



UNION PACIFIC RAILROAD

Eric Watkins – General Director Economic and Industrial Development

April 2025



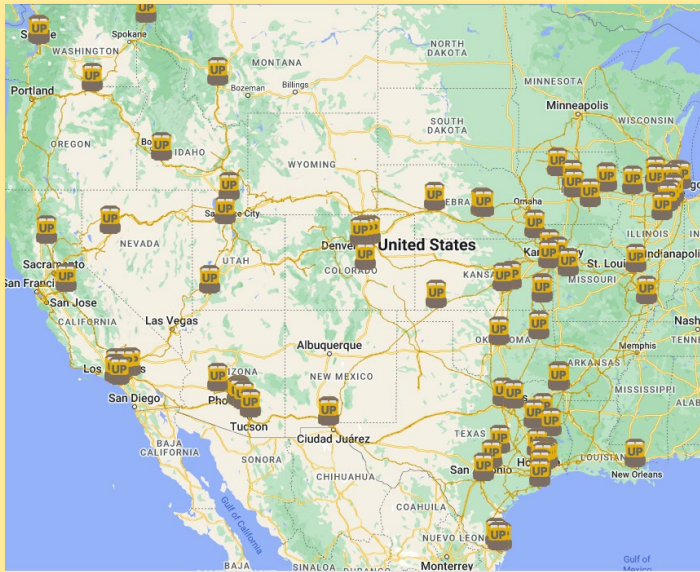
Safety, Service & Operational Excellence = Growth



SAFETY	SERVICE	ASSET UTILIZATION	COST CONTROL	PEOPLE
Be the best at safety.	Deliver the service we sold our customers.	Drive decision-making to those closest to the work.	Spend resources wisely, with a buffer for the unexpected.	Engage our teams and stakeholders.

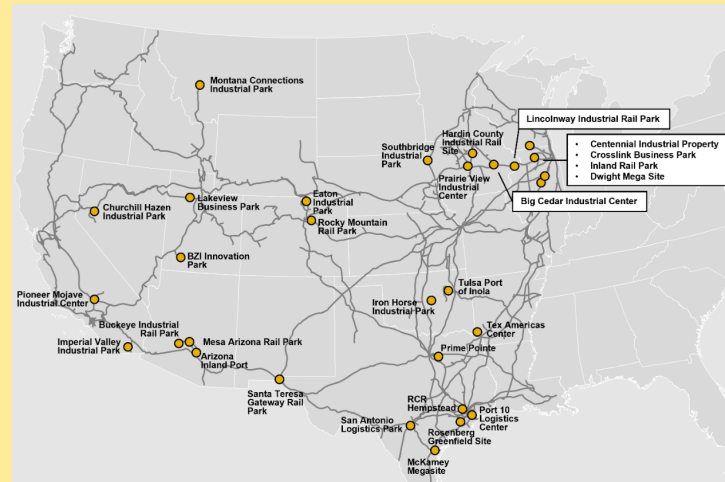
Helping You Find the Right Location

Site Solutions Tool (SST)



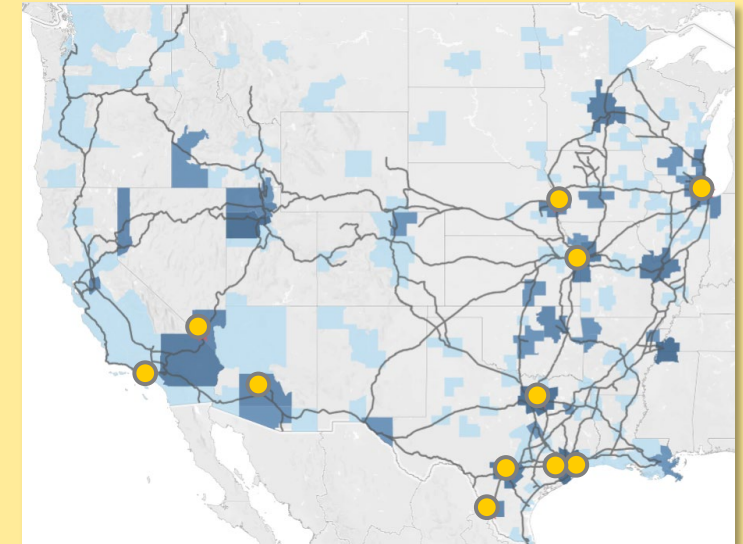
- Potential Rail Served Sites or Facilities on UP's Network
- up.com/upsitesearch

