



CREATE

KEEPING THE GO IN CHICAGO

Get On Board

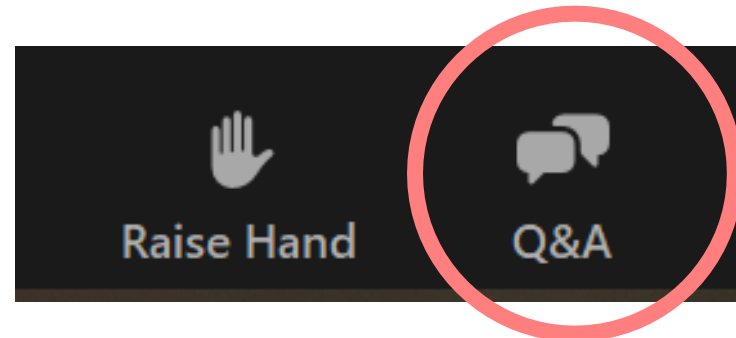
Railroad Opportunities Panel

April 2021



Asking Questions

- Each of the Get On Board sessions, including this one, will be recorded to be shared online after the event
- Please stay muted with your camera off unless you are speaking
- You may submit questions through the Zoom Q&A feature
- Questions will be answered at the end of this session



Itinerary

Monday:

2:00 p.m. – 4:00 p.m. Railroad Opportunities Panel

Panelists: Amtrak, BRC, BNSF, CN, CP, CSX, IHB, NS and UP

Confirmed Speaker: U.S. Congressman Jesus “Chuy” Garcia

Tuesday:

10:00 a.m. – 11:30 a.m. Public Agencies Opportunities Panel

Panelists: CDOT/City of Chicago, Cook County, IDOT and Metra

2:00 p.m. – 3:00 p.m. Working on CREATE: An Insiders’ Perspective

Itinerary

Wednesday:

10:00 a.m. – 10:30 a.m. Business Presentations Session 1

2:00 p.m. – 3:30 p.m. Business Presentations Session 2

Confirmed Speaker: U.S. Congresswoman Marie Newman

Thursday:

10:00 a.m. – 10:30 a.m. Business Presentations Session 3

The Zoom ID to enter each of the following sessions is:

961 6717 2186

Anyone who registered has this information in their calendar holds.

**The CREATE Partners welcome
Congressman Jesus “Chuy” Garcia**

Amtrak Supplier Diversity Office Mission Statement

- **Establish, monitor and document the Procurement procedures required for the Supplier Diversity Program in support of Amtrak's efforts to:**
 - ❖ Ensure nondiscrimination in the award and administration of contracts;
 - ❖ Create a level playing field on which diverse firms can compete fairly;
 - ❖ Help remove barriers to the participation of diverse firms on contracts;
 - ❖ Assist with the development of diverse firms that can compete successfully in the marketplace; and
 - ❖ Achieve, at a minimum, Amtrak's corporate goal of 10% of total expenditures



SUPPLIER DIVERSITY OFFICE

- [HTTPS://PROCUREMENT.AMTRAK.COM](https://procurement.amtrak.com)
 - DiversS@amtrak.com
 - Procurement@amtrak.com
- https://amtrak-my.sharepoint.com/personal/jacqueline_donaldson-grey_amtrak_com/Documents/DOING%20BUSINESS%20WITH%20AMTRAK.docx?web=1

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202.320.9555

Patricia Barmore

Supplier Diversity Specialist

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215.349.1905

- Amtrak's Procurement portal is the gateway to pertinent procurement information which includes supplier diversity.
- This link will allow you to view most all solicitations (typically \$250,000 or more in estimated value). Solicitations can be found under the "Business Opportunities" tab
- Vendor Registration – This registration will create a profile for diverse vendors that will be available in a directory that is inward and outward facing. The directory is one of the resources we utilize to assist in the identification of diverse firms for bid participation. You do not have to be registered to participate in the bidding process.
- Please peruse the entire portal as there is a lot more pertinent procurement info.



