Tiffany Henry

Tiffany Henry

Submission Date	Oct 1, 2026 4:40 PM

For funding consideration, please make sure your application is complete and accompanied by the following information. If any item is not applicable, do not select it.

- Completed Checklist (this form)
- Funding Application and Applicant Certification
- IRS Form W-9 Request for Taxpayer Identification Number and Certification (The applicant must have received non-profit status certification prior to the awarding of any funds.)
- Narrative Report(s)
- Written authorization on official organization letterhead for an AUTHORIZED AGENT to act on behalf of Applicant
- Complete budget outline for the project
- Three letters of support from outside the organization applying for funding
- A schematic or similar design of the project, including any specifics that will assist in the approval process. All projects must meet all zoning requirements, building codes, permitting regulations, and other applicable laws.

Name of Capital Project	Dillsboro Rail Bikes
Location of Capital Project	42 Front Street
City	Dillsboro
State	NC

Zip Code	28725
Select the description that best describes the nature of your Project:	Major Equipment
Executive Summary - Please provide a brief overview of the Project and its benefits to Jackson County:	Jackson County is requesting Tourism Development Authority capital funding to purchase a fleet of fourteen motor-assisted rail bikes for operation on the Great Smoky Mountain Railroad (GSMR) line in Dillsboro. GSMR has recently purchased the former Dillsboro Town Hall at 42 Front Street, Dillsboro, NC 28725, which will serve as the launch point and operations hub for rail bike tours. The capital project site is identified as 66 Dills Street, a publicly owned property in which Jackson County has an ownership interest, while GSMR's privately owned property at 42 Front Street will serve as the operational base for the rail bike attraction. Under the proposed structure, Jackson County would purchase the rail bikes with TDA grant funds and retain ownership of the equipment, while GSMR would rent the bikes from the County via a formal rental agreement, maintain them, and operate the rail bike tours as a new extension of its existing rail excursion business. Jackson County has obtained a formal quote from Rail Gliders for fourteen pedal-with-motor-assist rail bikes with full floors, batteries, a starter kit, and crating, totaling $205,160, including estimated shipping. The County is requesting funding for the motor-assist configuration rather than the pedal-only option because, according to Rail Gliders, railroads that have added battery-assisted rail bikes have seen significantly more rider interest and revenue than with pedal-only bikes, since the motor assist makes the experience accessible to a much wider range of visitors, including older adults and riders with limited mobility or stamina. This project introduces a new, complementary attraction to Jackson County's tourism portfolio. It gives visitors a reason to choose Jackson County over competing destinations, encourages longer stays, supports the adaptive reuse of a historic municipal building in downtown Dillsboro, and drives new visitor spending at nearby restaurants, shops, and lodging. Because the County retains ownership of the equipment while GSMR bears the ongoing operating and maintenance responsibility, the project creates a durable, low-risk community tourism asset built on a single capital investment.
Name of Submitting Organization:	Jackson County
Purpose and Mission of Submitting Organization:	Jackson County's mission is to represent the best long-term interests of all citizens of Jackson County by providing effective leadership and clear direction.
How long has the organization been operating in Jackson County?	Since 1851
Tax Status of Submitting Organization:	Government/Non-Profit
EIN #:	566000310

Contact Person for this Application	Tiffany Henry
Title of Person (from above)	Director of Economic Development
Address	401 Grindstaff Cove Road Sylva, NC, 28779
Phone Number	(828) 631-2240
Website	https://www.jacksonnc.org
Links to Social Media Channels	https://www.facebook.com/jacksoncountync/
Details on project space/construction type, clients served, and the Project itself:	The rail bikes will operate on GSMR's existing rail line and will be based out of the former Dillsboro Town Hall, which GSMR has purchased and will use as the rail bike depot, ticketing point, and storage/charging facility. The project itself is the purchase of 14 pedal-assist (e-bike) rail bikes, 28 FTH batteries, 1 starter kit, and 7 crates to be owned by Jackson County and made available to GSMR under a formal rental agreement. Clients served include out-of-town and in-state tourists, families and multi-generational groups, active-recreation and rail enthusiast travelers, GSMR's existing excursion customer base, and Jackson County residents seeking a new local activity. The motor-assist design is also expected to broaden the pool of visitors who can comfortably participate, including older adults and riders with mobility limitations who might not be able to complete a longer pedal-only route.

Describe in detail the strategic rationale and justification for the Project:

This project diversifies Jackson County's tourism offerings beyond the traditional scenic train excursion that currently only has a layover in Dillsboro-no regular excursions departing from Dillsboro or Jackson County. The rail bike experience would allow GSMR to introduce a new type of railroad excursion from Jackson County while attracting visitor segments who may not otherwise visit the area. Because the project builds on an existing, proven rail asset, no new track or major infrastructure is required, allowing the County's capital investment to remain focused on equipment. The project also supports the continued activation and adaptive reuse of a historic downtown Dillsboro building recently acquired by GSMR, reinforcing the County's broader efforts to support downtown Dillsboro revitalization.

