

1 KAMALA D. HARRIS  
Attorney General of California  
2 ALFREDO TERRAZAS  
Senior Assistant Attorney General  
3 KAREN B. CHAPPELLE  
Supervising Deputy Attorney General  
4 GEOFFREY WARD  
Deputy Attorney General  
5 State Bar No. 246437  
NANCY A. KAISER  
6 Deputy Attorney General  
State Bar No. 192083  
7 300 South Spring Street, Suite 1702  
Los Angeles, CA 90013  
8 Telephone: (213) 897-5794  
Fax: (213) 897-2804  
9 E-mail: Nancy.Kaiser@doj.ca.gov  
*Attorneys for Complainant*  
10 *Cemetery and Funeral Bureau (Funeral)*  
*Department of Consumer Affairs*  
11

12 **SUPERIOR COURT OF THE STATE OF CALIFORNIA**  
13 **FOR THE COUNTY OF LOS ANGELES**

14 **CEMETERY AND FUNERAL BUREAU,**  
15 **DEPARTMENT OF CONSUMER AFFAIRS,**  
16 **Plaintiff,**

17 v.

18 **CALIFORNIA MASTER TRUST, a trust;**  
**FUNERAL DIRECTORS SERVICE**  
19 **CORPORATION, a California corporation;**  
20 **THE CALIFORNIA FUNERAL DIRECTORS**  
**ASSOCIATION, a California corporation;**  
21 **COMERICA BANK, a national bank;**  
22 **MECHANICS BANK, a California corporation;**  
**ASSOCIATION RESOURCE CENTER, a**  
23 **California corporation;**  
**DAMORE, HAMRIC & SCHNEIDER, INC.,**  
24 **CERTIFIED PUBLIC ACCOUNTANTS, a**  
**California corporation;**  
25 **BURNETT AND COMPANY, LLP, a California**  
**CPA partnership; JAMES E. DRAPER,**  
26 **individually and as a director of FDSC;**  
27 **MARK E. KUHN, individually and as an**  
**officer and director of FDSC; LESLIE D.**  
28 **PETERS, individually and as a director of**  
**FDSC; GEORGE F. PRATHER, individually**

Case No.

**COMPLAINT FOR INJUNCTIVE  
RELIEF, RESTITUTION, AND OTHER  
EQUITABLE REMEDIES**

**[Exempt from Filing Fees pursuant to  
Government Code Section 6103]**

**DATE ACTION FILED:**

**TRIAL DATE: None set**

Date:  
Time:  
Dept:  
Judge:  
Trial Date:  
Action Filed:

1 and as a director of FDSC; WARREN BRUSIE,  
2 INC. D.B.A. BRUSIE FUNERAL HOME, a  
3 California corporation (Funeral  
4 Establishment License Number FD 371);  
5 FAIRHAVEN MEMORIAL PARK, INC. D.B.A.  
6 FAIRHAVEN MEMORIAL PARK & MORTUARY,  
7 a California corporation (Funeral  
8 Establishment License Number FD 1313);  
9 HAYWARD MORTUARY, INC., D.B.A. HOLY  
10 ANGELS FUNERAL & CREMATION CENTER, a  
11 California corporation (Funeral  
12 Establishment License Number FD 1456);  
13 MARK E. KUHN D.B.A. HILLVIEW FUNERAL  
14 CHAPELS, a sole proprietorship (Funeral  
15 Establishment License Number FD 527);  
16 WELCH-RYCE-HAIDER FUNERAL CHAPELS, a  
17 general partnership (Funeral Establishment  
18 License Number FD 303); and DOES 1  
19 THROUGH 1000, inclusive,

20  
21  
22  
23  
24  
25  
26  
27  
28  
**Defendants.**

**TABLE OF CONTENTS**

1				<b>Page</b>
2				
3	Authority/Purpose.....			1
4	Jurisdiction and Venue.....			1
5	Defendants.....			2
6	Introduction .....			7
7	References .....			11
8	Statutes Governing Preneed Funeral Arrangements (Short Act) .....			11
9	Regulations Governing Preneed Funeral Arrangements .....			14
10	First Cause of Action .....			17
11	(Violation of Bus. & Prof. Code, § 7736)			
12	(Unlawful Control of Preneed Funeral Trust)			
13	(Against Defendants CFDA, FDSC, COMERICA BANK			
14	MECHANICS BANK, TRUST, KUHN, and DOES 1 through 1000)			
15	Second Cause of Action.....			22
16	(Violation of Bus. & Prof. Code, § 7735 and Cal. Code Regs., tit. 16, § 1265)			
17	(Unauthorized Payments of Administrative fees)			
18	(Against Defendants CFDA, FDSC, MECHANICS BANK, COMERICA BANK,			
19	ARC, KUHN, HILLVIEW 527, DRAPER, PETERS, PRATHER,			
20	DAMORE, BURNETT, And DOES 1 through 1000)			
21	Third Cause of Action.....			28
22	(Violation of Bus. & Prof. Code, § 7735 and Cal. Code Regs., tit. 16, § 1265)			
23	(Illegal Kickbacks)			
24	(Against Defendants CFDA, FDSC, COMERICA BANK, MECHANICS BANK,			
25	TRUST, KUHN, HILLVIEW FD 527, BRUSIE FD 371, FAIRHAVEN FD 1313,			
26	HAYWARD FD 1456, and WELCH FD 303, and DOES 1 through 1000)			
27	Fourth Cause of Action.....			33
28	(Violation of Bus. & Prof. Code, § 7735)			
29	(Improper Payments for Non-Trust Related Expenses)			
30	(Against Defendants CFDA, FDSC, COMERICA BANK			
31	MECHANICS BANK, TRUST, KUHN, and DOES 1 through 1000)			
32	Fifth Cause of Action.....			36
33	(Violation of Bus. & Prof. Code, § 7737)			
34	(Failure to Deliver Trust Corpus and Accumulated Income)			
35	(Against Defendants CFDA, FDSC, COMERICA BANK, MECHANICS BANK,			
36	TRUST, KUHN, and DOES 1 through 1000)			
37	Sixth Cause of Action .....			37
38	(Violation of Cal. Code Regs., tit. 16, § 1274)			
39	(Unlawfully Retaining Funds Owed to Trustor after Funeral Establishment			
40	Not Able to Perform Contracted Funeral Services)			
41	(Against defendants CFDA, FDSC, TRUST, COMERICA BANK,			
42	MECHANICS BANK, KUHN, and DOES 1 through 1000)			

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24  
25  
26  
27  
28

**TABLE OF CONTENTS**

(continued)

**Page**

Seventh Cause of Action..... 40  
(Cal. Code Regs., tit. 16, § 1264)  
(Failure to Timely Return Funds Owed to Trustors upon Trust Revocation)  
(Against Defendants CFDA, FDSC, TRUST, COMERICA BANK,  
MECHANICS BANK, KUHN, and DOES 1 through 1000)

Eighth Cause of Action..... 41  
(Cal. Code Regs., tit. 16, § 1263)  
(Failure to Properly Invest Trust Funds)  
(Against Defendants FDSC, CFDA, TRUST, COMERICA BANK,  
MECHANICS BANK, KUHN, and DOES 1 through 1000)

Ninth Cause of Action ..... 45  
(Violation of Cal. Code Regs., tit. 16, § 1267)  
(Unlawfully Maintained Financial Records Out-of-state)  
(Against defendants CFDA, FDSC, TRUST, COMERICA BANK,  
KUHN, and DOES 1 through 1000)

Tenth Cause of Action ..... 46  
(Violation of Cal. Code Regs., tit. 16, § 1267)  
(Unlawfully Withheld Trust Records from the Bureau)  
(Against defendants CFDA, FDSC, COMERICA BANK,  
MECHANICS BANK, TRUST, KUHN, and DOES 1 through 1000)

Prayer for Relief ..... 48

**TABLE OF AUTHORITIES**

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24  
25  
26  
27  
28

**Page**

**CASES**

*American Funeral Concepts v. Bd. of Funeral Directors and Embalmers*  
(1982) 136 Cal.App.3d 303 ..... 29

*Crocker-Citizens Nat'l Bank v. Younger*  
(1971) 4 Cal. 3d 202 ..... 35

*Moeller v. Superior Court*  
(1997) 16 Cal. 4th 1124 ..... 20

*Mount Vernon Memorial Park v. Board of Funeral Directors and Embalmers*  
(1978) 79 Cal.App.3d 874 ..... 1

*Silver v. United States Postal Service*  
(9th Cir. 1991) 951 F.2d 1033 ..... 19

**STATUTES**

California Business and Professions Code

§ 125 ..... 50-51

§ 125.5, subd. (a) ..... 1

§ 125.5, subd. (b) ..... 2

§ 125.5, subd. (c) ..... 2

§ 7685 ..... 15

§ 7685.2 ..... 15

§ 7735 ..... 1, 9, 11, 13, 22-23, 28-31, 33-34, 48

§ 7735, ch. 12, div. 3, art. 9 ..... 14-16

§ 7736 ..... 9, 12, 17-18, 20-21, 48

§ 7737 ..... 9, 12, 19-20, 29, 36-37, 48-49

§ 7737.3 ..... 13, 25, 27

§ 7737.5 ..... 13, 43-44

§ 7737.7 ..... 13, 43-44

§ 7740 ..... 1, 13

California Code of Civil Procedure

§ 395.5 ..... 2

§ 995.220 ..... 1

§ 1500 *et seq.* ..... 51

**TABLE OF AUTHORITIES**  
**(continued)**

	<b><u>Page</u></b>
1	
2	
3	California Financial Code
4	§ 1001 <i>et seq.</i> ..... 43
5	California Government Code
6	§ 11180 <i>et seq.</i> ..... 10
7	California Probate Code
8	§ 15000 ..... 20
9	§ 15001 ..... 14, 20, 43
10	§ 16002 ..... 50
11	§ 16002, subd. (a) ..... 20, 35
12	§ 16004, subd. (a) ..... 35
13	§ 16006 ..... 20, 35
14	§ 16012 ..... 20
15	§ 16047 ..... 19, 44
16	§ 16049 ..... 19
17	§ 16045 ..... 44
18	§ 16220 ..... 19
19	§ 16246 ..... 19
20	§ 16247 ..... 19
21	§ 17200 ..... 21
22	California Revenue and Taxation Code
23	§ 17760.5 ..... 12
24	California Welfare and Institutions Code
25	§ 1000, div. 9 ..... 13
26	§ 11158 ..... 13
27	§ 11158, subd. (a) ..... 13
28	§ 12152 ..... 13
	§ 12152, subd. (e) ..... 13
	United States Internal Revenue Code
	§ 162(c)(2) ..... 29

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24  
25  
26  
27  
28

**TABLE OF AUTHORITIES**  
**(continued)**

**Page**

**OTHER AUTHORITIES**

California Code of Regulations, Title 16,

§ 1261 .....	1
§ 1263.....	14-15, 41, 44
§ 1263 subd. (a) .....	15, 43
§ 1263 subd. (a)(5).....	44
§ 1264.....	9, 40, 49
§ 1265.....	14-15, 22, 28-31, 33-35
§ 1267.....	9, 14, 26, 45-46, 49
§ 1267, subd. (d) and (f).....	47
§ 1269.....	16, 26, 27, 47
§ 1274.....	9, 16, 37-39, 49
§ 1275.....	16, 40
§ 1277.....	1
§7600.....	50-51
Division 12 .....	1, 50, 51

Restatement 2nd of Trusts,

§ 175.....	20
------------	----

1 THE CEMETERY AND FUNERAL BUREAU, DEPARTMENT OF CONSUMER  
2 AFFAIRS, is informed and believes and thereupon alleges as follows:

3 **AUTHORITY/PURPOSE**

4 1. Plaintiff, the Cemetery and Funeral Bureau (Bureau), is a state agency of legislative  
5 origin, within the Department of Consumer Affairs, State of California, and under the supervision  
6 and control of the Director of Consumer Affairs (the Director). It is charged with administering  
7 and enforcing the laws and regulations relating to, inter alia, the funeral business as set forth in  
8 Chapter 12 of Division 3 of the Business and Professions Code, known and cited as the Funeral  
9 Directors and Embalmers Law, and in Division 12 of Title 16 of the California Code of  
10 Regulations.

11 2. The Bureau is expressly charged by the Legislature with regulating preneed funeral  
12 arrangements for consumer protection. Business and Professions Code Section 7735 *et seq.*  
13 govern “preneed funeral arrangements.”<sup>1</sup> (These statutes will collectively be referred to in this  
14 Complaint as the Short Act.)<sup>2</sup> Business and Professions Code Section 7740 grants the Bureau  
15 the power to enforce preneed funeral arrangement laws and to adopt implementing rules and  
16 regulations. The Short Act’s implementing regulations are set forth in California Code of  
17 Regulations, Title 16, Section 1261 *et seq.*

18 **JURISDICTION AND VENUE**

19 3. Business and Professions Code Section 125.5, subdivision (a), authorizes Plaintiff to  
20 petition with the approval of the Director, without the requirement of an undertaking,<sup>3</sup> for  
21 issuance of an injunction or other appropriate order restraining the conduct at issue against any  
22

23 \_\_\_\_\_  
24 <sup>1</sup> “‘Preneed arrangement,’ ‘preneed agreement’ or ‘preneed’ is written instruction  
25 regarding goods or services or both goods and services for final disposition of human remains  
when the goods or services are not provided until the time of death, and may be either unfunded  
or paid for in advance of need.” (Cal. Code Regs., tit. 16, § 1277.)

26 <sup>2</sup> *See Mount Vernon Memorial Park v. Board of Funeral Directors and Embalmers* (1978)  
79 Cal.App.3d 874, 879 (“In 1965, the Legislature enacted what is commonly termed the ‘Short  
27 Act,’ which added certain provisions to the Business and Professions Code and thereby placed  
restrictions upon preneed funeral contract.”)

28 <sup>3</sup> Code Civ. Proc., § 995.220 (undertaking not required of public entity or officer).



1 person who has engaged in or who is about to engage in any act which constitutes a violation of  
2 the Funeral Directors and Embalmers Law.

3 4. Business and Professions Code Section 125.5, subdivision (b), authorizes Plaintiff to  
4 petition with the approval of the Director, for an order of restitution against any person who has  
5 engaged in any act which constitutes a violation of the Funeral Directors and Embalmers Law to  
6 persons injured as a result of such violation.

7 5. Business and Professions Code Section 125.5, subdivision (c), authorizes Plaintiff to  
8 petition for an order requiring persons subject to an injunction, restraining order, or restitution  
9 order to reimburse the Plaintiff for expenses incurred in its investigation relating to this petition.

