



CASE STUDY

LOCATION

Lower Mississippi River

INDUSTRY

Bulk Liquid & Material Handling



Multi-Purpose Mississippi River Bulk Liquids/Bulk Cargo Terminal

CHALLENGE

River Resources was engaged by a private energy group to source, acquire and assist in the development of land for a multi-purpose industrial site on the Mississippi River. The site specifications included space and permitting for a multi-million barrel bulk liquid storage facility with a marine terminal. Also requested was adequate acreage for a sizable bulk material handling business. In addition to geographic and size requirements, the site needed to have access to key infrastructure components including rail, pipeline, deep water draft, utility and highway.

STRATEGY

River Resources conducted an in-depth analysis of the client's business model to fully understand the strategic geographic and operational factors that would enable a new bulk liquids and cargo site to have a competitive advantage. Advanced GIS and mapping tools were then utilized to analyze critical infrastructure and land characteristics. Upon identifying probable sites, the River Resources team then opened up doors with local landowners to gauge availability and terms of property. Next, the team met with industry, civil and environmental engineers, regulatory, port and political officials to determine development viability and support for the site. Key economic and business relationships helped put the site on track to gaining valuable incentives with State and local governments.

RESULT

The site was purchased under advantageous terms for the client. It was a strategic fit with two Class I rail lines, multiple pipelines, substantial deep draft river frontage and highway access. It is in proximity to some of the largest refineries in the state and is fully permitted for 10 million barrels of liquid storage. The site also contains adequate acreage for the bulk material handling business. River Resources remained engaged in a project management capacity to assist in the development, permitting and marketing of the site helping to secure anchor customers along with key management personnel.



RIVER RESOURCES

INDUSTRIAL SITE ADVISORS