# BEFORE THE OFFICE OF TAX APPEALS STATE OF CALIFORNIA

IN THE MATTER OF THE APPEAL OF,	)
	)
SOCKEYE TRADING COMPANY, INC,	) OTA NO. 230413056
	)
APPELLANT.	)
	)
	)

TRANSCRIPT OF ELECTRONIC PROCEEDINGS

State of California

Thursday, September 19, 2024

Reported by: ERNALYN M. ALONZO HEARING REPORTER

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14	Transcript of Electronic Proceedings,
15	taken in the State of California, commencing
16	at 11:10 a.m. and concluding at 11:41 a.m. on
17	Thursday, September 19, 2024, reported by
18	Ernalyn M. Alonzo, Hearing Reporter, in and
19	for the State of California.
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1	APPEARANCES:	
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3	Panel Lead:	ALJ TOMMY LEUNG
4	Panel Members:	ALJ EDDY Y.H. LAM ALJ SUZANNE BROWN
5		ALO SOZANNE BROWN
6	For the Appellant:	BENJAMIN PEELER BRADLEY DRAKE
7		DIGIDLET DIGINE
8	For the Respondent:	STATE OF CALIFORNIA FRANCHISE TAX BOARD
9		VIVIAN HO
10		MARIA BROSTERHOUS
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1	California; Thursday, September 19, 2024
2	11:10 a.m.
3	
4	JUDGE LEUNG: So today is September 19th,
5	2020 [sic]. The time is approximately 11:10 a.m. This is
6	OTA Docket Number 230413056, Appeal of Sockeye Trading.
7	The parties have agreed to the following, prior
8	to today's hearing: No. 1, that the hearing would be held
9	electronically; No. 2, the issues to be decided are
10	whether the late payment estimated tax penalties and
11	interest should be abated for the 2020 tax year; and
12	No. 3, the following exhibits will be admitted into the
13	record, Exhibits 1 through 25 for Appellant and Exhibits A
14	through D, as in dog, for the Franchise Tax Board.
15	(Appellant's Exhibits 1-25 were received
16	in evidence by the Administrative Law Judge.)
17	(Department's Exhibits A-D were received in
18	evidence by the Administrative Law Judge.)
19	I'd like to have introductions from the parties
20	first, beginning with you, Mr. Drake.
21	MR. DRAKE: Yes, hello. My name is Bradley
22	Drake. I'm an Enrolled Agent and senior tax manager at
23	Eide Bailly LLP.
24	JUDGE LEUNG: Welcome.
25	Mr. Peeler.

1	MR. PEELER: Benjamin Peeler, representing
2	Sockeye Trading.
3	JUDGE LEUNG: Okay. And you have your witnesses,
4	Mr. Gates [sic] and Ms. Langworthy, with you?
5	MR. DRAKE: Yes.
6	JUDGE LEUNG: Great.
7	And for the Franchise Tax Board.
8	MS. HO: This is Vivian Ho representing the
9	Franchise Tax Board, along with my Co-Counsel Maria
10	Brosterhous.
11	JUDGE LEUNG: Wonderful.
12	And before we begin, I'd like to have the
13	witnesses, Mr. Gates [sic] and Ms. Langworthy, please
14	raise your right hands.
15	
16	R. LANGWORTHY,
17	produced as a witness, and having been first duly sworn by
18	the Administrative Law Judge, was examined, and testified
19	as follows:
20	
21	D. BATES,
22	produced as a witness, and having been first duly sworn by
23	the Administrative Law Judge, was examined, and testified
24	as follows:
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JUDGE LEUNG: Okay. Mr. Drake, you have

15 minutes for your presentation to allocate however you allocate, opening, main, presentation, closing, and each witness has 5 minutes to testify. So, Mr. Drake, begin when you're ready.

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#### PRESENTATION

MR. DRAKE: Okay. Hello. Again, my name is
Bradley Drake, and I'm an Enrolled Agent and senior tax
manager at Eide Bailly LLP. Case I'll be discussing is
Sockeye Trading Company, Inc., v. California Franchise Tax
Board tax board pertaining to the 2020 income tax period.

