STATE OF WASHINGTON DEPARTMENT OF FINANCIAL INSTITUTIONS DIVISION OF CONSUMER SERVICES

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IN THE MATTER OF DETERMINING

Whether there has been a violation of the Consumer Loan Act of Washington by:

DANA CAPITAL GROUP, INC., and

DANA H. SMITH, President and Owner,

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FINAL ORDER – Dana Capital Group, Inc. C-05-188-07-F001 NO. C-05-188-07-FO01

FINAL ORDER

Dana Capital Group, Inc.

I. DIRECTOR'S CONSIDERATION

Respondents.

A. <u>Default</u> . This matter has come before the Director of the Department of Financial								
Institutions of the State of Washington (Director), through his designee, Consumer Services Division								
Director Deborah Bortner, pursuant to RCW 34.05.440(1). On July 11, 2007, the Director, through								
Consumer Services Division Director Deborah Bortner, entered a Statement of Charges and Notice of								
Intention to Enter an Order to Revoke License, Impose Fine, Order Restitution, Prohibit from								
Industry, and Collect Examination and Investigation Fees (Statement of Charges). The Statement of								
Charges was accompanied by a cover letter dated July 11, 2007, a Notice of Opportunity to Defend and								
Opportunity for Hearing, and blank Applications for Adjudicative Hearing for Dana Capital Group,								
Inc., and Dana H. Smith. The Department served the Statement of Charges, cover letter dated July 11,								
2007, Notice of Opportunity to Defend and Opportunity for Hearing, and blank Applications for								
Adjudicative Hearing for Dana Capital Group, Inc., and Dana H. Smith on Respondents and on								
Respondents' Registered Agent, CT Corporation System, on July 11, 2007, by first class mail and by								
Federal Express overnight delivery. On July 12, 2007, the documents sent via Federal Express								
overnight delivery were delivered to Respondent's Registered Agent, CT Corporation System. The								

documents sent via first class mail to Respondents were not returned to the Department by the United States Post Office.

Respondent Dana Capital Group, Inc., did not request an adjudicative hearing within twenty calendar days after the Department served it on July 14, 2007, with the Notice of Opportunity to Defend and Opportunity for Hearing, as provided for in WAC 208-08-050(2).

On August 13, 2007, the Director, through Consumer Services Division Director Deborah Bortner, entered an Amended Statement of Charges and Notice of Intention to Enter an Order to Revoke License, Impose Fine, Order Restitution, Prohibit from Industry, and Collect Examination and Investigation Fees (Amended Statement of Charges). A copy of the Amended Statement of Charges is attached and incorporated into this order by this reference. The Amended Statement of Charges was accompanied by a Notice of Opportunity to Defend and Opportunity for Hearing and blank Applications for Adjudicative Hearing for Dana Capital Group, Inc., and Dana H. Smith. The Department served the Amended Statement of Charges, Notice of Opportunity to Defend and Opportunity for Hearing, and blank Applications for Adjudicative Hearing for Dana Capital Group, Inc., and Dana H. Smith on Respondent Dana Capital Group, Inc., Respondent Dana Capital Group Inc.'s attorney, Michael Peterson, and Respondent Dana Capital Group Inc.'s Registered Agent, CT Corporation System, on August 14, 2007, by first class mail. The Department also served Respondent Dana Capital Group Inc.'s attorney, Michael Peterson, by Federal Express overnight delivery on August 15, 2007. The documents sent by first class mail were not returned by the United Stated Post Office. The Department served the Amended Statement of Charges, Notice of Opportunity to Defend and Opportunity for Hearing, and blank Applications for Adjudicative Hearing for Dana Capital Group, Inc., and Dana H. Smith on Respondent Dana H. Smith and Respondent Dana H. Smith's attorney,

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Kimberley Hanks McGair, by first class mail on August 14, 2007. The Department also served Respondent Dana H. Smith's attorney, Kimberley Hanks McGair, by Federal Express overnight delivery on August 15, 2007. The documents sent by first class mail were not returned by the United States Post Office.

Respondent Dana Capital Group did not request an adjudicative hearing within twenty calendar days after the Department served it on August 14, 2007, with the Notice of Opportunity to Defend and Opportunity for Hearing, as provided for in WAC 208-08-050(2).