The future rides with us



The Belt Railway Company of Chicago

About Us:

- Located in Chicago's Clearing neighborhood and Bedford Park, Illinois
- Founded in 1882
- Approximately 450 employees
- Largest intermediate switching terminal railroad in the US
- 28 miles of mainline route
- 300 miles of switching tracks
- 24-hour operation, 7 days a week, 365 days a year

What We Do:

- Rail cars travel coast-to-coast by coming through Chicago.
- Trains are brought to the Belt Railway to be efficiently separated, classified, and re-blocked for cross-country departure.
- Dispatch more than 8,400 rail cars per day

Credo:

- Dedicated to safety, service and value

Being Better Tomorrow Than We Are Today



The Belt Railway Company of Chicago

Various supplies and services we contract out:

- Construction
- Asphalt road crossing replacement
- Building janitorial
- Vegetation/pest control
- Vehicle repair
- Electrical
- Office supplies
- Painting
- Crew transport
- HVAC repair
- Gear/wear sourcing
- Safety Equipment

Interested in working with the Belt?

Submit bids for work and inquiries to contractorinquiries@beltrailway.com

Being Better Tomorrow Than We Are Today

BNSF Believes in the Power of Diversity



- **Katie Farmer** newly named CEO, first female to lead a major US rail company

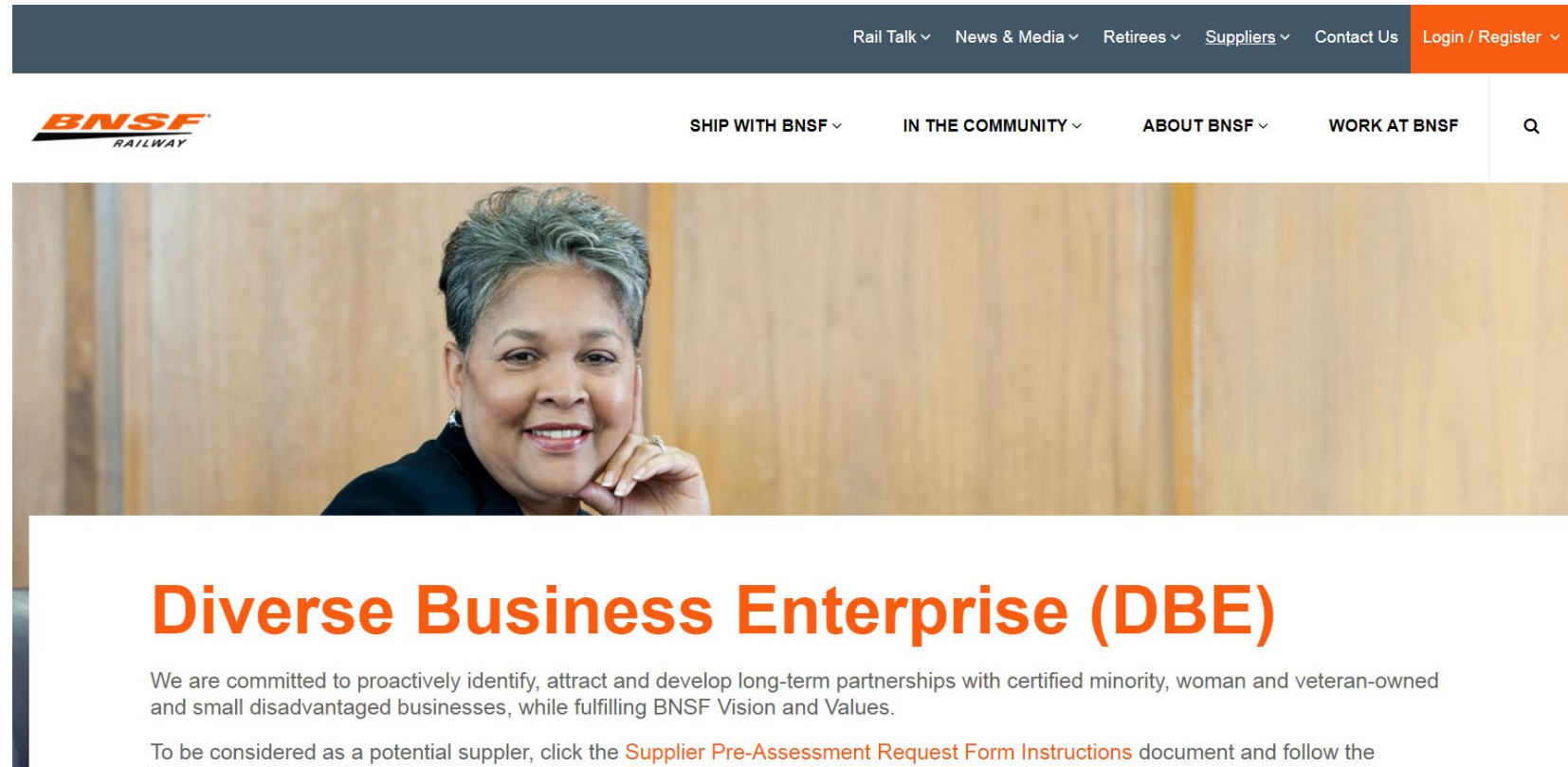


- **Courtney Johnson** Chief Diversity and Inclusion Officer




- Utilize web-based portal for onboarding – **Supplier Pre-Assessment Tool**.

- **Diverse-owned suppliers provide:** Constructions Services, Customer Event Coordination, Equipment Rentals, Environmental Services, Information Technology Services, Leadership Training, Legal Services, Lodging, Machining & Tooling, Railcar Lubricants, Relocation Services, Staff Augmentation, Telecom Materials, Positive Train Control Materials, Relocation Services, Signal Materials and Video Production Services.



Rail Talk ▾ News & Media ▾ Retirees ▾ Suppliers ▾ Contact Us Login / Register ▾

 SHIP WITH BNSF ▾ IN THE COMMUNITY ▾ ABOUT BNSF ▾ WORK AT BNSF Q

Diverse Business Enterprise (DBE)

We are committed to proactively identify, attract and develop long-term partnerships with certified minority, woman and veteran-owned and small disadvantaged businesses, while fulfilling BNSF Vision and Values.

