

BNSF Railway



AZ Rail Opportunities



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Regional Manager of
Economic Development

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AZ/NM/Western TX

BNSF Intermodal Hubs and Overview

BNSF Facts

Length of network: **32,000 route miles**
States in network: **28**
Canadian provinces in network: **2**
Employees: **38,000**
Headquarters: **Fort Worth, Texas**
Ports served: **40+**
Intermodal facilities: **32**
Locomotives: **6,600**
Average annual capital investment: **\$2.4 billion**



Phoenix Subdivision Rail Traffic

Phoenix Branch Line Operations

- Rail traffic enters Phoenix from the Trans-continental Line.
- Phoenix is a consumption market.
- Primarily industrial and consumer products.
- All rail traffic goes into Phoenix yards



Recent Freight Rail Developments

New Freight Rail Development Trends

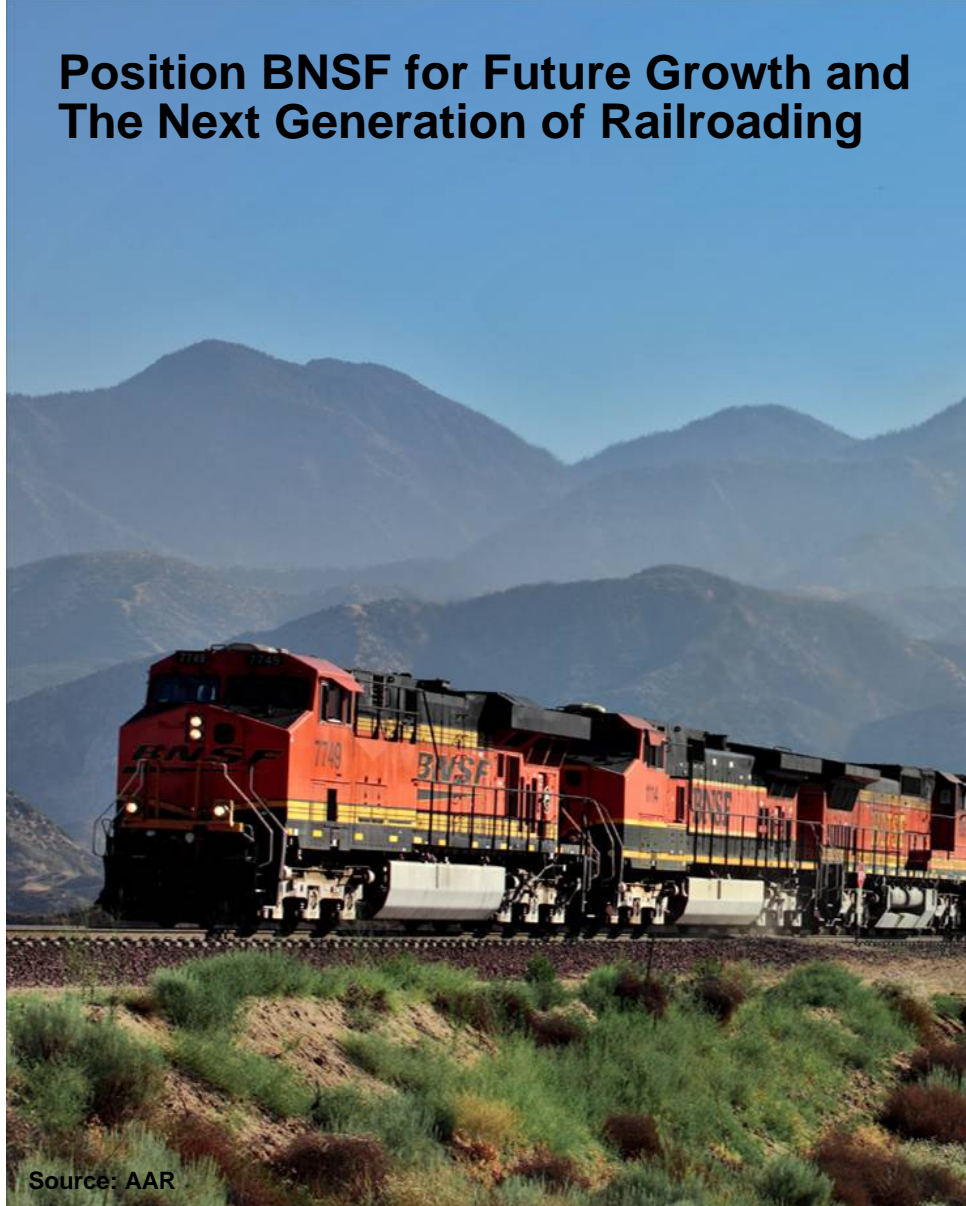
- Inland Port and Logistic Center Development
- Innovation, New Markets, New Borders, Connectivity
- Community Value and Benefits of efficient Supply Chain Logistics
- Economic Development Positioning and Regional Transportation Corridor Master-Planning
- Maximize Performance of Green, Multi-Modal Mass Transportation Systems and ROW's