- B. <u>Record Presented</u>. The record presented to the Director's designee for her review and for entry of a final decision included the following:
 - 1. Statement of Charges, cover letter dated July 14, 2007, Notice of Opportunity to Defend and Opportunity for Hearing, and blank Applications for Adjudicative Hearing for Dana Capital Group, Inc., and Dana H. Smith, with documentation of service;
 - 2. Amended Statement of Charges, Notice of Opportunity to Defend and Opportunity for Hearing, and blank Applications for Adjudicative Hearing for Dana Capital Group, Inc., and Dana H. Smith, with documentation of service.
- C. <u>Factual Findings and Grounds For Order</u>. Pursuant to RCW 34.05.440(1), the Director's designee hereby adopts the Amended Statement of Charges, which is attached hereto.

II. <u>FINAL ORDER</u>

Based upon the foregoing, and the Director's designee having considered the record and being otherwise fully advised, NOW, THEREFORE:

- A. IT IS HEREBY ORDERED, That:
 - 1. Respondent Dana Capital Group, Inc.'s license to conduct the business of a Consumer Loan company is revoked; and
 - 2. Respondent Dana Capital Group, Inc., shall pay a fine of \$500,000; and

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- 3. Respondent Dana Capital Group, Inc., shall pay restitution to the borrowers injured by Respondent's violations of the Act in the aggregate amount of \$15,780.75 as set forth in Appendix A of this Final Order and incorporated herein by reference; and
- 4. Respondent Dana Capital Group, Inc., shall pay an investigation fee of \$13,802, calculated at \$69.01 per hour for two hundred (200) staff hours devoted to the investigation; and
- 5. Respondent Dana Capital Group, Inc., shall pay the costs of examination in the amount of \$21,370.93, consisting of an examination fee of \$17,321.51, calculated at \$69.01 per hour for two hundred fifty one (251) staff hours devoted to the examination, and \$4,049.42 for travel expenses; and
- 6. Respondent Dana Capital Group, Inc., shall pay \$800.00 for the late fee imposed for the late filing of Respondent's Consolidated Annual Report and Annual Assessment fee for 2006; and
- 7. Respondent Dana Capital Group, Inc., shall maintain records in compliance with the Act and provide the director with the location of the books, records, and other information relating to Respondent Dana Capital Group, Inc.'s consumer loan company business, and the name, address, and telephone number of the individual responsible for maintenance of such records in compliance with the Act.
- B. Reconsideration. Pursuant to RCW 34.05.470, Respondent Dana Capital Group, Inc., has the right to file a Petition for Reconsideration stating the specific grounds upon which relief is requested. The Petition must be filed in the Office of the Director of the Department of Financial Institutions by courier at 150 Israel Road SW, Tumwater, Washington 98501, or by U.S. Mail at P.O. Box 41200, Olympia, Washington 98504-1200, within ten (10) days of service of the Final Order upon Respondent Dana Capital Group, Inc. The Petition for Reconsideration shall not stay the effectiveness of this order, nor is a Petition for Reconsideration a prerequisite for seeking judicial review in this matter.

A timely Petition for Reconsideration is deemed denied if, within twenty (20) days from the date the petition is filed, the agency does not (a) dispose of the petition or (b) serve the parties with a written notice specifying the date by which it will act on a petition.

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	C.	Stay of Order.	The Director's designee has determined not to consider a Petition
to Stay	the effe	ectiveness of this order.	Any such requests should be made in connection with a Petition
for Jud	licial Re	view made under chapt	ter 34.05 RCW and RCW 34.05.550.

- D. <u>Judicial Review</u>. Respondent Dana Capital Group, Inc., has the right to petition the superior court for judicial review of this agency action under the provisions of chapter 34.05 RCW. For the requirements for filing a Petition for Judicial Review, see RCW 34.05.510 and sections following.
- E. <u>Non-compliance with Order</u>. If you do not comply with the terms of this order within thirty (30) days of issuance, the Department may seek its enforcement by the Office of Attorney General to include the collection of the fines, fees, and restitution imposed herein. The Department may also make a claim against Respondent's surety bond.
- F. <u>Service.</u> For purposes of filing a Petition for Reconsideration or a Petition for Judicial Review, service is effective upon deposit of this order in the U.S. mail, declaration of service attached hereto.

