In The Matter Of:<br>In Re: NOMAD VILLAGE MOBILE HOME PARK

## March 02, 2017

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ARBITRATION PROCEEDINGS UNDER THE SANTA BARBARA COUNTY MOBILE HOME RENT CONTROL ORDINANCE

IN RE: NOMAD VILLAGE MOBILE HOME PARK

HEARING BEFORE
STEPHEN BIERSMITH, ESQ.,
Arbitrator

TRANSCRIPT OF PROCEEDINGS, taken in the above-captioned matter, commencing at 10:04 a.m., Thursday, March 2, 2017, at 123 East Anapamu Street, Santa Barbara, California, before Stephen Biersmith, Esq., Arbitrator, by ELIZABETH A. MOOY, CSR \#11281, Certified Shorthand Reporter, in the County of Santa Barbara, State of California.

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I N D E X
Argument and Rebuttal (by Ms. Hamrick) 4, 18
Argument and Rebuttal (by Mr. Ballantine) 7, 20
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Santa Barbara, California Thursday, March 2, 2017
10:04 a.m.
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ARBITRATOR: Good morning, everyone. My name is Stephen Biersmith. I've been asked to serve as the Arbitrator in today's matter, Nomad Village Mobile Homeowners, petitioner, and Nomad Mobile Home Park, respondent.

Will the parties state their appearances for the record, please.

MS. HAMRICK: Debra Hamrick, homeowners' representative.

MR. BALLANTINE: Good morning, your Honor. James Ballantine appearing on behalf of park management.

ARBITRATOR: Thank you. And how we're going to handle today, I have received briefs from both parties. I have read those. So we will have this morning ten minutes apiece for oral argument, and five-minute rebuttal. And then take a break and we'll see where we go from there.
(Interruption by reporter.)
ARBITRATOR: Better?
With that, we will proceed with the remarks from
the homeowners.
MS. HAMRICK: There were no expert witnesses testifying to the Santa Barbara County Rent Control Ordinance; admittedly, they had not even read the ordinance. The expert witnesses presented themselves as economists, and that claim was disputed over mistakes found in their calculations. Each County has a unique ordinance. I doubt that even any of us would consider ourselves experts even with all these years we've been studying this.

The Santa Barbara ordinance is clear that it does not favor one party over the other. The County's findings have defined the requirements of the Arbitrator this morning. There is no dispute that Santa Barbara County Ordinance 11A allows passthroughs, if the temporary rent increases, to capital expenses and capital improvements and only to those two categories.

There's no dispute that Santa Barbara County Ordinance Chapter 11A does not allow temporary rent increases for ordinary operating expenses. Management's attempt to pass through as a temporary rent increase ordinary operating expenses is simply not allowed, and the County's findings expressed this.

As -- ordinary operating expenses and capital expenditures are management's expenses, and it goes
against both the intent and actual wording of the ordinance that it would allow all expenses to be passed through. Based on the County Code language, the finding regarding amortization must point to the relevance, the relevant evidence that supports that. First, the costs to be subject to amortization are for capital improvements and expenses, as well as the useful life of each capital improvement and expense.

Based on the above, the Arbitrator's conclusion must amortize the capital expenses over the useful life of the capital improvement that are part of the temporary increase. The Internal Revenue Code, the general accepted accounting procedure, Judge Anderle's ruling, and the ordinance all classify the items before the Arbitrator as ordinary operating expenses and therefore not capital with no useful life.

The express requirement for each and every passthrough item is for the Arbitrator to point to the relevant evidence that supports the cost to be subject to amortization or for capital improvement and are permitted to be passed through by the ordinance, and to point to the relevant evidence that supports what is useful life of capital improvements. Legal fees are not for capital improvement and expenses as permitted to be passed through by the ordinance. Supplemental property taxes
are not for capital improvement. 12-year-old documents relating to abandoned water and sewage projects of the prior owner are not capital improvements. A deposit on an abandoned project which has been returned to management is not a capital improvement.

