

#### BEFORE THE ARIZONA CORPORATION COMMISSION

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COMMISSIONERS

MIKE GLEASON, Chairman WILLIAM A. MUNDELL

JEFF HATCH-MILLER

KRISTIN K. MAYES

**GARY PIERCE** 

THE 12 PERCENT FUND I, L.L.C. (a/k/a

"THE 12% FUND," "12% FUND I" and "FUND"), an Arizona limited liability

COYOTE GROWTH MANAGEMENT,

MICHAEL JOSEPH HANNAN (a/k/a

HANNAN" and "MICHAEL J. HANNAN,

"MICHAEL HANNAN," "MIKE

II") and JANICE C. HANNAN,

Marana, Arizona 85653-4455; and

SAM AHDOOT and JANE DOE AHDOOT, husband and wife,

5625 Crescent Park West, Apt. 130, Playa Vista, California 90094-2083,

Respondents.

former husband and wife, 13714 Nightstar Court

L.L.C., an Arizona limited liability

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In the matter of:

13714 Nightstar Court

13714 Nightstar Court

Marana, Arizona 85653-4455;

Marana, Arizona 85653-4455;

company,

company,

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Arizona Corporation Commission DOCKETED

MAR 10 2008

DOCKETED BY MR

DOCKET NO. S-20472A-06-0535

DECISION NO.

70189

ORDER TO CEASE AND DESIST; ORDER OF RESTITUTION; ORDER FOR ADMINISTRATIVE PENALTIES:

JANICE C. HANNAN, former husband and wife.

ORDER OF OTHER AFFIRMATIVE ACTION; AND CONSENT TO SAME BY: MICHAEL JOSEPH HANNAN and

Respondents MICHAEL JOSEPH HANNAN (a/k/a "MICHAEL HANNAN," "MIKE HANNAN" and "MICHAEL J. HANNAN, II") and JANICE C. HANNAN, former husband and wife at all times relevant, elect to permanently waive any right to a hearing and appeal under

Articles 11 and 12 of the Securities Act of Arizona, A.R.S. § 44-1801 et seq. ("Securities Act") with respect to this Order To Cease And Desist, Order of Restitution and Order of Administrative Penalties ("Order"). Respondents admit the jurisdiction of the Arizona Corporation Commission ("Commission"); neither admit nor deny the Findings of Fact and Conclusions of Law contained in this Order; and consent to the entry of this Order by the Commission.

I.

#### FINDINGS OF FACT

- 1. 12 PERCENT FUND I, L.L.C. (a/k/a "THE 12% FUND," "12% FUND I" and "FUND") (hereafter, "12% FUND") is an Arizona limited liability company whose principal place of business is in Marana, Arizona. Limited liability company membership interests in the 12% FUND are not registered to be sold within or from Arizona.
- 2. COYOTE GROWTH MANAGEMENT, L.L.C. (hereafter, "COYOTE") is an Arizona limited liability company whose principal place of business is in Marana, Arizona. MICHAEL JOSEPH HANNAN represented that COYOTE was the Investment Adviser and Manager of the 12% FUND. COYOTE is not licensed as an investment adviser or investment adviser representative.
- 3. MICHAEL JOSEPH HANNAN (a/k/a "MICHAEL HANNAN," "MIKE HANNAN" and "MICHAEL J. HANNAN, II") (hereafter, "HANNAN") is an individual residing in Marana, Arizona. HANNAN was the Manager and principal of COYOTE, and the promoter, organizer and founder of the 12% FUND. HANNAN is not registered as a securities salesman or dealer, nor is he licensed as an investment adviser or investment adviser representative.
- 4. The Commission filed an action in the Arizona Superior Court for Maricopa County entitled *Arizona Corporation Commission v. 12 Percent Fund I, LLC et al*, cause no. CV2007-010539 ("Receivership Action"). On July 6, 2007, Peter Davis was appointed the receiver of the 12% FUND and COYOTE. The Receivership Action remains pending.

5. JANICE C. HANNAN was at all relevant times the spouse of HANNAN. JANICE C. HANNAN and HANNAN were divorced on or about August 22, 2007. JANICE C. HANNAN is joined in this action under A.R.S. § 44-2031(C) solely for purposes of determining the liability of the marital community. At all relevant times, HANNAN and JANICE C. HANNAN were acting for their own benefit, and for the benefit or in furtherance of the marital community.

