

To: Interested Parties
From: Association of American Railroads (AAR) and Forbes Tate Partners
Subject: Key Findings from a National Voter Survey

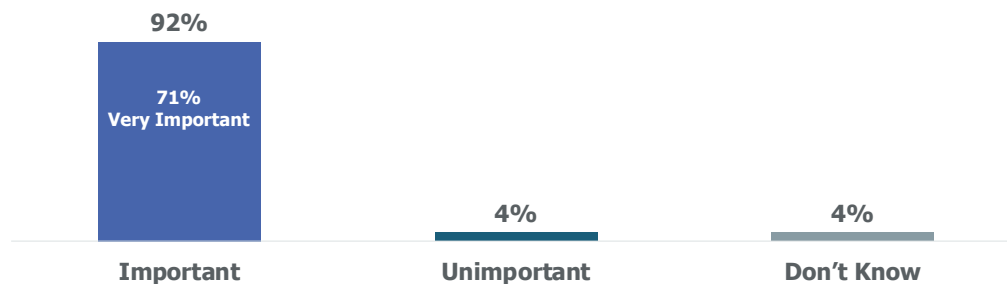
Forbes Tate Partners recently conducted an online survey of N=1,000 registered voters nationwide on behalf of the Association of American Railroads. The survey was conducted between November 9th and November 16th, 2022. The margin of error is +/- 3.53% at the 95% confidence interval. The memo below reviews the key findings of the survey.

TOPLINE: Voters are overwhelmingly concerned about the impact that a potential rail strike would have on the economy, and on prices.

- 92% believe that it is important for the U.S. economy to have freight railroads run uninterrupted by a strike (71% say “very important”). Just 4% say that it is unimportant.
- 85% believe that an interruption in freight rail would lead to prices going even higher.

Voters believe it is very important for the U.S. economy to have freight railroads running uninterrupted by a strike.

Generally speaking, how important do you think it is for the U.S. economy to have freight railroads running uninterrupted by a strike or other labor dispute?



Given a basic description of the new contract, strong majorities across key groups believe that the agreement is fair and that workers should accept the deal.

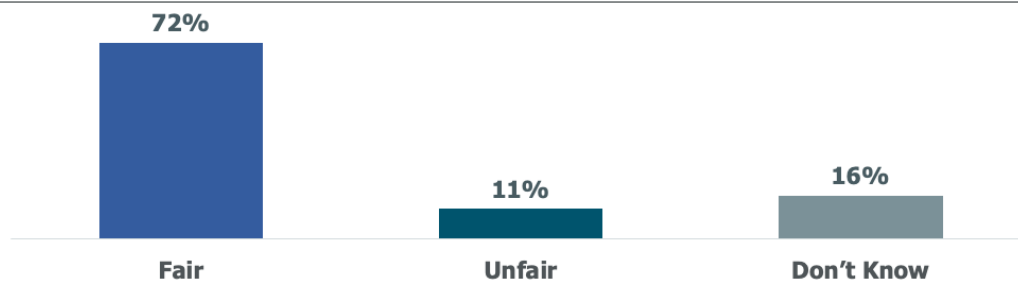
- 72% of Americans say that the agreement is fair — and that number is even higher among union households (78%) and among Democratic voters (75%). Republicans (74%) agree as well.
- 73% say that workers should accept the agreement, including 77% of union households, 71% of Democrats and 76% of Republicans. Just 6% say workers should reject the agreement.

Description Tested in Survey: "Labor union railroad workers are currently voting on new labor contracts. These agreements include an immediate 14.1% wage increase totaling a 24% increase by the end of the contract, raising average rail worker compensation – including benefits – to \$160,000. The contract includes an immediate payment averaging \$11,000. The deal also provides best-in-class health care benefits, extended sickness benefits, and an average of three weeks paid time off annually."

Americans strongly believe the agreement is fair.

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Voters strongly believe that Congress should step in if necessary to make sure freight rail service continues.

- 72% say that Congress should act if union workers don't accept the agreement, including 72% of union households, 76% of Democrats, and 71% of Republicans.

When given arguments from both sides about whether workers should accept the deal, voters strongly side with supporters of the agreement.

- 62% say the supporters' argument comes closer to their view, including 64% of union households, 63% of Democrats, and 63% of Republicans.
- Only 18% side with opponents of the agreement.

Supporter's Argument Tested in Survey: "Supporters of the agreement say the historic terms of this new agreement will raise pay by an unprecedented 24% to an average of \$126,000 per year, bringing the total average compensation package including benefits to \$160,000. This agreement includes greater scheduling flexibility for workers, in addition to generous health and paid leave benefits that are not available to most American workers. Supporters say the agreements on the table were crafted in partnership with the most labor-friendly Administration in history and have already been ratified by more than half of the rail unions."

Opponents' Argument Tested in Survey: "Opponents of the agreement say that railroad workers are discouraged and upset with working conditions and compensation. They say that management has cut staffing to the bone and refuses to provide a higher quantity of paid time off, especially for sickness, even as they are making record profits. Opponents argue that the entire industry has been broken by railroads' executives and Wall Street hedge fund manager investors. Instead, opponents are united in their resolve to improve their working conditions across the entire rail network."