



How Siemens Came to the Southern Tier

Inside the Deal, the Strategy, and What Comes Next



The announcement that Siemens Mobility would build North America’s first high-speed rail manufacturing facility at the Southern Tier Logistics Business Park did not happen overnight. It was the result of years of planning, site investment, and coordinated effort across public and private stakeholders — all aligned around a single goal: making the Southern Tier competitive for large-scale, advanced manufacturing.

From Site Readiness to Site Selection

Before Siemens ever evaluated Horseheads, the groundwork had already been laid. The transformation of the Southern Tier Logistics Business Park began with the hiring of Angela Hawken as Eastern Division Vice President, marking a shift toward a more focused and strategic development approach. Her team began redesigning the Park with a clear theory — that rail-served, large-acreage, infrastructure-ready sites would be increasingly valuable to modern manufacturers. That meant investing early in rail access and alignment, utility capacity and expansion planning, road connectivity to I-86 and regional corridors, and pad-ready development parcels. That preparation proved critical. When Siemens began a

multi-state site search, Horseheads stood out not just for location, but for readiness. As Siemens leadership noted, the site offered existing rail infrastructure, available land, and a workforce aligned with manufacturing needs.

In economic development terms, that distinction matters: companies don’t just choose the best idea — they choose the site that is ready now.

The Coalition Behind the Project

Bringing Siemens to the Southern Tier required coordination across multiple levels of leadership and organizations — and importantly, strong private-sector partnership. Key contributors included:

- Local leadership in Chemung County and the Town/Village of Horseheads
- The Chemung County Industrial Development Agency, which played a vital role in site preparation and incentives
- Empire State Development and the FAST NY program, supporting infrastructure and site readiness
- Federal advocacy aligned with national

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Interesting Ohio History

Jesse Owens was one of the greatest athletes in history and a proud figure from Ohio. Born in 1913 in Oakville, Alabama, he later moved to Cleveland, where his talent in track and field quickly emerged. Owens gained worldwide fame at the 1936 Berlin Olympics, winning four gold medals in the 100 meters, 200 meters, long jump, and relay. His achievements amazed spectators around the world and showcased his extraordinary athletic ability. After the Olympics, Owens remained a symbol of perseverance, dignity, and excellence, leaving a lasting legacy in sports and American history.

Spotlight February Winners:

Bowling Green, Clyde, Fostoria #1, Fostoria #3, Ottawa, & Columbus, OH

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infrastructure investment priorities

- Private developers and operators connected to the business park, notably Edger Enterprises, whose long-term commitment to site development, investment, and positioning helped make the park competitive for a project of this scale

This type of public-private coordination is what ultimately made the difference. Projects like Siemens do not land based on a single advantage — they come together when people, infrastructure, policy support, and private investment are aligned and sustained over time.

Why Siemens Matters - Beyond the Headlines

At a surface level, the project brings approximately three hundred direct jobs and introduces high-speed rail manufacturing to the United States. But the deeper significance lies in what it signals.

Siemens will manufacture the American Pioneer 220 trainsets, the first true high-speed trains built domestically, for the Brightline West project. That places the Southern Tier at the center of new U.S. high-speed rail industry, a growing transportation manufacturing cluster, and a national push toward infrastructure modernization.

Locally, the impact extends further. As regional leaders have noted, projects of this scale drive growth in small businesses and service providers, increased need for workforce training and education, expansion of the local tax base, and increased demand for housing.

In short, Siemens is not just filling a building — it is resetting the economic trajectory of the park and the region.

A Defining Moment for Southern Tier Logistics

For the Southern Tier Logistics Business Park, this project represents a turning point. For years, the park was a strategic asset — favorably located & well planned but awaiting the right anchor tenant. Siemens changes that dynamic completely. The Siemens deal demonstrates that the park can compete nationally for advanced manufacturing, support rail-dependent industrial users, and deliver shovel-ready sites at scale.

Perhaps most importantly, it creates momentum. Large manufacturers tend to cluster. Suppliers follow anchors. Competitors evaluate nearby sites. Workforce pipelines expand. What begins as one project often becomes an ecosystem.

Understanding REDI Sites — And What “Platinum” Means

A key factor in attracting Siemens was the site’s readiness — a feature that was later recognized through platinum designation by the national REDI (Ready) Sites program.

The REDI program is designed to identify and certify sites that are truly ready for immediate industrial development, removing uncertainty for companies evaluating locations. To achieve Platinum designation, the highest tier, a site must (a) demonstrate full site control with clear ownership or development control with no legal or title barriers, (b) perform advanced due diligence in the form of environmental reviews and geotechnical analysis signaling that there are no unknown development risks (c) confirm access to power, water, sewer, telecommunications and transportation (road and, in this case, rail) (d) provide a clear and accelerated permitting pathway through alignment with local zoning and land use and (e) support rapid construction timelines.

