



RAIL SERVICE FOR ECONOMIC DEVELOPMENT



Rely on BNSF to Help Grow Your Business.

Your Guide to Establishing New Rail-Served Locations

Planning to relocate or expand your business? Trust in BNSF Railway's Economic Development team to help you navigate the process of establishing rail service and transportation infrastructure at your facility.

Whether you are selecting a site for a new facility or coordinating truck and rail options at an existing site, the Economic Development team can work with you to recommend the BNSF shipping option that best meets your unique needs.



Simple Phases

Establishing a new rail-served facility is a simple three-phase process that involves coordinated efforts from you and the BNSF Economic Development team. Throughout the entire process, you can count on your BNSF Economic Development regional manager to guide you through these phases.

Phase 1 - Gather Information

Your process begins with a New Business Review, an assessment of your business model and a determination of your needs. By completing our Business Opportunity Questionnaire form, you'll pull together the information needed to evaluate your proposed project. Additional tasks within this phase include:

- Initiate formal site selection information review
- Begin municipal approval process, which includes obtaining permitting, utility incentives, workforce development assistance, as well as possible economic or financial incentives
- Consider insurance requirements and other BNSF agreements

In addition to helping you find the best locations for your BNSF rail-served facilities, we can also assist with the municipal approval process by leveraging our relationships with state and local officials.

Phase 2 – Develop Infrastructure and Operating Plan

When determining the length and design of your track, keep your long-term transportation needs in mind. This phase will help determine the size and scope of your project.

Customer Checklist:

- Determine amount of track needed to operate an efficient facility – considering anticipated rail volumes, dwell times and service
- Review BNSF agreements and associated insurance requirements necessary to establish rail service
 - For privately owned track – Industrial Track Agreement
 - For track leased from BNSF – Industrial Track Lease Agreement
 - For building track on BNSF property – Lease of Land for Construction/Rehabilitation of Track
- Engage engineering professional or third-party firm to design track in accordance with BNSF guidelines
- Communicate expectations for project completion and movement of first shipment

BNSF Checklist:

- Coordinate an on-site meeting to review the track design and BNSF service to the site
- Review track design for compliance with BNSF industry track guidelines
- Review track design and communicate a service plan for the site
- Provide cost estimate if BNSF track or signal construction is required



Phase 3 – Construct Track and Send/Receive Your First Shipments by Rail

Once you have completed the necessary requirements, including legal documents, payments and insurance, you are ready to install a switch, build a track and ultimately ship or receive rail freight.

Customer Checklist:

- Sign agreement(s), as applicable
- Submit all necessary insurance certificates and requirements
- Hire a construction contractor who is familiar with BNSF requirements
- Issue payment for BNSF track or signal construction, as applicable
- Visit www.bnsf.com to verify that you are registered with BNSF as a customer

BNSF Checklist:

- Order and install mainline switch (approximately 120 day timeframe from full execution of all agreements)
Conduct final review and approval of physical infrastructure
Verify that numbers for newly constructed tracks and correct length of tracks are input into the BNSF Operations System

