

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

SECRET  
05 FEB

## 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 Telephone E-mail (optional) <b>FRANKLIN W. LOSRY (202-544-9614)</b>			5. Senate ID # <b>7177-</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 **10-31-04** 11. No Lobbying ☐

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

#### 12. Lobbying Firms

INCOME relating to lobbying activities for this reporting period was:

Less than \$10,000 ☐

\$10,000 or more ☒ ⇒ \$ **20,000**  
Income (nearest \$20,000)

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).

#### 13. Organizations

EXPENSES relating to lobbying activities for this reporting period were:

Less than \$10,000 ☐

\$10,000 or more ☐ ⇒ \$ \_\_\_\_\_  
Expenses (nearest \$20,000)

14. REPORTING METHOD. Check box to indicate accounting method. See instructions for description of

☐ Method A. Reporting amounts using LDA definition

☐ Method B. Reporting amounts under section 6033(b) Internal Revenue Code

☐ Method C. Reporting amounts under section 162(e) Internal Revenue Code

2-15-05

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 MERRAM

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each cod 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 COMMITTEE

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

☐ Check if None

Signature

Cynthia Brown

Date

2-15-05

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 MERAM)

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the 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 ENG (one per page)

16. Specific lobbying issues IDENTIFYING APPROPRIATED FUNDS THAT MAY BE USED TO PURCHASE SOFTWARE PRE 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)
<u>CYNTHIA L. BROWN</u>	
<u>JANE Q CALDERWOOD</u>	<u>CHIEF OF STAFF, SENATOR SNOW</u>
<u>FRANKLIN W. LOSEY</u>	
<u>LAURA R. HAAS</u>	<u>HOUSE ARMED SERVICES COMMITTEE</u>

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

Signature

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 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 TRA (one per page)

16. Specific lobbying issues IDENTIFYING APPROPRIATED FUNDS THAT MAY BE USED TO PURCHASE SOFTW. 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)
<u>CYNTHIA L. BROWN</u>	
<u>JANE Q CALDERWOOD</u>	<u>CHIEF OF STAFF, SENATOR SNOW</u>
<u>FRANKLIN W. LOSEY</u>	
<u>LAURA R. HAAS</u>	<u>HOUSE ARMED SERVICES COMMITTEE</u>

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

Signature

Date

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 MERRAN

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the 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 \_\_\_\_\_

Printed Name and Title CYNTHIA L. BROWN, PRESIDENT

Form LD-2 (Rev.6/98)

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