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FEDERAL ELECTION
COMMISSION
OFFICE OF GENERAL
COUNSEL

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2004 NOV 12 5:08

BEFORE THE FEDERAL ELECTION COMMISSION

RESPONSE OF EPIPHANY PRODUCTIONS, INC.
TO THE GENERAL COUNSEL'S FACTUAL AND LEGAL ANALYSIS
MUR 5390

NOVEMBER 12, 2004

I. INTRODUCTION

On October 13, 2003 Public Citizen filed a complaint with the Federal Election Commission (the "FEC" or "Commission") alleging that Robert Mitchell Delk ("Mitch Delk") made excessive contributions in violation of the Federal Election Campaign Act of 1971, as amended (the "Act"), in connection with small fundraising dinners he hosted at Galileo Restaurant during the 2001-2002 election cycle. This response is filed on behalf of Epiphany Productions, Inc. ("Epiphany") to the Factual and Legal Analysis (the "FLA") that formed the basis for the Commission's finding that there is reason to believe that Epiphany violated 2 U.S.C. § 441b by failing to make reasonable efforts to collect payments from campaign committees for organizational services it rendered in connection with the Galileo dinners.

The principle question in this matter is whether Epiphany made commercially reasonable attempts to collect the amounts owed by the federal candidate and political committees. Without stating what the "commercially reasonable" standard is for a small fundraising company collecting small amounts owed from political committees, the FLA nevertheless concluded that "some committees may have been billed far later than one would reasonably expect for a vendor" and "given that some committees reportedly paid up to 20 months late without any action by Epiphany other than a couple of purported follow-up phone calls suggests that Epiphany may not have made reasonable attempts to collect the amounts owed."

The average amount owed by the committees to Epiphany for the 18 fundraising dinner events listed in the complaint for which it had not received payment was only \$570.¹ Epiphany sent invoices, past due notices, and made follow-up phone calls to collect the amounts owed. As of November 2004, all but three of these committees paid the full amount to Epiphany. These three committees have outstanding balances of \$375.90, \$410.02, and \$329.37 respectively. Given the facts in this matter, the only conclusion that can be drawn is that the efforts Epiphany used to collect the small amounts owed by the committees were commercially reasonable -- and effective.

The results demonstrate the commercial reasonableness of Epiphany's efforts, all but three committees paid in full without Epiphany resorting to costly and potentially self-damaging measures. The Commission should take no further action and close this matter as it relates to Epiphany.

¹ The complaint alleges that Epiphany was not paid for services provided in connection with 19 fundraising dinners but it double counted a single dinner for Friends of Rahm Emanuel that was actually held on October 2, 2002 leaving just 18 dinners at issue

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II. FACTUAL AND LEGAL ANALYSIS

Epiphany is a small fundraising firm with an office in Alexandria, Virginia. In 2001 and 2002, Epiphany provided fundraising consulting services for approximately 275 federal candidates and political committees. The services they provided ranged from faxing invitations for small dinner events of less than 20 guests to planning, organizing and producing large events with thousands of attendees. In addition, Epiphany provided event planning and production for non-political clients such as the Foundation to Eradicate Duchenne Muscular Dystrophy.

During this time period, Epiphany's fees ranged from approximately \$250 per small dinner event to \$25,000 monthly retainers.

During the 2001-2002 election cycle, Epiphany provided small-event fundraising services for approximately 54 federal candidate or political committees hosted by Mitch Delk that were held at Galileo Restaurant. These were small dinner events attended by generally 10 to 20 people. Epiphany played the limited role of sending fax invitations, accepting r.s.v.p.'s for attendees, making follow-up phone calls, providing a staff person at the dinner, and sending an in-kind notification letter on behalf of the event host(s) to the candidate or political committee that received contributions. The dinner arrangements were handled separately by the event host and the restaurant.

Epiphany's fees and expenses for these small-dinner events ranged from \$329 to \$1,125 with most in the \$400 to \$600 range. Although there were a fair number of these events, the staff and time involved was minor, especially when compared with the services provided to other Epiphany clients.

The complaint alleges that Epiphany's provision of services to the committees constituted corporate contributions made in violation of 2 U.S.C. §441b because it provided services in connection with 18 dinners for which it was not paid and for 19 additional dinners for which it was paid late.

The Act prohibits corporations from making contributions to federal committees. 2 U.S.C. §441b. The term "contribution" includes any direct or indirect payment, distribution, loan, advance, deposit, or gift of money, or any services, or anything of value. 2 U.S.C. §441b(b)(2). The term "anything of value" includes the provision of any goods or services without charge. 11 C.F.R. §100.7(a)(1)(iii)(2002). A debt owed to a vendor only becomes a contribution if the vendor "fails to make a commercially reasonable attempt to collect the debt." 11 C.F.R. §100.7(a)(4)(2002).

Thus, a prohibited corporate contribution would result only if (1) Epiphany provided services without charge or (2) Epiphany failed to make a "commercially reasonable" attempt to collect the amount owed.

A. Epiphany charged committees for services it provided.

Epiphany charged the candidate and political committees for the services it provided during the 2001-2002 election cycle. The Public Citizen complaint identified 54 Galileo events

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for which Epiphany provided services. A copy of the Epiphany invoices for these events are attached as Exhibit 1.

In August 2002, Epiphany discovered that it had inadvertently invoiced committees incorrectly for some of the Galileo events. On August 21, 2002, Epiphany sent invoices to at least 39 of the candidate and political committees for which it provided small-dinner event services in 2001 and the first six months of 2002 to ensure that they were properly billed. Epiphany acted in a commercially reasonable manner when it discovered the billing issue by immediately correcting the error. At least 19 committees paid within 30 calendar days of the August 21, 2002 invoice-date or were regular paying clients; four paid within 30 to 60 days; 11 paid more than 90 days after the invoice date; and one additional committee paid but we are unable to determine the exact date of payment.

On August 4, 2003, an article appeared in the Washington Post in which some campaigns claimed to the press that they were never billed or were billed late by Epiphany. See Kathleen Day, "Influence by volume; Freddie Mac lobbyist got a big discount on GOP fundraising dinners at Galileo," Washington Post (Aug. 4, 2003). The article provided four anecdotal examples of candidate committees for whom Epiphany provided small-dinner event fundraising services which were highlighted in the FLA that are summarized below:

- Friends of Katherine Harris

The article reported: "Rep. Katherine Harris's (R-Fla.) campaign manager Jessica Furst, for example, said 'we never received an invoice' from Epiphany for a Galileo dinner on June 4, 2002."

Friends of Katherine Harris was sent an invoice on August 21, 2002 and the campaign manager was quoted in the August 4, 2003 article regarding the dinner event and the bill. The \$618 invoice, however, was still not paid until December 31, 2003. A copy of the invoice and payment are attached as Exhibit 2.

Epiphany acted in a commercially reasonable manner when it sent an invoice in August for a June event. The small firm does not have the luxury of a large administrative staff that could generate an invoice more quickly on a regular basis. We are unable to explain why the committee did not pay the \$618 bill until 16 months after it received an invoice or why they waited four months after its spokesperson was quoted in the press about the amount owed to Epiphany.

Epiphany acted in a commercially reasonable manner in sending invoices and making follow-up phone calls to collect the small amount it was owed.

- Ferguson for Congress

The August 4, 2003 Washington Post article further reported: "A spokesman for Rep. Michael Ferguson (R-N.J.) said he received no invoice from Epiphany for either of two Galileo dinners."

