

### **ATTACHMENT 1 – MINIMUM QUALIFICATIONS TO RESPOND TO RFP**

For proposals to be considered for evaluation, Suppliers **must** be able to meet all minimum qualifications as outlined below. Suppliers that do not meet the minimum qualifications should not submit a proposal as it will not be considered.

**A. ANNUAL NET REVENUE MUST BE AT OR ABOVE \$500,000.**

Supplier to include the most recent financial statement as part of the proposal.

**B. GEOGRAPHICAL COVERAGE**

Supplier must have the ability to respond to the University of California’s needs in the placement of temporary staff at the UC locations.

Suppliers can submit proposals in one of two ways:

1. For system-wide – ability to service all UC locations or;
2. Limit proposal to one (1) region – ability to service UC locations in only one (1) region – North region, Central Valley region, Central Coast region or South region.

<b>UC Region</b>	<b>UC Locations</b>
North	UC Berkeley
North	UC Office of the President
North	UC San Francisco
North	Lawrence Berkeley National Lab
North	Lawrence Livermore National Lab
Central Valley	UC Davis
Central Valley	UC Merced
Central Coast	UC Santa Cruz
Central Coast	UC Santa Barbara
South	UC Irvine
South	UC Riverside
South	UCLA
South	UC San Diego

**C. OTHER LOCATIONS**

Successful awardees will be able to extend the terms of the agreement to California State University (CSU) and California Community College (CCC) locations. Any locations using the terms of the agreement will be contracted under separate agreements with CSU and CCC. California state law now allows this usage.

<b>CSU Locations</b>
Humboldt
Sonoma
Maritime
San Francisco
East Bay
San Jose
Chico
Sacramento
Stanislaus
Fresno
Bakersfield
Monterey Bay
San Luis Obispo
Channel Islands
Northridge
Los Angeles
San Bernardino
Pamona
Dominguez Hills
Long Beach
Fullerton
San Marcos
San Diego

**D. LABOR AREA CLASSIFICATION/JOB CATEGORY COVERAGE**

If a supplier provides multiple areas of job category coverage, then supplier must have the ability to respond to the requests for the placement of temporary staff at a minimum of at least three (3) labor area classifications. Preference will be given to those who offer multiple labor area classifications.

If a supplier's sole area of expertise is limited to one (1) of the labor area classifications below (i.e, food service), then a supplier can respond to one (1) labor area classification.

Supplier must be able to provide temporary staffing services for all job positions listed under a labor area classification. For example, if a Supplier offers Admin/Clerical temporary staffing services, pricing for all job positions listed under that labor area classification must be provided to be considered for evaluation.

**1. Administrative/Clerical Labor Area Classification**

- Clerk
- Senior Clerk/Assistant I
- Clerical Assistant
- Assistant II
- Assistant III
- Medical Front Desk
- Administrative Specialist

## UC Temporary Labor Services RFP (Non IT Temp)

RFP# AM-2019-1-TEMP

- Administrative Analyst
- Executive Secretary
- Executive Assistant
- Administrative and Job Placement Assistant
- Administrative and Marketing Assistant
- Administrative Assistant – Bilingual Spanish
- Administrative Assistant – Finance
- Administrative Officer II
- File Clerk
- Office Administrator
- Office Assistant
- Office Manager
- Receptionist

### 2. Accounting/Finance Labor Area Classification

- Accountant I
- Accountant II
- Accountant III
- Accountant IV
- Accounts Payable Specialist
- Accounts Payable Clerk
- Accounts Payable Coordinator
- Accounts Receivable Assistant
- Accounts Receivable Specialist
- Accounts Receivable Administrator
- Accounting Assistant I
- Accounting Assistant II
- Accounting Assistant III
- Accounting Clerk
- Accounting Coordinator
- Senior Accountant
- Staff Accountant
- Assistant Accountant
- Assistant Budget Analyst
- Bookkeeper
- Bookkeeper Clerk
- Budget Analyst
- Finance Manager
- Senior Finance Manager
- Financial Analyst
- Senior Financial Analyst
- Financial Analyst – Fund Accounting
- Payroll Accountant
- Tax Assistant

### 3. Light Industrial Labor Area Classification

## UC Temporary Labor Services RFP (Non IT Temp)

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- Light Industrial/Laborer
- Custodian
- Senior Custodian
- Custodial Supervisor
- Groundskeeper
- Lead Groundskeeper/Gardner
- Painter
- Shipping and Receiving Clerk
- Shipping and Receiving Laborer

### 4. Skilled Labor, Labor Area Classification

- Electrician
- Lead Electrician
- Refrigeration Technician
- Carpenter
- Plumber
- HVAC Technician

### 5. Food Service Labor Area Classification

- Waitperson/Server
- Cook
- Food Service Worker
- Lead Food Service Worker
- Food Service Supervisor
- Sous Chef
- Captain
- Cashier
- Bartender
- Dishwasher

### 6. Laboratory Science Support Labor Area Classification

- Laboratory Technician
- Laboratory Manager
- Laboratory Assistant
- Animal Care Technician

### 7. Media and Content Creation Services Labor Area Classification

- Junior Designer
- Mid-level Designer
- Senior Designer
- Copywriter
- Marketing Coordinator/Advertising Assistant
- Marketing and Communication Assistant
- Marketing/Communications Manager
- Social Media Specialist
- Content Manager

UC Temporary Labor Services RFP (Non IT Temp)

RFP# AM-2019-1-TEMP

- Event/Field Marketing Specialist
- Trade Show Coordinator
- Sales Administrator Assistant
- Sales Coordinator
- Sales Operations Administrator
- Sales Support
- Project and Communications Specialist
- Donation Marketing Specialist

E. PRICING

Pricing must be submitted and completed with supplier's response to this RFP in the format requested, **UC Temporary Labor Pricing Template.xls**.

Suppliers must provide pricing information for each element for which they are submitting a proposal:

- UC Region
- Labor Area Classification
- Job Descriptions

Pricing elements include:

- Minimum and Maximum Pay Rate
- Minimum and Maximum Bill Rate
- Mark-Up Breakdown

NOTE: DO NOT INCLUDE ANY CONVERSION FEES. UC reserves the right to convert temporary staff to a direct hire at any time during the assignment with no conversion fee.