The objective of this presentation is to establish that penalty abatement is justified due to the extraordinary and unprecedented challenges faced by the taxpayer during the COVID-19 pandemic. These challenges directly impacted their ability to comply with tax obligations despite exercising --

JUDGE LAM: This is Judge Lam speaking. Sorry. Could you speak slower so our stenographer can hopefully --

MR. DRAKE: Okay.

JUDGE LAM: Great. Thank you.

MR. DRAKE: -- despite exercising ordinary business care and prudence. At issue the taxpayer is

appealing penalties and interest totaling \$178,417.82 for late payment of 2020 income taxes. Sockeye Trading Company relied on its CPA firm, Eide Bailly LLP, to submit an estimated tax payment of \$980,000 for the 2020 tax year, which was due April 15th of 2021.

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Eide Bailly indicated to the taxpayer that this form had been submitted to the FTB. Due to complications related to COVID-19 pandemic, including staff shortages and remote work transitions, the CPA firm failed to submit the payment authorization form, which would be 8453-BE, even though Eide Bailly had informed the taxpayer that the payment form was, in fact, submitted. This information was related to the taxpayer June 4th of 2021. Taxpayer only became aware of the missed payment over a year later in June of 2022. And upon discovery of the error, promptly made the \$980,000 payment, and later fully paid the remaining \$178,417.82 in penalties and interest.

Sockeye Trading Company filed a request for penalty abatement. This was denied by the California Franchise Tax Board on February 17th, 2023, and the taxpayer timely filed an appeal of denial arguing the late payment resulted from factors beyond their control, including disruptions caused by COVID-19 pandemic and the failure of their CPA firm. This failure was not from willful neglect or intentional disregard of the tax laws.

Over the last few years virtually everyone was effected in some way by the COVID-19 pandemic. During the national pandemic, individuals, businesses, and taxing authorities alike were confronted with extraordinary challenges and unprecedented circumstances that significantly disrupted normal operations and compliance capabilities. Over 1.1 million people, their deaths were attributed to COVID-19. There was a net loss of 3 million jobs from pre-pandemic levels, and 42 percent of the population had switched to remote work. Taxpayer and the taxpayer's CPA were both effected by lockdown, staffing issues, and work from home transitions.

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Both California and Idaho issued stay-at-home orders that mandated that residents stay at home unless they are obtaining food, prescriptions or health care, caring for family member or friend in need, going to work at essential businesses or organization, such as health care, grocery stores, and utilities. These orders stated that nonessential businesses were required to close or shift to remote operations. In light of these unprecedented circumstances, it is evident that both Eide Bailly LLP and taxpayer acted in good faith while navigating the severe operational disruptions which were caused by the pandemic.

The stay-at-home orders, remote work transitions,

and significant workforce challenges further support the argument that the taxpayer's failure to meet deadlines was due to factors beyond their control, warranting consideration for penalty abatement under reasonable cause. It is important to note the taxing authorities have acknowledged challenges faced by taxpayers. In the Taxpayers Bill of Rights Annual Report to the legislature, Executive Officer Selvi Stanislaus detailed the significant challenges the Franchise Tax Board faced during COVID-19 pandemic. She highlighted the FTB's rapid adaptation, including extending tax deadlines from April 15 to July 15th, and transitioning 75 percent of the staff to remote work.

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The FTB prioritized clear and consistent communication with taxpayers, professional through news releases, online updates, and social media to ensure widespread awareness of these challenges. The Internal Revenue Service also understood these challenges, and they did announce \$1 billion in late payment penalty relief for approximately 4.7 million taxpayers. This would have been for the 2020 and 2021 tax years. And this was after previously granting relief for late-filing penalties for the years 2019 and 2020.

Many federal and state agencies, not just the IRS and FTB, enacted pandemic-related relief measures. This

included extended tax deadlines, reduced enforcement actions, and streamline processes for requesting abatement of penalties and interest. For instance, various states mirrored the IRS actions extending tax deadlines and providing penalty relief for state taxes. Taxing authorities, including the IRS and FTB, have repeatedly emphasized the unprecedented nature of COVID-19 pandemic. And both agencies have explicitly recognized that the situation was extraordinary, prompting them to take unprecedented steps to ease the compliance burden on taxpayers.

