

# 2017 ANNUAL REVIEW

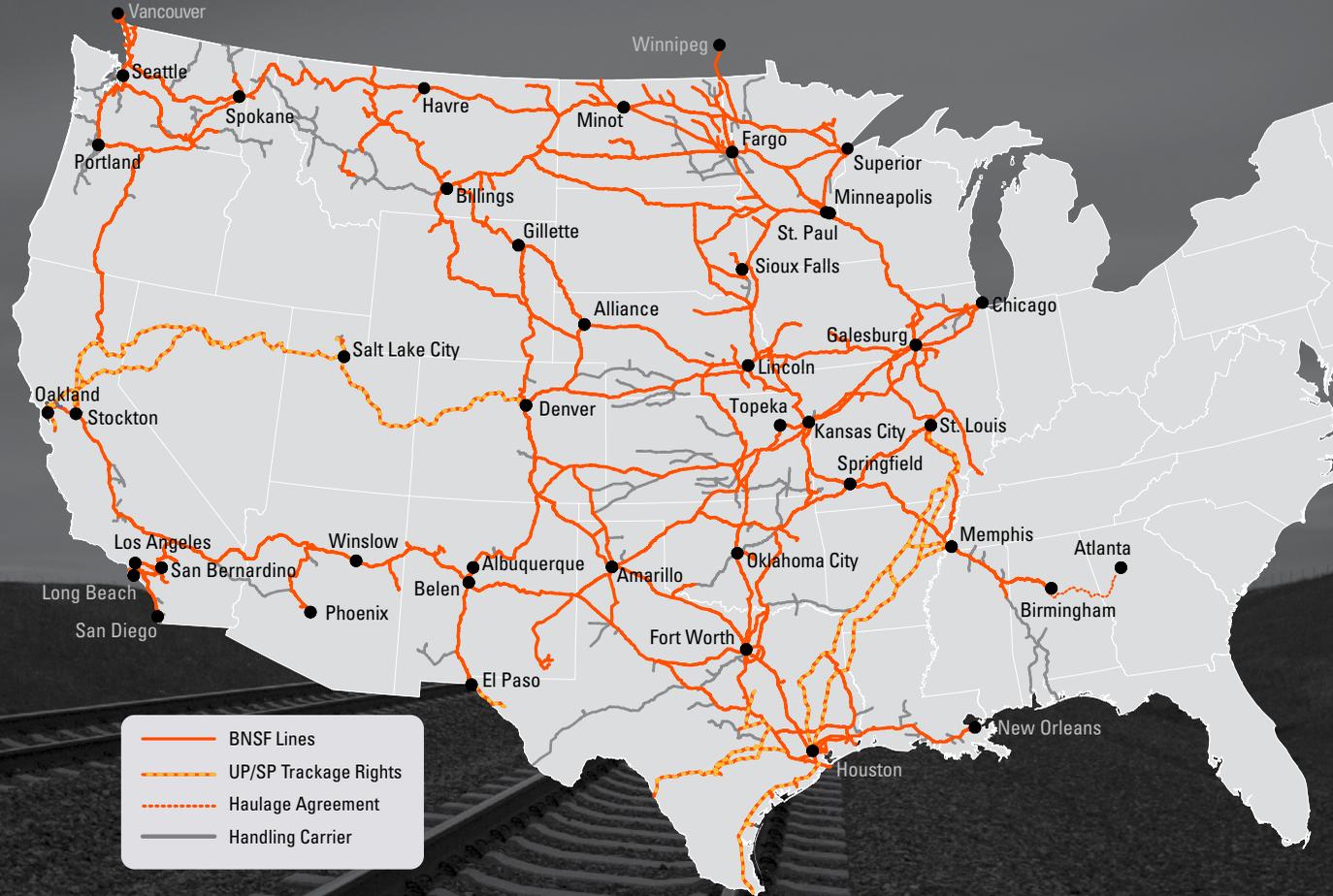
**BNSF**  
RAILWAY



# THE BNSF NETWORK

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## BNSF by the Numbers

  
**32,500**  
 Route Miles

  
**28**  
 States

  
**3**  
 Canadian Provinces

  
**25**  
 Intermodal Facilities

  
**40+**  
 Ports

  
**~8,000**  
 Locomotives

  
**41,000**  
 Employees

## A MESSAGE FROM CARL ICE

**I**n 2017, we saw some positive economic trends that resulted in our performance improving over 2016. Our volumes increased five percent, reflecting a strengthening economy as well as our success in capturing additional business in many of the commodities we haul. In fact, during the peak holiday shipping period the week after Thanksgiving, we broke our all-time weekly volume record, handling about 220,000 units.

We must never lose sight of our safety vision of an injury-free workplace. Our injury rate was higher year-over-year in 2017, however, we were pleased to see a reduction in injury severity, particularly in the final months of the year. This affirms our commitment and belief that we have the right processes in place to operate free of incidents and injuries.

Today, we are experiencing a supply chain environment that is increasingly more competitive. While our domestic intermodal business continues to grow, we have to be mindful that railroads' efficiency advantage could quickly erode as trucking companies increasingly improve their productivity. In addition, the growth in online shopping has resulted in compressed delivery times being the new expectation from consumers and retailers. As a result, our intermodal shippers are increasing the demands across their entire supply chain. This means that, now more than ever, BNSF has to be focused on providing consistent, reliable and efficient transportation services to our customers.

We anticipate that our industrial products segment will continue to move with the economy. As an example, our movement of sand grew in 2017 as oil and gas producers have become increasingly efficient at lengthening the life of existing wells, which requires more sand.

Our grain business will always be a consistent pillar of our franchise. Annual grain volumes will fluctuate depending on factors such as U.S. growers' productivity, domestic and export demand, the conditions in the global marketplace and shortages of grain storage domestically and internationally, but it will continue to be an essential part of our mix of business.