Platinum status essentially tells a company, “you can build here immediately, with minimal risk.” That characteristic is rare — and it was a decisive advantage in the Siemens selection process.

What Comes Next

With construction underway and production targeted for 2026, the focus now shifts from attraction to execution and to what follows. Key opportunities ahead include supplier attraction to support Siemens operations, additional rail and advanced manufacturing tenants, workforce pipeline development with regional institutions, and continued infrastructure expansion within the Park.

The Siemens project is not the finish line; it is the foundation. The Southern Tier Logistics team is confident that the same strategy, discipline, and partnership approach that brought Siemens to Horseheads will continue to attract high-quality industrial

users to the park. With the right infrastructure in place and a growing manufacturing ecosystem taking shape, we believe the Southern Tier Logistics Business Park is positioned to become a primary driver of economic growth for the region — generating jobs, investment, and opportunity for years to come.

Knowing Your U.S. History

In April of 1933, during the depths of the Great Depression, the U.S. government made one of the most extraordinary moves in its history. President Franklin D. Roosevelt signed Executive Order 6102, requiring all Americans to hand over their gold coins, gold bullion, and gold certificates to the Federal Reserve.

It wasn’t optional. Citizens had a limited time to comply, and failing to do so could lead to \$10,000 fines or 10 years in prison.

By the end of the confiscation, 3,600 metric tons of gold had been taken from the American people. At the time, the government paid \$20.67/ounce for the gold. But just months later, they raised the official gold price to \$35 per ounce ... a roughly 70% increase in value! The gold was gone from private hands, and the government’s reserves were instantly worth far more.

With the increased reserves, the U.S. dollar’s backing in gold became much stronger, and America’s position in the global financial system improved. Private gold ownership in significant amounts remained illegal until 1974.



Bowling Green, OH WinterFest



The likeness of an Ohio Logistics truck was sculpted out of ice for the BG WinterFest held on 2/28 at the Bowling Green City Park Veterans Building. How cool is that?!

The United States National Debt

From about the time Ohio Logistics was founded until now

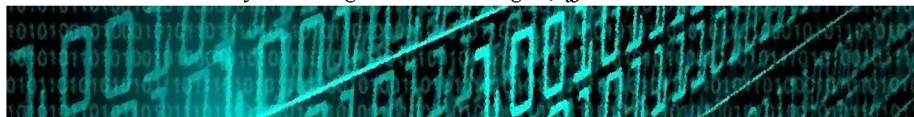
2026	\$38,960,000,000,000
2020	\$27,750,000,000,000
2015	\$18,150,000,000,000
2010	\$13,178,000,000,000
2004	\$7,379,000,000,000
1999	\$5,656,000,000,000
1994	\$4,693,000,000,000
1989	\$2,857,000,000,000

Daily Increase: \$6.43B
(Average per day over past year)

Debt Per Taxpayer: \$311,086
(Estimated based on ~125M taxpayers)

Interest payments on the national debt have become the fastest-growing federal expense. In FY 2025, interest payments (\$970 billion) were the third-largest federal expenditure behind Social Security and Medicare, and exceeded defense spending.

Tech Talk *By Ohio Logistics' IT Manager, Jeff Kirkendall*



Data centers have become essential infrastructure for the digital economy, but their rapid growth is contributing to rising energy costs. As cloud adoption, AI, and streaming services expand, data centers consume immense amounts of electricity to power servers and maintain strict cooling requirements. This constant demand places additional pressure on local power grids, especially in regions already facing capacity constraints.

Utilities often must invest in new generation and transmission infrastructure, costs that may be passed on to consumers. In some areas, data center clusters can significantly influence peak demand, leading to higher wholesale energy prices. While operators are increasing efficiency and investing in renewable power, the sector's accelerating energy needs continue to play a meaningful role in today's higher electricity costs.

Test Your Logistics IQ:

1) (1) The act of retaining a quantity to ship against an order when other order lines have already been shipped. Backorders are usually caused by stock shortages. (2) The quantity remaining to be shipped if an initial shipment(s) has been processed. Note: In some cases, backorders are not allowed. This results in a lost sale when sufficient quantities are not available to completely ship an order or order line.



2) Vendor-managed operations taking place within a customer's facility. JIT II was popularized by the Bose Corporation. The supplier reps, called "in-plants," place orders to their own companies, relieving the customer's buyers from this task. Many also become involved at a deeper level such as participating in new product development projects and manufacturing planning (concurrent planning).



3) An intermodal movement in which the shipment is moved from a foreign country to the U.S. by water and then moved across the U.S. by railroad to a destination that is a port city, or vice versa for exports from a U.S. port city.