The partnership structure is another key strength. By leveraging an established tourism operator's marketing reach, trained staff, and existing visitor base, the project can launch and sustain a new attraction while reducing the operational risk the County would otherwise assume. Under the proposed formal rental agreement, Jackson County retains ownership of a durable, income-generating capital asset while GSMR assumes ongoing operating and maintenance costs. This creates a sustainable long-term model rather than a one-time attraction. The project also provides an additional reason for visitors to extend their stay in Jackson County, directly supporting the TDA's mission of increasing overnight stays and generating occupancy tax revenue.

Projected Useful Life of Project: 10 years

Amount of Tourism Capital Project Funding Requested This Cycle: 205,160

Costs

	Total
Total Project Cost	205160
Land Value (if applicable)	
Design and Project Management Costs	
Facility Hard Construction Costs	
Infrastructure and Equipment Costs	205160

Match Verification

	Source/Description	Type	Amount	Status	Date available
1	42 Front Street purchase	Real Estate	175000	Closed	10/1/2026
2	Renovations and Additional Structures	Real Estates	70000	Upcoming	
3					
4					
5					
6					
7					
8					

Are there any recurring costs to purchase new equipment / update the facility? If yes, list and explain:

Ongoing costs are expected to include routine maintenance of wear components (tires, brakes, drivetrain), battery replacement and charging infrastructure for the e-bike units, liability insurance, and eventual replacement of individual units as they reach the end of their useful life. Under the proposed structure, these recurring costs would be the responsibility of GSMR as the operator, funded through rail bike tour revenue and addressed in the formal rental agreement between GSMR and Jackson County.

Who or what is the targeted population, audience, or events for the Project?

The target audience includes families and multi-generational groups, in-state and out-of-state leisure tourists, active-recreation and adventure-tourism visitors, GSMR's existing rail excursion customer base, and Jackson County and regional residents seeking a new local activity. Because the County is pursuing the motor-assist configuration rather than pedal-only bikes, the attraction is also expected to be accessible to a wider range of ages and abilities, including older adults and visitors with limited mobility, which Rail Gliders reports has driven higher ridership at other railroads offering the motor-assist option. The attraction is not tied to a specific event calendar but is designed as a standing, bookable tourism product available throughout GSMR's operating season.

Please submit an event calendar for the previous twenty-four (24) months, if applicable, and the first 24 months for the Project using the format below. If the Project is an expansion to an existing facility, please only include events unique to the funded Project. If you need additional space, please upload a spreadsheet in this format at the last section of this application.

	Event Name	Event Dates	# of Participants	# of Spectators	Total Attendance	Room Nights
Event 1	Rail Bike Excursions	April-October			15000	3000
Event 2						
Event 3						
Event 4						
Event 5						
Event 6						

Please fill in the following with estimates for the expected number of annual attendees in each category, if applicable. If the Project is an expansion to an existing facility, please only include those attendees unique to the development of this Project. *FOR sporting events only

	Out of State	In-State, Non-County	Local	Avg. Length of Stay (Nights)
Spectators/Visitors	8500	5000	1500	2
Vendors				
Players/Participants/ Coaches – Adult*				
Players/Participants/ Coaches – Youth*				
Media/Staff				

On average, how many months per year will the Project be utilized?

7 months (April through October, with potential to go into November depending on weather).

For those months, how many average days per month will the Project be utilized?

