

Railroad property acquisition

- Do know...
 - the property and parcel data
 - how to protect the railroad company
 - the level of complication
 - how many bridges needed
 - How many crossings needed
 - what elect officials you may be able to leverage and where
 - what railroad wants to turn into a trail
 - where funding will come from
 - your partners (and show them!)
- Do not...
 - Ask for railroad network
 - Shame the railroad
 - Use the word 'abandoned' lightly
 - Say railroad(s) going out of business
 - Understate customer demand for rail
 - Sue the railroad