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Sockeye Trading Company, like many businesses during the pandemic, faced extraordinary challenges but remained committed to compliance, navigating unprecedented uncertainties while striving to meet its obligations. The taxpayer is a responsible business with a strong history of compliance. During the period in question, the taxpayer was dedicating substantial resources to an IPO effort. Transitioning over a thousand employees to remote work posed significant challenges to their processes and procedure. The taxpayer engaged a reputable CPA firm to ensure full tax compliance.

In 2020 the taxpayer filed returns with the IRS and 21 state taxing authorities, compared to only three states the prior year adding to complexity. Relying on

their trusted accounting professionals, the taxpayer believed all filing and payment obligations had been met. There's no willful neglect or intentional disregard of the tax laws. In this case, there was also added confusion when working directly with the Franchise Tax Board. The taxpayer was in contact with representative Brandon Long to resolve some issues with Form 592-BTE and 592-B.

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After working with the representative, taxpayer submitted an amended tax form that was requested and made payment to resolve the matter. This exchange occurred in the winter of 2022. No reference was made to the missing extension payment for the 2020 tax year, even though the representative was working on the same tax year in question. Taxpayer also mentioned -- oh, I'm sorry -- also received a notice in March of 2022 referencing the 592-PTE issue, but no mention of the missed extension payment. In June of '22 when the taxpayer was made aware of the missing \$980,000 payment, they went ahead and promptly made that.

However, had they have known with prior communication that there was a missing payment, they would have — at an earlier date, they would have made that payment immediately. The California Revenue & Tax Code 19132 allows for penalty abatement when with the failure to pay taxes is due to reasonable cause and not willful

neglect. Some other cases that would apply to this situation is the matter of Appeal of James Lamb. In this case, taxpayers relied on partnership's inaccurate income estimates, which led to an underpayment of taxes.

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The Court found the taxpayers took appropriate steps to pay their taxes timely and reversed the penalty due to reasonable cause. Similar to this case, taxpayers relied on their CPA to assist their compliance. The taxpayer took reasonable steps to comply, including filing the necessary forms and maintaining communication with the CPA, demonstrating that the underpayment was not due to willful neglect.

In the matter of the Appeal of Harry J. Moren, the taxpayer relied on the accountant's incorrect filing, and the Court found the taxpayer demonstrated reasonable cause since they took reasonable steps to ensure compliance. When applying this to Sockeye, the taxpayer acted prudently by engaging a CPA firm, submitting all necessary forms, and believing all obligations were met. The tax underpayment resulted from the CPA's failure, not the taxpayer's negligence.

In US v. Boyle, the Supreme Court held the taxpayers may avoid penalties if they show they exercised ordinary business care and prudence, even when relying on professional advisers. Sockeye Trading Company took all

reasonable steps by hiring a competent CPA firm and relying on their advice. CPA firm's failure to process the payment on time was outside the taxpayer's control, meeting the standard of ordinary business care and prudence.

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In Brown v. US, the Court found that taxpayer's failure to meet deadlines due to unforeseen circumstances constituted reasonable cause for relief. Sockeye Trading Company was effected by external uncontrollable factors, namely the COVID-19 pandemic that delayed the tax payment. This case supports the taxpayer's argument for reasonable cause.

In Frias v. Commissioner, the taxpayer made reasonable assumptions, based on the information available at the time, took prompt action when issues arose. The Court found reasonable cause for abating penalties.

Sockeye Trading Company acted in good faith by relying on their CPA and taking corrective actions as soon as they were made aware of the payment issue. This aligns with the court decision to provide relief when taxpayers make reasonable efforts to comply. The law supports Sockeye Trading Company in its claim for penalty abatement. The taxpayer engaged a competent professional, followed proper procedures, and experienced unforeseen external disruptions due to the COVID-19 pandemic. These cases

collectively demonstrate that the taxpayer exercised ordinary business care and prudence and that late payment was not due to willful neglect, but to reasonable cause. Therefore, relief should be granted.

