BEFORE THE OFFICE OF TAX APPEALS STATE OF CALIFORNIA

IN THE MATTER OF THE APPEAL OF,)
)
METRO MORTGAGE GROUP, LLC,) OTA NO. 230713826
)
APPELLANT.)
)
)

TRANSCRIPT OF ELECTRONIC PROCEEDINGS

State of California

Wednesday, September 18, 2024

Reported by: ERNALYN M. ALONZO HEARING REPORTER

1	BEFORE THE OFFICE OF TAX APPEALS
2	STATE OF CALIFORNIA
3	
4	
5	
6	IN THE MATTER OF THE APPEAL OF,)
7	METRO MORTGAGE GROUP, LLC,) OTA NO. 230713826
8	APPELLANT.)
9)
10	
11	
12	
13	
14	Transcript of Electronic Proceedings,
15	taken in the State of California, commencing
16	at 1:56 p.m. and concluding at 2:31 p.m. on
17	
	Wednesday, September 18, 2024, reported by
18	Ernalyn M. Alonzo, Hearing Reporter, in and
19	for the State of California.
20	
21	
22	
23	
24	
25	

1	APPEARANCES:	
2	APPLARANCES:	
3	Administrative Law Judge:	NATASHA RALSTON
4	For the Appellant:	DORELLE PETERS
5	For the Respondent:	STATE OF CALIFORNIA
6	Tor the Respondent.	FRANCHISE TAX BOARD
7		ALISA L. PINARBASI TOPHER TUTTLE
8		
9		
10		
11		
12		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		

1	<u>INDEX</u>
2	
3	<u>EXHIBITS</u>
4	
5	(Appellant's Exhibits 1-10 were received into evidence at
6	page 7.)
7	(Department's Exhibits A-M were received into evidence at page 9.)
8	
9	PRESENTATION
10	DA CE
11	PAGE 1.0
12	By Ms. Peters 10
13	By Ms. Pinarbasi 20
14	
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

California; Wednesday, September 18, 2024
1:56 p.m.

2.4

JUDGE RALSTON: We are opening the record for the hearing in the Appeal of Metro Mortgage Group, LLC, Office of Tax Appeals Case No. 230713826. Today's date is September 18th, 2024, and the time is approximately 1:56 p.m. My name is Judge Ralston, and I am the Administrative Law Judge who will be conducting the hearing for this case. The Office of Tax Appeals is not a court but is an independent appeals body, which is staffed by tax experts and is independent of any tax agency, including the Franchise Tax Board or FTB.

As I mentioned, this hearing is being live streamed to the public and is also being recorded. So we ask that the -- excuse me. So the transcript and the video recording are part of the public record and will be posted on our website. So we ask that you don't use the chat function and also, don't show any sensitive information on the screen.

Also present is our stenographer Ms. Alonzo who is reporting this hearing verbatim. To ensure that we have an accurate record, we ask that everyone speaks one at a time and does not speak over one another. Even if you think you know what I'm going to ask, please let me

finish my question so we can get a clean transcript.

Also, please speak clearly and loudly. When needed,

Ms. Alonzo will stop the hearing process and ask for

clarification. After the hearing, Ms. Alonzo will produce

the official hearing transcript, which will be available

on the Office of Tax Appeals website.

2.1

2.4

We held the prehearing conference in this matter on August 26, 2024, and Appellant submitted exhibits labeled 1 through 5. Actually -- yes. Appellant initially submitted exhibits labeled 1 through 5, and the Respondent FTB did not have any objections to Appellant's Exhibits 1 through 5. So we're going to admit Appellant's Exhibits 1 through 5. They are admitted without objection.

Is that still the case, Ms. Peters? You had just the Exhibits 1 through 5?

MS. PETERS: No. I then submitted additional exhibits before the deadline that were acknowledged.

JUDGE RALSTON: Let me just double check that.

Okay. Oh, right. Oh, okay. I have them. So you have

Exhibits 1 through 10?

MS. PETERS: Correct.