30

Projected Room Nights

3000

Average Expected Nightly Room Rate

120

Please submit a brief narrative of the plan for this project to generate room nights in Jackson County	The rail bike tours will provide visitors with an additional reason to plan an overnight or multi-day trip to Jackson County rather than making a single-day visit. The experience will complement GSMR's existing scenic train excursions while giving visitors another activity to incorporate into a Jackson County itinerary. Visitors may combine a rail bike tour with other area attractions, including waterfalls, outdoor recreation, breweries, and downtown Dillsboro and Sylva. Because rail bike tours will operate on a limited-capacity, reservation basis, visitors will be encouraged to plan their trips in advance. This advance planning creates an opportunity for visitors to reserve lodging and build a longer Jackson County itinerary around the rail bike experience. GSMR's existing regional visitor reach will help introduce the new attraction to travelers who may not otherwise consider Jackson County as an overnight destination. The project is therefore expected to generate additional overnight stays by expanding the number of activities available to visitors and strengthening Jackson County's overall tourism offering.
List additional sponsors/partners if known:	Great Smoky Mountain Railroad
How will you evaluate and measure the Project's success?	Success will be measured through ticket sales and ridership data collected by GSMR, visitor origin data (zip code or state of residence) gathered at the point of sale, year-over-year growth in ridership and revenue compared to initial projections, visitor satisfaction feedback, and trends in local occupancy tax collections. The formal rental agreement between Jackson County and GSMR will include a requirement for GSMR to report usage and ridership data to the County so that these metrics can be tracked over the life of the project.
Will events held through the Project charge an entry fee, admission fee, parking fee, etc.?	Yes
If yes to the above, please detail:	GSMR will charge a per-rider or per-bike ticket fee for rail bike tours, similar to its existing train excursion ticketing model. Final pricing will be set by GSMR based on tour length, group size, and prevailing market rates for comparable rail bike attractions.
Outline of the marketing plan for the Project and resulting events:	Marketing for the rail bike tours will be led by GSMR through its established marketing staff, strategies, and distribution networks. GSMR has an existing visitor database, social media presence, website, and travel-industry relationships that can be used to introduce the rail bike experience to both its existing customer base and new audiences. Marketing will position the rail bike tours as a complementary experience to GSMR's existing scenic train excursions and as a new active-recreation attraction in Jackson County. Jackson County will support the project through its tourism promotion channels where appropriate, helping increase awareness of the attraction among visitors planning trips to the area. Marketing will also highlight the rail bike experience alongside other Jackson County attractions, including outdoor recreation, waterfalls, breweries, and downtown Dillsboro and Sylva, encouraging visitors to consider the County as a destination rather than a pass-through stop.

Describe what steps will be taken to attract new visitors and thus increase overnight stays:

The project will expand Jackson County's tourism offerings by introducing a new, bookable active-recreation experience that can be incorporated into a broader Jackson County itinerary. GSMR will promote the rail bike tours through its established regional and national marketing channels, allowing the attraction to reach visitors who may not otherwise have considered Jackson County as part of their trip.

The reservation-based, limited-capacity nature of the tours will encourage visitors to plan their trips in advance and provide an additional activity around which visitors can build an overnight or multi-day itinerary. Visitors may combine the rail bike experience with GSMR's scenic train excursions and other Jackson County attractions, including outdoor recreation, waterfalls, breweries, and downtown Dillsboro and Sylva. Jackson County will support these efforts through its tourism promotion channels and by directing visitors toward local lodging, dining, shopping, and other attractions. By adding another significant tourism experience to the County's attraction portfolio, the project is intended to encourage longer visits and generate additional overnight stays and occupancy tax revenue.

IRS Form W-9

W-9.pdf

Narrative Report(s)

Narrative Report- Rail Bikes.docx

Written authorization on official organization letterhead for an AUTHORIZED AGENT to act on behalf of Applicant

Authorized Agent.pdf

Complete budget outline for the project

Rail Bikes Budget.xlsx

Three letters of support from outside the organization applying for funding

letter of support 10.1.26.pdf

JC Chamber LOS.pdf

Dillsboro Railbike.LOS.2026-09-28.pdf

A schematic or similar design of the project, including any specifics that will assist in the approval process. All projects must meet all zoning requirements, building codes, permitting regulations, and other applicable laws.

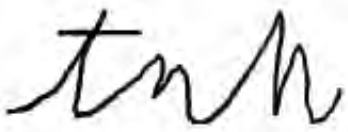
Rail Glider Flyer 2026a.pdf

Any other files relevant to the Project

Great Smoky Mountain - quote 9-25-26.pdf

Shipping Estimate.pdf

Signature:



Date Oct 1, 2026

Name Tiffany Henry

Title of Person Authorized to Sign the Application Director of Economic Development

TOWN OF DILLSBORO
PO Box 1088
Dillsboro, NC 28725
(828) 586-1439
info@dillsboronc.info

Monday, September 28, 2026

Jackson County Tourism Development Authority
Attn: Nick Breedlove
98 Cope Creek Road
Sylva, NC 28779

RE: Letter of Support for Dillsboro Rail Bike Grant Application

Dear Jackson County Tourism Development Authority:

The Town of Dillsboro is pleased to provide its support for Jackson County's application for Tourism Capital Project funding to purchase rail bikes for operation by Great Smoky Mountains Railroad (GSMR) in Dillsboro.

The proposed rail bike project represents an exciting opportunity to expand tourism activity in downtown Dillsboro and create a new visitor experience utilizing the community's existing railroad infrastructure. The Town supports the addition of a new railroad-based attraction that will complement GSMR's existing operations and provide visitors with another reason to visit and spend time in Dillsboro.