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Now, the taxpayer's response to the issues demonstrate a clear commitment to tax compliance. Sockeye took immediate and diligent steps to correct the issue once it became aware of the missed \$980,000 estimated tax payment. Upon learning in June of 2022 that the payment had not processed been processed, taxpayer promptly made the full payment on June 16th, 2022, demonstrating a clear intent to rectify the situation. The taxpayer also engaged in ongoing communication with the Franchise Tax Board to resolve the matter, including addressing earlier notices for withholding tax discrepancies. Despite the confusion caused by delayed and unclear notices from the FTB, the taxpayer made efforts to work cooperatively with both the FTB and its CPA firm to ensure all tax obligations were met.

This included timely filing a reasonable cause claim for refund after receiving conflicting information from the FTB and remitting additional payments to settle any penalties and interest.

JUDGE LEUNG: Mr. Drake.

MR. DRAKE: Yes.

1 JUDGE LEUNG: Excuse me. You're time is up. 2 I'll let you finish your thoughts before you go to your 3 witnesses. 4 MR. DRAKE: Okav. 5 JUDGE LEUNG: Okay. 6 MR. DRAKE: We respectfully request the court 7 consider the unprecedented challenges faced by the 8 taxpayer during the COVID-19 pandemic. Unlike many 9 businesses, Sockeye Trading Company was navigating a 10 period of extreme uncertainty, disruptions to normal 11 operations, and rapidly evolving tax guidance. We request 12 that the court be given consideration to these 13 unprecedented times. 14 JUDGE LEUNG: Okay. Thank you. And you wish to 15 put on your witnesses now? 16 MR. DRAKE: We had previously entered affidavits 17 for both of the witnesses. We did want make them 18 available in case there were questions but, you know, at 19 this time we are leaning on those affidavits. 20 Ben, did you have anything to add? 21 MR. PEELER: No. Since that would encompass No. 22 all their testimony to save the Court some time, and since 23 they've already been entered into evidence. 24 MR. BATES: Yeah. Brad, can make one comment?

MR. DRAKE: Yes, Mr. Bates.

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#### WITNESS TESTIMONY

MR. BATES: Yeah, Your Honors and participants, first of all thank you for your time today.

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I just wanted to emphasize a couple of things that Mr. Drake said. We had been working for five years on a liquidity event. It started in 2014, '15. You may or may not be aware of what goes on in banking, but there's a lot of work getting ready for a liquidity event. And then we had, what I would call, a perfect storm hit. In 2020 when we started the liquidity event, COVID hit. One of the first things I did as CFO, as Brad suggested, was to send 1200 people home. So, essentially, during 2020 and '21, it was me and one other person that was coming into the office, and it was for absolute essential things to make sure the lights were on and to make sure tax payments were made and so forth.

So I'm very, very impressed with the job Eide Bailly did. The number of states that came in 2020 was incredible. We didn't quite know where we were all the time because i was -- I lacked -- I had 20 staff members that were at home, poor communication, and most of the states that were requiring money didn't have good staff there either. So we did our very, very best to work together to get these payments made.

And quite frankly, I'm -- I'm pretty proud of the

1	job that we all. We got probably 98 percent of it done,
2	but one tax payment slip through the cracks. But it was
3	just one of those storms that we had to get through, and
4	we got through it, and hope we don't ever have to do it
5	again.
6	Thank you.
7	JUDGE LEUNG: Thank you Mr. Bates.
8	Okay. Franchise Tax Board do you have any
9	questions for either Mr. Bates or Ms. Langworthy?
10	MS. HO: No questions. Thank you.
11	JUDGE LEUNG: Okay. To my Co-Panelists,
12	Judge Brown, any questions for the witness?
13	JUDGE BROWN: I don't have any questions at this
14	time. Thank you.
15	JUDGE LEUNG: Thank you.
16	Judge Lam, any questions for the witnesses?
17	JUDGE LAM: No questions. Thank you.
18	JUDGE LEUNG: Okay. Then let's have Franchise
19	Tax Board make their presentations.
20	Ms. Ho.
21	MS. HO: Yes. Thank you, Judge Leung.
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23	PRESENTATION
24	MS. HO: Good morning. My name is Vivian Ho. I,
25	along with my Co-Counsel Maria Brosterhous, represent

Respondent, the Franchise Tax Board.

