1	HEARING
2	OFFICE OF TAX APPEALS
3	STATE OF CALIFORNIA
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5	In the Matter of the Franchise and/
6	Income Tax Appeals Hearing of:
7	CARSMITH, INC., OTA Case No. 18011929
8	Appellant.
9	/
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11	REPORTER'S TRANSCRIPT OF PROCEEDINGS
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13	TUESDAY, AUGUST 27, 2019
14	10:18 A.M.
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16	OFFICE OF TAX APPEALS
17 18	1400 R STREET SACRAMENTO, CALIFORNIA
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25	Reported by: Peter Petty
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1	APPEARANCES
2	Panel Lead:
3	ANDREW KWEE, ADMINISTRATIVE LAW JUDGE
4 5 6 7 8	STATE OF CALIFORNIA OFFICE OF TAX APPEALS 1400 R STREET SACRAMENTO, CALIFORNIA
9	Panel Members:
10	SARA HOSEY, ADMINISTRATIVE LAW JUDGE
11	TOMMY LEUNG, ADMINISTRATIVE LAW JUDGE
12	
13	For Appellant:
14	MARK FRANCIS, EA
15	For Franchise Tax Board:
16 17 18	LISA RENATI, HEARING REPRESENTATIVE STATE OF CALIFORNIA
19 20 21	JARRETT NOBLE, TAX COUNSEL STATE OF CALIFORNIA
22 23 24	MONICA GONZALEZ SILVA, TAX COUNSEL STATE OF CALIFORNIA
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1	EXHIBITS	
2		PAGE
3 4 5 6 7	(Exhibits premarked, described and retained by Administrative Law Judge.)	
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- 1 TUESDAY, AUGUST 27, 2019 10:18 A.M.
- 2 ALJ KWEE: We're opening the record in the appeal
- 3 of Carsmith, Inc. before the Office of Tax Appeals. OTA Case
- 4 Number is 18011929. And today's date is Tuesday, August 27,
- 5 2019. The time is approximately 10:20 a.m. and this hearing
- 6 is being convened in Sacramento, California.
- 7 For the record, will the parties' table please
- 8 state their names and who they represent starting with the
- 9 representative for the taxpayer, Carsmith, Inc.
- 10 MR. FRANCIS: My name is Mark Francis and I
- 11 represent the taxpayer, Carsmith, Inc.
- 12 ALJ KWEE: Good morning. Thank you.
- MR. NOBLE: My name is Jarrett Noble. I represent
- 14 the California Department of Tax and Fee Administration. To
- 15 my left is Monica Silva and Lisa Renati.
- 16 ALJ KWEE: Great. Thank you. So today's hearing
- 17 is being heard by a panel of three administrative law judges.
- 18 To my left is Sarah Hosey. And --
- 19 ALJ HOSEY: Good morning.
- 20 ALJ KWEE: -- to my right is Tommy Leung.
- 21 ALJ LEUNG: Good morning.
- 22 ALJ KWEE: And my name is Andrew Kwee. Judge Hosey
- 23 and Judge Leung are the other members of this panel and I
- 24 will be the lead judge. All three judges will meet after the
- 25 hearing and produce a written decision as equal participants.

- 1 Although the lead judge will conduct the hearing, any judge
- 2 in this panel may ask questions or otherwise participate in
- 3 this hearing to ensure that we have all the information
- 4 needed to decide this appeal.
- 5 So the documentary evidence that we have marked for
- 6 identification includes no exhibits for the taxpayer and
- 7 Exhibits A through D for CDTFA. There are no objections that
- 8 were based that CDTFA exhibits and the parties have also
- 9 agreed to the statement of agreed facts as summarized at
- 10 OTA's minutes and orders for the prehearing conference. And
- 11 the parties agree that these facts are correct and not
- 12 disputed. The exhibits are also listed in the OTA's minutes
- 13 and orders subject to the caveat that we are striking
- 14 Exhibits E through H from the exhibit index listed in that
- 15 document.
- Will the parties please confirm for the record that
- 17 the summary I have just provided is correct and that they
- 18 have no objections to admitting any of the evidence into the
- 19 record that I have just described including the statement of
- 20 agreed facts. Starting with Counsel for the taxpayer.
- MR. FRANCIS: I confirm and agree.
- 22 ALJ KWEE: Okay. And Counsel for CDTFA.
- MR. NOBLE: Yeah, we confirm and agree. No
- 24 objections.
- 25 ALJ KWEE: Great. Thank you. So the evidence is