To be considered as a potential supplier, click the [Supplier Pre-Assessment Request Form Instructions](#) document and follow the

A leading North American transportation and logistics company

CN is the only transcontinental railway in North America spanning Canada and Mid-America, connecting three coasts.

We offer fully integrated rail and other transportation services, including intermodal, trucking, freight forwarding, warehousing, and distribution. Our extensive network coupled with our unique supply chain partnerships provide connections to all points in North America and beyond.

CN handles over \$250 billion worth of goods, hauls about 20% of Canada's exports and carries more than 300 million tons of cargo annually.

If you eat it, drive it, or use it, chances are we move it.



2020 HIGHLIGHTS

24,000+
employees

C\$13.8B
in revenue

65.4%
(Adjusted 61.9%)
operating ratio

C\$2.9B
in capital investments

19,500
route miles

C\$99.4B
market capitalization

5.6 million
carloads

CP understands that a diverse and inclusive work environment provides a broader range of experience and perspectives that, in turn, creates a stronger and more successful railway.



CP Disadvantaged Business Enterprise Program

Objective

- Opportunities for businesses >51% ownership / management controlled by US citizens identified as a disadvantaged business enterprise (DBE)

Onboarding

- Company Information
- Contact Information
- Company Biography Information (including a list of all railway customers)
- Ownership Information
- Proof of Disadvantaged Business Enterprise Status

Identification

- Female
- African
- Asian
- Asian Indian
- Hispanic
- American Indian
- Disabled
- Disadvantaged
- Veteran
- HUBZone

SUPPLIER DIVERSITY AT CSX

Our Commitment

CSX is committed to promoting and fostering an inclusive procurement process that provides opportunities for all suppliers, regardless of size or any social or economic distinction, such as age, race, creed, color, sex, ancestry or national origin. While CSX does not award suppliers based on preferences that would result in unfair competitive advantages over other Suppliers, **CSX is committed to actively seeking and engaging diverse suppliers to compete for opportunities to support CSX.**

