

Clerk of the House of Representatives
Legislative Resource Center
B-106 Cannon Building
Washington, DC 20515

Secretary of the Senate
Office of Public Records
232 Hart Building
Washington, DC 20510

SECRETARY OF THE SENATE
04 AUG 19 AM

LOBBYING REPORT

Lobbying Disclosure Act of 1995 (Section 5) - All Filers Are Required to Complete This Page

| | | | |
|---|--|--|------------------------------------|
| 1. Registrant Name The Potomac Group | | | |
| 2. Registrant Address <input type="checkbox"/> Check if different than previously reported Address 816 Connecticut Avenue, NW Tenth Floor City Washington State/Zip (or Country) DC 20006 | | | |
| 3. Principal Place of Business (if different from line 2) City _____ State/Zip (or Country) _____ | | | |
| 4. Contact Name Wayne Smith Telephone 202-783-3460 E-mail (optional) _____ | | | 5. Senate ID # 31918-125 |
| 7. Client Name <input type="checkbox"/> Self Union Pacific Company | | | 6. House ID # 33426-004 |

TYPE OF REPORT 8. Year 2004 Midyear (January 1-June 30) **OR** Year End (July 1-De

9. Check if this filing amends a previously filed version of this report

10. Check if this is a Termination Report >> Termination Date _____

11. No Lobby

INCOME OR EXPENSES - Complete Either Line 12 OR Line 13

| 12. Lobbying Firms | 13. Organizations |
|--|---|
| <p>INCOME relating to lobbying activities for this reporting period was:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input checked="" type="checkbox"/> >> \$ <u>\$40,000.00</u> Income (nearest \$20,000)</p> <p>Provide a good faith estimate, rounded to the nearest \$20,000 of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).</p> | <p>EXPENSES relating to lobbying activities for this reporting period were:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input type="checkbox"/> >> \$ _____ Expenses (nearest \$20,000)</p> <p>14. REPORTING METHOD. Check box to indicate accounting method. See instructions for description of</p> <p><input type="checkbox"/> Method A. Reporting amounts using LDA definition</p> <p><input type="checkbox"/> Method B. Reporting amounts under section 603 of the Internal Revenue Code</p> <p><input type="checkbox"/> Method C. Reporting amounts under section 162 of the Internal Revenue Code</p> |

Signature _____

Printed Name and Title **Wayne Smith - President/CEO** _____ P:

Registrant Name: The Potomac Group

Client Name: Union Pacific Company

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code RRR (one per page)

16. Specific Lobbying issues

**HR 10, Railroad Retirement and Survivors' Improvement Act of 2001,
S.919, Railroad Competition Act of 2003, Opposition to rail reregulation
Brimstone, Louisiana Storage-In-Transit Yard project.
4.3 Fuel Tax**

17. House(s) of Congress and Federal agencies contacted
**US House of Representatives
US Senate**

Check if None

18. Name of each individual who acted as a lobbyist in this issue area

| Name | Covered Official Position (if applicable) |
|----------------------|---|
| Hegg, Richard | |
| Smith, Wayne | |
| | |
| | |
| | |
| | |
| | |
| | |

19. Interest of each foreign entity in the specific issues listed on line 16 above

Check if None

Signature _____ Date _____

Printed Name and Title **Wayne Smith - President/CEO** _____ Page _____