



Apalachicola Northern

Industrial Development - October 2016

Genesee & Wyoming Railroad Services Inc.



Top Three Facts

You Didn't Know About
Genesee & Wyoming

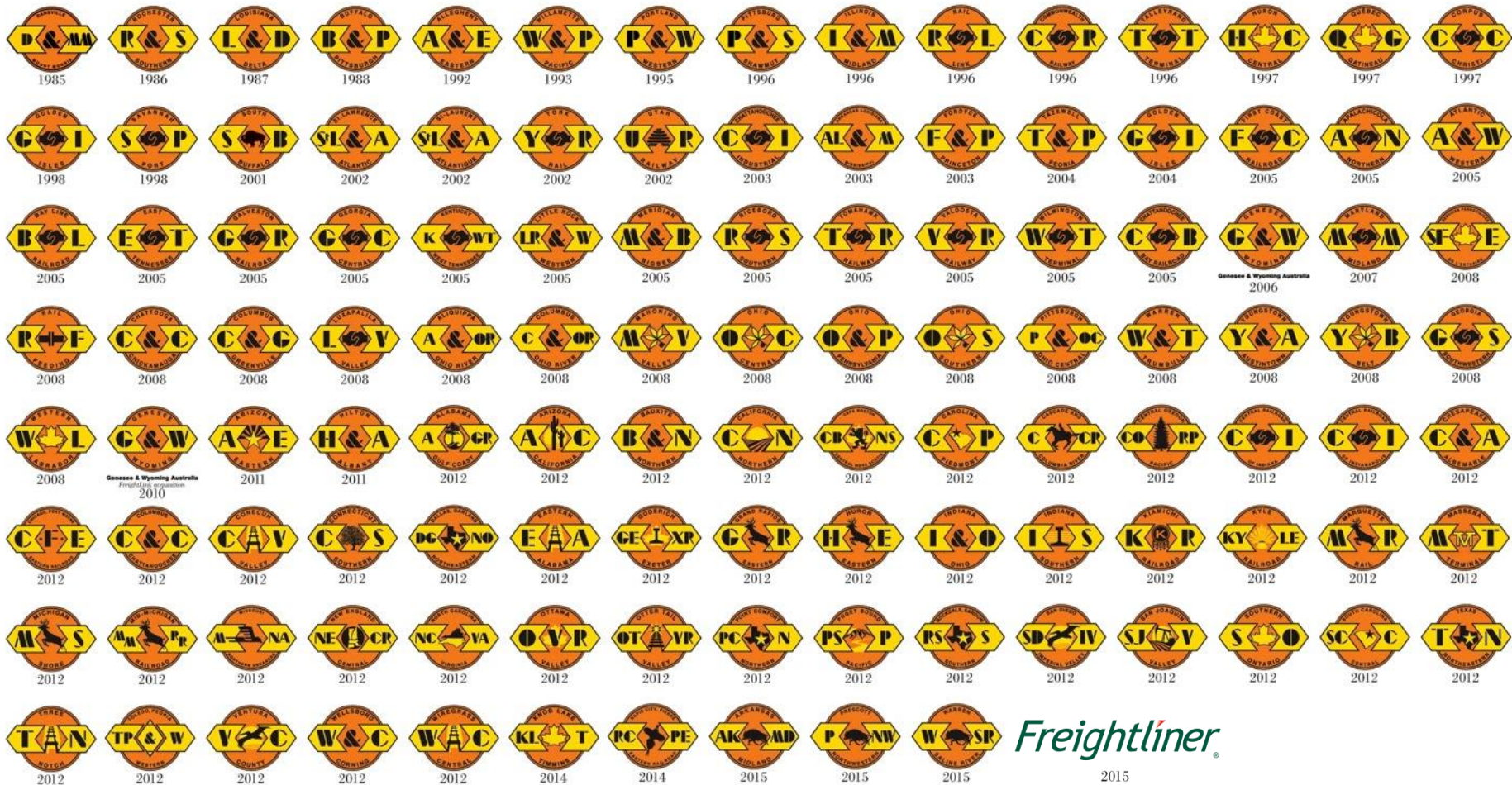
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The “Wyoming” in Genesee & Wyoming doesn’t refer to the state of Wyoming but to a county in Upstate New York