We also expect our coal volumes to continue to decline over the long term as more coal plants are closed as utilities shift to natural gas and other fuel sources. We similarly anticipate that our crude oil volumes will be less over time as a result of greater pipeline capacity and lower demand. However, Canadian production is expected to outpace pipeline capacity in the Oil Sands region in the short term and represents opportunity for crude-by-rail.

We experienced a number of challenges that impacted our velocity in 2017 – including ice storms, avalanches and hurricane flooding. We responded to these challenges by deploying additional resources and, thanks to the aggressive efforts of BNSF employees, restoring service as quickly as possible. Moving forward, we will continue to invest in our railroad, with a focus on ensuring BNSF operates a safe and reliable network that meets all of our customers' expectations and positions us to grow with all of them. Proof of our commitment is the fact that since 2000 we have invested more than \$60 billion into our network, closing out 2017 having invested \$3.3 billion.



**Carl Ice**  
*President and Chief Executive Officer*

I am optimistic about what's ahead for BNSF because I know what we can accomplish together. As we move through 2018, I remain as confident in our future as I've ever been because we continue to be relevant. We are proud to be railroaders because what we do is important – safely moving the freight our customers need, the goods that are vital to our nation and our economy.

# SAFETY

The safety vision of BNSF is to operate free of accidents and injuries – preventing them in the first place through training, technology and safety programs.

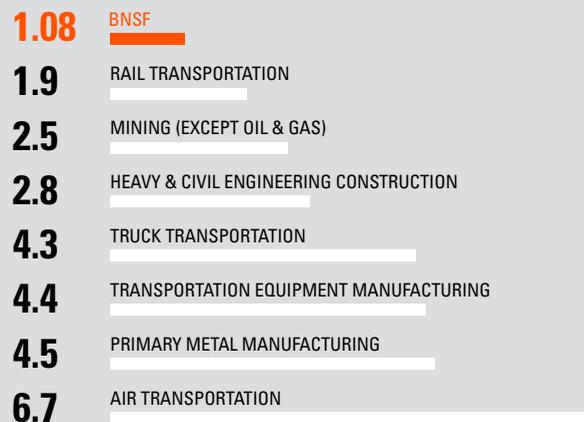




## Preventing Injuries

The U.S. rail industry has made significant gains in safety over the years, and BNSF is a leader in this area. In 2017, our injury-frequency ratio fell short of our goal, but we remain focused on continuing to identify and mitigate exposures in our workplace. We do that by coming to work every day with the expectation and mindset that we will work injury-free and speak up about safety so that every employee is able to return home safely.

### 2017 Injury Rate Per 200,000 Employee Hours



Injury rates for BNSF and the rail industry are quoted based on Federal Railroad Administration 2017 year-end data. All other data is from the year 2016 from the Bureau of Labor Statistics.

## Preparing First Responders

Trained first responders are essential to take action in the unlikely event of an emergency involving our railroad. BNSF continues to play a major role in training emergency hazmat responders in the communities in which we operate. In 2017, BNSF helped train more than 8,000 first responders. This training is provided by BNSF and railroad industry partners through the Transportation Community Awareness and Emergency Response (TRANSCAER) program. TRANSCAER recognized BNSF with its 2017 National Achievement Award for our outreach efforts to help communities prepare for and respond to possible hazardous material incidents. This is the 18th National Achievement Award BNSF has received from TRANSCAER. BNSF also has an extensive network of emergency responders who are trained to respond to situations from small non-accident releases to major releases. To support their efforts, we have strategically placed emergency response equipment across our network.

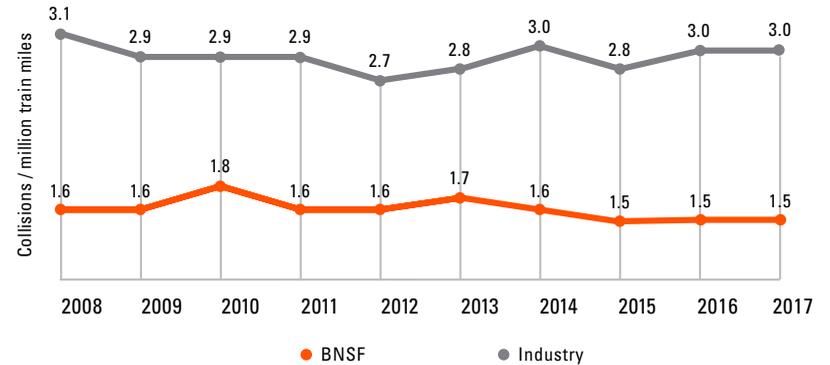
**BNSF helped train more than 8,000 first responders in 2017.**



## Making Grade Crossings Safer

BNSF has achieved one of the industry's lowest highway-railroad grade-crossing collision rates. One key way to lessen collisions is to reduce the number of crossings; in collaboration with communities and landowners, we have been able to close more than 6,300 grade crossings since 2000. We also regularly participate in programs such as International Grade Crossing Awareness Day in communities across our network. Every year, BNSF invests an average of \$120 million on grade-crossing maintenance.

### Highway-Rail Grade-Crossing Collisions



Source: Federal Railroad Administration 2017 year-end data.