- JANICE C. HANNAN is referred to as "RESPONDENT SPOUSE" as the context requires.
- 7. HANNAN formed the 12% FUND in July 2003. From August 2003, to at least September 5, 2006, HANNAN publicly offered and sold unregistered securities in the form of investment contracts within and from Arizona, in part, through the Internet website <a href="https://www.12percentfund.com">www.12percentfund.com</a> (the, "Website").
- 8. At all times relevant, HANNAN represented that in exchange for a minimum \$50,000 investment, an investor would own a limited liability company membership interest in the 12% FUND.
- 9. HANNAN represented that fifty-percent (50%) of the money invested in the 12% FUND was pooled together to purchase high-yield debt instruments such as first and second/subordinated deeds of trust secured by land under development.
- 10. HANNAN further represented that the remaining fifty-percent (50%) of pooled investor money was used to purchase a liquid stock portfolio concentrated in U.S. and Canadian companies, and to write put and call options on certain marketable securities.
- 11. HANNAN used investor money to purchase or hold assets in the name of the 12% FUND, COYOTE and other affiliated entities formed and controlled by HANNAN including, without limitation: (a) a Wisconsin limited liability company called Madison Growth Partners, L.L.C.; (b) a Colorado limited liability company called the 12% Fund of Colorado, L.L.C., a/k/a "Club Coyote" (c) Pink Coyote, L.L.C.; (d) Coyote Currency and Commodity; and (e) Southwest

each other money.

12. HANNAN represented from at least December 2003 to July 2006, on the Website that COYOTE guaranteed a 12% return. However, from at least December 2003 to July 2006, anticipated profits generated by the 12% FUND were not guaranteed because: (a) profits from the

Ventures, L.L.C. HANNAN caused some of these Related Entities to contract with and/or loan

purchase or sale of stock or options with investor money cannot be guaranteed due to unforeseen stock market and global economic fluctuations; (b) not all of the real estate investments made by HANNAN with investor money were personally guaranteed; (c) some of the loans issued by

HANNAN were documented by unsecured promissory notes; (d) the real estate investments made by HANNAN with investor money were subject to unpredictable litigation results or bankruptcy

proceedings; and (e) HANNAN did not personally guarantee each investor's promised profit.

13. HANNAN represented to offerees and investors that they returned an additional 1% Bonus to investors, for a total of 13% per year, in 2003, 2004, and 2005. HANNAN represented that his undisclosed, purported predecessor-in-interest commenced investments in 2001, and since that time, averaged a 16.5% annual rate of gross returns before operating expenses.

- 14. At all times relevant, a potential investor did not have to provide HANNAN with any personal information, or obtain a password to access, review, download or print any of the 12% FUND offering materials and related investment materials that were available on the 12% FUND Website.
- 15. The Home Page of the Website also included a video commercial in which HANNAN described the benefits of investing in the 12% FUND and its past performance.
- 16. The detailed FAQ Page of the Website included questions and answers regarding a myriad of investment topics including, without limitation: (a) purported past performance and profit bonuses awarded to investors: (b) HANNAN's purported investment philosophies and strategies; (c) redemption of investments, and resulting worst case scenarios; and (d) a summary of

the liquid stock portfolio in the context of, for instance, stock market performance history and the international geopolitical situation.