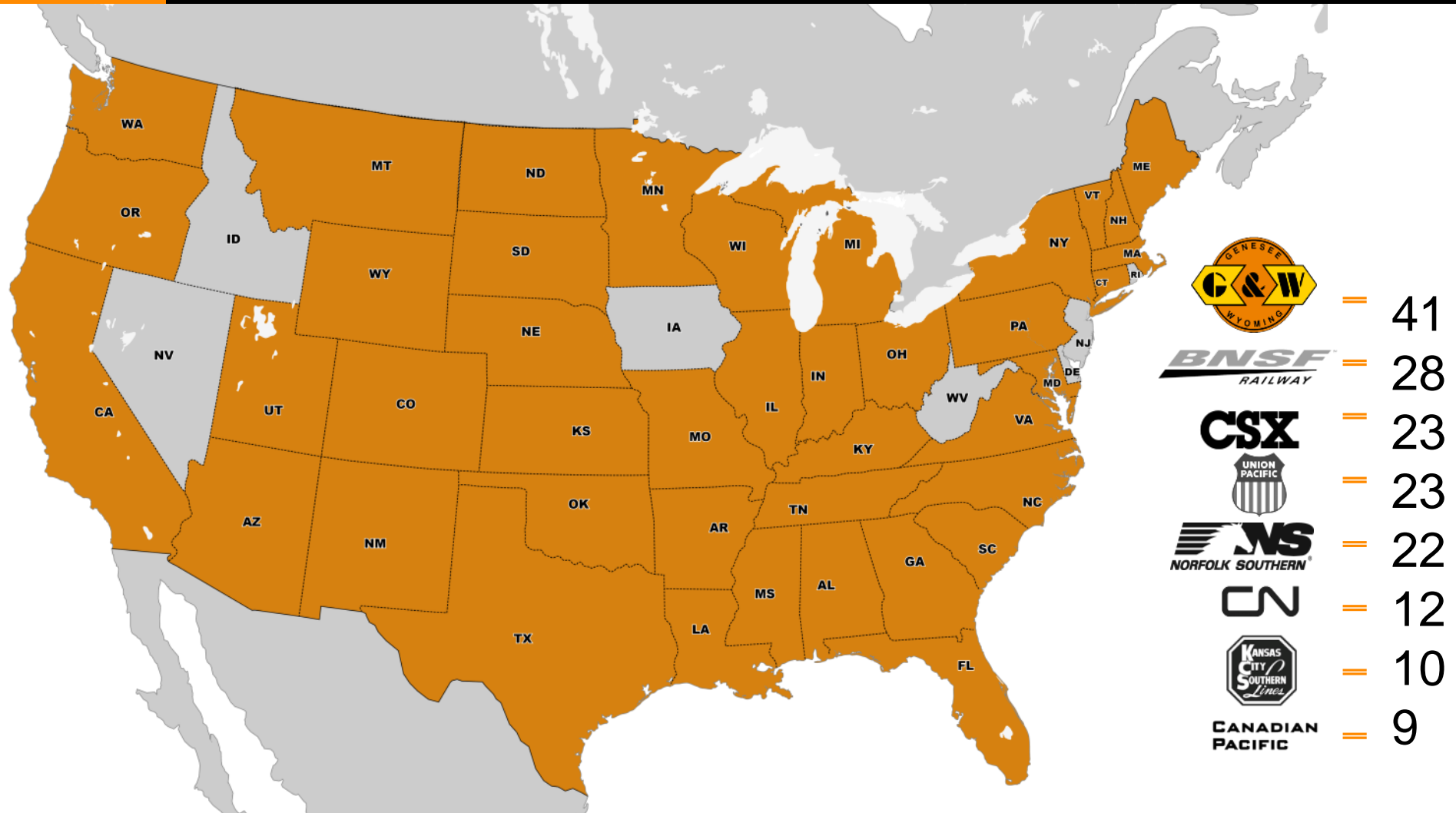


2

G&W has acquired 119 railroads in the last 30 years



