



PraxiChain
Practical Minds. Profitable Moves.

DEVELOPMENT FORWARD

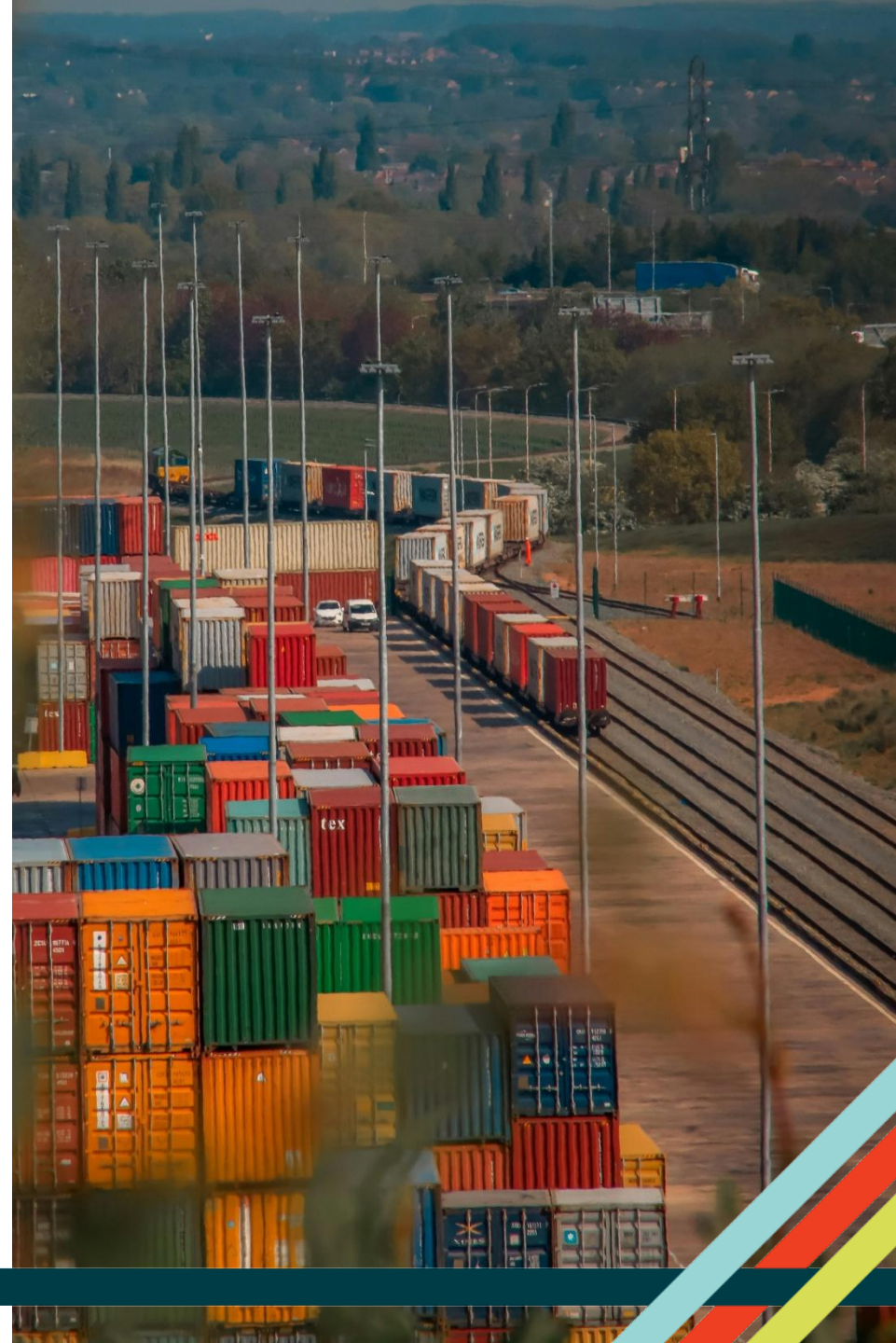
Growth doesn't wait.



Supply Chain Integration

The missing link in the economic development process

A PraxiChain capabilities overview for economic development organizations building logistics-based industrial growth.



Two reasons to act now

In an evolving, uncertain global economy, two objectives should anchor every economic development strategy.