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The issues presented before you today are whether Appellant established reasonable cause for abatement of the late-payment penalty, and whether there are grounds for abatement of the estimated tax penalty for tax year 2020.

Appellant has not established reasonable cause for abatement of the late-payment penalty. The late-payment penalty may be abated if the taxpayer establishes that its failure to timely pay occurred despite the exercise of ordinary business care and prudence. The burden of proof is on the taxpayer to show that reasonable cause exist to support abatement.

Appellant asserts that it authorized and relied on its tax professional to a make a payment on its behalf.

Reasonable cause cannot be established based on delegating one's tax obligations.

As stated in the precedential opinion of Appeal of Summit Hosting LLC, reasonable cause based on reliance of a tax professional can only be established based on the tax professional's advice on the matter of substantive tax law. Reliance on the tax professional solely to meet tax deadlines is not reasonable cause. As stated by the Supreme Court in United States versus Boyle, one does not have to be a tax expert to know that taxes must be paid

when they are due.

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Reliance cannot function as a substitute for compliance with an unambiguous statute. Appellant does not assert that its tax professional gave any substantive tax advice that led to its delayed payment. Appellant also has -- as such, Appellant has not established reasonable cause based on reliance of a professional.

Appellant also asserts that it was not aware that it failed to pay its liability because FTB did not notify Appellant of the balance due. As held in the Appeal of Scanlon, a reasonably prudent taxpayer exercising due care and diligence is expected to monitor its bank account and quickly ascertain whether a scheduled payment to FTB was, in fact, paid. As OTA held in the same opinion, whether FTB provided notice of the balance due is irrelevant to the inquiry of whether a taxpayer exercised due care and due diligence. Appellant did not pay the balance due for over a year after the due date of payment, and has not demonstrated it acted with due care and due diligence.

Regarding Appellant's claim that it was affected by COVID-19 pandemic, as the Appellant stated, FTB granted extensions for both filing and payment deadlines due to the COVID-19 pandemic. Appellant has not established how the pandemic prevented Appellant from making timely payment by the extended deadline.

Regarding Appellant's claim that the first-time penalty abatement applies, the first-time penalty abatement does not apply to business entities and is, therefore, inapplicable to this appeal.

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Regarding the tax penalty, the Appellant has not established grounds for abatement. The law does not contain a reasonable cause exception to imposition of the estimated tax penalty. Further, Appellant does not argue, and there is no evidence to indicate that any of the limited exceptions to the mandatory imposition of the estimated tax penalty applies in this case.

Respondent properly imposed the estimated tax penalty, and Appellant has not raised sufficient grounds for abatement. Accordingly, FTB request that Appellant's claim for refund be denied.

Thank you. I can take any questions the Panel may have.

JUDGE LEUNG: Okay. Judge Brown, any questions for Franchise Tax?

JUDGE BROWN: I do not have any questions right now. Thank you.

JUDGE LEUNG: Okay. Thank you.

Judge Lam, any questions for Franchise?

JUDGE LAM: No questions. Thank you.

JUDGE LEUNG: Okay. Mr. Drake, you've hit the

ceiling on your 15 minutes, but I notice that

Ms. Langworthy did not testify, and Mr. Bates probably

used no more than 3 minutes. So I'll give 5 minutes,

Mr. Drake, to have any final statements or rebuttals, if

you care to take those.

MR. DRAKE: Sure.

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### CLOSING STATEMENT

MR. DRAKE: And I just wanted to briefly summarize that, you know, we respectfully request that the Court consider the unprecedented challenges faced by the taxpayer during COVID-19 pandemic. Like many businesses, Sockeye Trading Company was navigating a period of extreme uncertainty, disruptions to normal operations, rapidly evolving tax guidance, the confusion caused by delayed notices from the Franchise Tax Board, coupled with the strain of transitioning a large workforce to remote operations create an environment where errors, though unintentional, were difficult to avoid.

The taxpayer has demonstrated its good faith efforts to comply and properly correct any issues once they were identified. We ask the Court to take into account the unique hardships of this time, recognizing that Sockeye Trading acted with diligence and integrity under extraordinary circumstances. Penalty relief would

not only be fair but a compassionate acknowledgment of the significant challenges the taxpayer faced during this difficult period.

