

**SHORT LINE UPDATE**  
**NORTH AMERICAN RAIL SHIPPERS**  
**CHICAGO 5/25/2023**

**OmniTRAX<sup>®</sup>**  
**POWERED BY RAIL & REAL ESTATE**



Agenda

**OMNITRAX**  
**SERVICE & SAFETY**  
**SHORT LINE UPDATE**  
**CASE STUDIES**



# PROVIDING CUSTOMIZED TRANSPORTATION SOLUTIONS, OMNITRAX UNLOCKS THE POWER OF RAIL AND REAL ESTATE.

**Founded in 1986, part of the BROE Group**



Family Owned & Operated



Headquartered in Denver, CO



25 railroads / 1,850+ mile network

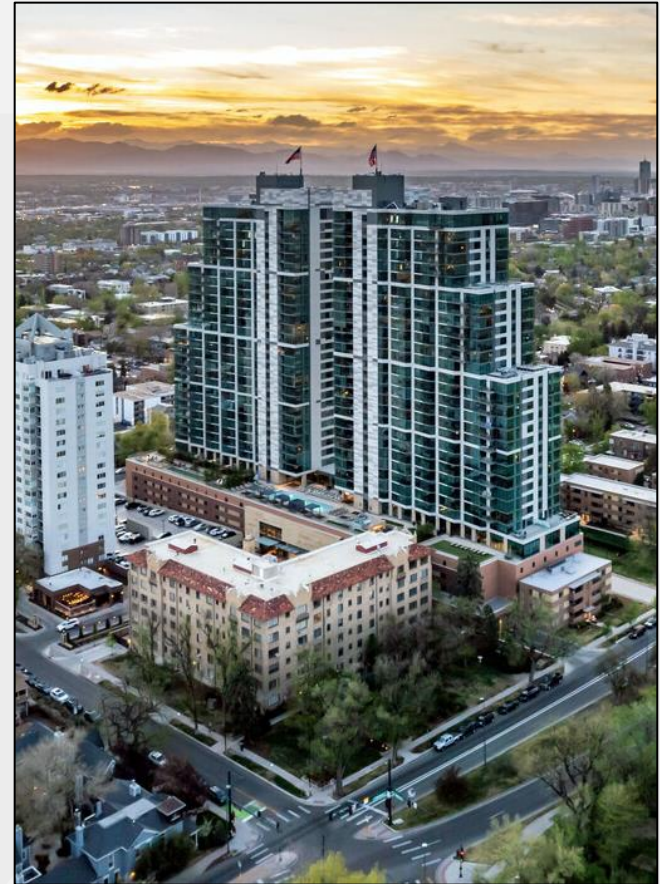


10,000+ acres of developable, industrial land

Industrial, Multi Family,  
Office,& Residential  
Real Estate

\$4.5B+  
Project  
investments

32K  
Direct and  
indirect jobs



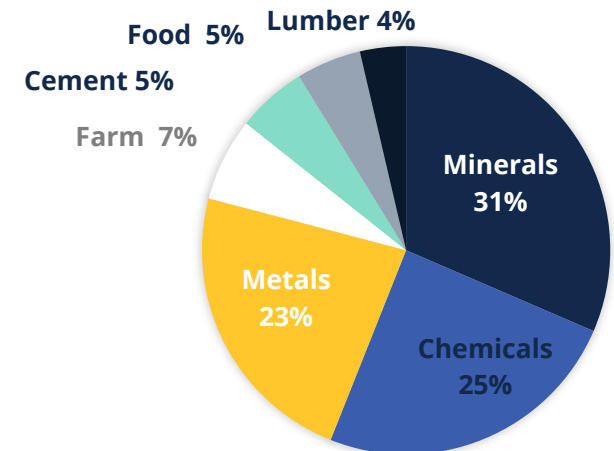
# OMNITRAX HAS LOCATIONS FROM COAST TO COAST



## LEGENDS:

- Railroads
- Industrial Parks
- Transload Services

## OmniTRAX Commodity %





# OMNITRAX - RAIL SAFETY AND SERVICE ARE FOUNDATIONAL



0.67

**FRA-PERSONAL INJURY RATIO (Q1.23)**

Per 200,000 work hours

VS

2.17

Short line Industry Average 2021



0.00

**FRA-TRAIN ACCIDENT RATIO (Q1.23)**

Per one thousand train miles

VS

1.12

Short line Industry Average 2021



99%

**ON-TIME SERVICE DELIVERY (Q1.23)**

% of spot/pulls completed on schedule

VS

74-91%

Class 1 Systemwide Performance

