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11 **UNITED STATES DISTRICT COURT**
12 **SOUTHERN DISTRICT OF CALIFORNIA**

14 SECURITIES AND EXCHANGE
COMMISSION,

15 Plaintiff,

16 v.

17 LOUIS V. SCHOOLER and FIRST
18 FINANCIAL PLANNING
CORPORATION d/b/a WESTERN
19 FINANCIAL PLANNING
CORPORATION,

20 Defendants.

Case No. 3:12-cv-02164-GPC-JMA

**RECEIVER'S REPLY TO DILLON
INVESTORS' OPPOSITION TO
RECEIVER'S MOTION FOR:**

**(A) AUTHORITY TO CONDUCT
ORDERLY SALE OF GENERAL
PARTNERSHIP PROPERTIES;**

**(B) APPROVAL OF PLAN OF
DISTRIBUTING RECEIVERSHIP
ASSETS; AND**

**(C) APPROVAL OF PROCEDURES
FOR THE ADMINISTRATION OF
INVESTOR CLAIMS [DKT.
NO. 1181]**

Date: May 6, 2016
Time: 1:30 p.m.
Ctrm.: 2D
Judge: Hon. Gonzalo P. Curiel

1 Thomas C. Hebrank ("Receiver"), Court-appointed receiver for First Financial
2 Planning Corporation d/b/a Western Financial Planning Corporation ("Western"), its
3 subsidiaries and the General Partnerships listed in Schedule 1 to the Preliminary
4 Injunction Order entered on March 13, 2013 (collectively, "Receivership Entities"),
5 submits this reply to the opposition of the investors represented by Timothy Dillon
6 ("Dillon Investors") to the Motion for (A) Authority to Conduct Orderly Sale of
7 General Partnership Properties, (B) Approval of Plan of Distributing Receivership
8 Assets, and (C) Approval of Procedures for the Administration of Investor Claims
9 ("Motion").

10 I. INTRODUCTION

11 Unlike the Aguirre Investors, the Dillon Investors set forth a coherent plan -
12 approve the One Pot Approach, pool receivership assets, and sell GP properties
13 consistent with the recommendations of Xpera Group ("Xpera"). As a general
14 proposition, the Receiver does not oppose this approach, which, contrary to the
15 Dillon Investors' contentions, does not conflict with the relief requested in the
16 Motion. As discussed below, however, the Xpera recommendations do not take into
17 account projected costs of entitlement work or carrying costs and therefore need to
18 be further investigated and evaluated. What is clear is that the most fair and
19 equitable path forward involves approval of the One Pot Approach, the orderly sale
20 process (with modifications discussed below) for selling GP properties, fair
21 consideration of the Xpera recommendations, and implementation of such
22 recommendations in appropriate circumstances, *i.e.* where the projected benefits
23 outweigh the projected costs.

24 II. FALSE AND MISLEADING STATEMENTS

25 The Dillon Investors mischaracterize the relief sought in the Motion in order to
26 fabricate ways to attack it. Specifically, the Dillon Investors repeatedly contend that
27 the Motion seeks a "fire sale" of all GP properties by December 31, 2016. Similarly,
28

1 the Dillon investors insist the Motion is a "one size fits all" approach to selling GP
2 properties. These contentions are completely false.

3 First, the term "fire sale" is the same false, emotionally-charged rhetoric used
4 by Schooler to scare and mislead investors. It is unfortunate that investors continue
5 to employ these same transparent scare tactics to influence other investors. As the
6 Court knows, at no time and in no way has the Receiver ever proposed a "fire sale"
7 of GP properties.

8 Equally false is the characterization of the Motion as a "one size fits all"
9 approach to selling GP properties. Although the Dillon Investors suggest that
10 granting the motion would put every GP property on an irreversible path to
11 immediate "fire sale" by December 31, 2016,¹ there is no truth to their claim.
12 Nothing in the Motion diminishes the ability of the Receiver or the Court to consider
13 Xpera's recommendations and implement them in appropriate circumstances. Simply
14 *authorizing* the Receiver to sell GP properties *subject to further approval* of broker
15 engagements and actual sales does not determine any outcome, eliminate any
16 options, impose any sale timelines or deadlines, or otherwise diminish the ability to
17 implement Xpera's recommendations.