CSX Procurement Structure

- The majority of CSX's centralized Procurement spend is for specialized rail-specific products and services with substantial barriers to entry (i.e. track material, locomotives, freight car parts, rail grinding services)
- The areas of highest opportunity for DBE suppliers are in non-centralized procurement areas (local purchasing) or are sourced through national contracts that utilize local sub-contractors

CSX encourages our national contractors to actively engage DBE's. This is considered Tier2 spend and gives the opportunity for the DBE's to grow their visibility, relationship and experience with CSX



THE BEST PATH TO BECOMING A CSX SUPPLIER IS TO LET US KNOW YOU ARE OUT THERE

You can register on our website at CSX.com

CSX.com/Suppliers/Supplier Diversity/

Please follow [this link](#) if you are a diverse supplier interested in doing business with CSX.

This allows us to include you in centralized bids and/or share your information with the CSX employees who manage local purchasing and the contractors who hire local subcontractors to work on CSX projects

* Required

Company Information

1. Company Name *

2. Company Tax ID Number *

3. Address Line 1 *

4. Address Line 2

5. City *

6. State *

The Indiana Harbor Belt Rail Road

- Largest switch carrier in the U.S.
 - 54 miles of mainline track (24 miles of which is double main track)
 - 266 miles of additional yard and siding track
- Interchanges daily with 16 other rail carriers in Chicago
- IHB circles Chicago from near O'Hare to Northwest Indiana and roughly parallels Interstate 294 (Tri-state Expressway) and I-80/94.
 - Blue Island (a 44 class track hump yard) at Riverdale, IL;
 - Gibson (in Hammond, IN) which classifies cars of new autos;
 - Michigan Avenue Yard (in East Chicago, Indiana) servicing extensive steel plants



For More Information, contact:

Dave Kelley

Purchasing Department

IHBPURCHASING@ihbrr.com

219.989.4959



Supplier Diversity Program

- Norfolk Southern Railway Company – Class I Railroad
 - 19,300 miles in 22 states and D.C.
 - Serves every major port in the eastern US
 - Avg 20,200 employees
 - Inclusion is woven into all aspects of our business, values, employees, and community
- To support an environment of diversity and inclusion:
 - Provide contacts to help answer questions
 - Provide opportunities to bid
 - Advise of upcoming projects
 - Learn how to better support DBEs

Awards

Norfolk Southern was recently selected as one of America's best employers for women by *Forbes* magazine. Some of our other recent recognitions include:



A best place to work for Disability Inclusion by Disability Equality Index.



A best place to work for LGBTQ equality by Human Rights Campaign.



One of the most Military Friendly Employers® for 12 years in a row

Next Steps

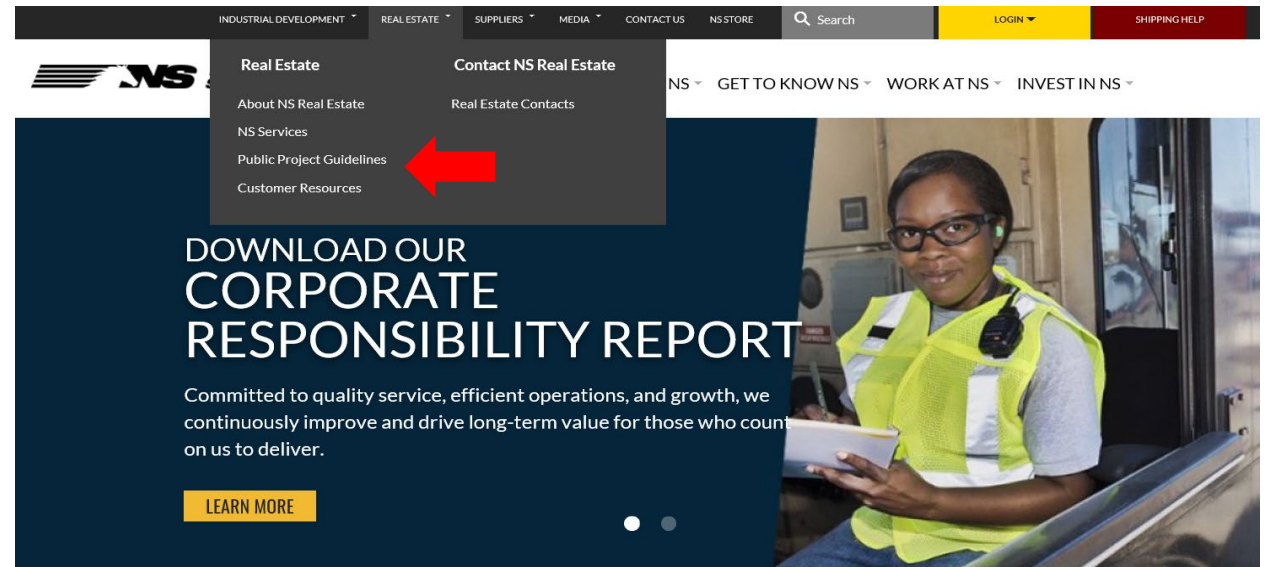
- Visit <http://www.nscorp.com/supplierdiversity>
 1. Select “Become a Supplier” and download the Supplier Diversity Program Brochure
 2. General questions: supplier.diversity@nscorp.com
 3. Construction project questions: SourcingConstructionSRBuyer@nscorp.com
 4. Corey Plunkett – Director Purchasing (540) 293-2147
corey.plunkett@nscorp.com