The Town recognizes the potential for the rail bike experience to generate additional visitor traffic, encourage longer stays, and support local businesses by bringing visitors into downtown Dillsboro. Increased visitation can benefit local restaurants, shops, lodging establishments, and other tourism-related businesses throughout the community.

The Town of Dillsboro supports Jackson County's request for funding for this project and looks forward to the continued partnership among Jackson County, GSMR, and the Town of Dillsboro in expanding tourism opportunities and supporting the vitality of downtown Dillsboro.

Sincerely,

Tim Parris
Mayor, Town of Dillsboro

Tim Parris

Aldermen: David Gates ♦ John Miele ♦ Susan Phillips ♦ Gladys Pilarski ♦ Thomas Walker
Tim Parris, Mayor

9-25-26

To: Betsy Norwood
Jackson County, NC
Great Smokey Mountain RR
betsynorwood@jacksonnc.org
m. (828) 586-7570

Re: Rail Gliders Quotation

Betsy,

Thank you for your recent inquiry regarding Rail Gliders.
We offer the following for your consideration.

(14) Rail Gliders, Pedal only.
$9,500 each

(14) Rail Gliders, Pedal with motor assist and full floors.
$12,600 each (less batteries)

(28) 48 Volt, 20 aH Batteries. We recommend 2-3 batteries per bike to ensure that there is always a charged battery available.
Amazon Batteries - $495 each, includes charger and tray installation (Based on current market price, you can purchase these directly from manufacturer if you prefer)
FTH Batteries - $695 each, includes charger and tray installation, American assembly, includes 2-year warranty.

(1) Rail Bike Starter Kit.
Includes; 10 drink coolers, 15 walkie-talkies, 10 first-aid kits, 15 safety vests, and 4 orange flags.
$1,350 each

(7) Crating. We can get 2 bikes on a crate that will allow 10 bikes to ship in one 53' Dedicated truck.
$500 per crate

(1) Shipping. We will quote this cost at the time of shipment.

The total cost for 14 pedal bikes, 1 starter kit, and 7 crates would be:

$137,850 plus shipping.

The total cost for 14 motorized bikes, 28 Amazon batteries, 1 starter kit, and 7 crates would be:

$195,110 plus shipping.

The total cost for 14 motorized, 28 FTH batteries, 1 starter kit, and 7 crates would be:

$200,710 plus shipping.

Our bikes are designed for standard gauge rail with a grade of 1 ½% or less.
We are currently quoting delivery at 12-16 weeks after receipt of down payment.
We provide a 3-year warranty for parts.

Our current terms are:
25% down
35% prior to shipping
40% net 30

We appreciate your interest in Rail Gliders and look forward to working with you.
Please let me know if you have any questions or comments.

Lars Tuvesson
Rail Gliders
610-717-7224

JACKSON COUNTY CHAMBER OF COMMERCE • CONNECTIVITY, COMMUNICATION & COMMITMENT

JACKSON COUNTY, N.C.
CHAMBER OF COMMERCE & VISITOR CENTER

September 28th, 2026

Jackson County Tourism Development Authority
Attn: Nick Breedlove
98 Cope Creek Road
Sylva, NC 28779

RE: Letter of Support for Dillsboro Rail Bike Grant Application

Dear Jackson County Tourism Development Authority,

The Jackson County Chamber of Commerce is pleased to support Jackson County's application for grant funding to purchase rail bikes for operation by Great Smoky Mountain Railroad (GSMR) in Dillsboro.

The proposed rail bike project will add a new tourism experience to Jackson County and complement the existing attractions and outdoor recreation opportunities that draw visitors to our community. By introducing a new type of railroad excursion, the project has the potential to attract new visitors while providing GSMR's existing customers with another reason to spend additional time in Jackson County.

The project also represents a meaningful investment in downtown Dillsboro. GSMR's recent acquisition of the former Dillsboro Town Hall at 42 Front Street and its planned reuse of the property as the launch point and operational base for the rail bike excursions will bring continued activity to a prominent downtown property. The combination of private investment and public investment in the rail bike equipment creates an opportunity to strengthen Dillsboro as a visitor destination.

From a business perspective, additional tourism activity can generate benefits beyond the attraction itself. Visitors who come to Dillsboro for a rail bike excursion may also patronize local restaurants, shops, lodging establishments, and other tourism-related businesses. Expanding the number and variety of experiences available to visitors can help encourage longer stays and increase visitor spending throughout the community.

Located in the Historic Hooper House
773 West Main Street
Sylva, N.C. 28779
828-586-2155
www.mountainlovers.com
JacksonChamberTeam@gmail.com

The Jackson County Chamber of Commerce supports this project and believes it represents a valuable opportunity to diversify Jackson County's tourism offerings, support downtown Dillsboro, and create additional economic activity for local businesses. We appreciate the Jackson County Tourism Development Authority's consideration of this investment and look forward to seeing the project contribute to the continued growth and vitality of our tourism economy.