25+ Focus Sites Identify, Develop & Promote



- Pre-approved Sites
- Shovel Ready or Rail Served
- up.com/focus


Union Pacific Development Company



- Developing Land for Growth
- 60+ UP-Owned Properties; 12 in active development


Site Solutions Tool (SST)

- **SST** – Centralized listing of potential rail served facilities on the Union Pacific Railroad network
- Sites populated from commercial listings located within 800M of Union Pacific right of way
 - **Partnered with ReSimplify**
 - **Potentially rail served sites or building**
 - **7,000+ sites and building listed**
- Property Owner Benefit:
 - **No cost to add a site**
 - **National exposure through the LOIS network**
 - **Properties visible to UP's 10,000+ customers**
 - **SST used to conduct customer directed site searches**
- up.com/upsitesearch



BUILDING AMERICA®

Showing 100 of 1833 sites by Acres High


☐ Add All To Folders
 ☐ Remove All From Folders




1020 Sugar Ln
Palestine, TX
376,446 Acres




Land For Sublease
Suite 4005 Whiteside Street
Los Angeles, CA
182,799 Acres




920 West Highway 6
Alvin, TX
180,338 Acres




2301 Scott Avenue
Fort Worth, TX
109,767 Acres



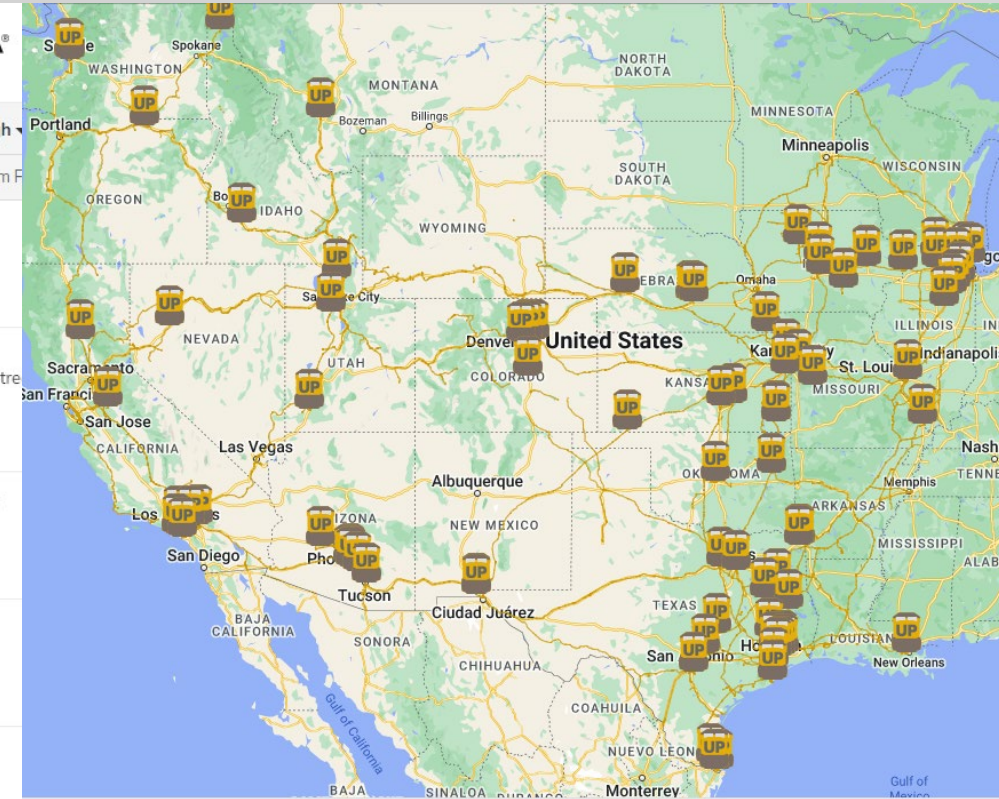
5059 E State St
Suite 5059
Montclair, CA
79,279 Acres