18 In fact, virtually nothing can or will happen until the next step in the process
19 takes place - Court approval of proposed broker engagements. As discussed below,
20 if the One Pot Approach is approved, the options with regard to GP properties will be
21 vastly greater and, in some instances, it may be appropriate to wait to engage brokers
22 and take other steps of the orderly sale process.

23 The Dillon Investors also present what are clearly "apples to oranges"
24 comparisons between the 2015 appraisals and broker opinions of value or "BOVs"
25 (which they characterize as the "Receiver's Value") and the 2016 Xpera values. As
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27 ¹ December 31, 2016 was used in the Motion as a hypothetical sale closing date for
28 projection purposes only. This was stated in bold and italics in the Motion, which
also specifically states "*actual sale closings may well occur considerably before
or after that date.*" Motion, p. 2.

1 Exhibit A hereto reflects, the vast majority of Xpera's values are in line with or
2 modestly higher than the 2015 appraisals and BOVs. This can be expected when the
3 two value estimates were obtained approximately a year apart. Where the 2015 and
4 2016 numbers differ by a larger margin, the Xpera values are largely based on zoning
5 changes, subdivision maps, dividing properties into smaller parcels, or holding
6 properties for up to a year. In contrast, the 2015 appraisals and BOVs valued the
7 properties as they were at the time they were issued in relation to then-existing
8 market conditions.

9 With respect to the Las Vegas properties (Las Vegas 1, Las Vegas 2, and
10 LV Kade), the Dillon Investors falsely state that Xpera values the properties
11 collectively at \$29,315,441-\$46,558,665. In fact, Xpera values the Las Vegas
12 properties today at \$17,286,350-\$22,500,482. Dkt. 1234-2, p. 29 of 172. The
13 numbers used by the Dillon Investors are their own calculation of what Xpera
14 anticipates the Las Vegas 1 and LV Kade properties will be worth five years from
15 now. Opposition, p. 6, fn. 4 ("For Purposes of Xpera's Value and Recommendation,
16 it is assumed the properties would be held 5 years with a cost increase of \$0.50 -
17 \$1.00 per square foot per year."). As noted above, the 2015 BOVs value the
18 properties as they were in 2015. Comparing 2015 BOVs to Xpera's 2016 values is an
19 "apples to oranges" comparison in itself. The Dillon Investors stretch the apples to
20 oranges comparison even further by using their own calculation of Xpera's projected
21 values *as of 2021*.

22 In fact, Xpera does not state the numbers used by the Dillon Investors
23 anywhere in its report and actually says the Las Vegas 2 property "is appropriate for
24 sale now." Dkt. No. 1234-2, p. 33 of 172. Xpera also states:

25 We should note, however, that [sic] Las Vegas economy
26 tends to be cyclical and therefore, prices do not move
27 upward (or downward) in a smooth pattern. It will be
28 necessary to closely track the economy to "catch" an upward
wave to optimize the value of the properties.

1 *Id.* In other words, Xpera acknowledges the significant risk inherent in their
 2 recommendation to hold the Las Vegas 1 and LV Kade properties.

3 III. THE XPERA REPORT

4 It is important to understand the limitations of the Xpera report, which is an
 5 analysis of the GP properties without regard for the financial conditions of the GPs.
 6 In other words, Xpera makes recommendations about GP properties assuming all
 7 GPs are financially stable with the resources necessary to hold GP properties for long
 8 periods of time, undertake zoning changes, and wait for development and/or market
 9 conditions to improve. As things currently stand, that is not the case.

10 As discussed in the Receiver's Court-Ordered Proposal filed concurrently
 11 herewith, there are only nine GP properties where the GPs currently have sufficient
 12 cash to pay their basic operating expenses. *See* Proposal, Exh. B. Xpera
 13 recommends selling three of these properties now (as is) and seeking zoning changes
 14 and/or holding the other six properties for short periods of time (up to one year). As
 15 things currently stand, the GPs that hold the other 27 GP properties² have failed to
 16 raise required funds through capital calls and therefore have no ability to undertake
 17 zoning changes or wait for development to reach them. In other words, the Xpera
 18 recommendations for 27 out of 36 GP properties (other than its 2016 value estimates,
 19 which can be used in considering broker list prices and evaluating offers) are
 20 essentially irrelevant due to the severely distressed state of these GPs. In particular,
 21 the GP properties that Xpera believes have the greatest potential for appreciation –
 22 Las Vegas 1 (three properties), Las Vegas 2, and LV Kade - all have failed capital
 23 calls, unpaid property taxes, and cannot pay their basic operating expenses for 2016.