- 1 now admitted into the oral hearing record.
- 2 (Exhibits admitted into evidence.)
- 3 ALJ KWEE: At this point, I'll go over the issue
- 4 statement and the issue statement is whether the taxpayer
- 5 should liable for sales tax on its sales of vehicles at
- 6 retail in California when it didn't collect any amounts for
- 7 sales tax reimbursement from its customers and the customers
- 8 did not register the vehicles in this state.
- 9 So we are, at this point, ready to proceed with the
- 10 taxpayers opening presentation. The taxpayer will allow
- 11 approximately ten minutes and I will not be swearing anyone
- 12 in today because we're just doing oral arguments.
- So with that said, please feel free to proceed
- 14 for -- for the taxpayer.
- 15 MR. FRANCIS: Okay. Thank you for your time. As
- 16 it pertains to the case in question, as we have already
- 17 mentioned, the taxpayer does not disagree with the findings
- 18 of the 2008 to 2010 period audit and the assessment that has
- 19 been laid upon them, so to speak. And we do not dispute
- 20 anything that was laid out in audit. We think that was
- 21 actually a cleanly and correctly done audit. Ultimately, it
- 22 took some time to get to the final amount. But at this
- 23 point, we agree with it.
- 24 What is at issue and the taxpayer would like to
- 25 have put on the record is that they -- their erroneous

- 1 assumption, and again they're accepting culpability for their
- 2 error, that registration of the vehicle in a -- in a foreign
- 3 state was sufficient to qualify it as out-of-state sales
- 4 therefore not subject to tax in the state of California was
- 5 their fallacy. And they conducted a decent amount of
- 6 business where vehicles were delivered out of the state which
- 7 does comply with -- with the definition of an out-of-state
- 8 sale. And they had some transactions that were -- where the
- 9 vehicle was driven out of the state and those, obviously, do
- 10 not comply with the definition of an out-of-state sales.
- 11 They were unaware of that.
- 12 Their confusion was aided by obviously not knowing
- 13 the existence of a DMV one-trip permit which allows the
- 14 vehicle to leave the state and the fact that they were aiding
- 15 their customers in registering their vehicles in the states
- 16 where they were being required to pay sales or use tax. And
- 17 so in their mind they were assuring that tax was being paid
- 18 on the transaction what they thought was correctly. And so
- 19 that's what -- that's what resulted in the findings from the
- 20 2008 to 2010 audit.
- 21 The taxpayer was again audited for the tax periods
- 22 2011 to 2013. And because the 2008 to 2010 audit didn't
- 23 conclude until 2012, the taxpayer continued to do business in
- 24 2011 and 2012 under the same, you know, ignorance of what
- 25 constituted out-of-state sales correctly. And so the audit

- 1 of 2011 to 2013 called to attention those very same things
- 2 auditors were perfectly aware of the situation from 2008 to
- 3 2010, knew to look for transactions of similar nature and
- 4 identified several of those as well. In that audit, they
- 5 asked for the taxpayer to prove the cars were ultimately
- 6 registered. We did a little research and determined that the
- 7 cars had in fact been registered in the states they were sold
- 8 to and they found for no change on that audit. And so the
- 9 taxpayer is frustrated and confused that there would be two
- 10 different findings for the same set of circumstances. They
- 11 realize that the law supports the first -- findings from the
- 12 first audit more than it does from the second audit. But it
- 13 underscores the issue at stake here which is that the rules
- 14 surrounding out-of-state sales for vehicles are very
- 15 confusing and difficult for taxpayers and business owners to
- 16 understand clearly.
- I think it's not a stretch to say that it is kind
- 18 of unusual that a car could be delivered on a truck to the
- 19 state line and not be a taxable transaction in the state of
- 20 California versus one being driven to the state line and
- 21 across the state line and subsequently registered into that
- 22 state the it drives across to and have it be a taxable
- 23 transaction. It's not inherent -- it's not something that I
- 24 would expect, you know, an average person to know. I
- 25 understand that it's on the taxpayer to know the tax laws,