Revenue Procedure Code $87-56$ supports the class life of property that are necessary to dispute the depreciation allowances. Revenue Procedure 87-56 is an exhaustive and assorted list of asset class lives and constitutes relevant evidence that supports what is the useful life of the capital improvements and expenses as required by the County. There are no useful or determinable lives exceeding one year for any of these passthrough items.

The increase that the Arbitrator allows must follow the expressed formula found in 11A-5(h), (i), and 1 through 6. 11A-5(i) specifically states that to determine the amount of any increase in excess of the automatic increase, the Arbitrator shall accept 1 through 6. The Arbitrator has a legal obligation and duty to follow the ordinance with regard to homeowners and county residents with a legally sound finding and award. Homeowners find themselves in this revolving door, that continues to exist, that the Arbitrator's findings must be supported by the Santa Barbara Rent

Control Ordinance as it is written, and that precedent favoring management and defeating the ordinance designed to maintain an equal playing field not be allowed.

ARBITRATOR: Okay. Go ahead, Mr. Ballantine.
MR. BALLANTINE: Thank you, your Honor. I'll be brief because again we briefed this, I think, fairly extensively. We submitted our brief and we attached to that brief excerpts from the record that we thought were relevant. So let me just make a few overall comments about today and the homeowners' comments.

First of all, as I indicated in the brief, park management wants to emphasize we're participating in these proceedings without waiving our rights. We think the County has egregiously violated the law. We think that the initial arbitration award issued earlier this year was perfectly fine and there's no reason to remand it back beyond -- but nevertheless we're exhausting our administrative remedies here, and our quarrel is with the Board, not with your Honor or your Honor's award.

Notwithstanding that, and I guess it's one of those things. You could go back again and again and again and have more and more findings, and that's what the Board is demanding. I don't think it's appropriate, but here we are. So what we've tried to do is present your Honor some comments specifically referenced in the
record because I think that's what we're talking about here today, and I think what's significant here today also is the homeowners have not spoken one word about the record. There's been no reference to the record whatsoever, with the very exception of the fact that they dispute their own expert. They say that the experts didn't know what they were doing, and that, of course, means their own expert, Dr. Barr. We take issue with that. Dr. Barr did know what he was doing. And here's one piece of critical, I think, admission by Dr. Barr that $I$ think may be worthwhile about remembering here.

The other issue that $I$ have, respectfully, with the homeowners is that they again have tried to reargue this whole case, including matters that have not been remanded. There's really four matters before your Honor, and really only two of any substance. It's Award Numbers 5, 7, 8 and 13. Seven and Eight are really the substantive ones. Five is the amortization and 13 is simply the calculation. So let me make a few comments about each and I really don't have much because I think it's all in the record.

Let me start with Seven and Eight and then go back to Five because $I$ think it's really informed. Five is the amortization and it's informed by what are we amortizing? Seven is professional fees. That was
already approved by the Court. The Court said that substantial evidence supported the finding that those fees, professional fees, to the extent that they related to capital expenses or improvements were appropriate, an appropriate matter to be the basis of a rent increase.

We submitted itemization showing about $\$ 50,000$ in fees. Your Honor looked at that and said, "I think that $\$ 25,000$ is the appropriate number that's related specifically to capital items." I think that was sufficient. The evidence within the record as to what it was, we've gone through and highlighted Exhibit Q, which was the itemized statement. It's clearly got numerous references to capital items relating to the operation of the park; that was the bulk of what the park expended resources on in terms of professional dealing with the County regulators and the other regulators.

Exhibit $K$-- on page 2 of Exhibit K, again, in evidence, was the summary of that, which -- where we -- I mean, one of the things about a daily itemization is it tells you what was done every single day, and that's useful, and we did that in some detail.