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 26 _____
 27 ² As discussed in the Proposal, although the number of GP properties has been
 28 referred to generally as 23, there are actually 36 separate GP properties. This is
 because certain GP properties are actually groupings of separate properties
 located in the same geographic area. For example, the Tecate property is actually
 seven separate properties in the same geographic area. *See* Proposal, p. 5.

1 The options available for the GP properties would change dramatically if the
2 One Pot Approach is approved. The resulting pooling of receivership assets would
3 (a) allow past due mortgage payments and past due property taxes to be paid,
4 (b) stabilize the properties from a cash flow standpoint, (c) allow unpaid invoices to
5 the GP administrator, Lincoln Property Group ("Lincoln"), and tax accounting firm,
6 Duffy Kruspodin & Company, LLP ("Duffy"), to be paid so these important service
7 providers do not resign,³ and (d) allow the Court, the Receiver, and the parties to
8 consider the recommendations of Xpera for all 36 GP properties and whether the
9 likely benefits of implementing such recommendations outweigh the projected costs.
10 As discussed above, nothing in the Motion forecloses or diminishes the ability to
11 consider the Xpera recommendations or implement them in appropriate
12 circumstances.

13 The Xpera report is lengthy and contains various assertions, opinions, and
14 recommendations for each GP property. The Receiver has reviewed the report in
15 detail and summarized its recommendations in a table, which is attached hereto as
16 Exhibit A. To briefly summarize, Xpera recommends selling 16 GP properties now
17 (as is), seeking zoning changes for three GP properties and then selling them, seeking
18 approval of a subdivision map for one GP property and then selling it, dividing two
19 GP properties into smaller parcels and selling the parcels over time, and holding
20 14 GP properties until market conditions improve.

21 It should be noted that in only once instance in which a zoning change,
22 subdivision map, or division of a property is proposed are a projected timeframe or
23 cost of work provided (Fernley I; subdivision map approval projected to take four
24 months and cost \$50,000). Dkt. No. 1234-2, p. 91 of 172. Even in this one instance,
25 however, the carrying costs of the Fernley I property were not taken into account.
26 Accordingly, before the costs and benefits of the Xpera recommendations can be
27

28 ³ The issue of past due amounts owed to Lincoln and Duffy is discussed in the
Proposal at page 4.

1 properly evaluated, the projected length of time to complete entitlement work, costs
2 of work, carrying costs, and other factors will have to be investigated further.

3 IV. 28 U.S.C. § 2001

4 Despite having presented the 2016 GP property valuations contained in the
5 Xpera report, which they assert are accurate and should be accepted by the Court, the
6 Dillon Investors reiterate their "stump speech" regarding private sales under
7 28 U.S.C. § 2001(b), obtaining appraisals from three disinterested persons,
8 publishing notices, and conducting noticed sale hearings. Why the Dillon Investors
9 insist the receivership estate should incur these substantial unnecessary costs is
10 unclear. The Court now has valuation information on GP properties from 2013,
11 2015, and 2016, which is more than sufficient for it to evaluate proposed sales and
12 determine whether they are reasonable, fair, and in the best interests of investors.

13 Under the Court-approved orderly sale process, proposed broker engagements
14 will be submitted to the Court for approval and GP properties will be listed and
15 marketed by licensed brokers located in the local areas surrounding the properties.
16 Offers will be carefully evaluated with the benefit of the 2013, 2015, and 2016
17 valuations and, in the event there are multiple offers, a competitive bidding process
18 will take place. There is no reason to believe the process will not produce sales that
19 reflect market values for GP properties. Accordingly, the outdated procedural
20 requirements of Section 2001 impose costs on investors with no benefit.