10 6. Plaintiff has filed this Complaint with the approval of the Director.

11 7. Defendants at all times mentioned herein have transacted business within and  
12 throughout the State of California. The violations hereinafter described have been carried out in  
13 whole or in part within the State of California, including within Los Angeles County. The actions  
14 of defendants, individually, jointly and severally, as set out below, are in violation of the laws and  
15 public policy of the State of California.

16 8. Venue is appropriate in the Superior Court of California, County of Los Angeles  
17 under Code of Civil Procedure Section 395.5 because defendants Comerica Bank and Funeral  
18 Directors Service Corporation, which are corporations or associations, have made contracts in  
19 Los Angeles County, have contracts whose performance is due in Los Angeles County, have  
20 breached these contracts, and have violated obligations or liabilities that arose in Los Angeles  
21 County. Said defendants have contracts with multiple funeral establishments in Los Angeles  
22 County to hold millions of dollars in trust on behalf of consumers throughout the County. They  
23 have squandered a significant portion of these funds, or aided and abetted other defendants in  
24 doing so, violating their contractual obligations, the Short Act, and the Bureau's regulations.

### 25 **DEFENDANTS**

26 9. Defendant California Master Trust (TRUST) is, and at all times mentioned in this  
27 Complaint, was, a large commingled preneed funeral trust, which pools preneed funeral trusts of  
28 individual purchasers throughout California. The TRUST was created in or about 1985 by The

1 California Funeral Directors Association (CFDA). The TRUST is operated pursuant to a master  
2 trust agreement between defendant Funeral Directors Service Corporation, CFDA's wholly-  
3 owned subsidiary, and a trustee. The TRUST's current trustee is defendant Comerica Bank. The  
4 place of trust administration for the TRUST is in Santa Clara County, California.

5 10. Defendant The California Funeral Directors Association (CFDA), is, and at all times  
6 mentioned in this Complaint was, a non-profit mutual benefit corporation, incorporated under the  
7 laws of the State of California, with its principal place of business in Sacramento County,  
8 California. CFDA is an association of funeral directors and funeral establishments. CFDA is the  
9 sole shareholder of Funeral Directors Service Corporation (FDSC), a for-profit corporation. The  
10 funeral establishments that have enrolled in the TRUST program are or were members of CFDA  
11 (referred to herein as the enrolled funeral establishments).

12 11. Defendant Funeral Directors Service Corporation (FDSC), formerly known as  
13 California Funeral Funding, Inc., is, and at all times mentioned in this Complaint was, a for-profit  
14 corporation, incorporated under the laws of the State of California. FDSC's current principal place  
15 of business is in Beaverton, Oregon. FDSC is, and at all times mentioned in this Complaint was,  
16 engaged in the business of operating the TRUST on behalf of its non-profit corporate parent,  
17 CFDA. FDSC derives its income from the fees it withdraws from the TRUST. In its tax returns,  
18 FDSC refers to itself as Funeral Directors Service Corporation d.b.a. California Master Trust.  
19 FDSC is governed by its seven member board of directors. Its officers are directors. It does not  
20 have any staff. From in or about 1994 to in or about June 2003, Robert Pierce, now deceased,  
21 was the President of FDSC. From in or about July 2003 to the present, defendant Mark E. Kuhn  
22 has been the President of FDSC.

23 12. Defendant Comerica Bank (COMERICA BANK) is, and at all times mentioned in  
24 this Complaint was, a national banking association chartered or incorporated under the laws of the  
25 United States, engaged in doing business in the State of California. Plaintiff is informed and  
26 believes that Comerica Bank is a fictitious name and/or a subsidiary of Comerica Incorporated, a  
27 Delaware corporation. From February 15, 2002, to the present, COMERICA BANK has been the  
28

1 duly appointed trustee of the TRUST. The principal place of administration of the TRUST is in  
2 Santa Clara County, California.

3 13. Defendant Mechanics Bank (MECHANICS BANK) is, and at all times mentioned in  
4 this Complaint was, a corporation, incorporated under the laws of the State of California, with its  
5 principal place of business in Contra Costa County, California. From on or about September 1,  
6 1995, to February 15, 2002, MECHANICS BANK was the duly appointed trustee of the TRUST.

7 14. Defendant Association Resource Center (ARC), is, and at all times mentioned in this  
8 Complaint was, a corporation, incorporated under the laws of the State of California, with its  
9 principal place of business in Sacramento County, California. ARC provided administrative  
10 services for the TRUST from in or about 1985, to on or about January 31, 2007, pursuant to  
11 several Management Services Agreements it entered into with FDSC. ARC received substantial  
12 revenue as the TRUST's administrator.

13 15. Defendant Damore, Hamric & Schneider, Inc., Certified Public Accountants  
14 (DAMORE), is, and at all times mentioned in this Complaint was, a corporation, incorporated  
15 under the laws of the State of California, with its principal place of business in Sacramento  
16 County, California. DAMORE's shareholders are California licensed Certified Public  
17 Accountants. DAMORE provided accounting services to the TRUST and prepared the TRUST's  
18 annual audit reports for 1985 through 2000, which were submitted to the Bureau. From 2001 to  
19 2007, DAMORE provided accounting services for the TRUST.

20 16. Defendant Burnett and Company, LLP (BURNETT), is a partnership of California  
21 licensed Certified Public Accountants, with its principal place of business in Sacramento County,  
22 California. BURNETT performed the TRUST's annual audit reports for 2001 through 2005,  
23 which were submitted to the Bureau.

24 17. Defendant James E. Draper (DRAPER) is an individual. DRAPER is named as a  
25 defendant in this Complaint as an individual and in his capacity as a director of FDSC. DRAPER  
26 has a delinquent California funeral director's license (Funeral Director License Number FDR  
27 230), with an address of record with the Bureau in San Bernardino County. DRAPER has been a  
28 member of the FDSC Board of Directors from a date unknown to Plaintiff, but from no later than

1 1998 to the present. From in or about 1998 through June 2003, DRAPER was the Secretary of  
2 FDSC. From in or about July 2003 to the present, DRAPER has been the Recording Secretary of  
3 FDSC. DRAPER was the President of CFDA in 1993 and was a member of the CFDA Board of  
4 Directors.

5 18. Defendant Mark E. Kuhn (KUHN) is an individual. KUHN is named as a defendant  
6 in this Complaint as an individual and in his capacity as an officer and a director of FDSC. He is a  
7 California licensed funeral director and embalmer (Funeral Director license number FDR 980 and  
8 Embalmer License Number EMB 7084), with an address of record with the Bureau in Stanislaus  
9 County, California. KUHN has been the president of FDSC from 2003 to the present. He is also  
10 FDSC's current agent for service of process. KUHN has been a member of the FDSC Board of  
11 Directors from in or about July 2001 to the present. KUHN was a member of the FDSC Board in  
12 1998, also. KUHN was the President of CFDA in 1998 and was a member of the CFDA Board of  
13 Directors. KUHN is the owner of three California licensed funeral establishments. One of these  
14 establishments, defendant Hillview Funeral Chapels (Funeral Establishment License Number FD  
15 527), located in Stanislaus County, participated in the TRUST, as more fully described herein  
16 below. KUHN is the funeral director of Hillview Funeral Chapels.

17 19. Defendant Leslie D. Peters (PETERS) is an individual. PETERS is named as a  
18 defendant in this Complaint as an individual and in his capacity as a director of FDSC. PETERS  
19 is a California licensed funeral director and embalmer (Funeral Director License Number FDR  
20 1132 and Embalmer License Number EMB 6894), with an address of record with the Bureau in  
21 Kern County, California. From in or about July 2000 through June 2002, PETERS was a member  
22 of the FDSC Board of Directors. PETERS was the President of CFDA in 2001 and was a member  
23 of the CFDA Board of Directors.

24 20. Defendant George F. Prather (PRATHER) is an individual. PRATHER is named as a  
25 defendant in this Complaint as an individual and in his capacity as a director of FDSC.  
26 PRATHER is a California licensed funeral director and embalmer (Funeral Director License  
27 Number FDR 42 and Embalmer License Number EMB 5681), with an address of record with the  
28 Bureau in Sacramento County, California. From in or about 1985 to 2003, PRATHER was a

1 member of the FDSC Board of Directors. In 2002, PRATHER was President of CFDA and was a  
2 member of the CFDA Board of Directors.

3 21. Defendant Warren Brusie, Inc. d.b.a. Brusie Funeral Home (BRUSIE FD 371), is, and  
4 at all times mentioned in this Complaint was, a corporation, incorporated under the laws of the  
5 State of California, and is a California licensed funeral establishment (Funeral Establishment  
6 License Number FD 371), in Butte County, California. BRUSIE FD 371 participated in the  
7 TRUST and received substantial "participation distributions" there from, as more fully described  
8 herein below.

9 22. Defendant Fairhaven Memorial Park, Inc. d.b.a. Fairhaven Memorial Park &  
10 Mortuary (FAIRHAVEN FD 1313), is, and at all times mentioned in this Complaint was, a  
11 corporation, incorporated under the laws of the State of California, and is a California licensed  
12 funeral establishment (Funeral Establishment License Number FD 1313), in Orange County,  
13 California. FAIRHAVEN FD 1313 participated in the TRUST and received substantial  
14 "participation distributions" there from, as more fully described herein below.

15 23. Defendant Hayward Mortuary, Inc., d.b.a. Holy Angels Funeral and Cremation  
16 Center and formerly known as Machado's Hillside Chapel (HAYWARD FD 1456), is, and at all  
17 times mentioned in this Complaint was, a corporation, incorporated under the laws of the State of  
18 California, and is a California licensed funeral establishment (Funeral Establishment License  
19 Number FD 1456), in Alameda County, California. John Machado is or was an owner of  
20 HAYWARD FD 1456. In or about July 2003 through June 2009, John Machado was a member of  
21 the FDSC Board of Directors. John Machado was the President of CFDA in 1996 and was a  
22 member of the CFDA Board of Directors. HAYWARD FD 1456 participated in the TRUST and  
23 received substantial "participation distributions" there from, as more fully described herein below.

24 24. Defendant Mark E. Kuhn d.b.a. Hillview Funeral Chapels (HILLVIEW FD 527), a  
25 sole proprietorship, is a California licensed funeral establishment (Funeral Establishment License  
26 Number FD 527), in Stanislaus County, California. Defendant KUHN is the owner and funeral  
27 director of HILLVIEW FD 527. HILLVIEW FD 527 participated in the TRUST and received  
28 significant "participation distributions" there from, as more fully described herein below.



1           29. In forming what would come to be called the California Master Trust (TRUST),  
2 CFDA had to overcome two legal obstacles: (1) as a non-profit organization, it could not  
3 substantially profit from the operation of the TRUST without facing tax consequences and  
4 jeopardizing its non-profit status; and (2) since it was run by funeral directors or owners or  
5 employees of funeral establishments, it could not serve as the primary trustee of consumers'  
6 preneed trust funds without violating the Short Act, as more fully described herein below.

7           30. To avoid tax problems, in or about 1985 CFDA incorporated defendant FDSC, a for-  
8 profit corporation, to manage the TRUST and to funnel funds from the TRUST to support  
9 CFDA's activities and agenda. FDSC is CFDA's alter ego: it is a wholly-owned subsidiary of  
10 CFDA; CFDA appoints its directors; and its directors and corporate officers are or were CFDA  
11 officers, directors, or both.

12           31. In or about 1985, the TRUST, under FDSC's management, began operations and  
13 started pooling funds from funeral establishments around the state.

14           32. From 1985 to the present, thousands of California consumers have entrusted funds  
15 with the TRUST for their own or their loved ones' funeral services.<sup>4</sup> These consumers  
16 collectively will be referred to as trustor-beneficiaries. The average age of trustor-beneficiaries is  
17 over sixty-five years old when they purchase their preneed funeral arrangements. As such, the  
18 majority of preneed funeral purchasers are among California's most vulnerable and trusting  
19 consumers. Preneed funeral contracts are usually paid in installments. On average, seven years  
20 lapse between consumers' purchase of their preneed contracts and the beneficiaries' death.

21           33. FDSC is the TRUST's de facto trustee. It refers to itself as the Funeral Directors  
22 Service Corporation d.b.a. California Master Trust or as the sponsor of the California Master  
23 Trust.

24  
25           <sup>4</sup> As of December 31, 2009, approximately 27,000 California consumers, the customers of  
26 more than 300 funeral establishments, had their money entrusted in the TRUST. The balance of  
27 the TRUST's corpus was reported to be approximately \$63.5 million as of December 31, 2009.  
28 The TRUST's advertises that "[o]ver 100,000 people have pre-funded their funerals with the  
California Master Trust." "Plan Today . . . Ease Tomorrow" © 2004 The Funeral Directors  
Service Corporation

1           34. To conceal the scope of FDSC's control over the TRUST and to circumvent the Short  
2 Act, as more fully described herein below, FDSC hired so-called trustees, banks that would serve  
3 as the TRUST's duly appointed trustees to satisfy the Short Act's requirements. In practice, these  
4 banks delegated actual control of the TRUST and decision-making power over the TRUST to  
5 FDSC and its parent company, CFDA.

6           35. From approximately 2000 to the present, the defendants' collective acts or omissions  
7 have led to the violation of numerous provisions of the Short Act and its implementing  
8 regulations, including, but not limited to: enabling FDSC to impose improper control over the  
9 trustee of the TRUST, in violation of Business and Professions Code 7736; paying unauthorized  
10 fees to FDSC and making unauthorized withdrawals from the trust's corpus, in violation of  
11 Business and Professions Code Section 7735; failing to return the corpus to the funeral  
12 establishments or trustors as required by Business and Professions Code Section 7737; paying  
13 illegal kickbacks to enrolled funeral establishments in violation of Business and Professions Code  
14 Section 7735; retaining funds owed trustors after a funeral establishment became unable to  
15 perform contracted funeral services, in violation of California Code of Regulations, Title 16,  
16 Section 1274; failing to make refunds to trustors within 15 days of receipt of a written request for  
17 contract revocation, in violation of California Code of Regulations, Title 16, Section 1264; failing  
18 to maintain preneed trust records in California, in violation of California Code of Regulations,  
19 Title 16, Section 1267; and failing to make records available for inspection by the Bureau, in  
20 violation of California Code of Regulations, Title 16, Section 1267.

21           36. On or about November 9, 2007, the Bureau requested records from defendants FDSC  
22 and COMERICA BANK to perform an audit of the preneed funeral trust funds held in the  
23 TRUST. Despite this request and several subsequent requests, said defendants refused or failed to  
24 provide sufficient records for the Bureau to perform its audit.

