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CONSTRUCTION PROJECT MILESTONES

Project Milestone	Responsible Party
Research & Discovery <i>Estimated Timeline is One Month</i> AccessUP questionnaire submitted online by customer.	Industry
Union Pacific contacts customer to discuss business opportunity and rail project.	Union Pacific
Union Pacific conducts site location research for rail service, real estate and road crossing requirements.	Union Pacific
Customer provides Development Concept Rail Design and works with Union Pacific approved rail designer.	Industry
Union Pacific Operational Review and Signoff for Service Plan <i>Estimated Timeline is 2-4 Weeks</i> Union Pacific reviews Developmental Rail Design and approves if specifications are met.	Union Pacific
Union Pacific reviews Operating Service plan and Rail Crossings and approves if no objections.	Union Pacific
If required - Track inspection takes place on any existing track, including Union Pacific switches.	UP & Industry
Ready for Design <i>Estimated Timeline is 2-4 Weeks</i> Union Pacific "Acceptance of Rail Project" service letter email sent to customer once Union Pacific approvals are met along with track application.	Union Pacific
Customer responds to service letter email.	Industry
Union Pacific Real Estate sends a Letter Agreement with any required customer fees/deposits to be paid to advance project.	Industry
Draft Track Agreement sent to Industry for review.	UP & Industry
On Site Pre-Construction meeting with Union Pacific and Industry coordinated.	UP & Industry
Engineering Design <i>Estimated Timeline is 2-4 Weeks</i> Construction Rail Design submitted and reviewed for approval.	UP & Industry
Exhibit A Rail Design submitted and reviewed for approval.	UP & Industry
Track Agreement <i>Estimated Timeline is 2-4 Weeks</i> Track Agreement offered with applicable fee's along with Contractors Right of Entry if needed.	Industry
Once agreements are executed, rail construction may begin.	UP & Industry
Ready for Construction <i>Estimated Timeline is 6-9 Months</i> Union Pacific and Industry have scheduled project update calls throughout construction phase.	UP & Industry
Construction Complete <i>Estimated Timeline is Two Weeks</i> Final Track Inspection once construction completed.	Union Pacific
Rail project is turned over to Union Pacific Operations to prepare to service.	Union Pacific
Customer Setup - Ready for Shipments <i>Estimated Timeline is 2-3 Days</i> Union Pacific updates system with spotting instructions and track capacity.	UP & Industry