- The Instructions Page of the Website stated, in part, links to offering materials, including: (a) a Confidential Private Placement Memorandum (the, "PPM") regarding an investment in the 12% FUND, including both a "Balance Sheet" and "Profit & Loss Statement" for both the 12% FUND and COYOTE as of December 31, 2004; (b) an Operating Agreement; (c) subscription documents, including a: (i) confidential offeree questionnaire; (ii) partnership, corporations, trust subscriber questionnaire; (iii) subscriber signature page; (iv) power of attorney; (v) signature page for power of attorney; and (vi) representations by employee benefit plans; and (vii) a redemption letter package (collectively, the "Offering Materials").
- 18. The Instructions Page of the Website directed a potential Arizona investor to (a) fax or mail the completed Offering Materials to COYOTE at its business address; and (b) either mail a personal check, cashier's check or money order in the amount of their investment made payable to the 12% FUND or to wire transfer the investment funds directly into the 12% FUND'S bank account.
- 19. Finally, the Instructions Page of the Website included a link to two single page, unsigned "Balance Sheet" spreadsheets purportedly representing the assets, liabilities and equity of both COYOTE and the 12% FUND for fiscal year 2005. However, the Balance Sheets did not include an "audit report," certification or any evidence that they were professionally audited pursuant to generally accepted auditing standards, or in conformity with generally accepted accounting principles.
  - 20. HANNAN's investors are still owed substantial amounts of money.
- 21. HANNAN failed to disclose to offerees and investors that on or about September 29, 1986, HANNAN pled guilty to three counts of securities fraud and three counts of wire fraud in the United States District Court for the Southern District of New York, and was subsequently

sentenced to, and served one year and one day in federal prison and five years probation ("Federal Criminal Case").

- 22. HANNAN failed to disclose to offerees and investors that on or about September 24, 1986, the SEC filed a civil injunction action against HANNAN and his other companies for violation of the 1933 and 1934 Securities Acts and Investment Advisers Acts ("SEC Civil Action").
- 23. HANNAN failed to disclose that on or about October 22, 1986, HANNAN and his companies consented to the entry of a final judgment in the SEC Civil Action. HANNAN neither admitted nor denied guilt with respect to the allegations in the SEC's civil complaint. Among other things, the SEC Civil Judgments permanently enjoined HANNAN and his companies from violating the antifraud provisions of the 1933 and 1934 Securities Acts, from aiding and abetting violations of the reporting, books and records and accounting control provisions of the 1934 Securities Act, and the anti-fraud and reporting provisions of the Investment Advisers Act.
- 24. HANNAN further failed to disclose to offerees and investors that on or about December 31, 1991, HANNAN voluntarily filed a "no asset" Chapter 7 personal bankruptcy in the United States Bankruptcy Court, Northern District of California in an attempt to eliminate \$5,137,381.91 of his debt ("HANNAN Bankruptcy"). Much of the debt originally sought to be eliminated by HANNAN was owed to the actual or alleged victims or brokerage firms identified in the Federal Criminal Case, SEC Administrative Action, and SEC Civil Action. On or about June 12, 1992, HANNAN successfully discharged at least \$2,819,406.38 of his personal debt, including millions of dollars in business and personal loans and civil judgments, and \$127,996.08 in casino gambling debts.
- 25. HANNAN sold approximately \$4,345,660 of 12% FUND securities to at least 30 investors, many of whom were not accredited and who reside in many states, including: (1) Arizona; (2) California; (3) Colorado; (4) New Jersey; (5) New York; (6) Ohio; (7) Washington; and (8) Wisconsin. Investors could choose to be paid their 1% return in cash on a monthly basis,

or reinvest the 1% return in the 12% FUND. A capital account was maintained on the books of the 1 12% FUND for each investor. 2 Presently, HANNAN's investors are owed \$3,787,377. 26. 3 H. 4 CONCLUSIONS OF LAW 5 The Commission has jurisdiction over this matter pursuant to Article XV of the 1. 6 Arizona Constitution and the Securities Act. 7 HANNAN offered or sold securities within or from Arizona, within the meaning of 2. 8 A.R.S. §§ 44-1801. 9 HANNAN violated A.R.S. § 44-1841 by offering or selling securities that were 3. 10 neither registered nor exempt from registration. 11 HANNAN violated A.R.S. § 44-1842 by offering or selling securities while neither 4. 12 registered as dealer or salesman nor exempt from registration. 13 HANNAN violated A.R.S. § 44-1991 by (a) employing a device, scheme, or artifice 5. 14 to defraud, (b) making untrue statements or misleading omissions of material facts, and (c) 15 engaging in transactions, practices, or courses of business that operate or would operate as a fraud 16 or deceit, including, without limitation: 17 Misrepresenting to offerees and investors that COYOTE is an investment adviser, A. 18 despite the fact that COYOTE is not licensed as an investment adviser or investment 19 adviser representative. 20 Misrepresenting to offerees and investors from at least December 2003, to July 2006, B. 21 on the Website that investors are "guaranteed" a return of 12% per year on their 22 investments in the 12% FUND, despite the fact that an investor's return is not 23 guaranteed. 24 25 26