- 1 but at the same time, the state is in business with the
- 2 taxpayer and there's some -- it's kind of a two-way street,
- 3 as far as that goes, in my opinion. The BOE, you know, the
- 4 CDTFA's predecessor, never reached out to the taxpayers when
- 5 the business was formed or at any time along the way to
- 6 stress that the out-of-state sales rules are complicated and
- 7 confusing and that they should be careful not to accidentally
- 8 expose themselves to a tax liability for a tax they never
- 9 collected and can't pay.
- 10 Lastly, I would just say that Carsmith has been in
- 11 business since 2002. It has remitted approximately
- 12 \$14 million in sales tax to the state of California. It has
- 13 filed all of its sales tax returns timely and paid all of its
- 14 sales tax timely and correctly with obvious exception of the
- 15 matters that we're here to discuss. And they've been a good
- 16 business partner for the state of California.
- 17 So that's pretty much all I have to say on the
- 18 matter at this time.
- 19 ALJ KWEE: Okay. Thank you. And if I could just
- 20 get one clarification on the argument. Were you saying, if I
- 21 understand correctly, that in a subsequent audit under the
- 22 same facts, CDTFA accepted the transactions based on
- 23 allowance where tax paid to another state. But in this audit
- 24 it was treated differently?
- 25 MR. FRANCIS: I'm saying that the Board of

- 1 Equalization did that. It was BOE at the time.
- 2 ALJ KWEE: Okay.
- 3 MR. FRANCIS: But I'm saying that there were
- 4 transactions of the same nature in that audit and they were
- 5 discussed between the auditors and myself. And they issued a
- 6 no change, that's correct.
- 7 ALJ KWEE: Okay. And briefly before I go to CDTFA,
- 8 I was just wondering if you are at all prepared today to talk
- 9 about the subsequent audit and address this point that was -
- 10 this issue that's being raised.
- MR. NOBLE: We're currently trying to verify
- 12 whether it was an actual audit where audit working papers
- 13 were to exist versus an initial examination of documentation
- 14 in the determination the audit would not be conducted.
- 15 ALJ KWEE: Okay. So at this point, would you like
- 16 to proceed with your presentation or would you like a brief
- 17 recess to discuss this before you start.
- 18 MR. NOBLE: Sounds good. We would like to
- 19 proceed --
- 20 ALJ KWEE: Okay.
- 21 MR. NOBLE: -- while we discussing the audit period
- 22 issue in which the sales have been conceded as subject to
- 23 sales tax.
- 24 ALJ KWEE: Okay. Please proceed.
- 25 MR. NOBLE: Under the Revenue and Taxation Code,

- 1 sales taxes imposed on a retailer's retail sales of tangible
- 2 personal property in this state measured by the retailer's
- 3 gross receipts unless the sale is specifically exempt or
- 4 excluded from tax by statute, a retailer's gross receipts are
- 5 presumed to be taxable until proven otherwise and the burden
- 6 is on the retailer to establish that its retail sales are not
- 7 subject to tax. Sales and interstate commerce are exempt
- 8 from sales tax when pursuant to the contract of sale the
- 9 property is required to be shipped and is shipped to a point
- 10 outside the state by the retailer or the retailer's delivery
- of the property to a carrier, custom's broker, or forwarding
- 12 agent for shipment out of state.
- In this appeal, there is no dispute that the 46
- 14 sales remaining at issue either involve sales in which the
- 15 customer took possession of the vehicles in California and
- 16 drug the vehicles to out-of-state locations or sales where
- 17 there is no documentation establishing that the sales were
- 18 nontaxable sales in interstate commerce or were otherwise
- 19 exempt from tax. For the sales where the customers took
- 20 possession of the vehicles in California, the sales occurred
- 21 in this state when Appellant delivered the vehicle in title
- 22 passed. Accordingly, Appellant is liable for sales tax on
- 23 these transactions. As for the sales to which there is no
- 24 documentation, Appellant has failed to meet its burden
- 25 establishing that the sales are not subject to tax and there