25           37. In or about March 2009, a funeral industry whistleblower gave the Bureau certain  
26 TRUST records. These records included a partial copy of the Disparity Resolution Plan, a plan  
27 (discussed in the Second Cause of Action of this Complaint) by defendants to conceal imprudent  
28 investment losses and to conceal the other violations of law alleged herein.



1           38. On or about August 1, 2009, after realizing the Bureau had a partial copy of the  
2 Disparity Resolution Plan it had endeavored to conceal, FDSC turned over its own partial copy of  
3 the Plan to the Bureau and, for the first time, disclosed the Promissory Note discussed in the  
4 Second Cause of Action of this Complaint. Notably, the Bureau has never received a copy of  
5 Exhibit B of the Plan, which allegedly contains an explanation of the accounting practices to be  
6 used to account for gains and losses in the individual trustors' accounts

7           39. On or about March 22, 2010, the Bureau completed its initial audit of the TRUST  
8 records for the period of 2000 through 2009.<sup>5</sup> On or about June 2010, the Bureau issued a revised  
9 audit report. Because defendants FDSC and Comerica Bank still had not provided all the records  
10 necessary to completely perform the audit, some amounts in the audit had to be estimated.

11           40. On or about January 19, 2010, pursuant to its authority under Government Code  
12 Section 11180 *et seq.*, the Department of Consumer Affairs and the California Department of  
13 Justice issued Joint Subpoenas to Answer Interrogatories and Produce Documents, which were  
14 served on the defendants and others. In or about October 2010, in response to the joint subpoena,  
15 FDSC finally produced approximately 61 boxes of TRUST documents that it had been storing in  
16 Oregon, as discussed in the Tenth Cause of Action of this Complaint.

17           41. As of the date of this filing, FDSC and COMERICA BANK have not provided all of  
18 the documents requested in Bureau's audit or in the joint subpoena.

19           42. The Bureau's June 2010 revised audit report and subsequent investigation revealed  
20 the multiple violations of the law described herein below committed by the defendants and each  
21 of them.

22           43. Defendants' collective actions and omissions as described in the various causes of  
23 action below have harmed California consumers (the trustor-beneficiaries), funeral establishments  
24 who have participated in the TRUST, and the Plaintiff.

---

25  
26  
27           <sup>5</sup> The TRUST records provided to the Bureau covered periods from 2000 through 2008,  
28 May 2009, or throughout 2009.

1 **REFERENCES**

2 44. Whenever in this Complaint reference is made to any act of any corporate defendant  
3 or other business entity, such allegations shall be deemed to mean that defendant corporation or  
4 other business entity and its officers, directors, agents, employees, or representatives, did or  
5 authorized such acts while actively engaged in the management, direction, or control of the affairs  
6 of said defendant, and while acting within the course and scope of their duties.

7 45. Whenever in this Complaint reference is made to any acts of defendant FDSC, such  
8 allegations shall be deemed to mean the acts of both defendant CFDA and defendant FDSC, as  
9 defendant CFDA acts through defendant FDSC with regard to the TRUST.

10 46. Whenever in this Complaint reference is made to acts of the Funeral Establishment  
11 Defendants, such allegations shall be deemed to mean the acts of BRUSIE FD 371,  
12 FAIRHAVEN 1313, HAYWARD FD 1456, HILLVIEW FD 527, WELCH FD 303, and each of  
13 them, acting pursuant to and in furtherance of the conspiracy and alleged agreement herein below,  
14 during the period of each defendant's involvement with the TRUST.

15 47. Whenever in this Complaint reference is made to a trustor-beneficiary of a preneed  
16 funeral trust, the reference refers to the trustor, the consumer who paid for the preneed funeral  
17 arrangement for future funeral services, or to the beneficiary, the person for whom the funeral  
18 services are arranged, or both. Since most consumers of preneed funeral contracts purchase them  
19 for their own funeral services, they are both the trustors and beneficiaries of their respective  
20 individual preneed trust accounts within the TRUST.

21 48. Whenever in this Complaint reference is made to enrolled funeral establishments, the  
22 reference refers to funeral establishments in California who have placed their client's preneed  
23 funeral trust funds into the TRUST.

24 **STATUTES GOVERNING PRENEED FUNERAL ARRANGEMENTS (SHORT ACT)**

25 49. Business and Professions Code Section 7735 provides that funds for preneed funeral  
26 arrangements be placed and held in trust and provides rules for the payment of trust  
27 administrative fees:  
28

1 No funeral establishment licensed under the laws of the State of California, or the  
2 agents or employees of a funeral establishment, shall enter into or solicit any preneed  
3 arrangement, contract, or plan, hereinafter referred to as "contract," requiring the  
4 payment to the licensee of money or the delivery to the licensee of securities to pay  
5 for the final disposition of human remains or for funeral services or for the furnishing  
6 of personal property or funeral merchandise, wherein the use or delivery of those  
7 services, property or merchandise is not immediately required, unless the contract  
8 requires that all money paid directly or indirectly and all securities delivered under  
9 that agreement or under any agreement collateral thereto, shall be held in trust for the  
10 purpose for which it was paid or delivered until the contract is fulfilled according to  
11 its terms; provided, however, that any payment made or securities deposited pursuant  
12 to this article shall be released upon the death of the person for whose benefit the trust  
13 was established as provided in Section 7737. The income from the trust may be used  
14 to pay for a reasonable annual fee for administering the trust, including a trustee fee  
15 to be determined by the bureau, and to establish a reserve of not to exceed 10 percent  
16 of the corpus of the trust as a revocation fee in the event of cancellation on the part of  
17 the beneficiary. The annual fee for trust administration may be recovered by  
18 withdrawals from accumulated trust income, provided that total withdrawals for this  
19 purpose shall not exceed the amount determined by the bureau. In no case shall the  
20 total amount withdrawn in a year for trust administration exceed the total amount of  
21 posted trust income for the immediate 12 preceding months. In addition to annual fees  
22 and reserves authorized by this Section, a trustee may, at its election, pay taxes on the  
23 earnings on any trust pursuant to Section 17760.5 of the Revenue and Taxation Code.  
24 In no event, however, shall taxes paid on the earnings of any trust be considered part  
25 of the fees or reserves authorized by this Section. All remaining income shall be  
26 accumulated in trust.

27 None of the corpus of the trust shall be used for payment of any commission nor shall  
28 any of the corpus of the trust be used for other expenses of trust administration, or for  
the payment of taxes on the earnings of the trust.

50. Business and Professions Code Section 7736 defines the terms trustee, trustor,  
beneficiary, and corpus of the trust:

For the purposes of this article the term "trustee" shall mean any banking institution  
or trust company legally authorized and empowered by the State of California to act  
as trustee in the handling of trust funds or not less than three persons one of whom  
may be an employee of the funeral establishment; the word "trustor" shall mean any  
person who pays the money or deposits the securities used for those preneed  
arrangements; the term "beneficiary" shall be the person for whom the funeral  
services are arranged; the words "corpus of the trust" shall include all moneys paid  
and securities delivered by the trustor pursuant to the provisions of the article.

51. Business and Professions Code Section 7737 governs the placement, handling, and  
delivery of trust funds:

All securities purchased by the trustor for deposit in trust and all money received  
from the trustor for deposit in trust shall be placed in trust with a trustee within 30  
days of their receipt by the funeral establishment pursuant to a trust agreement  
executed by the funeral establishment, the trustor and trustee which shall provide that  
the trustee shall hold the money or securities in trust for the purposes for which  
deposited and that the trustee, upon the signature of a majority of such trustees, shall  
deliver the corpus of the trust to the funeral establishment upon the filing of a

1 certified copy of the death certificate or other satisfactory evidence of the death of the  
2 beneficiary, together with satisfactory evidence that the funeral establishment has  
3 furnished the merchandise and services, provided, however, that (1) in the case of a  
4 trust agreement between any of the trustees set forth in Section 7736 and a recipient  
5 of public assistance, under the provisions of subdivision (a) of Section 11158 or  
6 paragraph (1) of subdivision (e) of Section 12152 of the Welfare and Institutions  
7 Code, and provided the value limitations of those Sections are not exceeded, such  
8 trust agreement may further provide that it is irrevocable, and (2) in all other cases  
9 such trust agreement shall further provide that at any time before the funeral  
10 establishment has furnished the merchandise and services provided for in the contract  
11 the trustor or the legally appointed representative may in writing demand and receive  
12 the return of the corpus of the trust, together with any income accrued in the trust, less  
13 the revocation fee provided for in Section 7735; provided, however, that if and when  
14 the trustor becomes otherwise eligible, or in order to become eligible, for public  
15 social services, as provided in Division 9 (commencing with Section 10000) of the  
16 Welfare and Institutions Code, he or she may agree, at his or her option, that the trust  
17 shall be irrevocable in order to avail himself or herself of the provisions of Section  
18 11158 or Section 12152 of the Welfare and Institutions Code. The delivery of the  
19 corpus of the trust and the accumulated income to the funeral establishment  
20 performing the services, trustor or beneficiary pursuant to the terms of this article and  
21 the trust agreement herein referred to, shall relieve the trustee of any further liabilities  
22 with regard to those funds or income there from.

23 52. Business and Professions Code Section 7737.3 provides audit rules for commingled  
24 trust funds:

25 All commingled preneed trust funds held by a funeral establishment shall be subject  
26 to an annual, independent certified financial audit with a copy of the audit to be  
27 submitted to the bureau for review within 120 days of the close of the fund's fiscal  
28 year. Any findings of noncompliance with existing law regarding preneed trust funds  
shall be identified by the auditor in a separate report for review and action by the  
bureau. Audits and reports of noncompliance shall be filed simultaneously.

53. Business and Professions Code sections 7737.5 and 7737.7 provide that trust funds  
may be deposited in insured bank accounts: they provide, respectively, “[a] trustee may deposit  
the corpus of the trust in any financial institution insured by the Federal Deposit Insurance  
Corporation” or “in any credit union which is insured by the National Credit Union Share  
Insurance Fund.”

54. Business and Professions Code Section 7740 grants the Bureau authority to enforce  
the Short Act and to adopt necessary rules and regulations:

The bureau is authorized to enforce of its own initiative the provisions of this article  
[Preneed Funeral Arrangements] and may adopt such rules and regulations as in its  
opinion may be necessary to perform such duties and to safeguard the trust funds  
subject to this chapter [Funeral Directors and Embalmers Law].

1                    **REGULATIONS GOVERNING PRENEED FUNERAL ARRANGEMENTS**

2                    55. California Code of Regulations, Title 16, Section 1263 provides additional investment  
3 rules for trust funds:

4                    (a) The trust funds shall be invested and reinvested, and kept invested in:

5                    (1) Bonds of or securities guaranteed by the United States or an Agency thereof or  
6 this State, or of any County, City, or City and County in this State.

7                    (2) Bonds which are legal investments for commercial banks in this State.

8                    (3) Certificates of deposit or other interest-bearing accounts in any bank in this  
9 State insured by the Federal Deposit Insurance Corporation.

10                    (4) Investment certificates or shares in any state or federally chartered savings  
11 institution insured by the Federal Savings and Loan Insurance Corporation.

12                    (5) Investments of the type and in the manner as provided in Section 15001 *et seq.*  
13 of the Probate Code.

14                    (b) No loan shall be made to any licensed funeral establishment; nor to any owner,  
15 director, officer, partner or stockholder of any licensed funeral establishment; or to  
16 trustees of the trust funds; or to partners, relatives, agents, or employees of any  
17 licensed funeral establishment or of such trustees.

18                    56. California Code of Regulations, Title 16, Section 1265 provides limits on fees for  
19 trust administration:

20                    The annual fee for administering a trust, as provided in Business and Professions  
21 Code, Division 3, Chapter 12, Article 9, Section 7735, may be recovered by  
22 withdrawals from current trust income, but total withdrawals in any year shall not  
23 exceed four percent (4%) of the trust balance on December 31 of that year, or on the  
24 cancellation or maturity date during that year, of all payments deposited into trust,  
25 plus all prior years accumulated income. Any remaining current income shall be  
26 accumulated in trust.

27                    57. California Code of Regulations, Title 16, Section 1267 provides, in part, rules for  
28 trust recordkeeping:

                  Each funeral establishment charged with the reporting of preneed funds hereunder  
shall at all times maintain or cause the trustee of the preneed trust to maintain in  
California and available for inspection by the Board during reasonable working hours,  
complete financial records of all preneed contracts and arrangements, which records  
shall be established and maintained in accordance with generally accepted accounting  
principles. Such records shall include the following, provided, however, that records  
may otherwise be established and maintained in accordance with generally accepted  
accounting principles:

...

1 (b) An individual trustor or beneficiary ledger account which shall set forth the  
2 amount of the contract, all payments received, all income prorated in accordance with  
3 the ratio which the trust corpus of the account bears to the entire corpus invested as  
4 set forth in Section 1265.

5 (c) A cash receipts journal which shall show each payment received and shall be  
6 totaled monthly.

7 (d) A cash disbursement journal which will show each withdrawal for an investment  
8 in compliance with 1263 and each disbursement to the funeral establishment for a  
9 serviced account or to the individual trustor on a canceled account, and all  
10 withdrawals for documented expenses.

11 ...

12 (f) A general ledger which shall be posted monthly with respect to all accounts  
13 controlling the fiduciary relationship with the individual trustors. Such postings shall  
14 occur within 90 days after the close of each business month.

15 ...

16 (h) Records for serviced accounts shall include but not be limited to:

17 (1) A copy of the death certificate or other satisfactory evidence of the death;  
18 copies of all documents required as specified under Sections 7685 and 7685.2,  
19 Division 3, Chapter 12, Article 5.5 of the Business and Professions Code; a  
20 copy of the final arrangements (itemized); and a copy of the final statement to  
21 the family.

22 (2) All monies received from the trust; all monies received from the family;  
23 and all monies received from the Veterans Administration or Social Security  
24 or any other source to be applied to the final bill.

25 (3) A record showing credit for each of the above.

26 (i) Records for canceled accounts shall include but not be limited to:

27 (1) A record of all income earned and documented expenses taken including a  
28 revocation fee as stated in Section 7735, Division 3, Chapter 12, Article 9, of  
the Business and Professions Code.

(2) A copy of the final accounting to the family with the canceled check or  
withdrawal slip showing the amount refunded to the trustor.

(j) All of the foregoing records shall be retained for a period of one year after the  
account has been canceled or serviced and audited by the State Board and compliance  
with all recommendations made and audit exceptions resolved or 7 years from the  
date of service or cancellation, whichever comes first.

