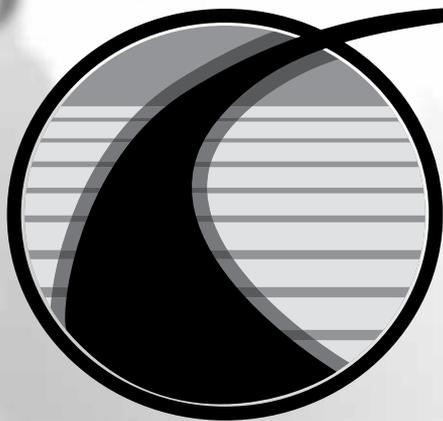


# Rail Delivers **JOBS**



## THE RAIL SUMMIT

March 16, 2012  
Sand Creek Country Club  
Chesterton, Indiana

IMPROVING NORTHERN INDIANA'S ECONOMY

## SPEAKERS

### Paul Fisher, President & CEO CenterPoint Properties

A founder of CenterPoint Properties Trust, Fisher is the President and CEO of this Chicago-based corporation which invests in industrial property and related rail, road, and port infrastructure. While initially publicly traded in 1993 (NYSE: CNT), CenterPoint Properties was privatized in 2006 by CalEast Global Logistics, LLC. The privatization was a joint venture between the California Public Employees' Retirement System (CalPERS) and LaSalle Investment Advisors. Prior to becoming President and CEO of CenterPoint Properties, Fisher served as the Chief Financial Officer. Before joining CenterPoint as a partner in 1993, Fisher held executive positions with real estate firms and investment banks in Chicago and New York. He began his career practicing law after receiving his doctorate of law degree in 1980 from the University of Chicago.



A Phi Beta Kappa graduate of Notre Dame University, Fisher currently serves as a member of the Regional Tax Policy Task Force advising the Chicago Metropolitan Planning Agency.

### M. John Vickerman, P.E., AIA, President, Vickerman & Associates LLC

Vickerman specializes in the planning and design of port, intermodal, and freight logistics facilities and systems. He has worked on 67 of the 90 U.S. deep water, general cargo ports. His international work includes nearly all Canadian ports, Rotterdam, Hong Kong, the intermodal freight analysis for the Chunnel, and Pecém in Brazil. Internationally respected in the maritime and intermodal sectors for providing innovative and practical solutions to the operational, planning, and design issues facing the maritime and intermodal transportation industry, Vickerman works with assisting ports and shipping companies to prepare for future market and technological changes.



As a licensed civil engineer and a registered architect in 22 states, Vickerman has a master's degree in Structural Engineering from the University of California, Berkeley. He serves as an Advisory Board member of the U.S. Merchant Marine Academy, Global Maritime & Transportation School and is a member of the Editorial Advisory Board of the Great Lakes/Seaway Review.

### Congressman Pete Visclosky

As Representative for the First Congressional District of Indiana, Congressman Pete Visclosky's responsibilities include Lake, Porter, Newton, Jasper, and Benton Counties. Consistently committed to improving the quality of life for everyone in Northwest Indiana, the congressman's focus is on creating new job opportunities and attracting sustainable economic development to the region. Some of his major projects are the extension of the South Shore Rail Line, the Gary/Chicago International Airport, and the Marquette Plan, which is his lakeshore investment strategy.



To realize his commitment to Northwest Indiana, Congressman Visclosky serves as a member of the powerful Appropriations Committee, is the Ranking Member of its Energy & Water Development Subcommittee, and also serves on the Defense Subcommittee, the Financial Services Subcommittee, and is the Vice Chairman of the Congressional Steel Caucus. The congressman works tirelessly to boost investments in new energy technologies which will help confront the energy crisis and reduce our dependence on foreign oil.

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“THE RAIL SUMMIT PROVIDES AN EXCELLENT FORUM FOR EXPLORING THE OPPORTUNITIES WE HAVE IN INDIANA TO CAPITALIZE ON OUR GREAT FREIGHT RAIL AND HIGHWAY SYSTEMS TO GAIN NEW JOBS AS A RESULT OF CHANGING PATTERNS OF MOVING GOODS AND COMMODITIES TO AND FROM GLOBAL MARKETS. THE SUMMIT SHOULD HELP SHARPEN OUR FOCUS ON THESE DYNAMIC CHANGES AND HELP IDENTIFY WAYS WE CAN GAIN ECONOMIC ADVANTAGE FOR OUR REGION AND STATE.”

