

Railroads and Governmental/Private Redevelopment Challenges

MARK HOLDER

Mark began his railroad real estate career in 1987 with CSX. He has experience in real estate valuation, environmental, asset management, timber, development, and joint ventures. He currently is Director of Major Sales, generally handling sales and joint venture development opportunities with values in the \$3M to \$200M range.

Prior to joining CSX, Mark was an independent commercial appraiser and has been actively involved in real estate profession since his graduation from Florida State University with a degree in real estate. He has been an appraiser in both the public and private sectors. He's state certified and has earned professional designations, including the MAI, awarded by the Appraisal Institute. Mark has been qualified as an expert witness in both Circuit and Federal Courts and has served as a Special Master in property tax disputes.

DALEN WINTERMUTE

Dalen began his career in railroad real estate with Southern Pacific in 1987, handling real estate sales in the Midwestern United States until the merger with Union Pacific in 1997. He spent 3 years at UP, managing major property sales in Utah and Colorado. In 2004, Dalen was hired by The Staubach Company to manage the real estate support for BNSF's line sales and leases, before being hired by BNSF in 2005 to oversee real estate sales, easements and property-related lawsuits. In 2007, his role was expanded to include management of permits.

Dalen received his bachelor's degree from East Texas State University in 1985, with a major in business administration and a minor in real estate.

He lives in Trophy Club, TX with his wife, Lisa, and children, Preston and Lauren.

JACK CLAY

Mr. Clay has 34 years experience in the railroad industry. He currently is Manager Environmental-Leases for BNSF Railway with environmental responsibility for leased properties. He started his career as a switchman/brakeman in Oklahoma City, and then transferred to Albuquerque, New Mexico, where he managed the Vegetation Control Department. After 13 years in vegetation control, he entered the environmental field where he was promoted to his current position.

Mr. Clay is a member of the America Railway Development Association (ARDA) where he has served as Chair of the Environmental Section. He is also a member of the American Railway Engineering and Maintenance-of-Way Association (AREMA) and is a member of Committee 13. Mr. Clay has been a guest speaker for the National Railroad Contractors Association (NRCA), Weeds Across Borders seminar for USDOT, and was a guest speaker at the American Railway Development Association (ARDA) seminar in Saratoga Springs, New York. He holds a Bachelor of Science Degree in Microbiology from Oklahoma State University and a Masters Degree in Business Administration from the University of Phoenix. Mr. Clay currently resides in Topeka, Kansas.

DFW Metro-Plex Commuter Rail Systems

LONNIE BLADES

Lonnie Blaydes is a recovering attorney, graduating from the University of Texas School of Law.

After Law School, Lonnie spent 8 years with the Interstate Commerce Commission (now the Surface Transportation Board) in Washington DC, working primarily on ICC Rail Merger, Rail Abandonment and Rail Construction cases.

In 1985, Lonnie joined the General Counsel's Office at Dallas Area Rapid Transit (DART) and was the architect of DART's rail corridor acquisitions, involving seven separate purchases, totaling over 275 miles of railroad right of way.

In 1994 Lonnie moved from the legal world to head up DART's Commuter Rail effort, forming Trinity Railway Express (TRE) with the Fort Worth Transportation authority for the successful commuter rail service between Dallas and Fort Worth. TRE celebrated 11 years of service last year.

While with TRE, Lonnie chaired APTA's Commuter Rail Committee and played a leadership role in APTA's Passenger Rail Equipment Safety Standards (PRESS) effort.

In 2001 Lonnie started Blaydes Consulting, assisting the public sector with rail issues and passenger rail service implementation and expansion. Since 2001, Lonnie has worked on successful commuter rail start ups and expansions in Seattle and New Mexico, and is working on planning, environmental clearance, or funding for systems in Denver, Colorado; Ft. Worth and Denton, Texas; Phoenix, Arizona; and Baton Rouge-New Orleans, Louisiana.

Lonnie lives in Dallas with his wife Kathleen and will become a grandfather for the first time this spring.

RAYMOND LANMAN

Ray Lanman is Vice President, Corporate Development for Herzog Transit Services, Inc. In this capacity he is responsible for the development of business lines related to passenger rail services, both in North America and abroad. Since joining Herzog in 1995, he has led Herzog's successful efforts to become a significant force in the contract rail passenger services market with revenues having increased by over 800% during that period. He has participated on the mobilization teams for four start-ups of new commuter rail systems and on transition teams for changing contractors of five others. Herzog is the only privately held company in the U.S. to offer a full range of management, operations and maintenance services to the rail passenger industry.