The required books and records for more than one licensed funeral establishment may  
be centrally maintained at a single location in California with notification to the  
Board or the main office as defined in Section 1204(c)(2), provided that a monthly  
summary of all financial transactions pertaining to each individual trust account for  
each licensed funeral establishment is available, at each such establishment during  
reasonable working hours, to the Board or its authorized representatives; and provides

1 further that the monthly summary contains sufficient information from which the  
2 current balance of each individual trustor's account or each individual trustor's share  
of any commingled trust account may be identified.

3 58. California Code of Regulations, Title 16, Section 1269 requires, in part, disclosure to  
4 the Bureau of the details of preneed arrangements:

5 (a) Each licensed funeral establishment and licensed funeral director who enters into  
6 any pre-need arrangements, contracts or plans described in and subject to the  
7 provisions of Article 9, Chapter 12, Division 3 of the Business and Professions Code  
8 shall file with the Board annually on or before May 1 of each year and upon transfer  
9 of license or cessation of business, a written, verified or audited report, on form 21 P-  
10 4A (1/94) prescribed and furnished by the Board, pertaining to funds received and  
held under such arrangements, contracts or plans. Firms utilizing a fiscal year  
11 accounting system may request permission, in writing to the Executive Officer, to file  
12 said report on a fiscal year basis and, if permission is granted, said report shall then be  
13 filed with the Board no later than 120 days from the date of the close of said fiscal  
14 year.

11 . . .

12 (d) In cases where trust funds have been commingled for purposes of investment, the  
13 Board may require, in addition to the written report required by subsection (a) of this  
14 Section, an independent audit report prepared and signed by a Certified Public  
15 Accountant or Public Accountant, currently licensed in the State of California, which  
16 certifies compliance with the provisions of Article 9, Chapter 12, Division 3 of the  
17 Business and Professions Code and the provisions of this Article.

15 . . .

16 (f) Two or more funeral establishments who utilize a common trust fund to hold and  
17 administer payments received under pre-need contracts may cause the trustee of that  
18 common trust fund to file one combined annual report regarding all such pre-need  
contracts, provided each funeral establishment's information is disclosed separately.

19 59. California Code of Regulations, Title 16, Section 1274 requires the repayment of trust  
20 funds and income when funeral providers are unable to perform:

21 If, for any reason, a licensed funeral establishment or licensed funeral director is  
22 unable to perform the funeral services prior to or upon the death of the beneficiary of  
23 a preneed trust agreement, then the trustees shall pay all trust corpus and net income  
to the beneficiary, trustor or the legal representative of either the beneficiary or trustor  
without the imposition of any revocation charge.

24 60. California Code of Regulations, Title 16, Section 1275 provides, in part, detailed  
25 requirements for the contents of preneed trust contracts:

26 A preneed trust contract within the meaning of Article 9, Chapter 12, Division 3, of  
27 the Business and Professions Code shall include but not be limited to the following  
information:

28 . . .

1 (g) A statement that earned annual income is being credited to the account and that  
2 administrative expenses, if charged, are paid from income only.

3 (h) A statement, in clear nontechnical language, that the contract is either a  
4 guaranteed preneed contract or that it is a nonguaranteed preneed contract, and, if  
5 guaranteed only in part, the services or merchandise included in the guarantee shall be  
6 specified. This statement shall be printed in bold face type and shall be located on the  
7 first page of the contract.

8 (1) If the contract is guaranteed, there shall be included in the contract a  
9 complete explanation of all the terms and conditions limiting the guarantee.

10 (2) If the contract is not guaranteed, there shall be included in the contract a  
11 complete explanation of how the trust balance will be applied to pay for  
12 services and merchandise provided at the beneficiary's death and that there  
13 may be additional payments required or a refund due.

14 (i) A statement that the trustees of the trust will deliver the corpus of the trust and net  
15 income to the funeral establishment filing a certified copy of the Death Certificate  
16 and evidence that said funeral establishment has furnished the merchandise and  
17 services. (Corpus of the Trust means all monies paid and all securities delivered  
18 pursuant to this prearrangement contract.)

19 (j) A statement that the amount of revocation fee to be charged in the event of  
20 revocation, shall in no event exceed ten percent (10%) of the paid-in corpus and is  
21 chargeable against earned income only; and a statement that no revocation fee may be  
22 charged if the funeral establishment is unable to perform substantially according to  
23 the terms of the agreement.

24 (k) In immediate proximity to the space reserved for the purchaser's signature, in a  
25 size equal to at least ten point (10-point) bold type, the following statement: "All  
26 funds received will be deposited with the trustees within thirty (30) days and held in a  
27 trust which is fully refundable upon fifteen (15) days' written notice except when the  
28 beneficiary is the recipient of public assistance, as provided in the Welfare and  
Institutions Code and this trust agreement has been designated as being irrevocable  
thereunder.

**FIRST CAUSE OF ACTION**

**(VIOLATION OF BUS. & PROF. CODE, § 7736)**

**(UNLAWFUL CONTROL OF PRENEED FUNERAL TRUST)**

**(AGAINST DEFENDANTS CFDA, FDSC, COMERICA BANK,**

**MECHANICS BANK, TRUST, KUHN, AND DOES 1 THROUGH 1000)**

61. Plaintiff realleges and incorporates by reference paragraphs 9 through 48, above, of  
the Complaint as though fully set forth herein.

62. Defendants CFDA, FDSC, COMERICA BANK, MECHANICS BANK, KUHN, and  
DOES 1 through 1000 have knowingly and willingly entered into a conspiracy, common



1 enterprise, or common course of conduct to enable defendant FDSC, an unauthorized entity, to  
2 operate a preneed funeral trust as the de facto trustee in violation of Business and Professions  
3 Code <sup>6</sup> Section 7736, and unless restrained and permanently enjoined from doing so by order of  
4 this Court, defendant FDSC will continue to operate a preneed funeral trust as the de facto trustee  
5 and defendants CFDA, COMERICA BANK, TRUST, KUHN, and DOES 1 through 1000 will  
6 continue to aid and abet FDSC in engaging in said practice, in violation of Section 7736, as  
7 follows:

8 63. The first overt act of this conspiracy was CFDA's incorporation of FDSC on May 13,  
9 1985. In furtherance of the conspiracy, FDSC has controlled the TRUST as its de facto trustee, as  
10 described herein below.

11 64. Under Section 7736, trustee of a preneed funeral trust must be "any banking  
12 institution or trust company legally authorized and empowered by the State of California to act as  
13 trustee in the handling of trust funds or not less than three persons one of whom may be an  
14 employee of the funeral establishment." Since FDSC is not a banking institution or a trust  
15 company and its board at all times mentioned in this Complaint have had more than one  
16 representative of a funeral establishment, it cannot legally be a trustee of a preneed funeral trust.

17 65. To evade the restrictions of Section 7736, FDSC appointed as the trustee entities that  
18 satisfied the statutory requirements but which agreed to delegate actual control of the TRUST to  
19 FDSC. Specifically, on or about September 1, 1995, FDSC appointed MECHANICS BANK, a  
20 banking institution authorized to act as trustee of a preneed funeral trust, to be the trustee of the  
21 TRUST. Pursuant to the trust agreement, MECHANICS BANK accepted the appointment as the  
22 trustee of the TRUST and then delegated actual control of the TRUST to FDSC. In exchange,  
23 FDSC paid MECHANICS BANK an annual trustee fee and MECHANICS BANK was able to  
24 deposit the trust funds that were not otherwise invested in its bank. From in or about 1995 to  
25 February 15, 2002, MECHANICS BANK was the duly appointed trustee of the TRUST.

---

27 <sup>6</sup> All subsequent statutory references are to the Business and Professions Code unless  
28 otherwise noted.

1           66. Likewise, on or about February 15, 2002, the effective date of MECHANICS  
2 BANK's resignation as trustee, FDSC appointed defendant COMERICA BANK, a banking  
3 institution authorized to act as trustee of a preneed funeral trust, as the trustee of the TRUST.  
4 Pursuant to the trust agreement, COMERICA BANK accepted the appointment as the trustee and  
5 then delegated actual control of the TRUST to FDSC. In exchange, FDSC has paid COMERICA  
6 BANK an annual trustee fee and COMERICA BANK has been able to deposit the TRUST's  
7 funds that were not otherwise invested in its bank. From February 15, 2002, to the present,  
8 COMERICA BANK has been the duly appointed trustee of the TRUST.

9           67. In the aforementioned agreements, MECHANICS BANK and COMERICA BANK,  
10 respectively, granted FDSC the sole power to remove the trustee, which gave FDSC ultimate  
11 control over the trustee.<sup>7</sup> FDSC was also given the power to determine how much to pay the  
12 trustee. In addition, MECHANICS BANK and COMERICA BANK, respectively, transferred  
13 critical trustee decision-making powers to FDSC, including the power to hire, fire and monitor all  
14 agents to the TRUST, including administrators, accountants, attorneys, auditors, investment  
15 advisors, and other consultants;<sup>8</sup> the power to determine the investment policy of the TRUST and  
16 when to hold or sell investments;<sup>9</sup> and the power to decide how the funds are received, invested,  
17 and dispersed.<sup>10</sup> In contrast, the trustee was allowed to hold trust funds, to disburse those funds  
18 pursuant to FDSC's directions, and to observe the performance of the investment advisors and  
19 report its observations to FDSC.

20           68. Furthermore, Section 7737 restricts who may be a party to a preneed funeral  
21 agreement to the funeral establishment, the trustor, and the trustee(s). The TRUST's preneed trust

---

22           <sup>7</sup> "The power to remove is the power to control." *Silver v. United States Postal Service*  
23 (9th Cir. 1991) 951 F.2d 1033, 1039.

23           <sup>8</sup> See Prob. Code, § 16247 (trustee's power to hire).

24           <sup>9</sup> See Prob. Code, §§ 16047 (trustee's duty to invest and manage trust assets as a prudent  
25 investor would, by considering the purposes, terms, other circumstances of the trust, and the law  
26 and to evaluate investments as a part of an overall investment strategy having risk and return  
objectives reasonably suited to the trust), 16049 (trustee's duty to make and implement decisions  
concerning the retention and disposition of assets, in order to bring the trust portfolio into  
compliance with the purposes, terms, other circumstances of the trust, and the governing laws).

27           <sup>10</sup> See Prob. Code, §§ 16220 (trustee's power to collect, hold, retain, and dispose of trust  
28 property), 16246 (power to effect distribution of property and money in divided or undivided  
interests and to adjust resulting differences in valuation).

1 agreements are between the funeral establishment, the trustor, the trustee, and FDSC. However,  
2 FDSC is not a permitted party to a preneed funeral trust agreement. FDSC with the assistance of  
3 said defendants and others have violated Section 7737 by making FDSC a party to the TRUST's  
4 preneed funeral agreements. By being a party to these trust agreements, FDSC has obtained an  
5 improper level of control of the TRUST.

6 69. Consequently, from a date unknown to Plaintiff but no later than 2000 and continuing  
7 to the present, FDSC has exercised control over almost all aspects of the operation of the TRUST.  
8 Trustee control over the TRUST has been almost nonexistent. Thus, with the passive approval of  
9 MECHANICS BANK and COMERICA BANK, CFDA via FDSC has operated the TRUST for  
10 the primary benefit of CFDA and not solely in the interest of the trustor-beneficiaries. In so  
11 doing, CFDA was able to advance the fundamental objective of the conspiracy, which was and is  
12 to use the assets of the TRUST to fund CFDA's activities and agenda. To achieve this objective,  
13 the defendants named in this Complaint and DOES 1 through 1000 and others have violated or  
14 aided and abetted others in violating the Short Act, its implementing regulations, and California's  
15 Trust Law,<sup>11</sup> as well as breached the TRUST's preneed funeral contracts, as described herein  
16 below.

17 70. MECHANICS BANK's and COMERICA BANK's imprudent and improper  
18 delegation of control of the TRUST to FDSC and FDSC's operating the TRUST as the de facto  
19 trustee with the assistance of the other said defendants violates Section 7736 and breaches their  
20 respective fiduciary duties toward the trustor-beneficiaries of the TRUST.<sup>12</sup> Importantly,  
21 MECHANICS BANK and COMERICA BANK are held to a higher standard of care as  
22 professional trustees.<sup>13</sup>

23  
24  
25 <sup>11</sup> Prob. Code, § 15000, *et seq.*

26 <sup>12</sup> See Prob. Code, §§ 16002, subd. (a) (duty of loyalty; trustee's duty to administer the  
27 trust solely in the interest of the beneficiaries), 16012 (trustee's duty not to delegate), 16006  
28 ("The trustee is under a duty to the beneficiary to take reasonable steps to take and keep control of  
the trust property.") See Restat. 2d. of Trusts, § 175 ("The duty of the trustee is not only to take  
and keep control, but to take and keep exclusive control.")

<sup>13</sup> *Moeller v. Superior Court* (1997) 16 Cal. 4th 1124, 1134.

1           71. Said defendants' violation of section 7736 caused damage to the California consumer  
2 who placed assets in the TRUST, in that FDSC, acting as the de facto trustee of the TRUST and  
3 with the assistance of the other said defendants, has misused, misspent, and mismanaged millions  
4 of dollars belonging to the TRUST and has fraudulently concealed said defendants' misconduct,  
5 as more fully described herein below. As a result of the foregoing, said defendants owe restitution  
6 to the trustor-beneficiaries, TRUST, and enrolled funeral establishments who have participated in  
7 the TRUST.<sup>14</sup>

8           72. Plaintiff is informed and believes and thereon alleges that this conspiracy, common  
9 enterprise, and common course of conduct continue to the present date.

10          73. Probate Code section 17200 provides for the modification by the Court of the terms  
11 of the TRUST in order to comply with applicable law. Modification of the TRUST's trust  
12 agreements by removing FDSC as a party and by eliminating terms that require or permit the  
13 TRUST to pay fees to FDSC or CFDA or any party related thereto is necessary in order to  
14 address the inordinate level of control that FDSC has over the acts of this preneed funeral trust  
15 and to comply with the Funeral Directors and Embalmers Law.

16          74. Unless restrained and permanently enjoined, defendants CFDA, FDSC, COMERICA  
17 BANK, TRUST, KUHN, and DOES 1 through 1000 will continue to engage in or will resume  
18 said aforementioned practices and acts in violation of the law, as hereinabove set forth.

19          75. Plaintiff, trustor-beneficiaries, and enrolled funeral establishments, will be irreparably  
20 injured in that said defendants will continue to engage in or will resume acts and practices in  
21 violation of law, as hereinabove set forth.

22          76. Plaintiff has no adequate remedy at law to prevent said defendants from engaging in  
23 the aforementioned alleged acts and practices.