21 On April 6, 2016, well before the Dillon Investors filed their Opposition, the
22 Receiver laid out a process for conducting public auctions under Section 2001(a),
23 which minimizes administrative expenses while complying with the statute. *See*
24 Supplement Brief re Jamul Valley, Dkt. No. 1225, pp. 11-14 ("Supplemental Brief").
25 The Dillon Investors completely ignore this proposed process.

26 The Receiver proposes the orderly sale procedures for GP properties be
27 supplemented to include the steps laid out in the Supplemental Brief, including, once
28 terms of a sale have been agreed on with a prospective purchaser, (a) publication of

1 notices for four weeks leading up to a specified auction date, (b) pre-qualification of
2 prospective bidders, and (c) a live auction outside the courthouse in the event there
3 are multiple qualified bids (including the original prospective purchaser or "stalking
4 horse" bidder).

5 As discussed in the Supplemental Brief, the steps required for private sales
6 under Section 2001(b) are completely outdated and out of touch with the way real
7 estate is sold in today's market. Supplemental Brief, pp. 8-9. By proceeding with
8 public auctions under Section 2001(a), the receivership estate can avoid the
9 significant costs and delay of (a) the Court having to appoint three disinterested
10 appraisers, and (b) obtaining three appraisals from such appraisers. In the aggregate,
11 the Receiver estimates the cost to obtain three appraisals for 36 GP properties would
12 exceed \$250,000, with no benefit to the receivership estate. In contrast, the proposed
13 public auction procedures described above can be implemented for a small fraction
14 of the cost and will promote competitive bidding at live auctions where there are
15 multiple qualified bids. Accordingly, the supplemental sale procedures should be
16 approved.

17 Finally, the Dillon Investors falsely accuse the Receiver of operating "in the
18 shadows" and "sidestepping his obligations" to conduct open sales. Opposition,
19 pp. 2-3. This is nonsense. At the Court's direction, the Receiver has filed
20 recommendations on how to address offers and letters of intent for GP properties
21 under seal. There is good reason to keep initial responses and negotiations with
22 prospective purchasers confidential until such time as properties have been sold. For
23 obvious reasons, disclosing prior negotiations could negatively affect the amount of
24 subsequent offers. Investors in the applicable GPs have received notices of all
25 reasonable offers in the form of ballots requesting their votes. Therefore, the process
26 of addressing offers and letters of intent has been as transparent as possible without
27 risking harm to GP property values.

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1 Likewise, the orderly sale process, which includes investor notices and Court
2 approval of broker engagements and sales (via noticed motion), is transparent and
3 provides multiple opportunities for investors to voice their positions and have them
4 considered by the Court.

5 **V. JAMUL VALLEY**

6 The Dillon Investors oppose the Receiver's request for an order confirming the
7 sale of the Jamul Valley property to The Nature Conservancy. Dkt. Nos. 1197, 1219,
8 1227. They now submit the Xpera report, which makes the following
9 recommendation:

10 *Accept the offer from the Nature Conservancy. It is a fair*
11 *offer and has no brokerage commission involved.*

12 Dkt. No. 1234-2, p. 121 of 172 (emphasis added). Accordingly, the Court should not
13 hesitate to confirm the sale, which has now been endorsed by the Dillon Investors'
14 own expert.

15 **VI. ONE POT APPROACH**

16 The Dillon Investors support for the One Pot Approach further broadens the
17 consensus in support, both express (the Receiver, the Commission, the Dillon
18 Investors) and by non-opposition (Defendants and 92% of the investors).⁴ For the
19 reasons discussed in the Motion and the responses submitted by the Commission and
20 the Dillon Investors, the One Pot Approach is the most fair and equitable method of
21 distributing receivership assets and should be approved.

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28 ⁴ Although certain investors have stated they oppose GP properties being sold,
other than the Aguirre Investors, none have opposed the One Pot Approach to
distribution.

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CONCLUSION

For the foregoing reasons, the Court should grant the relief requested in the Motion, as modified by the supplemental sale procedures proposed above.