- C. Misrepresenting to offerees and investors that the two (2), unsigned one (1) page Balance Sheets available from the Instructions Page of the Website are professionally audited, despite the fact that they are not professionally audited.
- D. Failing to disclose to offerees and investors that in 1987, HANNAN pled guilty to federal wire fraud and federal securities fraud, and that he was sentenced to a year and a day in federal prison and 5 years of supervised probation thereafter.
- E. Failing to disclose to offerees and investors that HANNAN voluntarily filed a "no asset" Chapter 7 personal bankruptcy in which he sought and obtained the discharge of almost \$3 million dollars of debt, including millions of dollars in loans and civil iudgments, and \$127,996.08 in casino gambling debts.
- 6. HANNAN's conduct is grounds for a cease and desist order pursuant to A.R.S. § 44-2032.
- 7. HANNAN's conduct is grounds for an order of restitution pursuant to A.R.S. § 44-2032.
- 8. HANNAN's conduct is grounds for administrative penalties under A.R.S. § 44-2036.

#### III.

#### **ORDER**

THEREFORE, on the basis of the Findings of Fact, Conclusions of Law, and HANNAN's and JANICE C. HANNAN's consent to the entry of this order, attached and incorporated by reference, the Commission finds that the following relief is appropriate, in the public interest, and necessary for the protection of investors:

IT IS ORDERED, pursuant to A.R.S. § 44-2032, that HANNAN, and any of his agents, employees, successors and assigns, permanently cease and desist from violating the Securities Act, and the Arizona Investment Management Act, A.R.S. §44-3101 et seq.

IT IS FURTHER ORDERED that HANNAN and JANICE C. HANNAN comply with the attached Consent to Entry of Order.

IT IS FURTHER ORDERED, pursuant to A.R.S. § 44-2032, that HANNAN and JANICE C. HANNAN<sup>1</sup>, shall, jointly and severally, pay restitution to the Commission in the amount of \$3,787,377. Any amount outstanding shall accrue interest at the rate of 10% per annum from the date of this Order until paid in full. Payment shall be made to the "State of Arizona" to be placed in an interest-bearing account controlled by the Commission. The Commission shall disburse the funds on a pro-rata basis to investors shown on the records of the Commission; provided, however, no distribution of restitution shall be made to any Related Party<sup>2</sup> until such time as all restitution and interest has been paid to Non-Related Party investors. Any restitution funds that the Commission cannot disburse because an investor refuses to accept such payment shall be disbursed on a pro-rata basis to the remaining investors shown on the records of the Commission. Any funds that the Commission determines it is unable to or cannot feasibly disburse shall be transferred to the general fund of the state of Arizona.

IT IS FURTHER ORDERED, pursuant to A.R.S. § 44-2036, that HANNAN and JANICE C. HANNAN<sup>1</sup>, shall, jointly and severally, pay an administrative penalty in the amount of \$300,000. Payment shall be made to the "State of Arizona." Any amount outstanding shall accrue interest at the rate of 10% per annum from the date of this Order until paid in full. The payment obligations for these administrative penalties shall be subordinate to any restitution obligations ordered herein and shall become immediately due and payable only after restitution payments have been paid in full or upon the default of HANNAN or JANICE C. HANNAN with respect to their restitution obligations.

<sup>&</sup>lt;sup>1</sup>The liability of JANICE C. HANNAN for the repayment of restitution, administrative penalty, and interest under the terms of this Order shall be limited to the extent that marital community property was distributed to JANICE C. HANNAN prior to or in conjunction with the marital dissolution proceeding with HANNAN.

<sup>&</sup>lt;sup>2</sup> For purposes of this Order, "Related Party" shall include HANNAN and JANICE C. HANNAN (collectively, "Related Individuals"), the family members of the Related Individuals, 12 Fund of Colorado, L.L.C., d/b/a Club Coyote, Pink Coyote, L.L.C., Madison Growth Partners, L.L.C. and any other business controlled by or in which either the Related Individuals or their family members have an ownership, beneficial, or financial interest.

