

# Exhibit A

Corey Faucheux  
St. Charles Parish  
Economic Development & Tourism  
15045 River Road  
Hahnville, Louisiana 70057

January 15, 2019

Subject: Analysis of the economic impacts of US Highway 90 and the BNSF freight rail corridors that connect St. Charles Parish.  
USI Proposal: 18P143

Dear Mr. Faucheux,

Thank you for considering Urban Systems in association with TMG Consulting for Proposal for Economic Impact and Resilience Study of US-90 in and around St. Charles Parish, Louisiana. We are pleased to present the following proposal for an analysis of the economic impacts of US Highway 90 and the BNSF freight rail corridors that connect St. Charles Parish and the impact of US-90 as an evacuation route during crises.

While the analysis will focus on the value of commerce and economic activity enabled by the two corridors, the goal will be to illustrate the critical importance of maintaining these corridors for transportation and commerce to the parish, the region and the state as well as national industries impacted by a failure of a critical transportation infrastructure due to a catastrophic event. Data pertaining to the economy of St. Charles Parish and its role in regional/national supply chains will be compiled and analyzed to measure the impact of an interruption in the corridors due to a hurricane. As discussed, assistance from the Parish to support data collection is critical. Our team will assure that all sensitive material/Data is necessary for a properly completed report and will be held confidentially, and aggregated or obscured.

We will also consider the resilience and evacuation impacts of US-90 and any adapted use of the BNSF rail network in evacuation procedures, and how disruption of the road and rail infrastructure could impact evacuation and repopulation activities of South Louisiana.

In the following sections please find the proposed *Scope of Work*, followed by the *Project Cost, Timeline, and Deliverables*.

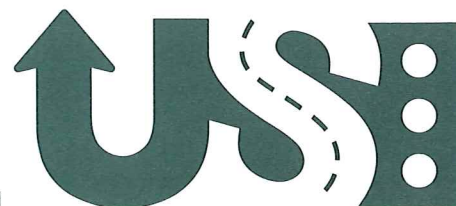
I have also attached background material on the two firms and the Key Personnel that will lead the project.

Please review our proposal and advise of any comments.

Thank you,

Michael P. Palamone  
Principal/ Board of Directors

**URBAN SYSTEMS inc.**



# Exhibit A

## ***Project: Economic Value Projection for US Highway 90 and BNSF Rail Corridor in St. Charles Parish, Interrupted Use Impacts***

### **Scope of Work**

The consultants will conduct an economic assessment with a series of analyses focused on transportation of goods and people along US Highway 90 and the BNSF rail corridor as they transit St. Charles Parish. The Consultants will draw from our previous experience in this region and others in the North American continent in producing the report. The scope of work is described below.

To measure and quantify the economic value of vulnerable transportation conduits which pass through St. Charles Parish, to establish the “costs” of disruptions to commerce and other quantifiable impacts should the conduits be disabled by a flood/natural disaster event. The evaluation will focus on US Highway 90 and, with available data, the BNSF railroad section from Des Allemandes leading to Avondale. The analysis of economic impacts will be used to describe the wider regional, state, and national impacts of disruptions.

The study will also quantify impacts associated with disruption of access to road and rail routes connected by the US-90/BNSF corridor as it passes through St. Charles Parish, describing the potential impacts to surrounding economies, both within and outside to St. Charles Parish, in an emergency situation where access to the highway and the railway is interrupted.

### ***Task I: Compile and Standardize Parish Economic and traffic Data***

The consultants will obtain data from parish officials, stakeholders identified through parish officials, other stakeholders with reliable data, and original research; research data may be compiled from public sources such as the Bureau of Economic Analysis, the Bureau of Labor Statistics, and the U.S. Census, as well as from pay-for-data subscriptions, such as Pitney Bowes' AnySite. The process of compilation will seek to rationalize the data for analysis and modeling outputs characterizing spending, earnings, jobs, and tax revenues (see **Task III** below). The value of inputs and outputs of significant manufacturing facilities/industries that function in value chains beyond the parish will be researched to inform analysis of wider impacts at the regional, state and national level.

### ***Data Collection & Analysis:***

1. Obtain data from parish officials and original research, compile and standardize information to represent measurable economic activity in the parish, use the data as

inputs in order to model the parish economy, characterizing spending, earnings, jobs, and tax revenues; *identify and estimate qualitative* aspects of the parish economy using a supportable methodology and/or comparative data;

2. The Consultants will Perform traffic data collection, analyze and establish the motor vehicle activity on US90 and the contribution of US90 to transportation of people and goods in the parish and how the roadway connects to the larger regional transportation system, differentiate by type of vehicle and activity type;
3. Analyze rail data on the BNSF rail corridor supplied by the parish to characterize economic activity supported by rail freight through the parish, supporting wider impacts assessment;
4. Access other data from Consultants archives on resilience and evacuation after-action reports, access Census records to establish diaspora effects of evacuations;
5. Create analysis applying measured contribution of US90, and the BNSF rail corridor, to parish transportation system and project impacts to parish economic activity reliant on US90; and
6. Document data and analysis in draft and final report and slide presentation deck to report results.

