



Client Status Report
For
North Coast Railroad Authority
(NCRA)

November 2018 - March 2019

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*as of April 3, 2019

Confidential



Summary

Since 2013, FEC Real Estate Services (FEC), formerly Parallel Infrastructure, has successfully generated over \$470K in revenue for NCRA's Right of Way (ROW) portfolio. FEC will continue to work on opportunities which may generate an additional \$20K+ in new income.

Of potential interest:

- Working with Terra-Gen, LLC to facilitate a transmission line crossing in Humboldt County (Milepost 252) near Scotia. As understood, the company plans to generate power by harnessing the wind and transmit the energy to local community for consumption. A one-time pay multi-year license is being discussed at this time. The company is currently preparing preliminary engineering plans.

Current Account Metrics

	Surface	Utility*	Total
Prioritized Encroachments	181	180	361
Prospects Contacted	232	115	347
Amendments	0	35	35
Closed Opportunities	54	45	99

*Category limited to phone, fiber, power, and gas utilities with major companies

New Agreements awaiting Execution

As of	Proposed Tenant	Milepost/Location	Stage	Comments / Next Steps

Marketing/Outreach Opportunities

Proposed Tenant	Milepost/Location	Stage	Comments / Next Steps
Terra-Gen	252	Negotiating	Discussion on Term & engineering
PG&E	75-86	Negotiating	Various Points of Temporary Access

NCRA Actions/Open Items

- Ongoing reconciliation of billings for FEC-procured agreements

FEC Actions/Open Items

- Continue activities to tender license opportunities for execution

Application Fees Collected

- Fifty two (52) application fees have been collected to date, for a total of \$50,800.