\*FRA – Federal Railroad Administration

# SHORT LINE INDUSTRY

603

Short Lines

1 in 5

Cars Moved

29%

Route Miles

49

States

\$5B

Revenue

24%

Of Revenue Invested in  
Capital & Maintenance

Short line rail is a critical part of the U.S. freight network

\*ASLRRA Facts & Figures

# SHORT LINE KEY ISSUES IN 2023



Volume growth

-2.7%  
Q123 / Q122\*



Unpractical  
Regulatory Actions

H.R. 3372



Highly Dependent on  
CRISI Grants for  
Infrastructure

\$1.4 Billion  
2022



Strong Service  
Improvements from  
Class I Railroads

Improvements  
Mid-Single Digits\*

Goal – Offer Flexible and Strong “White Glove” Service  
and Unique Solutions

\*RailConnect Index of Short Line Traffic compiled by Wabtec & Wolfe Research

# CASE STUDY: “GO TEAM” FOR SERVICE PROTECTION

- Dedicated Team Members
- Supplement Workforce Across Network
- Provides Surge Protection
- Maintains Service & Safety Culture

Reduction in Temporary Labor

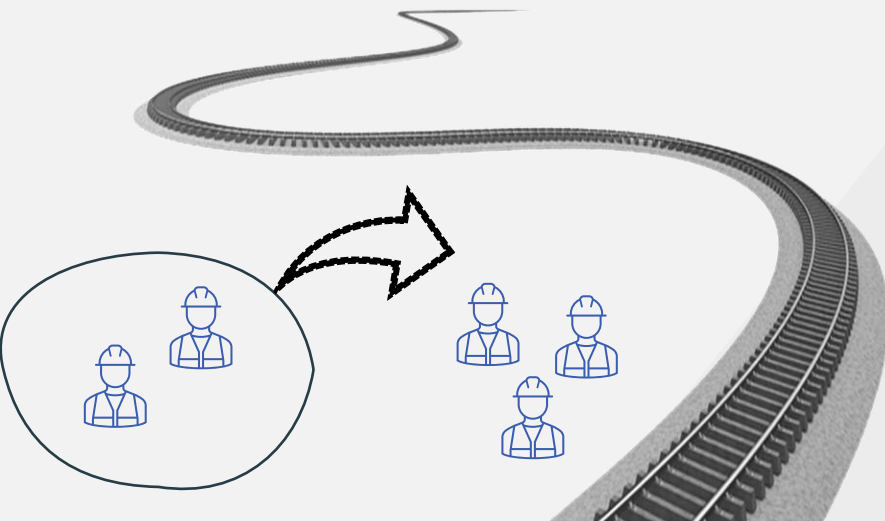
35%

Number of Properties in 2022

10

Go Team Human Factor Incidents

0





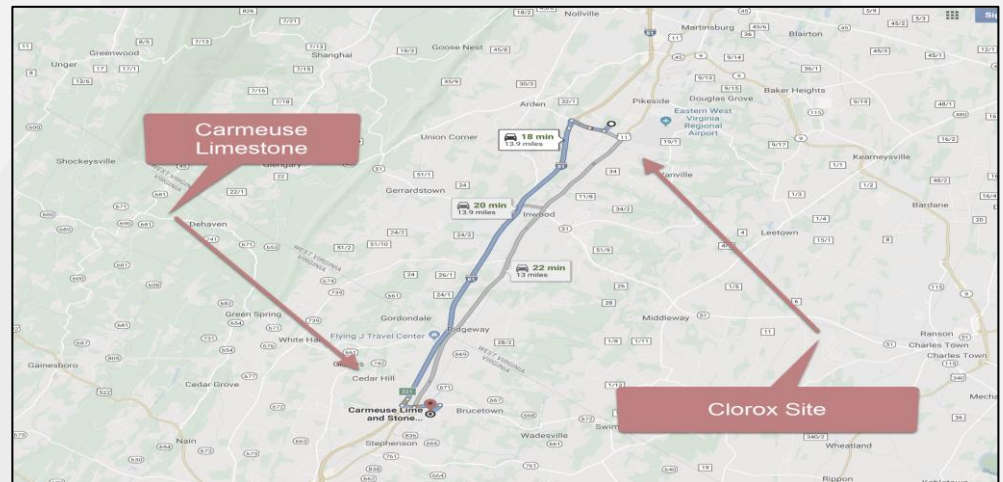
# CASE STUDY: SHUTTLE SERVICE SOLUTION

## Logistics Cost Comparison

- Original Site Opposition
- Joint Site Analysis for Alternatives
- 15-mile Shuttle Solution
- Developed Boutique Service
- OmniTRAX Purchased Railcars



