



# INDUSTRIAL DEVELOPMENT TEAM

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# Norfolk Southern Rail Network

## The Nation's Premier Transportation Company

- Operating over 19k route miles in 22 states
- Reaching more than 50% of the US population
- Serving every major container port in the eastern United States





### SUSTAINABILITY BENEFITS

Emissions Avoided

### RAIL vs TRUCK

1,631,092 metric tons of CO<sub>2</sub>

75.9% reduction

This reduction in carbon footprint is equal to:

4.6M

Trucks removed from the highway per year

### INDUSTRIAL DEVELOPMENT

Over the Last 10 Years

2,241

Jobs Created

\$2.5B+

Industry Investment

94

Total Projects

### Growth on Norfolk Southern



### CLEMENS

Food Group  
*New*

51

New Jobs

\$47M

Investment



### INTERNATIONAL

Paper  
*New*

149

New Jobs

\$100M

Investment

Available Industrial Development Sites: 59



### EMPLOYEE BASE

3,424

Employees

\$273M

Wages

2,901

Retirees

644

New Employees

CUSTOMERS SERVED 1,729 Unique

ANNUAL SPEND \$175M Annual Average  
(Roadway and Infrastructure Improvements)



### PUBLIC-PRIVATE PARTNERSHIPS

#### Train

Pennsylvanian  
Capitol Limited  
2nd Pennsylvanian

#### Between

Pittsburgh and NYC  
Chicago and Washington DC  
Pittsburgh and NYC

#### Frequency

Once Daily Each Way  
Once Daily Each Way  
Once Daily Each Way

#### On NS Between

Pittsburgh and Harrisburgh  
Chicago and Pittsburgh  
Pittsburgh and Harrisburgh

### NS hosted and proposed passenger services



### COMMUNITY IMPACT

\$3.7M  
2013 to date

\$340K+  
to over 67 different first responder organizations

# ***WHY USE RAIL? – AFFORDABILITY, OPTIONALITY, & SUSTAINABILITY***

Our trains move one ton of freight over 400-miles with only one gallon of diesel fuel.



# HOW WILL INDUSTRIAL DEVELOPMENT HELP YOUR CLIENT?

Support Site Selection Searches – Showcasing sites on the NSites site search portal.

The screenshot displays the NSites website interface. On the left, there is a sidebar with the Norfolk Southern (NS) logo and the NSites logo. Below the logos, there are tabs for 'Industrial Sites', 'Transload Locations', and 'Communities'. The 'Industrial Sites' tab is active, showing 4 sites. A search bar with the text 'Search by keyword' and a filter icon is present. Below the search bar, there is a 'Sort by: Featured' dropdown menu. The list of sites includes:

- ACF RAIL PARK SITE**: Milton, Northumberland, PA, 275,000 SOFT, 45 ACRES. Distance: 2.4 MI. (North), 78 MI. (South).
- NEW COLUMBIA PRIVATE LAND**: New Columbia, Union, PA, 56 ACRES. Distance: 2.2 MI. (North), 81 MI. (South).
- STAIMAN SITE**: Milton, Northumberland, PA, 11 ACRES. Distance: 3.0 MI. (North), 76 MI. (South).
- TURBOTVILLE SITE**: Turbotville, Northumberland, PA, 76 ACRES.

On the right, there is a map view showing a satellite image of a rural area with a red line representing the Norfolk Southern Track. The map includes a legend with the following items:

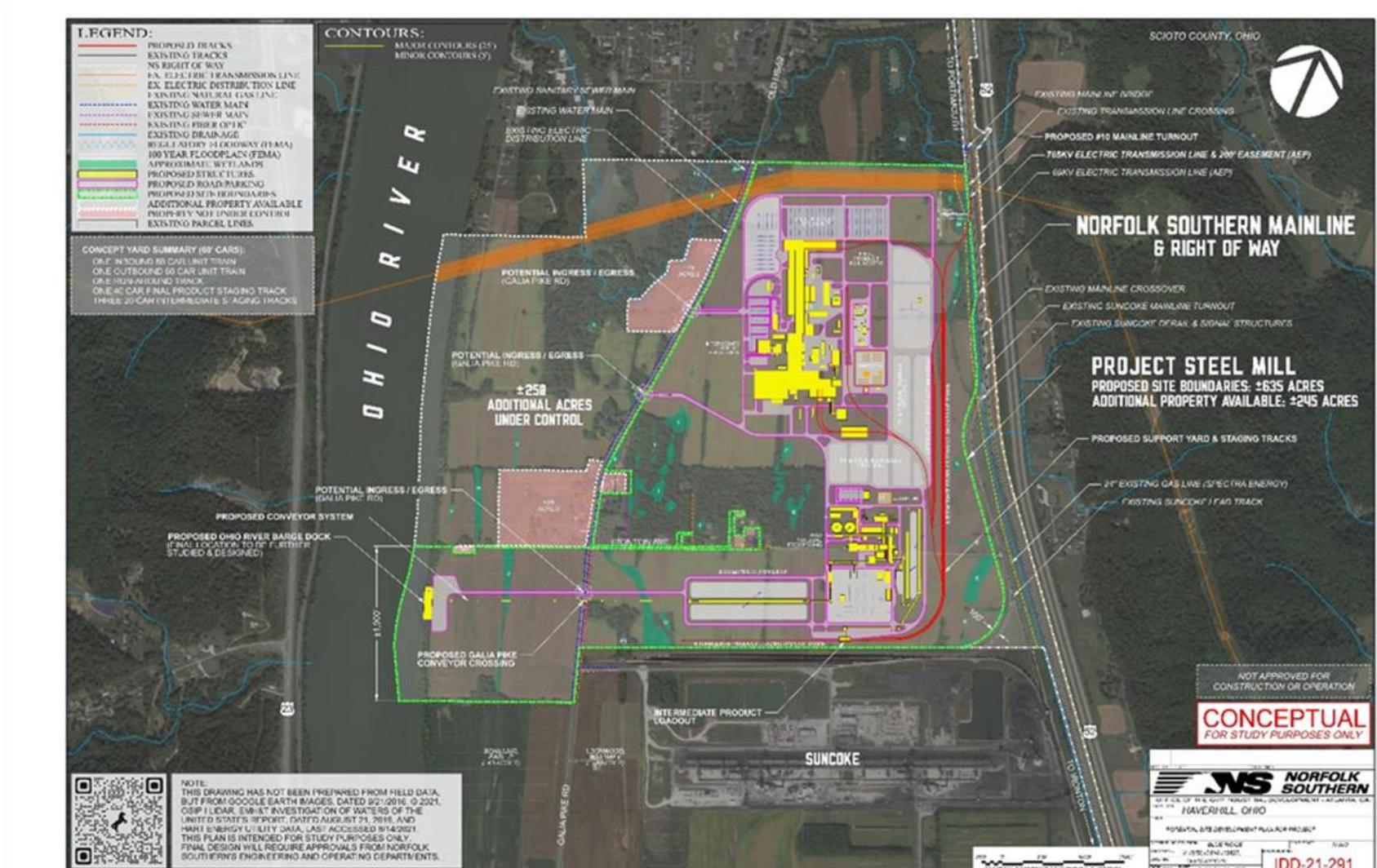
- Norfolk Southern Track
  - NS Owned/Freight Operating Rights (solid red line)
  - NS Trackage/Haulage Rights (dashed red line)
- Sites (yellow square icon)
- Boundary (black outline icon)

The map also features a 'Layers' menu with options for 'Active', 'Demographics', 'Workforce', 'Analysis', 'Clear map', and 'Hide Industrial Sites'. A scale bar at the bottom left of the map indicates 0 to 2 miles. In the bottom right corner, there is an inset map showing a regional view of the Norfolk Southern rail network with numbered sites.

[www.NSites.NorfolkSouthern.com](http://www.NSites.NorfolkSouthern.com)

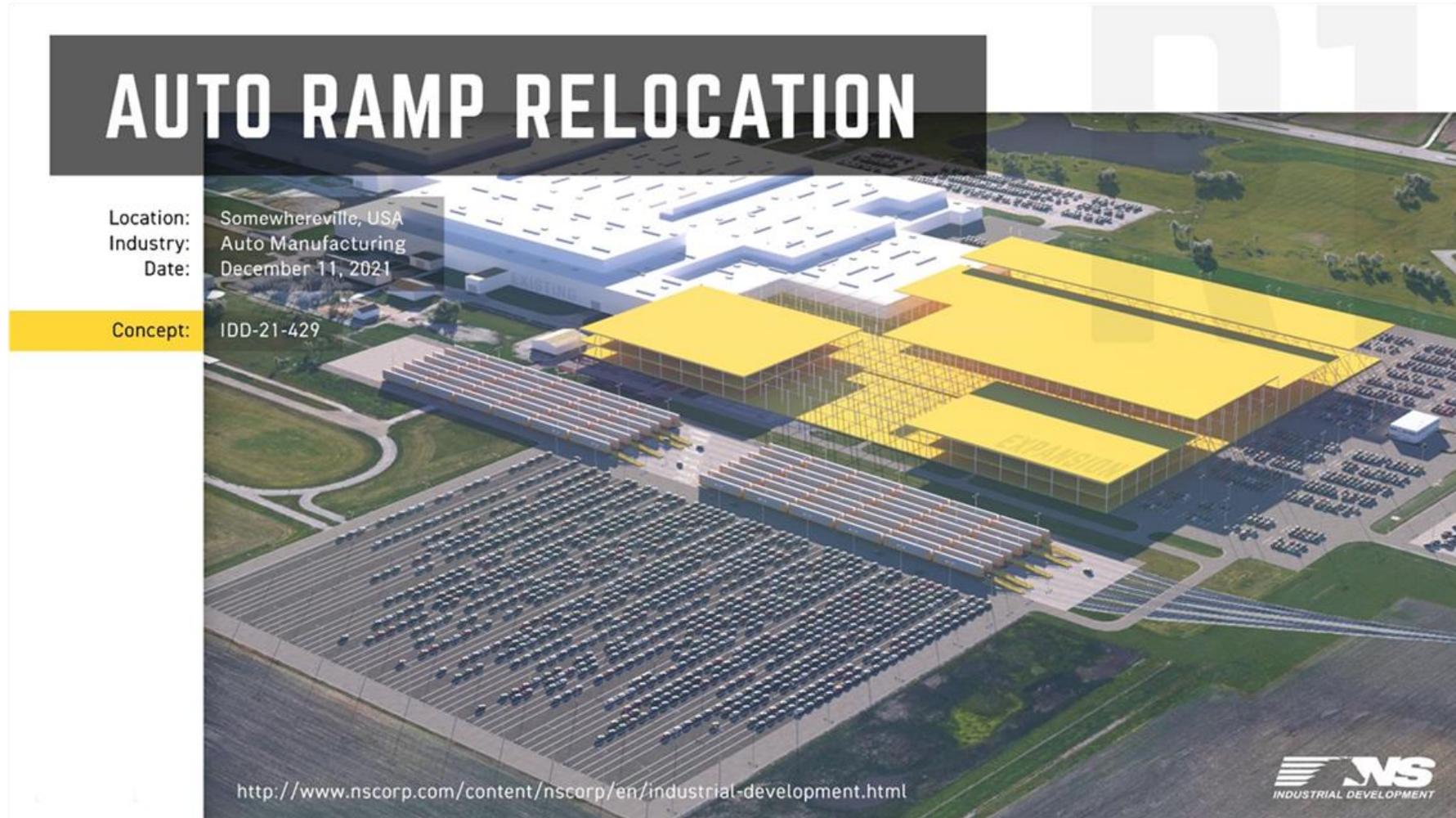
# HOW WILL INDUSTRIAL DEVELOPMENT HELP YOUR CLIENT?