JUDGE RALSTON: Yes. Okay. That is right. I do have those and have reviewed them. So let me just check with FTB.

1	Did you receive the Appellant's Exhibits 6
2	through 10?
3	MS. PINARBASI: Yes, we received them.
4	JUDGE RALSTON: And did you have any objections?
5	MS. PINARBASI: No objections.
6	JUDGE RALSTON: Okay. So Appellant's Exhibits 1
7	through 10 are admitted without objection.
8	(Appellant's Exhibits 1-10 were received
9	in evidence by the Administrative Law Judge.)
10	JUDGE RALSTON: And then we had Respondent
11	submitted Exhibits A through M.
12	Ms. Peters, did you receive Respondent's
13	Exhibit M?
14	MS. PETERS: Was that an additional exhibit?
15	JUDGE RALSTON: Yes. That was an additional
16	exhibit that was also submitted before the deadline.
17	MS. PETERS: I did not receive that.
18	JUDGE RALSTON: It was labeled "Comment Details."
19	MS. PETERS: That was not forwarded to me.
20	JUDGE RALSTON: Okay. Then we're going to take a
21	few minutes take a few minutes break so that we can
22	FTB, are you able to forward that exhibit to
23	Ms. Peters?
24	MS. PINARBASI: Yes, I can forward it. Just give
25	me a couple of minutes.

1 JUDGE RALSTON: Okay. We're going to take a 2 break for about five minutes to give you time to get you 3 that exhibit and take a look at it, and then we'll come back on the record. So the live stream will continue, so 4 5 please make sure that your audio and video are muted. 6 we'll come back and -- it's -- my clock says exactly 7 2:00 o'clock, so we'll come back at 2:05. 8 (There is a pause in the proceedings.) 9 JUDGE RALSTON: We are back on the record. 10 Ms. Peters, did you receive that Exhibit M? 11 MS. PETERS: I did. 12 JUDGE RALSTON: Okay. And did you have a chance to look at it? 13 14 MS. PETERS: Yeah. It's -- it's pretty brief, 15 and I have no objection. 16 JUDGE RALSTON: Okay. Thank you. 17 Actually, let me back up a little bit. Can I 18 have the parties introduce themselves and who they 19 represent for the record, starting with Ms. Peters. 20 MS. PETERS: Yes. Dorelle Peters. I am the 2.1 managing member of Metro Mortgage Group, LLC, and I 22 represent me, myself, and I. 23 JUDGE RALSTON: Thank you. 2.4 And then for Respondent. 25 MS. PINARBASI: Alisa Pinarbasi for the Franchise

1	Tax Board.
2	JUDGE RALSTON: Thank you.
3	MR. TUTTLE: My name is Topher Tuttle
4	representing Franchise Tax Board.
5	JUDGE RALSTON: Okay. Thank you.
6	So back to the exhibits. We have FTB has
7	submitted exhibits A through M, and there are no
8	objections. So we are going to admit Respondent's
9	Exhibit A through M, are admitted without objection.
10	(Department's Exhibits A-M were received in
11	evidence by the Administrative Law Judge.)
12	JUDGE RALSTON: So at the prehearing conference
13	in this matter, Ms. Peters, we talked about you may be
14	testifying under oath. Did you want to testify under
15	oath, or did you just want to present your statement
16	today?
17	MS. PETERS: I think I'll just present my
18	statement. I don't see any need to testify.
19	JUDGE RALSTON: Okay. And you had no other
20	witnesses?
21	MS. PETERS: No.
22	JUDGE RALSTON: Okay. Thank you.
23	And Ms. Pinarbasi, you also had no witnesses?
24	MS. PINARBASI: Correct.
25	JUDGE RALSTON: Okay. Thank you. So the

Appellant has asked for 20 minutes to present their case.

Respondent will have 20 minutes to present their case, and
then the Appellant will have 5 minutes for a rebuttal. I

may ask questions at any time.

And did anyone have any questions before we begin? No. Looks like there's no questions.