Exhibit $K$ is kind of the bird's-eye view, the summary of what did those tasks really mean, and Exhibit K, page 2, lays that out, and every one of those related to infrastructure of the park, through the
capital items.
We've highlighted again numerous entries in the actual statements that show hours that far exceed the $\$ 25,000$ that your Honor found was appropriate. It actually tracks it fairly close. It's more than that, not a lot more depending on how you look at it, but certainly more. I think, clearly, your Honor's award was well supported by Exhibit $Q$ and the entries therein.

Second, is the architect and engineering fees. And again, it's similar in the sense that it relates -professional fees that relate to capital items, and Judge Anderle found in his ruling that it's certainly the case that architecture and engineering fees to the extent that they relate to capital items in the park are clearly an expense that can be deemed as a capital expense and it can be passed through to the homeowners. It can be passed through in the sense of a rent increase, temporary amortized rent increase.

Those are again summarized in Exhibit J, and I think that essentially what your Honor found was that the engineering and the surveying expenses to the extent that they related to the development of a computerized CAD -computerized drawings of the park -- was of value, of value to the current operator for a variety of different things. It's obviously critical to the landowner and the
park owner to have these kinds of drawings to the extent that they're doing any work related to the park. And, in fact, they did a variety of different things related to the park that were talked about at the hearing, and they were contemplated in the future and will be done in the future.

The itemization in Exhibit J shows $\$ 50,000$ spent on it. Your Honor awarded -- and when I say $\$ 50,000$ spent on it, I mean specifically $\$ 50,000$ spent on the surveying and engineering. Your Honor found that some of the review in the County was essentially stale because it involved older projects; it goes back in time some, we recognize that, we understand the Arbitrator's ruling on that. But clearly, the record clearly supports a $\$ 40,000$ award that your Honor gave based upon the Penfield \& Smith engineering and surveying expenses.

So those are really the two substantive items that have been remanded back to your Honor, and I'll note the numbers that we're talking about here are -- we laid them out in our final exhibit to the hearing brief, and they have the itemization, and really what we're talking about is for the professional fees of $\$ 2.68$ a month and the architect's and engineering fees, \$4.29. That's what we're talking about here.

Now let me talk the amortization because that's
important to all of this. Let me start with the items that the homeowners keep saying again and again and again. They keep arguing that, "No, no, no, this stuff is operating expenses." And the problem with their argument is twofold.

First of all, Judge Anderle already found different. He found that it's appropriate to treat professional fees, to the degree that they relate to capital items of the park, as a capital expense for the purposes of the ordinance for passing through.

But secondly, I think what the homeowners confuse is the concept of a temporary rent increase versus a permanent rent increase. A temporary rent increase is one that is just that, it's temporary. It goes in for a period of time and it goes out for a period of time.

And what Dr. Barr, the homeowner's expert, agreed was that if you have things, expenses, such as legal fees, that may be deemed an operating expense, but their extraordinary purpose for a particular year is basically an appropriate methodology to treat that as a temporary expense, to take that number, amortize it over an appropriate number of years -- in this case, seven years -- and treat as it as a temporary passthrough. And we have that. That's governing us here
today. We have that in the arbitration -- excuse me, in the order by Judge Anderle on the writ, and I would invite the Arbitrator's attention. I'm not sure if this is one point -- I'm not sure if I discussed in much detail in the arbitration brief. Invite the Arbitrator's attention to page 29 of Judge Anderle's decision.

And in that he's talking about Dr. Barr's testimony regarding the attorney's fees incurred in the 2011 arbitration proceedings that everyone agreed -- that is, Dr. St. John and Dr. Barr agreed -- were appropriate to include as a temporary rent increase item. Dr. Barr just essentially said his only quarrel was with the number, not the methodology. And, in fact, the line quoted on page 29 of the order, or the decision by Judge Anderle, the question to Dr. Barr is, "Nor do you argue with the methodology employed here, which is to do it as a temporary as opposed to a base for a permanent rent increase," and Dr. Barr says, "Right, that's correct." In other words, he acknowledges, as is well established in mobile home rent control proceedings, that things, extraordinary expenses -- call them operating, call them capital -- but something that's unusual that the park isn't going to have on an ongoing basis are appropriately treated as a temporary rent increase. And the methodology for that is you take the number, whatever
that base number is, you divide it up by a number of years and you include a reasonable interest factor, and it's a temporary rent increase.