— Leigh Morris, Senior Vice President  
Northwest Region Development  
Indiana Economic Development Corporation  
Chairman of the Board, Northwest Indiana  
Regional Development Authority (RDA)

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11:15 .....	Registration
11:50.....	Lunch Served
12:00.....	Welcome - Leigh Morris, Senior Vice President Northwest Region Development Indiana Economic Development Corporation Chairman of the Board, Northwest Indiana Regional Development Authority (RDA)
12:25.....	Introduction of Congressman Peter J. Visclosky 1st District of Indiana - Leigh Morris
12:30 .....	Congressman “Pete” Visclosky
12:40 .....	VISION & The Rail Summit — Working with Communities Leigh Morris
12:50 .....	Introduction of Paul Fisher, President & CEO CenterPoint Properties - Leigh Morris
12:55.....	Paul Fisher, President & CEO, CenterPoint Properties
1:15 .....	Questions & Answers - Leigh Morris, Moderator
1:25.....	Introduction of John Vickerman, President & CEO Vickerman & Associates - Mary Elisabeth Pitz Founder of The Rail Summit, President, Mary Elisabeth Pitz & Associates
1:30 .....	John Vickerman, President & CEO, Vickerman & Associates
1:50 .....	Questions & Answers - Leigh Morris, Moderator
2:00 .....	Summary - Leigh Morris
2:05.....	Adjournment

## RAIL STIMULATES THE ECONOMY AND DELIVERS JOBS

“INDOT has completed and published in November 2011 the Indiana State Rail Plan to provide guidance for future freight, passenger rail planning, investments, and activities. Additionally, the Federal Passenger Rail Investment and Improvement Act (PRIIA) of 2008 requires states to have approved State Rail Plans to be eligible for PRIIA and possible future federal rail financial assistance. INDOT is in position.”

— MIKE RILEY, MANAGER RAIL OFFICE,  
INDOT, FEBRUARY 28, 2012

“The \$165 million Kirk Yard redevelopment project represents a significant investment in Northwest Indiana bringing approximately 251 new jobs to Gary, Indiana and nearly doubling CN’s workforce in the state. The new Kirk Yard will become CN’s largest facility in the United States capable of handling 2,500 rail cars per day, consolidating the railroad’s yard activity in the Chicago area, adding efficiency to our U.S. operations, and fuelling growth in the Chicago region and Northwest Indiana.”



— PATRICK WALDRON, CN, MANAGER,  
PUBLIC AFFAIRS U.S., FEBRUARY 28, 2012

“Over the past decade in Indiana, Norfolk Southern’s Industrial Development Department has helped facilitate more than 75 new or expanded industry locations which have generated more than 8500 new jobs directly related to these projects, and invested more than 3.5 billion dollars. In 2011 nationwide, NS’s Industrial Development Department helped attract 73 new industrial facilities and the expansion of 27 existing plants. This represents \$9.5 billion in investment and is expected to create 6,800 jobs.”



— DAYNE E. TATE,  
INDUSTRIAL DEVELOPMENT MANAGER,  
NORFOLK SOUTHERN, FEBRUARY 28, 2012

“Because Indiana Harbor Belt Rail Road (IHB) is the largest and most modern facility for processing efficiently and damage-free automobiles from the manufacturer to the dealer, we are investing \$12 million in 2011 to expand our new automobile transfer facility due to the continuing increase in demand as recovery from the recession continues. IHB, the largest terminal switching carrier in the country, provides on-going jobs for the region; in 2011, we hired 100 people of which a majority will be committed to building the Hammond Yard to service the needs of Potash Corporation of Saskatchewan.”



— JIM ROOTS, MANAGER OF INDIANA HARBOR  
BELT RAIL ROAD, MARCH 1, 2012— IHBR

“The mission of the Ports of Indiana is to develop and maintain a world-class port system dedicated to growing Indiana’s economy. Last year was our third consecutive year of growth The Port of Indiana-Burns Harbor shipped its highest cargo volume since 2006 - an increase of 10 percent over 2010. This port supports 25,000 jobs and makes a contribution of \$3.5 billion in economic activity to our state each year. It’s our goal to create a port environment that provides our customers with a sustainable competitive advantage. A key component of that environment is having superior multi-modal connections. A port that has terrific waterborne infrastructure has little chance of reaching its full potential without the benefit of also having good rail and highway connectivity.”



PORTS OF INDIANA  
3 PORTS - 2 WATERWAYS - 1 SYSTEM

— RICH COOPER, CEO, PORTS OF INDIANA,  
FEBRUARY 28, 2012

“The continuously improving business climate in Indiana makes this an exciting time to be in the freight rail business in our state. South Shore Freight Railroad, by offering neutral access to all railroads serving the greater Chicagoland area, is in prime position to assist rail oriented businesses seeking to locate in Indiana with logistics solutions. The Rail Summit is an ideal venue to network with potential and existing customers to do what we do best—Connecting Industry and Delivering Value.”



Chicago South Shore & South Bend Railroad

— ANDREW FOX, PRESIDENT  
SOUTHSHORE FREIGHT, FEBRUARY 29, 2012

“The Indiana Rail Road continues to push the envelope on capital investment to provide our customers with superior service. In 2011 alone, we invested \$22 million in our physical plant, the first of a five-year capital investment plan totaling \$50 million. Due to a 25-year track record of aggressive marketing and service, we moved our 2 millionth carload of revenue freight in November 2011. It took us 18 years, 9 months to move the first 1 million cars, and only 6 years, 11 months to move the second million.”



— THOMAS G. HOBACK,  
FOUNDER, PRESIDENT  
AND CHIEF EXECUTIVE OFFICER,  
INDIANA RAIL ROAD COMPANY,  
FEBRUARY 29, 2012

Rail Delivers  
**JOBS**



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MARY ELISABETH  
PITZ & ASSOCIATES 

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