Sincerely,

Todd Vinyard

Todd Vinyard
Executive Director
Jackson County Chamber of Commerce

September 28th, 2026

Jackson County Tourism Development Authority
Attn: Nick Breedlove
98 Cope Creek Road
Sylva, NC 28779

RE: Letter of Support and Commitment- Dillsboro Rail Bike Grant Application

Dear Jackson County Tourism Development Authority:

Great Smoky Mountains Railroad (GSMR) is pleased to support Jackson County's application for funding to purchase rail bikes for operation in Dillsboro, North Carolina. As part of the proposed project, GSMR agrees to enter into a rental agreement with Jackson County for the use of the rail bikes purchased by the County. Jackson County will retain ownership of the rail bikes, while GSMR will be responsible for the operation, routine maintenance, and upkeep of the equipment throughout the term of the rental agreement.

GSMR also agrees to operate the rail bike excursions on its existing railroad line and to use its recently acquired property at 42 Front Street, Dillsboro, NC 28725, the former Dillsboro Town Hall, as the launch point and operational base for the rail bike tours. GSMR purchased the property for $175,000 which will support the rail bike operation as well as retail sales. The GSMR will invest $70,000 additional for building improvements, rail siding, protective shed structure, maintenance structures, security and power supplies to support the railbike operation.

GSMR will be responsible for staffing and operating the rail bike excursions, including tour operations, customer service, scheduling, and ongoing maintenance of the rail bikes. GSMR will also utilize its established marketing capabilities and visitor reach to promote the new rail bike experience as an additional tourism offering in Jackson County.

GSMR recognizes the potential of this project to expand Jackson County's tourism offerings, encourage visitors to spend additional time in the area, and support continued investment and activity in downtown Dillsboro. We look forward to partnering with Jackson County to establish and operate this new tourism experience.

Sincerely,

Kim Albritton
Vice President and General Manager, Great Smoky Mountains Railroad

P.O. Box 1490 • 225 GH Everett Street • Bryson City, NC 28713
800-872-4681 / 828-586-8811 / Fax 828-488-0427
www.gsmr.com



Presenting the RAIL GLIDER

The Only Public-Friendly, Commercially-Available Railbike Designed by Railbike Operators for Railbike Operators

Our **patent-pending, family-friendly railbike design will be the key to your operation's success.** Rail Gliders will delight your customers with their simple, smooth operation. Designed to be operated and maintained with a minimum of staff and skill, they will ensure the profitability of your business.

The Rail Glider *NEVER needs to be lifted* to turn around. No tools, turntables, or heavy lifting required—merely flip a switch, change the setting on 3 clutches, and pedal or drive in the other direction. Turning can be done anywhere—no need to pedal to a dedicated turnaround point, turntable, or crossing, so your guests can ride as long or as little as they like.

Intended to welcome everyone from small children to adults, the Rail Glider's *seats are infinitely adjustable* while sitting on them.

Other benefits:

Industrial-quality construction means a long-life of reliable and exceedingly-low maintenance operation. No mid-trip breakdowns or late-night repairs in the busy season.

Flexible frame keeps all four wheels on the rails even on uneven track and even with unevenly-distributed human weight.

Steel tires on steel rails = no friction. Bike glides effortlessly and 6.5" pedal cranks make pedaling easy.

Safety-promoting disc brakes operable by every rider at any time.

Made in the USA. Customer support based in Pennsylvania.

Lightweight—Total weight approximately 480 pounds (motorized version)

Standard Features:

(8) Built-in cup holders

Full floors

Cooler Basket

Tow hitch to couple the railbikes together

Two Models Available:

The original Rail Glider Pedal Bike—Four Seater

Rail Glider with 2,000 Watt Motor Assist—Four Seater—Allows everyone to enjoy the experience