01

Regional Employment & Tax Base Growth

Reshoring and shifting production locations are putting new industrial projects in play. Communities positioned with shovel-ready, rail-served sites capture the jobs and the tax base. “Build it, and they will come” is hopeful — certainty comes from knowing what to build, for whom, and where.



02

Integrating Your Region into the Supply Chain

Three forces are resetting how freight moves — and rewarding regions that connect deliberately:

Tariffs are shifting production flows — nearshoring is relocating manufacturing to the U.S. and Mexico.

Trucking costs are accelerating — fuel and driver shortages are pushing freight toward rail, intermodal, and transload.

The UP-NS rail merger could restructure Class I access and corridor economics for a generation.



We understand your challenges

Two kinds of economic development organization — each with a different need.

Established & Sophisticated EDOs

You have the mission, the staff, and a strong site portfolio — but rail integration and Class I engagement sit outside most teams' expertise.

Industrial recruitment increasingly turns on rail-served, shovel-ready sites; the technical case has to be airtight.

The proposed UP-NS merger raises real questions about Class I access and corridor economics for your region.

Companies prefer communities that understand supply chains — fluency itself wins deals.

The right move: a specialist partner that amplifies your team where rail and supply-chain depth matter most.

Emerging & Resource-Lean EDOs

Smaller communities with real infrastructure advantages but lean staffs — exactly where an outside advisor creates the most leverage.

Supply chain can feel like a black box — education comes first, so your team can position the community with confidence.

Identifying which industries and commodities fit your rail-served sites is the difference between interest and a deal.

Rail-ready sites and empty buildings that sit idle are opportunities waiting for the right target.

The right move: an advisor who educates, integrates, and revitalizes — turning infrastructure into durable advantage.

Built by practitioners. Focused on outcomes.

PraxiChain is an industrial supply chain and logistics consulting firm built by practitioners — people who have led the same rail, site, and infrastructure work we now advise on.

Our teams bring 30+ years of collective experience from inside Class I railroads, ports, and the industrial organizations that move North American freight. We pair that with a marketing engine that puts your sites in front of the right industries.

We don't deliver reports that sit on shelves. We deliver decisions that move freight — and land projects.

30+ yrs

collective rail, port & industrial experience

Class I

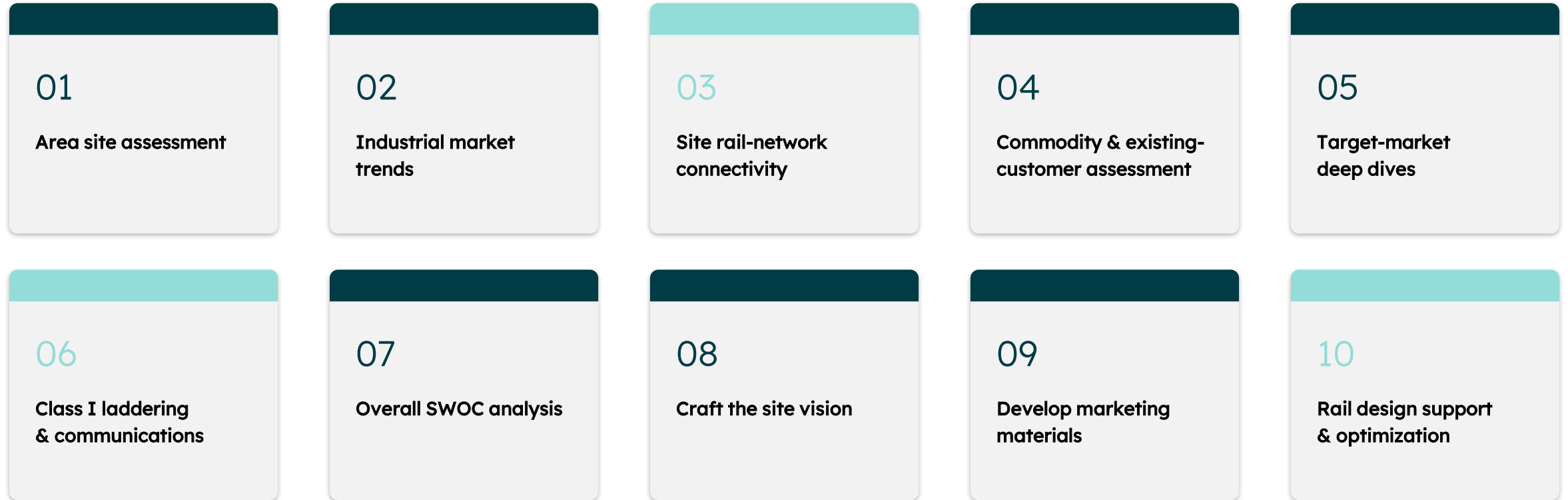
direct relationships across the network

Education first

We bring your whole team up the supply-chain curve

How we develop an industrial site

A proven ten-step process – from raw land to a rail-served site with industry interest