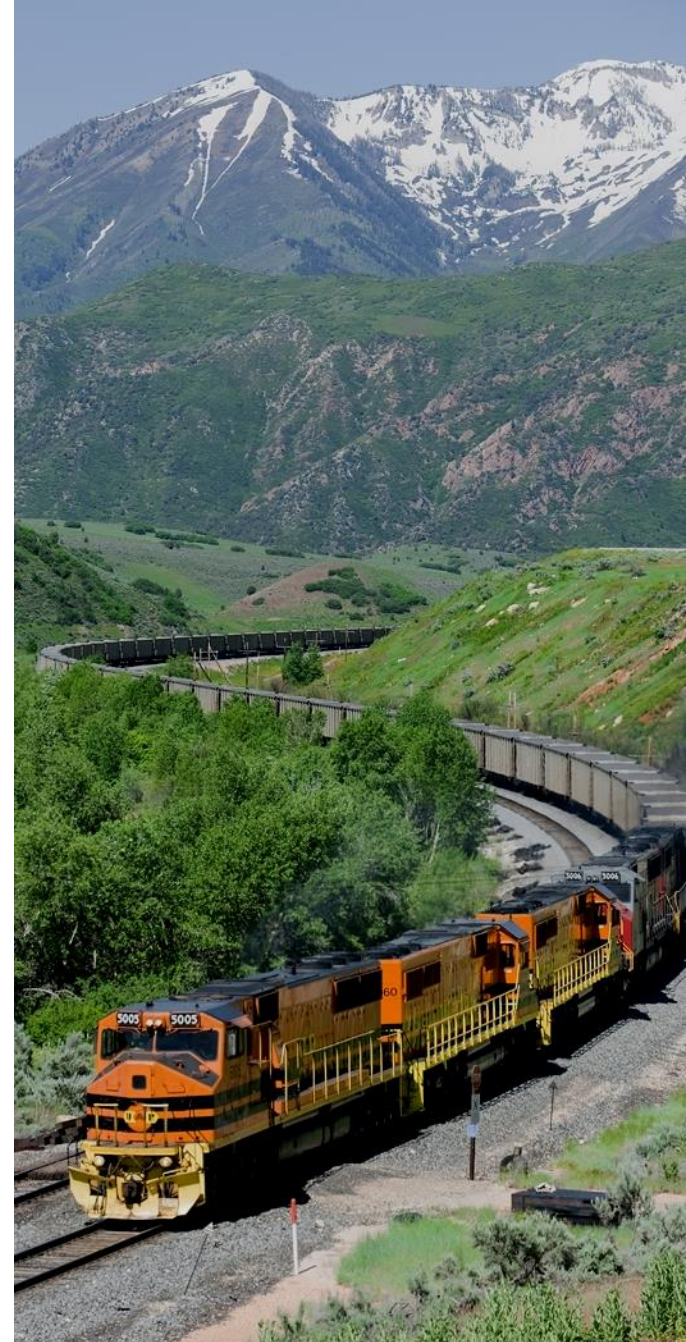
1 G&W operates in more states than any other freight railroad company