Trial Bikes Available for Heritage Rail Establishments

PHOTOGRAPHS









PHOTOGRAPHS







RAIL BIKE SPECIFICATIONS

Weight, total, E-Bike	460 pounds
Weight with seats removed.	390 pounds
Four pedal positions	
Overall length	120 inches (10 ft)
Overall width	63 inches (5 ft 3 in)
Wheelbase (axle to axle)	84 inches (7 ft)
Wheel spacing (4'8" between flanges)	for standard gauge rail (PRR) (4' 8.5")
Wheel diameter at the rail	18 inches
Wheel flange diameter	20 inches
Seat height above top of rail	23 inches- Allowing Easy on and off access for passengers. Running-board style step provided.
Seat positions	Six (6), Maximum 4 seats
Pedal positions	Four (4)
Construction	Powder Coated Steel and Aluminum. Many Stainless-Steel components.
Wheel material	Cross Linked HDPE, Welded Steel rims for minimal roll resistance
Axles	Two and three pieces for ease of service, Stainless steel tubing, 1 Inch diameter.
Bearings	For axle and pedal support 16 Industrial sealed ball bearings 8-wheel bearings, 8 pedal bearings
Axle (clutch) Sprockets	1/4-inch steel, 22 teeth
Pedal crank sprockets	1/4-inch steel, 39 teeth.
Chains	#40
Reversing clutches	Four, one per pedal position. Able to reverse direction without lifting and turning the bike. Electric assist utilizes an additional reversing clutch.
Chain guards	100% fully guarded chain. Chains are guarded by frame rails. They cannot be seen or accessed by riders.
Seats	reversible (no tools required)
Seat adjustment	Infinite. Adjust while seated. Position and tighten the seat "stop" to lock in position.
Seat Construction	HDPE, exclusive unique design. Comfortable, weatherproof, design exclusive to our bikes.
Tow bar	16-inch steel towing bar provided. Connect bikes to each other as well as to a tow vehicle
Seat Belt ready	Unique brackets accept any seat belts.
Brakes	Heavy duty Disc Brake on one axle. The disc is locked to the axle by a split hub clamped to the axle, plus a 5/16-inch dowel pin passing through the axle.
Brake operation	Red Center Cable, accessible to all passengers.
Floors	Floors are standard.
Electric assist option	1800-watt motor, 20:1 reduction gearbox Standard 38 tooth axle sprocket produces a top speed of 8-10 MPH. Hi-Lo selector switch delivers 5-6 mph in Lo and 8-10 mph in Hi.
Batteries	Batteries are not included. The motor compartment is designed to accept a standard eBike battery. Batteries need to be 48-volt, 30-amp, 20 Ah. Available from Amazon.

Jackson County

Betsy Norwood <betsynorwood@jacksonnc.org>

Rail Gliders

lars.tuvesson@maguire.com <lars.tuvesson@maguire.com> Mon, Sep 28, 2026 at 8:11 AM
To: betsynorwood@jacksonnc.org

Betsy,

Morning.

We received the following quote to ship 14 rail bikes to your location.

53' Dry Van: **$2400-2600**

26' Box Truck: **$1700-1850**

So, I would estimate the shipping at $4,450.

Please let me know if you need anything else.

Thank you for you interest in Rail Gliders.

Lars

From: lars.tuvesson@maguire.com <lars.tuvesson@maguire.com>
Sent: Friday, September 25, 2026 10:48 AM
To: betsynorwood@jacksonnc.org
Subject: Rail Gliders

Betsy,

[Quoted text hidden]

2 attachments

Great Smokey Mountain - quote 9-25-26.pdf
103K

Rail Glider Flyer 2026a.pdf
766K

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See *Specific Instructions* on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

COUNTY OF JACKSON

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☑ Other (see instructions) LOCAL GOVERNMENT

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

5 Address (number, street, and apt. or suite no.). See instructions.

401 Grindstaff Cove Road

Requester's name and address (optional)

6 City, state, and ZIP code

Sylva, NC 28779

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

5	6	–	6	0	0	0	3	1	0

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person** Theresa Tymaluska **Date** September 25, 2026

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

JACKSON COUNTY ADMINISTRATION

County Manager: Kevin King

401 Grindstaff Cove Road, Suite A-207, Sylva, North Carolina 28779
Phone: 828-631-2295 • FAX: 828-631-2208
Email: kevinking@jacksonnc.org

September 25th, 2026

Jackson County TDA
Nick Breedlove
98 Cope Creek Road
Sylva, NC 28779

RE: Authorization of Agent for Dillsboro Rail Bike Grant Application

To Whom It May Concern,

This letter formalizes the authorization of Tiffany Henry, Director of Economic Development, to act as an authorized agent on behalf of Jackson County Government concerning the Dillsboro Rail Bikes grant application to the Jackson County Tourism Development Authority.

Tiffany Henry is authorized to prepare, sign, submit, and execute all documents necessary to complete this application and to represent Jackson County in all communications regarding this funding request. This authorization is granted with the full knowledge and consent of the leadership of Jackson County.

Don't hesitate to contact our office should you require any additional information or verification.