Let's Start



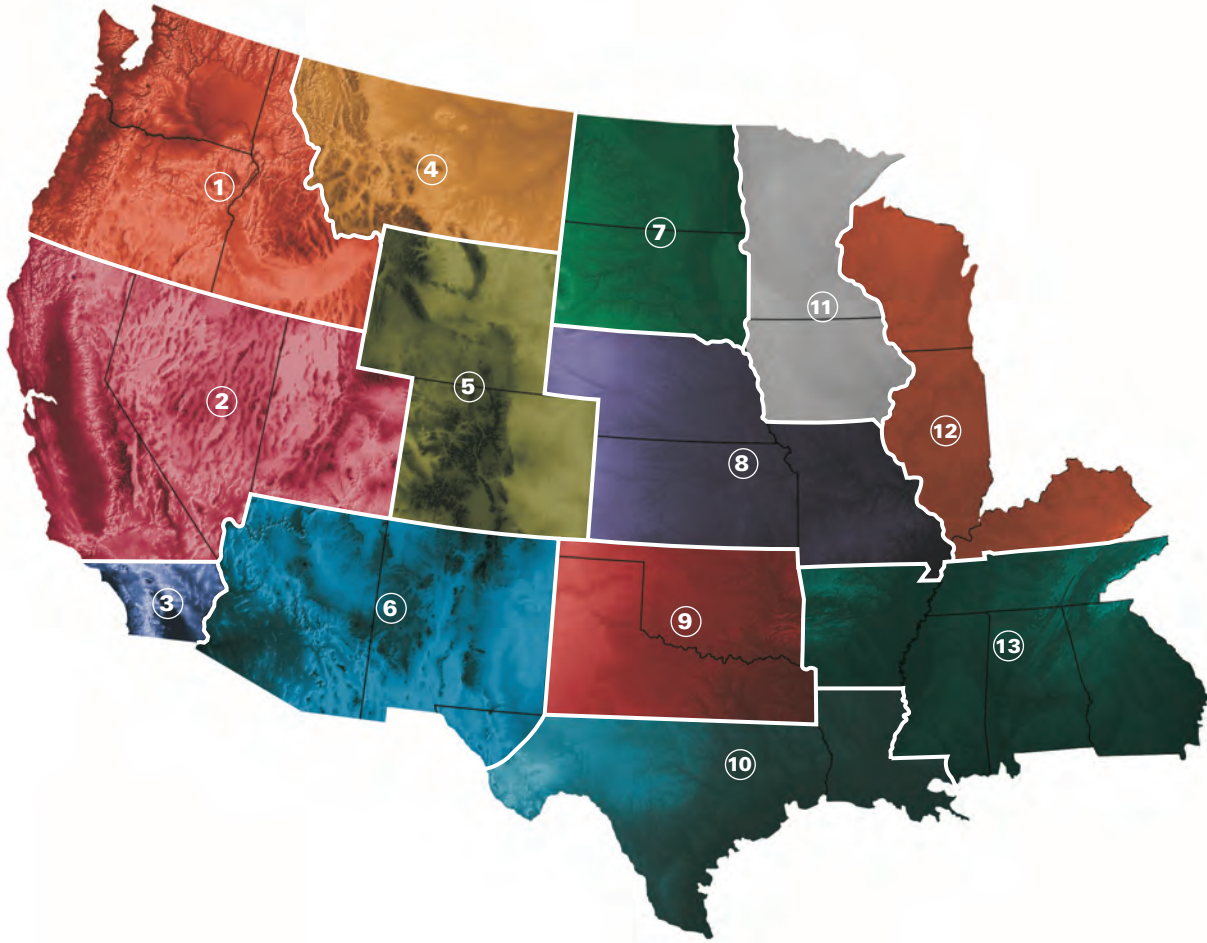
To learn more or to get started with your rail-served project, contact your BNSF Economic Development regional manager. Your regional manager contact will also help guide you to the following questionnaire online. This questionnaire, which is the key first phase in the Economic Development process, captures essential information about your specific project.

BUSINESS OPPORTUNITY QUESTIONNAIRE

Please provide us with additional information for your proposed rail project:

- 1) Will you be shipping, receiving or both?
- 2) What is the commodity (include STCC number or description)?
- 3) What weekly volume of traffic do you anticipate (carload or unit train)?
- 4) Is the volume steady or seasonal?
- 5) Is there a planned end to the move?
- 6) What is the estimated industry investment/budget year?
- 7) What is the potential number of jobs created?
- 8) How will your product be loaded/unloaded?
- 9) What type of railcars will you use?
- 10) Will the railcars be BNSF, privately owned or leased?
- 11) What are the origin-destination pairs for your traffic?
- 12) Will you switch your own cars on your site?
- 13) How many car spots will your facility need?
- 14) How frequently will you require rail service (e.g., daily, twice/day, twice/week, etc.)?
- 15) What is your anticipated start up of operations?
- 16) What are the infrastructure track requirements (track lease, new facility, rehabilitation of existing track)?
- 17) Is the site currently rail served, or is new construction needed?
- 18) Do you have engineering plans for new construction?
- 19) Do you have an engineering consultant? (If yes, add name and contact information of consultant.)
- 20) Do you have a rail contractor? (If yes, add name and contact information of contractor.)
- 21) If the facility exists, is your product currently moving to/from this facility? (If yes, what mode of transport does it use?)
- 22) If the facility does NOT exist, what prompts the investments (expansion, consolidation of existing facilities, other - describe)?
- 23) Are there any other issues to be considered?

BNSF installs, owns, and maintains all connections to private and industry track and all system signal work. Industries or developers typically own and maintain track outside of the BNSF right-of-way. The estimated cost for a BNSF-installed turnout is \$160,000 without signal-related costs.



Economic Development Regional Territories

To identify and contact the regional manager in your territory, call the number listed for your region or visit the Economic Development page on www.bnsf.com.

1	Pacific Northwest	BC, Washington, Oregon, Idaho	206-625-6355
2	West	N. California, Nevada, Utah	909-386-4020
3	Southern California	S. California	602-382-5880
4	Montana	Montana	206-625-6071
5	Mountain	Wyoming, Colorado	817-867-6522
6	Southwest	Arizona, New Mexico, W. Texas	602-382-5833
7	Dakota	North Dakota, South Dakota	206-625-6078
8	Plains	Nebraska, Kansas, Missouri	913-551-4168
9	Texas	Oklahoma, N. Texas	817-867-6526
10	Gulf	S. Texas, Louisiana	817-867-6137
11	Upper Midwest	Minnesota, Iowa	817-867-6889
12	Chicago	Wisconsin, Illinois, Kentucky	312-850-5699
13	Southeast	Arkansas, Tennessee, Mississippi, Alabama	817-867-6375

For nationwide agriculture unit trains/shuttles, call 817-867-6246.
 For nationwide coal or Industrial Products unit trains, call 817-867-6584.