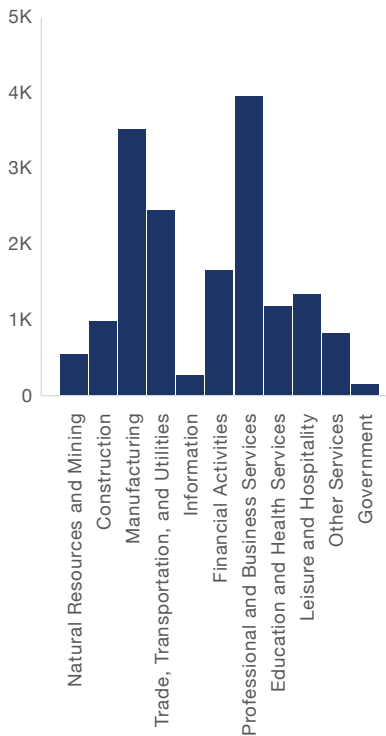


The railway supply industry helps to power Virginia's economy.

TOTAL IMPACT SUMMARY

GDP	\$1.7 billion
Jobs	17,254
Employee compensation	\$1.1 billion
Tax contribution	\$396 million

TOTAL RAILWAY SUPPLY JOB IMPACT BY INDUSTRY IN VIRGINIA



Source: Oxford Economics, IMPLAN



2.9 jobs

Additional jobs supported elsewhere in Virginia's economy for every direct job in the state's railway supply industry.

CONTRIBUTION TO VIRGINIA'S GDP IN 2017



\$1.7 billion

In 2017, the railway supply industry directly employed

4,393

workers in Virginia.

On average, they earned

\$73,070

in annual income.

By comparison, the average worker in the U.S. earned approximately \$55,400

6,505 indirect jobs

supported through railway suppliers' supply-chain purchases.

6,356 induced jobs

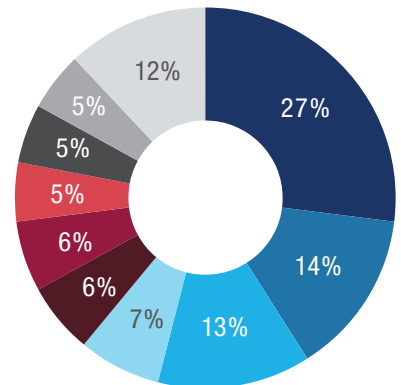
were sustained as employees spent their wages on consumer goods.

\$396 million

Tax contribution from the state of Virginia in 2017.

This was made up of \$280 million in federal taxes and \$116 million in state and local taxes.

OCCUPATION PROFILE OF RAILWAY SUPPLIERS IN VIRGINIA



- Production
- Office and Administrative Support
- Construction and Extraction
- Business and Financial Operations
- Management
- Transportation and Material Moving
- Sales and Related
- Installation, Maintenance, and Repair
- Architecture and Engineering
- All other

Source: Oxford Economics, IMPLAN

3,123

Miles of rail in Virginia