In August 2002, Epiphany discovered and immediately corrected a billing error by sending Ferguson for Congress an invoice for the May 24, 2001 event.

For the second event on September 19, 2002, a "past due" notice was sent to the committee on November 13, 2002. The fact that it was stamped "past due" indicates that it was at least the second invoice sent to the committee. The two invoices sent in 2002

totaling just \$1,128.26 were paid on August 27, 2003. A copy of the invoices and the payment are attached as Exhibit 3.

We do not have an explanation for why the committee waited until three weeks after its spokesperson was quoted in the press before paying the two invoices.

Epiphany acted in a commercially reasonable manner in correcting the first billing error, sending the second invoice, and a past due notice, in a timely manner, and in collecting the small amount owed by the committee.

- Gary Miller for Congress

The August 4, 2003 Washington Post article reported: "Rep. Gary G. Miller (R-Calif.) never received a bill for a Galileo dinner on July 9, 2002, a spokesman said."

On November 13, 2002, Gary Miller for Congress was sent an invoice for \$410.02. A copy of the invoice is attached as Exhibit 4. We do not have an explanation for why the committee has not yet paid the small amount due Epiphany given the fact that they were sent a bill, follow-up attempts to collect the amount owed have been made by Epiphany, and the committee's spokesperson was quoted in the press about the matter in August 2003.

Epiphany acted in a commercially reasonable manner in sending an invoice for the small amount owed within a few months of the event and making repeated low-cost attempts to collect the balance owed. It would be commercially unreasonable for Epiphany to take any additional steps, such as hiring a debt collector or filing a lawsuit against their client for just \$410.02.

- Doug Ose for Congress

The August 4, 2003 Washington Post article reported: "Rep. Doug Ose (R-Calif.), paid \$606 to Epiphany on Oct. 9, 2002, for a Galileo dinner on June 27, 2001. 'We were billed late, but we paid promptly,' a spokesman for Ose said."² Doug Ose for Congress was sent an invoice on August 21, 2002 and the payment was dated October 9, 2002. A copy of the invoice and payment are attached as Exhibit 5.

Epiphany acted in a commercially reasonable manner when it corrected a billing error by sending an invoice to the committee and collecting the amount owed.

The invoices attached at Exhibit 1 demonstrate that Epiphany charged the committees for services it rendered in connection with the Galileo dinners. In addition to Doug Ose for Congress, at least 19 other committees paid Epiphany's August 21, 2002 invoices before the August 2003 article, most within 30 days of receipt of the invoice. This evidence strongly indicates that the spokespersons for the other three committees interviewed in the Washington Post article were most likely mistaken or did not realize that their committees had been sent invoices. There is no question that Epiphany charged the committees for its services in compliance with 2 U.S.C. §441b and 11 C.F.R. §100.7(a)(1)(iii) (2002).

² It is worth noting that in October 2002 Doug Ose for Congress paid the August 21, 2002 invoice that the other three committees claimed they did not receive.

B. Epiphany made "commercially reasonable" attempts to collect the amount owed.

The Public Citizen complaint identified 18 out of 54 Galileo dinner events for which Epiphany had not received payment as of October 4, 2003. As of that date, two committees had not paid for two events and 14 committees had not paid for one event each resulting in 16 committees owing an average of \$570 to Epiphany for their services in connection with the Galileo dinners.

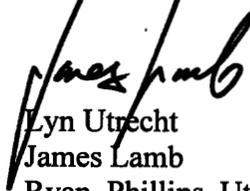
Epiphany acted in a commercially reasonable manner by vigorously and efficiently taking steps to collect the small amount owed by each committee. Epiphany sent invoices, past due notices, and made follow-up phone calls to collect the amounts owed. As of November 12, 2004, all but three of the 16 committees paid the full amount to Epiphany. A copy of the payments are attached as Exhibit 6. The three committees with outstanding balances owe Epiphany \$375.90, \$410.02, and \$329.37 respectively. Given the facts in this matter, the only conclusion that can be drawn is that the efforts employed by Epiphany to collect the small amounts owed from the committees were commercially reasonable -- and effective.

The FLA implies that Epiphany should have done more, but does not suggest what additional steps would be "commercially reasonable." It would not have been reasonable to turn the 18 invoices over to a debt collector who would have charged a fee on a small amount when the efforts employed by Epiphany were successful. It would certainly not have been "commercially reasonable" for Epiphany to file a lawsuit against a client for a \$375.90 debt. The legal fees for drafting the complaint alone would have exceeded the amount at issue. Litigating over such a small amount of money would be counter-productive and commercially unreasonable. The only commercially reasonable steps were those taken by Epiphany -- send invoices, past-due notices, and make follow-up phone calls to collect the amount owed.

III. CONCLUSION

Epiphany did not violate 2 U.S.C. §441b because it charged committees and made commercially reasonable efforts to collect payments from committees for organizational services it rendered in connection with the Galileo dinners. The best evidence that Epiphany acted in a commercially reasonable manner are found in the results -- all but three committees paid in full without resorting to costly and self-defeating measures such as debt collectors or litigation. The Commission should take no further action and close this matter as it relates to Epiphany.

Respectfully submitted,



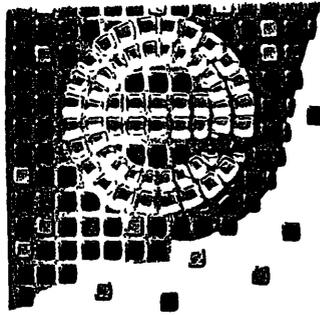
Lyn Utrecht
James Lamb

Ryan, Phillips, Utrecht & MacKinnon
1133 Connecticut Avenue, N.W., Suite 300
Washington, D.C. 20036

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EXHIBIT 1



epiphany productions
incorporated
 ■ events • fundraising • development

INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	401

Bill to

Leadership PAC 2001
 1199 North Fairfax Street, Suite 425
 Alexandria, VA 22314

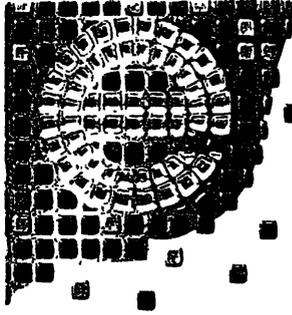
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	01/17/01 fundraising event	\$1,005.24

Please remit upon receipt to epiphany productions, inc.

Total	\$1,005.24
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26044133729

■ 104 east hume avenue
 alexandria va 22301
 703 683 7500
 703 683 4482 fax
 ■ epiphanyproductions.com



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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	402

Bill to

Texans for Henry Bonilla
 P.O. Box 17292
 San Antonio, TX 78217

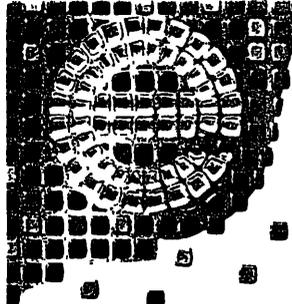
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	02/13/01 fundraising event	\$509.38

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Please remit upon receipt to epiphany productions, inc.