So, Ms. Peters, begin. You have 20 minutes.

2.4

PRESENTATION

MS. PETERS: All right. So before hiring a remote limited engagement clerical assistant, who is personally based in California, we reviewed the California statutes related to hiring such an employee, relying on the information provided by the FTB on their website as it relates to doing business in California. Exhibits 1 and 2 illustrate that information. Given that Metro Mortgage Group, LLC, is not licensed to conduct its core business and only income producing activity, namely mortgaging —brokering mortgages in the State of California, has no property in California, and the payroll for the employee in question is well under the compensation threshold.

The company determined and has shown that it does not meet the sales property or compensation thresholds under Code Section 23101(b). We also concede that Metro Mortgage Group, LLC, is not in the business of selling

personal tangible property and is, therefore, not protected under Public Law 86-272. We're left with Section 23101(a), which defines doing business as actively engaging in any transaction for the purpose of financial or pecuniary gain or profit in California.

2.4

The question is whether the section code applied to Metro Mortgage, LLC, and our limited engagement California-base clerical assistant. Our ongoing interactions with the FTB have, frankly, been much like a game of whack a mole, as we argued that in our case there is no transaction for financial or pecuniary gain in the case of our limited engagement California-based employee. The FTB has responded with an ever-changing list of justifications for classifying Metro Mortgage Group, LLC, as doing business in California.

Before addressing these various changing arguments forwarded by the FTB, it's important to present the specific federal regulations that limit and define the activities of Metro Mortgage Group, LLC, and our employees. The very nature of the mortgage brokerage business is regulated by the CFPB, the federal agency overseeing mortgage brokers and their licensing. These regulations preclude us from engaging in any transaction for the purpose of financial gain or profit in any state in which the business and its mortgage brokers are not

licensed by state agency responsible for such licensing.

2.4

Metro Mortgage Group is only licensed in Colorado and Vermont and is legally excluded from conducting our business in California. In addition, our limited engagement employee, who resides in California, is not licensed to originate mortgages by the CFPB or by NMLS or any state agency and can, therefore, not engage in any activity to originating mortgages. The CFPB, NMLS, or any state agency and can, therefore, not engage in any activity that contributes to originating mortgages. The CFPB regulation 1008.103(e)(4) clearly states that an individual who performs only purely administrative or clerical tasks on behalf of a loan originator is exempt from licensing. Exhibit 6 shows that statute.

Our assistant's clerical duties include such tasks as organizing our electronic files throughout the year and can hardly be construed as contributing to transaction for the purpose of financial gain or profit. Metro Mortgage Group is only licensed in Colorado and Vermont and is, therefore prohibited from engaging in brokering mortgages in California. And as an unlicensed individual, the limited scope an employee can legally only perform clerical tasks. When examining the various arguments presented by FTB, it's important to understand these federal limitations placed on Metro Mortgage Group's

remote limited engagement clerical assistant.

2.1

2.4

Let's examine the arguments presented by the FTB in their opening brief, Exhibit 5. All of the precedential cases cited examine the nature of transactions engaged in by the company or employee for financial gain or profit. These cases all involve profit or income driven activities, whether they resulted in actual profit. None of these cases involve the determination that simply having a California-based employee is de facto, a transaction for financial gain or profit. And while not a legal argument, good sense would dictate that simply paying an employee is not what is meant by actively engaging in a transaction for financial or pecuniary gain or profit.

This case is cited at the Appeal Knoll
Pharmaceutical. I included it in Exhibit 7. This case
specifically involves a stock of goods owned by Knoll
Pharmaceutical and maintained in California for which they
received benefits and protection, as well as having detail
men based in California who were directly involved in
orders and processing inventory. There was emphasis given
to the benefit and protection given to the goods owned by
the Appellant and maintained in California. Metro
Mortgage Group, LLC, has no goods, property, or assets in
California that derive benefit and protection from the

state. And we have no employees directly involved in our product, which is brokering mortgages.