And so this idea that a temporary rent increase always has to relate to capital items is just mistaken. It's contrary to the evidence. It's contrary to the homeowners' admission by their expert.

So that gets me to Number 5. Award Number 5, which is the amortization.

That's already been approved by the Court. Judge Anderle found in his decision that substantial evidence supported the initial arbitration award -- and I'm talking about the one back in 2011, December of 2011 -- that found that the amortization period of seven years and the rate of 9 percent was supported by substantial evidence. I've cited that and I've cited the record for that. That was Dr. St. John's testimony on that.

Basically -- and what Judge Anderle found was then various other matters were to be remanded back. It's possible but not necessary that by reconsidering various other aspects of the award on remand that a different number might be indicated. In other words, it wasn't necessarily set in stone. But he didn't say it was necessary to come up with a different number.

So what park management has presented is the record, Dr. St. John's testimony, in which he looked at all of the things in evidence and he said this is an appropriate -- in his professional judgment, this is an appropriate period of time and it's an appropriate rate.

And again, some of this goes to -- this is maybe the important item -- some of the remand matters are Number 7, the professional fees, and Number 8, the architecture and engineering fees. Well, what's the useful life of that? So professional fees.

Dr. Barr admitted that, as to professional fees, in the context of the legal fees incurred by park management, seven years was an appropriate number to amortize the professional fees incurred by park management. So we have Dr. St. John's professional opinion that the amortization periods were appropriate, and we have support by Dr. Barr indicating for the purposes of the legal fees for a passthrough that seven years was appropriate. So there is substantial evidence for that.

The other aspects of the amortization is what is not before your Honor, which are the capital's item passthroughs, the $\$ 62,000$ that was awarded in the remand award, and that has been upheld.

If you look at those, some of those items relate
to permits and consulting. Some of them relate to things like fencing, and some other items. This Exhibit J was in evidence at the original hearing. Dr. St. John had it before him. Dr. Barr did as well. It was part of the record. Dr. St. John said, looking at the totality of all of the passthroughs, the seven years, 9 percent, was appropriate, and the homeowners have not come in here today citing one single thing from the record that says a different period of time or a different interest rate in evidence in these proceedings is indicated. So if we're going on the record, then parking management has cited the record.

And the only other thing that $I$ would say on that, and I don't think this is indicated now, but if the homeowners are going to come in here and say that they quarrel with that number, and somehow the record isn't sufficient, which they haven't really said because they haven't cited anything in the record, but park management would ask for an opportunity to present evidence on the amortization period of rate. I don't think it's necessary, but I did previously cite legal authority that says that the Arbitrator, your Honor, has the discretion to allow additional evidence. If there's any issue with this, I don't think it is, but we would ask for the opportunity to provide that evidence, although I think
it's well supported in the record as it stands now through Dr. St. John's professional opinion.

And your Honor is entitled to rely on the professional opinion of experts and what they say and what they conclude, and that's what Dr. St. John has done. And we've provided that.

So the final matter that's been remanded to your Honor is the calculation. And what that was, was simply -- well, really two things. Number one, to the degree that these remand proceedings resulted in any different number than -- well, any different number for any of the three items remanded, then that would necessitate a recalculation of the award. It doesn't mandate that, the Board didn't mandate that; in fact, they found that substantial evidence supported Item 13 as the arbitration award stood previously, but the issue was if something changed, then obviously the calculations would need to be changed. We don't think there's any evidence presented by the homeowners that would require a change. So we have submitted Exhibit 8, or Attachment 8, to our brief, which is the schedule, and it's based upon your Honor's findings previously for the numbers, and we think that would be the -- those are the appropriate numbers.