Prior to joining Herzog, Ray was with Amtrak for twenty-one years. As the Assistant Vice President of Corporate Development, he headed up Amtrak's revenue diversification program. He was responsible for a wide range of development activities that included fiber optics, communications, and software sales. He was also responsible for structuring, packaging and marketing numerous products and services to commuter rail and rail transit

agencies. These included operation services, maintenance-of-way services, equipment services and equipment leasing. He was the champion of Amtrak's aggressive approach to the commuter rail services market.

Prior to that, he spent nine years in Amtrak's treasury function. Having served in various capacities during that time, he was appointed Treasurer in 1983. In this capacity, he introduced many innovative financing techniques and is credited with laying the foundation for the acceptance of Amtrak as a secure credit risk by the financial community.

Ray serves as Chairman of American Public Transportation Association's (APTA) High Speed Rail and Inter-City Corridor Committee and he is an active member of the Commuter Rail Committee.

He is a graduate of the University of Maryland having majored in finance.

Keynote Luncheon

MELVIN L. BURDA

Director Environmental Operations
BNSF Railway

Melvin L. Burda has over thirty years of environmental management experience for BNSF Railway. He has a wide range of environmental experiences from operation of industrial wastewater treating plants to management of multiple Superfund sites. He has developed and written various environmental guidance documents, procedures and policies for the BNSF Railway and its' predecessor Companies since 1977.

Mel has worked closely with United States Environmental Protection Agency, Corps of Engineers, United States Fish and Wildlife, Association of American Railroads, American Railway Engineering and Maintenance -of-Way Association and many State Agencies in the development of environmental programs, rules and regulations.

He has a Bachelor of Science Degree from the University of Nebraska.

Mel is currently, and has been for the last 15 years, the Director Environmental Operations and is responsible for all of BNSF's day to day environmental compliance issues.

Mel was the founder of AREMA Committee 13 – Environmental and is currently a Director of the Engineering Functional Group.

Partnering with Local Governments and Shortlines

JERRY W. CASH

Jerry has been Director of Economic Development for the City of Cleburne and Executive Director for the Cleburne Economic Development Foundation since June 2003. He retired from TXU in June 2003 after a 39 year career in sales, marketing, customer service, engineering and management. He did economic development during most his career with TXU while working with a number cities in Texas.

Jerry and his wife, Linda, are originally from Burkburnett, Texas. He is a graduate of the University of Texas at Arlington with a degree in Electrical Engineering Technology. He served in the 95th Division of the U.S Army Reserves at Ft. Sill Oklahoma during the Vietnam conflict and was honorably discharged in 1974.

He is a member of several community organizations including the Cleburne Rotary Club, Chamber of Commerce, Cleburne Economic Development Foundation, Tuesday Forum and the Yellow Jacket Booster Club. He is past President of Johnson County United Way, Tuesday Forum and Cleburne Rotary Club.

His professional organization memberships include the Texas Economic Development Council and Texas Association of Business.

RICHARD LESIKAR

Richard has a diverse background in railroad operations and marketing that spans five decades. He began his career in 1967 with Santa Fe Railway in Temple, Texas as a Relief Clerk after attending Temple College and the University of Mary Hardin-Baylor. For the next 28 years, Richard held various positions in Operating, Intermodal Marketing and Sales departments in Dallas, San Antonio, Houston, and Eules.

In 1996, Richard joined the Fort Worth & Western Railroad as Vice President of Business Development. Some of his responsibilities include oversight of Sales/Marketing functions, site location for customers and leases of Railroad property. He is also responsible for negotiating terms for acquisitions and operating agreements with Class I railroads.

Richard is a native Texan from the Temple area. He is married with two children and three grandchildren.

NATE ASPLUND

Nathan (Nate) Asplund has a diverse domestic and international career in rail, maritime, and container transportation. He joined BNSF Railway in April 2007 as head of its Public-Private Partnership Group. Between 1995 and 2007, Nate served with Crowley Maritime Corporation in a variety of functions, most recently as Director of International Development, where he established several of the firm's energy transportation and logistics services in South America, the Caribbean, Russia, Africa, and the deepwater Gulf of Mexico.

Between 1988 and 1994, Nate served as a commodity transportation specialist with BNSF's predecessor Burlington Northern Railroad, focusing on agricultural export traffic to the Pacific Rim and Mexico.