24           ///

25           ///

26           ///

---

27           <sup>14</sup> The full amount of restitution that defendants owe the trustor-beneficiaries, TRUST,  
28 and/or the State (escheatment) will be determined by proof at trial.

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24  
25  
26  
27  
28

**SECOND CAUSE OF ACTION**  
**(VIOLATION OF BUS. & PROF. CODE, § 7735 AND**  
**CAL. CODE REGS., TIT. 16, § 1265)**  
**(UNAUTHORIZED PAYMENTS OF ADMINISTRATIVE FEES)**  
**(AGAINST CFDA, FDSC, MECHANICS BANK, COMERICA BANK, ARC,**  
**KUHN, HILLVIEW 527, DRAPER, PETERS, PRATHER, DAMORE, BURNETT,**  
**AND DOES 1 THROUGH 1000)**

77. Plaintiff realleges and incorporates by reference paragraphs 9 through 48 and paragraphs 62 through 73, inclusive, of the Complaint as though fully set forth herein.

78. Defendants CFDA, FDSC, MECHANICS BANK, COMERICA BANK, ARC, KUHN, HILLVIEW 527, DRAPER, PETERS, PRATHER, DAMORE, BURNETT, and DOES 1 through 1000 have knowingly and willingly entered into a conspiracy, common enterprise, or common course of conduct to defraud the trustor-beneficiaries and the enrolled funeral establishments by causing the TRUST to make unauthorized payments of administrative fees of approximately \$5 million dollars in 2001 and 2002 to pay themselves and others, in violation of Section 7735 and California Code of Regulations, Title 16, Section 1265, as follows:

79. Section 7735 permits income from a preneed funeral trust to be used to pay for a “reasonable annual fee for administering the trust.” However, under Section 7735, “[i]n no case shall the total amount withdrawn in a year for trust administration exceed the total amount of posted trust income for the immediate 12 preceding months.” In other words, if a preneed funeral trust does not have any income for a given year, it may not pay administrative fees that year.

80. In 2001, the TRUST realized losses of \$9,790,996.50 from high risk investments, as described in further detail in the Eighth Cause of Action of this Complaint, infra. Because of these losses, the TRUST did not earn any income in 2001. Since the TRUST had no income that year, Section 7735 barred it from paying administrative fees that year. Nevertheless, in 2001, FDSC, aided and abetted by the other said defendants, took approximately \$2,330,807 from the TRUST assets to pay themselves and others administrative fees in violation of Section 7735.

///

1           81. Pursuant to the TRUST's audit report for 2002, which was prepared by BURNETT  
2 and submitted to the Bureau, the TRUST suffered a net loss again the following year. Yet, in  
3 2002, FDSC, aided and abetted by the other said defendants, took approximately \$2,506,485 from  
4 the assets of the TRUST to pay themselves and others administrative fees in violation of Section  
5 7735.

6           82. The funds that were illegally withdrawn from the TRUST as administrative fees were  
7 entrusted to MECHANICS BANK or COMERICA BANK by the trustor-beneficiaries.

8           83. Said defendants and each of them conspired to create, adopt, and/or implement a  
9 fraudulent scheme to conceal the \$9.8 million dollar loss. The purpose of this scheme was to  
10 justify the continued withdrawal of administrative fees to pay themselves and others and to avoid  
11 disclosure of and potential liability for the loss. The scheme was called the "Disparity Resolution  
12 Plan," and it was memorialized as an agreement between FDSC and ARC. The Disparity  
13 Resolution Plan provided that FDSC would "purchase" the loss by executing a non-interest  
14 bearing Promissory Note in favor of the TRUST in the amount of \$9,790,996.50, which was the  
15 amount of the loss as of June 30, 2001. The plan was to have the Promissory Note accounted for  
16 in such a way in the TRUST's annual audits that it would appear to offset the loss, even though  
17 said defendants knew or should have known that the Promissory Note was not enforceable and  
18 had dubious value. By offsetting the loss in this manner, the TRUST would appear to have earned  
19 sufficient income to pay administrative fees, when, in fact, it had not.

20           84. On or about October 16, 2001, the FDSC Board adopted the Disparity Resolution  
21 Plan. It was given an effective date of June 30, 2001. FDSC Board members KUHN, PETERS,  
22 DRAPER and PRATHER voted in favor of adopting the Disparity Resolution Plan, and Ronald  
23 Day, who had been on the Board Task Force's investigating solutions to the disparity, voted  
24 against approving the Plan and requested that the minutes so reflect.<sup>15</sup> Based on what the  
25 directors knew at that time or should have known by reasonable diligence, an ordinary prudent  
26 person would not have authorized the Plan.

---

27           <sup>15</sup> The other directors from that time, Robert Pierce and Barry Berlin, are now deceased.  
28

1           85. Said defendants conspired to conceal and did conceal or aided and abetted others in  
2 concealing the terms of the Disparity Resolution Plan, a material transaction, from the trustor-  
3 beneficiaries, the enrolled funeral establishments, and the Bureau. The Plan itself provided that its  
4 terms were to be kept secret and not disclosed to anyone other than the co-conspirators, i.e., the  
5 trustee and participating attorneys, accountants, and auditors of the TRUST. Section I.9. of the  
6 Disparity Resolution Plan states: "FDSC and ARC agree that the following elements are  
7 incorporated into this Plan: a) FDSC and ARC agree not to seek a ruling on this Plan from the  
8 Department of Consumer Affairs."

9           86. In furtherance of said defendants' scheme to defraud, FDSC and COMERICA BANK  
10 chose not to provide a copy of the Disparity Resolution Plan to the trustor-beneficiaries, the  
11 enrolled funeral establishments, or the Bureau. As fiduciaries, FDSC and COMERICA BANK  
12 had a duty to disclose the Disparity Resolution Plan and the Promissory Note, which represented  
13 a material transaction of the TRUST, to the trustor-beneficiaries. In addition, a copy of the plan  
14 was not submitted to the Bureau with the TRUST's annual self-reporting audits and, despite the  
15 Bureau's request for financial records from FDSC and COMERICA BANK during the Bureau's  
16 audit of the TRUST, FDSC and COMERICA BANK chose not to provide a copy of the Plan or  
17 even a partial copy of the Plan to the Bureau until August 2009, which was only after they learned  
18 that the Bureau had obtained a partial copy of the plan from another source. In August 2009,  
19 FDSC and COMERICA provided the Bureau with a partial copy of the Plan.

20           87. In furtherance of the conspiracy, said defendants and each of them deliberately  
21 designed or authorized others to design the TRUST's audited financial statements for 2001 and  
22 2002 to deceive the financial statement user.

23           88. To disguise the fact that the auditor(s) did not believe that the Disparity Resolution  
24 Plan's Promissory Note had any value, said defendants changed the TRUST's basis of accounting  
25 for its self-reporting audits. Said defendants changed the method of accounting from a generally  
26 accepted accounting principles (GAAP) basis to an alleged Federal income tax basis. However,

27           ///

28           ///

1 the presentation of the audited financial statements for 2001 and 2002 was not based on GAAP or  
 2 on an income tax basis. To further mislead the financial statement user, BURNETT deliberately  
 3 failed to follow other generally accepted auditing standards in its 2001 audit report of the  
 4 TRUST, such as explaining the material effect that the change in accounting method from prior  
 5 audits had on the TRUST's financial statements.

6 89. The TRUST's 2001 audit report that was submitted to the Bureau was false and  
 7 misleading, had material omissions, and was incomplete. To offset the \$9.8 million dollar loss in  
 8 the TRUST's 2001 audit, which was at \$9.5 million dollars as of December 31, 2001, said  
 9 defendants represented that the TRUST earned approximately \$9.4 million of income, called  
 10 "disparity resolution income." This representation was false. The TRUST had not earned any  
 11 such income in 2001.

12 90. By claiming the fictitious income, said defendants avoided reporting a net loss for the  
 13 year of approximately \$7 million dollars and made the financial statements appear to have the  
 14 required net income, which it did not have, to pay approximately \$2.3 million dollars in  
 15 administrative fees. The following chart sets forth said defendants' fraudulent representation of  
 16 income in the Statement of Revenue and Expenses in the TRUST's 2001 audit report and also  
 17 shows what should have been reported:

	As Reported By TRUST	Actual
<b>REVENUE</b>		
Interest	\$886,064	\$886,064
Dividends	\$1,735,352	\$1,735,352
Loss on sale of investments	(\$9,509,221)	(\$9,509,221)
<b>Disparity resolution income</b>	<b>\$9,462,430</b>	-----
Total revenue	\$2,574,625	(\$6,887,805)
<b>EXPENSES</b>		
Administrative fees	\$2,330,807	Not permitted
Net revenue over expenses	\$241,818	None

26 91. In addition, said defendants chose not to file a separate report of noncompliance with  
 27 preneed funeral arrangement laws, as required by Section 7737.3. The TRUST was not in  
 28 compliance based on the facts set forth above and because the TRUST's records had not been



1 maintained in accordance with generally accepted accounting principles as required by California  
 2 Code of Regulations, Title 16, Section 1267. Said defendants also chose not to file a completed  
 3 Preneed Funeral Trust Fund Report, form 21 P-4A, as required by California Code of  
 4 Regulations, title 16, section 1269, which would have disclosed a summation of the corpus  
 5 (accumulated and current amount received and paid) and income (accumulated and current  
 6 income received and paid). The TRUST's audited financial statements do not provide the corpus  
 7 balances or the accumulated income balance. As this information was never provided, the  
 8 Bureau's ability to regulate the TRUST was hindered.

9 92. Similarly, the TRUST's 2002 audit report that was submitted to the Bureau was false  
 10 and misleading, had material omissions, and was incomplete. Pursuant to the audited financial  
 11 statements, which were prepared by BURNETT and submitted to the Bureau, the TRUST realized  
 12 a loss of approximately \$6.4 million dollars from the sale of investments. To offset the loss in the  
 13 TRUST's 2002 audit report, said defendants represented that the TRUST earned approximately  
 14 \$6.8 million of income, referred to therein as "disparity resolution income." This representation  
 15 was false. The TRUST had not earned any such income.

16 93. By claiming the fictitious income, said defendants avoided reporting a net loss for the  
 17 year of approximately \$3 million dollars and made the financial statements appear to have the  
 18 required net income to pay approximately \$2.5 million dollars in administrative fees. The  
 19 following chart sets forth said defendants' fraudulent representation of income in the Statement of  
 20 Revenue and Expenses in its 2002 audit report and shows what said defendants should have  
 21 reported:

	As Reported by Defendants	Actual
<b>REVENUE</b>		
Interest	\$2,296,033	\$2,296,033
Dividends	\$822,928	\$822,928
Loss on sale of investments	(\$6,445,778)	(\$6,445,778)
<b>Disparity resolution income</b>	<b>\$6,796,361</b>	-----
Total revenue	\$3,469,544	(\$3,326,817)
<b>EXPENSES</b>		
Administrative fees	\$2,506,485	Not permitted
Net revenue over expenses	\$963,059	None

1           94. In addition, for year 2002, said defendants chose not to file a separate report of  
2 noncompliance with preneed funeral arrangement laws, as required by Section 7737.3. Said  
3 defendants also chose not to file a completed Preneed Funeral Trust Fund Report, form 21 P-4A,  
4 as required by California Code of Regulations, title 16, section 1269.

5           95. In sum, said defendants reported \$16,258,791 of income in the TRUST's audit reports  
6 for 2001 and 2002 that did not exist. Based on this fictitious income, the TRUST wrongfully paid  
7 approximately \$5 million of administrative fees to said defendants and others that they were not  
8 legally entitled to receive.

9           96. The TRUST's audit report for year 2001 was dated May 15, 2002, and submitted to  
10 the Bureau on June 17, 2002. The 2002 audit report was submitted to the Bureau on April 30,  
11 2003. When the 2001 and 2002 fraudulent audit reports were submitted to the Bureau and  
12 disseminated to the enrolled funeral establishments, said defendant COMERICA BANK was the  
13 duly appointed trustee of the TRUST.

14           97. The audited financial statements for 2001 and 2002 were prepared and certified by  
15 BURNETT. BURNETT knowingly and willingly made material misrepresentations in these  
16 audited financial statements, and falsely certified that in its opinion, "the financial statements  
17 referred to [therein] . . . present fairly, in all material respects, the assets, liabilities and net assets  
18 of the California Master Trust as of December 31, 2001 [and as of December 31, 2002], and its  
19 revenue and expenses and changes in net assets for the year then ended, on the basis of  
20 accounting described [therein]."

21           98. DAMORE who had been the TRUST's auditor previously chose not to perform the  
22 TRUST's audit in 2001 and thereafter, but instead aided and abetted BURNETT in preparing the  
23 BURNETT's unqualified opinions and the TRUST's fraudulent audit reports.

24           99. Also, in accordance with the Disparity Resolution Plan, said defendants have "paid"  
25 the Note, in part, by applying the TRUST's capital gains to the balance of the Note, rather than  
26 allocating the gains to the individual trust accounts and reporting the gains as taxable income, and  
27 by making withdrawals from the TRUST to make payments on the Note and characterizing these  
28 payments as administrative fees, said defendants used trust funds to repay the TRUST.



1 pay kickbacks<sup>16</sup> from the TRUST's assets to enrolled funeral establishments, in violation of  
2 Section 7735 and California Code of Regulations, Title 16, Section 1265, as follows:

3 105. Section 7735 prohibits funeral establishments from receiving any income from  
4 preneed funeral trusts before the contracted services are rendered. Section 7735 states that "all  
5 money paid" under a preneed funeral agreement "shall be held in trust for the purpose for which it  
6 was paid or delivered until the contract is fulfilled according to its terms" and "any payment made  
7 ... [for a preneed funeral arrangement] shall be released [to the funeral establishment] upon the  
8 death of the person for whose benefit the trust was established as provided in Section 7737."

9 [Emphasis added.] Section 7735 prohibits funeral establishments from receiving trust income for  
10 uses other than funeral services, barring them from receiving payments for funeral establishment  
11 expenses such as commissions to sales personnel, operating costs, or a return on investment.<sup>17</sup>

12 106. Section 7737 provides that a funeral establishment may be paid the trust funds after it  
13 has provided the trustee with a certified death certificate of the beneficiary and satisfactory  
14 evidence that the funeral establishment provided the goods and services as stated in the contract.

15 107. As an inducement to refer their customers to the TRUST, said defendants have caused  
16 the TRUST to make payments (kickbacks)<sup>18</sup> to Funeral Establishment Defendants and other  
17 enrolled funeral establishments of 1% to 1.5%<sup>19</sup> of the annual balances of the firms' individual  
18 trust accounts in the TRUST. These payments have been made on a quarterly basis. These funeral  
19 establishments are given an annual option to receive these payments. If the election is not made,  
20

---

21 <sup>16</sup> "A kickback includes a payment in consideration of the referral of a client . . . or  
22 customer." Int.Rev. Code, § 162(c)(2).