## 15-mile Shuttle Solution



Created 100 Jobs and  
\$190M in Economic  
Development Growth

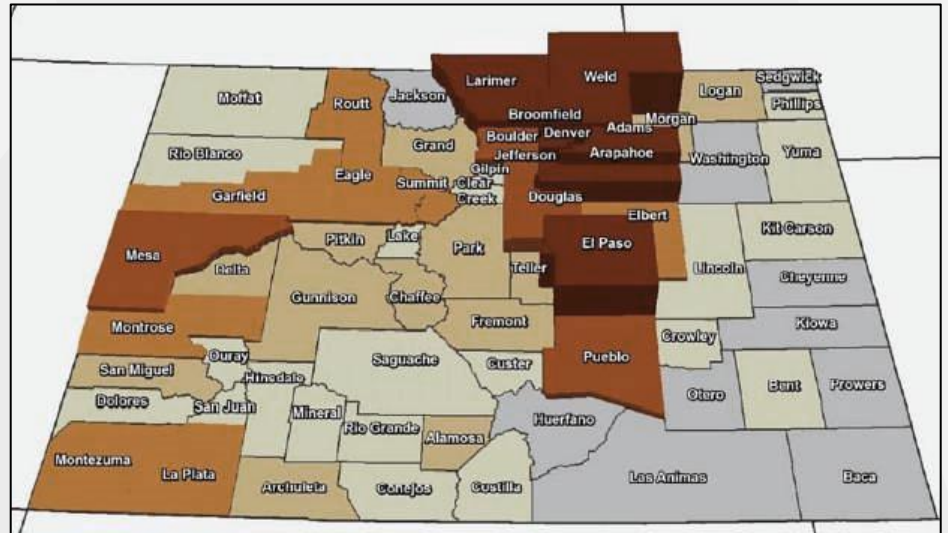
# CASE STUDY: PRIVATE INVESTMENT

## Building Materials

- Local Market Partnership
- Acquired Greenfield Site 300 Acres
- Built & Own 386K Sq. Ft. Facility
- Bundled Transportation & Real Estate Economics



## Colorado Population Growth Through 2050



Created \$40M in Economic  
Development Growth

# CASE STUDY: HYPER LOCAL COMMUNITY ENGAGEMENT

- Starts With the Community Vision
- Mutual Success & Ownership
- Carloads Come Last

