

BNSF Overview

Peiter Hjertstedt

REGIONAL MANAGER OF ECONOMIC
DEVELOPMENT

8/30/2021



BNSF Overview



BNSF Railway is committed to **servicing our customers today** and **investing to accommodate their growth tomorrow.**

28 States Served
+3 Canadian Provinces



26
Intermodal Facilities



~35,000
Employees



32,500
Route Miles



~7,700
Locomotives



9.4 Million
Carloads Shipped in 2020



~370
Transload Facilities
on Network



40+
Ports Served



\$40+ Billion
Invested Since 2010



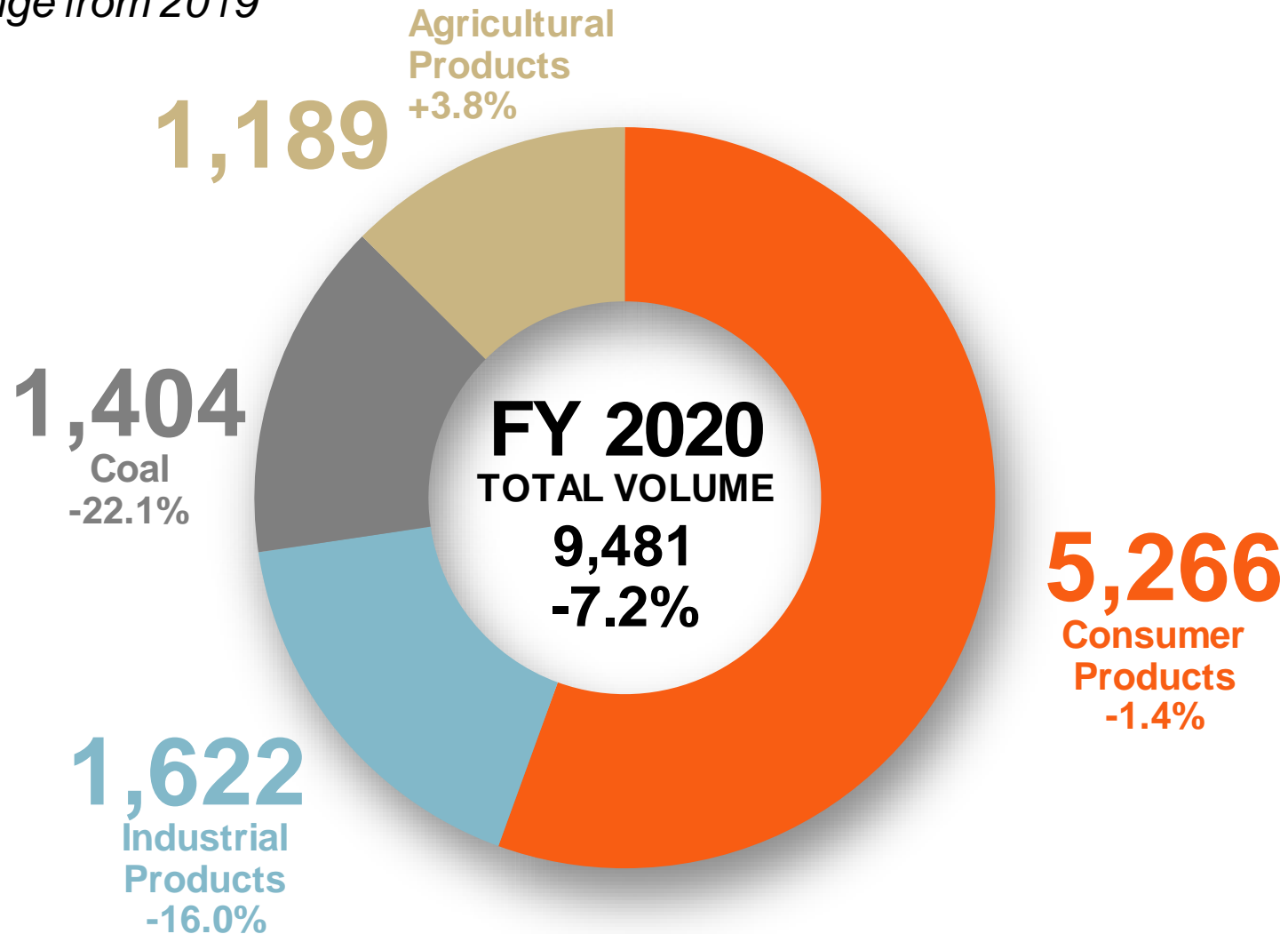
Our Network



BNSF Volume – Full Year 2020

Total units and % change from 2019

In Thousands

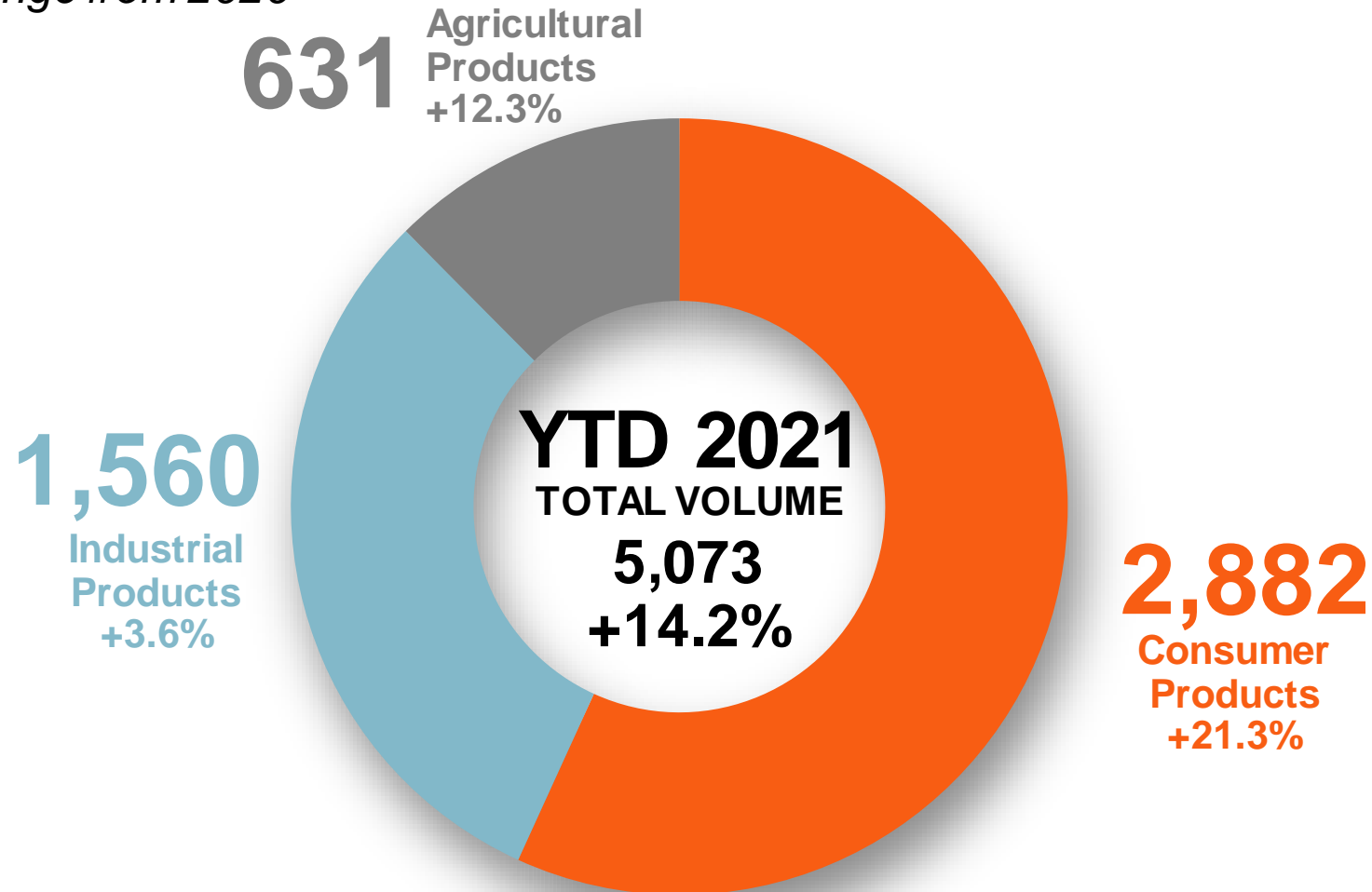


BNSF Volume – YTD 2021 thru Q2



Total units and % change from 2020

In Thousands



What Does BNSF Ship in a Year?