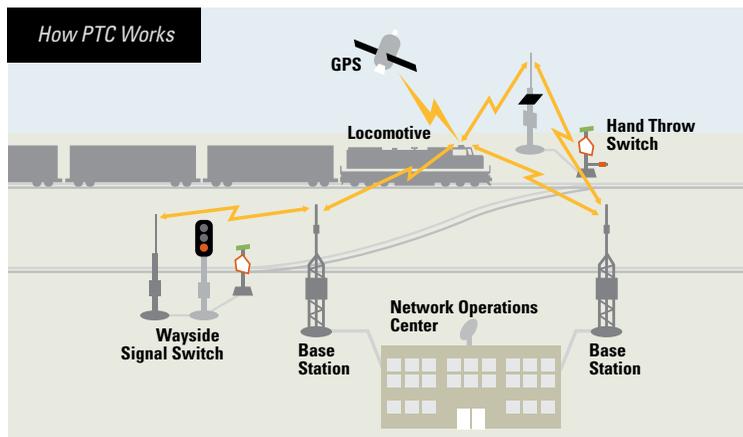
## Leading the Way in PTC

In 2017, BNSF completed installation of all federally mandated Positive Train Control (PTC) infrastructure on our network. We are currently running hundreds of trains daily with PTC as we test our revenue service operations over our entire mandated territory. As per the federal mandate, BNSF has installed the PTC infrastructure on all 88 required subdivisions, covering more than 11,500 route miles and 80 percent of our freight volume.

### What is PTC?

PTC is technology that overlays existing train hardware and software. As mandated by law, PTC is intended to prevent:

- > Train-to-train collisions and derailments caused by excessive speed
- > Unauthorized incursions by trains onto sections of track where maintenance activities are taking place
- > Movement of a train through a track switch left in the wrong position



### PTC Progress

These areas represent some key metrics as of December 31, 2017. They are derived from BNSF's quarterly PTC progress report on our implementation plan filed with the Federal Railroad Administration (FRA).

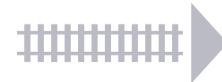
**21K+ BNSF employees trained to operate and maintain PTC trains and equipment**



**100% locomotives equipped with PTC technology (5,000 locomotives)**



**100% mandated route miles of PTC infrastructure installed (11,500+ route miles)**



**100% PTC radio towers installed (6,000+ radio towers)**



### Looking to the Future

Interoperability is a challenge and focus in 2018. This means one railroad's locomotive can access another railroad's network and still have PTC protection. Interoperability of PTC systems between Class I, commuter and shortline rail carriers is a vital concern. BNSF looks forward to working with other railroads to expand interoperability and with the FRA to ensure PTC enhances rail safety wherever it operates.

## Conducting Extensive Inspections

To continue to run a safe, reliable railroad, BNSF conducts regular and rigorous track, weather event, bridge and rail defect inspections. Our efforts include routine visual inspections by more than 650 trained and experienced track inspectors who patrol miles of track. Unmanned aerial vehicles and special railcars are also used to test track and detect flaws.





# Enhancing Safety and Efficiency by Leveraging Technology

## *Detectors and Data Analytics*

BNSF continues to leverage technology to keep the railroad operating as safely and efficiently as possible. Thanks to technology advancements, our maintenance plans become more precise every year. More than 4,000 trackside detectors monitor every locomotive and railcar on our network 24/7, creating a continuous stream of data. Some of these detectors sense heat or feel the force of the equipment on the tracks, while others can hear defects on wheel bearings or cracks in wheels before they are visible. Through cameras and machine learning, certain detectors can see when parts are missing or something isn't in the right position. With more than 35 million readings every day, BNSF uses this data to determine the urgency of equipment repairs and spot trends that indicate a more planned prescription for maintenance, informing actions such as the scheduled overhaul of locomotives and railcars.

.....  
**BNSF captures more than  
35 million readings per day.**  
.....



### *Autonomous Geometry Cars*

The condition of our track is monitored utilizing geometry cars that travel all parts of the BNSF network. The geometry cars can simulate the force and weight of railcars moving over the tracks and use laser inertia systems and optical technology to measure the track while under load and moving at high speeds. In 2017, BNSF added two autonomous geometry cars to the fleet to perform track tests. The unmanned geometry cars have more than tripled the amount of track we test every year to approximately 300,000 miles. These autonomous geometry cars are capable of conducting geometry tests on the condition of track 24/7, dramatically increasing the miles of track tested.

Data from the tests is processed and analyzed to develop a real-time track-surfacing plan, improving the reliability of our infrastructure.

### *Unmanned Aerial Vehicles*

BNSF continues to break ground in the use of unmanned aerial vehicles (UAVs) – or drones – in the rail industry. We are becoming more involved in edge machine processing through which algorithms process data collected via drones in the field and then transfer it back to headquarters. In addition, camera systems installed on UAVs are helping to assess the condition of various assets such as our concrete ties, rail and right-of-way. UAVs also help BNSF prepare for and respond to adverse weather events. During Hurricane Harvey, for instance, UAVs were able to provide critical information on network conditions in places that would have been unreachable or unsafe to send out BNSF crews.