BNSF RR Economic Development

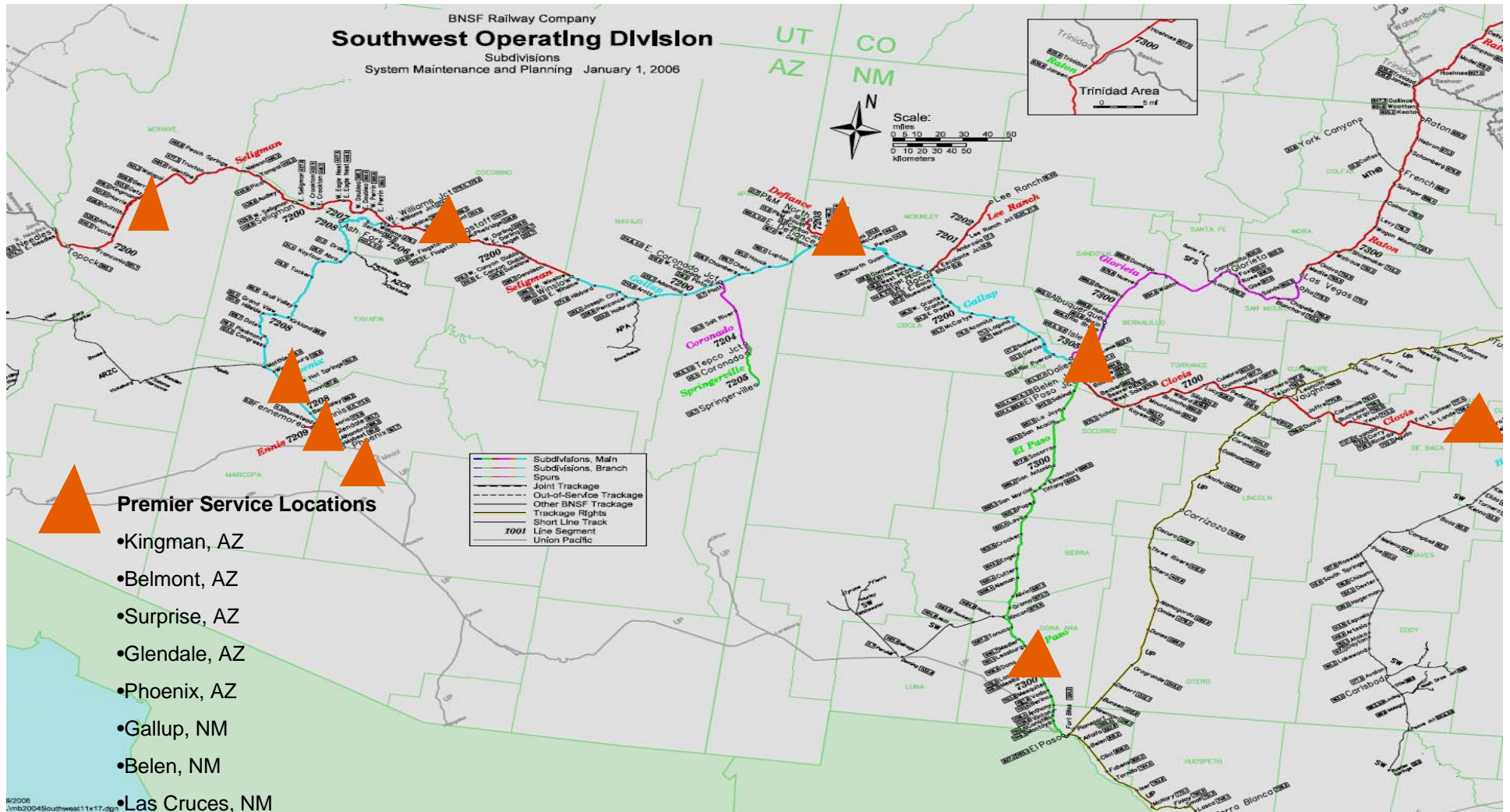
Premier Service Locations

Position BNSF for Future Growth and The Next Generation of Railroading



- Premier Service Locations Position BNSF for 2032
- Adjacent to high capacity roadways
 - Promote rail density
 - Generate employment and realize the highest and best use of land
 - Incorporate master planned rail infrastructure
 - Multi-use unit train and co-location facilities
 - Self-switched industrial parks
 - Mega Transload Facility and Intermodal Hub
 - Direct rail served plants
- Eliminate impact to high capacity rail corridors
- Maximize use of existing infrastructure