Draft Conceptual Railroad Track Plans – Highlighting how rail will complement the site lay-out.



# HOW WILL INDUSTRIAL DEVELOPMENT HELP YOUR CLIENT?

Create 3D Mock-ups & Animations – Providing visualizations for complex facility designs.



# HOW WILL INDUSTRIAL DEVELOPMENT HELP YOUR CLIENT?

Connect Your Customer with Rail's Sustainability Benefits – Carbon Calculator, Carbon Credits, RailGreen

**Carbon Calculator**

Norfolk Southern is committed to helping our customers reduce and avoid carbon emissions. Use this calculator to see the amount of CO<sub>2</sub> saved when shipping on our rails.

Interested in shipping with Norfolk Southern?  
Want more information?

**SHIP WITH NS**

Shipment Information      Trip Information      Savings & Savings Equivalents

**STEP 1**

**Shipment Information**  
*Fields are required, unless otherwise noted.*

Tell us more about your commodity.

Commodity group: [dropdown]      Commodity type: [dropdown]

Tell us more about your truck shipping volume.

Number of trucks per shipment: [input]      Weight of commodity per truckload: [input] Tons

Price of carbon: \$ 25 USD ⓘ

What is your shipment frequency?

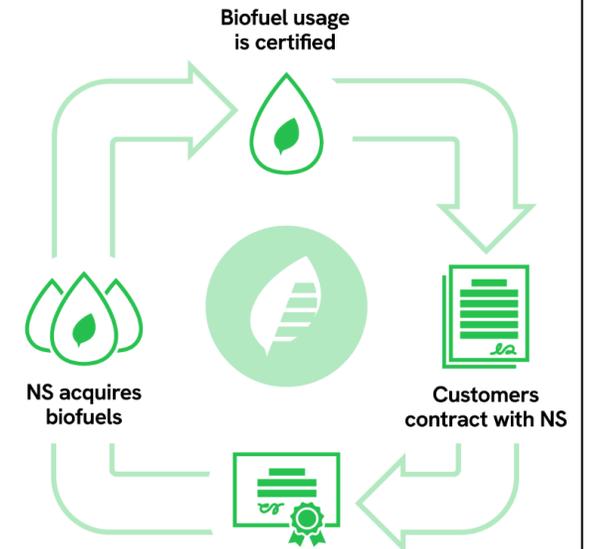
One Time     Per Day     Per Week     Per Month     Per Year

**NEXT**

## How RailGreen Works

RailGreen directly funds lower-carbon transportation fuel solutions with emissions reduction that are verified, traceable, and accountable through blockchain-backed Environmental Attribute Certificates (EAC's).

- Customers contract with NS to participate in RailGreen
- Customers receive certificates to apply towards their supply chain emissions
- NS acquires biofuels to reduce GHG emissions from locomotives
- Biofuel usage is certified by a third party to generate RailGreen certificates



[www.NorfolkSouthern.com/en/commitments/sustainability/](http://www.NorfolkSouthern.com/en/commitments/sustainability/)

A scenic photograph of a sunset over a large body of water. The sun is a bright, glowing orb on the right side of the horizon, casting a shimmering reflection on the water's surface. The sky is filled with soft, golden clouds, transitioning from a pale blue at the top to a deep orange near the horizon. In the foreground, a dark pier or dock structure extends from the left side into the water. The overall mood is peaceful and grateful.

**THANK YOU**