F. ACCEPT UC TERMS AND CONDITIONS OF PURCHASE (no exceptions allowed)

- a. UC Terms and Conditions of Purchase, dated 9/4/18
  - i. *The following articles are not applicable for the requested services under this RFP: Article 7.A, Article 7.B, Article 13, Article 17, Article 26*
- b. Appendix Data Security and Privacy, dated 5/24/18
  - i. *The following amendment is not applicable for the requested services under this RFP: First Amendment to the Appendix, Safeguard Standard for Payment Card Data and General Data Protection Regulation Data Protection*
- c. Appendix HIPAA Business Associate, dated 5/16/17

**signature page to follow**

UC Temporary Labor Services RFP (Non IT Temp)  
RFP# AM-2019-1-TEMP

**Supplier signature acknowledges that Supplier meets all minimum qualifications as outlined above.**

**Signed document must be included with your RFP response.**

**Supplier Name** 22nd Century Technologies, Inc.

**X** *Eva Paddis-McKnight* Mar 13, 2019

**Supplier Signature and Date**

# University of California (UC)

Account  
Manager  
CA

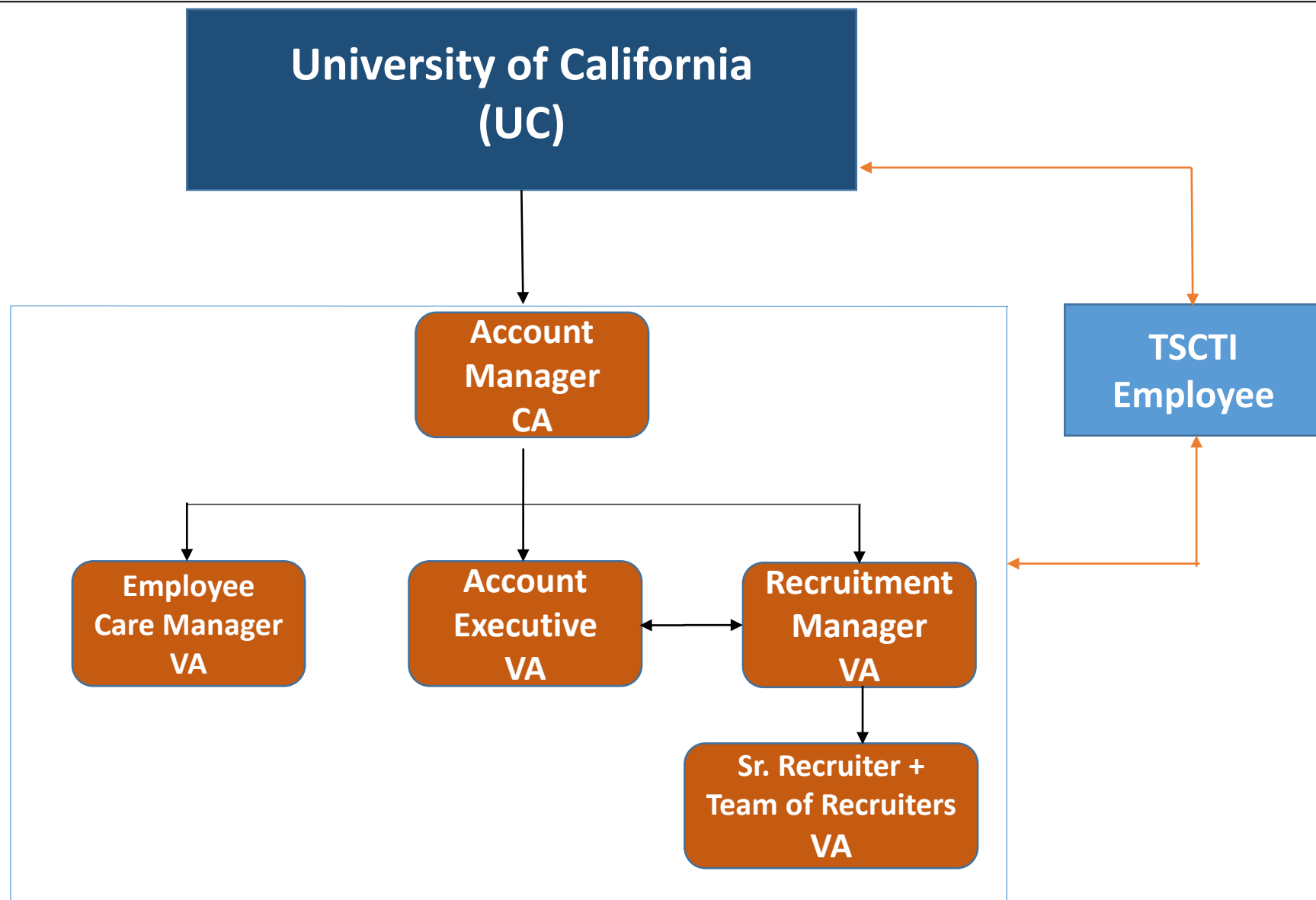
Employee  
Care Manager  
VA

Account  
Executive  
VA

Recruitment  
Manager  
VA

Sr. Recruiter +  
Team of Recruiters  
VA

TSCTI  
Employee



## **Jessica Duncan, Alternative Account Manager**

Jessica has over 10 years of experience in Account Management, Operations, Customer Relationship Management & Business Development. She has extensive experience in ensuring the timely and successful delivery of our temporary staffing solutions according to customer needs and objectives. She has proven experience in communicating clearly the progress of weekly, monthly and quarterly status updates to internal stakeholders. She is skilled in heading various government accounts to effectively manage day to day operations and liaising with key agencies to gather requirements and understand overall functioning of existing resources. A well versed in managing, motivating and leading teams for running successful business process operations with proven ability of achieving Service Delivery/Targets. She is skilled in identifying and growing opportunities within account, collaborating with recruitment team to ensure growth attainment. She has strong experience in managing on-site consultants and responding to all questions or concerns and proficient in generating client monthly reports and delivering to government Program Management Officer. She possesses excellent skills in building and maintaining strong, long-lasting customer relationships.

### **Core Competencies**

- Full life cycle recruiting experience from requirement gathering to fulfillment.
- Lead Project Manager for multiple staffing implementations with Federal, State, and Local Contracts.
- Extensive experience in reviewing, negotiating, and signing all company Non-Disclosure Agreement's, Teaming Agreements and Subcontracts.
- Proven experience in assisting in the creation and implemented a new company contracts procedure, which allows for better company documentation, providing ease when it is time for PMO reporting.
- Strong experience in scheduling company meetings and schedule meetings between executives and clients and experience in maintaining the company's equipment log.
- Proficient in managing collection, documentation and distribution of all hardware and software equipment and possess strong experience in maintain accounts payable and accounts receivable, invoices, personnel files, and company reports.
- Experience in scheduling initial screening and follow-on interviews as needed.
- Proficient in writing company Staffing Services Agreement and distributed to the team so the company may begin pursuing staffing efforts.