23 <sup>17</sup> See *American Funeral Concepts v. Bd. of Funeral Directors and Embalmers* (1982) 136  
24 Cal.App.3d 303, 313 ("[t]he Short Act sets out an elaborate plan for the control of funds accruing  
25 under preneed funeral contracts. Its obvious purpose is to recognize the utility of a preneed  
26 funeral arrangement and at the same time assure its performance by requiring that all  
27 consideration paid pursuant thereto be held in trust until the need materializes . . . This purpose is  
28 unattainable if cosmetic manipulation of the form of the transaction allows the funeral director to  
tap its proceeds to pay expenses such as commissions to sales personnel, operating costs, and a  
return on investment.") [Internal citations and quotations omitted, emphasis in original.]

<sup>18</sup> The defendants call these payments or kickbacks "participation distributions."

<sup>19</sup> Prior to 2001, the Trust paid the funeral establishments 1.5% of the trust balances. With  
the adoption of the Disparity Resolution Plan, the kickback amount was reduced to 1% of the  
trust balances.

1 the money remains in the individual trust accounts and earns income. The majority of enrolled  
2 funeral establishments have elected to receive these payments.

3 108. These payments violate Section 7735 and California Code of Regulations, Title 16,  
4 Section 1265, as said defendants have caused the TRUST to pay and Funeral Establishment  
5 Defendants have collected and kept for themselves a portion of their own clients' trust funds each  
6 year, despite the fact that the preneed funeral contracts have not been fulfilled according to their  
7 terms. In other words, these payments are made at a time when the beneficiary has not died and  
8 the funeral establishment has not provided the funeral services and merchandise pursuant to the  
9 agreement.

10 109. In addition, CFDA, FDSC, MECHANICS BANK, COMERICA BANK, KUHN, and  
11 DOES 1 through 1000 have made or have authorized others to make explicit and implicit  
12 misrepresentations to consumers in the TRUST's individual trust agreements and the TRUST's  
13 advertisements, which state that the trustor's funds will be held in trust until the funeral  
14 establishment provides the agreed upon goods and services.

15 110. Section 8 (Delivery of Funds) of the TRUST's standard consumer preneed contract  
16 states that, "[t]he Trustee shall hold the funds transferred to it for the purpose for which they are  
17 deposited until this Agreement is fulfilled according to its terms. The Funeral Establishment shall  
18 file with FDSC a certified copy of the Beneficiary's death certificate and evidence that the  
19 Funeral Establishment has furnished the merchandise and services as provided in this Agreement  
20 and shall forward such documents to Trustee. Trustee will then direct disbursement of the funds  
21 in the Trustor's account, less any fees provided for herein [administrative fees], to the Funeral  
22 Establishment." The agreement does not authorize nor contemplate kickbacks, rebates,  
23 participation distributions, dividends, or any other payments to the contracting funeral  
24 establishment until services are rendered.

25 ///

26 ///

27 ///

28 ///

1           111. Likewise, defendants CFDA, FDSC, MECHANICS BANK, COMERICA BANK,  
2 KUHN, and DOES 1 through 1000 have prepared or authorized the misrepresentations set forth in  
3 the TRUST's brochures, which have been given to enrolled funeral establishments to sell preneed  
4 trusts to prospective consumers and mailed to prospective consumers upon request, and posted on  
5 the TRUST's website. These advertisements indicate that the funeral establishments will not be  
6 paid from the consumers' funds before the agreed upon services are rendered.

7           112. These advertisements also misrepresent to consumers that the TRUST "is in full  
8 compliance with California State Law," when, in fact, it is not.

9           113. Moreover, in the TRUST's financial reports and the four annual preneed trust audit  
10 reports filed with the Bureau,<sup>20</sup> said defendants misrepresented the 1% payments to funeral  
11 establishments (referred to as "participation distributions" by the defendants) as administrative  
12 expenses of the TRUST. However, the enrolled funeral establishments do not provide any  
13 administrative services to the TRUST. Therefore, the participation distributions to the funeral  
14 establishments are not trust administration costs and violate Section 7735 and California Code of  
15 Regulations, Title 16, Section 1265.

16           114. By and through their conspiracy, said defendants violated Section 7735 and  
17 California Code of Regulations, Title 16, Section 1265, which has caused harm to California  
18 consumers. The amounts paid in kickbacks and lost income from failure to invest the funds are  
19 not refunded to the trustor-beneficiary in the event that a trust is revoked, canceled, the  
20 contracting funeral establishment goes out of business, or the trustor-beneficiary entered into a  
21 non-guaranteed preneed agreement. Approximately twenty percent of the TRUST's contracts  
22 written are non-guaranteed. The trustors are charged at today's costs when the trustor is serviced.  
23 The funeral establishment will apply only the account balance against their billing. The

---

24  
25 <sup>20</sup> Prior to 2007, defendants filed with the Bureau only audited financial statements of the  
26 TRUST, but failed to file a Preneed Funeral Trust Fund Report. In or about April 2007,  
27 defendants FDSC and COMERICA BANK filed the TRUST's first Preneed Funeral Trust Fund  
28 Report for year ending December 31, 2006. Subsequently, defendants filed Preneed Funeral Trust  
Fund Report with the TRUST's audited financial statements for 2007, 2008, and 2009. The  
TRUST's four Preneed Funeral Trust Fund Reports were verified by Defendant KUHN and  
Robert Gajewski, Senior Vice President, of Defendant COMERICA BANK.

1 “kickback” amount is never considered in the calculation. Depending upon the trust account  
 2 balance and amount being billed, the trustor or estate will be over charged or receive less than the  
 3 full refund to which they would have been entitled. For example:

	Example A	Example B
Amount Paid by consumer to TRUST, plus income	\$1,000	\$1,000
Kickback	(100)	(100)
Trust Account Balance	900	900
Actual Cost of funeral goods and services	(850)	(950)
Refund or (Added Charge)	50	(50)
What should be the Refund	\$150	\$50

10 115. From 2000 through 2009, said defendants caused the TRUST to pay enrolled funeral  
 11 establishments an approximate total of \$4,621,376 in illegal kickbacks from their own clients’  
 12 trust funds. From January 1, 2000, through June 30, 2009, defendants BRUSIE FD 371,  
 13 FAIRHAVEN FD 1313, HAYWARD FD 1456, and WELCH FD 303 each collected more than  
 14 \$100,000 in illegal kickbacks. Specifically, defendant BRUSIE FD 371 collected approximately  
 15 \$115,831; defendant FAIRHAVEN FD 1313 collected approximately \$188,467; defendant  
 16 HAYWARD FD 1456 collected approximately \$106,197; and defendant WELCH FD 303  
 17 collected approximately \$112,763.

18 116. The members of the FDSC and/or CFDA Board of Directors are owners, officers,  
 19 and/or funeral directors of enrolled funeral establishments that have elected to collect the  
 20 kickbacks, and as such, have received a financial benefit by authorizing the kickbacks. From  
 21 January 1, 2000 through June 30, 2009, defendant HILLVIEW FD 527 collected approximately  
 22 \$31,911.95. During this time, KUHN, its owner, was a member of the CFDA Board and/or the  
 23 FDSC Board. John Machado, an owner of defendant HAYWARD FD 1456, was a member of  
 24 FDSC's and CFDA's Board of Directors and has authorized these kickbacks.

25 117. As a result of the foregoing, said defendants owe restitution to the trustor-  
 26 beneficiaries and the TRUST.

27 ///

28 ///

1 118. Unless restrained and permanently enjoined, said defendants will continue to engage  
2 in or will resume said aforementioned practices and acts in violation of the law as hereinabove set  
3 forth.

4 119. Plaintiff and trustor-beneficiaries will be irreparably injured in that said defendants  
5 will continue to engage in or will resume acts and practices in violation of law, as hereinabove set  
6 forth.

7 120. Plaintiff has no adequate remedy at law to prevent said defendants from engaging in  
8 the aforementioned alleged acts and practices.

9 **FOURTH CAUSE OF ACTION**

10 **(VIOLATION OF BUS. & PROF. CODE, § 7735)**

11 **(IMPROPER PAYMENTS FOR NON-TRUST RELATED EXPENSES)**

12 **(AGAINST DEFENDANTS CFDA, FDSC, COMERICA BANK,**

13 **MECHANICS BANK, TRUST, KUHN, AND DOES 1 THROUGH 1000)**

14 121. Plaintiff realleges and incorporates by reference paragraphs 9 through 48, 62 through  
15 73, 78 through 101, and 104 through 116, inclusive, of the Complaint as though fully set forth  
16 herein.

17 122. Defendants CFDA, FDSC, COMERICA BANK, MECHANICS BANK, KUHN, and  
18 DOES 1 through 1000 have knowingly and willingly entered into a conspiracy, common  
19 enterprise, or common course of conduct to cause the TRUST to pay, have caused the TRUST to  
20 pay, and unless restrained and permanently enjoined from doing so by order of this Court,  
21 defendants CFDA, FDSC, COMERICA BANK, TRUST, KUHN, and DOES 1 through 1000 will  
22 continue to cause the TRUST to pay for expenses that are not ordinary and necessary expenses to  
23 administer a preneed funeral trust, in violation of Section 7735, as follows:

24 123. Section 7735 states, "[t]he income from the trust may be used to pay for a reasonable  
25 annual fee for administering the trust, including a trustee fee to be determined by the bureau."  
26 California Code of Regulations, title 16, Section 1265 restricts the recovery of administrative fees  
27 to a ceiling of 4% of the trust balance.

28 ///



1           124. For the period of January 1, 2000, through December 31, 2008, said defendants  
2 allowed or helped FDSC take approximately \$22,290,614 from the TRUST in purported trust  
3 administration fees. FDSC then doled out payments to itself and others. Some of these payments  
4 were to service providers for purportedly providing actual trust administration services. Other  
5 payments were to FDSC or its board members for travel costs and board meetings. And  
6 approximately \$14,313,455<sup>21</sup> was diverted to expenses clearly unrelated to administering the  
7 TRUST, including lobbying fees, dividends to CFDA, sponsorship of CFDA conventions,  
8 settlement costs in litigation that did not benefit the TRUST, kickbacks to enrolled funeral  
9 establishments (who are CFDA members), unidentified and undocumented attorneys' fees and  
10 marketing expenses, and the continued repayment of investment losses under the Disparity  
11 Resolution Plan discussed in the Second Cause of Action, supra. In addition, as part of the  
12 Disparity Resolution Plan, FDSC and ARC agreed to refund a portion of their fees. These  
13 payments are refunds that reduce the amount of fees paid for administrative services and are not  
14 expenses. Said defendants have violated Section 7735 and California Code of Regulations, Title  
15 16, Section 1265, by causing the TRUST to pay these non-trust administration expenses.

16           125. Moreover, said defendants have made or authorized others to make explicit and  
17 implicit misrepresentations to consumers with regard to the payment of administrative fees.  
18 Section 9 of the California Master Trust Agreement between FDSC and MECHANICS BANK,  
19 which is incorporated into the TRUST's Preeed Trust Agreements with the individual trustors,  
20 defines fees as the trustee fee and fees to be paid to FDSC and its agents for "administrative  
21 services rendered to the Trust and Trustee and all costs related-thereto," and states further that,  
22 "[a]ll remaining net income per annum shall be credited to the individual accounts of depositors  
23 in proportion to the amounts of their respective corpus. None of the Trust corpus or any  
24 remaining net income earned on the corpus shall be used for payment of any sales commission,  
25 rent or salary."

26  
27  
28           <sup>21</sup> This amount includes the \$4,837,292 paid for administrative fees in 2001 and 2002.

1           126. Similarly, the Master Trust Agreement of the TRUST between FDSC and  
2 COMERICA BANK, effective as of February 15, 2002, which is incorporated into the Preneed  
3 Trust Agreements with the individual trustors, defines "Administrative Fees" to collectively mean  
4 "the FDSC Fee, the Trustee Fee, and the Investment Advisor Fee." The "FDSC fee" is described  
5 as the fee paid to FDSC for the administrative services rendered to the TRUST by FDSC and  
6 FDSC's Trust Accounts Administrator, Consultants, Accountant, Legal Counsel, and Auditor and  
7 all other costs related thereto."

8           127. Thus, the preneed trust agreements between the TRUST and consumers do not permit  
9 trustor-beneficiaries' money to be used for the aforementioned extraordinary expenditures for the  
10 benefit of CFDA and FDSC.

11           128. Furthermore, by committing violations of Section 7735 and California Code of  
12 Regulations, Title 16, Section 1265, as set forth hereinabove, MECHANICS BANK,  
13 COMERICA, and FDSC, as fiduciaries of the TRUST,<sup>22</sup> violated numerous provisions of the  
14 Trust Law, including, but not limited to, the fiduciary's duty to administer the trust solely in the  
15 interest of the beneficiaries<sup>23</sup>; its duty not to use trust property for the trustee's own profit or for  
16 any other purpose unconnected with the trust<sup>24</sup>; and its duty to take reasonable steps to preserve  
17 the trust property<sup>25</sup>.

18           129. These violations of law have harmed the trustor-beneficiaries in the approximate  
19 amount of \$14,313,455 plus lost income. As a result, said defendants owe restitution to the  
20 trustor-beneficiaries, TRUST, and enrolled funeral establishments who have participated in the  
21 TRUST.

22           130. By and through their conspiracy said defendants have conspired to continue these  
23 improper payments, which dissipate trust assets and thus harm the consumers.

---

24  
25           <sup>22</sup> Since Defendant FDSC has powers of direction with regard to the TRUST, it assumes  
26 and owes fiduciary duties toward the TRUST and the trustor-beneficiaries. See *Crocker-Citizens  
Nat'l Bank v. Younger* (1971) 4 Cal. 3d 202, 211.

27           <sup>23</sup> Prob. Code §16002, subd. (a).

28           <sup>24</sup> Prob. Code, 16004, subd. (a).

<sup>25</sup> Prob. Code, § 16006.

1 131. Unless restrained and permanently enjoined, defendants CFDA, FDSC, COMERICA  
2 BANK, TRUST, KUHN, and DOES 1 through 1000 will continue to engage in or will resume  
3 said aforementioned practices and acts in violation of the law as hereinabove set forth.

4 132. Plaintiff, trustor-beneficiaries, and enrolled funeral establishments, will be irreparably  
5 injured in that said defendants will continue to engage in or will resume acts and practices in  
6 violation of law, as hereinabove set forth.