For purposes of this Order, a bankruptcy filing by any of the HANNAN or JANICE C. 1 HANNAN shall be an act of default. If HANNAN or JANICE C. HANNAN do not comply with 2 this Order, any outstanding balance may be deemed in default and shall be immediately due and 3 payable. 4 IT IS FURTHER ORDERED, that if HANNAN or JANICE C. HANNAN fail to comply 5 with this order, the Commission may bring further legal proceedings against that Respondent, 6 including application to the superior court for an order of contempt. 7 IT IS FURTHER ORDERED that this Order shall become effective immediately. 8 BY ORDER OF THE ARIZONA CORPORATION COMMISSION 9 10 **COMMISSIONER** 11 CHAIRMAN 12 13 COMMISSIONER 14 IN WITNESS WHEREOF, I, DEAN S. MILLER, Interim 15 Executive Director of the Arizona Corporation Commission, have hereunto set my hand and caused the 16 official seal of the Commission to be affixed at the Capitol, in the City of Phoenix, this \_\_\_\_\_\_ day of 17 march 18 19 DEAN'S. MILLER 20 Interim Executive Director 21 DISSENT 22 23 DISSENT 24 This document is available in alternative formats by contacting Linda Hogan, ADA Coordinator, voice 25 phone number 602-542-3931, e-mail lhogan@azcc.gov. 26 (MD)

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#### CONSENT TO ENTRY OF ORDER

- 1. MICHAEL JOSEPH HANNAN (a/k/a MICHAEL HANNAN, MIKE HANNAN and MICHAEL J. HANNAN, II) ("RESPONDENT") and JANICE C. HANNAN ("RESPONDENT SPOUSE"), former husband and wife, admit the jurisdiction of the Commission over the subject matter of this proceeding, Docket No. S-20472A-06-0535. RESPONDENT and RESPONDENT SPOUSE acknowledge that they have been fully advised of their right to a hearing to present evidence and call witnesses and RESPONDENT and RESPONDENT SPOUSE knowingly and voluntarily waive any and all rights to a hearing before the Commission and all other rights otherwise available under Article 11 of the Securities Act. RESPONDENT and RESPONDENT SPOUSE acknowledge that this Order to Cease and Desist, Order of Restitution, Order for Administrative Penalties, Order for Other Affirmative Relief and Consent to Same ("Order") constitutes a valid final order of the Commission. RESPONDENT and RESPONDENT SPOUSE acknowledge and agree that the Order is incorporated herein by reference.
- 2. RESPONDENT and RESPONDENT SPOUSE knowingly and voluntarily waive any right under Article 12 of the Securities Act to judicial review by any court by way of suit, appeal, or extraordinary relief resulting from the entry of this Order.
- RESPONDENT and RESPONDENT SPOUSE acknowledge and agree that this
   Order is entered into freely and voluntarily and that no promise was made or coercion used to induce such entry.
- 4. RESPONDENT and RESPONDENT SPOUSE acknowledge and understand that they have a right to seek counsel regarding this Order, and that they had the opportunity to seek counsel prior to signing this Order. RESPONDENT and RESPONDENT SPOUSE acknowledge and agree that, despite the foregoing, RESPONDENT and RESPONDENT SPOUSE freely and voluntarily waive any and all right to consult or obtain counsel prior to signing this Order, and they understand all of its terms and conditions.

Decision No.

- 5. RESPONDENT and RESPONDENT SPOUSE neither admit nor deny the Findings of Fact and Conclusions of Law contained in this Order. RESPONDENT and RESPONDENT SPOUSE agree that they shall not contest the validity of the Findings of Fact and Conclusions of Law contained in this Order in any present or future administrative proceeding before the Commission or any other state agency concerning the denial or issuance of any license or registration required by the State to engage in the practice of any business or profession.
- 6. By consenting to the entry of this Order, the RESPONDENT and RESPONDENT SPOUSE agree not to take any action or to make, or permit to be made, any public statement denying, directly or indirectly, any Finding of Fact or Conclusion of Law in this Order or creating the impression that this Order is without factual or legal basis. RESPONDENT and RESPONDENT SPOUSE will undertake steps necessary to assure that all of their agents and employees understand and comply with this agreement.
- 7. While this Order settles this administrative matter between the RESPONDENT and RESPONDENT SPOUSE and the Commission, the RESPONDENT and RESPONDENT SPOUSE understand that this Order does not preclude the Commission from instituting other administrative or civil proceedings based on violations that are not addressed by this Order.
- 8. RESPONDENT and RESPONDENT SPOUSE understand that this Order does not preclude the Commission from referring this matter to any governmental agency or entity for administrative, civil, or criminal proceedings that may be related to the matters addressed by this Order.
- 9. RESPONDENT and RESPONDENT SPOUSE understand that this Order does not preclude any other agency or officer of the state of Arizona or its subdivisions from instituting administrative, civil, or criminal proceedings that may be related to any matters addressed by this Order.