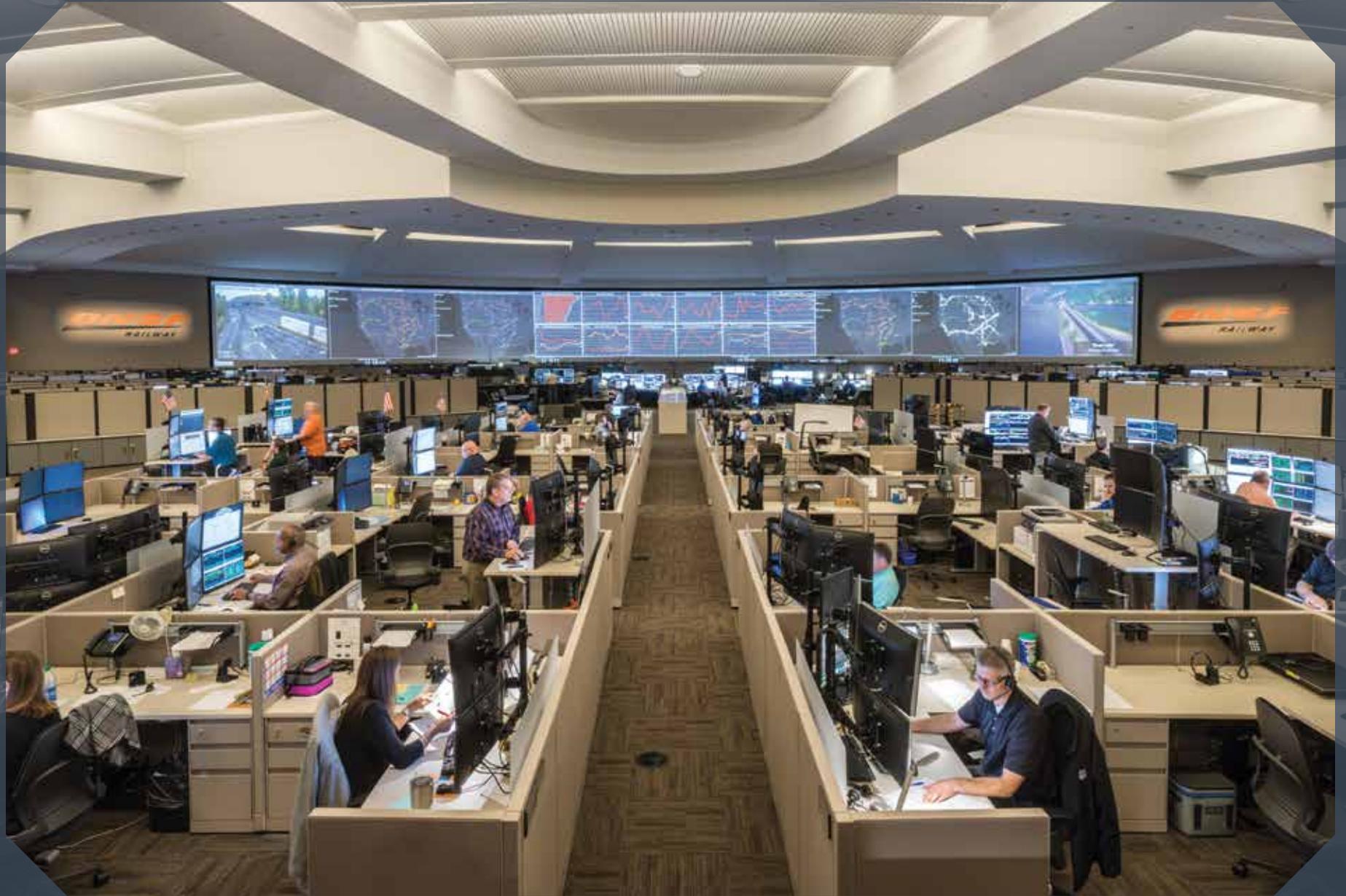
### *Tablets in the Field*

In 2017, BNSF began deployment of mobile tablets to employees in the field to help speed up tasks, enhance information accuracy and improve safety. The tablets allow train crew team members to complete key tasks and provide more convenient access to the applications and information they need. Track inspectors are also using tablets to obtain exact maps of assets and to perform scheduled inspections. BNSF issued nearly 3,000 tablets in 2017, and plans to continue distributing them to thousands of field employees going forward.



# SERVICE

From completely refreshing our Network Operations Center to effectively responding to adverse weather, BNSF was focused on providing the best service possible in 2017.



## Refreshing our Network Operations Center

In 2017, BNSF opened our newly refreshed Network Operations Center (NOC) in Fort Worth, Texas. The NOC is our major hub of train operations where hundreds of train dispatchers constantly communicate with other dispatchers, train crews, maintenance crews, terminal personnel and others to ensure the safe, fluid delivery of freight across our network. At any given time, there are 100 to 150 dispatchers on the NOC floor – which is as large as a football field – managing 1,400 trains and 205,000 railcars moving on the network.

The nine-month, nearly \$20 million project included providing next-generation workstations, new floor design, an 18-foot-high seamless screen and improved lighting, ventilation and acoustics. A better working environment for our dispatchers and other staff increases their efficiency and enhances their decision-making, leading to safety and efficiency benefits for all BNSF customers.

At any given time, **100 to 150** dispatchers manage **1,400** trains on the BNSF network.



## Helping Customers Succeed

Reflecting their confidence in our ability to deliver reliable and efficient transportation solutions, BNSF customers collectively invested nearly \$7.7 billion in 2017 for new or expanded BNSF rail-served facilities. This record level marks the seventh consecutive year BNSF customers and local economic development organizations have invested more than \$1 billion for new or expanded facilities. These investments are expected to generate approximately 3,500 new jobs in local communities.

Customer investment highlights include:

### *Iowa Fertilizer Company*

Located in Wever, Iowa, the \$3 billion fertilizer plant began production in 2017, bringing 220 permanent jobs to the area.

### *Spectrum Brands*

The hardware and home improvement division of Spectrum Brands consolidated its operations from two distribution centers to one 927,000-square-foot facility at Logistics Park Kansas City in Edgerton, Kansas.