7 133. Plaintiff has no adequate remedy at law to prevent said defendants from engaging in  
8 the aforementioned alleged acts and practices.

9 **FIFTH CAUSE OF ACTION**

10 **(VIOLATION OF BUS. & PROF. CODE, § 7737)**

11 **(FAILURE TO DELIVER TRUST CORPUS AND ACCUMULATED INCOME)**

12 **(AGAINST DEFENDANTS CFDA, FDSC, COMERICA BANK, MECHANICS BANK,**  
13 **TRUST, KUHN, AND DOES 1 THROUGH 1000)**

14 134. Plaintiff realleges and incorporates by reference paragraphs 9 through 48, 62  
15 through 73, 78 through 101, 104 through 116, and 122 through 130, inclusive, of the Complaint  
16 as though fully set forth herein.

17 135. Defendants CFDA, FDSC, COMERICA BANK, MECHANICS BANK, KUHN, and  
18 DOES 1 through 1000 have knowingly and willingly entered into a conspiracy, common  
19 enterprise, or common course of conduct to cause and have caused the TRUST to systematically  
20 underpay certain trust beneficiaries and funeral establishments to whom repayments were due.

21 136. When beneficiaries die, Section 7737 requires trustees to repay the trust corpus plus  
22 accumulated income to the funeral establishments performing the beneficiaries' funeral services:  
23 "the trustee ... shall deliver the corpus of the trust to the funeral establishment upon the filing of a  
24 certified copy of the death certificate or other satisfactory evidence of the death of the beneficiary  
25 . . . together with any income accrued in the trust."

26 137. But by and through said defendants' collective actions, beginning in or about 2007  
27 and continuing to the present, when certain beneficiaries have died, the TRUST has failed to  
28 deliver the full amount of those beneficiaries' trust corpus and income accrued.

1 138. Said defendants instituted this policy of systematic underpayments because they had  
2 depleted the TRUST through investment losses, inappropriate diversions of trust funds, excessive  
3 administrative fees, and inappropriate expenditures. In effect, they made unwitting trustor-  
4 beneficiaries or the funeral establishments providing services to these individuals bear the losses  
5 from their misconduct.

6 139. Unless restrained and permanently enjoined from doing so by order of this Court,  
7 defendants CFDA, FDSC, COMERICA BANK, TRUST, KUHN, and DOES 1 through 1000 will  
8 continue to unlawfully withhold the entire corpus and accumulated income from funeral  
9 establishments providing services to beneficiaries or from trustors in violation of Section 7737.

10 140. Trustor-beneficiaries and enrolled funeral establishments have been harmed as a  
11 result of these violations and are owed restitution.

12 141. Plaintiff, trustor-beneficiaries, and enrolled funeral establishments, will be irreparably  
13 injured in that said defendants will continue to engage in or will resume acts and practices in  
14 violation of law, as hereinabove set forth.

15 142. Plaintiff has no adequate remedy at law to prevent said defendants from engaging in  
16 the aforementioned alleged acts and practices.

17 **SIXTH CAUSE OF ACTION**

18 **(VIOLATION OF CAL. CODE REGS., TIT. 16, § 1274)**

19 **(UNLAWFULLY RETAINING FUNDS OWED TO TRUSTOR**

20 **AFTER FUNERAL ESTABLISHMENT**

21 **NOT ABLE TO PERFORM CONTRACTED FUNERAL SERVICES)**

22 **(AGAINST DEFENDANTS CFDA, FDSC, TRUST, COMERICA BANK,**

23 **MECHANICS BANK, KUHN, AND DOES 1 THROUGH 1000)**

24 143. Plaintiff realleges and incorporates by reference paragraphs 9 through 48, 62  
25 through 73, 78 through 101, 104 through 116, 122 through 130, and 135 through 138, inclusive,  
26 of the Complaint as though fully set forth herein.

27 144. Defendants CFDA, FDSC, COMERICA BANK, MECHANICS BANK, KUHN, and  
28 DOES 1 through 1000 have knowingly and willingly entered into a conspiracy, common

1 enterprise, or common course of conduct to cause and have caused the TRUST to unlawfully  
2 retain funds that are owed to beneficiaries when licensed funeral establishments or licensed  
3 funeral directors are unable to perform contracted funeral services, in violation of California Code  
4 of Regulations, Title 16, Section 1274, as follows.

5 145. Beginning at dates unknown to the Plaintiff, but no later than in or about 2000, and  
6 continuing to the present, said defendants either willfully or negligently retained the trust funds of  
7 customers of funeral establishments or funeral directors who had become unable to perform  
8 funeral services.

9 146. California Code of Regulations, Title 16, Section 1274 requires trustees to return  
10 trust funds and net income to beneficiaries or trustors when funeral establishments or funeral  
11 directors cannot perform preneed funeral service contracts: “[i]f, for any reason, a licensed  
12 funeral establishment or licensed funeral director is unable to perform the funeral services prior to  
13 or upon the death of the beneficiary of a preneed trust agreement, then the trustees shall pay all  
14 trust corpus and net income to the beneficiary, trustor or the legal representative of either the  
15 beneficiary or trustor without the imposition of any revocation charge.”

16 147. From 2000 to the present, certain funeral establishments and funeral directors  
17 participating in the TRUST have become unable to perform trust beneficiaries’ funeral services  
18 for a variety of reasons: their businesses may have closed, they may have moved, they may have  
19 retired, or they may have had their licenses revoked or suspended.

20 148. The TRUST and said defendants have failed to develop a system for effectively  
21 identifying and repaying customers who can no longer have their funeral services performed by  
22 the establishment or director with whom they contracted. They have not regularly monitored  
23 enrolled funeral establishments to verify whether enrolled establishments or funeral directors are  
24 still in business. Nor have they regularly checked the Bureau’s web site to verify whether  
25 enrolled funeral establishments or directors still have active licenses.

26 149. Even for certain establishments that said defendants knew or should have known went  
27 out of business, they have failed to notify and repay trustors or beneficiaries as required by law.

28 ///

1           150. Instead of repaying all trustors or beneficiaries as required by law, in some cases said  
2 defendants have assigned or sold the assignment of performance of preneed contracts to other  
3 enrolled funeral establishments, without the trustors' knowledge or consent. As a result, trustors  
4 who purchased a contract for funeral services at establishments they selected may find their  
5 contract assigned or sold to another funeral establishment that they did not choose to be in  
6 business with for reasons of convenience, familiarity, price, reputation, or location.

7           151. There is no provision in California Code of Regulations, Title 16, Section 1274 or  
8 other laws or regulations permitting the assignment, sale, or purchase of existing preneed funeral  
9 contracts without the customer's consent.

10           152. The assignment, sale or purchase of existing preneed funeral contracts without the  
11 customer's consent also violates the provisions of the TRUST's standard consumer contracts,  
12 which provide in section 10 (entitled "Inability of the Funeral Establishment to Perform"): "[i]f  
13 for any reason the Funeral Establishment becomes unable to substantially perform this Agreement  
14 prior to or upon the death of the Beneficiary, the trustee shall return to the funeral establishment  
15 for delivery to the trustor or beneficiary, as applicable, or to the trustor's or beneficiary's  
16 representative ... all funds in the trustor's account, less any fees."

17           153. In some instances, instead of refunding the monies to the trustor or beneficiary, or  
18 their estates, or their heirs, or to the state if these funds go unclaimed, said defendants have  
19 conspired, engaged in a common scheme, or a common purpose to keep the trust funds from  
20 clients of defunct funeral establishments in the TRUST.

21           154. Unless restrained and permanently enjoined, defendants CFDA, FDSC, COMERICA  
22 BANK, TRUST, KUHN, and DOES 1 through 1000, and each of them, will continue to engage in  
23 or will resume said aforementioned practices and acts in violation of the law as hereinabove set  
24 forth.

25           155. Trustor-beneficiaries have been harmed as a result of the aforementioned violations  
26 and are owed restitution.

27           ///

28           ///







1 potentially increase earnings and invested some or all of the TRUST corpus in risky mutual fund  
2 investments.

3 169. The TRUST's investment manager during the period 1998 to 2001 was Philip Pauze,  
4 a mutual fund manager with connections to the funeral home industry, including creating and  
5 managing a mutual fund called the Pauze Tombstone Fund, which invested only in companies  
6 associated with the funeral industry, and which collapsed after losing much of its value in only a  
7 few years.

8 170. From approximately 1994 to 2003, Robert Pierce was FDSC's President. From 1996  
9 to 2001, Mr. Pierce also served as a trustee for Mr. Pauze's bond funds. Mr. Pierce was paid  
10 \$12,500 a year for being a trustee for the Pauze Funds, at the same time he was approving  
11 TRUST investments in these funds and approving compensation of more than \$200,000 a year  
12 from the TRUST to Mr. Pauze's company.

13 171. With the consent of FDSC, CFDA, KUHN, and MECHANICS BANK, from 1998 to  
14 2001 Mr. Pauze invested a significant portion of the TRUST's investment portfolio in zero  
15 coupon government bonds, an investment that did not pay yearly coupons or dividends and which  
16 was highly-sensitive to changes in interest rate fluctuations. He also invested the TRUST's  
17 portfolio in the Pauze Total Return Fund, a bond fund that also held significant investments in  
18 zero coupon government bonds. During this time, the Pauze Total Return Fund -- whose assets  
19 were almost entirely comprised of the TRUST's investments -- dramatically underperformed  
20 long-term and short-term U.S. Treasury Bonds and as similar bond funds while incurring far  
21 greater risk and charging higher fees than these comparable investments.

22 172. From 1998 to 2001, the TRUST experienced substantial investment losses as a result  
23 of Mr. Pauze's imprudent investments.

24 173. On or about June 30, 2001, the TRUST sold all of its investments in Pauze bond  
25 funds and in zero coupon bonds and fired Mr. Pauze as its investment manager.

26 174. In 2001, said defendants changed the TRUST's investment policy. Their goal was to  
27 increase the rate of return of the TRUST's investments (thereby accepting more risk) in order to  
28 offset investment losses.

1           175. Sometime in 2001 and continuing to the present, the Trust has been invested in  
2 corporate asset-backed securities. Based on financial disclosure reports filed by FDSC, these  
3 securities appear to be bundles of securities based largely on consumer credit card debt and auto  
4 loans.

5           176. Sometime in 2006, two years before the housing market collapsed, and continuing to  
6 the present, the TRUST has been invested in privately-issued mortgage backed securities and  
7 collateralized mortgages.

8           177. Sometime in 2006 and continuing to the present, the TRUST has been invested in  
9 foreign bonds and notes.

10          178. Sometime in 2007 and continuing to the present, the TRUST has been invested in  
11 foreign stocks and stocks of foreign companies listed on domestic stock exchanges.

12          179. The TRUST's investments in corporate asset-backed securities, in privately-issued  
13 mortgage backed securities, in privately-issued collateralized mortgages, in foreign bonds and  
14 notes, and in foreign stock, do not comply with Business and Professions Code sections 7737.5 or  
15 7737.7, which allow for the investment of the trust corpus in insured bank or credit union  
16 accounts, and do not comply with California Code of Regulations, title 16, section 1263  
17 subdivision (a), which, in part, requires preneed funeral arrangement trust funds to invest,  
18 reinvest, and keep trust assets invested in (1) federal, state or local bonds or securities; (2) bonds  
19 which are legal investments for commercial banks; (3) FDIC insured CDs or interest bearing  
20 accounts; (4) investment certificates or shares in state or federally chartered savings institution  
21 insured by the Federal Savings and Loan Insurance Corporation, or, in the alternative, (5) in  
22 investments that comply with the Section 15001 *et seq.* (Division 9) of the Probate Code, which  
23 includes the Uniform Prudent Investor Act. These types of investments are not insured bank  
24 accounts, are not bonds that are legal investments for commercial banks (sections 1001 *et seq.* of  
25 the Financial Code lists certain legal investments for commercial banks), are not government  
26 bonds, and do not comply with the Uniform Prudent Investor Act (as discussed below).

27          180. The TRUST's investments in corporate asset-backed securities, in privately-issued  
28 mortgage backed securities, in privately-issued collateralized mortgages, in foreign bonds and

1 notes, and in foreign stock, fail to comply with the Uniform Prudent Investor Act, Probate Code  
2 section 16045 *et seq.*, also known as the prudent investor rule, and therefore do not comply with  
3 regulation 1263 subdivision (a)(5). Section 16047 of the Probate Code requires trustees to “invest  
4 and manage trust assets as a prudent investor would, by considering the purposes, terms,  
5 distribution requirements, and other circumstances of the trust” and to have an “overall  
6 investment strategy having risk and return objectives reasonably suited to the trust.” FDSC’s  
7 investments of funeral service trust funds in assets that could result – and in some cases, have  
8 resulted – in the substantial loss of trust principal are ill-suited to the purpose, terms, distribution  
9 requirements and risk and return objectives of beneficiaries of preneed funeral trust arrangements.

10 181. Funds for preneed funeral arrangements are put into trust so beneficiaries can have  
11 the funeral services they have contracted for when their time comes. The investments listed in  
12 Business and Professions Code sections 7737.5 and 7737.7 and California Code of Regulations,  
13 title 16, section 1263 reflect this conservative purpose: they include insured accounts protected  
14 from principal loss and government bonds with little likelihood of default. These types of  
15 conservative investments generally minimize risk and principal loss, have low administrative  
16 costs, and allow for some appreciation of the principal in order to protect these investments from  
17 inflation. This is appropriate for trust beneficiaries who need to have their trust funds invested  
18 safely for the term between their purchase of a preneed funeral arrangement and their death.

19 182. In contrast, the TRUST’s investments in corporate asset-backed securities, in  
20 privately-issued mortgage backed securities, in privately-issued collateralized mortgages, in  
21 foreign bonds and notes, and in foreign stock, were and are unsuited to the needs of preneed trust  
22 purchasers: they have high levels of risk, jeopardizing the principal of trust beneficiaries. They  
23 can lose, and, in some cases, have lost, their value.

24 183. Said defendants determined the risk and return objective of the TRUST's investments  
25 based on their own needs -- including their needs to recoup and to hide past investment losses, to  
26 take excessive administrative fees, and to fund inappropriate expenditures -- or based on the  
27 needs of participating funeral establishments, not the needs of the trust beneficiaries.

28 ///

1 184. Unless restrained and permanently enjoined, defendants CFDA, FDSC, COMERICA  
2 BANK, TRUST, KUHN, and DOES 1 through 1000 will continue to engage in or will resume  
3 said aforementioned practices and acts in violation of the law as hereinabove set forth.