The Board quarreled with the last arbitration
award because there wasn't a schedule attached. We provided it after the hearing, as we had done before, or after the award came out, as we had done procedurally before. I don't think there's any mystery what the numbers are, but here it is. It's available. We've submitted it and it's available for your Honor to include in the award.

ARBITRATOR: I apologize. I'm not sure what happened. I thought I'd sent the attachment -- my error. Didn't know better until today. So sorry about that. Okay. Rebuttal?

Is that --
MR. BALLANTINE: That's it. Thank you.
ARBITRATOR: Any rebuttal?
MS. HAMRICK: You know, Management -- or the owner of the park, Ken Waterhouse, he has an onsite -- we have an onsite manager, and also a management company that is responsible for managing Nomad Village Mobile Home Park. The fact that they're in Roseville, I think, makes it a problem for them to travel here to take care of certain things that $M r$. Ballantine is speaking of.

So legal fees are an ongoing expense. You can see, starting in 2008, there's a list of legal fees. But for legal fees to be considered as a reason for a rent increase -- or to be considered as a professional fee,
which isn't necessarily allowed here anyway -- it's not a reasonable argument. It's up to management. It's up to the owner of the park to figure out how to meet with the County and do all these things. Because they choose to use an attorney to do so doesn't mean the homeowners need pay for it, nor does it mean that these are not an ongoing expense because these go back for as long as you can see.

The other thing that $I$ want to mention is that when management says, "Small amounts," those small amounts multiplied by 150 residents, 12 months in a year, by however many years, they're not small amounts. All those small amounts add up.

And homeowners are -- they have a great understanding of the difference between temporary and permanent rent increases. We also understand how they're required by law to be listed on our rent statements each year. They're required to be itemized and they're required to have a beginning and an ending date. None of this has happened.

So these aren't just things that we're not aware of. And I don't believe that legal fees apply to this. They don't apply to the ordinance. They don't apply as professional fees, and they aren't just one-time things that aren't going to repeat themselves. They go on and
on, year after year.
ARBITRATOR: Okay. Mr. Ballantine?
MR. BALLANTINE: Sure. I'll comment on that, twofold.

Number one, I think the Arbitrator, your Honor, solved that, the issue regarding legal fees, in basically saying that we're going to focus solely on capital items. And as Judge Anderle found, professional fees, be them architect, be them engineers, be them legal fees, to the degree that they relate to capital expense items, are appropriately treated as the capital items. That's number one.

Secondly, the homeowners ignore the fact that they can't have it both ways. This is a rent control park. This means that park management can't in other -like a business in another context would do is they'd look at what their expenses are and they'd set their prices in accordance with what's their expenses. The park owners can't do that. The park owner has to work within the rent control parameters. They have to be subjected to these proceedings.

Dr. St. John talked about this issue, permanent versus a temporary rent increase. If you deem something like an expense for legal fees or other professional fees to be -- if you don't treat them as a temporary, the
basis for a temporary increase, then you treat it as a basis for a permanent rent increase.

Dr. St. John submitted an MNOI analysis that would be a justification for a rent increase. And he just testified to that at the hearing and he presented his analysis as -- I think it was Exhibit E. And what that shows is he compares the expenses, the ongoing operating expenses of the park, to justify a rent increase, and he didn't include the legal fees because it was treated as a temporary rent increase. If it wasn't treated as a temporary rent increase, as Dr. St. John testified, then it would have been treated as a permanent rent increase. And he put it in his MNOI analysis. What it essentially would have done is shown that the park owner would have been entitled to a significant permanent rent increase that would never go away.

So the argument that legal fees is something that we just take out of the equation because the park owner incurred them, "Too bad, we can't get them to ongoing," or something like that, that misses the point. The park owner can present those as a basis for a rent increase. The park owner did. Dr. Barr actually agreed with the methodology as a temporary methodology, a temporary rent increase, and that's what we did. So it was well supported by the record.

ARBITRATOR: Thank you. Let's go off the record for a second.
(Discussion held off the record.) ARBITRATOR: On the record.