Total	\$509.38
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■ 104 east hume avenue
 alexandria va 22301
 703 683 7500
 703 683 4482 fax
 ■ epiphanyproductions.com



INVOICE

Date Invoice #
8/21/02 405

Bill to

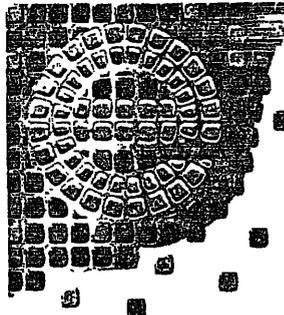
Royce Campaign Committee
P.O Box 6765
Fullerton, CA 92834

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	03/13/01 fundraising event	\$836.26

Please remit upon receipt to epiphany productions, inc.

Total \$836.26

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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	409

Bill to

Bachus for Congress
P.O. Box 59444
Birmingham, AL 35259

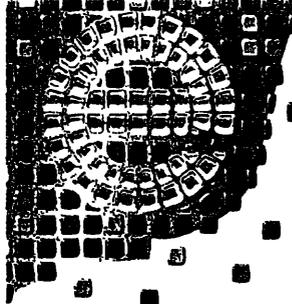
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	03/15/01 fundraising event	\$951.44

Please remit upon receipt to epiphany productions, inc.

Total \$951.44

104 east hume avenue
alexandria va 22301
703 683 7500
703 683 4482 fax

26044133732



INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	406

Bill to

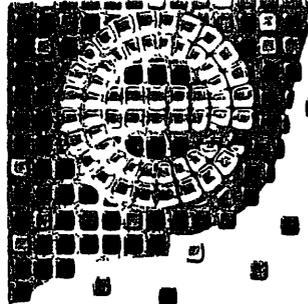
Sue Kelly for Congress
P.O. Box 599
Katonah, NY 10536

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	03/19/01 fundraising event	\$832.49

2604133733

Please remit upon receipt to epiphany productions, inc.

Total	\$832.49
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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	407

Bill to

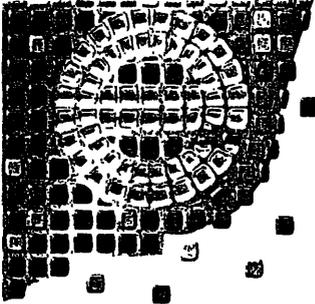
KOMPAC
 P.O. Box 20209
 Alexandria, VA 22320

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	03/20/01 fundraising event	\$1,125.68

Please remit upon receipt to epiphany productions, inc.

Total	\$1,125.68
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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	410

Bill to

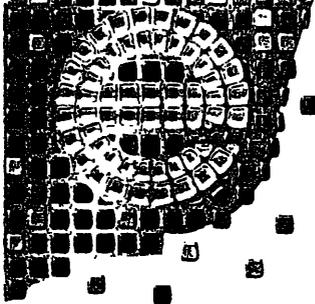
Castle for Congress
P.O. Box 133
Wilmington, DE 19899

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	04/02/01 fundraising event	\$825.34

Please remit upon receipt to epiphany productions, inc.

Total	\$825.34
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INVOICE

Date Invoice #
 8/21/02 411

Bill to

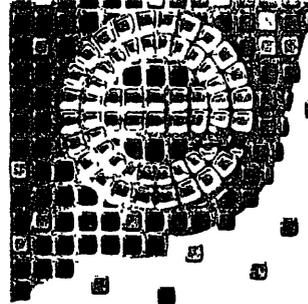
Shadegg for Congress
 P O. Box 45444
 Phoenix, AZ 85064

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	05/02/01 fundraising event	\$727.10

Please remit upon receipt to epiphany productions, inc.

Total \$727.10

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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	412

Bill to

Gramm for U.S. Senate
 900 Second Street, N.E. Suite #114
 Washington, D.C. 20002

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	05/08/01 fundraising event	\$869.22

Please remit upon receipt to epiphany productions, inc.

Total \$869.22

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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	413

Bill to

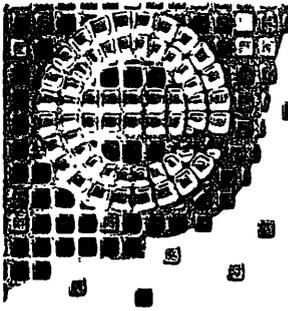
Riley for Congress
 P.O. Box 700
 Ashland, AL 36251

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	05/09/01 fundraising event	\$596.94

26044133738

Please remit upon receipt to epiphany productions, inc.

Total	\$596.94
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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	414

Bill to

Biggert for Congress
 P O Box 637
 Hillsdale, IL 60522

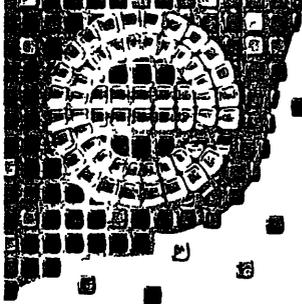
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	05/16/01 fundraising event	\$570.39

26044133739

Please remit upon receipt to epiphany productions, inc.

Total	\$570.39
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■ 104 east hume avenue
 alexandria va 22301
 703 683 7500
 703 683 4482 fax
 ■ epiphanyproductions.com



INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	415

Bill to

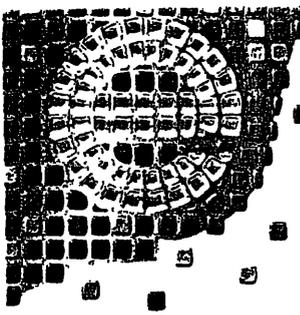
Fossella for Congress
 101 Tyrellan Avenue, Suite #400
 Staten Island, NY 10309

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	05/22/01 fundraising event	\$389.34

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Please remit upon receipt to epiphany productions, inc.

Total	\$389.34
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<u>Date</u>	<u>Invoice #</u>
8/21/02	416

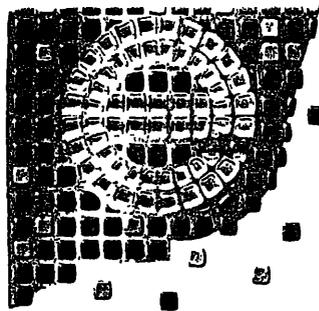
Bill to
 Ferguson for Congress
 930 Stuyvesant Avenue, Suite 17
 Union, NJ 07083

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	05/24/01 fundraising event	\$798.88

Please remit upon receipt to epiphany productions, inc.

Total	\$798.88
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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	417

Bill to

Citizens for Gillmor
 P.O. Box 910
 Port Clinton, OH 43452

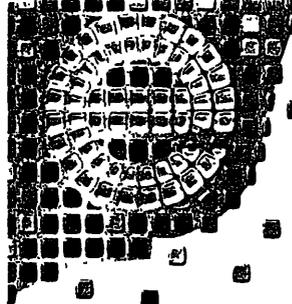
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	06/06/01 fundraising event	\$603.88

Please remit upon receipt to epiphany productions, inc.

Total	\$603.88
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■ 104 east hume avenue
 alexandria va 22301
 703 683 7500
 703 683 4482 fax
 ■ epiphanyproductions.com

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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	418

Bill to

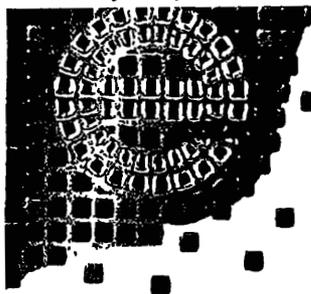
People with Hart
 P.O. Box 435
 Wexford, PA 15090

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	06/07/01 fundraising event	\$582.34

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Please remit upon receipt to epiphany productions, inc.