Steps 3, 6, and 10 – rail connectivity, Class I laddering, and rail design – are where PraxiChain's railroad pedigree is impossible to replicate.

How we help your region grow

Educate. Integrate. Revitalize.

Supply Chain 101 Education

A practical tutorial for EDO boards and staff — the fundamentals your team needs to position your community with confidence.

Community Supply Chain Audit

A structured assessment of your rail, highway, and site assets — benchmarked against best-in-class economic development operations.

Market & Commodity Intelligence

Identify the industries and commodities that fit your rail-served sites and the shippers to target.

Class I Engagement

Navigate railroad industrial-development, carload, and real-estate contacts — and position dual-rail service where you have it.

Site Revitalization & Rail Design

Re-establish rail-ready sites and empty buildings that sit idle — with conceptual track design that makes them credible again.

Project Management

Once the strategy is set, we manage to completion — vendors, stakeholders, and milestones.

We've done this work — and delivered results

Selected project experience across rail, industrial sites, and infrastructure funding

Industrial Rail & Logistics Park

1,500-acre rail-served site

Phased development strategy + Class I partnership; 20+ target companies identified.

Federal CRISI Grant Strategy

State-owned rail corridor

\$105M CRISI grant secured — the first ever award to the corridor.

Terminal Railroad Turnaround

Gulf Coast port authority

\$7.3M CRISI funding; 25% intermodal growth, 33% productivity gains

Rail-Based Export Supply Chain

Midwest manufacturers

Truck-to-rail conversion drew direct warehouse & distribution investment.

Steel Barge-to-Rail Analysis

Midwest inland port

Modeled routing economics; up to \$3,200 per-car savings on target lanes.

Inland Port Development

Southeast deep-water port

Replicable inland-port model with new intermodal corridor & Class I agreements.

The PraxiChain Collective

Senior leaders from the organizations you're trying to attract — who became advisors



Rail Industrial Development

Decades inside Class I railroads — equipment, industrial product sales, and intermodal hub development.



Commercial & Market Strategy

Market strategists who have led commercial teams across transportation and industrial sectors.



Real Estate & Site Development

41 years leading railroad real estate and logistics park development — from raw land to served sites.



Marketing & Outreach

20+ years building the digital, content, and site-marketing engine that creates demand.

We assemble the right collective for each engagement — not every consultant, the right ones.

The Team

Skip Kalb

Project Manager

Highlights

- 41-Year BNSF Railway Executive
- Pioneer in Intermodal Hub Development
- Led Billion-Dollar Rail Facility Projects
- NAIOP Research Foundation Past Chair

Skip Kalb is North America's preeminent rail-oriented industrial development strategist with over four decades of executive experience in rail transportation and logistics. His core strengths include developing billion-dollar multimodal transportation complexes, pioneering intermodal hub co-location strategies, leading strategic rail-centric site selection initiatives, and transforming raw land into world-class rail-served industrial facilities.

Supply Chain Design

Logistics Procurement

Market Analysis

Assessment & Optimization

Due Diligence

Patricia Haver

Project Manager

Highlights

- CCO, North Carolina Railroad
- CEO, Pyxis Associates
- VP Strategy & Industrial Development, Port of New Orleans & Public Belt RR
- Sr. Port Development Manager, Norfolk Southern

Trish Haver is a C-suite executive with 25+ years of experience leading operations across rail, port, and multimodal organizations. Her record spans P&L leadership, capital program execution, federal funding strategy, and partnerships with Fortune 500 companies, public entities, and private companies. A proven strategist, she has overseen more than \$2B in infrastructure projects and has managed executive-level relationships with Class I railroads & state/federal agencies.