W 199th Street & N Webster Street
Spring Hill, KS
70,461 Acres



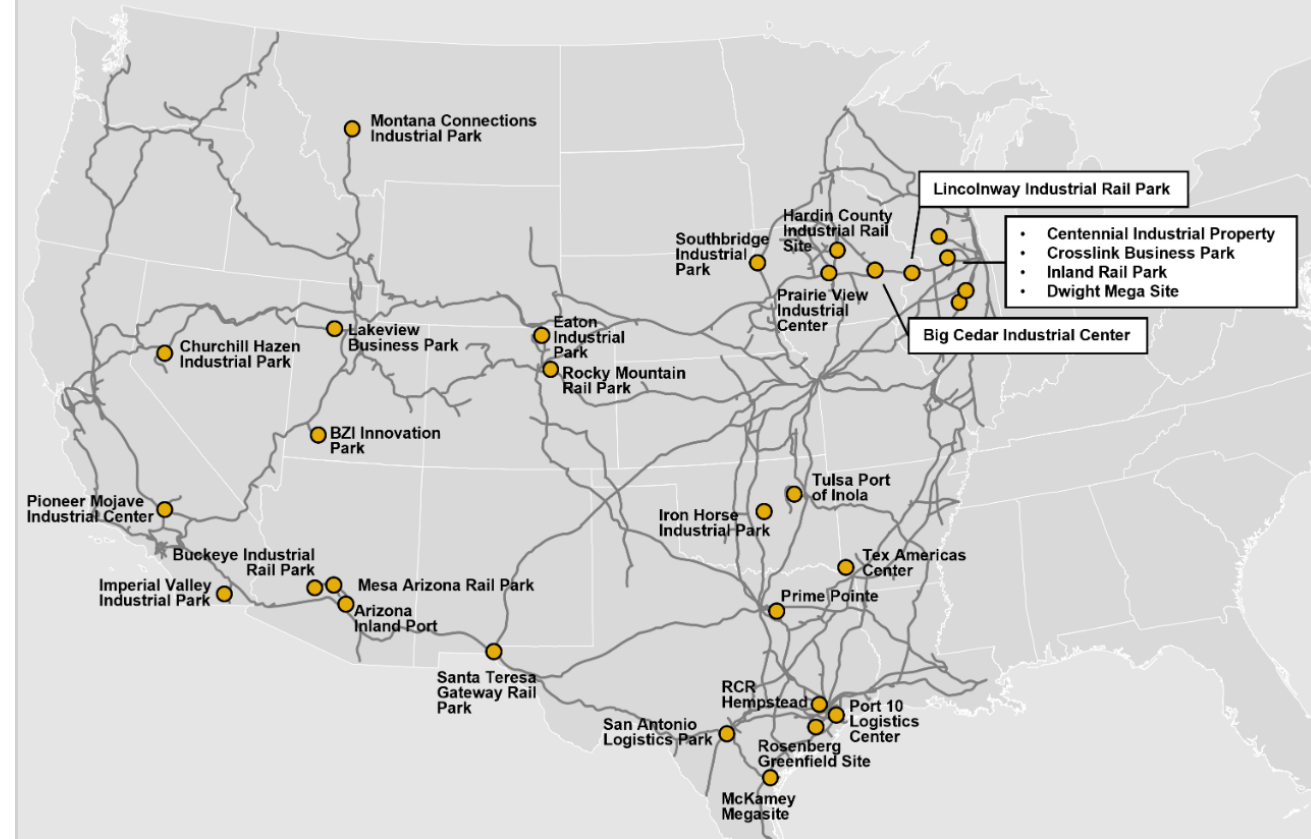
19192 Stewart Ln.
Huntington Beach, CA
42,845 Acres



Do you have a site that should be on our SST?

