


| CERTIFIED RESULTS OF THIS ELECTION | | |
|---|------------------|---|
| St. Rep. Charles J. "Charlie" Melancon (Democratic) Announced 11/2/2004 | 57,611 50.25% |  |
| Billy Tauzin, III (Republican) Announced 11/2/2004 | 57,042 49.75% | |

Campaign 2 - Shutting off our primary opponent's PAC fundraising, raising PAC dollars, getting targeted and winning

CFG helped win the closest congressional race in the country in 2004 - Louisiana's open 3rd congressional district. Our client, Democrat Charlie Melancon, won that election by 569 votes, switching a red district to blue. That race was called a "Blueprint for Democrats" by the Associated Press and was the only open seat race Democrats won.

After our client and another Democratic opponent received a favorable rating from the state AFL-CIO in the primary, CFG was retained to formulate and implement a labor PAC strategy. A former U.S. senator was actively promoting our primary opponent with the PACs in Washington, DC. CFG immediately went to work. After finding that our opponent used non-union printed material, that very same day, we broadcast faxed the campaign materials to every union in Louisiana and their headquarters' in Washington, effectively killing any chance the opponent had of receiving union PAC contributions – even though the opponent received an AFL favorable rating as well.

After further research, we discovered that the former U.S. Senator, as a lobbyist, was representing China. We communicated that information as well.

Then we went to work with an aggressive union relations strategy targeted to every individual union in the state and in DC. We raised over \$240,000 in labor donations and our primary opponent received \$0. We raised \$612,238 in total PAC money. We went on to face the Republican, Billy Tauzin, Jr.; the son and namesake of the very powerful congressman and committee chairman. We raised over \$1.7 million and won the election by 569 votes.