

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 11 PM 1:

**LOBBYING REPORT**

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

1. Registrant Name <b>BROWN AND COMPANY, INC.</b>			
2. Address <input type="checkbox"/> Check if different than previously reported <b>600 PENNSYLVANIA AVENUE, S.E., SUITE 304</b>			
3. Principal Place of Business (if different from line 2) City: <b>WASHINGTON DC</b> State/Zip (or Country) <b>20003</b>			
4. Contact Name <b>FRANKLIN W. LOSRY</b>	Telephone <b>(202-544-9614)</b>	E-mail (optional)	5. Senate ID # <b>7177-6</b>
7. Client Name <input type="checkbox"/> Self <b>SERENA (FORMERLY MERANT PVCS)</b>			6. House ID # <b>33573</b>

**TYPE OF REPORT** 8. Year 2004 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 /

**INCOME OR EXPENSES - Complete Either Line 12 OR Line 13**

<p><b>12. Lobbying Firms</b></p> <p><b>INCOME</b> 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>20,000</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><b>13. Organizations</b></p> <p><b>EXPENSES</b> 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><b>14. REPORTING METHOD.</b> Check box to indicate accounting method. See instructions for description of method.</p> <p><input type="checkbox"/> Method A. Reporting amounts using LDA definition</p> <p><input type="checkbox"/> Method B. Reporting amounts under section 6033(d) Internal Revenue Code</p> <p><input type="checkbox"/> Method C. Reporting amounts under section 162(e) Internal Revenue Code</p>
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Signature 

Printed Name and Title CYNTHIA L. BROWN, PRESIDENT

LD-2 (REV. 6/98)

PAGE

Registrant Name BROWN AND COMPANY, INC. Client Name SERENA (FORMERLY MERAM)

**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 information as requested. Attach additional page(s) as needed.

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

16. Specific lobbying issues DEFENSE AUTHORIZATION AND APPROPRIATION BILLS (FUNDING FOR DOD PROG)

17. House(s) of Congress and Federal agencies contacted ☐ Check if None

SENATE  
HOUSE OF REPRESENTATIVES  
DEPARTMENT OF DEFENSE  
DEPARTMENT OF NAVY  
DEPARTMENT OF ARMY  
DEPARTMENT OF AIR FORCE

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

Name	Covered Official Position (if applicable)
CYNTHIA L. BROWN	
JANE Q CALDERWOOD	CHIEF OF STAFF, SENATOR SNO
FRANKLIN W. LOSEY	
LAURA R. HAAS	HOUSE ARMED SERVICES COMMIT

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

Signature

*Cynthia Brown*

Date

8-4-04

Printed Name and Title CYNTHIA L. BROWN, PRESIDENT

Form LD-2 (Rev.6/98)

Page 2

Registrant Name BROWN AND COMPANY, INC. Client Name SERENA (FORMERLY MERAW)

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

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

16. Specific lobbying issues IDENTIFYING APPROPRIATED FUNDS THAT MAY BE USED TO PURCHASE SOFTWARE PROGRAMS AND SERVICES

17. House(s) of Congress and Federal agencies contacted ☐ Check if None

SENATE  
HOUSE OF REPRESENTATIVES  
DEPARTMENT OF ENERGY

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

Name	Covered Official Position (if applicable)
CYNTHIA L. BROWN	
JANE Q CALDERWOOD	CHIEF OF STAFF, SENATOR SNOW
FRANKLIN W. LOSEY	
LAURA R. HAAS	HOUSE ARMED SERVICES COMMITTEE

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

Signature

*Cynthia Brown*

Date

8-4-04

Printed Name and Title

CYNTHIA L. BROWN, PRESIDENT

Form LD-2 (Rev.6/98)

Page 3

Registrant Name

BROWN AND COMPANY, INC.

Client Name

SERENA (FORMERLY MERRAW)

**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 information as requested. Attach additional page(s) as needed.

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

16. Specific lobbying issues IDENTIFYING APPROPRIATED FUNDS THAT MAY BE USED TO PURCHASE SOFTWARE PROGRAMS AND SERVICES

17. House(s) of Congress and Federal agencies contacted

☐ Check if None

SENATE  
HOUSE OF REPRESENTATIVES  
HOMELAND SECURITY

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

Name	Covered Official Position (if applicable)
CYNTHIA L. BROWN	
JANE Q CALDERWOOD	CHIEF OF STAFF, SENATOR SNOW
FRANKLIN W. LOSEY	
LAURA R. HAAS	HOUSE ARMED SERVICES COMMITTEE

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

☐ Check if None

Signature



Date

8-4-04

Printed Name and Title

CYNTHIA L. BROWN, PRESIDENT

Form LD-2 (Rev. 6/98)

Page

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Registrant Name

BROWN AND COMPANY, INC.

Client Name

SERENA (FORMERLY MERAW)

**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, information as requested. Attach additional page(s) as needed.

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

16. Specific lobbying issues IDENTIFYING APPROPRIATED FUNDS THAT MAY BE USED TO PURCHASE SOFTWARE PROGRAMS AND SERVICES

17. House(s) of Congress and Federal agencies contacted

☐ Check if None

SENATE  
HOUSE OF REPRESENTATIVES  
DEPARTMENT OF TREASURY

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

Name	Covered Official Position (if applicable)
CYNTHIA L. BROWN	
JANE Q CALDERWOOD	CHIEF OF STAFF, SENATOR SNOW
FRANKLIN W. LOSEY	
LAURA R. HAAS	HOUSE ARMED SERVICES COMMITTEE

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

☐ Check if None

Signature



Date

8-4-04

Signature

Date

Printed Name and Title

CYNTHIA L. BROWN, PRESIDENT

Form LD-2 (Rev.6/98)

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