Dated: April 22, 2016

ALLEN MATKINS LECK GAMBLE
MALLORY & NATSIS LLP

By: _____ /s/ Edward Fates

EDWARD G. FATES
Attorneys for Receiver
THOMAS C. HEBRANK

EXHIBIT INDEX

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EXHIBIT A

EXHIBIT A

GP LAND VALUES AND XPERA RECOMMENDATIONS

| | Receivership | | Xpera Report | | | | |
|--------------------------|----------------------|--------------------------|---------------|----------------|---|--------------------------|---------------------------------|
| | 2013 Appraised Value | 2015 Appraised/BOV Value | Low Valuation | High Valuation | Recommendation | Cost of Entitlement Work | Waiting Period to Complete Sale |
| Bratton Valley | | | | | | | |
| Bratton View Partners | \$ 68,667 | \$ 270,236 | | | | | |
| Honey Springs Partners | \$ 68,667 | \$ 243,094 | | | | | |
| Valley Vista Partners | \$ 68,667 | \$ 243,218 | | | | | |
| Total | \$ 206,000 | \$ 756,548 | \$ 629,878 | \$ 944,816 | Market now to other non-profits in the same price range as the Jamul Valley sale to The Nature Conservancy. | N/A | N/A |
| Dayton Valley I | | | | | | | |
| Dayton View Partners | \$ 50,000 | \$ 90,000 | | | | | |
| Fairway Partners | \$ 50,000 | \$ 90,000 | | | | | |
| Green View Partners | \$ 50,000 | \$ 90,000 | | | | | |
| Par Four Partners | \$ 50,000 | \$ 90,000 | | | | | |
| Total | \$ 200,000 | \$ 360,000 | \$ 430,650 | \$ 558,250 | Sell now "as is" | N/A | N/A |
| Dayton Valley II | | | | | | | |
| Comstock Partners | \$ 25,000 | \$ 47,500 | | | | | |
| Nevada View Partners | \$ 25,000 | \$ 47,500 | | | | | |
| Silver City Partners | \$ 25,000 | \$ 47,500 | | | | | |
| Storey County Partners | \$ 25,000 | \$ 47,500 | | | | | |
| Total | \$ 100,000 | \$ 190,000 | \$ 224,280 | \$ 320,400 | Sell after zoning change | Minimal | Unknown |
| Dayton Valley III | | | | | | | |
| Gold Ridge Partners | \$ 12,500 | \$ 15,000 | | | | | |
| Grand View Partners | \$ 12,500 | \$ 15,000 | | | | | |
| Rolling Hills Partners | \$ 12,500 | \$ 15,000 | | | | | |
| Sky View Partners | \$ 12,500 | \$ 15,000 | | | | | |
| Total | \$ 50,000 | \$ 60,000 | \$ 49,000 | \$ 70,000 | Sell after zoning change | Minimal | Unknown |

| | Receivership | | Xpera Report | | | | |
|-----------------------------|----------------------|--------------------------|---------------------|---------------------|---|--------------------------|---------------------------------|
| | 2013 Appraised Value | 2015 Appraised/BOV Value | Low Valuation | High Valuation | Recommendation | Cost of Entitlement Work | Waiting Period to Complete Sale |
| Dayton Valley IV | | | | | | | |
| Eagle View Partners | \$ 40,000 | \$ 55,000 | | | | | |
| Falcon Heights Partners | \$ 40,000 | \$ 55,000 | | | | | |
| Night Hawk Partners | \$ 40,000 | \$ 55,000 | | | | | |
| Osprey Partners | \$ 40,000 | \$ 55,000 | | | | | |
| Total | \$ 160,000 | \$ 220,000 | \$ 221,438 | \$ 316,340 | Sell after zoning change | Minimal | Unknown |
| Fernley I | | | | | | | |
| Crystal Clearwater Partners | \$ 115,000 | \$ 105,000 | | | | | |
| High Desert Partners | \$ 115,000 | \$ 105,000 | | | | | |
| Total | \$ 230,000 | \$ 210,000 | \$ 315,353 | \$ 365,145 | Obtain approval of subdivision map; then sell | \$ 50,000 | 4 months |
| Jamul Valley | | | | | | | |
| Hidden Hills Partners | \$ 131,667 | \$ 173,460 | | | | | |
| Jamul Meadows Partners | \$ 131,667 | \$ 173,460 | | | | | |
| Lyons Valley Partners | \$ 131,667 | \$ 173,460 | | | | | |
| Total | \$ 395,000 | \$ 520,380 | \$ 534,438 | \$ 801,656 | Accept current offer from The Nature Conservancy | N/A | N/A |
| Las Vegas 1 | | | | | | | |
| Park Vegas Partners | \$ 665,000 | \$ 925,000 | | | | | |
| Production Partners | \$ 2,700,000 | \$ 3,300,000 | | | | | |
| Silver State Partners | \$ 740,000 | \$ 1,050,000 | | | | | |
| Total | \$ 4,105,000 | \$ 5,275,000 | \$ 7,423,931 | \$ 9,764,410 | Hold 5 - 10 years for appreciation | N/A | 5 - 10 years |
| Las Vegas 2 | | | | | | | |
| Horizon Partners | \$ 472,500 | \$ 687,500 | | | | | |
| Rainbow Partners | \$ 472,500 | \$ 687,500 | | | | | |
| Total | \$ 945,000 | \$ 1,375,000 | \$ 1,609,978 | \$ 2,012,472 | Sell now; high value based on rezoning to retail/commercial | Minimal | Unknown |