1

2

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

2.4

25

In Hise v McColgan, this is a case of liquidator who is given broad powers with respect to California businesses or corporations being liquidated, including access to all business, property, and assets in California. Again, Metro Mortgage Group has no business, assets, or property in California. In the case of Cagan Homes, Exhibit 9, this is a case where the transactions in question are purchases of sale -- purchases and sales of stock in the company. Again, these transactions have the express purpose of financial gain or property. In each of these cases, there were actual active business transactions, which were determined to be the transactions -- excuse me -- that qualify the business as doing business in California. None of these cases involved a company with no active business transaction or physical presence in California who employ a single remote clerical worker not involved in any of the company's actual business transactions.

Metro Mortgage Group is legally precluded from any business transaction, whatsoever, in California based on federal licensing requirements. In addition, there is no action or task limit our limited engagement-based employee can legally undertake that would contribute in

any way to a business transaction for financial gain or profit. None of these cited cases support the determination that simply having a California-based employee establishes a physical presence in California, or that we were actively engaged in a transaction for the purpose of financial gain in California under section 23101(a).

2.4

Turning to the non-precedential appeal by

ProPharma Sales, Exhibit 10, which the FTB uses to support

the idea that simply having a single California-based

employee determines that a company is doing business in

California. In this appeal, the FTB cites California

employee met the activity requirement required under

section 23101(a) simply because the taxpayer had a

physical presence in California. However, the following

material facts differentiate the non-precedential ruling

from the current matter.

First and foremost, the ProPharma Sales case hinges on a filed federal Form 941, which listed a California address for the company. In this case, listing a California business address established a physical business presence and nexus. The ruling itself states, "California employee met the activity required under 23101(a) simply because the taxpayer had a physical presence in California." The ruling does not state the

company met the activity required simply because the taxpayer had a California-based employee.

1

2

3

4

5

6

7

8

10

11

12

13

14

15

16

17

18

19

20

21

22

23

2.4

25

Metro Mortgage Group, LLC, has never listed a California address in any filing or form, federal or state, and has never had a physical business presence in California, making this case irrelevant to the question at It is also important to know that when considering hand. the Appeal of ProPharma Sales, the OTA itself explicitly inquired about the specific activity of the employee. quote, "Office of Tax Appeals requested additional briefing from the parties. In particular, OTA requested that Appellant describe the activities it performed in California during the 2014 tax year, including the activities, if any, performed at its Aliso Viejo, California address, per it's federal fourth quarter Form 941, and by its California employees at that address or elsewhere in the state."

In this case, the Appellant didn't respond to the OTA's request. The very fact that the OTA inquired about the activities ProPharma Sales and its employees performed in California explicitly implies that the activity itself is a factor in determining whether a company is doing business in California. If simply having an employee who lives in California were sufficient to determine that a company is doing business in California, the inquiry about

the actual activities performed by the company and employee would be irrelevant, and the OTA would not have inquired about those activities.

2.4

In this present appeal, the limited clerical nature of the activities performed by our employee who lives in California and the fact that there has never been a California location or address for Metro Mortgage Group, LLC, support the determination that Metro Mortgage Group has not actively engaged in any transaction for the purpose of financial gain or profit in California and is, therefore, not doing business in California. To summarize, Metro Mortgage Group, LLC, is not legally licensed to do business in California. Our limited engagement clerical assistant who lives in California is not licensed to originate mortgages and is not allowed to perform anything other than clerical or administrative activities for Metro Mortgage Group, LLC, as federally regulated by the CFPB.

All of the precedential cases cited by the FTB involve the company owners or employees actively engaging in actual business transactions for gain or profit in California. None of these cases define business transaction as the simple act of paying an employee. The non-precedential Appeal of ProPharma hinge on the company having a physical business location and presence in

location in California. Metro Mortgage Group does not and never has had a physical presence in California.