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We respectfully request the abatement of the penalties and interest assessed against the taxpayer in the amount of \$178,417.82. Given the extraordinary and unprecedented challenges posed by COVID-19, the taxpayer made every reasonable effort to comply with their tax obligation in good faith. We urge the opposition to evaluate the circumstances with fairness and empathy, recognizing the unique hardships faced during this period and the taxpayer's sincere attempts to rectify the situation promptly once the error was discovered.

And I want to thank you for your time today.

JUDGE LEUNG: Thank you, Mr. Drake.

One more time to my Co-Panelists, Judge Brown, any questions for either party?

JUDGE BROWN: No. Thank you. No questions.

JUDGE LEUNG: Okay. Judge Lam?

JUDGE LAM: No questions. Thank you.

JUDGE LEUNG: Okay. I do have some lingering questions to the Franchise Tax Board.

Ms. Ho, do you have the history of this taxpayer?

Is this the first time that they've been late on paying in recent memory?

MS. HO: To my knowledge, it is first time.

JUDGE LEUNG: Okay. And you mentioned in your presentation about the extended due dates because of COVID in 2021. I thought -- correct me if my memory doesn't serve me correctly -- that that extension is only for individual taxpayers, not for entities?

MS. HO: One moment, please.

JUDGE LEUNG: Okay.

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MS. HO: Yes. I apologize. That extension is only for individual taxpayers.

JUDGE LEUNG: Okay. Ms. Langworthy, could you walk me through what happened between the time Mr. Bates submitted that payment form to you. What does your firm normally do?

MS. LANGWORTHY: Thank you. Well, it was not a normal time. And if I'm remembering back to, you know, the chaos we were in, typically what we do is our team and Eide Bailly would work with taxpayer to go over any payments that are needed for federal and state taxing authorities. And depending on the client, we would help them, you know, get through that process.

And so for Sockeye, Mr. Bates and I would periodically get together to cover what was needed. And so through that time, a lot of it was through teems, I think, and the computer and telephone. And so just trying

to navigate things, we would take all the information in, process what we had, and then my tax managers and associates would put the information together in vouchers. And then I've got an administrative team that typically would process all those payments through the extension process once we submitted our paperwork to them.

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So it's the matter of all the whole team pulling all of the information together to get it through the system. And I don't recall specifically, you know, all of the details of that time, but we definitely, you know, worked together to make sure everything was done.

JUDGE LEUNG: Was there any type of tickler system which would alert you when a payment was made? Was there any processes of say, well, I don't get any tickler within X amount of days, I go back and check the accounts and make sure the payment went through. Any type of process like that at your firm?

MS. LANGWORTHY: On the front end, yes, but not necessarily on the back end. So it's not -- we didn't have something in place that would alert us that something didn't happen. A lot of times we would just put it through our tickler system for, I guess, filing the extensions electronically. And when our administrative staff process those, they just keep record of them. But there was no notification at that time, and I -- I

don't -- I can't recall why or what happened in that regard. JUDGE LEUNG: Okay. Thank you. That's it for my questions. At this point, I'm going to close the hearing and have this case submitted for decision. We will endeavor to get the decision out to everybody within 100 days. And that does it for the hearing for today. Our next hearing will be at 1:45 p.m., and I thank everybody for attending this hearing. I wish you all a good day. Goodbye now. (Proceedings adjourned at 11:41 a.m.) 2.4 

## 1 HEARING REPORTER'S CERTIFICATE 2 I, Ernalyn M. Alonzo, Hearing Reporter in and for 3 the State of California, do hereby certify: 4 5 That the foregoing transcript of proceedings was 6 taken before me at the time and place set forth, that the 7 testimony and proceedings were reported stenographically 8 by me and later transcribed by computer-aided 9 transcription under my direction and supervision, that the 10 foregoing is a true record of the testimony and 11 proceedings taken at that time. 12 I further certify that I am in no way interested 13 in the outcome of said action. 14 I have hereunto subscribed my name this 16th day 15 of October, 2024. 16 17 18 19 ERNALYN M. ALONZO 20 HEARING REPORTER 21 2.2 23 2.4 25