### **Education**

- Bachelor of Business Administration, University of Maryland University College, 2012

### **Experience**

**22nd Century Technologies, Inc.**

**Aug 2013 – Present**

**Project/Alt. Account Manager**

#### **Responsibilities:**

Handling various TSCTI's government contracts as Prime and Alternative Project Manager. Currently holding Defense Health Agency, Fort Belvoir-VA, City of Chesapeake - VA, and Hampton Road Transit - VA. Responsible for providing support as Backup/Alternative Project Manager.

### **City of Anaheim, CA**

#### **Responsibilities:**

- Serve as the lead point of contact for all customer account management matters.
- Ensure the timely and successful delivery.
- Hold weekly and monthly staff meetings.
- Implement effective employee performance management processes.
- Report on service results and SLAs.



**The City of Sunnyvale, CA****Responsibilities:**

- Act as the single point of contact between TSCTI and City utilities.
- Implement effective employee performance management processes.
- Assisted the SMEs with weekly and monthly reporting.
- Selected, trained, and developed the other key members for monitoring performance to achieve business results.
- Act as a point of escalation for the resolution of City utilities and employee issues.

**Hampton Road Transit, VA****Responsibilities:**

- Single Point of Contact between the Road Transit and TSCTI.
- Use the latest service management tools and techniques.
- Perform Contract Reviews on annual basis. Improved TSCTI's overall Customer Satisfaction score.
- Set the business strategy and support the management team in development, service delivery, client and employee retention, recruiting, and expense management.
- Conduct annual contract reviews.
- Schedule monthly meetings with the Road Transit Contract Managers and other stakeholders

**FEMA/ DHS/ ICF International****Sep 2012 – Jul 2013****Business Analyst**

- Maintain business department priorities (projects, enhancements and issues)
- Responsible for proceeds business needs and turn that into a requirements document (BRD)
- Provided test scripts and scenarios and lead testing efforts
- Maintain and track active IT projects (strategic and tactical)

**Wells Fargo, Frederick****Oct 2011 – Sep 2012****Business Analyst****Responsibilities:**

- Gathered information from multiple sources and critically evaluating it, reconciling conflicts, disseminating high-level information into details and distinguishing user requests from their true needs
- Drive and challenge the presumptions of business units on how will they successfully execute their plans
- Interpreting business needs of customers and translating them into the application and operational requirement with the help of strong analytical and product management skills
- Establish the technical vision and analyzing tradeoffs between usability and performance needs by teaming up with developers and subject matter experts
- Liaison between technology teams, support teams and business units

**Prior Experience**

Company Name	Designation	Duration
Navy Federal Credit Union	Member Service Representative	Aug 2007 – Dec 2010
Brainard Consulting LLC	Administrative Support	Mar 2006 – Aug 2007

## **Sandeep Singh, Account Manager**

### **Summary**

Sandeep is an innovative and resourceful Account manager with over 10 years of strong Account and Contract Management experience. He has extensive experience in developing relationships with all levels of management, clients and user groups. He has successfully led various contracts. He possesses excellent working experience with complete Recruitment Lifecycle starting from quality hiring process includes coordinating interviews with client, selection till the successful accomplishment of project milestone. He holds strong experience of handling practically all aspects of temporary staffing services related business with expertise in handling contracts for State and Local Agencies as well as for commercial sector clients. He has adequately established productive, professional relationships with key personnel in assigned customer accounts. He possesses expertise in direct liaison with clients to ensure the fulfillment of contract requirements.

### **Core Competencies**

- Execute complete programs, with content from subject-matter experts that include collateral, field engagement tools, detailed competitive analysis, press and PR engagement, sales training, lead generation, success stories, and event marketing.
- Doing web-based research, cold calling for identifying prospects and subsequent follow-ups.
- Understand the requirements of the qualified accounts/opportunities/clients, Firm up a unique value proposition addressing the opportunity, present the same to the decision makers in the account, negotiate and firm up the contract. Doing marketing research on prospects.
- Keeping track of past and present prospects using relevant CRM techniques and marketing material.
- Creation of scripts. Putting together white papers and case studies on services provided by company
- Expert in talent change performance management organizational design and development compensation policy development training development employee/ labor relations & union avoidance.
- Vast experience in initiating, planning, executing, monitoring and controlling, closing, maintaining and supporting staffing contracts/ projects.
- Well-developed leadership planning and execution skills with the ability to motivate and lead others in the pursuit of corporate goals and objectives.
- Good understanding of state, federal government contracts setting contracts, negotiating, maintaining and success completion of various staffing contract. Excellent presentation and intangible selling skills.
- Substantial experience in designing, implementing and managing full-scale sales and marketing plan geared to state/local government clients.

### **Education/ Certification**

- Master's Degree in Business and Management
- Bachelor in Computer Science and Engineering

### **Experience**

<b>Client</b>	<b>TSCTI</b>
<b>Position</b>	<b>Account Manager</b>
<b>Duration</b>	<b>2008 – Present</b>

### **Responsibilities:**

During his time in TSCTI, he has been involved in various State and local government contracts. The portfolio includes clients such as State of California, County of Santa Barbara, The City of Sunnyvale, City of Anaheim. As an Account Manager, he is accountable for the overall operation of the clients, including setting business strategy and supporting his management team in business development, service delivery, employee retention, recruiting, and expense management. Some of his client engagements are as follows:

**State of California****Responsibilities:**

- Delivering the expertise necessary to provide effective focused services for various Non-IT projects,
- Act as the central point of communication within the Account Management team.
- Improve services so that TSCTI meet Client's expectations.
- Implement effective performance management processes.
- First line incident management.
- Review the company's current service activities and processes.
- Report on service results and SLAs.

**County of Santa Barbara, CA****Responsibilities:**

- Developed team capability and ensuring knowledge acquisition plans are in place, utilized existing talents, and skills.
- Carry out staff performance reviews.
- Responsible for selecting, training, and developing the management team and for monitoring performance to achieve business results.
- Set the business strategy and support the management team in business development, service delivery, Client and employee retention, recruiting, and expense management (e.g., workers' compensation, unemployment compensation, general operating expenses).
- Conduct annual contract reviews.
- Review contractual performance of both parties to ensure compliance with terms and to identify conflicts or changes requiring resolution at contract renewal.