| | Receivership | | Xpera Report | | | | |
|-----------------------------|----------------------------|---------------------------------|------------------|-------------------|---|--------------------------------|---------------------------------------|
| | 2013 Appraised Value | 2015 Appraised/ BOV Value | Low Valuation | High Valuation | Recommendation | Cost of Entitlement Work | Waiting Period to Complete Sale |
| LV Kade | | | | | | | |
| BLA Partners | \$ 1,027,500 | \$ 2,065,000 | | | | | |
| Checkered Flag Partners | \$ 1,027,500 | \$ 2,065,000 | | | | | |
| Hollywood Partners | \$ 1,027,500 | \$ 2,065,000 | | | | | |
| Victory Lap Partners | \$ 1,027,500 | \$ 2,065,000 | | | | | |
| Total | \$ 4,110,000 | \$ 8,260,000 | \$ 8,690,220 | \$ 11,173,140 | Hold 5 - 10 years for appreciation | N/A | 5 - 10 years |
| Minden | | | | | | | |
| Carson Valley Partners | \$ 250,000 | \$ 450,000 | | | | | |
| Heavenly View Partners | \$ 250,000 | \$ 450,000 | | | | | |
| Pine View Partners | \$ 250,000 | \$ 450,000 | | | | | |
| Sierra View Partners | \$ 250,000 | \$ 450,000 | | | | | |
| Total | \$ 1,000,000 | \$ 1,800,000 | \$ 1,828,860 | \$ 2,353,743 | Sell now "as is"; retain water rights | N/A | N/A |
| Santa Fe | | | | | | | |
| Pecos Partners | \$ 210,000 | \$ 273,333 | | | | | |
| Pueblo Partners | \$ 210,000 | \$ 273,333 | | | | | |
| Santa Fe View Partners | \$ 210,000 | \$ 273,334 | | | | | |
| Total | \$ 630,000 | \$ 820,000 | \$ 942,000 | \$ 1,130,400 | Sell now; concur with Receiver's proposed broker listing and marketing time | N/A | N/A |
| Silver Springs North | | | | | | | |
| Highway 50 Partners | \$ 90,000 | \$ 80,000 | | | | | |
| North Springs Partners | \$ 90,000 | \$ 80,000 | | | | | |
| Orange Vista Partners | \$ 90,000 | \$ 80,000 | | | | | |
| Rawhide Partners | \$ 90,000 | \$ 80,000 | | | | | |
| Total | \$ 360,000 | \$ 320,000 | \$ 681,375 | \$ 908,500 | Sell in 12 months | N/A | 12 months |
| Silver Springs South | | | | | | | |
| Lahontan Partners | \$ 75,000 | \$ 110,000 | | | | | |
| Rail Road Partners | \$ 75,000 | \$ 110,000 | | | | | |
| Spruce Heights Partners | \$ 75,000 | \$ 110,000 | | | | | |
| Vista Del Sur Partners | \$ 75,000 | \$ 110,000 | | | | | |
| Total | \$ 300,000 | \$ 440,000 | \$ 1,032,900 | \$ 1,377,200 | Sell in 12 months | N/A | 12 months |

