

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

RECEIVED  
SECRETARY OF THE SENATE  
PUBLIC RECORDS

99 AUG 16 PM 2:27

## LOBBYING REPORT

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

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

TYPE OF REPORT 8. Year 1999 Midyear (January 1-June 30)  OR Year End (July 1-December 31)

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 Lobbying Activity

INCOME OR EXPENSES - Complete Either Line 12 OR Line 13	
<b>12. Lobbying Firms</b>  INCOME relating to lobbying activities for this reporting period was:  Less than \$10,000 <input type="checkbox"/>  \$10,000 or more <input checked="" type="checkbox"/> >> \$ <u>\$40,000.00</u> Income (nearest \$20,000)	<b>13. Organizations</b>  EXPENSES relating to lobbying activities for this reporting period were:  Less than \$10,000 <input type="checkbox"/>  \$10,000 or more <input type="checkbox"/> >> \$ _____ Expenses (nearest \$20,000)
<b>14. REPORTING METHOD.</b> Check box to indicate expense accounting method. See instructions for description of options. <input type="checkbox"/> Method A. Reporting amounts using LRA definitions only <input type="checkbox"/> Method B. Reporting amounts under section 6033(b)(8) of the Internal Revenue Code <input type="checkbox"/> Method C. Reporting amounts under section 162(e) of the Internal Revenue Code	

Signature \_\_\_\_\_ Date 8/3/99

Printed Name and Title Wayne Smith - President/CEO Page 1 of 4

Registrant Name: The Potomac Group

Client Name: Union Pacific

**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.

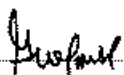
15. General issue area code RRR (one per page)
16. Specific Lobbying issues  
S. 621, Surface Transportation Board Reauthorization,  
S. 747, Surface Transportation Board Reauthorization,  
S. 98, Surface Transportation Board Reauthorization,

17. House(s) of Congress and Federal agencies contacted  Check if None  
US House of Representatives  
US Senate

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

Name	Covered Official Position (if applicable)	New
<u>Karsling, Phil</u>		<u>No</u>
<u>Smith, Wayne</u>		<u>No</u>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature  Date 8/3/99

Printed Name and Title Wayne Smith, President/CEO Page 2 of 4

Registrant Name: The Potomac Group

Client Name: Union Pacific

**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 TAX (one per page)

16. Specific Lobbying issues  
H.R. 2488, Financial Freedom Act of 1999, Fuel Taxes  
S. 1429, Taxpayer Refund Act 1999,  
S. 820, Transportation Equity and Fairness Act,

17. House(s) of Congress and Federal agencies contacted  Check if None  
US House of Representatives  
US Senate

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

Name	Covered Official Position (if applicable)	New
<u>Karsting, Phil</u>		<u>No</u>
<u>Smith, Wayne</u>		<u>No</u>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature  Date 8/3/99

Printed Name and Title Wayne Smith - President/CEO Page 3 of 4

Registrant Name: The Potomac Group

Client Name: Union Pacific

**Information Update Page - Complete ONLY where registration information has changed.**

20. Client new address

21. Client new principal place of business (if different from line 20)

City \_\_\_\_\_ State/Zip (or Country) \_\_\_\_\_

22. New general description of client's business or activities

**LOBBYIST UPDATE**

23. Name of each previously reported individual who is no longer expected to act as a lobbyist for the client

**ISSUE UPDATE**

24. General lobbying issues previously reported that no longer pertain

TRU

**AFFILIATED ORGANIZATIONS**

25. Add the following affiliated organization(s)

Name	Address	Principal Place of Business (city and state or country)

26. Name of each previously reported organization that is no longer affiliated with the registrant or client

**FOREIGN ENTITIES**

27. Add the following foreign entities

Name	Address	Principal Place of Business (city and state or country)	Amount of contribution for lobbying activities	Ownership % in client

28. Name of each previously reported foreign entity that no longer owns, or controls, or is affiliated with the registrant, client, or affiliated organization

Signature  Date 8/3/99

Printed Name and Title Wayne Smith - President/CEO Page 4 of 4