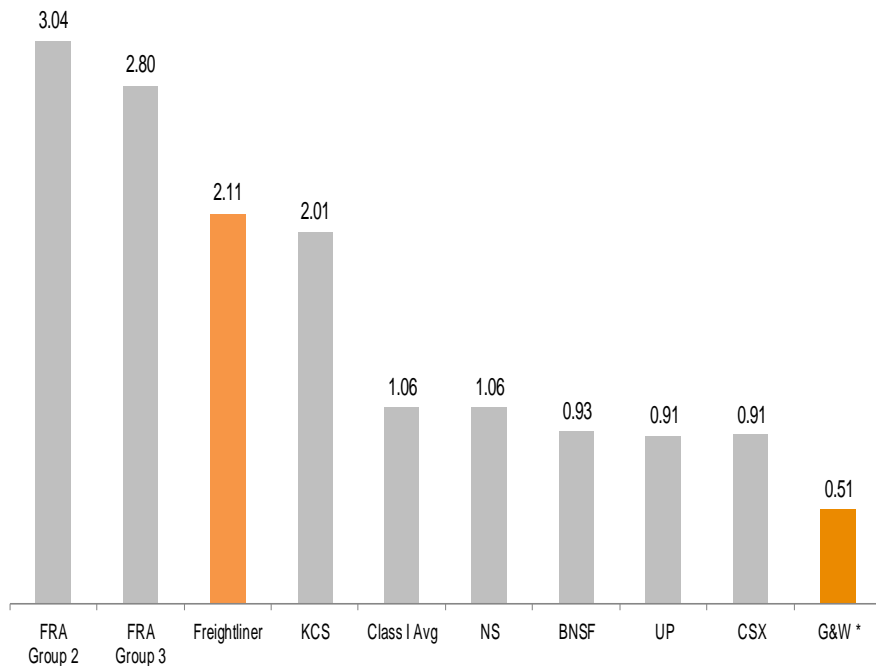
Overview

- **Customers:** 2,500 worldwide
- **Railroads:** 121 worldwide with ~16,000 track miles
- **People:** 7,500 worldwide
- **Equipment:** >1,300 locomotives
- **Annual Carloads:** ~2.0 million
- **Track Record of Acquisitions:**
Added >100 railroads since 2000



G&W Safety & Customer Satisfaction Performance – 2015

Injury Frequency Rate per 200,000 man-hours



* Excludes Freightliner

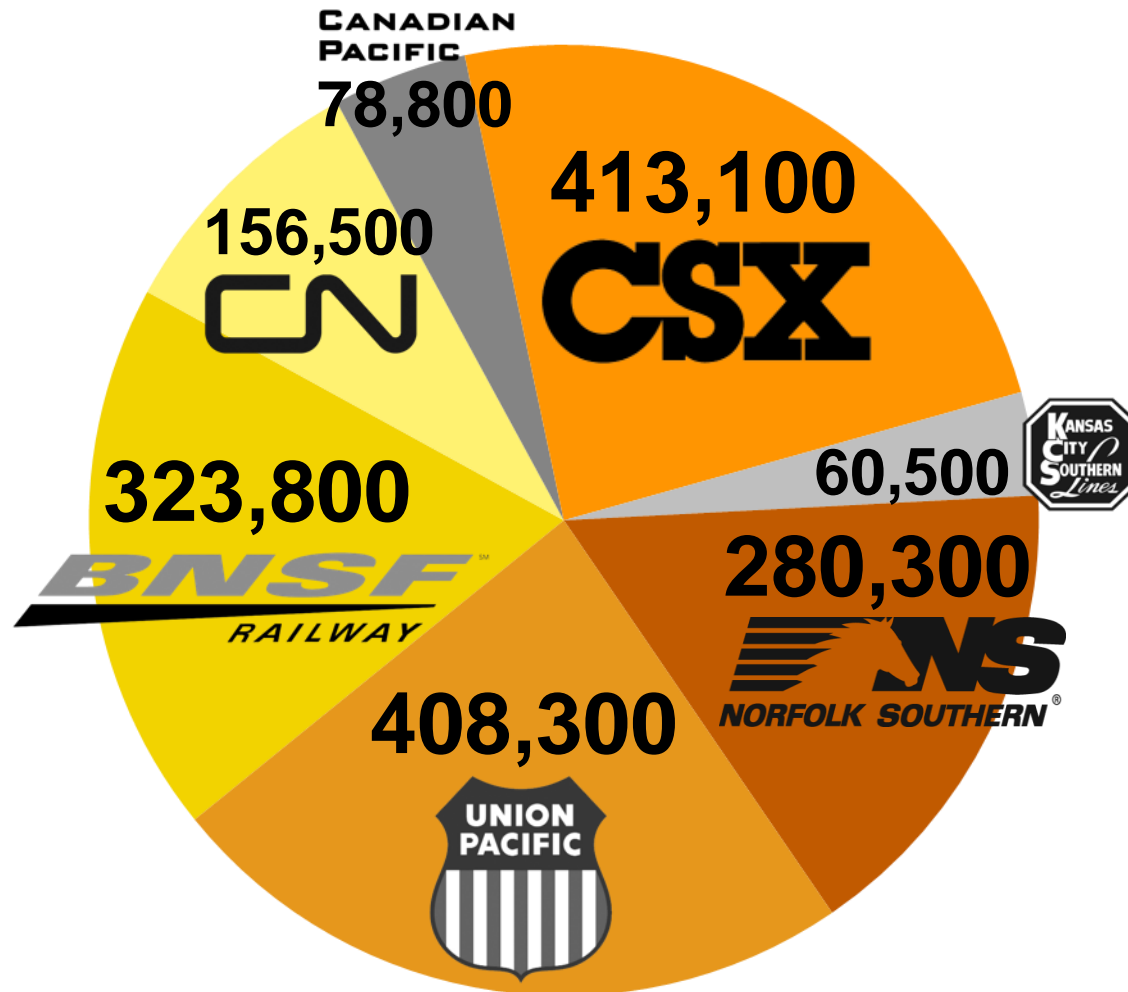
G&W and Freightliner through December; others through November

