

10/04/2012

THE CITY OF OAKLAND

Sales Tax Audit  
Work Authorization No. 43

The businesses listed on Attachment A located in the City of Oakland have been identified as having the potential for generating additional sales tax revenue to the City of Oakland. Contractor is hereby authorized to contact the given businesses and the State Board of Equalization to verify the accuracy of the current reporting methodology and obtain the necessary documentation for the Board of Equalization, to modify allocation formulas, and to return previous misallocated revenue that may be due to the City.

Contractor's compensation shall be 15% of the new sales and/or use tax revenue received by the City as a result of audit and recovery work performed by Contractor, as set forth in the Agreement between Contractor and the City.

THE CITY OF OAKLAND

By: \_\_\_\_\_

Date \_\_\_\_\_

HINDERLITER, DE LLAMAS AND ASSOCIATES

By:  \_\_\_\_\_

Date 10/04/2012

**THE CITY OF OAKLAND  
SALES TAX AUDIT**

Work Authorization No. 43

Date 10/04/2012

---

General Sould Electronic Equip  
5401 Coliseum Way

---

Quivx  
449 15th St Ste 102

---

Terra Firma Gallery  
41 Tunnel Rd

---

Waco Chemicals  
9840 Kitty Lane

---

Xerox  
475 14th St

---

01/03/2014

THE CITY OF OAKLAND

Sales Tax Audit  
Work Authorization No. 50

The businesses listed on Attachment A located in the City of Oakland have been identified as having the potential for generating additional sales tax revenue to the City of Oakland. Contractor is hereby authorized to contact the given businesses and the State Board of Equalization to verify the accuracy of the current reporting methodology and obtain the necessary documentation for the Board of Equalization, to modify allocation formulas, and to return previous misallocated revenue that may be due to the City.

Contractor's compensation shall be 15% of the new sales and/or use tax revenue received by the City as a result of audit and recovery work performed by Contractor, as set forth in the Agreement between Contractor and the City.

THE CITY OF OAKLAND

By: \_\_\_\_\_

Date \_\_\_\_\_

HINDERLITER, DE LLAMAS AND ASSOCIATES

By:  \_\_\_\_\_

Date 01/03/2014 \_\_\_\_\_

**THE CITY OF OAKLAND  
SALES TAX AUDIT**

Work Authorization No. 50

Date 01/03/2014

---

Abaynesh T Baye  
1309 Macarthur Blvd

---

Chandra Cerrito Contemporary  
480 23rd St

---

Daisy's  
2017 Mountain Blvd

---

Eagle Auto Glass  
8515 San Leandro St

---

Himalayan Wonders  
4212 Piedmont Ave

---

Levan Group  
1908 Poplar St

---

Metro Montclair  
2058 Mountain Blvd

---

## McPherson, David

---

**From:** Lloyd deLlamas <LdeLlamas@hdlcompanies.com>  
**Sent:** Friday, July 12, 2013 11:09 AM  
**To:** McPherson, David  
**Subject:** RE: [REDACTED]

Everything to going to [REDACTED]. Roughly [REDACTED] per quarter. Once again, the tax will probably go to where the [REDACTED]

Lloyd de Llamas | HdL Companies  
www.hdlcompanies.com | 909.861.4335  
Delivering Revenue, Insight and Efficiency



---

**From:** McPherson, David [<mailto:DMcPherson@oaklandnet.com>]  
**Sent:** Wednesday, July 10, 2013 1:29 PM  
**To:** Lloyd deLlamas  
**Subject:** [REDACTED]

Hi Lloyd,

I was able to get the permit number from [REDACTED] representative. The sellers permit number is [REDACTED]. Let me know what you come up with. I will be doing some research as well.