Sincerely,

Kevin King
County Manager
Jackson County Government

Narrative Report: Dillsboro Rail Bikes

Executive Summary

Jackson County requests $205,160 from the Jackson County Tourism Development Authority (TDA) to purchase a fleet of fourteen motor-assisted rail bikes, with batteries, a starter kit, crating, and shipping, for use by Great Smoky Mountain Railroad (GSMR) out of the former Dillsboro Town Hall at 42 Front Street. The County will own the bikes and lease them to GSMR under a formal rental agreement. GSMR will insure, maintain, market, and operate the attraction on its existing rail line, with tours occurring April through October.

GSMR carries approximately 200,000 passengers a year over 53 miles of track, and rail bike tours give those visitors, and new ones, a distinct, reservation-based experience that is worth planning a night or an additional night around. GSMR's $175,000 purchase of the Town Hall, which will serve as the operations base, along with a minimum of $70,000 in planned improvements, represents $245,000 in matching private investment supporting the project.

Project Overview and Strategic Rationale

GSMR is a long-established scenic rail excursion operator based in Bryson City with a line that runs through Dillsboro. Rail bikes are pedal-assisted, rail-mounted vehicles that carry small groups along a rail corridor, and they have become a popular addition at heritage railroads because they offer a hands-on, active alternative to a traditional train ride. Jackson County proposes to bring that experience to Dillsboro by purchasing the equipment and leasing it to the operator best equipped to run it.

The project uses an existing asset: no new track or major infrastructure is needed, so the public investment goes directly into equipment that generates visitors. It adds a second, different reason to visit. A scenic train ride is largely a single-outing product, while a rail bike tour appeals to families, active travelers, and repeat visitors who have already ridden the train, and the pairing of the two supports multi-day itineraries. The motor-assist configuration was chosen deliberately. According to a Rail Gliders sales representative, railroads that have added battery-assisted bikes have seen significantly more interest and revenue than with the original pedal-only bikes because the motor assist makes the experience accessible to far more people.

Tourism Impact and Visitor Experience Enhancement

Rail bike tours add a new category of experience to Jackson County's visitor offerings: active, scenic, small-group, and shareable. Motor assist lowers the physical barrier, so multi-generational families, older adults, and visitors with limited stamina can ride together, which

widens the audience beyond typical adventure-tourism customers. Full floors on the bikes further improve comfort and ease of use.

The experience is also tied to place. GSMR will base operations in the former Dillsboro Town Hall, so ticketing, check-in, and customer service take place in a historic downtown building that has been returned to active use, drawing visitors onto Front Street before and after each tour. For repeat visitors, the rail bikes give a reason to return to Dillsboro even if they have already taken the train.

Economic Development and Overnight Visitation Strategy

The project is designed to increase lodging occupancy in Jackson County through several mechanisms. Tours will be reservation-based and limited in capacity, which encourages visitors to plan trips in advance and to book lodging along with their tickets. Pairing a rail bike tour with a scenic train excursion, along with other area attractions, builds an itinerary that naturally spans a weekend rather than an afternoon. The April to October season also reaches into spring and fall shoulder months, when a new anchor activity can do the most to support lodging demand.

At the planning level, the County estimates approximately 8,500 out-of-state and 6,500 in-state (local and non-county) visitors in the first year of operation, generating an estimated 3,000 room nights attributable to the attraction, growing as awareness builds. At an estimated blended average nightly rate of $120 for area hotels, motels, cabins, and inns, that represents roughly $360,000 in annual lodging revenue and corresponding occupancy tax collections.

Partnership Framework and Community Integration

The partnership divides responsibilities according to strengths. Jackson County will use the grant funds to purchase the rail bikes in full, own them as a County capital asset, and lease them to GSMR under a formal rental agreement, the terms of which, including rent, will be finalized with GSMR. GSMR will insure the equipment, maintain it, staff and operate the tours, and set ticket pricing. GSMR owns the Town Hall outright, having purchased it for $175,000, so no separate building lease or agreement is needed, and GSMR will invest at least $70,000 of its own funds in renovations to prepare the building for rail bike operations.

This structure limits the County's risk while keeping a public asset in public hands, and it relies on an operator with deep experience in rail. GSMR has conducted its own research and is prepared to launch; the grant is the missing piece needed to buy the bikes and bring the concept to life. The attraction is also intended to strengthen downtown Dillsboro, sending visitors to nearby restaurants, shops, and lodging, and GSMR will cross-promote those local partners.

Project Specifications and Implementation

The purchase is based on a formal quote from Rail Gliders September 25, 2026. It includes fourteen Rail Gliders pedal-with-motor-assist bikes with full floors; twenty-eight 48 Volt, 20aH FTH batteries, two per bike so that a charged battery is always available; a Rail Bike Starter Kit containing drink coolers, walkie-talkies, first-aid kits, safety vests, and orange flags; and seven shipping crates, which allow the fleet to be transported efficiently by dedicated truck. The bikes are designed for standard gauge rail and carry a three-year parts warranty.