Industry-Leading Customer Satisfaction



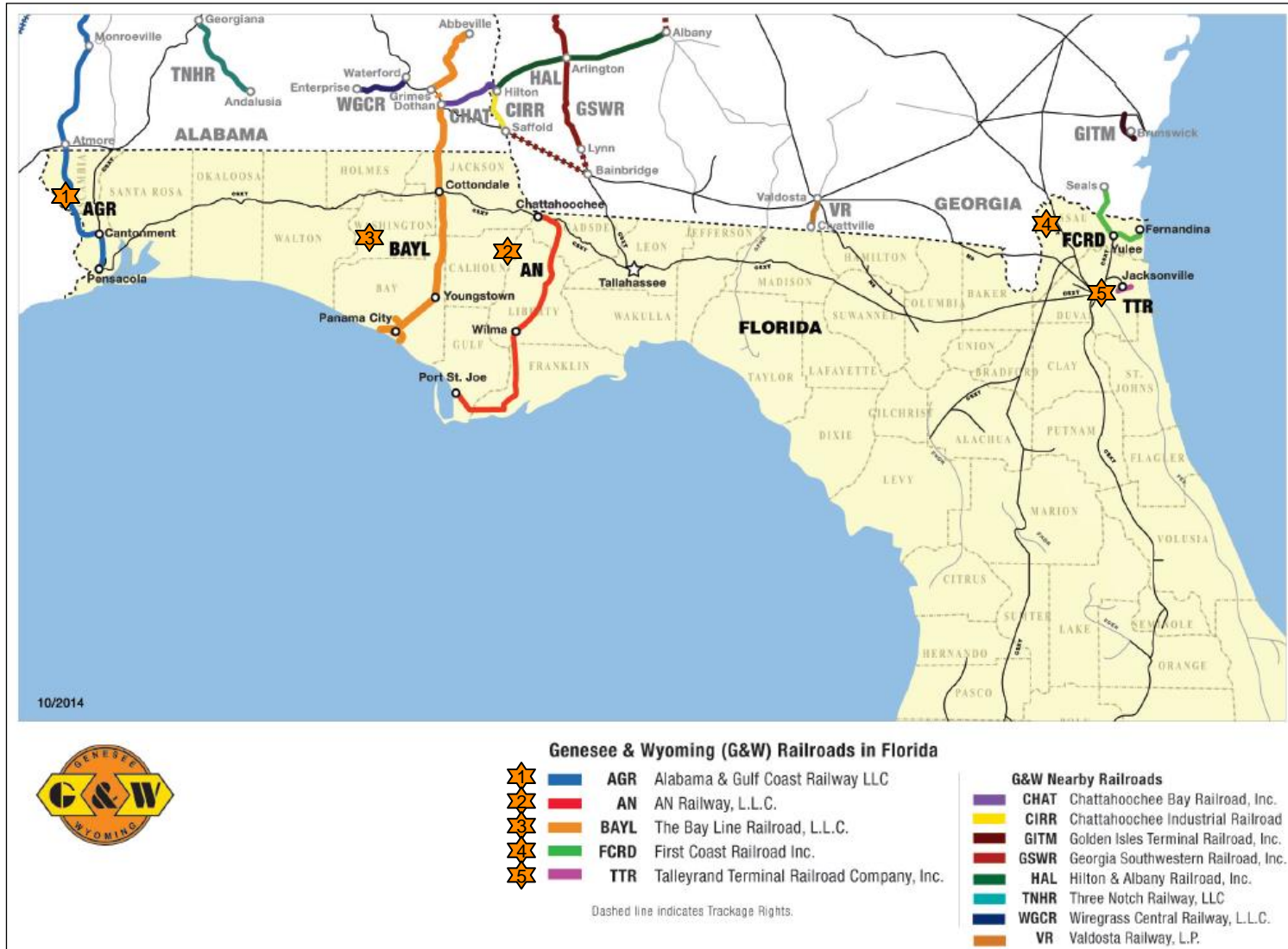
* Based on J.D. Power and Assoc. 2015 Survey