DATED this 2th day of blender, 2007.

STATE OF WASHINGTON DEPARTMENT OF FINANCIAL INSTITUTIONS

DEBORAH BORTNER

DIRECTOR

DIVISION OF CONSUMER SERVICES



1 STATE OF WASHINGTON DEPARTMENT OF FINANCIAL INSTITUTIONS 2 CONSUMER SERVICES DIVISION 3 IN THE MATTER OF DETERMINING NO. C-05-188-07-SC03 Whether there has been a violation of the 4 Consumer Loan Act of Washington by: 5 AMENDED STATEMENT OF CHARGES and DANA CAPITAL GROUP, INC., and NOTICE OF INTENTION TO ENTER DANA H. SMITH, President and Owner, 6 AN ORDER TO REVOKE LICENSE, IMPOSE FINE, ORDER RESTITUTION, PROHIBIT FROM INDUSTRY, AND COLLECT 7 Respondents. **EXAMINATION AND INVESTIGATION FEES** (AMENDED) 8 INTRODUCTION 9 Pursuant to RCW 31.04.093 and RCW 31.04.165, the Director of the Department of Financial Institutions 10 of the State of Washington (Director) is responsible for the administration of chapter 31.04 RCW, the Consumer 11 Loan Act (Act). After having conducted an investigation pursuant to RCW 31.04.145, and based upon the facts 12 available as of the date of this Statement of Charges, the Director, through his designee Division of Consumer 13 Services Director Deborah Bortner, institutes this proceeding and finds as follows: 14 I. FACTUAL ALLEGATIONS 15 **Respondents:** 1.1 16 Dana Capital Group, Inc., (Dana Capital) was licensed by the Department of Financial A. 17 Institutions of the State of Washington (Department) to conduct business as a Consumer Loan Company on 18 November 12, 1999, and has continued to be licensed to date. Dana Capital is licensed to conduct business as a 19 Consumer Loan Company at the following two (2) locations: 20 Main Office: 8001 Irvine Drive, Suite 1200, Irvine, CA 92618 21 Branch Office: 8044 Camino Montego, Carlsbad, CA 92009 22 Dana Capital is not licensed to use any name other than "Dana Capital Group, Inc." 23 Dana H. Smith (Respondent Smith) is known to be the President and owner of Dana Capital. В. 24

STATEMENT OF CHARGES C-05- 188-07-SC03 Dana Capital Group Inc., and Dana H. Smith

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DEPARTMENT OF FINANCIAL INSTITUTIONS
Division of Consumer Services
150 Israel Rd SW
PO Box 41200
Olympia, WA 98504-1200
(360) 902-8795

- Report of Examination: From September 30, 2005, through October 26, 2005, the Department 1.2 conducted an examination of the books and records of Dana Capital for the period of November 22, 1999, through September 30, 2005.
 - The Department incurred fees and expenses in the amount of \$21,370.93 related to this A. examination, consisting of \$17,321.51 for examiner related services and \$4,049.42 for travel expenses.
 - The Department reviewed forty two (42) loan files as part of its examination. The Department В. determined that in fifteen (15) of these loans Dana Capital had failed to provide a Good Faith Estimate of costs (GFE) and Truth-in-Lending disclosures (TIL) within three business days of receiving the borrower's application. The Department determined that in nine (9) of these loans Dana Capital failed to maintain sufficient records to establish it had timely provided mandatory initial disclosures for Adjustable Rate Mortgages (ARM). The Department determined that in twelve (12) of these loans Dana Capital charged an underwriting fee when no underwriting services were performed.
- Unlicensed Loan Activity: During the 2005 examination, the Department identified forty two (42) 1.3 unlicensed companies which had originated loans for property located in Washington on behalf of Dana Capital. The Department sent subpoenas to each of these companies and obtained evidence that beginning in at least May 2002, Dana Capital entered into contractual arrangements with at least sixteen (16) individuals and companies to conduct residential mortgage business in the name of Dana Capital from locations that were not licensed by the Department. These arrangements were predominately in the form of a "Salesperson's Employment Contract" or a "Broker Services Agreement." Some of these agreements included provisions through which Dana Capital represented that it had or would obtain the necessary licensure for the contracting individuals and companies to operate lawfully under Dana Capital. Dana Capital, however, did not apply for any Washington branch licenses. Between May 1, 2002, and May 1, 2007, these sixteen companies originated at least 183 residential mortgage loans in Washington on behalf of Dana Capital.
- Consumer Complaints: Between August 1, 2004, and May 1, 2007, the Department received several 1.4 consumer complaints by Washington residents against Dana Capital, which included the following:

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16091- Between November 2003 and January 2004, borrowers J.B. and M.B. contacted Dana A. Capital seeking to refinance a mortgage on their primary residence located in Washington. Dana Capital eventually obtained a loan for the borrowers through Encore Credit Corp. On March 9, 2005, the Department sent Dana Capital a Directive requiring it to provide copies of the borrower's original application form, all mandatory disclosures, the final HUD 1 or HUD 1A, the note, the appraisal order, the first page of the credit report, the activity log, and any other documentation or explanation that would assist in assessing the borrower's complaint. A copy of the complaint was provided, and Dana Capital's response was due on or before March 24, 2005. Dana Capital, however, failed to respond. As a result, the Department was compelled to issue a subpoena for the above stated documents on April 5, 2005. The Department received Dana Capital's response to the subpoena on April 8, 2005. Dana Capital's response consisted of a cover letter containing a brief response to the complaint, a payoff document from Ameriquest, a Final HUD 1, and a letter Respondent had written to Encore Lending dated December 11, 2003, which had been part of the original loan process. None of the other required documents were provided.

The Final HUD 1 shows that Dana Capital did not actually make the loan in question, but instead brokered it to Encore Credit Corp. This, however, did not relieve Dana Capital from the requirement to provide several mandatory disclosures, including a GFE and TIL, within three business days of taking the borrower's application. Because Dana Capital failed to provide copies of these documents in response to the Department's Directive, the Department finds that Dana Capital did not provide these disclosures in a timely manner.

18564- On September 27, 2005, the Sharp Real Estate Appraisal Corporation (Sharp) reported to В. the Department that it had completed two (2) appraisals for Dana Capital related to the refinancing of two primary residences in Washington. Sharp provided two documents entitled "Request for Appraisal" it had received from Dana Capital. The first Request, dated May 30, 2002, indicated it had been submitted by:

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Dana Capital Group 24602 Raymond Way #9 Lake Forest, CA 92630

The second Request, dated November 24, 2004, indicated it had been submitted by:

Dana Capital 745 E. Maryland Ave. Phoenix, AZ 85014

At the time these Requests were submitted by Dana Capital to Sharp, Dana Capital was not licensed to do business in Washington from either of those locations.

C. 21448- On December 12, 2006, the Balderas Appraising Services (Balderas) reported to the Department that it had completed six (6) appraisals for Dana Capital related to the refinancing of six primary residences in Washington. Balderas provided six documents entitled "Appraisal Order" it had received from Dana Capital. Each request was dated between September 1 and October 15, 2005, and indicated it had been submitted by:

Dana Capital Group, Inc. 2525 E. Colorado Pasadena, CA 91107

At the time these Requests were submitted by Dana Capital to Balderas, Dana Capital was not licensed to do business in Washington from that location.

D. 21677, 21696- On January 22 and 24, 2007, respectively, two Washington consumers notified the Department they had received an advertisement in the mail indicating it came from Dana Capital. Upon review, the Department determined that the advertisements were identical, except for specific information relevant to the recipient. On February 5, 2007, the Department requested an explanation for the advertisements from Dana Capital. Dana Capital promptly responded that the advertisements had been distributed by one of its "employees" at Global Equity Finance, Inc., located at 575 Anton Blvd., 3rd Floor, Costa Mesa, California 92626. At the time the Washington consumers received the advertisements, Dana Capital was not licensed to do business in Washington from that address and was not licensed to do business in Washington under the name of Global Equity Finance, Inc.

