The southern portion of this area, known as the Greater Golden Horseshoe, accounts for nearly 70% of Ontario's GDP. Located at the northern tip of this area, Barrie is within a one-day trucking distance of more than 131 million North American consumers.



9 million

Number of people living within a 100-mile radius of Barrie.

Rail

Short-line rail service owned and operated by the City of Barrie.

- Interchanges daily with CP Rail providing connections to major North American cities
- Opportunities to access rail through siding or transloading facility



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The City of
BARRIE

NEXT STEPS

- ▶ Partnership development
 - ▶ Simcoe County
 - ▶ 10 Year Economic Development Strategic Plan (June 17, 2011) includes advocating on behalf of regional priorities (rail identified)
 - ▶ Town of Innisfil
 - ▶ Existing Rail Users – potential opportunities within their industrial park
 - ▶ Essa Township
 - ▶ Opportunities to further develop Utopia Yard for a trans-loading site
- ▶ Strategic approach to long-term viability and business opportunities for rail.