Total	\$582.34
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<u>Date</u>	<u>Invoice #</u>
8/21/02	419

Bill to

Doug Ose for Congress
P.O. Box 41649
Sacramento, CA 95841

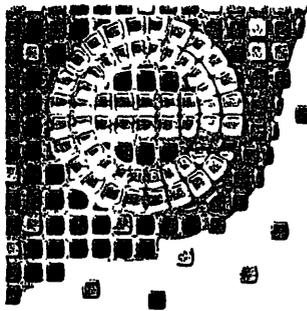
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	06/13/01 fundraising event	\$606.36

Please remit upon receipt to epiphany productions, inc.

Total	\$606.36
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■ 104 east hume avenue
alexandria va 22301
703 683 7500
703 683 4482 fax
■ epiphanyproductions.com



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<u>Date</u>	<u>Invoice #</u>
8/21/02	420

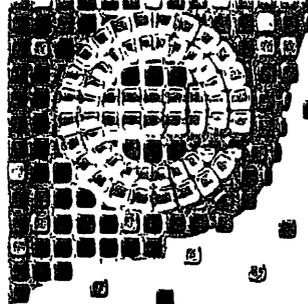
Bill to
 Shelby for U.S. Senate
 P O. Box 1091
 Tuscaloosa, AL 35403

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	06/20/01 fundraising event	\$601.16

26044133745

Please remit upon receipt to epiphany productions, inc.

Total	\$601.16
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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	***408

Bill to

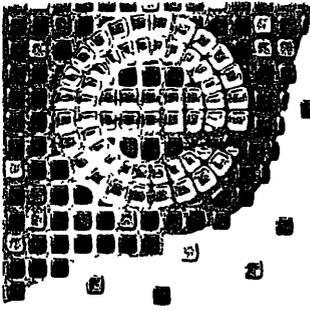
Bob Ney for Congress
 146 A West Main Street
 St Clairsville, OH 43950

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	06/26/01 fundraising event	\$549.78

26044133746

Please remit upon receipt to epiphany productions, inc.

Total	\$549.78
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<u>Date</u>	<u>Invoice #</u>
8/21/02	421

Bill to

Majority Leader's Fund
209 Pennsylvania Avenue, SE
Washington, DC 20003

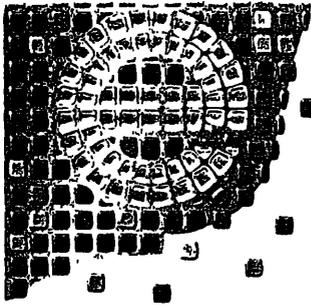
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	06/12/01 fundraising event	\$830.48

Please remit upon receipt to epiphany productions, inc.

Total	\$830.48
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■ 104 east hume avenue
alexandria va 22301
703 683 7500
703 683 4482 fax
■ epiphanyproductions.com

26044133747



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<u>Date</u>	<u>Invoice #</u>
8/21/02	422

Bill to

Walsh for Congress
 321 West Onondaga Street
 Syracuse, NY 13201

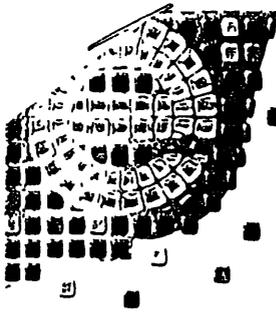
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	07/17/01 fundraising event	\$963.20

Please remit upon receipt to epiphany productions, inc.

Total	\$963.20
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26044133748

■ 104 east hume avenue
 alexandria va 22301
 703 683 7500
 703 683 4482 fax
 ■ epiphanyproductions.com



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INVOICE

Date Invoice #
 8/21/02 423

Bill to

Tom Davis for Congress
 6429 Downing Court
 Annandale, VA 22003

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	07/31/01 fundraising event	\$814.00

Please remit upon receipt to epiphany productions, inc.

Total **\$814 00**

26044133749

■ 104 east hume avenue
 alexandria va 22301
 703 683 7500
 703 683 4482 fax
 ■ epiphanyproductions.com

INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	424

Bill to

Sweeney for Congress
P.O. Box 4698
Saratoga Springs, NY 12866

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	10/02/01 fundraising event	\$815.05

Please remit upon receipt to epiphany productions, inc.

Total	\$815.05
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104 east home avenue
alexandria va 22301
703 683 1500
703 683 4482 fax
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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	425

Bill to

Mike Rogers for Congress
 P.O. Box 2776
 Arlington, VA 22202

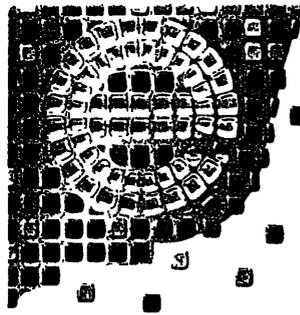
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	10/11/01 fundraising event	\$913.90

Please remit upon receipt to epiphany productions, inc.

Total	\$913.90
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26044133751

104 east hume avenue
 alexandria va 22301
 703 683 4482 fax
 epiphanyproductions.com



INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	426

Bill to

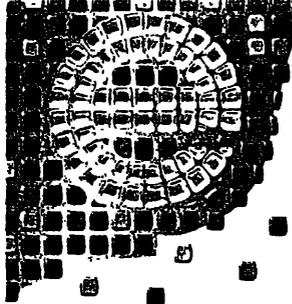
The Freedom Project
 111 C Street, SE
 Washington, DC 20003

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	10/23/01 fundraising event	\$1,005.74

Please remit upon receipt to epiphany productions, inc.

Total	\$1,005.74
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26044133752



INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	427

Bill to

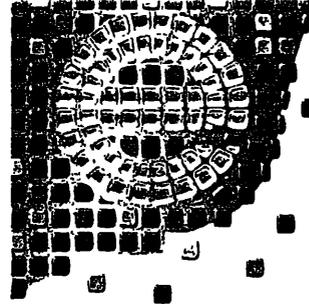
The PRYCE Project
 1155 21st Street NW, Suite #300
 Washington, DC 20036

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	12/18/01 fundraising event	\$397.08

Please remit upon receipt to epiphany productions, inc.

Total	\$397.08
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26044133753



INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	428

Bill to

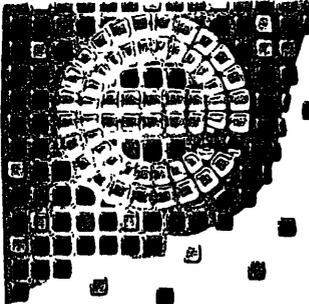
Tiberi for Congress
 2021 East Dublin Granville Rd., #2000
 Columbus, OH 43229

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	12/18/01 fundraising event	\$397.08

Please remit upon receipt to epiphany productions, inc.

Total	\$397.08
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2604133754



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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	***401

Bill to

Leadership PAC 2002
 1199 North Fairfax Street, Suite 425
 Alexandria, VA 22314

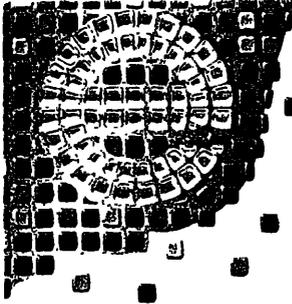
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	01/16/02 fundraising event	\$773.22

Please remit upon receipt to epiphany productions, inc.