2.4

And finally, the limited activities as regulated by the CFPB that the clerical assistant can perform do not and cannot contribute to any of the company's business transactions. We believe that it was shown clearly that Metro Mortgage Group, LLC, does not qualify as doing business in California under section 23101(a). We ask that the OTA rules that one, the Appellant does not owe the annual limited liability tax for the 2019 tax year; two, the Appellant has established a basis to abate the delinquent-filing penalty; three, the Appellant has established a basis to abate the filing enforcement fee.

Let me conclude also that by saying that as a business owner, the process and attempts to gain clarity with the FTB have often appeared arbitrary and capricious. I finally undertook the expense of hiring an attorney to help me navigate this dialogue, and their experience was equally arbitrary and ever-changing. If their stance is that the simple choice to pay anyone any amount for any activity who lives in California, de facto means that the company is doing business in California, the FTB should clearly state that on their website and in the information

they provide to businesses to help them determine whether they are doing business in California and are required to file California tax returns and pay the annual Franchise tax. The total lack of disclosure and publication is arbitrary and unfair to any business attempting to make informed business decisions.

And finally, anyone I've shared my experience with, either business owners or other legal professionals, has discouraged me from pursuing this appeal because the overwhelming experience has been that the FTB is a powerful agency that does not engage in any real dialogue and that no one ever wins an appeal against them regardless of the circumstances and facts. They all suggest that I should just pay the \$800 a year since there is no hope in fighting for an appeal. However, this has become a matter of principle for me to stand up for what is clearly a correct decision about my business, even though I am up against a Goliath of a state agency.

JUDGE RALSTON: Okay. Thank you.

unbiased consideration.

We're going to turn FTB now. You have 20 minutes for your presentation. Please begin when you're ready.

Thank you, Your Honor, for your time and your

24 ///

25 ///

PRESENTATION

2.4

MS. PINARBASI: Good afternoon. I, along with my Co-Counsel Topher Tuttle, are representing the Franchise Tax Board.

The issues in this appeal are whether Appellant owes the annual limited liability company or LLC tax, and whether Appellant has established a basis to abate the delinquent filing penalty, the demand penalty, and the filing enforcement fee.

First, I will discuss whether Appellant owes the LLC tax. Every LLC is required to pay an annual minimum tax to California of \$800 and file a return if it is doing business in California within the definition of Revenue & Taxation Code section 23101. Notably, California statutory authority to assert nexus under section 2301 is co-extensive with the United States Constitution. In the precedential opinion Appeal of GEF Operating, Inc, your office found that section 23101 included two alternative tests to determine whether taxpayer is doing business in California.

The first test is found in subsection (a) and states that a taxpayer is doing business if it is actively engaging in any transaction for the purpose of financial or pecuniary gain or profit in California. The second test is found in subsection (b) and includes a list of

specific conditions, which if satisfied, will establish a taxpayer is doing business in California. Appeal of GEF specifically states that these conditions are not minimum thresholds and do not provide any safe harbor from the general definition of doing business in subsection (a).

FTB agrees that Appellant does not satisfy any of the conditions in subsection (b) for doing business. However, as your office stated in Appeal of GEF, this does not prevent FTB from finding Appellant is doing business under subsection (a).

2.1

2.4

In this case, FTB received information from the Employment Development Department that Appellant had an employee in California during the 2019 tax year.

Appellant has not denied that it had an employee in California during this time period, and this activity clearly meets the definition of subsection (a). Simply stated, Appellant actively engaged in a transaction in California by hiring a California resident. This transaction was for the purpose of financial or pecuniary gain or profit because hiring employees furthers

Appellant's business and is, therefore, motivated by profit or gain.

While the hiring of a California employee clearly meets the plain language test in subsection (a), I will also discuss various findings of your office's

predecessor, The Board of Equalization or BOE, when interpreting the language of subsection (a). In Appeal of Know Pharmaceutical, the BOE found that a taxpayer does not need to be engaged in a regular course of business. Instead, the inquiry was only whether that the state had provided anything for which it can ask return. In Appeal of Cagan Homes, the BOE found that one single profit motivated transaction is enough to be doing business in California. The transaction does not need to result in any actual profit as long as it was in the furtherance of financial or pecuniary gain.