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STATEMENT OF CHARGES

Additionally, each advertisement stated an annual percentage rate (APR) in a smaller type size than other rates and terms stated in the advertisement. Each advertisement also stated a monthly payment, but failed to state the terms of repayment.

- 2006 Annual Assessment Late Fee: Dana Capital's Consolidated Annual Report and Annual 1.5 Assessment fee for 2006 was due on or before March 1, 2007, but was not received at the Department by that date. On March 9, 2007, the Department received the Report via overnight mail. The Report was accompanied by a cover letter dated March 8, 2007, and a check for the annual assessment dated March 8, 2007. As a result of the late filing, the Department imposed a late fee of \$800, calculated at \$100 per day for eight (8) days. On April 2, 2007, the Department notified Dana Capital of the imposition of the late fee and requested payment. Dana Capital has not paid the late fee.
- 2007 Consolidated Annual Report and Annual Assessment: On June 11, 2007, the Department received a letter from Respondent Smith (dated May 30, 2007) notifying the Department that Dana Capital was no longer an operating corporation and was surrendering its consumer loan license. Respondents' original license for its main office was enclosed with the letter, but Respondents' license for its branch located in Carlsbad, CA, was not surrendered. Respondent Smith also notified the Department that all licensing issues should be referred to Respondents' attorney. On June 14, 2007, the Department sent a letter to Respondents via Respondents' attorney, notifying Respondents that in order to process Respondents' closure, Respondents needed to surrender the original branch license, submit a closure form, submit a Consolidate Annual Report for the period January 1 through May 30, 2007, pay the appropriate 2007 annual assessment, and pay an \$800 late fee from Respondents' 2006 annual assessment. On August 7, 2007, the Department received a letter from Respondent Smith (dated July 3, 2007) accompanied by a check for the 2007 annual assessment. The letter stated that the 2007 Consolidated Annual Report and the closure forms for the main office and the branch office were also enclosed, but these documents were not in the envelope with the letter.
- On-Going Investigation: The Department's investigation into the alleged violations of the Act by 1.7 Respondents continues to date.

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STATEMENT OF CHARGES C-05- 188-07-SC03 Dana Capital Group Inc., and Dana H. Smith

II. GROUNDS FOR ENTRY OF ORDER

- 2.1 Advertising: Based on the Factual Allegations set forth in Section I above, Respondents are in apparent violation of RCW 31.04.027(10) and RCW 31.04.135 for advertising a rate of interest without conspicuously disclosing the annual percentage rate implied by that rate of interest and for failing to comply with 12 C.F.R. §226.24(c) (2 counts).
- **2.2 Disclosures:** Based on the Factual Allegations set forth in Section I above, Respondents are in apparent violation of RCW 31.04.027(6) and RCW 31.04.102(2) and (3) for failure to provide GFE and TIL disclosures within three business days of receiving a loan application (17 counts).
- 2.3 Record Keeping: Based on the Factual Allegations set forth in Section I above, Respondents are in apparent violation of RCW 31.04.155 for failing to maintain sufficient records to enable the Director to determine whether the licensee is complying with the Consumer Loan Act (10 counts).
- 2.4 Unearned Fees: Based on the Factual Allegations set forth in Section I above, Respondents are in apparent violation of RCW 31.04.027(1), (2), and (3) and RCW 31.04.105(2) for charging applicants for underwriting fees when no underwriting services were performed (12 counts).
- 2.5 Unlicensed Activity: Based on the Factual Allegations set forth in Section I above, Respondents are in apparent violation of RCW 31.04.075 for doing business from more than one location without obtaining additional licenses for those locations (19 counts).
- 2.6 Unlicensed DBAs: Based on the Factual Allegations set forth in Section I above, Respondents are in apparent violation of WAC 208-620-420 for transacting business under a name other than that on Respondents' license (16 counts).
- 2.7 Failure to Comply with Director's Authority: Based on the Factual Allegations set forth in Section I above, Respondents are in apparent violation of RCW 31.04.145 for failure to comply with the Director's investigatory authority by failure to fully and completely comply with the Department's Directives.

2.8 Failure to Pay Late Fee: Based on the Factual Allegations set forth in Section I above, Respondents are in apparent violation of WAC 208-620-430(2) for failing to pay the late fee imposed for the late filing of Respondents' Consolidated Annual Report and Annual Assessment fee for 2006.