Focus Sites

- **Focus Sites** - Identify, Develop, and Promote shovel ready or existing rail served sites
 - 25+ focus sites
 - 3 UP-owned sites
 - Quick responses to rail requests
 - Preliminary property evaluations performed by UP
 - Marketed through UP web site, social media, EDO, and M&S



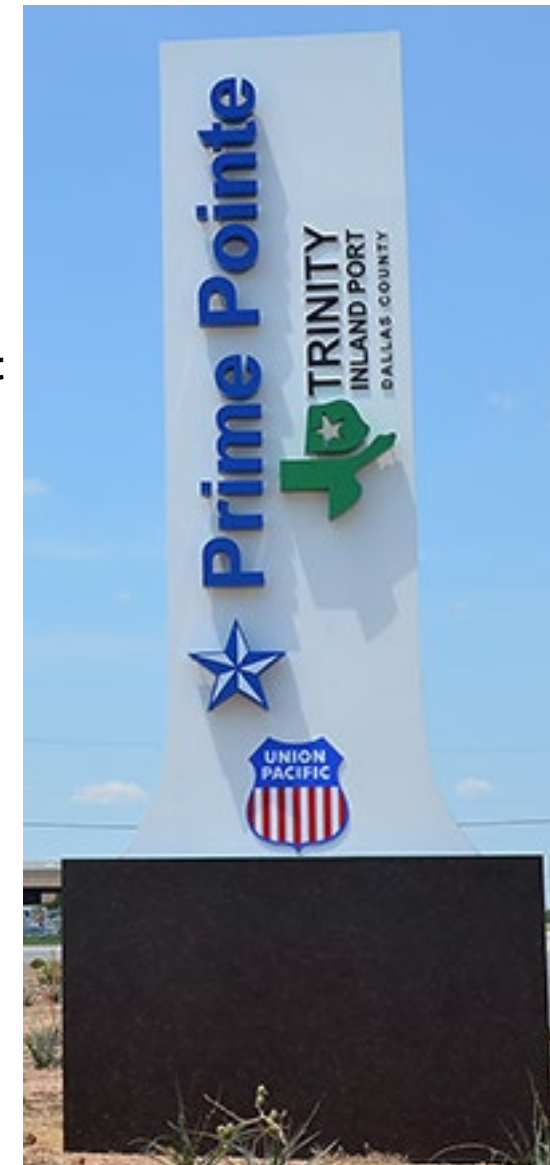
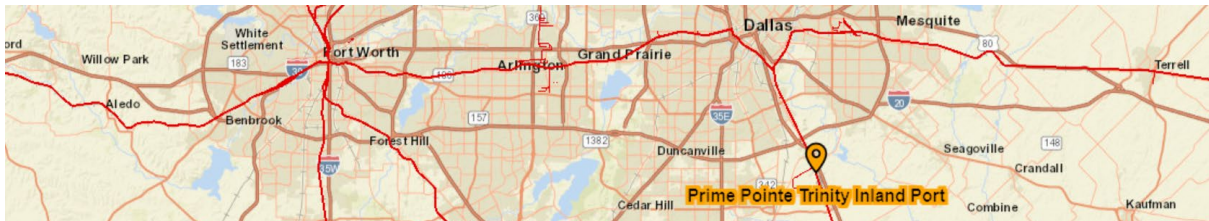
UP focus site criteria

- Large-scale site (125+ acres)
 - Preliminary rail design approved by UP
 - Completed Developmental Concept Plan
- Rail Access approval through AccessUP

Could your property be a Union Pacific focus site?