**The City of Sunnyvale, CA****Responsibilities:**

- Act as liaison between management and the field service and sales team and oversee the deployment of corporate initiatives.
- With a strong focus on continuous improvement and client satisfaction, act as a point of escalation for the resolution of client and employee issues.
- Organize appropriate training for staff members.
- Hold weekly and monthly staff meetings.
- Use the latest service management tools, techniques, and trends.
- Perform Contract Reviews on annual basis. Improved TSCTI's overall customer satisfaction score.

**City of Anaheim, CA****Responsibilities:**

- Act as the single point of contact between TSCTI and College.
- Implement effective employee performance management processes.
- Assisted the SMEs with weekly and monthly reporting.
- Selected, trained, and developed the other key members for monitoring performance to achieve business results.
- Act as a point of escalation for the resolution of College and employee issues.

**Prior Experience**

HCL, Account Executive, Dec 1997 – Mar 2008

## University of California

### CUSTOMER REFERENCES

#### INSTRUCTIONS:

Supplier shall provide a minimum of four (4) references that are currently using or have previously used services of the type proposed in this RFP. The references should include at least two (2) prior customers who no longer obtain services with your organization, and at least two (2) current customers.

Ideal references customers (and prior customers) would be state governments, universities, municipalities or other public agencies to who services have been provided similar to those being requested in this RFP.

UC reserves the right to use any information or additional references deemed necessary to establish the ability of the offeror to perform the contract. Negative references may be grounds for proposal disqualification.

#### CURRENT CUSTOMERS

##### Customer 1 (Required)

Organization Name	Santa Clara Water District, CA
Contact Name	Laurel Hanchett
Contact Phone Number	408-630-2882
Contact Email Address	<a href="mailto:lhanchett@valleywater.org">lhanchett@valleywater.org</a>
Number of years as a Customer	06/01/17 - Ongoing

##### Customer 2 (Required)

Organization Name	Community College of Aurora, CO
Contact Name	Debbie Irvine
Contact Phone Number	303-360-4823
Contact Email Address	<a href="mailto:Debbie.Irvine@CCAurora.edu">Debbie.Irvine@CCAurora.edu</a>
Number of years as a Customer	May 12 - Ongoing

##### Customer 3 (Optional)

Organization Name	
Contact Name	
Contact Phone Number	
Contact Email Address	
Number of years as a Customer	

#### FORMER CUSTOMER

##### Customer 1 (Required)

Organization Name	Phoenix Union High School District (PUHSD)
Contact Name	Mary Kober
Contact Phone Number	602-764-1435
Contact Email Address	<a href="mailto:kober@phoenixunion.org">kober@phoenixunion.org</a>
Number of years as a Customer	2 Years

##### Customer 2 (Required)

Organization Name	City of Anaheim, CA
Contact Name	Belen Ramirez
Contact Phone Number	714-765-5159
Contact Email Address	<a href="mailto:bramirez@anaheim.net">bramirez@anaheim.net</a>
Number of years as a Customer	4 Years

##### Customer 3 (Optional)

Organization Name	
Contact Name	
Contact Phone Number	
Contact Email Address	
Number of years as a Customer	

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## Business Information Report

User Id: ks@tscti.com

Report Printed: Friday March 08, 2019 03:28 PM

### Business Summary

Company Name: 22ND CENTURY TECHNOLOGIES INC. D-U-N-S Number: 028619588  
 Physical Address: 220 Davidson Ave Ste 118  
 Physical City: Somerset  
 Physical State: NJ  
 Physical Zip: 08873  
 Website: www.22ndcenturytech.com  
 Telephone: 732 537-9191  
 Chief executive: SATVINDER SINGH, PRES  
 Year started: 1997  
 Legal structure of the business: Corporation  
 Employs: 800 (12 here)  
 History: CLEAR  
 Financing: SECURED  
 SIC: 7371  
 Line of business: Custom computer programing

### History

The following information was reported 11/19/18:

Officer(s): SATVINDER SINGH, PRES

The New Jersey Secretary of State's business registrations file showed that 22nd Century Technologies Inc. was registered as a Corporation on March 24, 1997 under the file registration number 0100700406.

Business started 1997. 100% of capital stock is owned by Satvinder Singh.

SATVINDER SINGH. 1997-present active here.

On August 19, 2009 management attributed trade slowness, in part, to the subject company being confused by the reporting vendor(s) with a separate business entity with a similar name.

Business address has changed from 1 Executive Dr Ste 285, Somerset, NJ, 08873 to 220 Davidson Ave # 1, Somerset, NJ, 08873.

### Operations

2018-11-19

Description: Provides computer programming services, specializing in software systems analysis or design (100%).

Has 40 account(s). Terms are Net 15 days and Cash. Sells to commercial concerns. Territory : United States.

Nonseasonal.

Employees: 800 which includes officer(s). 12 employed here.

Facilities: Rents 1,082 sq. ft. in on 2nd floor of a multi story brick building.

Branches: This business has multiple branches; detailed branch information is available in the D & B linkage or family tree products.

### SIC & NAICS

SIC:

73710101 Computer software systems analysis and design, custom

NAICS:

541511 Custom Computer Programming Services

### PAYMENT SUMMARY

The Payment Summary section reflects payment information in Dun & Bradstreet's file as of the date of this report.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	Total Rcv'd (#)	Total Dollar Amts (\$)	Largest High Credit (\$)	Within Terms (%)	Days Slow			
					<31(%)	31-60(%)	61-90(%)	90>(%)
Top Industries:								
Prepackaged software	4	635,000	400,000	100	-	-	-	-
Telephone communictns	3	2,000	1,000	100	-	-	-	-
Short-trm busn credit	2	75,000	50,000	67	-	-	33	-
Computer system desgn	1	35,000	35,000	100	-	-	-	-
Misc computer service	1	25,000	25,000	100	-	-	-	-
Nonclassified	1	20,000	20,000	100	-	-	-	-

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Data processing svcs	1	15,000	15,000	50	50	-	-	-
Reg misc coml sector	1	250	250	100	-	-	-	-
Ret mail-order house	1	100	100	100	-	-	-	-
Other payment categories:								
Cash experiences	35	4,150	500					
Payment record unknown	1	50	50					
Unfavorable comments	0	0	0					
Placed for collections:								
With Dun & Bradstreet	0	0						
Other	0	N/A						
Total in Dun & Bradstreet's file	51	811,550	400,000					

The highest Now Owes on file is \$400,000

The highest Past Due on file is \$30,000

D&B receives over 600 million payment experiences each year. We enter these new and updated experiences into D&B Reports as this information is received.

