Small Railroads: Big Agenda

AASHTO
Short Line Industry

- 558 “Short Lines”:
  - Class III railroads: Revenues < $31.9 M
  - Class II railroads: Revenues $31.9 M - $398.7 M
  - Switching and Terminal Railroads
Growth of Short Line Route Miles

- More Than 465% Route Miles Growth Over the Course of 30 Years...
# Class I Railroads vs. Number of Short Lines
*(Short Lines can interchange with more than one Class I)*

<table>
<thead>
<tr>
<th>Class I</th>
<th>Number of Short Lines</th>
</tr>
</thead>
<tbody>
<tr>
<td>BNSF</td>
<td>190</td>
</tr>
<tr>
<td>CN</td>
<td>19</td>
</tr>
<tr>
<td>CP</td>
<td>9</td>
</tr>
<tr>
<td>CSX</td>
<td>254</td>
</tr>
<tr>
<td>KCS</td>
<td>14</td>
</tr>
<tr>
<td>NS</td>
<td>256</td>
</tr>
<tr>
<td>UP</td>
<td>223</td>
</tr>
</tbody>
</table>
Over 300 Short Line Railroads Have More Than One Class I Connection
Short Line Commodities

Dec 2014 – Dec 2015

- Chemicals 8.7%
- Intermodal 0.4%
- Aggregates 11.5%
- Grain 15.1%
- Coal 16.2%
- Paper Products 1.6%
- Metal Products 20.4%

Historically

- Coal
- Farm Products
- Minerals & Ores
- Chemicals
- Metal Products
- Pulp, Paper, Lumber
- Food Products
## Rail Industry Carloads

### Class I's – Short Line Traffic Only – Available Data

<table>
<thead>
<tr>
<th>RR</th>
<th>H1 2012</th>
<th>H1 2013</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>BNSF</td>
<td>609,756</td>
<td>684,472</td>
<td>+12.3%</td>
</tr>
<tr>
<td>CN</td>
<td>109,104</td>
<td>119,274</td>
<td>+9.3%</td>
</tr>
<tr>
<td>CSX</td>
<td>392,548</td>
<td>403,989</td>
<td>+2.9%</td>
</tr>
<tr>
<td>NS</td>
<td>516,659</td>
<td>528,963</td>
<td>+2.4%</td>
</tr>
<tr>
<td>UP</td>
<td>774,485</td>
<td>825,076</td>
<td>+6.5%</td>
</tr>
</tbody>
</table>
Class II / III Annual Financial Slice

- Revenues: $3.3+ Billion
- Capital Expenditures: $920+ Million
- Maintenance Expenditures: $800+ Million
- Federal Tax Credits 2004 – 2013:
  - $1.5B in infrastructure and equipment
- Federal, State and Local Taxes of $410+ Million
ASLRRA’s Mission

- Represents Interests of Small Railroads Before:
  - Congress
  - Federal Agencies
  - Class I Railroads
  - State & Federal Courts (Amicus)