

September 13, 2023

Trail Advocates, Partners and Supporters,

We understand that the State of North Carolina, in conjunction with consultants and trail advocates, is interested in pursuing the purchase of two Norfolk Southern rail corridors for trail use. Norfolk Southern recognizes the value of rail-to-trail programs and is open to discussing these segments for a potential transaction. A more in-depth review and approval process would be initiated if we receive fair market offers for the respective corridors.


Norfolk Southern is committed to preserving freight rail capacity to meet the needs of our current and future customers. All proposals are vetted against this standard before we engage in discussions regarding alternative uses of our existing rights of way.

The next step in this process would be for the appropriate party, be it the State, the affected counties, or a trail group to make a formal offer. Norfolk Southern is amenable to discussing corridor sales when 1) we believe a fair market value can be achieved and 2) future rail use, while extremely unlikely, is protected via the terms and conditions of the National Trails System Act. Note that fair market value may include the market value of the land, the residual value of any improvements, and the value additive of an assembled corridor.

If the parties are able to reach an agreement and execute a purchase and sale agreement, or PSA, Norfolk Southern is experienced and ready to assist with the Notice of Interim Trail Use (NITU) process at the Surface Transportation Board (STB).

We look forward to discussing this opportunity with you further in the coming months.

Respectfully,



Dave Lehlbach
AVP – Strategic Planning