- 1 is no basis to recommend adjustments to the deficiency
- 2 measure for these sales.
- 3 As for Appellant's assertion that it should be
- 4 granted equitable relief from the tax liability because it
- 5 did not collect tax reimbursement from its customers, we
- 6 first note that CDTFA is bound by law and there is no statute
- 7 or regulation granting relief from the tax liability based on
- 8 the issues in this appeal.
- 9 Second, while a retailer is authorized to collect
- 10 tax reimbursement on its retail sales, the sales tax is
- 11 imposed on and owed by the retailer regardless whether tax
- 12 reimbursement is collected from the customer. There is
- 13 therefore no legal basis for further adjustments after the
- 14 recommended adjustments as set forth in the second
- 15 supplemental decision. As to the remaining liability, this
- 16 appeal should be denied.
- 17 ALJ KWEE: Okay. I'm just briefly, does the
- 18 Department have any position on whether if the taxpayer
- 19 established that tax was paid to another state at the time
- 20 the vehicles were registered, any allowances would be
- 21 warranted since the taxpayer I guess is arguing that no
- 22 allowance was given in a subsequent audit for that type of
- 23 scenario?
- 24 MR. NOBLE: It's unclear what's going on in the
- 25 secondary audit. Even if there is one, my interpretation was

- 1 that he alleged that when registration was shown out of
- 2 state, that they assumed that the sales were delivered out of
- 3 state. That's not the same as getting an offset for tax paid
- 4 out of state. I don't believe with the sales at issue we
- 5 have any evidence that tax was paid out of state. Although
- 6 there have some evidence of vehicle registration out of
- 7 state. If we have evidence that tax was paid to another
- 8 jurisdiction such as another state, CDTFA would need time to
- 9 respond to that. That would be use tax permitted by the
- 10 purchaser versus sales tax reimbursement that would have been
- 11 owed by the retailer. We would need to see evidence that tax
- 12 was paid to another state first.
- 13 ALJ KWEE: Okay. At this point, I'd like to see if
- 14 either co-panelist has any questions.
- 15 ALJ HOSEY: No questions. Thank you.
- 16 ALJ LEUNG: I've got a question to both parties.
- 17 Given the fact that there's a very fine distinction between
- 18 having a consumer pick up the car in California, having the
- 19 car put on public carrier, like a tractor trailer carry it
- 20 across state lines, does CDTFA provide any type of brochure,
- 21 publications, whatever to car dealerships to explain this to
- 22 them.
- 23 MR. NOBLE: Yeah. CDTFA has publications on its
- 24 websites both for vehicles, vessels, and aircraft that deal
- 25 with use tax generally. And they have publications specific

- 1 to vehicle dealers that go through interstate commerce sales
- 2 and out-of-state sales. And generally when a retailer opens
- 3 up their sellers permit, they're given different publications
- 4 about the rights and obligations that they have to do
- 5 business in this state at the time that the seller's permit
- 6 is open.
- 7 ALJ LEUNG: Thank you.
- 8 And to -- for the taxpayer, did you read those
- 9 publications? Did you have access to them?
- 10 MR. FRANCIS: I've since read them.
- 11 ALJ LEUNG: So.
- MR. FRANCIS: Well the -- so the taxpayer's been in
- 13 business since 2002. I have been their accountant pretty
- 14 much the entire time. What was provided to them by BOE in
- 15 2002 is not of knowledge to me. However, as a practitioner,
- 16 I'm aware that when one opens a sales tax account in the
- 17 state of California, documentation is provided whether
- 18 vehicle specific information was provided to the taxpayer, I
- 19 certainly can't say.
- 20 ALJ LEUNG: Okay. For what exactly are you asking
- 21 from us?
- MR. FRANCIS: Well basically the whole point of my
- 23 being here is two things. First of all is to get certain
- 24 things on the record. And second of all is for a plea to
- 25 reasonability which is what I have been asking for at every

