

William E. DeLong
1875 - 1951
Jesse E. DeLong
1880 - 1951
Flora Belle DeLong
1906 - 1979
William DeLong Jr.
1907 - 1982
William B. DeLong
1928 - 1992
Delmar E. DeLong
1931 - 1999
Daniel A. DeLong
1959 - 2010



The DeLong Co., Inc.

PO Box 552 • Clinton, WI 53525 • delongcompany.com

Christopher R. DeLong,
President/Treasurer
William P. DeLong,
V.P. of Operations/Sec.
David D. DeLong,
Vice President of Agronomy
William C. DeLong,
Vice President of Grain
Charles R. DeLong,
Vice President of Wholesale
Jordan G. DeLong
Whitney S. (Peissig) Thome
Austin P. DeLong
Brandon L. Bickham

03/19/2025

Oneida County Industrial Development Agency
c/o Shawna Papale
584 Phoenix Dr.
Rome, NY, 13441

Subject: Formal Request for Sponsorship of NYSDOT Passenger and Freight Rail Assistance Program (PFRAP) Application

Dear Ms. Papale,

On behalf of The DeLong Co., Inc., I am writing to formally request the OCIDA's sponsorship of our application for the New York State Department of Transportation's Passenger and Freight Rail Assistance Program (PFRAP). As part of our efforts to enhance the efficiency and competitiveness of agricultural logistics in Oneida County, we seek grant funding for the Sangerfield Rail Efficiency Project at our facility located at 7598 US-20, Sangerfield, NY 13455.

The DeLong Co., Inc. is a sixth-generation, family-owned agribusiness with a long history of providing high-quality grain handling, transportation, and export solutions. The proposed rail infrastructure improvements will optimize our loading and unloading capabilities, increase rail utilization, and reduce local road congestion and environmental impact. The project aligns with regional economic development goals and directly supports the broader objectives of the Mohawk Valley Regional Economic Development Council and the NY State Rail Plan.

We understand that as a private entity, we require an eligible public agency to serve as the formal applicant for PFRAP funding. While we request the Oneida County Industrial Development Agency to act as our application sponsor, we want to emphasize that The DeLong Co., Inc. will retain all responsibilities associated with the grant—including project execution, reporting, compliance, and financial obligations. We seek only administrative sponsorship and will ensure that there is no financial or operational burden placed on the Agency.

• **WE CULTIVATE PROSPERITY** •

WISCONSIN Clinton | Avalon | Elkhorn | Evansville | Janesville | Milwaukee | Sharon | Union Grove | Watertown
ILLINOIS East Chemung | Garden Prairie | Hampshire | Joliet | Marengo | Minooka | Ridgefield
South Beloit | Troxel | Waterman | West Chemung | Winnebago
NEW YORK Clifton Springs | Geneva | Manchester | Oswego | Sangerfield
OTHER LOCATIONS Edgerton, KS | Omaha, NE | Newark, NJ | Lockbourne, OH

We appreciate your consideration of this request and would welcome the opportunity to discuss the project in greater detail at your earliest convenience. Please let us know how we can facilitate the necessary steps to move forward. We look forward to your support in advancing this critical infrastructure initiative for the benefit of local producers and the regional economy.

Sincerely,

A handwritten signature in black ink, appearing to read "Chris DeLong". The signature is fluid and cursive, with a large initial "C" and a long, sweeping tail.

Chris DeLong

President

The DeLong Co., Inc.



The DeLong Co., Inc.

7598 US-20
Sangerfield, NY 13455
Rail Efficiency Project

Executive Summary

The DeLong Co., Inc (DeLong) seeks assistance through the NYDOT Passenger and Freight Assistance Program (PFRAP) for its potential rail project. The Sangerfield, NY Rail Efficiency Project is designed to enhance rail infrastructure, improve conveyance systems, and modernize equipment to optimize the loading and unloading of railcars. These improvements will generate significant economic, logistical, and environmental benefits, strengthening local agricultural markets, increasing rail utilization, and reducing road congestion and carbon emissions.

Company History

DeLong is a sixth-generation, family-owned agribusiness specializing in grain, fertilizer, transportation, exports, and logistics. With over 35 locations across seven states, including five in New York, DeLong is a recognized leader in containerized agricultural exports and a proven expert in bulk commodity transportation via rail to port destinations. The Sangerfield location, previously Gold Star Feed and Grain, was purchased by DeLong in 2024. Due to limited operations, Sangerfield is receiving agricultural commodities from local rural family farmers and transporting those to only New Jersey. With this expansion, local families would have access to more competitive markets.

Project Scope & Budget

The Sangerfield Project aims to enhance efficiency for producers by expanding handling capacity to 100-120 trucks per day during harvest and increasing railcar loading speed to over four railcars per hour. Key rail infrastructure upgrades include a rail winch system, rail receiving and reclaim conveyance, and a rail bulk weigh system. The total project cost is \$2,074,981 for direct rail loading and unloading operations.

Estimated Budget

Rail winch system:	\$190,501
Rail Drag & Leg:	\$803,591
Added Conveyance:	\$725,287
Bulk weigh Scale:	\$355,602



The DeLong Co., Inc.

Key Benefits:

- **Economic Growth & Market Expansion**
The project will lower labor and fuel costs for local producers, enabling them to reach broader markets through expanded rail destinations. Access to more markets can strengthen basis pricing by 20 cents or more per bushel, resulting in roughly \$1,550 to \$3,000 per average farm in the Oneida County region.
- **Enhanced Rail Efficiency & Reduced Road Congestion**
Increased speed and capacity for rail loading will enable greater reliance on rail transportation, reducing the need for truck shipments. This shift will decrease truck traffic and road miles, alleviate highway congestion, and improve overall transportation efficiency.
- **Lower Carbon Emissions & Environmental Impact**
By transitioning more freight to rail, the project will reduce carbon emissions by approximately 66-75%, as each railcar can carry the equivalent of three truckloads with a significantly lower environmental footprint. According to RSI Logistics, rail can move one ton of goods 336 miles further per gallon of fuel than trucks, making rail a more sustainable alternative.

Upon completion, this project will create a more efficient, cost-effective, and environmentally responsible grain transportation network. It will benefit local farmers, feed mills, and grain processors across New York State and the Northeast, reinforcing rail as a viable and sustainable transportation solution.

Call to Action

DeLong Co., Inc. respectfully requests *sponsorship* for the NYDOT PFRAP grant from the Oneida County Industrial Development Agency. DeLong will handle all preparation and execution of the project, requiring only Agency sponsorship—with no financial or administrative burden on the Agency.

This project aligns with local economic and infrastructure goals, and we would greatly appreciate your support. We welcome the opportunity to discuss this further at your convenience.