Total	\$773.22
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26044133755

■ 104 east hume avenue
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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	429

Bill to

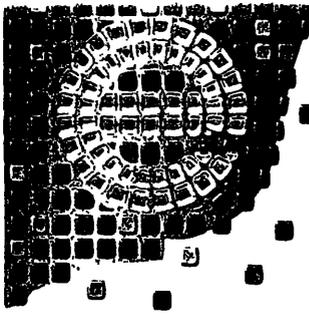
Friends of Connie Morella
7101 Wisconsin Avenue, Suite #102
Bethesda, MD 20814

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	01/22/02 fundraising event	\$1,082.13

Please remit upon receipt to epiphany productions, inc.

Total	\$1,082.13
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26044133756



INVOICE

Date Invoice #
8/21/02 430

Bill to

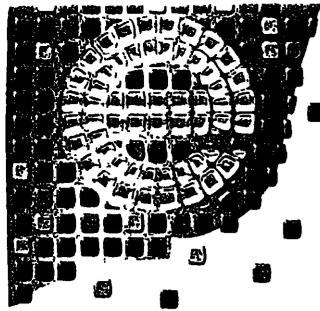
Chambliss for Senate
P.O. Box 12469
Atlanta, GA 30355

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	02/07/02 fundraising event	\$900.77

Please remit upon receipt to epiphany productions, inc.

Total \$900.77

26044133757



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INVOICE

Date Invoice #
 8/21/02 ***407

Bill to

KOMPAC
 P.O. Box 20209
 Alexandria, VA 22320

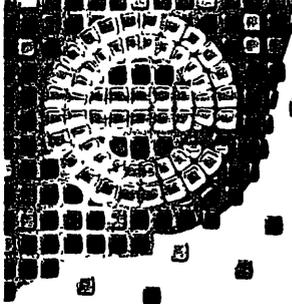
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	02/26/02 fundraising event	\$476.51

Please remit upon receipt to epiphany productions, inc.

Total \$476.51

26044133758

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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	431

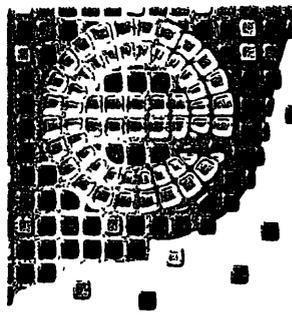
Bill to
 Tom Young for Congress
 P.O. Box 1001
 Mobile, AL 36633

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	03/14/02 fundraising event	\$554.51

26044133759

Please remit upon receipt to epiphany productions, inc.

Total	\$554.51
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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	***404

Bill to

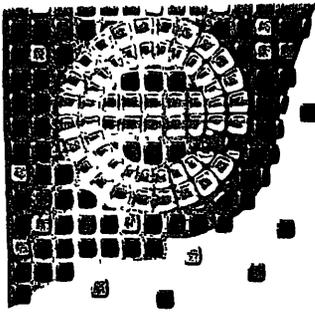
ROY-B PAC
 1300 Pennsylvania Avenue NW, Suite #700
 Washington, DC 20004

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	03/19/02 fundraising event	\$375.89

26044133760

Please remit upon receipt to epiphany productions, inc.

Total	\$375.89
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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	***403

Bill to

ARM PAC
1300 Pennsylvania Avenue NW, Suite #700
Washington, DC 20004

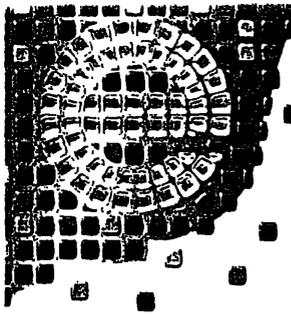
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	03/20/02 fundraising event	\$375.90

Please remit upon receipt to epiphany productions, inc.

Total	\$375.90
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26044133761

■
■ 104 east hume avenue
alexandria va 22301
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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	436

Bill to

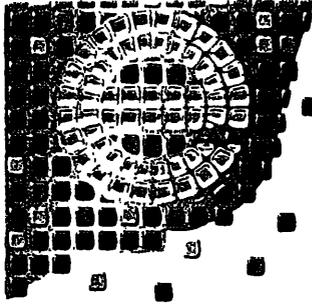
Northup for Congress
 P.O. Box 7313
 Louisville, KY 40257

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	04/23/02 fundraising event	\$707.79

26044133762

Please remit upon receipt to epiphany productions, inc.

Total \$707.79



INVOICE

Date Invoice #
 8/21/02 432

Bill to

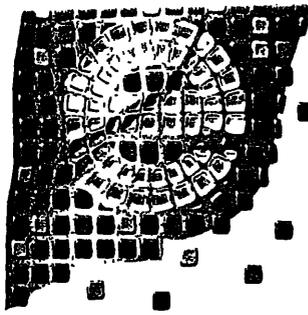
Thune for South Dakota
 507 Capitol Court, NE, #100
 Washington, DC 20002

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	05/15/02 fundraising event	\$551.41

Please remit upon receipt to epiphany productions, inc.

Total \$551.41

26044133763



INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	433

Bill to

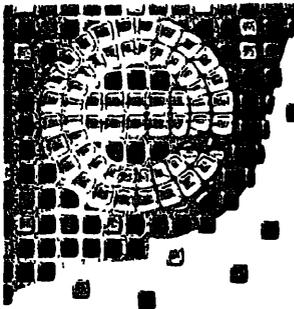
Toomey for Congress
 801 Hamilton Street, #502
 Allentown, PA 18101

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	05/23/02 fundraising event	\$514.21

Please remit upon receipt to epiphany productions, inc.

Total	\$514.21
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26044133764



INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	434

Bill to

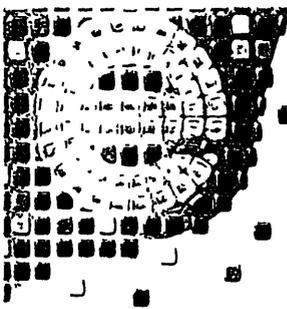
Friends of Katherine Harris
P.O. Box 25187
Sarasota, FL 34277

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	06/04/02 fundraising event	\$618.47

Please remit upon receipt to epiphany productions, inc.

Total	\$618.47
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26044133765



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INVOICE

<u>Date</u>	<u>Invoice #</u>
11/13/02	436

Bill to

Tom Young for Congress
 P O Box 1001
 Mobile, AL 36633

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	06/20/02 fundraising event	\$481.77

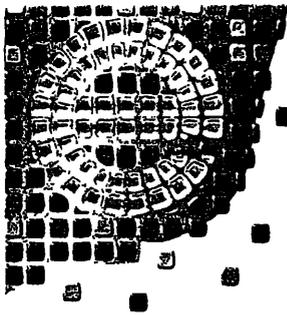
26044133766

Please remit upon receipt to epiphany productions, inc

Total	\$481 77
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INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	435

Bill to

Capito for Congress
 429 N. St. Asaph St.
 Alexandria, VA 22314

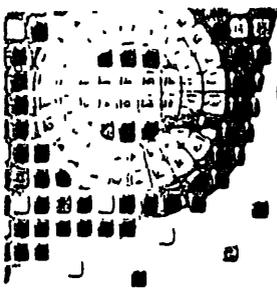
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	06/25/02 fundraising event	\$375.37

26044133767

Please remit upon receipt to epiphany productions, inc.