- 1 step of the appeals process. The taxpayer is left holding
- 2 the bag on a very large tax liability that threatens the very
- 3 existence of the business. I don't expect you to be super
- 4 sympathetic to the fact that they made an error, but I do
- 5 expect that the circumstances surrounding it be considered
- 6 such that these vehicle -- the taxpayer made effort to ensure
- 7 that the vehicles were properly registered in their state and
- 8 that tax was paid in those states. They knew tax was due
- 9 somewhere. They did not know where and they made a mistake.
- 10 And the penalty for their mistake is \$106,000 as it stands
- 11 right now. To me that seems harsh. The audit papers from
- 12 2008 to 2010 indicate that the taxpayer was cooperative at
- 13 every step of the way and that they were helpful and
- 14 forthcoming with regards to the information. The same thing
- 15 was true in the 2011 to 2013 audit.
- 16 As I've noted, the business has been around for 17
- 17 years. It has remitted \$14 million to the state of
- 18 California. It is a good business partner. When I was in
- 19 line for a hearing with the BOE before I got pulled off the
- 20 docket and the whole format changed, I worked with Fiona Ma's
- 21 office in San Francisco. They were very sympathetic to the
- 22 taxpayer's case. I made contact with George Runner's office
- 23 and began to introduce the case to him. They were
- 24 sympathetic to the case.
- 25 So my point of being here is simply that the law is

- 1 absolute. If you want to apply the law which is absolute,
- 2 then you're going to find against me and show me to the door.
- 3 But if you want to consider what happened and consider the
- 4 people doing the business at Carsmith, Dave and Kevin, the
- 5 owners, Jeff and Brian and Arlin and Eric, good people who
- 6 are trying to do their job and made a mistake, then perhaps,
- 7 you know, somebody can step in and treat the situation
- 8 reasonably. Should they be penalized for their mistake?
- 9 Yeah, maybe, probably, who knows? That's up to other people
- 10 besides me. It's an honest mistake and none of us are
- 11 perfect. I don't think they should be penalized at all,
- 12 speaking candidly. But should they have to pay sales tax
- 13 that they cannot collect from customers who registered the
- 14 cars in other states and paid tax there? I mean, there's no
- 15 remedy for the taxpayer.
- And the state of California, in my opinion, is
- 17 being unreasonable in asking that they do that and given the
- 18 nature of confusion surrounding out-of-state sales and the
- 19 fact the Board of Equalization conducted two parallel audits
- 20 with basically different findings. And CDTFA can discuss the
- 21 semantics of the second audit all they want, but the auditors
- 22 came to that audit fully aware of what happened in the first
- 23 audit and the taxpayer was continuing to conduct business
- 24 until they were made aware of their error in the exact same
- 25 manner until that audit found against them and were unable to

- 1 correct it. And those auditors were keenly aware of those
- 2 transactions. They was no showing them that the car was
- 3 registered in Colorado, for example, and them thinking that
- 4 it was delivered on a truck as opposed to driven out. They
- 5 knew, they were keenly aware of the circumstances. So those
- 6 auditors, whether they were doing the job correctly or not,
- 7 acknowledged that the situation was confusing and didn't seek
- 8 to further punish the taxpayer. So what I'm asking for is
- 9 that reasonability prevail and that the taxpayer be dealt
- 10 with fairly here and that we not apply the law mechanically
- 11 and that we consider the facts and circumstances surrounding
- 12 the case.
- 13 ALJ KWEE: So just a quick clarification with the
- 14 CDTFA, there's no penalties at issue in this case. Is this
- 15 correct?
- 16 MR. NOBLE: No, there are no penalties at issue and
- 17 I wanted to note that there's no audit working papers for the
- 18 audit. An audit wasn't conducted. It was initial record
- 19 examination and no opinion was issued whatsoever. So.
- 20 ALJ KWEE: Oh, --
- MS. SILVA: For the second --
- MR. NOBLE: For the secondary audit.
- 23 ALJ KWEE: -- you're saying it was a no opinion,
- 24 okay.
- MR. NOBLE: Yeah.