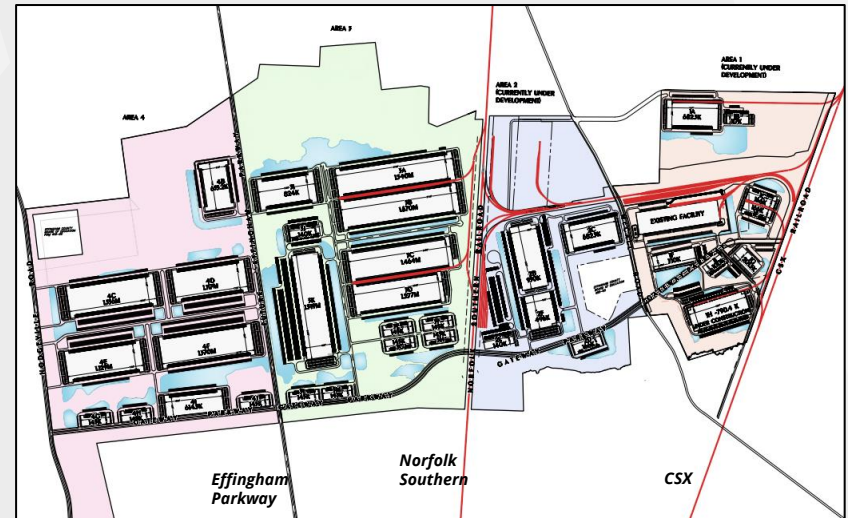
## Industrial Parks



## Savannah Gateway – 2,600 Acres

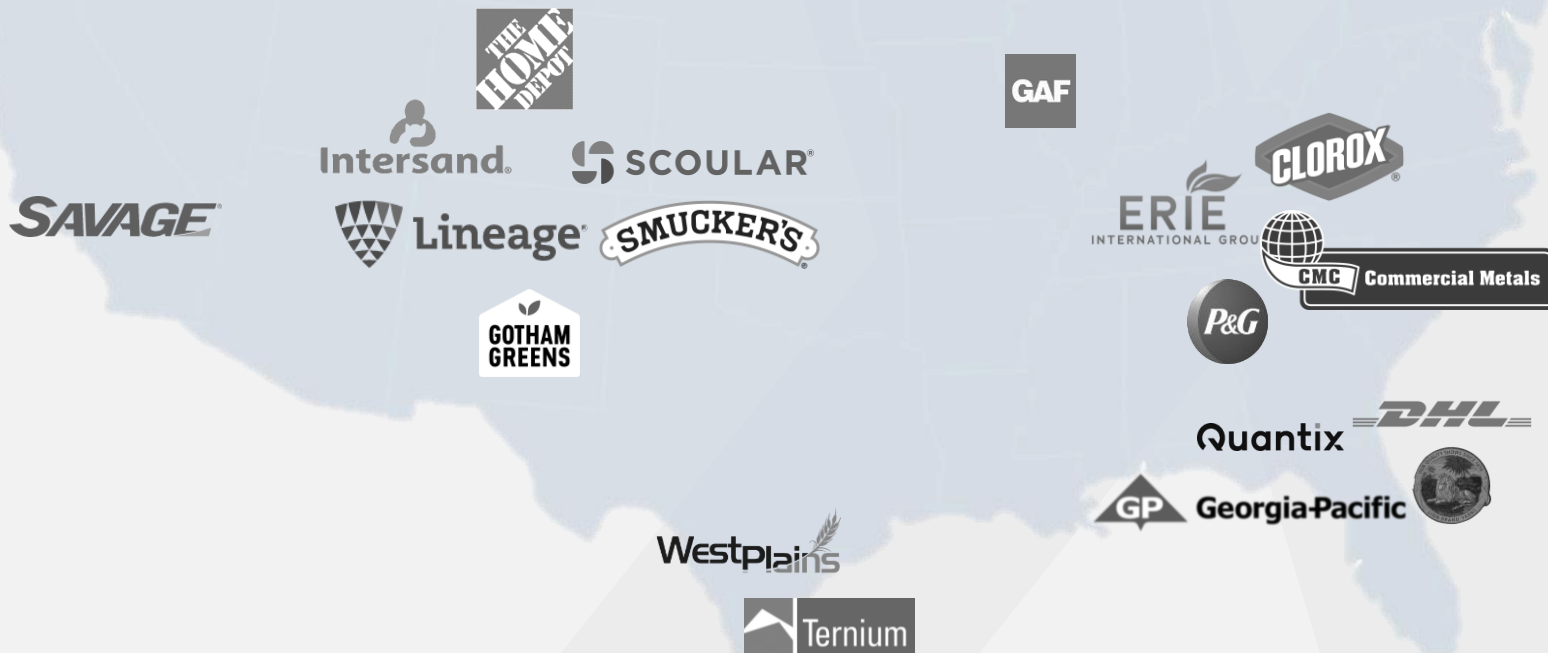


## Savannah Gateway – Master Plan



# RECENT OMNITRAX INDUSTRIAL DEVELOPMENT SUCCESS

**\$2B+ invested. 10K+ jobs created.**





# THANK YOU

## Rail Services

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Freight  
Transportation  
Switching  
Acquisitions  
Accessorial  
Services:  
Car Repair  
Storage

## Terminal Services

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Ports Facilities  
Terminal Facilities  
Storage-in-  
Transit

## Transloading & Logistics

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Supply Chain  
Analysis  
Transfer Between  
Truck & Rail  
Local/Regional  
Trucking

## Real Estate Development

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Development  
Construction  
Site Selection  
Services  
Partnerships  
Incentive  
Negotiations

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