Total	\$375.37
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INVOICE

<u>Date</u>	<u>Invoice #</u>
11/13/02	437

Bill to

Gary Miller for Congress
721 S. Brea Canyon Rd, Suite #7
Diamond Bar, CA 91789

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	07/09/02 fundraising event	\$410.02

Please remit upon receipt to epiphany productions, inc

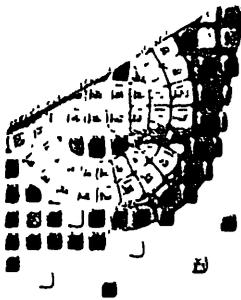
Total	\$410.02
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alexandria va 22301

703 683 4482 fax

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26044133768



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INVOICE

<u>Date</u>	<u>Invoice #</u>
11/13/02	438

Bill to

Royce Campaign Committee
 P O Box 2525
 Orange, CA 92859

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	07/16/02 fundraising event	\$411 39

26044133769

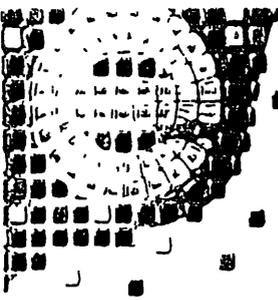
Please remit upon receipt to epiphany productions, inc.

Total	\$411 39
--------------	-----------------

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INVOICE

<u>Date</u>	<u>Invoice #</u>
11/13/02	439

Bill to

Johnson for Congress Committee
 P O Box 1986
 New Britain, CT 06050

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	07/23/02 fundraising event	\$325 37

Please remit upon receipt to epiphany productions, inc

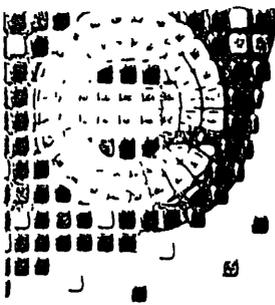
Total	\$325 37
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26044133770

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INVOICE

<u>Date</u>	<u>Invoice #</u>
11/13/02	440

Bill to

Walsh for Congress Committee
 321 West Onondaga Street
 Syracuse, NY 13201

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	07/24/02 fundraising event	\$325.37

Please remit upon receipt to epiphany productions, inc.

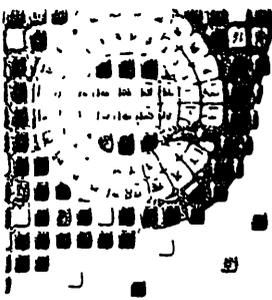
Total	\$325.37
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26044133771

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INVOICE

<u>Date</u>	<u>Invoice #</u>
11/13/02	441

Bill to

Pioneer PAC
 412 First Street, SE, Suite #100
 Washington, DC 20003

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	09/10/02 fundraising event	\$400 25

Please remit upon receipt to epiphany productions, inc

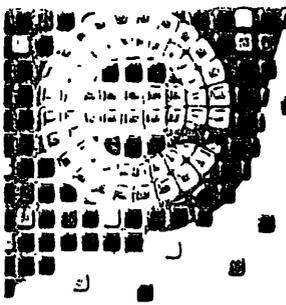
Total \$400 25

26044133772

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 alexandria va 22301

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INVOICE

Date Invoice #
 11/13/02 442

Bill to

Fossella for Congress
 P O. Box 131403
 Staten Island, NY 10313

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	09/12/02 fundraising event	\$444 03

Please remit upon receipt to epiphany productions, inc.

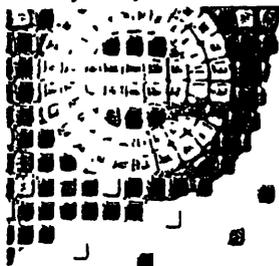
Total \$444 03

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26044133773

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INVOICE

<u>Date</u>	<u>Invoice #</u>
11/13/02	444

Bill to

Ferguson for Congress
930 Stuyvesant Avenue, Suite #17
Union, NJ 07083

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	09/19/02 fundraising event	\$329 38

Please remit upon receipt to epiphany productions, inc.

Total \$329 38

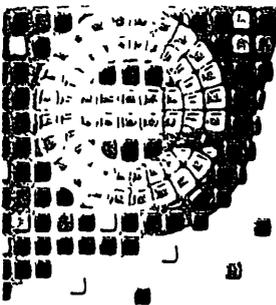
26044133774

8 104 east hume avenue
alexandria va 22301

703 683 4482 fax

com

PAST DUE



INVOICE

Date Invoice #
 11/13/02 443

Bill to

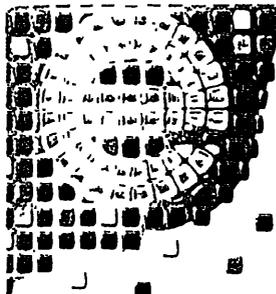
Leadership PAC 2002
 1199 North Fairfax Street, Suite 425
 Alexandria, VA 22314

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	09/19/02 fundraising event	\$329.38

Please remit upon receipt to epiphany productions, inc.

Total \$329.38

26044133775



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INVOICE

Date Invoice #
 11/13/02 445

Bill to

Benjamin for Congress
 57 East Gay Street
 Columbus, OH 43215

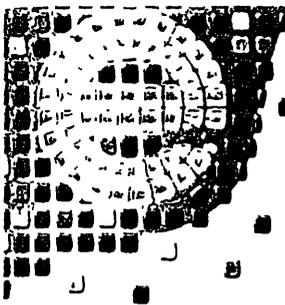
<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	09/24/02 fundraising event	\$329.37

Please remit upon receipt to epiphany productions, inc

Total \$329.37

2604413376

104 east hume avenue
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INVOICE

<u>Date</u>	<u>Invoice #</u>
11/13/02	446

Bill to

Turner for Congress
131 North Ludlow, Suite #317
Dayton, OH 45402

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	09/24/02 fundraising event	\$329.38

Please remit upon receipt to epiphany productions, inc.

Total	\$329.38
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26044133777

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INVOICE

<u>Date</u>	<u>Invoice #</u>
11/13/02	447

Bill to

Friends of Rahm Emanuel
1059 W. Belmont Avenue
Chicago, IL 60657

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	10/02/02 fundraising event	\$359.38

Please remit upon receipt to epiphany productions, inc

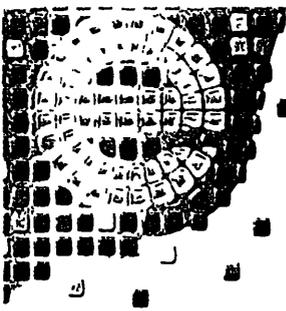
Total \$359.38

104 east home avenue
Alexandria VA 22301

703 684 4487 fax

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26044133778



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INVOICE

<u>Date</u>	<u>Invoice #</u>
11/13/02	448

Bill to

Otter for Idaho
 912 West Jefferson Street
 Boise, ID 83702

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	10/10/02 fundraising event	\$369 66

26044133779

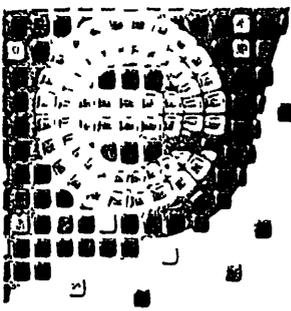
Please remit upon receipt to epiphany productions, inc.