We help America feed the world

Enough grain to supply 900 million people with a year's supply of bread



We link industry to the world

Enough asphalt to lay a single lane road two times around the equator



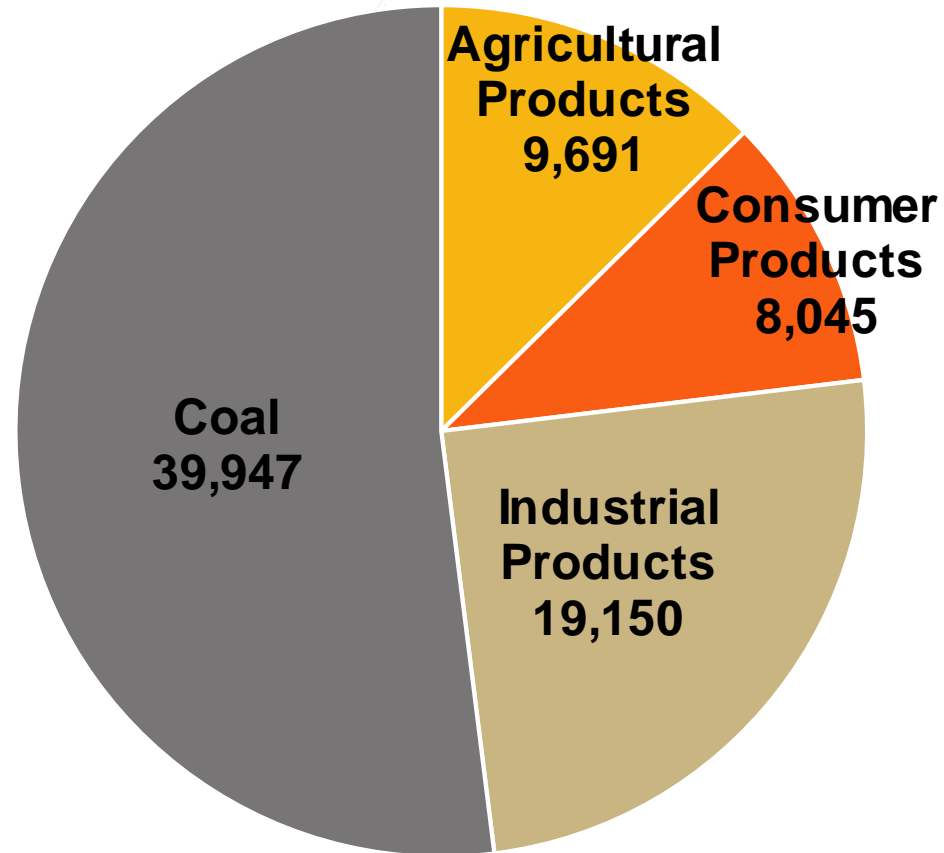
We deliver the world to America

~5 million intermodal shipments carrying the appliances, clothes, computers, electronic products, packaged goods, paper products, and televisions you buy