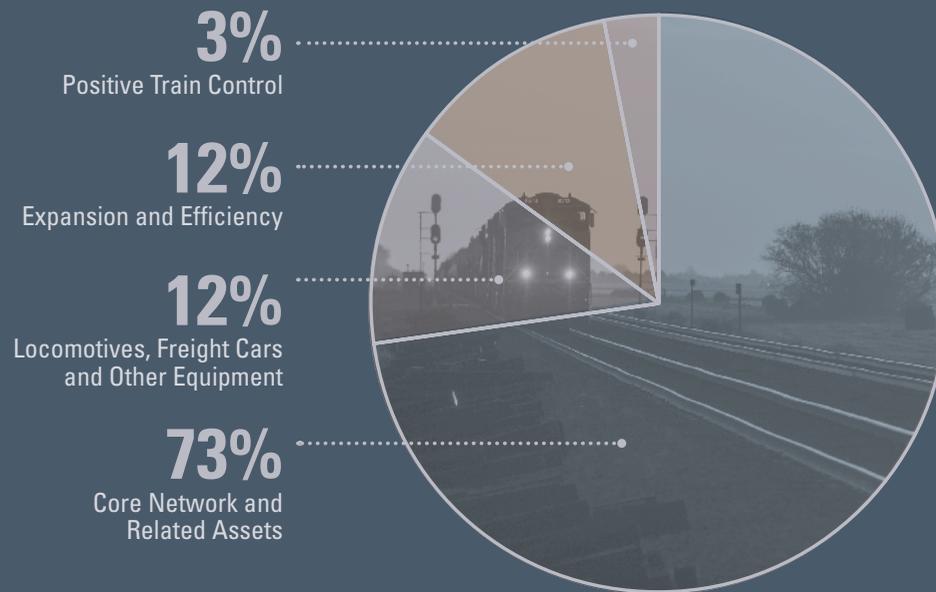
### *Ganahl Lumber Company*

At its new \$50 million rail-served facility in Torrance, California, Ganahl has hired 91 employees, with plans to hire up to 140.

BNSF customers invested a record nearly **\$7.7B** in 2017 on new or expanded rail-served facilities.



## 2017 Capital Investments



Total:  
**\$3.3B**

## Results of Capital Investments



**~250**  
Bridge Projects



**~260**  
New Miles  
Under Centralized  
Traffic Control



**~20**  
Miles of  
Double Track  
Added



**~3M**  
Railroad Ties  
Replaced

## What We Carried in 2017

Total Units **10,277**

Y/Y Change +5%

(Thousands of units, with year-over-year change)

Industrial  
Products

Y/Y Change +5%



**1,813**

Coal

Y/Y Change +6%



**1,917**



**5,439**

Consumer  
Products

Y/Y Change +6%



**1,108**

Agricultural  
Products

Y/Y Change 0%



## Expanding and Enhancing Intermodal Facilities

BNSF's domestic intermodal business continues to grow as trucking capacity tightens and freight converts from over the road to rail. In 2017, we set a new weekly volume record for all freight of about 220,000 units the week after Thanksgiving, spurred by a busy online holiday shopping season.

We continue to match our investments to maintain our network and handle our customers' freight demands. At our intermodal facilities this means adding more track to accommodate more trains; adding more cranes to load and unload those trains more quickly; and adding more parking to accommodate more trailers and containers waiting to be picked up or loaded onto trains. These three capacity components work together to provide better throughput and consistency at our facilities.

A good example of effective capacity enhancement is the multi-year expansion at our Logistics Park Chicago Intermodal Facility (LPC), where we have added six widespan cranes and six stacking cranes that operate over new production tracks. Each of the widespan cranes can reach six tracks without repositioning. These cranes produce zero emissions and significantly reduce the number of trucks needed to move containers in the facility.

We also doubled the production track at LPC and added more support track, enabling us to arrive, depart and process more trains.

Other intermodal facilities where we expanded capacity in 2017 include:

- > Los Angeles Intermodal Facility (added production track)
- > San Bernardino (California) Intermodal Facility (added production track and parking stalls)
- > Corwith (Illinois) Intermodal Facility (added production track and the world's first cantilevered rubber-tired gantry cranes. The cantilever feature allows the cranes to reach a wider area but still operate within the traditional dimensions of crane pads.)
- > Alliance (Texas) Intermodal Facility (added production track and parking stalls)

Improved processes and technological innovations also go a long way toward improving efficiency. In 2017, we completed the installation of Automated Gate Systems (AGS) at our Phoenix, Houston (Pearland) and St. Paul, Minnesota, intermodal facilities. The addition of AGS at these facilities means that more than 85 percent of the freight that moves in and out of our intermodal facilities will go through an automated gate. When used in conjunction with the BNSF RailPASS mobile app, drivers can pass through the AGS in as little as 30 seconds, making it easier and faster for them to move freight in and out of our facilities.

## Adding BNSF Certified Sites

In 2017, BNSF added three new BNSF Certified Sites to our Site Certification Program, bringing the total to 13 sites. To select locations, our Economic Development team conducts in-depth reviews to determine if sites meet our readiness standards, which are intended to streamline development opportunities for our customers. In fact, shippers who build new rail-served facilities on a BNSF Certified Site are expected to save six to nine months of construction time as a result of the site's advanced level of preparedness for development.

### Industrial Park of Minot

*Minot, North Dakota (386 acres)*

### Foundation Park

*Sioux Falls, South Dakota (425 acres)*

### Avard Regional Industrial Rail Park

*Avard, Oklahoma (390 acres)*

#### New BNSF Certified Sites



## Recognition for Service

BNSF is focused on delivering the finest in customer service and reliability to all our customers. Customer recognition received in 2017 for our high levels of service excellence included:

- > 2016 President's Award for Logistics Excellence by Toyota Logistics Services
- > 2016 Rail Carrier of the Year Award from C.H. Robinson
- > 2016 Innovation/Value Delivery Award from Andeavor



## Maintaining Bridges

The BNSF Engineering team's efforts in 2017 included completing two major bridge projects. In Memphis, BNSF finished repairs on the Memphis Bridge, the fourth longest bridge on the BNSF network, spanning the Mississippi River between West Memphis, Arkansas, and Memphis, Tennessee. Work included rebuilding more than 50 percent of this river crossing, using modern steel girders supported by new concrete piers.