2.1

2.4

Applying these findings to this case further solidifies the finding that Appellant was doing business in California. Appellant argues that its only activity in California was hiring an employee to do light administrative work, and the employee's work did not result in any actual business in California. However, as little as one transaction can meet the test in subsection (a), and that transaction does not need to actually result in profit. Therefore, it is immaterial whether the tasks performed by the employee directly resulted in Appellant's financial gain.

Lastly, I will discuss the non-precedential case, Appeal of Recruiting partners GP. In this case, the BOE found that a taxpayer whose only California activity was

employing a California resident that it paid \$196 in wages for the tax year at issue, was doing business under subsection (a). While this non-precedential case is not binding, pursuant to Microsoft Corp v Franchise Tax Board, it is informative and can be looked to when determining how to apply the law.

2.1

2.4

In conclusion, Appellant was doing business under subsection (a) because the plain language of the statute indicates it was. The BOE has previously found that a taxpayer engaging in even one single transaction that did not result in profit is doing business, and the BOE and your office have on multiple occasions found that taxpayers with a single employee in California are doing business in California.

Next, I will discuss whether Appellant has established a basis to abate the late-filing penalty and the demand penalty. Both the late-filing and demand penalties were properly imposed because Appellant failed to timely file a tax return by the due date and failed to do so upon notice and demand by FTB. Appellant has not alleged error in the imposition or calculation of the penalties, only that it did not have a filing requirement. Even if the taxpayer is unaware of a filing requirement, ignorance of the law is not an excuse for failing to file a timely return, or failing to file a return upon notice

and demand. As such, Appellant has not established reasonable cause to abate either the late-filing penalty or the demand penalty.

2.1

2.4

Finally, I will discuss the filing enforcement fee. FTB notified Appellant it had a filing requirement, and Appellant failed to file a return by the prescribed due date. As such, FTB properly imposed the filing enforcement fee. Once the filing enforcement fee is properly imposed, there is no provision that excuses the imposition of the fee. As such, Appellant has failed to establish a basis to abate the filing enforcement fee. Therefore, based on the facts and evidence in the record, FTB respectfully requests you sustain its position.

I'm happy to address any questions you may have.

JUDGE RALSTON: Thank you.

Ms. Peters, you have five minutes for rebuttal, if you would like.

Ms. Peters, your microphone is muted.

MS. PETERS: Apologies. I think in my presentation I addressed the issues relating to all of the cases cited by the FTB and really have nothing further to add, unless you have questions of me.

JUDGE RALSTON: Thank you. I do have one question. So when you say that the employee in California engaged in, like, clerical and administrative acts, like,

do you have some examples of things the employee would do?

MS. PETERS: Yeah. So most of -- most of their

2.4

work literally was -- I have compliance requirements

federally imposed and imposed by the state to retain

certain documents for a certain period of time. And so he

would spend time, when I had finalized a loan, and make

sure that all of the documents that I am required to

retain are in my electronic files and properly organized.

So he's -- by CFPB statute, he is not even allowed to see

loan information that is personal information of my

clients. So he can only do very, very peripheral things

by law.

JUDGE RALSTON: Okay. Thank you. And the employee in California, did they have any physical documents or everything was electronic?

JUDGE RALSTON: Okay. Thank you. Just tidying up my notes.

MS. PETERS: Everything is electronic.

MS. PETERS: Sure.

JUDGE RALSTON: So we are ready to conclude this hearing. Today's hearing in the Appeal of Metro Mortgage Group, LLC, is now adjourned, and the record is closed.

I will review the submitted information and will send you a written opinion of the decision within 100 days.

1	Thank you everyone for attending, and that
2	concludes our hearings for today. Thank you.
3	(Proceedings adjourned at 2:31 p.m.)
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

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 14th day 15 of October, 2024. 16 17 18 19 ERNALYN M. ALONZO 20 HEARING REPORTER 21 2.2 23 2.4 25