So I talked to the court reporter and I have asked that she provide me with a draft, not the final transcript, to allow me to move this thing along in quick order. And for that, I'm going keep this proceeding open and try to get that done as quickly as I can. Okay?

Are there any questions in that regard?
MR. BALLANTINE: None in that regard.
I was going to make two comments, kind of
procedural comments, if this would help. I would be glad to submit our closing brief -- or our actually opening brief -- whatever the brief that we filed, the pre-hearing arbitration brief before this hearing filed last week -- in a Word format in case you want to use any of the content of that. I'd be glad to email that to everyone.

And secondly, I would be glad to also submit the final attachment. I think I sent everything in one PDF file. I'd be glad to submit the attachment, the rent schedule that we're kind of talking about, in either a PDF or an Excel format if that would be helpful to have the separate document.

ARBITRATOR: Well, I appreciate that. I
actually have one. Somehow didn't get to it yet. So I
have the format already.
MR. BALLANTINE: Okay.
ARBITRATOR: And -- okay.
So I do want to make a note that we did receive those two briefs and they will be part of the record. So there's no need for a closing brief?

MR. BALLANTINE: I don't think so.
ARBITRATOR: I don't think so either. With
that, is there anything else before we suspend the
hearing?
MR. BALLANTINE: Would you like me to send our brief in Word format? Would that be helpful?

ARBITRATOR: No, I'm fine. Appreciate that.
Anything else?
MS. HAMRICK: (Nods no.)
ARBITRATOR: Okay. Thank you. Off the record.
(Hearing suspended at 10:30 a.m.)

## REPORTER'S CERTIFICATE

STATE OF CALIFORNIA )
COUNTY OF SANTA BARBARA ) ss.

I, Elizabeth A. Mooy, CSR NO. 11281, a Certified Shorthand Reporter in and for the County of Santa Barbara, the State of California, do hereby certify:

That said hearing was taken down by me in shorthand at the time and place therein named, and thereafter reduced to typewriting by computer-aided transcription under my direction.

I further certify that $I$ am not interested in the event of the action.

WITNESS my hand this ___ day of $\qquad$ 2017.

Certified Shorthand Reporter in and for the County of Santa Barbara, State of California