BNSF also replaced the Camas Bridge spanning the Washougal River in southern Washington. Efforts included replacing the bridge's old trusses with new approach spans and a 1.3-million-pound truss. Both projects were part of our Heavy Bridge Program aimed at maintaining infrastructure integrity, safety and reliability and extending the lives of these essential assets.



## Responding to Adverse Weather

In 2017, BNSF responded to several significant weather events, including ice storms, an avalanche, flooding and Hurricane Harvey. Midyear, a series of flooding events tested BNSF operations in the central United States, and in late summer we addressed the major challenges created in southeastern Texas in the aftermath of Hurricane Harvey. In each instance, BNSF teams, working in difficult conditions, safely repaired and rebuilt track and structures and restored service to customers as expeditiously as possible.

### *Handling Harvey*

In anticipation of Hurricane Harvey, BNSF established a Hurricane Command Center in The Woodlands, Texas, where BNSF team members worked round the clock to manage our storm response. BNSF crews were mobilized to quickly respond to washouts and the need for track repair. After the storm, which dropped 50 inches of rain in some areas, BNSF crews moved in to repair damaged bridges, track and other facilities. Several subdivisions were restored within days, and after two weeks of hard work on the part of BNSF employees, contractors and customers, BNSF service was restored on all subdivisions impacted by this historic weather event.



# ENVIRONMENT

At BNSF we remain focused on partnering with our customers and communities to become ever more sustainable, while operating safely and building a better tomorrow.



## Reducing the Carbon Emissions of Our Customers

BNSF customers significantly decrease their carbon footprint by converting their shipments from trucks to trains. A single double-stack intermodal train removes several hundred long-haul freight trucks from the highway. In fact, no other form of land freight transportation is by its very nature more fuel- and resource-efficient than rail. Rail also provides tremendous benefits by reducing our country's overall transportation emissions and carbon footprint. In 2017, shipping with BNSF enabled our customers to reduce their total carbon emissions by 37.5 million metric tons.



**This carbon savings is equivalent to:**

**Removing the resultant emissions of**  
**8M+**  **VEHICLES**

**44M+**  **ACRES**  
of CO<sub>2</sub> sequestration by  
U.S. forests in one year

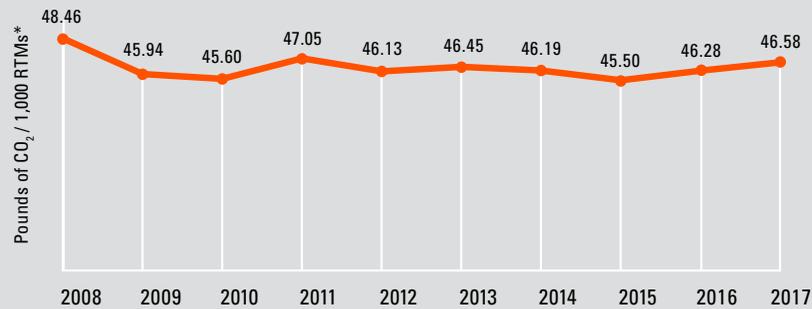
*Source: U.S. EPA's Greenhouse Gas Equivalencies Calculator*



# Reducing BNSF Emissions

BNSF has upgraded the majority of our locomotive fleet to more energy-efficient technologies over the last decade, helping us make advances in increasing fuel efficiency and decreasing CO<sub>2</sub> and particulate emissions. Changes in operations and maintenance practices have also contributed to fuel-efficiency improvements.

## CO<sub>2</sub> Emissions from Train Operations



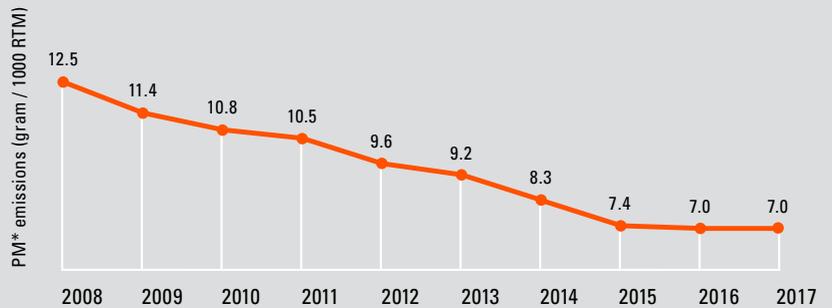
\*Revenue ton mile (RTM) is the weight of our customers' freight multiplied by the miles traveled.

## Fuel Efficiency



\*Gross ton miles (GTM) are the weight of the train (minus the locomotive) multiplied by the miles traveled.

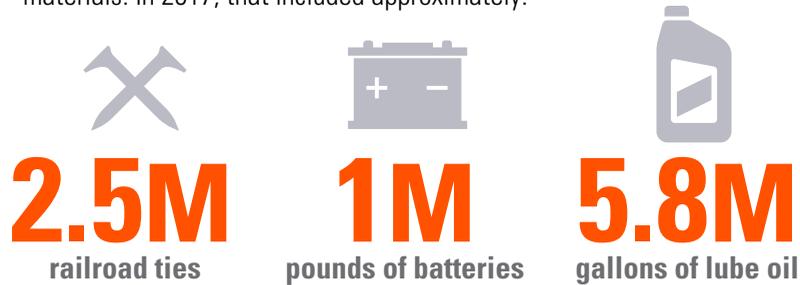
## Diesel Particulate Emissions



\*Particulate Matter (PM) is a mixture of solid particles and liquid droplets found in the air.

## Recycling

BNSF further reduces our environmental impact by recycling materials. In 2017, that included approximately:



## Legacy Site Rehabilitation

At legacy sites, where predecessor railroads and others may have conducted operations for up to a century, BNSF is actively addressing environmental impacts. In the last 10 years, BNSF has invested approximately \$520 million toward remediation of legacy sites and rehabilitated approximately 210 sites.