2.9 Failure to file 2007 Consolidated Annual Report and Pay Annual Assessment. Based upon the Factual Allegations set forth in Section I above, Respondents are in apparent violation of WAC 208-620-460 for failure to file a Consolidated Annual Report and pay the associated Annual Assessment within 30 days of closure.

III. AUTHORITY TO IMPOSE SANCTIONS

- 3.1 Authority to Revoke License: Pursuant to RCW 31.04.093(3)(a) and (b), the Director may revoke a license if a licensee fails to pay any fee due the state of Washington, or fails to comply with any specific order or demand of the Director lawfully made and directed to the licensee in accordance with the Act, or violates any provision of the Act or any rule adopted under the Act either knowingly or without exercise of due care.
- 3.2 Authority to Impose Fine: Pursuant to RCW 31.04.093(4), the Director may impose fines of up to one hundred dollars per day upon the licensee, its employee, or any other person subject to the Act for any violation of the Act or failure to comply with any order or subpoena issued by the Director under the Act.
- 3.3 Authority to Issue Orders to Pay Restitution: Pursuant to RCW 31.04.093(5), the Director may issue an order directing a licensee, its employee, or any other person subject to the Act to make restitution to a borrower or other person who is damaged as a result of a violation of the Act.
- **3.4** Authority to Prohibit from the Industry: Pursuant to RCW 31.04.093(6)(d) and (e), the Director may issue an order prohibiting from participation in the affairs of any licensee, any officer, principal, employee, or any other person subject to the Act for failure to comply with any order or subpoena issued under the Act or for a violation of RCW 31.04.027.
- 3.5 Authority to Charge Examination Fee and Investigation Fee: Pursuant to RCW 31.04.145(3) and WAC 208-620-590, every licensee examined or investigated by the Director or the Director's designee shall pay for the cost of the examination or investigation, calculated at the rate of sixty-nine dollars and one cent

C-05-188-07-SC03

Dana H. Smith

Dana Capital Group Inc., and

telephone number of the individual responsible for maintenance of such records in compliance with the Act.

V. AUTHORITY AND PROCEDURE

This Statement of Charges and Notice of Intention to Enter an Order to Revoke License, Impose Fine, Order Restitution, Prohibit from Industry, and Collect Examination and Investigation Fees (Statement of Charges) is entered pursuant to the provisions of RCW 31.04.093, RCW 31.04.165, RCW 31.04.202 and RCW 31.04.205, and is subject to the provisions of chapter 34.05 RCW (The Administrative Procedure Act).

Respondents may make a written request for a hearing as set forth in the NOTICE OF OPPORTUNITY TO DEFEND AND OPPORTUNITY FOR HEARING accompanying this Statement of Charges.

Dated this 13th day of Julyust, 2007.

Director

Division of Consumer Services
Department of Financial Institutions

Presented by:

Steven C. Sherman

Financial Legal Examiner

Approved by:

James R. Brusselback

Program Manager and Enforcement Chief

24 | STATEMENT OF CHARGES

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C-05-188-07-SC03

Dana Capital Group Inc., and Dana H. Smith

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RESTITUTION SCHEDULE

3		Borrower Name	Reference Number	Amount Due
4		J.B. and M.B.	BW 020402016	\$3,425.75
5		M.S.C.	11225441	\$1,345.00
6		Z.H.	BW 228214	\$ 300.00
7		S.K.R.	05030807	\$ 995.00
8		M.G.	1002266577	\$ 995.00
9		M.K.	11176428	\$1,345.00
10		L.G.	100098901	\$ 995.00
11		J.H.	11256314	\$ 995.00
12	`	E.C.	1002631450	\$1,890.00
13		J.F.	921000240857	\$ 995.00
14		J.M.	11092636	\$ 995.00
15		T.K.	1001425586	\$1,515.00
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17		TOTAL		\$15,780.75

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Appendix A -Restitution Schedule

A-1

DEPARTMENT OF FINANCIAL INSTITUTIONS Division of Consumer Services 150 Israel Rd SW PO Box 41200 Olympia, WA 98504-1200 (360) 902-8795