New Mexico Volume – Outbound 2020

Total units

Products Shipped FROM New Mexico

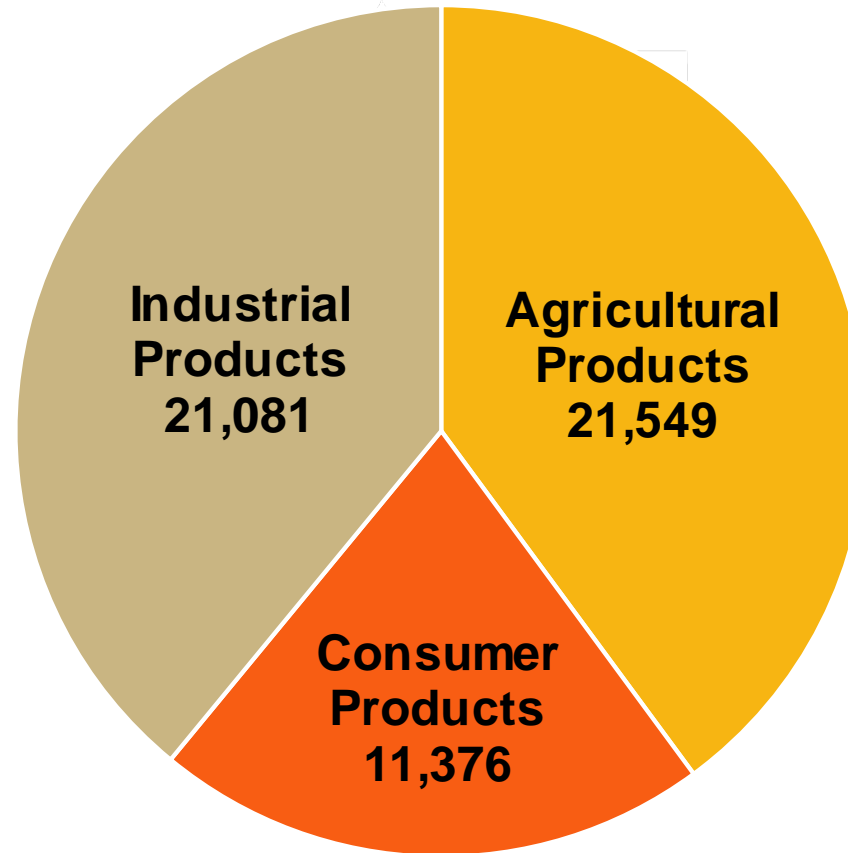


76,833 Carloads and Intermodal Units

New Mexico Volume – Inbound 2020

Total units

Products Shipped TO New Mexico



54,006 Carloads and Intermodal Units

BNSF New Mexico Fast Facts



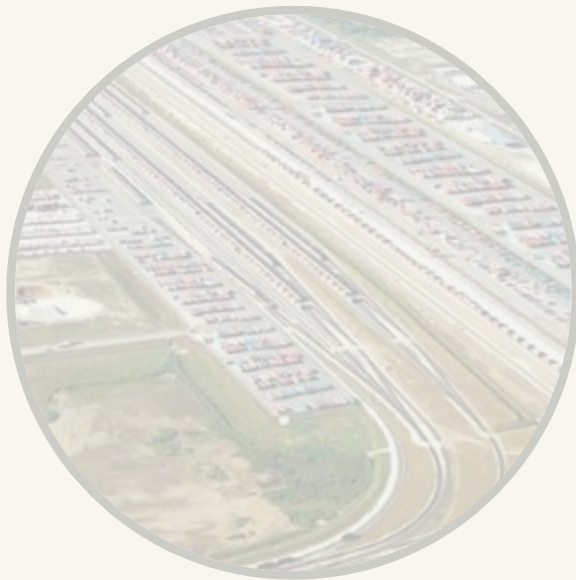
- 1,434 Employees
- \$127,962,509 annual payroll
- \$ 1,468,214 in foundation gifts (since 2012)
- Capital Spend of \$60M planned for 2021
- Own or operate on approximately 1,500 miles of track
- Over 99,000 carloads originate from New Mexico
- Almost 64,000 carloads terminate in New Mexico
- Over 4,300,000 carloads are handled in New Mexico

BNSF Strategic Economic Development Programs



Economic Development Strategic Programs

Logistics Parks



Logistics Centers



Certified Sites



Transload



INVEST • DEVELOP • PARTNER • PROMOTE

Strategic Approach - create conditions to attract customer site location opportunities to the BNSF network

Site Certification Overview



Description

- Direct rail service
- Multi-commodity and customer
- Site locations are reviewed to ensure accurate, reliable data
- Private business park developments
- Partnerships with economic development organizations, developers and communities

Benefits

- Reduce development time
- Increase speed to market
- Reduce upfront development risk of rail-served industrial sites
- Increase awareness of sites