## Protecting Wildlife

BNSF appreciates the importance of wildlife. For example, in the summer of 2017, a passerby spotted a baby owl that had fallen from a nest under a BNSF rail overpass just south of our Alliance Intermodal Facility in Haslet, Texas. A wildlife rescue organization helped nurse the young owl back to health. When it was ready to return home, BNSF supplied the bucket truck that lifted a rescue worker up high enough to gently place the owl back in its nest, safe and sound. And while we were replacing the Camas Bridge in Washington state earlier in the year, BNSF team members, noticing some ospreys had lost their favorite perch during the work, built a pole alongside the new bridge and relocated the osprey nest to a platform on top of that structure to give them a safe new home.



# EMPLOYEES

Our 41,000 team members are the backbone of BNSF's success, and we do all we can to strengthen their skills to lead us into the future.



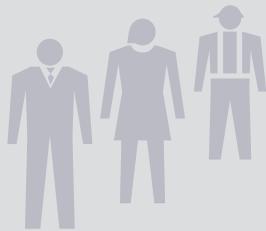
## Promoting Diversity

BNSF believes in the value of diversity in our workforce. In 2017, 36 percent of our teammates hired were minorities or women. BNSF was recognized, for the fifth consecutive year, as a Top 50 STEM Native American Employer, named to *Forbes* America's Best Employers and included in *Minority Engineer* magazine's Annual Top 50 Employer list for 2018. We also promote diversity by participating in scholarship programs that benefit minority students, such as Girls Inc., and through the BNSF Railway Foundation we support organizations, including the American Indian Science and Engineering Society and the United Negro College Fund.

## Opportunities for Veterans

BNSF employs more than 7,300 military veterans (approximately 18 percent of our workforce). In 2017, approximately 8 percent of all newly hired employees were men and women who have served our country in the armed forces. BNSF supports reservists as well, enabling time off for training and deployment.

**36%** of BNSF's newly hired workers in 2017 were minorities or women.



## Top Training

BNSF invests in the training and development of our people. Every employee is offered targeted, role-based training and on-boarding, with an emphasis on safety, technical expertise and leadership. While training, BNSF team members learn on best-in-class simulators, through structured on-the-job rotations and from industry experts, their peers and BNSF leaders. The excellence of our leadership development, technical and safety training programs was recognized with a Top 5 global ranking from *Training Magazine* in 2018.

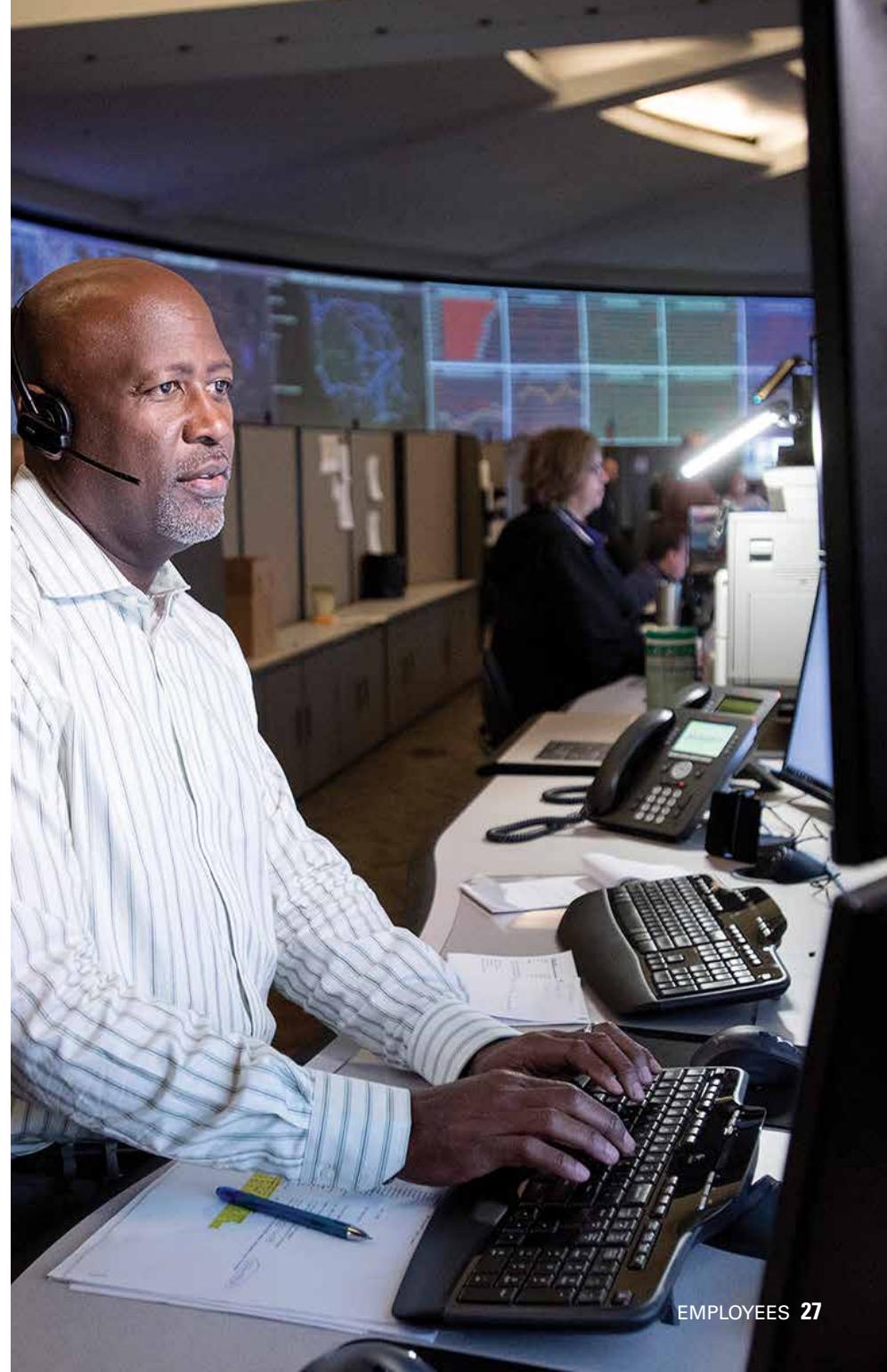
More than **97%** of BNSF leadership positions are filled with internal candidates.