## PAYMENT DETAILS

### Detailed Payment History

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
01/19	Ppt	35,000	15,000	0		1 mo
	Ppt	25,000	25,000	0		1 mo
	Ppt	25,000	0	0		6-12 mos
	Ppt	1,000	0	0		1 mo
	Ppt	750	500	0		1 mo
	Ppt	250	0	0		1 mo
	Ppt-Slow 90	50,000	50,000	30,000		1 mo
	(008)	500	0	0	Cash account	6-12 mos
	(009)	500	0	0	Cash account	6-12 mos
	(010)	250	0	0	Cash account	6-12 mos
	(011)	250	0	0	Cash account	2-3 mos
	(012)	250	0	0	Cash account	2-3 mos
	(013)	0	0	0	Cash account	1 mo
12/18	Ppt	100	0	0	N30	6-12 mos
	(015)	250			Cash account	1 mo
	(016)	50			Cash account	1 mo
	(017)	50			Cash account	1 mo
11/18	Ppt-Slow 30	15,000	1,000	1,000		1 mo
	(019)	100			Cash account	1 mo
	(020)	50			Cash account	4-5 mos
	(021)	50			Cash account	4-5 mos
10/18	(022)	250			Cash account	6-12 mos
	(023)	100			Cash account	6-12 mos
	(024)	50			Cash account	1 mo
	(025)	50			Cash account	1 mo
	(026)	50				1 mo
09/18	(027)	100			Cash account	6-12 mos
	(028) Cash own option	50			Cash account	6-12 mos
08/18	(029) Satisfactory	250				1 mo
07/18	(030)	100			Cash account	1 mo
	(031)	50			Cash account	6-12 mos
06/18	(032)	50			Cash account	1 mo
	(033)	50			Cash account	4-5 mos
	(034)	50			Cash account	1 mo
05/18	(035)	50			Cash account	4-5 mos
	(036)	50			Cash account	4-5 mos

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04/18	(037)	100			Cash account	1 mo
	(038)	100			Cash account	1 mo
	(039)	50			Cash account	1 mo
	(040)	50			Cash account	1 mo
03/18	Ppt	400,000	400,000	0		1 mo
	Ppt	100,000	45,000	0		1 mo
	(043)	250			Cash account	1 mo
11/17	Ppt	100,000	0	0		6-12 mos
	Ppt	35,000	0	0		6-12 mos
10/17	(046)	50			Cash account	1 mo
	(047)	50			Cash account	1 mo
07/17	Ppt	20,000	0	0		6-12 mos
	(049)	50			Cash account	1 mo
	(050)	50			Cash account	1 mo
03/17	(051)	100			Cash account	1 mo

Payments Detail Key: ■ 30 or more days beyond terms

## FINANCE

2018-11-19

As of November 19, 2018, several attempts to contact the management of this business have been unsuccessful. Outside sources confirmed name and location of the captioned business.

## PUBLIC FILINGS

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

### Liens

A lienholder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lienholder against a debtor may be indicative of such an occurrence.

Amount:	\$309
Status:	Open
DOCKET NO.:	15JG032755
Type:	State Tax
Filed by:	STATE OF OHIO
Against:	22ND CENTURY TECHNOLOGIES INC.
Where filed:	FRANKLIN COUNTY COMMON PLEAS COURT, COLUMBUS, OH
Date status attained:	09/10/2015
Date filed:	09/10/2015
Latest Info Received:	07/24/2018

### UCC Filings

Collateral:	All Negotiable instruments – All Account(s) – All Computer equipment – All General intangibles(s) – and OTHERS
Type:	Original
Sec. party:	WELLS FARGO BANK, N.A., WINSTON SALEM, NC
Debtor:	22ND CENTURY TECHNOLOGIES, INC.
Filing number:	50914814
Filed with:	SECRETARY OF STATE/UCC DIVISION, TRENTON, NJ
Date filed:	08/06/2014
Latest Info Received:	08/26/2014
Original UCC filed date:	
Original filing no.:	
Collateral:	Inventory including proceeds and products – Account(s) including proceeds and products – Assets including proceeds and products – Computer equipment including proceeds and products – and OTHERS
Type:	Original
Sec. party:	BANK OF AMERICA, N.A., SAINT LOUIS, MO

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Debtor:	22ND CENTURY TECHNOLOGIES, INC.
Filing number:	50626612
Filed with:	SECRETARY OF STATE/UCC DIVISION, TRENTON, NJ
Date filed:	09/26/2013
Latest Info Received:	10/18/2013
Original UCC filed date:	
Original filing no.:	

Collateral:	
Type:	Continuation
Sec. party:	BANK OF AMERICA, N.A., SAINT LOUIS, MO
Debtor:	22ND CENTURY TECHNOLOGIES, INC.
Filing number:	50626612
Filed with:	SECRETARY OF STATE/UCC DIVISION, TRENTON, NJ
Date filed:	04/03/2018
Latest Info Received:	05/07/2018
Original UCC filed date:	09/26/2013
Original filing no.:	50626612

Collateral:	Equipment and proceeds
Type:	Original
Sec. party:	LCA BANK CORPORATION, PARK CITY, UT
Debtor:	22ND CENTURY TECHNOLOGIES, INC.
Filing number:	25960501
Filed with:	SECRETARY OF STATE/UCC DIVISION, TRENTON, NJ
Date filed:	03/14/2011
Latest Info Received:	06/15/2011
Original UCC filed date:	
Original filing no.:	

There are additional UCC's in Dun & Bradstreet's file on this company available by contacting 1-866-705-5711.

There are additional suits, liens, or judgments in Dun & Bradstreet's file on this company available by contacting.

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

## Government Activity

### Activity summary

Borrower (Dir/Guar):	NO
Administrative debt:	NO
Contractor:	YES
Grantee:	NO
Party excluded from federal program(s):	NO

### Possible candidate for socio-economic program consideration

Labor surplus area:	N/A
Small Business:	N/A
8(A) firm:	YES (2018)

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.



