

# BNSF Railway

## Casper Logistics Hub

### Oklahoma Wind Energy Conference

December 2009



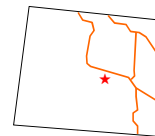
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## Casper Logistics Hub (CLH)

Casper, WY

- **Idea originated from ED/EDC town hall meeting in Casper 11/2006**
- **Established in 2007 by Granite Peak**
- **Concept to completion July 24, 2008 in 10.5 months!!**
- **Capital for track development**
  - Granite Peak Development
  - State of Wyoming
  - Bighorn Divide and Wyoming RR
  - *BNSF*
- **Shortline switching by Bighorn Divide & WY**
- **Prospects:**
  - Transloaders 2009 (drilling pipe, transmission pipe)
  - Sand for drilling industry 2009
  - Site for mineral processing plant 2010
  - Zinc processing plant (flu dust in and zinc out)
- **Lessons learned:**
  - Always keep communication lines open (moving FAST, crossing agreement, ITA, CROE)
  - Keep internal stakeholders up to speed (MOW, Eng, Ops, Svc Dsgn, Mktg)



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## During and After Construction



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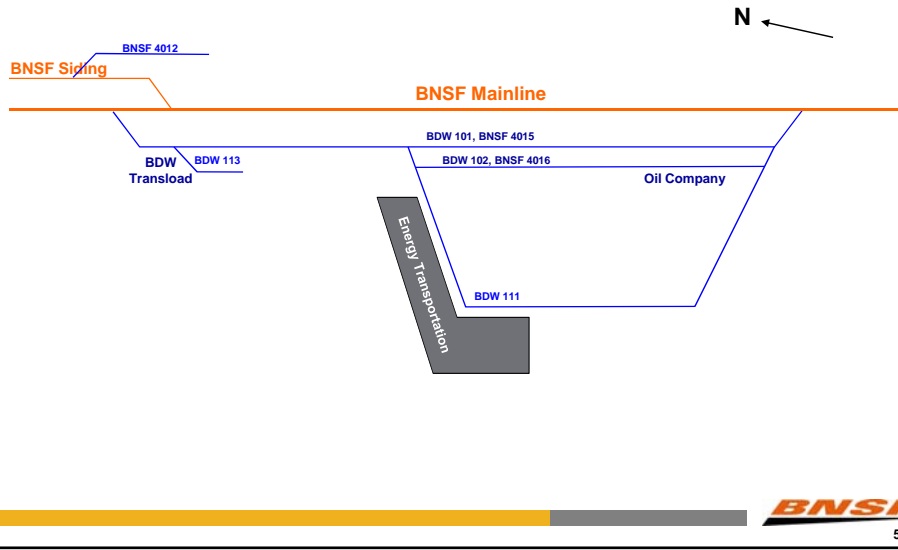
## In comes the wind!



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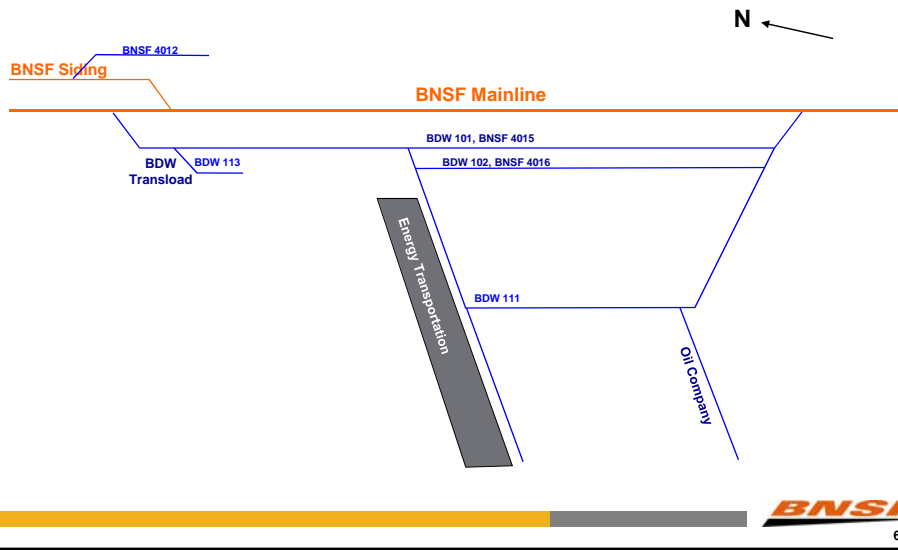
# CLH

## Phase I



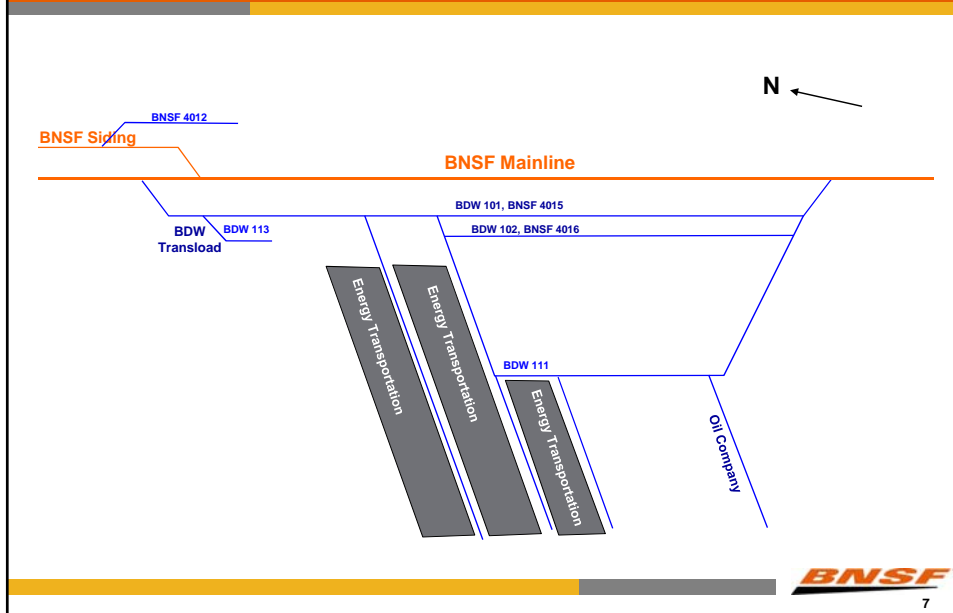
# CLH

## Phase II



# CLH

Phase III and IV



## How did it happen

- **Investor group LLC's**
  - Land owner
  - Developer
  - Shortline
  - Individual investors
- **State grant for infrastructure**
- **BNSF contributed two mainline turnouts**
- **Local governments planning for road improvements around the development**
- **Tenants now considering investing in track**

## Where we are

- **Park tenants:**
  - Wind energy distribution
  - Oil and gas wholesaler
  - Transload
- **Economy has had an impact on target industries (bentonite, drilling industry, commodities, etc..)**
- **Large investment in track and how to price it**
- **Phased approach**
- **Has attracted firms to look at Casper that may not have**
- **Stakeholders believe it will continue to be an economic engine for the community**

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## The End



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