We partner with the Class I Railroads



2014: 1.7MM G&W Carloads Interchanged

Florida Railroad Operations

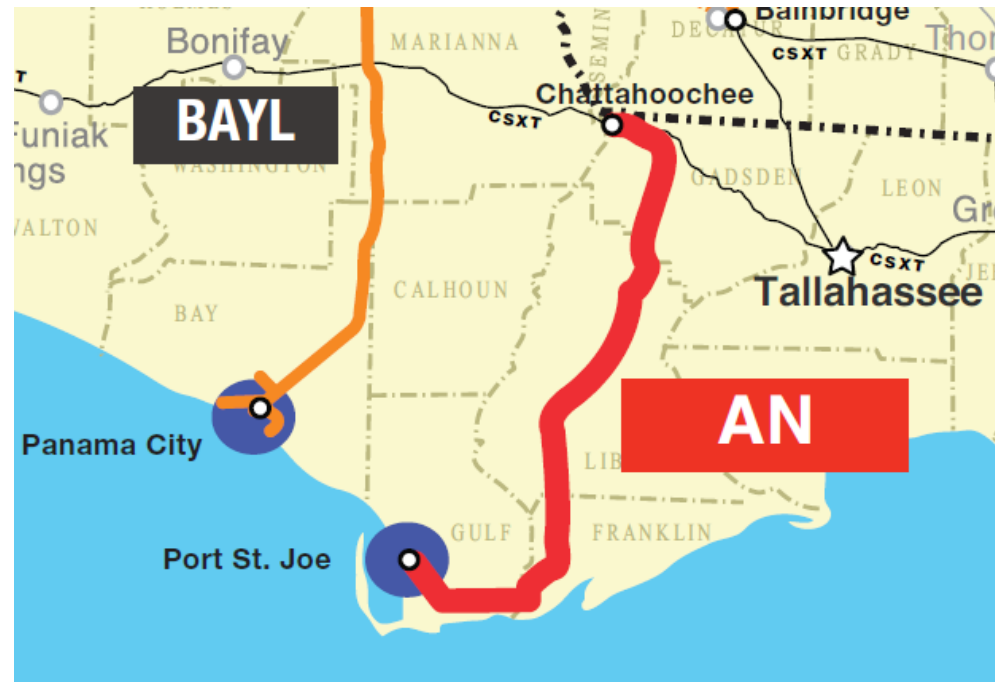


Apalachicola Northern (AN)



Apalachicola Northern Railway

- G&W's, Apalachicola Northern Railway, operates 96 miles between Chattahoochee and Port St Joe, FL. The AN interchanges with the CSX in Chattahoochee, FL.
- Port access – Port St. Joe.
- The AN is driven to provide the following for its customers:
 - Safety - *Industry Leading (G&W)*
 - Customer Responsiveness
(as measured via JD Powers)
 - Operational Reliability / Flexibility