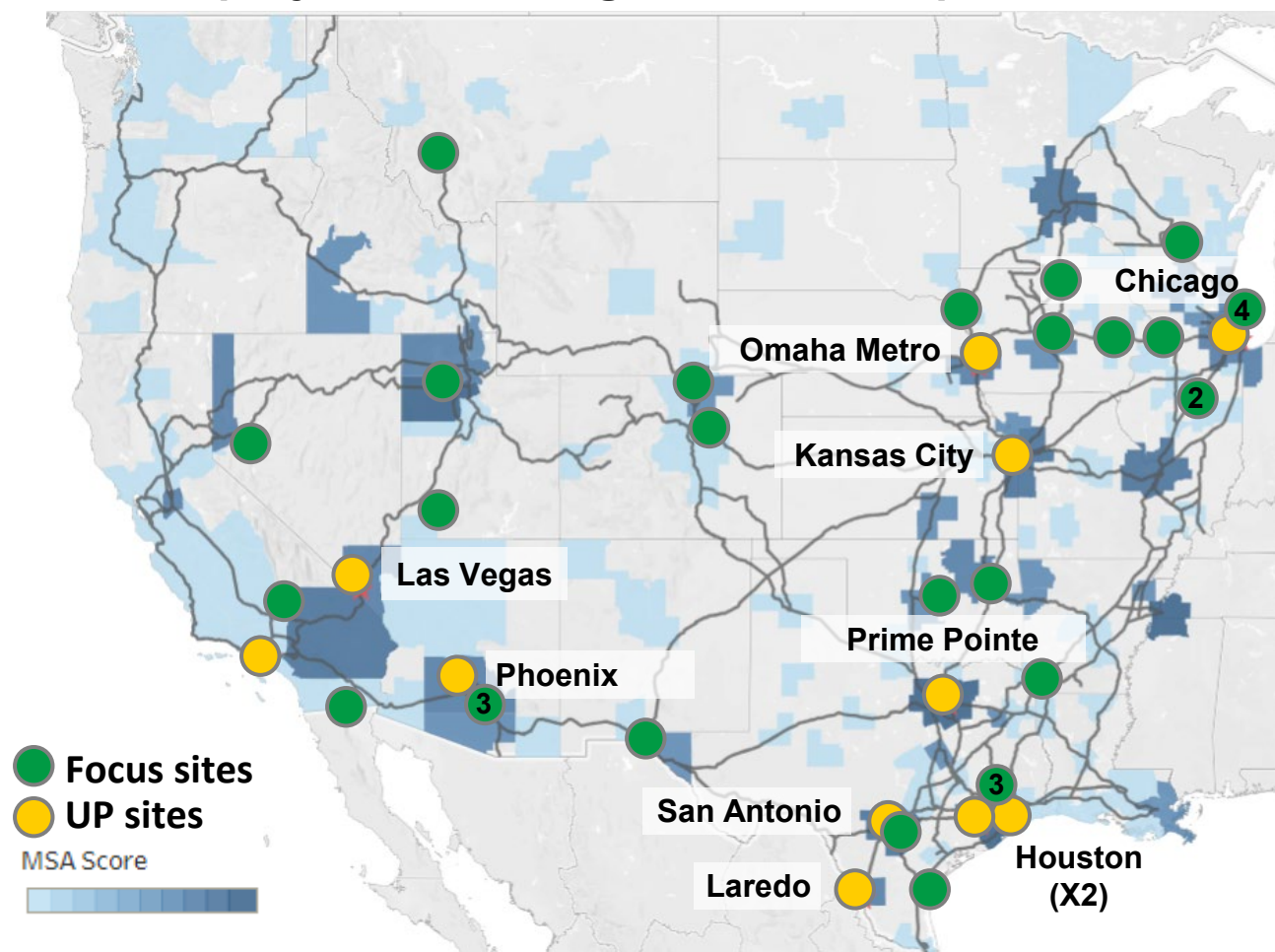
Additional criteria

- Adequate highway & road infrastructure
- Local Economic Development support
 - Incentives
 - Zoning
 - Permits
 - Workforce
 - Training
- Property owned or controlled by single owner or entity
 - Electricity
 - Water
- Sanitary/Sewer
- Natural gas



Developing Land for Growth

Current projects have alignment with top metro areas



Union Pacific Development Company Putting UP on the Map:

- Driving early role in site selection process
- Creating shovel ready sites
- Streamlining processes for faster delivery
- Early customer interest with emerging technologies, light manufacturing, packagers, liquid terminals and cold storage warehouses

MSA = Metropolitan Statistical Areas; CBRE MSA score based on labor, transportation infrastructure, climate risk, tax environment and incentives

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THANK YOU