<b>Customer or agency name:</b>	<b>Evaluator's name:</b>
	<b>Evaluator's title:</b>
	<b>Evaluator's phone number:</b>
	<b>Evaluator's email address:</b>
	<b>Number of years or months evaluator has monitored contractor's performance:</b>
<b>Evaluator's Signature</b>	

Evaluation Definitions	
Exceptional	Performance <b><u>EXCEEDS MOST</u></b> contractual requirements. The performance of areas being assessed was accomplished with few minor issues or concerns.
Very good	Performance <b><u>EXCEEDS SOME</u></b> contractual requirements. The performance of areas being assessed was accomplished with few minor issues or concerns, for which the Contractor's corrective actions were highly effective.
Satisfactory	Performance <b><u>MEETS</u></b> contractual requirements. The performance of the areas being assessed contains minor issues or concerns, for which corrective actions taken by the Contractor were effective.
Marginal	Performance <b><u>MEETS SOME</u></b> contractual requirements. The performance of the areas being assessed includes significant problems, issues, or concerns for which corrective actions taken by the Contractor were only somewhat effective.
Unsatisfactory	Performance <b><u>DOES NOT MEET</u></b> contractual requirement. The performance of the areas being assessed includes serious problems, issues, or concerns for which the Contractor's corrective actions were ineffective.

Ratings Please mark (X) in ratings	Exceptional	Very Good	Satisfactory	Marginal	Unsatisfactory
What is your assessment of the Contractor's ability to meet your requirements?					
Rate how contractor completed tasks/ milestones/ deliverable within the contract requirements.					
What is your overall rating of Contractor's performance (requirements, schedule, and price) on contract being assessed?					
Rate the ability of 22nd Century to recruit and maintain workforce that understand the nature of work and the required disciplines to accomplish the work.					

*Additional Comments:*

--

Name & Signature of Agency Representative

Title

Date

Please find the requested samples of literature, advertisements, or training materials below.

### Sample #1

22nd Century Technologies, Inc.

home company services careers contact us

Right Solutions with Right People  
at the Right Time & Right Price

Connecting and Protecting  
Communities and Citizens

ISO 9001:2008 ISO 20000-1:2011 ISO 27001:2005 CMMI LEVEL 3

Follow 3,084

22nd Century is hiring System Administrators for our new DECC Mechanicsburg windows and c [Submit Your Profile for DECC](#)

22nd century is hiring for recently won NAVAIR Cyber Security contract located in Patuxent Ri [Submit Your Profile for NAVAIR](#)

22nd Century is hiring for recently won U.S. ATEC contract to provide IT and cybersecurity at / [Submit Your Profile for ATEC](#)

### Sample #2

**senior Housing Program Analyst/ Construction Manager** [Apply Now](#)

22nd Century Technologies, Inc., San Jose,, CA Posted 4 hours ago

**Job Description**

**Position Title:** senior Housing Program Analyst/ Construction Manager

**Duration:** 12 months

**Work Location:** San Jose, CA

**Description:**

Education and/or Experience Bachelor's Degree in Social Sciences, Public or Business Administration or related field; and a minimum of five (5) years' experience performing analytical tasks and policy writing, review, staff training and quality control audits is required. Knowledge and experience in affordable working with subsidized and affordable housing programs is preferred

**Skills:**

assistance and serves as a back up to other employees of the department as needed. •

Performs other related duties as required. Certificates, Licenses, Registrations Must have possession of or the ability to immediately obtain and retain a valid California Driver License and a driving record Knowledge of complex principles of research and data collection. •

## Sample #3

### COUNTY OF VENTURA JOBS

**County of Ventura has awarded a 5 year contract to 22nd Century Technologies, Inc. for its Temporary Staffing Needs.**

Under this contract, 22nd Century will assist the agency to fill various temporary positions to meet specific business needs throughout the periods: vacations, leave of absences, while recruiting for a position, or to supplement permanent staff during periods of increased demand. The duration of employment will vary depending on the specific needs of the hiring department, ranging for either short term or long term assignment.

**22nd Century is an Equal Opportunity/Affirmative Action employer**

All qualified candidates will receive consideration for employment without regard to disability, protected veteran status, race, color, religious creed, national origin, citizenship, marital status, sex, sexual orientation/gender identity, age (40 or over), or genetic information. 22nd Century's commitment to diversity and inclusive selection practices includes ensuring qualified long-term unemployed job seekers receive equal consideration for employment.

If you are interested to work with County of Ventura, please submit your profile for below openings:

- Office Support
- Accounting
- Collections
- Purchasing/Graphics
- Custodial/Utility/Maintenance
- Health Care (Non-certified/licensed)
- Health Care (licensed)
- Health Care (Comp Code 9043)
- Engineering
- Information Technology
- Others

## Contact List

Name	Title	Company	Department	Work Phone	Email Address	Location	Entered On	Entered By	Owned By	Last Note
Aaron Millstone	Managing Director	Accenture	H&PS			Cleveland, OH	04/28/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	11/28/18 6:16 PM
Abdu Chadli	Senior Software Engineer	Accenture	Enterprise Java Technology	3730364660	abdu.chadli@accenture.com	St Petersburg, FL	08/10/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	10/23/18 7:44 PM
Abdul Rasheed Mohammed	SAP FI/CO Manager	Accenture	SAP	3718016028	mmr@accenture.com	Cincinnati, OH	03/28/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	11/28/18 6:29 PM
Abhay Bhainagar	Associate Director	Accenture	H&PS	3718096224	abhay.bhainagar@accenture.com	Hartford, CT	03/22/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	8/22/18 2:51 PM
Abhijit Dey	Senior Manager	Accenture	AT&T	3730364660	abhijit.dey@accenture.com	Dallas, TX	04/11/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	7/2/18 3:15 PM
Abhishek Bothra	Account Executive	Accenture	Financial Services - Bank of America	3718096224	abhishek.bothra@accenture.com	Rahway, NJ	04/08/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	8/22/18 6:20 PM
Abizer Rangwala	Managing Director - Technology Strategy Lead	Accenture	IT Strategy	3718096224	abizer.rangwala@accenture.com	Boston, MA	04/18/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	11/30/18 2:38 PM
Adam Burkett	Tier 1 Service Desk	Accenture	Service Desk	3718096224	adam.burkett@accenture.com	Universal City, TX	04/11/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	8/22/18 6:11 PM
Adrian Leaf	Managing Director	Accenture	Life Sciences	3718096224	adrian.leaf@accenture.com	Philadelphia, PA	03/23/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	11/19/18 5:22 PM
Aimee Smith Chapple	Managing Director - UK Health & Client Innovation	Accenture	H&PS	3730364660	aimee.schapple@accenture.com	Oxfordshire, UK	04/17/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	7/25/18 10:21 AM
Ajalya Kumar Pandey	Advanced Applications Engineering Associate Manager	Accenture	State Farm Insurance	3718096224	ajalya.kumar.pandey@accenture.com	Bloomington, IL	12/14/2018	Eric Stanchich	Amit Bhatt, Eric Stanchich	12/14/18 4:00 PM
Ajay Mody	Senior Manager	Accenture	H&PS	3718096224	ajay.mody@accenture.com	Austin, TX	03/21/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	11/28/18 6:28 PM
Ajeet Kumar Ravi	Senior Manager	Accenture	Financial Services - UBS	3718096224	ajeet.kumar.ravi@accenture.com	Weehawkin, NJ	03/27/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	11/30/18 3:00 PM
Akash Patel	Managing Director	Accenture	Life Sciences	3718096224	akash.patel@accenture.com	Philadelphia, PA	03/28/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	11/28/18 3:33 PM
Alaina Mohanco	Senior Contract Analyst	Accenture	Federal Services	3718096224	alaina.mohanco@accenture.com	Washington, DC	04/28/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	11/28/18 6:29 PM
Aleem Rana	Manager	Accenture	State Farm Insurance	3718096224	aleem.rana@accenture.com	Orange County, CA	03/28/2018	Eric Stanchich	Amit Bhatt, Steve Watson, Eric Stanchich	11/30/18 11:28 AM