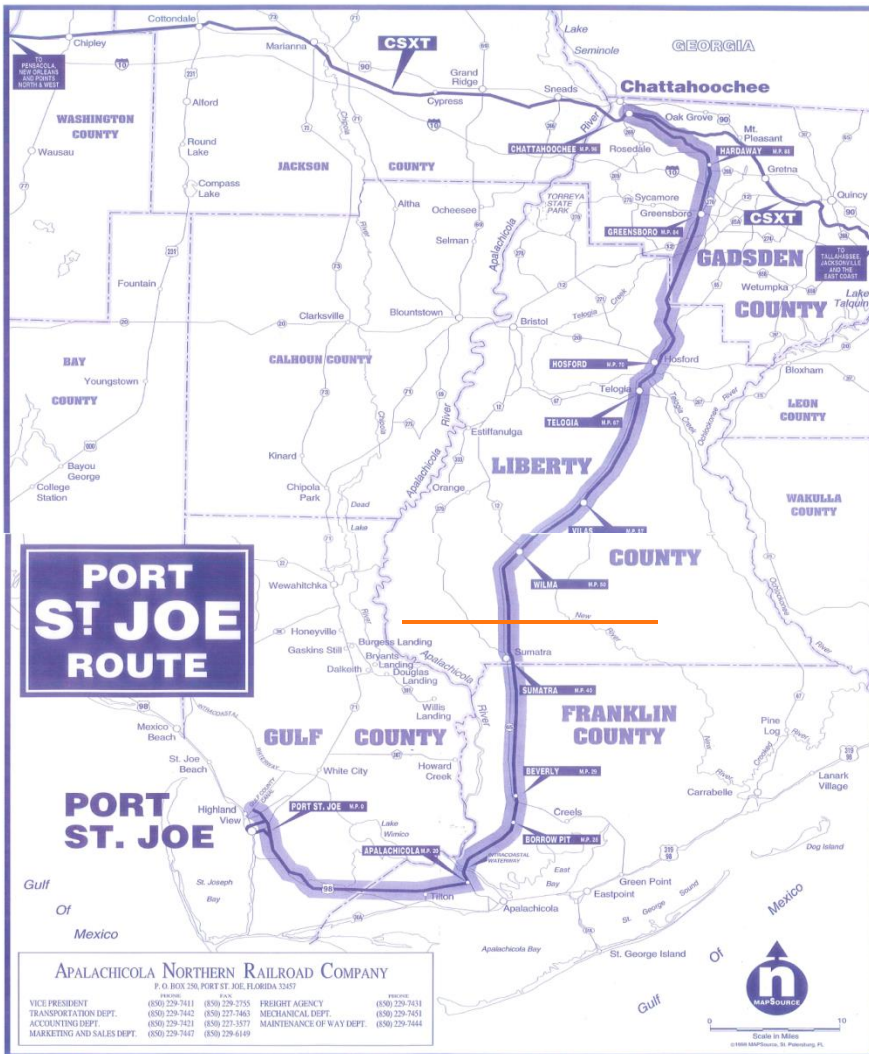


Apalachicola Northern (AN)



Apalachicola Northern Railway

- Approx. 40 miles of the southern most rail is currently out of service.
- Funds for the most of the repairs have been budgeted by the State, AN and St Joe.
- Once we have a firm commitment from a customer that can justify the release of these funds it would take 18-24 months to complete the rehab of the track.



Largest Impact Areas:



- **Site Inventory** – Put together an extensive list of property that is available or could be available in the future. Share with all marketing resources including Genesee & Wyoming.
- **Transload site** - Locate an old unused/underused rail spur or piece rail accessible property to develop a site.
- **Industrial Development** – Get Industrial Development team involved early. They can be your resource for developing your rail served or rail access opportunities.
- **Market your property** – Mock up a rail spur to the property for marketing the value and layout options.