Site Certification Overview

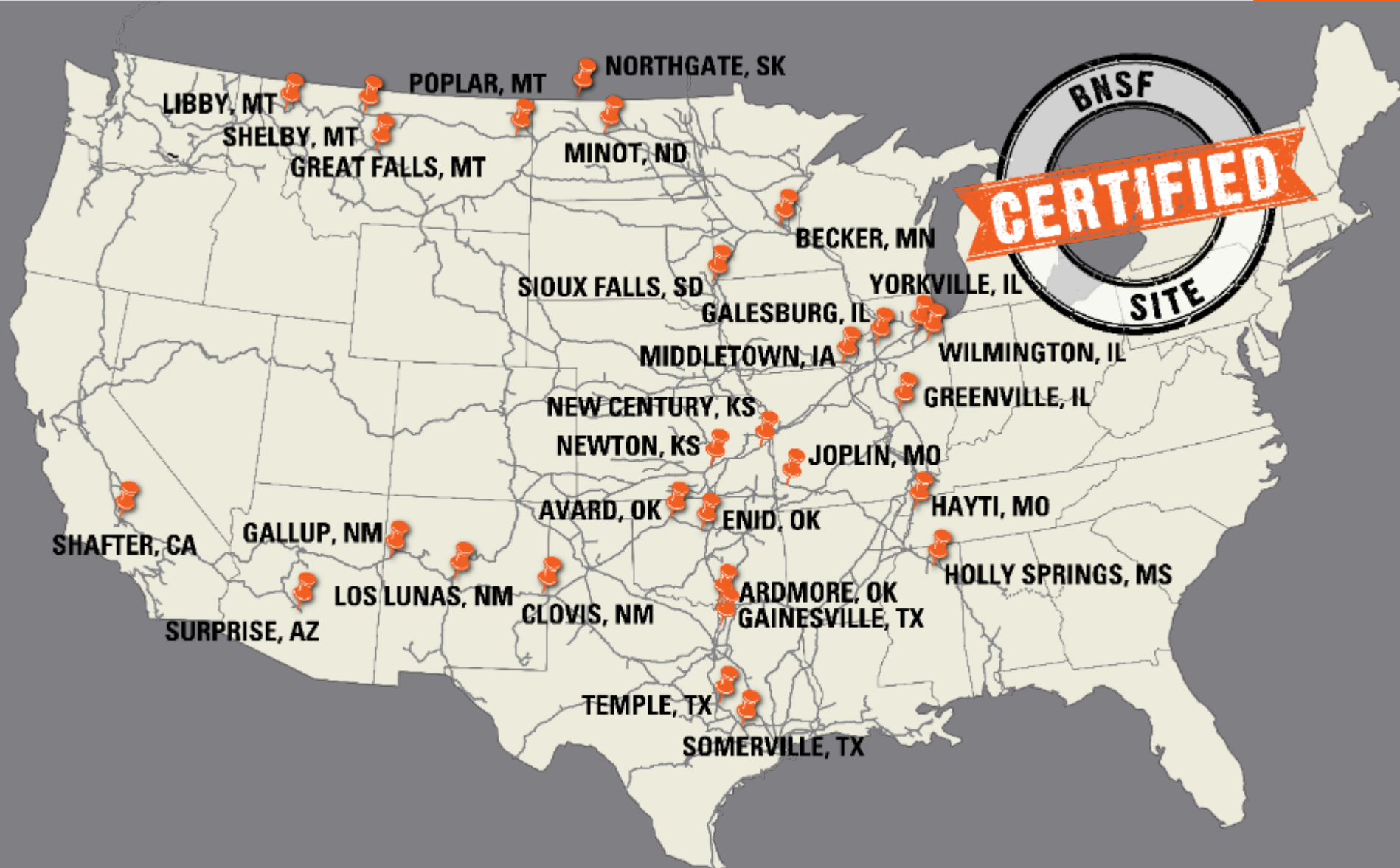
Launched in 2015 to develop a collection of prospective rail-served industrial sites along the BNSF network.

29 SITES AVAILABLE

- Reduce development time & upfront develop risk for customers while increasing speed to market
- Create product inventory of available, rail-ready industrial sites for internal and external stakeholders
- Guide customers to pre-approved, choice locations



BNSF Certified Sites



Gallup Energy Logistics Park Gallup, New Mexico

ECONOMIC DEVELOPMENT Tracking For Success



Gallup Energy Logistics Park, LLC (GELP) is a rail served industrial development on 2,500 acres of property located within McKinley County, New Mexico. A 365-acre parcel in GELP has received certification as part of BNSF Railway's Certification Site program. BNSF certification ensures a site is ready for rapid acquisition and development through a comprehensive evaluation of existing and projected infrastructure, environmental and geotechnical standards, utility evaluation and site availability.

SELECTING A CERTIFIED SITE CAN:

- Reduce development time
- Increase speed to market
- Reduce upfront development risk of rail-served industrial sites

PROPERTY DETAILS

Gallup Energy Logistics Park, LLC (GELP) is a rail served industrial development on 2,500 acres of property located in McKinley County, approximately 5 miles northwest of Gallup, New Mexico. The site is permitted for heavy industrial development and provides access to roads, rail and utilities.

BNSF has certified a 365-acre rail-served parcel located within the 2,500 acre development. The site plan calls for 11,000 feet of rail connecting to the BNSF mainline and recent improvements have been made to local roads creating ease of access to Interstate 40 and NM State Highway 491.