Rail Gliders quotes delivery 12 to 16 weeks after receipt of a down payment. Following an award, the County will place the order, coordinate delivery, and execute the formal rental agreement with GSMR, while GSMR prepares the Town Hall and its staff.

Financial Framework

The total project cost is $205,160, and the County requests the full amount from the TDA. This investment is supported by the $245,000 in matching private investment from GSMR through its property acquisition and planned improvements for the rail bike operation. The budget below reflects the Rail Gliders quotation and an estimated shipping cost.

Item	Qty	Unit Cost	Total Cost
Rail Gliders rail bike, pedal with motor assist and full floors	14	$12,600	$176,400
48 Volt, 20aH FTH batteries (American assembly, 2-year warranty)	28	$695	$19,460
Rail Bike Starter Kit	1	$1,350	$1,350
Crating	7	$500	$3,500
Shipping (estimate)	1	$4,450	$4,450
Total Project Cost (TDA request)			$205,160

The equipment is purchased from an out-of-state manufacturer, so the local economic return comes primarily from what follows: GSMR's $175,000 investment in the Town Hall and a minimum of $70,000 planned for outfitting the building, ongoing local operations and employment, and visitor spending on lodging, dining, and shopping in Jackson County. Recurring operating costs, including insurance, maintenance, staffing, and eventual battery replacement, will be the responsibility of GSMR as the operator and addressed in the formal rental agreement, rather than requested from the TDA.

Marketing and Promotion Strategy

Marketing will be led by GSMR, which already has dedicated marketing staff, established strategies, and broad networks reaching its approximately 200,000 annual passengers and beyond. Rail bike tours will be promoted alongside train excursions, through GSMR's website, booking channels, email and social media, and travel-industry relationships. The County will support these efforts through its own channels and coordinate with the TDA on messaging that highlights Jackson County lodging.

Success Metrics and Evaluation Framework

GSMR will track tickets sold, tour utilization, and revenue, and collect visitor origin by zip code or state at booking. The formal rental agreement with GSMR will include regular reporting of these figures to the County, which can be shared with the TDA.

Long-Term Vision and Sustainability

The rail bikes are heavy-duty commercial equipment, and GSMR estimates a useful life of 10 years with regular maintenance, with batteries treated as a shorter-lived component that GSMR will replace as needed. Because operating costs and maintenance rest with GSMR, and the attraction generates its own ticket revenue, the project is designed to sustain itself well beyond the initial investment. If demand supports it, future growth could include additional bikes, private group charters, and seasonal or special-event tours, all of which would extend the attraction's contribution to overnight visitation.

Conclusion

The Dillsboro Rail Bike project is a focused, leveraged investment in Jackson County's tourism economy. A one-time capital purchase of $205,160, supported by GSMR's $175,000 investment in purchasing the former Dillsboro Town Hall, along with at least $70,000 planned in renovations, and its operating experience, creates a new, accessible attraction designed to keep visitors in Jackson County overnight. The County respectfully requests the TDA's support to bring the project to life.

Item	Quantity	Unit Cost	Total Cost
Rail Gliders, Pedal with motor assist and full	14	$12,600.00	$176,400.00
48 Volt, 20aH FTH Batteries	28	$695.00	$19,460.00
Rail Bike Starter Kit	1	$1,350.00	$1,350.00
Crating	7	$500.00	$3,500.00
Shipping	1	$4,450.00	$4,450.00
		Total Project Cost	**$205,160.00**

Dillsboro Rail Bikes: Budget

Use of Funds

Item	Quantity	Unit Cost	Total Cost	
Rail Gliders, Pedal with motor assist and full floors	14	$12,600.00	$176,400.00	
48 Volt, 20aH FTH Batteries	28	$695.00	$19,460.00	
Rail Bike Starter Kit	1	$1,350.00	$1,350.00	
Crating	7	$500.00	$3,500.00	
Shipping	1	$4,450.00	$4,450.00	
Subtotal: Infrastructure and Equipment (TDA Grant Request)			**$205,160.00**	
Real Estate: Former Dillsboro Town Hall, 42 Front Street (purchased by GSMR)			$175,000.00	
Renovations by GSMR to 42 Front Street			$70,000.00	
TOTAL PROJECT COST			**$450,160.00**	

Sources of Funds

Source	Type	Amount	% of Total	Status
TDA Grant Request	Grant	$205,160.00	45.57%	Requested
GSMR Town Hall acquisition	Match: Real Estate	$175,000.00	38.88%	Purchased
GSMR Town Hall renovations	Match: Construction	$70,000.00	15.55%	Committed
TOTAL SOURCES		**$450,160.00**	**100.00%**	