Total	\$369 66
--------------	-----------------

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 alexandria va 22301

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INVOICE

<u>Date</u>	<u>Invoice #</u>
11/13/02	449

Bill to

Cantor for Congress
 P O. Box 17813
 Richmond, VA 23226

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	10/23/02 fundraising event	\$500.14

Please remit upon receipt to epiphany productions, inc.

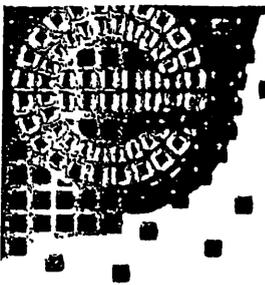
Total	\$500.14
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104 east hume avenue
 alexandria va 22301

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26044133780



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INVOICE

<u>Date</u>	<u>Invoice#</u>
12/19/2003	3010

Bill To

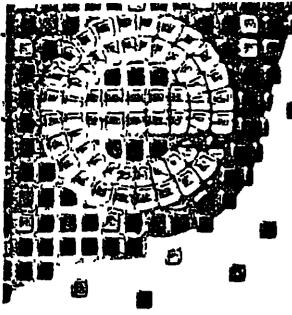
Shelby for U.S. Senate
P.O. Box 1091
Tuscaloosa, AL 35403

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event expenses	12/05/02 fundraising event hosted by Mitch Delk	\$388.24

26044133781

2604133782

EXHIBIT 2



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INVOICE

Date Invoice #
 8/21/02 434

Bill to

Friends of Katherine Harris
 P.O. Box 25187
 Sarasota, FL 34277

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	06/04/02 fundraising event	\$618.47

Please remit upon receipt to epiphany productions, inc.

Total \$618.47

26044133783

■ 104 east hume avenue
 alexandria va 22301
 703 683 7500
 703 683 4482 fax
 ■ epiphanyproductions.com

Friends of Katherine Harris

Post Office Box 25187
Tampa, FL 33668
12/31/03

2729



PAY ***** SIX HUNDRED EIGHTEEN & 47/100 DOLLARS

TO THE ORDER OF

DATE 12/31/03

AMOUNT \$*****618.47

Epiphany Productions, Inc.
104 E. Hume Avenue
Alexandria, VA 22301

AUTHORIZED SIGNATURE

[Handwritten Signature]



Friends of Katherine Harris
Post Office Box 25187, Sarasota, FL 34277

2729

Vendor ID: EPIPHANY

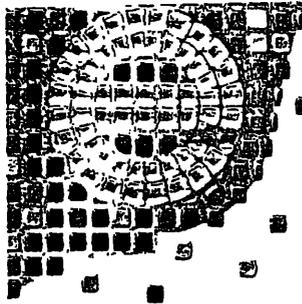
Name: Epiphany Productions, Inc.
Check Date: 12/31/03
Check Amount: 618.47

MEMO:
Invoice #434

26044133784

26044133785

EXHIBIT 3



INVOICE

<u>Date</u>	<u>Invoice #</u>
8/21/02	416

Bill to

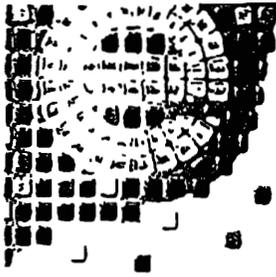
Ferguson for Congress
930 Stuyvesant Avenue, Suite 17
Union, NJ 07083

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	05/24/01 fundraising event	\$798.88

26044133786

Please remit upon receipt to epiphany productions, inc.

Total	\$798.88
--------------	-----------------



epiphany productions
events • fundraising • development

INVOICE

<u>Date</u>	<u>Invoice #</u>
11/13/02	444

Bill to

Ferguson for Congress
930 Stuyvesant Avenue, Suite #17
Union, NJ 07083

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	09/19/02 fundraising event	\$329 38

26044133787

Please remit upon receipt to epiphany productions, inc.

Total \$329 38

104 east hume avenue
alexandria va 22301

703 683 4482 fax

com

PAST DUE

COMMERCE BANK, N.A.
SUMMIT, NJ

1600

FRIENDS OF MIKE FERGUSON

55-136/312
619

8/27/2003

PAY TO THE
ORDER OF

Epiphany Productions

\$ 1,128.26

One Thousand One Hundred Twenty-Eight and 26/100

DOLLARS

Epiphany Productions
104 East Hume Ave
Alexandria VA 22301

MEMO

fw #444/416

Marie Chappin

Epiphany Productions

8/27/2003

1600

1,128.26

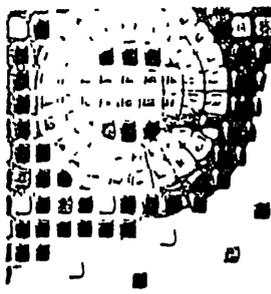
26044133788

Commerce Bank

1,128.26

26044133789

EXHIBIT 4



epiphany productions

■ events ■ fundraising ■ development

INVOICE

<u>Date</u>	<u>Invoice #</u>
11/13/02	437

Bill to

Gary Miller for Congress
721 S Brea Canyon Rd, Suite #7
Diamond Bar, CA 91789

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	07/09/02 fundraising event	\$410.02

Please remit upon receipt to epiphany productions, inc

Total \$410.02

104 east hume avenue
alexandria va 22301

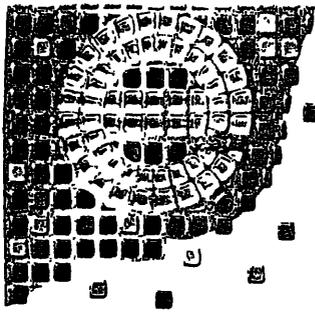
703 683 4482 fax

epiphany.com

26044133790

26044133791

EXHIBIT 5



INVOICE

Date Invoice #
8/21/02 419

Bill to

Doug Ose for Congress
P.O Box 41649
Sacramento, CA 95841

<u>Item</u>	<u>Description</u>	<u>Amount</u>
Event Expenses	06/13/01 fundraising event	\$606.36

Please remit upon receipt to epiphany productions, inc.

Total \$606.36

26044133792

26044133794

EXHIBIT 6



Events Fundraising Development

INVOICE

Date	Invoice #
8/21/02	409

Billed

Bills for Congress
 P O Box 59444
 Birmingham AL 35209

Event Expenses

3/15/01 fundraising event

200 --

Motel-Delk

\$951.44

26044133795

1738

BACHUS REELECTION

DATE 12/29/03 61-118/620
124

PAY TO THE ORDER OF Epiphany Productions \$ 951.44

nine hundred + 44/100 DOLLARS

FOR 409

Compass Bank
Birmingham, Alabama (01)

Roy A. Jones

LTN 103-1 01081000901 01081000901 01081000901

BOB RILEY FOR GOVERNOR



6758

3/11/2004

PAY TO THE ORDER OF

Epiphany Productions

\$ **596.94

Five Hundred Ninety-Six and 94/100

DOLLARS

Epiphany Productions
104 East Hume Avenue
Alexandria, VA 22301

MEMO: Invoice 413 5/12/02

SECURITY FEATURES MICRO PRINT TOP & BOTTOM BORDERS - COLORED PATTERN - ARTIFICIAL WATERMARK ON REVERSE SIDE - MISSING FEATURE INDICATES A COPY