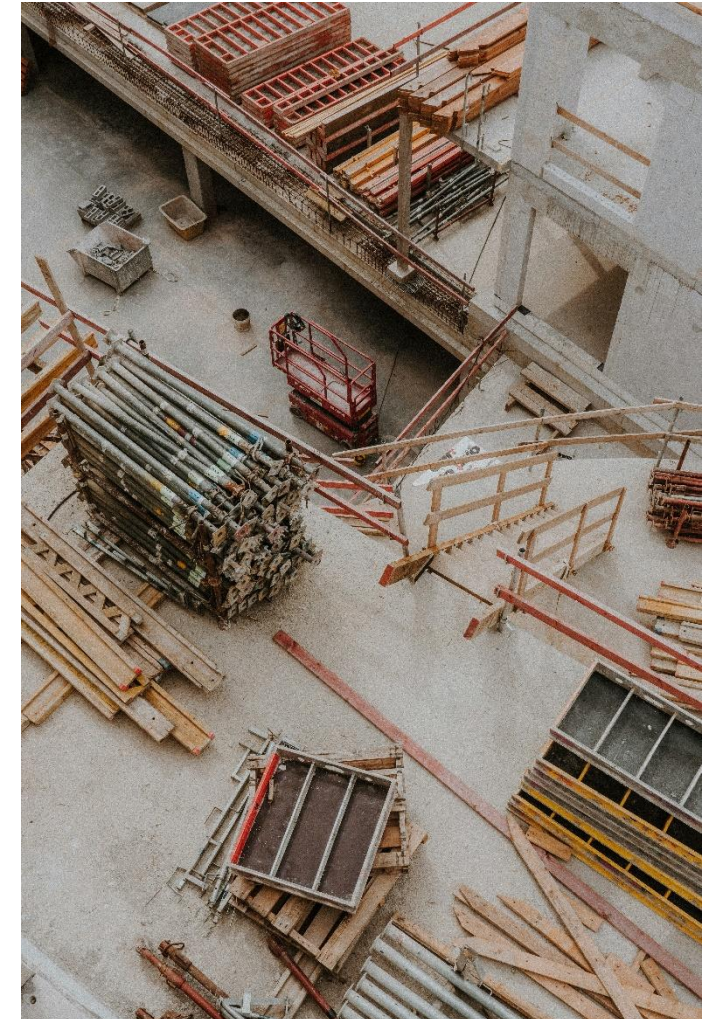
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The Team

Derrick Smith

Project Manager

Highlights

- Principal, Grand Central Ventures
- Vice President, Strategic Business Development – CSX
- Vice President, Emerging Markets – CSX
- Vice President, Corporate Finance – CSX

Derrick W. Smith is a strategic leader with 30+ years of experience in private equity advisory, industrial development, and Class I rail commercial strategy. He blends deep rail, financial, and board-level expertise to help clients evaluate growth opportunities, rail-served sites, and investment decisions. Derrick has led major capital programs, advanced industrial development across North America, and driven domestic and international revenue growth.

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Karen Burchfield

Project Manager

Highlights

- AVP Industrial Products - BNSF
- AVP Coal Marketing - BNSF
- General Superintendent Operations - BNSF
- AVP Fleet Optimization - BNSF

Karen M. Burchfield is a distinguished rail industry leader with 30 years of comprehensive experience in supply chain management and transportation operations. Her proven track record includes leading transformational change initiatives, driving market share growth, optimizing rail operations, and advancing diversity and inclusion across large organizations. She has consistently delivered exceptional results by managing multi-billion dollar portfolios.

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Bill Foust

Project Manager

Highlights

- Director Equipment Utilization - BNSF
- Director International Marketing - BNSF
- Director Industrial Product Sales - BNSF
- Managed 30K railcars - \$3B in annual revenue

Bill Foust is an accomplished transportation and logistics professional with over 30 years of experience in the railroad industry. His core strengths include equipment management, operations leadership, international marketing, and industrial product sales. Throughout his career, Bill has consistently delivered scalable solutions that exceed client and company expectations, managed multi-million dollar portfolios, and led successful teams in achieving operational excellence.

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**Request a complimentary community
supply chain development assessment.**



A 30-minute, no-obligation conversation.



Identify your highest-leverage growth opportunities



See how supply chain integration can amplify your team.

Contact PraxiChain



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