• Requirements:

- eRailsafe – background checks
- Avetta – safety program
- Insurance and bond requirements

• Public Project Guidelines

- Listed on NS website under Real Estate tab



2021 Major Construction Capital Projects

- Kress to Peck 3rd mainline
 - Bid tentatively set for late May
- Siding extensions / new sidings to support train length extension strategy
 - Primarily in UP's Southern Region (Texas, Louisiana, Arkansas)
- Intermodal facility expansions
- Sub-contracting opportunities
 - Joliet, IL (Global 4) intermodal facility expansion
 - Northlake, IL (Global 2 – Proviso) intermodal parking
 - Houston yard expansion
 - LA intermodal facility expansion
 - West Colton, CA yard expansion



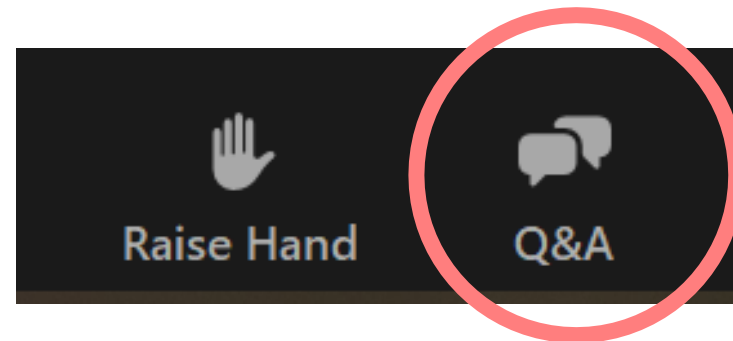
How to Become a Supplier

- Apply directly on UP website
- E-mail supplierdiversity@up.com to notify us of your application
 - Include capabilities statement
- Standard supplier requirements:
 - Commercial Liability: Combined single limit of not less than \$1M each occurrence and aggregate limit of not less than \$2M
 - Business Automobile Coverage: Combined single limit of not less than \$1M each accident
 - Workers' Compensation & Employers Liability Insurance: Limits of at least \$500K for each accident, \$500K disease policy limit, and \$500K for each employee
- Use of E-Verify for employees who perform work for UP / E-RailSafe certifications for each employee if work is on UP property



Questions?

- Reminder: each of the Get On Board sessions will be recorded to be shared online after the event
- If you have any questions now, please submit them in the Q&A box now
- If you have questions after this panel, please submit them at info@createprogram.org or through the Contact Us tab of the website createprogram.org



Zoom Link

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Stay in Touch!

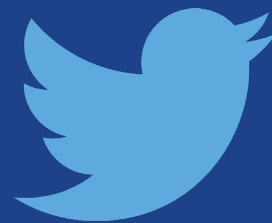
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Website: createprogram.org



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