## McPherson, David

---

**From:** Lloyd deLlamas <LdeLlamas@hdlcompanies.com>  
**Sent:** Wednesday, October 02, 2013 10:52 AM  
**To:** McPherson, David  
**Subject:** RE: CMRTA Presentation  
**Attachments:** Pres CMRTA - Oct 2013 handout.pdf

Actually, I sent it to him several weeks ago but here it is again. Can I pre-send the power point it self so that it can be downloaded and ready to go or should I just bring a flashdrive?

Lloyd de Llamas | HdL Companies  
www.hdlcompanies.com | 909.861.4335  
Delivering Revenue, Insight and Efficiency



---

**From:** McPherson, David [<mailto:DMcPherson@oaklandnet.com>]  
**Sent:** Wednesday, October 02, 2013 8:02 AM  
**To:** Lloyd deLlamas  
**Subject:** CMRTA Presentation

Hi Lloyd,

Chuck asked me to see if you can send me a soft copy of your CMRTA presentation. He has not received it yet and we are going to print tomorrow. He is having problems with receiving emails with big files so please send it to me.

## McPherson, David

---

**From:** Lloyd deLlamas <LdeLlamas@hdlcompanies.com>  
**Sent:** Wednesday, October 02, 2013 10:55 AM  
**To:** McPherson, David  
**Subject:** FW: 2013 CMRTA Annual Conference Speaker Confirmation and Information:  
**Attachments:** Pres CMRTA - Oct 2013 handout.pdf; Lloyd - profile.docx; Lloyd057\_square.jpg

Here is the other stuff that he had asked for.

Lloyd de Llamas | HdL Companies  
www.hdlcompanies.com | 909.861.4335  
Delivering Revenue, Insight and Efficiency



---

**From:** Lloyd deLlamas  
**Sent:** Monday, September 09, 2013 5:12 PM  
**To:** 'Maurer, Chuck'  
**Subject:** RE: 2013 CMRTA Annual Conference Speaker Confirmation and Information:

Here you go Chuck.

Lloyd de Llamas | HdL Companies  
www.hdlcompanies.com | 909.861.4335  
Delivering Revenue, Insight and Efficiency



---

**From:** Maurer, Chuck [<mailto:CMaurer@oaklandnet.com>]  
**Sent:** Tuesday, August 27, 2013 10:47 AM  
**To:** Lloyd deLlamas  
**Subject:** 2013 CMRTA Annual Conference Speaker Confirmation and Information:

Dear Mr. DeLlamas,

First off thank you so much for agreeing to speak at the CMRTA's 45<sup>th</sup> Annual conference this year. Please send a short bio (1-2 paragraphs) and photo (passport size) for our speaker line up list. A portion of the bio will be used by the class moderator as an introduction as well.

We would like to include a hard copy of your presentation in our binder, so if you could send an electronic copy to me at [chuck.maurer@me.com](mailto:chuck.maurer@me.com) no later than September 15<sup>th</sup> to ensure sufficient time for printing.

**When:**  
**Date/Time:** Wednesday October 9, 2013 1:30-2:30 PM  
**Class Description:** The Future of Sales Tax Revenue

*Please arrive fifteen (15) minutes before the scheduled time and check in at the CMRTA registration table. If you have a presentation on a thumb drive a technician will load it up on the classroom laptop prior to the class.*

**Location:**  
Hilton Orange County/Costa Mesa  
3050 Bristol Street

Costa Mesa, CA 92626

(714) 540-7000.

CMRTA registration table and classes are located on Banquet Level II.

**Parking:**

Park in the self-service lot and bring your ticket with you. Once you are ready to leave bring the ticket to the CMRTA registration desk where it will be validated.

**Rooms:**

Rooms are set up with a wired microphone, laptop, screen and projector. If there's additional equipment needed, please contact me.

**Filming:**

The CMRTA films classes which will be used ONLY by CMRTA members. If you don't want your presentation to be filmed, let me know.