Pro-Active Marketing

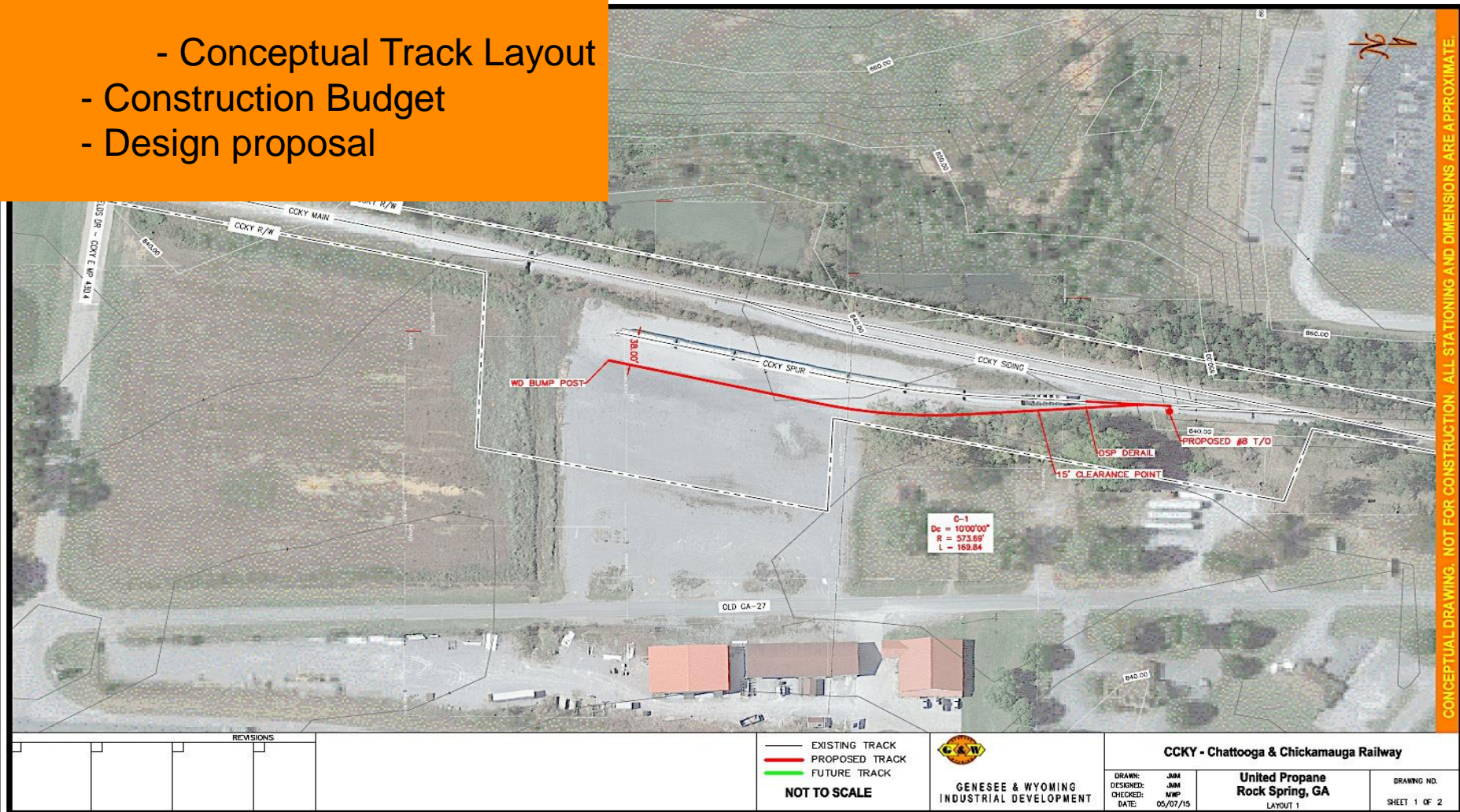


- **State and Local Economic Developers**
 - Meet and Build relationships to help earlier involvement
- **Rail Designer**
 - Rail designer on staff to help market rail sites with rail concepts or expedite customer onboarding
- **Email Marketing Newsletter**
 - Quarterly newsletter designed to facilitate two-way communication
- **National Account Managers**
 - Internal sales group focused on the larger national accounts
- **Property Database**
 - G&W website and work with state and local economic developers to have properties listed
- **Rail 101**
 - Rail seminar designed for state/local economic developers to build confidence when speaking about rail
- **Choice Terminal and Inland Ports**
 - North Little Rock Port and Helena Port
- **Ports, Site Consultants, RE Brokers and Utilities**
 - Building even more relationships

New Rail



- Conceptual Track Layout
- Construction Budget
- Design proposal





**Zero
Injuries**

Our Goal Every Day