**Reference Questionnaire**

<b>Solicitation:</b>		
Reference Questionnaire for: 22nd Century Technologies, Inc.		
(Name of Company Requesting Reference Information) Sandeep Singh		
(Name of Individuals Requesting Reference Information)		
Name: Wesley Clark (Evaluator completing reference questionnaire)	Company: Health Care Agency, Ventura, CA (Evaluator's Company completing reference)	
Email: [REDACTED]	FAX: [REDACTED]	Telephone: [REDACTED]

Collier County has implemented a process that collects reference information on firms and their key personnel to be used in the selection of firms to perform this project. The Name of the Company listed in the Subject above has listed you as a client for which they have previously performed work. Please complete the survey. Please rate each criteria to the best of your knowledge on a scale of 1 to 10, with 10 representing that you were very satisfied (and would hire the firm/individual again) and 1 representing that you were very unsatisfied (and would never hire the firm/individual again). If you do not have sufficient knowledge of past performance in a particular area, leave it blank and the item or form will be scored "0."

Project Description: TEMPORARY STAFFING SERVICES      Completion Date: August 31, 2022  
 Project Budget: More than \$100,000      Project Number of Days: 1825 days

Item	Criteria	Score
1	Ability to manage the project costs (minimize change orders to scope).	10
2	Ability to maintain project schedule (complete on-time or early).	10
3	Quality of work.	9
4	Quality of consultative advice provided on the project.	9
5	Professionalism and ability to manage personnel.	10
6	Project administration (completed documents, final invoice, final product turnover; invoices; manuals or going forward documentation, etc.)	10
7	Ability to verbally communicate and document information clearly and succinctly.	10
8	Ability to manage risks and unexpected project circumstances.	10
9	Ability to follow contract documents, policies, procedures, rules, regulations, etc.	10
10	Overall comfort level with hiring the company in the future (customer satisfaction).	10
<b>TOTAL SCORE OF ALL ITEMS</b>		<b>10</b>

Signature: 

## Temporary Employees Pool for each UC location

### North

<b>Administrative/Clerical</b>	<b>269</b>
<b>Accounting/Finance</b>	<b>250</b>
<b>Light Industrial</b>	<b>192</b>
<b>Skilled Labor</b>	<b>236</b>
<b>Food Service</b>	<b>161</b>
<b>Laboratory Science Support</b>	<b>120</b>
<b>Media and Content Creation Services</b>	<b>112</b>

### Central Valley

<b>Administrative/Clerical</b>	<b>330</b>
<b>Accounting/Finance</b>	<b>250</b>
<b>Light Industrial</b>	<b>154</b>
<b>Skilled Labor</b>	<b>272</b>
<b>Food Service</b>	<b>174</b>
<b>Laboratory Science Support</b>	<b>158</b>
<b>Media and Content Creation Services</b>	<b>142</b>

## Central Cost

<b>Administrative/Clerical</b>	<b>411</b>
<b>Accounting/Finance</b>	<b>480</b>
<b>Light Industrial</b>	<b>236</b>
<b>Skilled Labor</b>	<b>167</b>
<b>Food Service</b>	<b>151</b>
<b>Laboratory Science Support</b>	<b>194</b>
<b>Media and Content Creation Services</b>	<b>195</b>

## South

<b>Administrative/Clerical</b>	<b>460</b>
<b>Accounting/Finance</b>	<b>440</b>
<b>Light Industrial</b>	<b>170</b>
<b>Skilled Labor</b>	<b>204</b>
<b>Food Service</b>	<b>181</b>
<b>Laboratory Science Support</b>	<b>149</b>
<b>Media and Content Creation Services</b>	<b>140</b>

**22ND CENTURY TECHNOLOGIES, INC**  
**CONSOLIDATED FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2017 AND 2016**  
**REVISED JUNE 29, 2018**

**SUBMITTED BY:**  
**RAVI VENKATARAMAN, CPA LLC**



## **22ND CENTURY TECHNOLOGIES, INC**

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**RAVI VENKATARAMAN, CPA LLC**  
CERTIFIED PUBLIC ACCOUNTANT  
14 COURTSIDE LANE  
PRINCETON, NJ 08540

TEL: (609) 452-7770

FAX: (732) 823-1405

Board of Directors  
22nd Century Technologies, Inc.  
220 Davidson Ave, Suite 118  
Somerset, NJ 08873

**INDEPENDENT AUDITOR'S REPORT**

**Report on the Financial Statements:**

We have audited the accompanying balance sheet of 22nd Century Technologies, Inc. as of September 30, 2017 and 2016 and the related statements of income and retained earnings and statement of cash flows for the years then ended.

**Management's Responsibility for the Financial Statements:**

These financial statements are the responsibility of the Company's management.

**Auditor's Responsibility:**

We have conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating overall financial statement presentation. We believe that our audit of the financial statements provide a reasonable basis for our opinion.