**Contact:**

(510) 238-7472 Office

[cmaurer@oaklandnet.com](mailto:cmaurer@oaklandnet.com)

(510) 435-9245 Cell # (Conference Week)

[chuck.maurer@me.com](mailto:chuck.maurer@me.com) (Conference Week)

Sincerely,

Chuck Maurer

Conference Coordinator



## McPherson, David

---

**From:** Lloyd deLlamas <LdeLlamas@hdlcompanies.com>  
**Sent:** Saturday, October 29, 2011 4:37 PM  
**To:** McPherson, David  
**Subject:** RE: Oakland Budget Numbers

thanks. Will do so when I get back in the office. It sounded a little cold for something to not be right.

---

**From:** McPherson, David [DMcPherson@oaklandnet.com]  
**Sent:** Saturday, October 29, 2011 2:09 PM  
**To:** Lloyd deLlamas  
**Subject:** RE: Oakland Budget Numbers

Lloyd,

Sorry to hear that you got a ticket and yes the Parking Control Technician is correct once it is in the program they can not cancel it. This is done in order to eliminate any form of fraud or favoritism. However, if what you are stating is true the PCT should have provided you there Supervisors business card and instructed you to contact them to address your situation. If you still have the parking receipt and the parking citation please send me a scanned copy of it and I will see what I can do to have it dismissed.

David McPherson  
Revenue & Tax Administrator  
City of Oakland  
Revenue Division  
Office 510-238-6650  
Fax 510-238-7730

---

**From:** Lloyd deLlamas [mailto:LdeLlamas@hdlcompanies.com]  
**Sent:** Friday, October 28, 2011 10:53 PM  
**To:** McPherson, David  
**Subject:** RE: Oakland Budget Numbers

Hi David:

That number may be a little aggressive. However, Brice's estimate of \$[REDACTED] did not take into account the three new auto dealers, [REDACTED] or any pending audit recoveries so Oakland should get closer to your new projection than his. Suggest you wait for our mid-year projection before doing any more with it. The various industry analysts all seem to be tied up in knots right now and we find ourselves being more optimistic than they are. We should have better information on where things are heading by the end of December and will also factor in the new developments. Will be back in the office on Tuesday if you want to discuss some more.

Incidentally, on a personal note, I got a \$58 parking ticket after I got out of my meeting with the County folks. Happened to walk up while the officer was preparing the ticket. Evidently, the receipt flipped over when i rushed out of the car to the meeting. The officer agreed that the receipt showed that there was adequate time left but said that she couldn't correct it because she had just pressed the send button and I would have to take it to court if I wanted to contest it.

Is that the procedure, a glitch in your system or was she being just plain lazy? Just curious. I can see why she would write a ticket when the receipt is flipped over, but would think that she would have flexibility to correct it when presented with the receipt right side up at the time.

## McPherson, David

---

**From:** Lloyd deLlamas <LdeLlamas@hdlcompanies.com>  
**Sent:** Friday, October 28, 2011 10:53 PM  
**To:** McPherson, David  
**Subject:** RE: Oakland Budget Numbers

Hi David:

That number may be a little aggressive. However, Brice's estimate of [REDACTED] did not take into account the three new auto dealers, [REDACTED] or any pending audit recoveries so Oakland should get closer to your new projection than his. Suggest you wait for our mid-year projection before doing any more with it. The various industry analysts all seem to be tied up in knots right now and we find ourselves being more optimistic than they are. We should have better information on where things are heading by the end of December and will also factor in the new developments. Will be back in the office on Tuesday if you want to discuss some more.

Incidentally, on a personal note, I got a \$58 parking ticket after I got out of my meeting with the County folks. Happened to walk up while the officer was preparing the ticket. Evidently, the receipt flipped over when I rushed out of the car to the meeting. The officer agreed that the receipt showed that there was adequate time left but said that she couldn't correct it because she had just pressed the send button and I would have to take it to court if I wanted to contest it.

Is that the procedure, a glitch in your system or was she being just plain lazy? Just curious. I can see why she would write a ticket when the receipt is flipped over, but would think that she would have flexibility to correct it when presented with the receipt right side up at the time.