Nate holds a Master's degree in Economics from The Ohio State University and a Bachelor's degree in Agricultural Economics from Washington State University. He resides in the Fort Worth area with his wife Carolina, and two daughters Karen and Elissa.

The Dallas Logistics Hub

DAN MCAULIFFE, CCIM

Dan joined The Allen Group in November 2005 to manage and oversee projects for the Company's Dallas, Texas operations, particularly the Dallas Logistics Hub.

With more than 23 years of diversified commercial real estate expertise, including an extensive background in acquisition, disposition, land development, investment analysis, facility design and construction, operations and lease negotiations, Mr. McAuliffe has held long-term executive positions in real estate organizations such as Texas Industries, Inc., J.E. Robert Companies and the Brookhollow Corporation.

In 1998, Mr. McAuliffe led the design and creation of RailPort, a 1,700 acre, dual rail-served industrial development south of the Dallas-Fort Worth Metroplex.

From 1998 through 2005, Mr. McAuliffe coordinated the construction of more than \$60 million of public infrastructure and rail facilities for RailPort. He also sold sites for facilities to Target Corporation, Toys“R”Us, American National Power and KEHE Food Distributors.

In 2002, the Dallas Business Journal named RailPort and the Target Corporation transaction the “Best New Industrial Development” of the year in the Dallas-Fort Worth area. In 2003, the Texas Economic Development Council awarded the City of Midlothian “Community of the Year,” specifically for the RailPort development.

A native Texan, Mr. McAuliffe graduated from the University of Texas at Dallas, where he received a B.S. in Finance. He also is a Certified Commercial Investment Member (CCIM) of the Realtors National Marketing Institute, as well as a licensed real estate broker in Texas and Oklahoma.

Mr. McAuliffe resides in Dallas, Texas.

ANDREW JOHNSEN

Andrew Johnsen joined the BNSF Railway Company in January 2005, as Director of Government Affairs for the Pacific Northwest. In February 2007, he was appointed AVP – State Government Affairs, and has responsibility for coordinating BNSF’s state government affairs team across the Railway’s system, which includes 32,000 route miles in 28 states and two Canadian provinces. Prior to BNSF, Andrew served in positions in state and federal government. From November 1999 to January 2005, he was Executive Policy Advisor to Washington Governor Gary Locke. In that role, Andrew served as the Governor’s transportation advisor and was the lead in developing and executing the Governor’s transportation agenda, which included enactment of landmark transportation reforms and a 10-year, \$4.2 billion transportation improvement act. From April 1990 to November 1999, Andrew was a policy analyst and project manager (GS-14) at the U.S. Department of Transportation’s Volpe National Transportation Systems Center, in Cambridge, Massachusetts. In addition to overseeing the Center’s congressional relations, Andrew managed a series of projects to develop national policy in Intelligent Transportation Systems. Andrew started his career in the office of U.S. Congressman John Miller (R-WA), both in Washington State and in Washington, D.C. While on Capitol Hill, he served as the Congressman’s legislative assistant for budget, appropriations, transportation, and healthcare.

Education

- University of Washington, Executive Mgmt. Program, Evans School of Public Policy, 2004.
- Harvard University, masters degree in Government (ALM), Cambridge, MA, 1995.
- University of Puget Sound, bachelors degree in Politics and Government, Tacoma, WA, 1986. University of London, foreign study program, 1984.

Honors and Affiliations

- Director’s Award, Washington Office of Financial Management, 2004.
- Bronze Medal, USDOT Special Achievement Award, 1993 and 1999.
- Volpe Fellow, Volpe National Transportation Systems Center, 1994.
- North Texas Commission, Board of Directors, 2007-present.
- Fort Worth Chamber of Commerce, Transportation Committee, 2007-present.
- Washington State Freight Mobility Strategic Investment Board, 1999-2007.
- Washington Research Council, Board of Trustees, 2005-07.
- University of Washington’s Global Trade, Transportation, & Logistics Graduate Program, Advisory Board, 2005-07.
- Association of Washington Business, Executive Board, 2006-07.
- Oregon Rail Users League, Executive Board, 2005-07.
- Oregon Freight Advisory Committee, 2005-07.
- Board member of multiple chambers of commerce, including Seattle Chamber’s Alki Foundation, 2005-07.
- Washington State Blue Ribbon Commission on Transportation, 1999-2001.
- Agency Council on Coordinated Transportation, 1999-2005.

Andrew lives near Fort Worth, Texas with his wife, Wende, and their two children: Ian (12) and Christian (9).