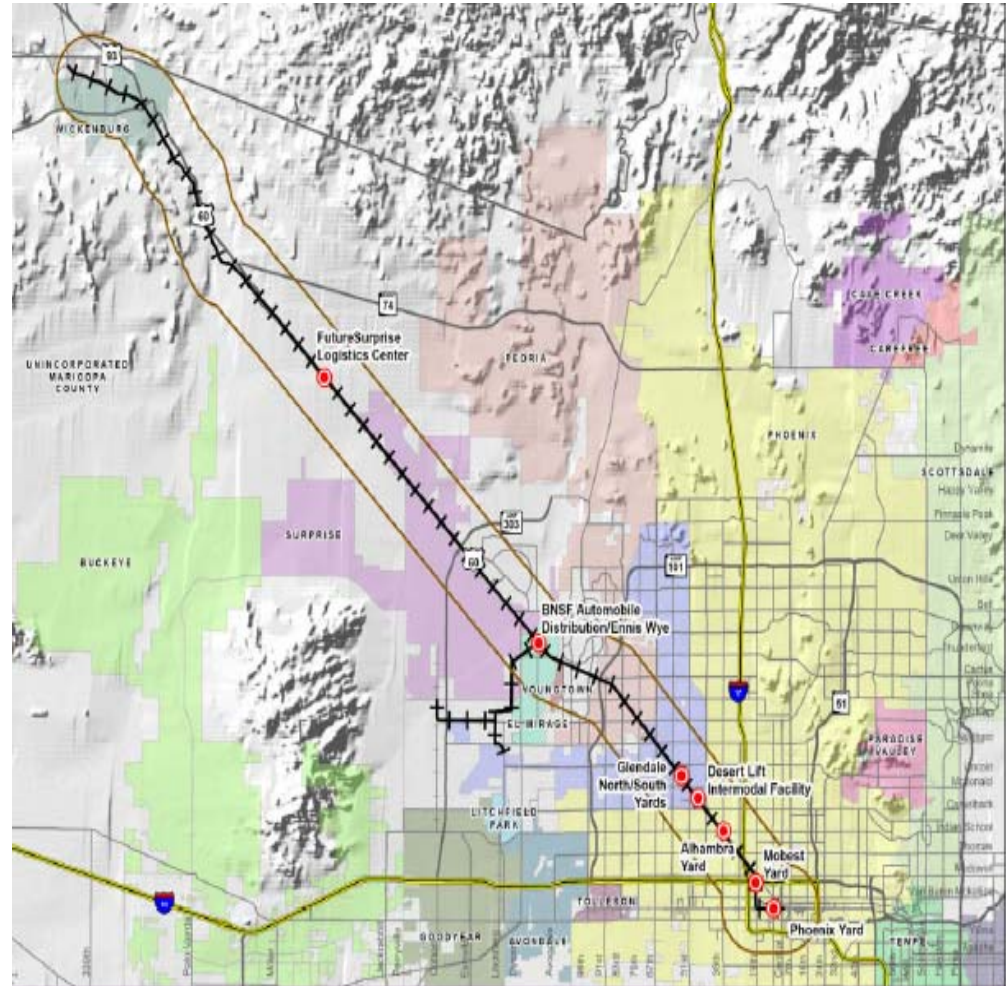
Premier Service Locations Maximize BNSF Regional Presence



Shared Economic Benefits

Employment, Community Congestion Relief, Rail Efficiency

- Support resolution of the Phoenix metro transportation issues (efficient movement of people and products).
- Real estate development has outpaced roadway development.
- Design multiple transportation solutions.
 - Decongest overburdened roadways
 - Develop WV employment centers.
 - Implement multi-modal mass transportation solutions
- Maximize the performance of the Grand Ave Corridor and existing infrastructure.
- The railroad generates commerce and promotes ED supply chain fluency.