April Dates of Importance:

April 1 - April Fool's Day
April 3 - Good Friday
April 5 - Easter
April 10 - National Siblings Day
April 15 - Tax Day
April 22 - Earth Day
April 24 - Arbor Day

Answers to "Test Your Logistics IQ"

1. Backorder
2. Just in Time II (JIT II)
3. Mini-Land bridge

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Meet Heather Huether

Heather is a five-year Associate and Lead Forklift Driver for Building #2 in Findlay, OH. Read below to learn a little more about Heather.



OL: Tell us about your family.

Heather: I have a boyfriend of five years, a son, a daughter, son-in-law, six-year-old granddaughter and a granddaughter on the way.



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OL: Name the thing that you look most forward to every day.

Heather: Connecting with loved ones, family and friends.

OL: What is your favorite thing about Findlay?

Heather: My mother lives here, and being close to my family and friends.

OL: If you had an extra \$5,000 and a week of vacation, what would you do?

Heather: Take the whole family to Disney where everyone can be a kid.

OL: If you wanted to impress someone by cooking them a meal, what would you make?

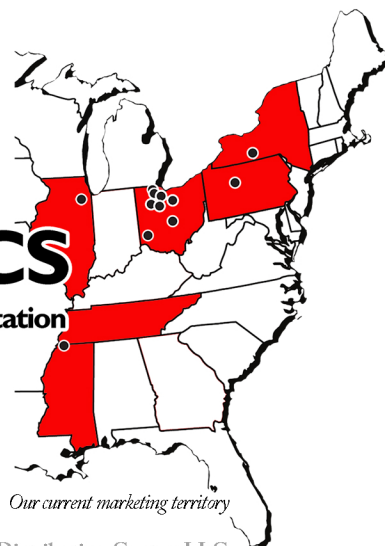
Heather: In all honesty, I hate to cook and being trapped in the kitchen. If need be, I would say prime rib, roasted potatoes, glazed carrots and a side salad. Otherwise, fast and simple.

OL: Where is your favorite escape within 100 miles of home?

Heather: Scene75, Cedar Point, Sprint car races, or in my backyard, swimming, corn-hole, pong, and chilling by the fire at night.

OL: Tell us something about yourself that most people don't know.

Heather: I was the first girl on the speed skating team. I absolutely love to skate.



Happy Birthday To You!

- OL Ohio**
 Scott Brinkman 4/22
 Randy Buckmaster 4/16
 Tiffany Donaldson 4/26
 Michael Felts 4/4
 Nikki Harris 4/18
 Norm Hinkle 4/27
 Henry Jones Jr. 4/6
 Paul Koehler 4/23
 Noah Lugibihl 4/1
 Larry Polta 4/23
 Charles Price 4/30
 Jose Quiroz 4/24
 Micheaux Robinson 4/3
 Lori Schaffier 4/3
 Storme Shaver 4/8
 Hannah Smith 4/18
 Wendell Spradlein 4/15
 Sidney Taylor 4/8
 Kevin Thompson 4/23
 James Wilka 4/27

OL Southern Tier Div.

- Michael Bush 4/7
 Rachel Christian 4/13
 Dewarn Duncan 4/20
 Brian Dusek 4/23
 Rich Giometti 4/10
 Michael Harden 4/11
 Dale Jackson 4/11
 Eric Johnson 4/10
 Jacqueline Lucero 4/27
 Bob Moon 4/8
 Briana Pruden 4/26
 Mark Thomas 4/28
 Daved Tice 4/26
 Jerry Wilson 4/6

OL Penn Centre Div.

- Brad Darby 4/11

It's Your Anniversary!

- OL Ohio**
 Kevin Anderson 7 Years
 Justin Cayanan 2 Years
 Tyler Chavana 2 Years
 Joshua Curtis 1 Year
 Tiffany Donaldson 14 Years
 Donald Friend 2 Years
 Bryon Helms 3 Years
 Henry Jones Jr. 1 Year
 Ron Lawrence 19 Years
 Amanda Leckey 2 Years
 Noah Lugibihl 4 Years
 Thomas Metzger 2 Years
 Charles Mitchell 2 Years
 Jason Pridemore 1 Year
 Roman Risner 10 Years
 Lukas Schalk 2 Years
 Hannah Shaferly 2 Years
 Sidney Taylor 2 Years
 Dakota Wilson 1 Year

OL Southern Tier Div.

- Ingram Allick 1 Year
 Mike DiNardo 1 Year
 Alexander Grady 2 Years
 Jeff Harris 10 Years
 Heather Johnson 1 Year
 Stacy Moon 13 Years
 Amanda Tosh 7 Years
 Timothy Welch 1 Year

OL Penn Centre Div.

- Robert Christy 5 Years
 Michael Mann 25 Years

OL Olive Branch Div.

- Deidra Tompkins 3 Years

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"Success isn't something that just happens - success is learned, success is practiced and then it is shared."

- Sparky Anderson -