Site Details:

- 365 acre parcel
- Direct access to BNSF
- Access to Interstate 40 & State Highway 491
- Permitted for heavy industrial development



CONTACT INFORMATION

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Development Corporation
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For more information on BNSF's Certified Sites Program, please visit
www.bnsf.com/rail-development or call 817-593-1092



SITE PROFILE

| | |
|-----------|-----------------------------------|
| Land Area | 365 acres |
| Zoning | Heavy Industrial |
| Owner | Gallup Energy Logistics Park, LLC |

DEMOGRAPHICS

Gallup, a city in McKinley County, is part of the North and West Central New Mexico nonmetropolitan area. The estimated population of McKinley County is 76,708.

POPULATION

| | |
|-----------------------|--------|
| Gallup, NM | 23,240 |
| 10 mile radius | 30,321 |
| 15 mile radius | 36,524 |

UTILITIES

| | |
|---------------------------|--|
| Electric | Gallup Joint Utilities & Continental Divide Electric Cooperative |
| Gas | NM Gas Company |
| Water | Gallup Joint Utilities |
| Wastewater | Gallup Joint Utilities |
| Telecommunications | CenturyLink & SacredWind Communication |

WORKFORCE

Gallup attracts commuters from the North and West Central New Mexico nonmetropolitan area.

| | |
|---|----------|
| Total Wage & Salary Employment | 62,650 |
| Annual Mean Wage | \$35,500 |

BNSF PREMIER PARKS, SITES AND TRANSLOAD PROGRAM

BNSF Certified Sites are a part of the Premier Parks, Sites and Transload program which is a strategic approach to addressing the increasing demand for customer site locations by developing various types of facilities across the BNSF network. BNSF Certified Sites have been reviewed by an industry expert in order to ensure accurate, reliable data. Our goal is to provide an inventory of rail-served sites that are available for immediate development.*

* In order to ensure a safe, efficient and economical switch operation, BNSF will want to review and approve the engineering plans to serve each tenant facility.

For more information on BNSF's Certified Sites Program, please visit
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Central New Mexico Rail Park Los Lunas, New Mexico

ECONOMIC DEVELOPMENT Tracking For Success



Central New Mexico Rail Park contains 1,420 acres of property located in Los Lunas, New Mexico. The rail-served industrial park has received certification as part of BNSF Railway's Certification Site program. BNSF certification ensures a site is ready for rapid acquisition and development through a comprehensive evaluation of existing and projected infrastructure, environmental and geotechnical standards, utility evaluation and site availability.

SELECTING A CERTIFIED SITE CAN:

- Reduce development time
- Increase speed to market
- Reduce upfront development risk of rail-served industrial sites

PROPERTY DETAILS

The Central New Mexico Rail Park is a rail-served industrial park located in the Village of Los Lunas in central New Mexico. The rail park is a 1,420 acre development that is fully entitled and designated to accommodate warehousing, distribution and manufacturing operations.

The size and topography of the site can serve any size rail operations including unit trains up to 10,000 feet. The industrial park will offer sites to purchasers from 5 to over 400 acres.



Site Details:

- 1,420 acres or nearly 2.25 square miles
- Direct access to BNSF
- Adjacent to Highway 6 and 5 miles west of I-25, 22 miles south of I-40
- Sites from 5 to 400+ acres
- Transloading facilities
- Rail car storage

CONTACT INFORMATION

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RIO Real Estate Investment
Opportunities, LLC

Robin Dyche
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robin@rio-re.com

For more information on BNSF's Certified Sites Program, please visit www.bnsf.com/rail-development or call 817-593-1092



| SITE PROFILE | |
|--------------|---|
| Land Area | 1,420 acres |
| Zoning | Industrial, manufacturing, distribution |
| Owner | Central NM Rail Park, LLC |
| Price | approx. \$2.75 per square foot (depending upon acreage) |

| DEMOGRAPHICS | |
|---|--|
| Los Lunas, a village in Valencia County, is part of the Albuquerque Metropolitan Area which has an estimated population of 887,077. | |

| POPULATION | |
|----------------|--------|
| Los Lunas, NM | 14,835 |
| 5 mile radius | 41,729 |
| 10 mile radius | 60,352 |
| 15 mile radius | 96,709 |

| UTILITIES | |
|--------------------|--------------------------------------|
| Electric | Public Service Company of New Mexico |
| Gas | New Mexico Gas Company |
| Water | Village of Los Lunas |
| Wastewater | Village of Los Lunas |
| Telecommunications | Village of Los Lunas |

| WORKFORCE | |
|--|----------|
| Los Lunas attracts commuters from the Albuquerque Metropolitan Area. | |
| Total Wage & Salary Employment | 374,230 |
| Annual Mean Wage | \$44,440 |