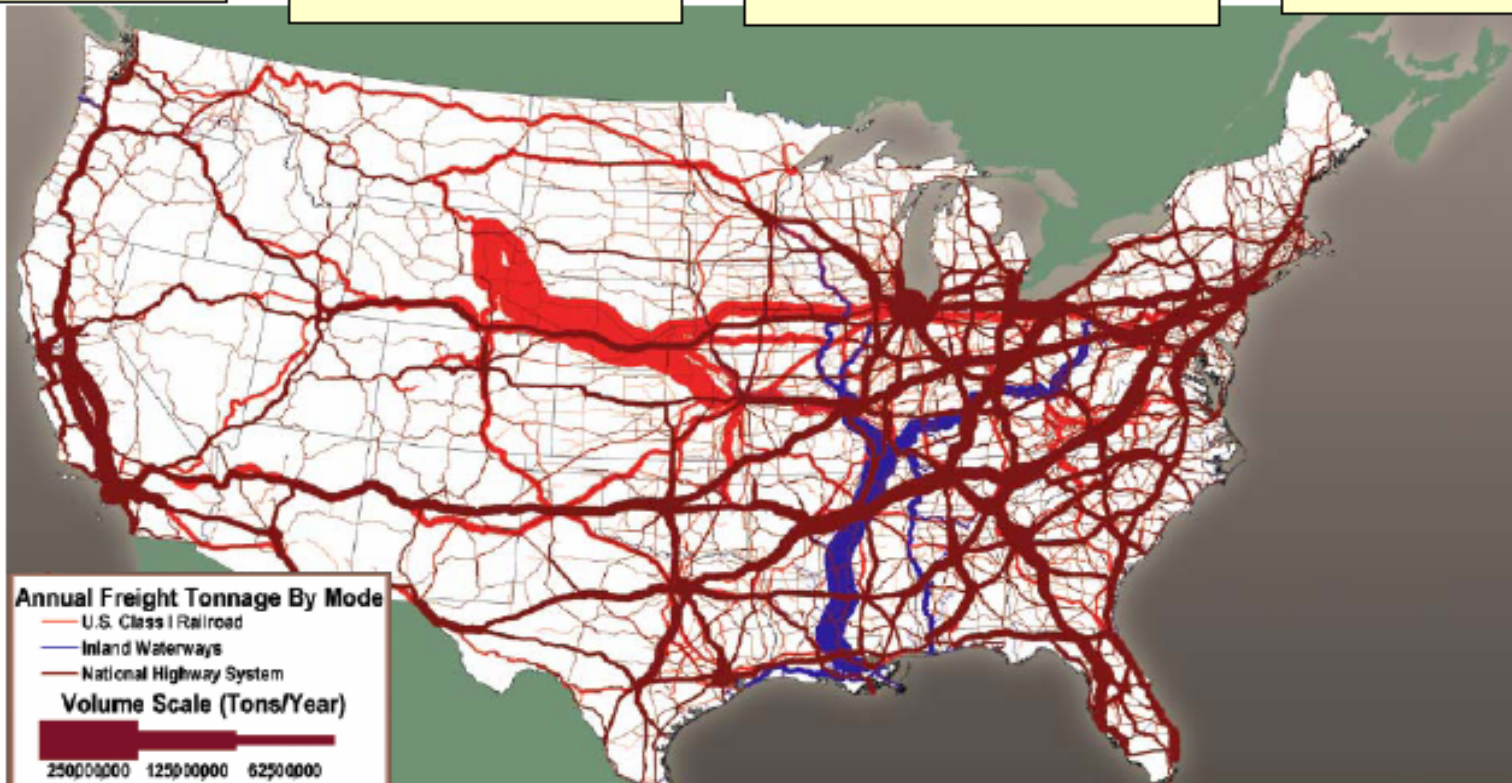
The US Supply Chain is an Economic Engine

Key to global competitiveness
10% of US GDP
(China – 22%)