## Career Longevity

BNSF develops our team members for long-lasting careers. The average employee tenure at BNSF is 13 years. Several programs promote career development, including our Management Trainee program, Experienced First Line Supervisor program and our First Line Supervisor program. Additional career development offerings include formalized feedback and coaching, mentoring programs, tuition reimbursement and experiential job-rotation assignments.

.....  
**The average employee tenure  
at BNSF is 13 years.**  
.....



# COMMUNITY

From supporting worthy local and national causes to honoring veterans and first responders, BNSF cares about the communities in which we live and work.



## BNSF Railway Foundation

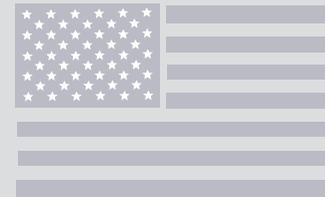
The key vehicle through which BNSF contributes to our communities is the BNSF Railway Foundation. Through scholarships, funding for community groups and other avenues, the BNSF Railway Foundation donated more than \$10 million to deserving causes in 2017.

.....  
**The BNSF Railway Foundation  
donated more than \$10 million  
to worthy causes in 2017.**  
.....



## Honoring Veterans

Every day BNSF and our team members look for ways to give back to causes close to our hearts. One such cause is honoring our veterans; that's why in 2017 BNSF partnered with J.B. Hunt, Dart and Prime to donate shipping services to transport wreaths across the country. Each December, Wreaths Across America places wreaths on military veterans' graves at more than 1,200 locations.



## Helping After Harvey

To support disaster relief efforts and help the hundreds of thousands of people affected by the devastation of Hurricane Harvey, the BNSF Railway Foundation donated more than \$150,000 in 2017 – including \$100,000 to the American Red Cross and \$50,000 to the city of Houston’s Hurricane Harvey Relief Fund. We also made it easier for individual BNSF employees to contribute personally to Harvey-relief organizations by waiving the \$100 minimum required to match employee donations through the Foundation’s Employee Matching Gift Program. In the aftermath of the storm, many BNSF employees assisted in efforts to rescue their neighbors from flooded homes. And BNSF’s Employee Assistance Program provided support for many Houston-area BNSF employees who needed assistance with shelter, food, power and clothing.

BNSF also partnered with CSX and Soles4Souls – a non-profit organization that provides relief through the distribution of shoes and clothing – to coordinate efforts to transport 300,000 items to help those in need affected by Harvey.



## Special Trains for Special People

### *First Responder Express*

The First Responder Express honors and entertains police officers, firefighters and other first responders and support personnel and their families in communities across our network. In 2017, the First Responder Express made stops in Galena, Illinois, and Fort Worth, Texas. While there, the BNSF Railway Foundation awarded grants to local organizations that support these communities and their first responders.



### *BNSF Special*

For the 20th year, BNSF honored our own employees and their families with trips on the BNSF Special in 2017. With 15 restored vintage passenger railcars from the 1950s and 1960s pulled by two BNSF locomotives, it was indeed a special opportunity for BNSF team members in nine cities in South Dakota, North Dakota, Minnesota, Wisconsin, Illinois and Iowa. The Special also made room for riders from community organizations such as Boys & Girls Clubs, as well as local first responders.

### *Holiday Express*

The BNSF Holiday Express continued its annual tradition of spreading holiday cheer to military families in 2017. With stops in Texas, Oklahoma and Missouri, the Holiday Express delivered a fun train trip with holiday food and entertainment to more than 2,200 military family members. Since the Holiday Express' inaugural trip ten years ago, the BNSF Railway Foundation has donated approximately \$675,000 to local organizations that support the troops and their families.



### Heritage Community Awards

BNSF annually recognizes select communities along our network that embrace their past, present and future ties to freight rail. In 2017, the BNSF Railway Heritage Community Award was bestowed upon Galesburg, Illinois; Havre, Montana; and Temple, Texas. Festivities include a reception aboard special BNSF railcars and donations from the BNSF Railway Foundation to local nonprofit organizations.





## Tribal Relations

BNSF operates in or adjacent to 86 tribal lands and is the only U.S. Class I railroad with a Tribal Relations team. In addition to strengthening relationships with tribes, the team also works to establish and refine processes and education for BNSF employees about tribal issues, and helps develop protocols and guidance related to the protection of cultural sites. Since its inception in 2014, the Tribal Relations team has connected with more than 55 tribal communities through direct meetings with tribal leaders and tribal citizens on issues of rail safety, economic development opportunities, and cultural and environmental matters.

Tribal Relations outreach efforts in 2017 included a \$150,000 donation from the BNSF Railway Foundation to help the Crow Tribe kick-start a fundraising campaign for the construction of a new dance arbor to commemorate the Crow Fair's 100th anniversary in 2018. Internationally, the Crow Fair is known as the "Teepee Capital of the World," bringing together more than 50,000 spectators and participants from around the globe annually. This donation is just one example of how BNSF helps to preserve the cultural traditions of the tribal nations we work with every day.

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Berkshire Hathaway and its subsidiaries engage in diverse business activities, including insurance and reinsurance, utilities and energy, freight rail transportation, finance, manufacturing, retailing and services.





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