: Thursday, October 27, 2011 8:01 PM  
**To:** Lloyd deLlamas  
**Subject:** Oakland Budget Numbers

Hi Lloyd,

It was nice seeing you today and chatting about the various challenges we are facing these days. As I mentioned to you we have a new adjusted budget from what we last provided you. The FY11-12 budget for Sales tax is [REDACTED]. Can you tell me if we are being optimistic especially with the new information we received today. Anything that you can give us would be much appreciated. I still have my note to call Matt and I will do that hopefully tomorrow.

David McPherson  
Revenue & Tax Administrator  
City of Oakland  
Revenue Division  
Office 510-238-6650  
Fax 510-238-7730

## McPherson, David

---

**From:** Lloyd deLlamas <LdeLlamas@hdlcompanies.com>  
**Sent:** Tuesday, November 01, 2011 8:54 AM  
**To:** McPherson, David  
**Subject:** RE: Oakland Budget Numbers  
**Attachments:** Prop 172 - Oakland.pdf

Here is our latest Proposition 172 breakdown. As you know, the half-cent sales tax is collected by the BOE and apportioned to each county based on its proportionate share of statewide taxable sales in the previous calendar year. The County then distributes a share to those cities that had lost property tax revenues in the ERAF shift of 1992. Cities that were not incorporated back then or had not lost property tax revenues do not receive a share of the Proposition 172 revenues. Regardless, the Counties lost the most money to ERAF and therefore receive the largest share.

Turns out that the state has a convoluted way of tracking cash flow and distributing these monies that does not match local government accounting which is why everyone has a difficult projecting these revenues. Basically, we factor for the differences, apply our methodology to projecting statewide sales tax revenues, quarterly update where the latest data indicates that each county's percentage share will end up and then apply the percentage share to the county's cities.

It isn't perfect and the State seems to find new ways to screw up the calculations which requires us to continuously fine tune the formula but so far, the attached has turned out to be as accurate as anyone has been able to get. As with your one-cent revenues, the table will be updated for mid-year next quarter.

*Lloyd de Llamas*

HdL Companies  
1340 Valley Vista Drive, #200  
Diamond Bar, California 91765  
(909) 861-4335, ext. 305  
(888) 861-0220

---

**From:** McPherson, David [<mailto:DMcPherson@oaklandnet.com>]  
**Sent:** Monday, October 31, 2011 7:02 PM  
**To:** Lloyd deLlamas  
**Subject:** RE: Oakland Budget Numbers

That is what I thought for the agreements. Where can I find the breakdown for the 172 I did not see it on the information you handed out.

David McPherson  
Revenue & Tax Administrator  
City of Oakland  
Revenue Division  
Office 510-238-6650  
Fax 510-238-7730

---

**From:** Lloyd deLlamas [<mailto:LdeLlamas@hdlcompanies.com>]  
**Sent:** Monday, October 31, 2011 6:59 PM  
**To:** McPherson, David  
**Subject:** RE: Oakland Budget Numbers

Hi David:

As the City does not keep us informed or up to date on all of the City's sharing tax agreements, the projections are simply what we expect the one cent tax to generate. The City needs to factor out whatever they pay to other parties once the revenue is received. We provide a separate projection for the proposition 172 revenues.

---

**From:** McPherson, David [DMcPherson@oaklandnet.com]

**Sent:** Monday, October 31, 2011 11:07 AM

**To:** Lloyd deLlamas

**Subject:** Oakland Budget Numbers

Lloyd can you answer the question below?

David McPherson  
Revenue & Tax Administrator  
City of Oakland  
Revenue Division  
Office 510-238-6650  
Fax 510-238-7730

---

**From:** Landreth, Sabrina

**Sent:** Saturday, October 29, 2011 9:50 PM

**To:** McPherson, David; Chen, Herman

**Subject:** RE: Oakland Budget Numbers

Does HDL include Prop 172 and Emeryville in their projections?

---