8 million jobs
involved in
moving and
handling freight

The supply chain
represents \$1.4
trillion in goods and
economic activity

A 1% change in
supply chain
costs = \$14
billion



Transportation corridors facilitate economic growth

Rail's Environmental Value

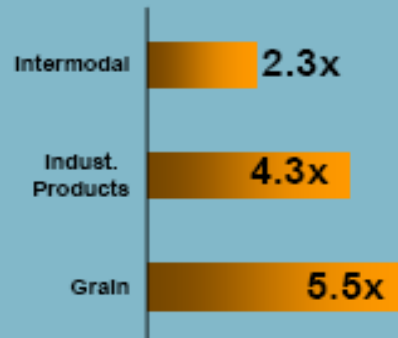
Reduced Congestion

- 11.5 million containers and trailers moved by rail reduces GHG emissions by 17.2 million metric tons vs. highway
- One bi-level commuter railcar can take as many as 120 cars off the road

Fuel Efficiency



Fuel Efficiency vs. Truck*



- Passenger rail uses 21% less energy per passenger mile than autos and 17% less than airlines
- Passenger rail uses 17% less energy per passenger mile than airlines

Fewer Emissions

- One BNSF intermodal train removes more than 280 long-haul trucks from our nation's highways
- Intercity passenger trains produce 60% less CO₂ emissions per passenger mile than autos and 50% less than airlines

Regional Growth & Economic Repositioning

- **Long Term Growth Strategy for Increased Market Demand**
 - Master plan regional rail operations to maximize efficiency
 - Anticipate growth in future business development markets
 - Consolidate industrial development in strategic locations
- **Provide Necessary Employment Growth Opportunities**
 - Develop regional industrial hubs and increase the tax base
 - Attract major industry to strategic / high demand markets
 - Generate 10,000+ new jobs per hub
- **Improve Regional Multi-Modal Transportation**
 - Employment centers diminish commuter traffic
 - Recognize the superior fuel efficiency of rail vs. truck for the long haul
 - Maximize rail traffic on megapolitan market rail corridors

Statewide Corridor Development

Comprehensive Growth Strategy

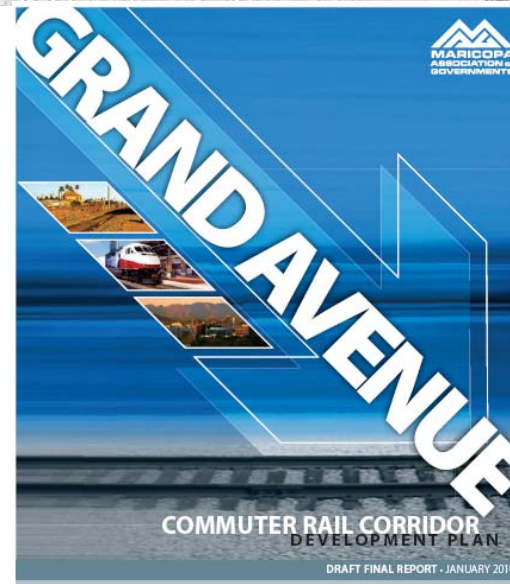
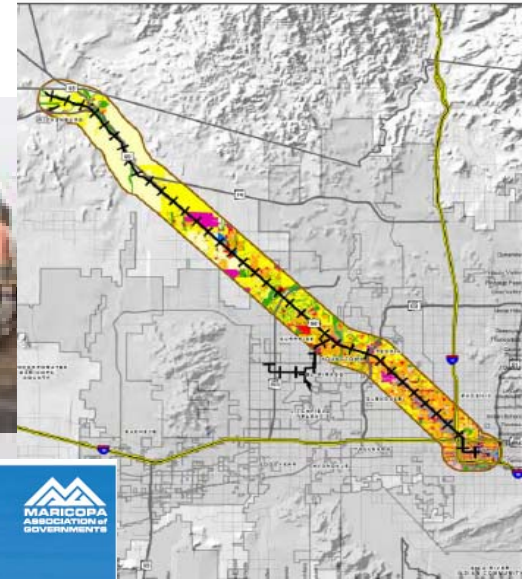
Comprehensive Growth Plan

- Promote innovation and development of new, intelligent markets and sub markets
- Support new regional borders and transportation connectivity
- Develop transportation facilities and services to support regionally significant employment hubs, inland ports, data centers and rapid deployment distribution centers
- Increase capacity and invest in our core railroad network
- Exemplify our long term commitment to becoming leaders in logistics and global supply chain solutions



Mobest Yard at Grand Avenue and 19th Avenue

FUTURE CORRIDOR LAND USE BUILD OUT



“Because the future doesn’t look like it used to.”

