

NEW YORK CITY ECONOMIC DEVELOPMENT CORPORATION (EDC), RAIL MANAGEMENT (2006)

Since 1998 The Tioga Group, Inc. has completed several consulting assignments for EDC, manager of New York City's rail properties. Tioga's most significant effort was supporting the reactivation of the New York City-owned Staten Island Rail Road (SIRR). Freight rail service on the SIRR ended in 1991 and the City purchased the railroad in 1994. The right-of-way was preserved and the Arthur Kill Lift Bridge, which connects the borough of Staten Island to New Jersey, was mothballed. Its main lift span of 559 feet makes the Arthur Kill bridge the world's longest vertical lift bridge.

Arthur Kill Lift Bridge, April 2007



EDC was the lead agency for the reactivation project and Tioga's assignments included (1) the market analysis and forecast of the anticipated traffic volume, (2) a preliminary estimate of rail operating cost and economic feasibility, and (3) ongoing negotiation support for the several complex transactions covering both operations and investment. The stake holders in these transactions included rail carriers Conrail, CSX and Norfolk Southern along with anchor customers New York Container Terminal (NYCT) and New York City Department of Sanitation.

More than a quarter of a billion dollars in direct investments were made by the parties. Projects included the renovation of mothballed rail facilities and the development of container transfer facilities to serve the Department of Sanitation and NYCT, Staten Island's largest employer. The SIRR reopened for business April 2, 2007. Its first year was quite successful with business levels exceeding Tioga's forecast.