#### ***Task II: Establish Vehicle Activity from Traffic Analysis for Modeling***

The consultants will collaborate in analyzing and defining the vehicle traffic activity on US Highway 90 at appropriate activity peaks. This analysis will be used to characterize the impact of disrupted automotive traffic to the economy of the parish; given a sufficient impact to overall parish mobility. This analysis will also support assessment of wider economic impacts beyond the parish itself.

The vehicle traffic activity will be used to establish a basis for quantifying the economic value of US 90 as an evacuation corridor.

The consultants will collaborate with parish officials to obtain relevant data on freight rail traffic on the BNSF corridor paralleling US Highway 90 while transiting through St. Charles Parish. This data will be used to support analysis of the impacts of disrupted rail traffic on the parish and wider areas of the national economy. Research will be conducted on previous evacuation efforts involving rail evacuations, and analysis of established data will model possible evacuation scenarios. *Note: analysis and modelling of these impacts is dependent on third-party data and cannot be performed without access to the data.*

#### ***Model Inputs:***

1. Origin and destination information for the traffic for the parish, segmentation by type of vehicle and peak activity.

2. Freight loading and other rail activity information detailing freight activity on the BNSF corridor between Des Allemands and Avondale, Louisiana. Any formal evacuation plans specifying passenger rail modes, such as Amtrak, and any research or after-action documentation describing passenger rail evacuation on freight rail service lines.
3. Information about the economic activity generated within the parish, likely the aggregated tax revenues collected and the applicable rates (State of Louisiana departments such as labor and revenue could probably help with modeling whatever could not be accessed from the parish; everything would be aggregated).
4. Some opportunity to understand the workings of major industries and employers in the parish, both a reasonable amount of time and perhaps some introductions to conduct interviews. We would need to be able to figure out how the major economic drivers operate to refine the model. If aggregate data is available via the Parish Office for Economic Development, it can be used to supplement whatever research can be had.

***Task III: Assessment of Economic Impact of Interrupted Use of Highway 90 and BNSF Rail Service through St. Charles Parish, In-Parish and Wider Economic Areas***

The consultants will use results derived from **Tasks I and II** to characterize the economic impacts of an interrupting event that would stop transportation on US Highway 90 and the parallel BNSF rail corridor. This output will characterize spending, jobs and tax revenues as standard economic metrics. Where qualitative impacts have been identified, these will be estimated where supported and described as well.

1. Research and categorize economics drivers in the parish, determine the size and scale of employment, revenues, produced goods and economic values. Memorialize and estimate observed *qualitative* aspects of the parish economy, organize materials to reflect impacts that will affect the parish, the region, the state and the nation.
2. Characterize economic categories, industrial, wholesale, commercial, and retail, compare employment with established economic impact reports.
3. Apply origin and destination analysis to the economic model to:
  - a. characterize the suspended or permanently lost economic impact in terms of spending, earnings, jobs, and taxes. This would be at least two buckets, what is suspended while the roads and rails are blocked and what will never be regained (an example would be the increased interest costs because the sale of goods was delayed); and
  - b. quantify the value of US 90 as an evacuation route, including analysis of supported impacts outside of St. Charles Parish.

- c. describe scenarios and capacity for rail evacuation using BNSF freight service rail connections, and apply models to quantify economic value of the rail evacuation corridor.

***Task IV: Documentation of Economic Impact of Interrupted Use of Highway 90 and BNSF Rail Service through St. Charles Parish, In-Parish and Wider Economic Areas***

The results of the foregoing tasks will be summarized in a focused report, which will be prepared in draft form for review and revised to address comments and notes from the review process, resulting in a final report for submission. The consultants will also prepare and present a summarizing slide deck.

1. Identified aspects of the parish economy will be indicated and measured, using supportable methodologies. Moreover, given accessible data on rail activity through the parish and information and critical industries in the parish, projections of wider economic impacts, including evacuation impacts, beyond the parish, into the region, the state, and the nation, can be crafted.
2. Produce the report supporting the modeling, analysis and table outputs, with presentation materials like a slide deck, etc.

**Project Cost, Timeline and Deliverables**

The deliverable will be an electronic copy of a full report, following discussion and mutual acceptance of a draft report with a summary of findings, methodology description, and appropriate graphics, 6 copies of the draft report and a Digital CD can be ready for client review within four to five months from notice-to-proceed. We anticipate NTP by January 14, 2019.

**Meetings, schedule and Cost:**

The Consultant Team anticipates 8 meeting during this process:

- Kick-Off Meeting with Parish officials
- 3 meetings during the model inputs phase including potential stakeholders
- 2 meetings during the process phase
- Final Draft meeting
- Presentation to Parish officials
- Meeting to brief designated officials, CPRA, etc.

We anticipate project duration to be 4- 6 months. We propose a Lumpsum amount of \$142,000.00 Inclusive of all Labor, overhead, fees and expenses to complete the project. We will invoice on a month basis reflecting a percent complete for that time period.