BOB RILEY FOR GOVERNOR

6758

Epiphany Productions

3/11/2004

Date	Type	Reference	Original Amt.	Balance Due	Discount	Payment
03/11/2004	Bill		596.94	596.94		596.94
				Check Amount		596.94

Cash - SouthTrust

596.94

-26044133796

COMMERCE BANK, N.A.
SUMMIT, NJ

1600

FRIENDS OF MIKE FERGUSON

55-136/312
619

8/27/2003

PAY TO THE
ORDER OF

Epiphany Productions

**1,128.26

One Thousand One Hundred Twenty-Eight and 26/100

DOLLARS

Epiphany Productions
104 East Hume Ave
Alexandria VA 22301

MEMO

Inv # 444/46

Maria Chappin

Epiphany Productions

8/27/2003

1600
1,128.26

Commerce Bank

1,128.26

26044133797

TOM DAVIS FOR CONGRESS

11/93

4930

Date January 18, 04

68-426/514
60309

Pay to the Order of Epiphany Productions

\$ 814.00

eight hundred fourteen and ⁰⁰/₁₀₀ Dollars

BB&T

BRANCH BANKING AND TRUST COMPANY
ANNANDALE, VIRGINIA

For #423

Mary Jane Sargent

© 2004 American

GUARANTEED SAFETY BLUE DEBIT

26044133798

SWEENEY FOR CONGRESS

TRUSTCO BANK
HALEMOON OFFICE
HALEMOON, NEW YORK 12065
50-91/213

4131

5/5/2004

Pay to the
Order of

Epiphany Productions

\$ **815 05

Eight Hundred Fifteen and 05/100*****

Dollars

Epiphany Productions
104 East Hume Avenue
Alexandria, VA 22301

Void after 90 days

memo Event expense 10/02/01

[Redacted signature area]

260441 53788

ROGERS FOR CONGRESS

74-1345/724

2155

PAY TO THE ORDER OF

Epiphany Productions

DATE 3/16/04

Nine hundred thirty + 90/100

\$ 913.90

DOLLARS

Capital

FOR Invoice # 45

Tina Am Reid

AUTHORIZED SIGNATURE

THE FACE OF THIS DOCUMENT CONTAINS A MICRO-PRINT SIGNATURE LINE AND HEAT-SENSITIVE INK. ABSENCE OF THESE FEATURES WILL INDICATE A COPY.

2604133800

VERIFY AUTHENTICITY OF THIS DOCUMENT BY CHECKING THE FOUR DOCUMENT SECURITY FEATURES LISTED ON BACK.

PROMOTING REPUBLICANS YOU CAN ELECT PROJECT
DEBORAH PRYCE, HONORARY CHAIRMAN

2105

15 122-540
BRANCH 0001

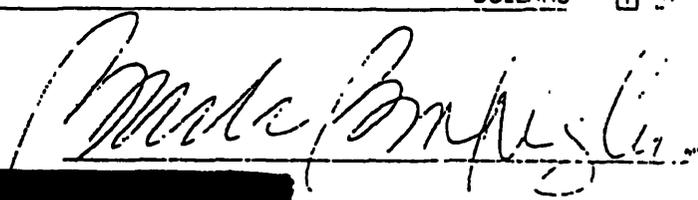
August 23, 2002 DATE

PAY TO THE ORDER OF Epiphany Productions, Inc.

\$ 397.08

Three hundred ninety seven and 08/100 DOLLARS

FIRST UNION
First Union National Bank
firstunion.com
Corp. 053 NJ 054001220



FOR Invoice# 427

[Redacted area]

2001

26044133801

Memorandum

To: Epiphany Production

From: Tom Young for the Tom Young for Congress Campaign

Re: Payment for campaign fundraising dinners

I recently received an invoice from Epiphany Productions for the costs, or partial costs of two dinners that Mitch Delk, hosted for me at a Washington Restaurant. While my campaign was disbanded in 2002 and I did not receive your invoice until February of 2004, I want to personally pay any money that my campaign may owe you. Thank you for bringing this to my attention and I have enclosed \$1100.00.

26044133802

AMNSOUTH

THOMAS J. YOUNG
OR ALLEN BEARD YOUNG

778

01-1/820

DATE

PAY TO THE ORDER OF Epiphany Prod., Inc \$ 1100.00

Eleven hundred dollars + 00/100 DOLLARS

AMNSOUTH BANK
THE RELATIONSHIP PEOPLE

FOR Campaign Expense Tom Young

AMNSOUTH

Friends of Katherine Harris

of Tampa
Office Box One
Tampa, FL 33601
813-868-6311/004

2729

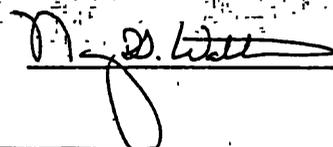
PAY TO THE ORDER OF ***** SIX HUNDRED EIGHTEEN & 47/100 DOLLARS *****

DATE: 12/31/03

AMOUNT: \$*****618.47

AUTHORIZED SIGNATURE

Epiphany Productions, Inc.
104 E. Hume Avenue
Alexandria, VA.22301



Friends of Katherine Harris
Post Office Box 25187, Sarasota, FL 34277

2729

Vendor ID: EPIPHANY

Name: Epiphany Productions, Inc.
Check Date: 12/31/03
Check Amount: 618.47

MEMO:
Invoice #434

26044133603

5461

RE - ELECT NANCY JOHNSON TO CONGRESS COMMITTEE



51-432/111

DATE 1-7-04

PAY TO THE ORDER OF Epiphany productions \$ 325.37

Three hundred and twenty five dollars and 37 DOLLARS 00

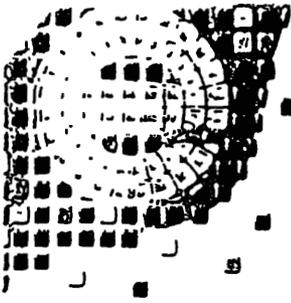
FIRSTCITYBANK
370 WEST MAIN ST., NEW BRITAIN, CT 06052

John P. [Signature]

FOR INV. # 439

26044133804

Copy TO Nancy



epipha productions

events • fundraising • development

INVOICE

Date 11/13/02 Invoice # 441

Bill to

Pioneer PAC
412 First Street, SE, Suite #100
Washington, DC 20003

Table with 3 columns: Item, Description, Amount. Row 1: Event Expenses, 09/10/02 fundraising event, \$400.25

26044133805

PIONEER PAC
DAVE HOBSON, CHAIRMAN
A MULTICANDIDATE COMMITTEE

FIRST UNION NATIONAL BANK OF WASHINGTON, D.C
WASHINGTON, DC
15-122/540

30822

***Four Hundred & 25/100 Dollars

DATE 02/11/2004

AMOUNT \$400.25

PAY TO THE ORDER OF

Epiphany Productions
104 East Hume Avenue
Alexandria, VA 22301

Memo:

Handwritten signature of Dal Hansen

AUTHORIZED SIGNATURE

1956

FRIENDS OF RAHM EMANUEL

2-50
710

DATE 3/5/04

PAY TO THE ORDER OF

Epiphany Productions, Inc.

\$ 359.38

Three hundred fifty nine and 38/100

DOLLARS

LaSalle Bank N.A.

Member ABA/AMRO Group
Chicago, Illinois 60603
lasallebank.com

FOR *Invoice 447*

Gene Marklin

26044133806