- 1 MS. SILVA: We were able to confirm that. And no
- 2 audit --
- 3 MR. NOBLE: They didn't actually officially examine
- 4 records and go conduct an audit and make a finding.
- 5 ALJ KWEE: Okay. Well as I I did state since we
- 6 don't have evidence on the subsequent audit, we can't make a
- 7 factual finding as to what happened at that time in absence
- 8 of documentation or agreement between the parties.
- 9 But I did have a question for the taxpayer. Did,
- 10 do you -- would you still have records of tax paid at the
- 11 time of registration on the disputed vehicles?
- 12 MR. FRANCIS: We have some. I mean, so basically
- in the course of the audit and the appeals, we have used --
- 14 we have gotten customers to provide some of that information
- 15 for the purpose of, basically, you know, building our case,
- 16 so to speak. And in the case of all the vehicles, we traced
- 17 their registration ultimately to the state in which they were
- 18 sold to so we knew that they had been registered there and
- 19 were aware of the registration rules in the states that they
- 20 were registered in. In other words, use tax being properly
- 21 remitted at the time.
- 22 Had it been an issue that would have been accepted
- 23 at the time, certainly we would have went back to our
- 24 customers and gathered that information because our customers
- 25 like us, we have a good reputation in the community and we do

- 1 business the right way. So if we were to try and piece it
- 2 together for all of the transactions now, it's, you know, ten
- 3 years later so we might not be perfect in doing it. But I
- 4 bet we could pull some of it together.
- 5 ALJ KWEE: Okay, and I guess at this point, I would
- 6 ask CDTFA if that -- if the taxpayer were able to provide
- 7 that type of information, is that something which would
- 8 change CDTFA's position at all, potentially change CDTFA's
- 9 position?
- 10 MR. NOBLE: CDTFA -- CDTFA would like to see the
- 11 evidence and then have time to respond, if necessary. As I
- 12 said before, these taxes -- these sales are California sales
- 13 tax transactions in which California sales tax was imposed.
- 14 The taxpayer, the Appellant, would not have been the one
- 15 paying use tax to another state. It would have been a
- 16 different individual. 6406 is the regular -- is the statute
- 17 that deals offsets for a taxpayer to another jurisdiction so
- 18 we would have to analyze that issue, but again we'd like to
- 19 see evidence that tax was paid not just registered in another
- 20 state.
- 21 ALJ KWEE: Okay. At this point, do you mind if we
- 22 took a brief five-minute recess?
- MR. NOBLE: No. No problem at all.
- 24 ALJ KWEE: All right. Thank you.
- 25 [Off the record at 10:40 a.m.]

- 1 [On the record at 10:47 a.m.]
- 2 ALJ KWEE: We're back on the record now. So at
- 3 this point, I believe CDTFA has a clarification to make.
- 4 MR. NOBLE: Yeah. California -- Revenue and
- 5 Taxation Code Section 6406 is the statute that addresses tax
- 6 credits for tax paid to another jurisdiction. And it's --
- 7 it's person specific so in this case the retailer, Appellant,
- 8 didn't pay any use tax to another jurisdiction or sales tax
- 9 to another jurisdiction so there would be nothing to offset
- 10 here. The purchaser would have been paying their own use tax
- 11 out of state.
- 12 ALJ KWEE: Okay. Thank you. And at this point, I
- 13 believe we're ready to proceed to closing arguments. Oh, I'm
- 14 sorry, I should ask the panel if either member has a question
- 15 before I proceed?
- 16 ALJ LEUNG: No.
- 17 ALJ HOSEY: No question. Thank you.
- 18 ALJ KWEE: Okay. So at this point, I'll let the
- 19 taxpayer start with their closing arguments.
- 20 MR. FRANCIS: Thank you. Judge Leung got most of
- 21 my closing argument out of me when he asked me what I was
- 22 here for so I will be brief and first thank everybody for
- 23 their time. I wish we didn't have to be here for this, but
- 24 unfortunately here we are. This audit started a long time
- 25 ago and I think it's seven years later, I'm still upside

1 down.