In Re: NOMAD VILLAGE MOBILE HOME PARK

|  | ```allowances (1) 6:8 allowed (3)``` | $\begin{gathered} \text { 10,15,18 } \\ \text { Arbitrator's (5) } \\ 5: 9 ; 6: 24 ; 11: 13 \end{gathered}$ | $\begin{aligned} & 3: 15,16 ; 7: 4,5 ; \\ & 18: 13,21 ; 20: 2,3 \\ & 22: 11 ; 23: 4,9,13 \end{aligned}$ | $\begin{gathered} 13: 21,22 \\ \text { came (1) } \\ 18: 3 \end{gathered}$ |
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|  |  |  |  |  |
| \$2.68 (1) | $\begin{aligned} & \text { 4:22;7:3;19:1 } \\ & \text { allows (2) } \end{aligned}$ | $13: 3,5$ | $\begin{aligned} & \text { Barbara (6) } \\ & 3: 1 ; 4: 3,11,14,18 ; \\ & 6: 25 \end{aligned}$ | can (7) |
| 11:22 |  | architect (2) |  | 10:15,16,16;18:22; |
| \$25,000 (2) | $\begin{aligned} & \text { 4:15;6:15 } \\ & \text { along (1) } \end{aligned}$ | $\begin{gathered} \text { 10:9;20:9 } \\ \text { architect's (1) } \end{gathered}$ | $6: 25$ | capital (29) |
| 9:8;10:4 |  |  | Barr (12) |  |
| \$4.29 (1) | $\begin{aligned} & 22: 7 \\ & \text { although (1) } \end{aligned}$ | 11:23 <br> architecture (2) | $\begin{aligned} & 8: 8,9,10 ; 12: 17 \\ & 13: 10,11,15,18 \end{aligned}$ | $\begin{aligned} & 4: 16,16,24 ; 5: 6,8 \\ & 10,11,16,20,23,23 \end{aligned}$ |
| 11:23 |  |  |  |  |
| \$40,000 (1) | $\begin{gathered} 16: 25 \\ \text { always (1) } \end{gathered}$ | 10:13;15:9 | Barr's (1) | $10: 1,11,14,15 ; 12: 9,9$ |
| \$50,000 (4) | $\begin{aligned} & 14: 5 \\ & \text { amortization (11) } \end{aligned}$ | 13:15 <br> arguing (1) | $\begin{gathered} 13: 7 \\ \text { base (2) } \end{gathered}$ | $\begin{aligned} & 13: 22 ; 14: 5 ; 20: 7,10, \\ & 11 \end{aligned}$ |
| 9:6,11:7,8,9 $\mathbf{\$ 6 2 , 0 0 0}$ | amortization (11) | $\underset{12: 3}{\operatorname{arguing}(1)}$ | $\begin{aligned} & \text { base (2) } \\ & 13: 17 ; 14: \end{aligned}$ | 11 capital's (1) |
| $15: 23$ | $\begin{aligned} & 11: 25 ; 14: 9,14 ; 15: 16, \\ & 21 ; 16: 20 \\ & \text { amortize (3) } \end{aligned}$ | $\begin{aligned} & \operatorname{argument}(\mathbf{4}) \\ & 3: 20 ; 12: 5 ; 19: 2 ; \\ & 21: 17 \end{aligned}$ | Based (4) | 15:22 |
|  |  |  | 5:3,9;11:15;17:21 | care (1) |
| A |  |  | basically (3) | 18:20 |
|  | 2:22 | aspects (2) $14: 22 ; 15: 21$ | 12:21;14:19;20:6 basis (5) | case (4) |
| abandoned (2) | amortized (1) | $14: 22 ; 15: 2$ | basis (5) <br> 9.5.13. | $8: 14 ; 10: 12 ; 12: 23 ;$ $22 \cdot 17$ |
| 6:2,4 | amortizin | asset $6: 9$ | $\begin{aligned} & 9: 5 ; 13: 2 . \\ & 21 \end{aligned}$ | categories (1) |
| 5:9 | 8:25 | assorted (1) | beginning (1) | 4:17 |
| accept (1) | amount (1) | 6:9 | 19:19 | certain (1) |
| 6:19 | 6:18 | attached (2) | behalf (1) | 18:21 |
| accepted (1) | amounts (4) | 7:7;18:1 | 3:16 | certainly (2) |
| 5:13 | 19:10,11,12,13 | Attachment (4) | Better (2) | 10:7,12 |
| accordance (1) | analysis (3) | 17:20;18:9;22:21, | 3:24;18:10 | change (1) |
| 20:18 | 21:3,6,13 | 22 | beyond (1) | 17:20 |
| accounting (1) | Anderle (7) | attempt (1) | 7:17 | changed (2) |
| 5:13 | 10:12;12:6;13:2 | 4:21 | Biersmith ( | 17:17,18 |
| acknowledges (1) | 15;14:11,19;20:8 | attention | 3:7 bird's-eye | Chapter (1) |
| 13:19 | Anderle's (2) | $\begin{gathered} \text { 13:3,6 } \\ \text { attorney (1) } \end{gathered}$ | $\begin{aligned} & \text { bird's-eye (1 } \\ & 9: 22 \end{aligned}$ | $\begin{gathered} 4: 19 \\ \text { choose (1) } \end{gathered}$ |
| actual (2) $5: 1 ; 10: 3$ | 5:13;13:6 apiece (1) | $\begin{array}{\|c} \text { attorney (1) } \\ 19: 5 \end{array}$ | Board (4) | $\begin{array}{\|c} \text { choose (1) } \\ 19: 4 \end{array}$ |
| actually (4) | 3:20 | attorney's (1) | 7:19,23;17:14,25 | cite (1) |
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