**Opinion:**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of 22nd Century Technologies, Inc. as of September 30, 2017 and 2016 and the results of its operations for the for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

  
Ravi Venkataraman, CPA  
Princeton, NJ 08540  
June 29, 2018

**22ND CENTURY TECHNOLOGIES, INC**  
**BALANCE SHEET**  
**SEPTEMBER 30,**

	<u>2017</u>	<u>2016</u>
<b><u>ASSETS</u></b>		
<b><u>Current Assets:</u></b>		
Cash	\$5,410,974	\$484,097
Investments (at market value)	0	5,417,605
Accounts Receivable- Trade	35,145,131	39,997,405
Prepaid Expense	217,901	105,816
Employee Advances	81,205	104,166
Total Current Assets	<u>40,855,211</u>	<u>46,109,089</u>
<b><u>Property and Equipment, (Net of Accumulated</u></b>		
Depreciation)	230,785	173,538
<b><u>Other Assets:</u></b>		
Deposits	801,217	169,722
Security Deposits	197,908	7,000
Start Up expenses	-	-
Loan Receivable	22,819	220,466
Investment in subsidiaries ( At market value)	318,404	334,250
Total Other Assets	<u>1,340,348</u>	<u>731,438</u>
<b>TOTAL ASSETS</b>	<b><u>42,426,344</u></b>	<b><u>47,014,065</u></b>
<b><u>LIABILITIES AND STOCKHOLDERS' EQUITY</u></b>		
<b><u>Current Liabilities:</u></b>		
Accounts Payable and accrued expenses	3,782,173	5,381,590
Credit Cards Payable	219,837	161,121
Other Current Liabilities	55,165	13,278
Total Current Liabilities	<u>4,057,175</u>	<u>5,555,989</u>
<b><u>Stockholders' Equity:</u></b>		
Capital stock	5,001,000	1,000
	-	-
Additional Paid in Capital	613,404	672,481
Retained Earnings	32,754,765	40,496,900
Unrealized income	-	287,695
Total Stockholders' Equity	<u>38,369,169</u>	<u>41,458,076</u>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b><u>42,426,344</u></b>	<b><u>\$47,014,065</u></b>

*See Notes To Financial Statements*

**22ND CENTURY TECHNOLOGIES, INC**  
**STATEMENT OF INCOME AND RETAINED EARNINGS**  
**FOR THE YEAR ENDED SEPTEMBER 30,**

	<u>2017</u>	<u>2016</u>
<b>Revenues:</b>		
8(a) Sales	\$31,904,307	\$27,996,199
Non 8(a) Sales	<u>89,838,904</u>	<u>65,631,448</u>
<b>Total Operating Revenues</b>	121,743,211	93,627,647
<b>Cost of Revenues</b>	(79,488,271)	(56,866,153)
<b>Gross Profit</b>	<u>42,254,940</u>	<u>36,761,494</u>
<b>Operating Expenses:</b>		
Salaries & Wages	7,450,022	5,866,916
Payroll Taxes	5,337,803	3,773,777
Professional fees & Consultants	5,871,673	1,229,134
Advertising	8,580	5,614
Business Promotion	159,722	11,162
Dues and Subscriptions	292,998	202,476
Sales Incentives	3,107,871	1,368,719
Recruiting expense	376,862	214,637
Training	162,397	502,364
Immigration Fees	-	1,550
Internet Expense	19,035	24,705
Insurance & Benefits	3,281,104	1,800,719
Licenses and Permits	8,846	39,175
Equipment Lease & Repairs	13,879	25,400
Office Supplies & Expense	115,764	177,245
Per Diem	71,428	55,941
Postage and Delivery	23,507	39,926
Interest	290	7,505
Bonus & Commission	545,010	955,810
Rent	321,369	329,193
Administrative Services	2,077,609	1,544,404
Relocation Expense	1,100	4,760
Travel & Entertainment	407,260	528,834
Telephone & Answering service	44,334	54,188
Utilities	31,380	11,681
Depreciation & Amortization	<u>9,001</u>	<u>7,531</u>
<b>Total Operating Expense</b>	29,738,844	18,783,366
<b>Income/(Loss) from operations</b>	12,516,096	17,978,128
Interest income	12,872	14,058
Foreign Exchange Loss	(81,596)	-
Unrealized gain/(loss) in value of investments	(11,811)	290,000
Other income	<u>78,151</u>	<u>222,527</u>
<b>Total Profit Before Income Taxes</b>	12,513,712	18,504,713
<b>Provision For Income Taxes:</b>	614,978	126,870
<b>Total Provision for Income Taxes</b>	<u>614,978</u>	<u>126,870</u>
<b>Net Profit</b>	11,898,734	18,377,843
Retained Earnings - Beginning	40,496,900	23,442,946
Prior year Adjustment	57,445	(32,667)
Adjustment for Foreign Exchange Loss-capitalized earlier	81,597	
Shareholder's distribution	<u>(19,779,911)</u>	<u>(1,291,222)</u>
<b>Retained Earnings - Ending</b>	<u><u>\$32,754,765</u></u>	<u><u>40,496,900</u></u>

*See Notes To Financial Statements*

**22ND CENTURY TECHNOLOGIES, INC.**  
**CASH FLOW STATEMENT**  
**FOR THE YEAR ENDED SEPTEMBER 30,**

	<u>2017</u>	<u>2016</u>
<b><u>Cash Flow from Operating activities:</u></b>		
Net Income/(Loss) for the period	\$11,898,734	\$18,377,843
Add (Minus): Depreciation & Amortization	9,001	7,531
Prior Period Adjustment- India expenses	57,445	(32,666)
Adjustment for foreign exchange loss	81,597	-
Unrealized income adjustment	(287,695)	287,695
Changes in assets and liabilities:		
Accounts Receivable	4,852,274	(11,652,645)
Prepaid Expense	(112,085)	16,605
Employee Advances	22,961	78,172
Deposit	(822,403)	(67,561)
Loan receivable	197,647	(220,466)
Start up expenses	-	10,086
Accounts Payable	(1,599,417)	155,648
Credit Card Payable	58,716	161,121
Other Current Liabilities	41,887	13,278
Loan Payable	-	(4,350,000)
Net increase(decrease) in cash from Operating activities	<u>14,398,662</u>	<u>2,784,641</u>
<b><u>Cash Flow from Investing activities:</u></b>		
Purchase of Fixed Assets	(66,248)	(73,911)
Investment in Securities	5,417,605	(5,417,605)
Investment in Subsidiaries	15,846	(245,131)
Net increase (decrease) from Investing activities	<u>5,367,203</u>	<u>(5,736,647)</u>
<b><u>Cash Flow from Financing Activities :</u></b>		
Shareholders' Distribution	(19,779,911)	(1,291,222)
Additional capital & paid-in capital	4,940,923	352,152
Net increase in cash from Financing activities	<u>(14,838,988)</u>	<u>(939,070)</u>
Cash - Beginning	484,097	4,375,173
Cash - Ending	<u><u>\$5,410,974</u></u>	<u><u>\$484,097</u></u>
Supplementary Information:		
Interest	\$290	\$7,505
Taxes Paid	\$614,978	\$126,870

***See Notes To Financial Statements***