	2	Thinking	about	it,	it's	а	matter	of	great	passion
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- 3 to me. I represent the client pro bono. I feel very
- 4 strongly about how adversely effected they would be by having
- 5 this tax found against them. I think I've made a good case
- 6 as to during the audit and in all subsequent steps as to how
- 7 the laws of the state of California regarding out-of-state
- 8 vehicle sales are confusing. I think I made a good case that
- 9 the taxpayer cannot pay a tax that they did not -- cannot
- 10 remit a tax that they did not collect. And that is very
- 11 difficult to go back to a customer who has since paid
- 12 applicable taxes in their state of registration to pay more
- 13 tax on top it. There's no remedy for what is being asked
- 14 here. The business is a business that lives hand to mouth.
- 15 The -- I'm sure the financials were examined in conjunction
- 16 with the audit. This isn't a huge car dealership. This is a
- 17 small, closely-run business with a handful of people working
- 18 hard trying to make a living just like the rest of us. They
- 19 were not involved in some elaborate ruse to avoid tax. They
- 20 were unaware of the rules. And while their being unaware of
- 21 the rules doesn't necessarily excuse them, the saying that
- 22 the punishment does not fit the crime seems clearly at play
- 23 here. And I've done everything I could to try and resolve
- 24 that matter prior to being here in a courtroom on the record
- 25 and stating these things. But when I tried to negotiate a

- 1 penalty rather than, you know, the tax be paid of reasonable
- 2 ones to, you know, effect the taxpayer, I got laughed at, you
- 3 know, basically by the lawyers for the BOE.
- And so here we are and again Carsmith, good partner
- 5 with the state of California. \$14 million of sales tax
- 6 remitted successfully. Timely filings consistently. Timely
- 7 payments consistently. You know, if you did any research on
- 8 the dealership before you came here, good references from
- 9 people who have bought cars from them. Good people. I would
- 10 think that the state of California wants to continue to do
- 11 business with Carsmith, Inc. But if they proceed with the
- 12 levying of this sales tax amount liability to them, it will
- 13 put them out of business and you'll be forced to deal
- 14 whatever that replacement business is and start collecting
- 15 tax from them. And hopefully their record will be as good as
- 16 Carsmith's, if that's the case.
- 17 Thanks again for time. I really do appreciate it.
- 18 ALJ KWEE: Okay, thank you.
- 19 At this point, we can turn to CDTFA for their
- 20 closing arguments.
- MR. NOBLE: As we stated before, we iterate the
- 22 same arguments made in the opening presentation. There's no
- 23 legal basis to relieve a retailer from their sales tax
- 24 liability because they failed to collect tax reimbursement
- 25 from their customers. There's just no legal basis to make

1	adjustments to the measure. That's it.
2	ALJ KWEE: Okay. Thank you.
3	I believe we're ready to conclude this hearing.
4	Would either co-panel is like to ask any final questions
5	before I close?
6	ALJ HOSEY: No, thank you.
7	ALJ LEUNG: I'm good. Thank you.
8	ALJ KWEE: Great. This case is submitted on
9	August $27^{\text{th}}$ , $2019$ . The record is now closed.
10	Thank you everyone for coming in today. We'll try
11	and issue a decision within 100 days from today.
12	MR. NOBLE: Thank you.
13	MS. SILVA: Thank you.
14	(Whereupon the proceedings were
15	adjourned at 10:52 a.m.)
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#### REPORTER'S CERTIFICATE

I do hereby certify that the testimony in the foregoing hearing was taken at the time and place therein stated; that the testimony of said witnesses were reported by me, a certified electronic court reporter and a disinterested person, and was under my supervision thereafter transcribed into typewriting.

And I further certify that I am not of counsel or attorney for either or any of the parties to said hearing nor in any way interested in the outcome of the cause named in said caption.

IN WITNESS WHEREOF, I have hereunto set my hand this 18th day of September, 2019.

PETER PETTY CER\*\*D-493 Notary Public

#### TRANSCRIBER'S CERTIFICATE

I do hereby certify that the testimony in the foregoing hearing was taken at the time and place therein stated; that the testimony of said witnesses were transcribed by me, a certified transcriber.

And I further certify that I am not of counsel or attorney for either or any of the parties to said hearing nor in any way interested in the outcome of the cause named in said caption.

IN WITNESS WHEREOF, I have hereunto set my hand this 18th day of September, 2019.

Certified Transcriber

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