BNSF PREMIER PARKS, SITES AND TRANSLOAD PROGRAM

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City of Clovis Industrial Park Clovis, New Mexico

ECONOMIC DEVELOPMENT

Tracking For Success



The City of Clovis Industrial Park is a 240-acre site located in Curry County, New Mexico just south of Clovis, NM. The industrial park has access to BNSF Railway and has received certification as part of BNSF Railway's Site Certification program. BNSF certification ensures a site is ready for rapid acquisition and development through a comprehensive evaluation of existing and projected infrastructure, environmental and geotechnical standards, utility evaluation and site availability.

SELECTING A CERTIFIED SITE CAN:

- Reduce development time
- Increase speed to market
- Reduce upfront development risk of rail-served industrial sites

PROPERTY DETAILS

The City of Clovis Industrial Park is a 240-acre site located in East-Central New Mexico. The site is located adjacent to US 60, 70, and 84 east and the Tuck Bypass. The site is zoned heavy industrial and is bordered to the west by BNSF Railway. The site contains approximately 240 acres of industrial property and is currently subdivided into 25 lots, ranging in size from 5 to 20 acres with the option to combine as needed.



Site Details:

- 240 acres available for development
- Direct access to BNSF Railway
- Available for Industrial Development

CONTACT INFORMATION

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Chase Gentry
575.763.6800
chase@clovisedc.com

For more information on BNSF's Certified Sites Program, please visit www.bnsf.com/rail-development or call 817-593-1092



SITE PROFILE

| | |
|-----------|------------------------------------|
| Land Area | 240 acres |
| Zoning | Not subject to zoning requirements |
| Price | \$20,000/acre (negotiable) |

DEMOGRAPHICS

Clovis is a community in Curry County New Mexico. As of the 2010 census, the population was 37,775. The Clovis-Portales combined MSA has a total of 67,000 citizens.

POPULATION

| City of Clovis | |
|----------------|--------|
| 5 mile radius | 40,804 |
| 10 mile radius | 46,290 |
| 15 mile radius | 56,355 |
| 20 mile radius | 67,658 |

WORKFORCE

| City of Clovis | |
|------------------|---------------|
| Total Employment | 18,761 |
| Annual Avg. Wage | \$55,174/year |

UTILITIES

| | |
|--------------------|------------------------|
| Electric | Xcel Energy |
| Gas | New Mexico Gas Company |
| Water | City of Clovis |
| Wastewater | City of Clovis |
| Telecommunications | Plateau |

BNSF PREMIER PARKS, SITES AND TRANSLOAD PROGRAM

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* In order to ensure a safe, efficient and economical switch operation, BNSF will want to review and approve the engineering plans to serve each tenant facility.

For more information on BNSF's Certified Sites Program, please visit www.bnsf.com/rail-development or call 817-593-1092



Site Certification Overview

Marketing & Promotional Materials

Rail Park at Central Pointe Temple, Texas

Rail Park at Central Pointe is a 300-acre site in Temple, Texas that has been designated as a BNSF Certified Site. BNSF certification ensures a site is ready for rapid acquisition and development through a comprehensive evaluation of existing and proposed infrastructure, environmental and geological conditions, utility availability and site availability.

SELECTING A CERTIFIED SITE CAN:

- Reduce development time
- Increase speed to market
- Reduce upfront development risk of rail-served industrial sites

ECONOMIC DEVELOPMENT
Trading For Success

PROPERTY DETAILS

The property known as Rail Park at Central Pointe is located within Temple's established and highly successful industrial district and highly developed area for existing and future development. The industrial park is a major initiative by the Temple Economic Development Corporation and includes Airport and Enterprise Parks at Central Pointe.

Temple's certified site contains approximately 10 miles of track, owned by the Temple & Central Texas Railway, connecting solely to BNSF. With 300 acres for an industrial facility, a large, rail-served site must be positioned for quick and relatively easy development.