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11. RESPONDENT and RESPONDENT SPOUSE agree that they will not exercise any control over any entity that offers or sells securities within or from Arizona at any time in the future.

state of Arizona for registration as a securities dealer or salesman or for licensure as an investment

adviser or investment adviser representative at any time in the future.

RESPONDENT and RESPONDENT SPOUSE agree that they will not apply to the

- 12. RESPONDENT and RESPONDENT SPOUSE agree that they will not sell any securities in or from Arizona and they will not transact business in Arizona as an investment adviser or an investment adviser representative.
- 13. RESPONDENT and RESPONDENT SPOUSE agree that they will continue to cooperate with the Securities Division including, but not limited to, providing complete and accurate testimony at any hearing in this matter and cooperating with the state of Arizona in any related investigation or any other matters arising from the activities described in this Order any assisting with any related receivership action.
- 14. RESPONDENT and RESPONDENT SPOUSE acknowledge and agree that the restitution, administrative penalties and interest imposed by this Order are the joint and several obligations of HANNAN, and the marital community of HANNAN and RESPONDENT SPOUSE. The liability of RESPONDENT SPOUSE for the repayment of restitution, administrative penalty, and interest under the terms of this Order shall be limited to the extent that marital community property was distributed to JANICE C. HANNAN prior to or in conjunction with the marital dissolution proceeding with HANNAN.
- 15. RESPONDENT and RESPONDENT SPOUSE consent to the entry of this Order and agree to be fully bound by its terms and conditions.
- 16. RESPONDENT and RESPONDENT SPOUSE acknowledge and understand that if they fail to comply with the provisions of the Order and this Consent, the Commission may bring

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further legal proceedings against them, including, without limitation, application to the superior court for an order of contempt.

- 17. RESPONDENT and RESPONDENT SPOUSE agree that until all restitution and administrative penalties in this Order are paid in full, the RESPONDENT and RESPONDENT SPOUSE shall notify the Director of the Securities Division within 30 days of any change in home address or any change in any of their ability to pay amounts due under this Order.
- 18. RESPONDENT and RESPONDENT SPOUSE understand that default shall necessarily render them liable to the Commission for its costs of collection and interest at the maximum legal rate.
- 19. RESPONDENT and RESPONDENT SPOUSE agree and understand that if they fail to make any payment as required in this Order, any outstanding balance shall be in default and shall be immediately due and payable without notice or demand. RESPONDENT and RESPONDENT SPOUSE agree and understand that acceptance of any partial or late payment by the Commission is not a waiver of default by the Commission.

Agreed:

Michael Joseph/Hannan (a/k/a Michael Hannan, Mike Hannan and Michael J. Hannan, II)

STATE OF ARIZONA )
ss
County of Marico PA )

SUBSCRIBED AND SWORN TO BEFORE me this 5 day of EERRUAN, 2008 by Michael Joseph Hannan (a/k/a Michael Hannan, Mike Hannan and Michael J. Hannan, II).

My commission expires:

05/04/2011

Notary Public State of Arizona Maricopa County Ronald Baran My Commission Expires 05/04/2011

Agreed: Janice C. Hannan, former spouse of Michael Joseph Hannan STATE OF ARIZONA ) ss County of Pima SUBSCRIBED AND SWORN TO BEFORE me this the day of February ) indingland by Janice C. Hannan, former spouse of Michael Joseph Hannan. AILEEN FUNDINGSLAND Notary Public - Arizona Pima County
My Commission Expires February 22, 2009 -22-09 

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