4 185. Plaintiff, trustor-beneficiaries, and enrolled funeral establishments, will be irreparably  
5 injured in that said defendants will continue to engage in or will resume acts and practices in  
6 violation of law, as hereinabove set forth.

7 186. Plaintiff has no adequate remedy at law to prevent said defendants from engaging in  
8 the aforementioned alleged acts and practices.

9 **NINTH CAUSE OF ACTION**

10 **(VIOLATION OF CAL. CODE REGS., TIT. 16, § 1267)**

11 **(UNLAWFULLY MAINTAINED FINANCIAL RECORDS OUT-OF-STATE)**

12 **(AGAINST DEFENDANTS CFDA, FDSC, TRUST, COMERICA BANK,**

13 **KUHN, AND DOES 1 THROUGH 1000)**

14 187. Plaintiff realleges and incorporates by reference paragraphs 9 through 48, 62 through  
15 73, 78 through 101, 104 through 116, 122 through 130, 135 through 138, 144 through 153, 159  
16 through 161, and 167 through 183, inclusive, of the Complaint as though fully set forth herein.

17 188. Defendants CFDA, FDSC, COMERICA BANK, KUHN, and DOES 1 through 1000  
18 have knowingly and willingly entered into a conspiracy, common enterprise, or common course  
19 of conduct to conceal and have concealed evidence of their unlawful conduct and will continue to  
20 conceal evidence of their unlawful conduct by keeping the TRUST's financial records out of  
21 state, and unless restrained and permanently enjoined from doing so by order of this Court,  
22 defendants CFDA, FDSC, TRUST, COMERICA BANK, KUHN, and DOES 1 through 1000 will  
23 continue to keep the TRUST's records out of state and out of reach of the Bureau, in violation of  
24 California Code of Regulations, Title 16, Section 1267, as follows:

25 189. In or about 2006, FDSC hired Charter Management Associates, which later changed  
26 its name to Essential Planning Group (EPG), as the TRUST's administrator, replacing the  
27 TRUST's prior administrator, Association Resource Center (ARC). EPG's offices are located in  
28

1 Beaverton, Oregon. From in or about 2006 to the present, the TRUST's records have been kept by  
2 EPG in Oregon.

3 190. Unless restrained and permanently enjoined, said defendants and each of them will  
4 continue to engage in or will resume said aforementioned practices and acts in violation of the  
5 law as hereinabove set forth.

6 191. Plaintiff, trustor-beneficiaries, and enrolled funeral establishments, will be irreparably  
7 injured in that said defendants will continue to engage in or will resume acts and practices in  
8 violation of law, as hereinabove set forth.

9 192. Plaintiff has no adequate remedy at law to prevent said defendants from engaging in  
10 the aforementioned alleged acts and practices.

11 **TENTH CAUSE OF ACTION**

12 **(VIOLATION OF CAL. CODE REGS., TIT. 16, § 1267)**

13 **(UNLAWFULLY WITHHELD TRUST RECORDS FROM THE BUREAU)**

14 **(AGAINST DEFENDANTS CFDA, FDSC, COMERICA BANK,**

15 **MECHANICS BANK, TRUST, KUHN, AND DOES 1 THROUGH 1000)**

16 193. Plaintiff realleges and incorporates by reference paragraphs 9 through 48, 62 through  
17 73, 78 through 101, 104 through 116, 122 through 130, 135 through 138, 144 through 153, 159  
18 through 161, 167 through 183, and 188 through 189, inclusive, of the Complaint as though fully  
19 set forth herein.

20 194. Defendants CFDA, FDSC, COMERICA BANK, MECHANICS BANK, KUHN, and  
21 DOES 1 through 1000 have knowingly and willingly entered into a conspiracy, common  
22 enterprise, or common course of conduct to conceal and have concealed evidence of their  
23 unlawful conduct by unlawfully withholding trust records from the Bureau, and unless restrained  
24 and permanently enjoined from doing so by order of this court, defendants CFDA, FDSC,  
25 COMERICA BANK, TRUST, KUHN, and DOES 1 through 1000 will continue such practices, in  
26 violation of California Code of Regulations, title 16, Section 1267, as follows:

27 ///

28 ///



1 198. Plaintiff, trustor-beneficiaries, and enrolled funeral establishments, will be irreparably  
2 injured in that said defendants will continue to engage in or will resume acts and practices in  
3 violation of law, as hereinabove set forth.

4 199. Plaintiff has no adequate remedy at law to prevent said defendants from engaging in  
5 the aforementioned alleged acts and practices.

6 **PRAYER FOR RELIEF**

7 WHEREFORE, Plaintiff prays for relief as follows:

8 1. That defendants, and each of them, their officers, directors, employees, agents,  
9 representatives, successors, and assigns, and all other persons, corporations, or other entities  
10 acting under, through, or on behalf of defendants, be permanently restrained and enjoined from  
11 engaging in or performing, directly or indirectly, any and all of the following acts or aiding or  
12 abetting others to:

13 A. Allow a trustee other than a banking institution or a trust company legally  
14 authorized by the State of California to act as trustee as defined in Section 7736.

15 B. Violate Business and Professions Code Section 7737 by allowing FDSC or any  
16 other entity other than the trustor, trustee, and funeral establishment to be a party to a preneed  
17 funeral agreement.

18 C. Violate Business and Professions Code Section 7735 by allowing income from  
19 the trust to be used for payment of anything other than a reasonable annual fee for services  
20 rendered in administering the trust, using any funds other than income directly earned on the trust  
21 during that year, or by expending administrative fees in an amount in excess of four (4%) percent  
22 of the trust balance on December 31 of any given year. A reasonable annual fee for administering  
23 the trust shall include the following expenses if such expenses are directly related to the  
24 administration of the trust: bookkeeping, accounting fees, office expenses, trustee fees, and  
25 investment management fees. A reasonable annual fee for administering the trust shall not, under  
26 any circumstances, be interpreted to include any of the following expenses: lobbying fees,  
27 payment of any expense in connection with any convention, payment to any third party  
28 organizations, other than those providing services directly related to the administration of the trust

1 as defined above, funeral establishments commissions or fees, or payments of any legal  
2 settlements or arbitration expenses.

3 D. Violate Section 7737 by failing to deliver the corpus and accumulated income,  
4 less the revocation fee, to the trustors, beneficiaries, or their legal representatives upon  
5 revocation.

6 E. Violate California Code of Regulations, Title 16, Section 1274 by failing to  
7 return to the trustors, beneficiaries, or their legal representatives, without imposition of a  
8 revocation fee the funds paid to the funeral establishment and any interest earned on their trust  
9 corpus when an enrolled funeral establishment is not able to perform the trust contract or to  
10 provide the contracted services and merchandise. Such funds shall be returned within ninety days  
11 of the date that defendants have been notified or have become aware that:

12 (i) the funeral establishment can no longer perform services; or

13 (ii) the funeral establishment no longer has a valid license.

14 Defendants shall be required to use due diligence to ensure that they are apprised of such  
15 circumstances at the earliest possible juncture.

16 F. Solicit the transfer of preneed contracts from trustors, beneficiaries, or legal  
17 representatives of a beneficiary or trustor when a participating funeral establishment has become  
18 unable to perform the contract or to provide the contracted services or merchandise.

19 G. Transfer any preneed contract to another funeral establishment unless the  
20 trustor, beneficiary, or legal representative of a beneficiary or trustor has specifically requested  
21 that transfer and authorized it in a signed writing submitted at the time of the request.

22 H. Violate California Code of Regulations, Title 16, Section 1264 by failing to  
23 return to the trustor within 15 days after cancellation or revocation of a contract the corpus and  
24 accumulated earnings. This provision shall not prevent defendants from deducting a revocation  
25 fee from the distribution.

26 I. Violate California Code of Regulations, Title 16, Section 1267 by failing to  
27 maintain or cause the trustee of the preneed trust to maintain, complete financial records in  
28



1 California at all times or by failing to make the trust records available for inspection in California  
2 by the Bureau during reasonable working hours.

3 J. Violate Probate Code Section 16002, by failing to operate the trust for the sole  
4 benefit of the beneficiary.

5 K. Hold the California Master Trust out to the public as a Bureau approved trust or  
6 as a trust that is compliant with the laws and regulations of the state.

7 L. Destroy any evidence in any form, including, but not limited to, evidence in  
8 written, electronic and recorded formats.

9 M. Dissipate any assets received by and through their business affiliation with the  
10 California Master Trust.

11 2. That this Court, during the pendency of this action, issue a preliminary injunction  
12 against defendants, including the corporations, partnerships, and individuals, and each of them,  
13 from engaging in any action that violates the preneed funeral trust laws within the Funeral  
14 Directors and Embalmers Law as codified at Section 7600 *et seq.* and Division 12 of Title 16 of  
15 the California Code of Regulations pursuant to Section 125.5, as described in paragraph 1, above,  
16 in this Prayer.

17 3. That this Court issue a preliminary and permanent injunction enjoining defendants,  
18 their employees, agents, servants, representatives, successors, and assigns, any and all persons  
19 acting in concert or participation with them, and all other persons, corporations, or other entities  
20 acting under, by, through, or on their behalf, from doing any of the following:

21 A. Expending, disbursing, transferring, encumbering, withdrawing or otherwise  
22 exercising control over any funds received by or on behalf of the TRUST or rightfully due the  
23 TRUST except as authorized by the Court; and

24 B. Conducting business of any kind on behalf of, or relating to the TRUST other than  
25 as necessary to assist a Receiver, successor trustee, or administrator, or to comply with discovery  
26 requests and orders, or as permitted by the Court.

27 4. That this Court, as authorized by Section 125.5, order defendants, and each of them,  
28 to pay investigation expenses to Plaintiff Cemetery and Funeral Bureau for violating the Funeral

1 Directors and Embalmers Law as set forth in as Section 7600 *et seq.* and Division 12 of Title 16  
2 of the California Code of Regulations, all in the amount according to proof at trial.

3 5. That this Court order defendants, and each of them, to render to the Court and to the  
4 Plaintiff a full and complete accounting of the financial activities and condition of the TRUST  
5 and their dealings with the TRUST from 2000 to the present, to include the expenditure and  
6 disposition of all revenues and assets received by or on behalf of the TRUST.

7 6. That this Court order defendants, and each of them, be surcharged and held liable for  
8 restitution for any and all such assets for which they fail to properly account, together with  
9 interest thereon at the legal rate from the date of liability thereon.

10 7. That this Court order that any and all expenses and fees incurred by defendants in this  
11 action be borne by the individual defendants and each of them and not by TRUST or any of its  
12 trustors or beneficiaries.

13 8. That this Court, as authorized by Section 125.5, order defendants, and each of them,  
14 to pay restitution to each of its victims for monies owed to them, by and through defendants'  
15 operation of the TRUST in violation of the Funeral Directors and Embalmers Law as codified at  
16 Section 7600 *et seq.* and Division 12 of Title 16 of the California Code of Regulations, together  
17 with interest thereon at the legal rate from the date of liability thereon, all in the amount  
18 according to proof at trial, including the following:

19 A. That this Court order defendants, and each of them, to identify all deceased  
20 beneficiaries on the TRUST's active list whose funeral services have not been provided pursuant  
21 to the preneed funeral contract, to account for the monies or other assets owed to these  
22 beneficiaries, and to pay restitution together with interest thereon at the legal rate from the date of  
23 liability hereon to those deceased beneficiaries' heirs or legal representatives or to escheat those  
24 funds to the state pursuant to the Unclaimed Property Law, set forth in Code of Civil Procedure  
25 Section 1500 *et seq.*

26 B. That this Court order defendants, and each of them, to identify all funeral  
27 establishments who are enrolled or have previously been enrolled in the TRUST from 2000 to the  
28 present who are or were unable to perform the contracted funeral services and pay restitution to

1 the trustors or beneficiaries (or their heirs or legal representatives) who have contracted with  
2 these homes, or to escheat those funds to the state pursuant to the Unclaimed Property Law.

3 C. That this Court order defendants, and each of them, to identify and pay  
4 restitution together with interest thereon at the legal rate from the date of liability to all  
5 beneficiaries, trustors (or their heirs or legal representatives), or enrolled funeral establishments  
6 that have been underpaid from 2000 to the present.

7 9. That this Court appoint a receiver, trustee, or administrator to exercise control over all  
8 TRUST assets and any funds received by or on behalf of the TRUST, to administer the restitution  
9 ordered, to implement all orders of this Court, and/or to oversee the dissolution of the TRUST  
10 and return of its assets to participating funeral establishments or the trustors as required.

11 10. That this Court order defendants, and each of them, to pay the fees and costs of and  
12 assist and cooperate with the appointed receiver, trustee, or administrator who shall administer the  
13 TRUST and oversee the restitution ordered.

14 11. That this Court modify the terms of the TRUST in order that the TRUST complies  
15 with the Funeral Directors and Embalmers Law, which shall involve, inter alia, the removal of  
16 FDSC as a party and the elimination of any term that requires or permits the TRUST to pay fees  
17 to FDSC or CFDA or any party related thereto.

18 12. That costs of suit herein incurred be awarded to Plaintiff.

19 13. That the reasonable expenses incurred by the Plaintiff, the Cemetery and Funeral  
20 Bureau, be awarded to Plaintiff.

21 ///

22 ///

23 ///

24 ///

25 ///

26 ///

27 ///

28 ///

1 14. That such other and further relief be ordered as this Court may deem necessary to  
2 protect the public health, safety, and welfare.

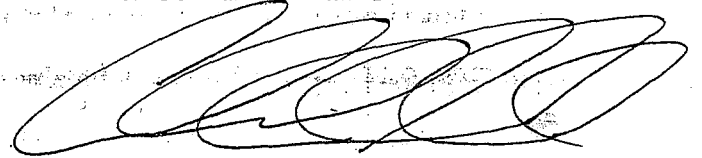
3 Dated: April 18, 2011

Respectfully Submitted,

4 KAMALA D. HARRIS  
Attorney General of California  
5 ALFREDO TERRAZAS  
Senior Assistant Attorney General  
6 KAREN B. CHAPPELLE  
Supervising Deputy Attorney General

7  
8 

9  
10 NANCY A. KAISER  
Deputy Attorney General  
Attorneys for Plaintiff  
11 Cemetery and Funeral Bureau, Department  
of Consumer Affairs

12  
13 

14  
15 GEOFFREY WARD  
Deputy Attorney General  
Attorneys for Plaintiff  
16 Cemetery and Funeral Bureau, Department  
of Consumer Affairs

17  
18 LA2009604517  
50886021.doc

19  
20  
21  
22  
23  
24  
25  
26  
27  
28