Site Details:

- 300 available acres
- Direct rail access to BNSF
- Over \$16 million in road and utility upgrades
- Direct access to Interstate 40 and proximity to U.S. Highway 190, Texas State Highway 26, 53 and 60
- Centrally located between Dallas, Houston and San Antonio

CONTACT INFORMATION

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Temple Economic Development Corporation
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info@bnsfcertified.com

| SITE PROFILE | | DEMOGRAPHICS | | | | | | | | | | | |
|---|--|--|--|------------|--|---|--------|--------------------------------|---------|------------------|----------|----------------|---------|
| Lead Area | All across | Proximate to the principal city in the 100-mile-Temple-Fort Hood Metropolitan Statistical Area (MSA). The MSA has an estimated population of 84,126. | | | | | | | | | | | |
| Physical Address | Whitford Rd. - Loc 401 Temple, TX 76788 | <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="2">POPULATION</th> </tr> </thead> <tbody> <tr> <td>Temple, TX</td> <td>70,961</td> </tr> <tr> <td>10 mile radius</td> <td>94,272</td> </tr> <tr> <td>15 mile radius</td> <td>125,260</td> </tr> <tr> <td>20 mile radius</td> <td>166,306</td> </tr> </tbody> </table> | | POPULATION | | Temple, TX | 70,961 | 10 mile radius | 94,272 | 15 mile radius | 125,260 | 20 mile radius | 166,306 |
| POPULATION | | | | | | | | | | | | | |
| Temple, TX | 70,961 | | | | | | | | | | | | |
| 10 mile radius | 94,272 | | | | | | | | | | | | |
| 15 mile radius | 125,260 | | | | | | | | | | | | |
| 20 mile radius | 166,306 | | | | | | | | | | | | |
| Zoning | Light Industrial | <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="2">WORKFORCE</th> </tr> </thead> <tbody> <tr> <td colspan="2">Temple attracts commuters from the 100-mile-Temple-Fort Hood Metropolitan Statistical Area.</td> </tr> <tr> <td>Total Wage & Salary Employment</td> <td>130,420</td> </tr> <tr> <td>Annual Mean Wage</td> <td>\$40,130</td> </tr> </tbody> </table> | | WORKFORCE | | Temple attracts commuters from the 100-mile-Temple-Fort Hood Metropolitan Statistical Area. | | Total Wage & Salary Employment | 130,420 | Annual Mean Wage | \$40,130 | | |
| WORKFORCE | | | | | | | | | | | | | |
| Temple attracts commuters from the 100-mile-Temple-Fort Hood Metropolitan Statistical Area. | | | | | | | | | | | | | |
| Total Wage & Salary Employment | 130,420 | | | | | | | | | | | | |
| Annual Mean Wage | \$40,130 | | | | | | | | | | | | |
| Owner | Temple Economic Development Corporation | | | | | | | | | | | | |
| Price | \$71,000 per acre | | | | | | | | | | | | |
| UTILITIES | | | | | | | | | | | | | |
| Gas | Onsite | | | | | | | | | | | | |
| Electricity | Atmos Energy | | | | | | | | | | | | |
| Water | 12" water line City of Temple, TX | | | | | | | | | | | | |
| Wastewater | 8" wastewater line City of Temple | | | | | | | | | | | | |
| Telecommunications | AT&T | | | | | | | | | | | | |

BNSF PREMIER PARKS, SITES AND TRANSLOAD PROGRAM

BNSF Certified Sites are a part of the Premier Parks, Sites and Intermodal program which is a strategic approach to addressing the increasing demand for customer sites located near key logistics and transit hubs across the BNSF network. BNSF Certified Sites have been reviewed by an industry expert in order to ensure accurate, reliable data. Our goal is to provide an inventory of rail-served sites that are available for immediate development.

*In order to ensure a safe, efficient and economical work operation, BNSF will need to review and approve the engineering plans to ensure work is done safely.

www.bnsfcertified.com or call 817.667.6548

BNSF RAILWAY Premier Sites & Parks

Search for addresses:

Foundation Park

Location: Sioux Falls, SD 57104

Address: 433

BNSF Contact: Justin Pearson

BNSF Contact Phone: 701-667-7425

Price: [View site](#)

Legend

- Certified Sites
- Logistics Centers
- Logistics Parks & Intermodal Facilities
- Basemap
- BNSF Core Network
- BNSF Extended Network

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BNSF
RAILWAY