| | Receivership | | Xpera Report | | | | |
|------------------------|----------------------|--------------------------|---------------|----------------|--|--------------------------|---------------------------------|
| | 2013 Appraised Value | 2015 Appraised/BOV Value | Low Valuation | High Valuation | Recommendation | Cost of Entitlement Work | Waiting Period to Complete Sale |
| Stead | | | | | | | |
| P-39 Aircobra Partners | \$ 98,750 | \$ 105,000 | | | | | |
| P-40 Warhawk Partners | \$ 98,750 | \$ 105,000 | | | | | |
| F-86 | \$ - | \$ - | | | | | |
| P-51 LLC | \$ 197,500 | \$ 210,000 | | | | | |
| Total | \$ 395,000 | \$ 420,000 | \$ 1,584,000 | \$ 3,168,000 | Low value based on immediate sale to developer; high value based on dividing property into parcels and sale of parcels with substantial marketing time | Unknown | Unknown |
| Tecate | | | | | | | |
| ABL Partners | \$ 111,000 | \$ 90,000 | | | | | |
| Mex-Tec Partners | \$ 111,000 | \$ 90,000 | | | | | |
| Total | \$ 222,000 | \$ 180,000 | \$ 173,042 | \$ 346,084 | Hold for indefinite period until County decides on area development plan | Unknown | Unknown |
| Borderland Partners | \$ 107,500 | \$ 61,928 | | | | | |
| Prosperity Partners | \$ 107,500 | \$ 61,928 | | | | | |
| Total | \$ 215,000 | \$ 123,856 | \$ 519,126 | \$ 692,168 | Hold for indefinite period until County decides on area development plan | Unknown | Unknown |
| Free Trade Partners | \$ 105,667 | \$ 60,319 | | | | | |
| SunTec Partners | \$ 105,667 | \$ 60,319 | | | | | |
| Via 188 Partners | \$ 105,667 | \$ 60,319 | | | | | |
| Total | \$ 317,000 | \$ 180,957 | \$ 346,084 | \$ 519,126 | Hold for indefinite period until County decides on area development plan | Unknown | Unknown |

| Receivership | | | Xpera Report | | | | |
|------------------------------------|--------------------------|---------------|----------------|----------------|--|---------------------------------|---------|
| 2013 Appraised Value | 2015 Appraised/BOV Value | Low Valuation | High Valuation | Recommendation | Cost of Entitlement Work | Waiting Period to Complete Sale | |
| International Partners | \$ 77,000 | \$ 59,835 | \$ 346,084 | \$ 519,126 | Hold for indefinite period until County decides on area development plan | Unknown | Unknown |
| Tecate South Partners | \$ 104,000 | \$ 59,884 | \$ 346,084 | \$ 519,126 | Hold for indefinite period until County decides on area development plan | Unknown | Unknown |
| Twin Plant Partners | \$ 125,000 | \$ 39,607 | \$ 346,084 | \$ 519,126 | Hold for indefinite period until County decides on area development plan | Unknown | Unknown |
| Vista Tecate Partners | \$ 96,000 | \$ 42,856 | \$ 346,084 | \$ 519,126 | Hold for indefinite period until County decides on area development plan | Unknown | Unknown |
| Total All Tecate Properties | \$ 1,156,000 | \$ 686,995 | \$ 2,422,588 | \$ 3,633,882 | | | |
| Washoe County 1 | | | | | | | |
| Reno Partners | \$ 50,000 | \$ 32,250 | | | | | |
| Reno View Partners | \$ 50,000 | \$ 33,700 | | | | | |
| Reno Vista Partners | \$ 50,000 | \$ 22,250 | | | | | |
| Total | \$ 150,000 | \$ 88,200 | \$ 75,546 | \$ 99,720 | Sell now "as is" | N/A | N/A |
| Washoe County 3 | | | | | | | |
| Antelope Springs Partners | \$ 175,000 | \$ 240,000 | | | | | |
| Spanish Springs View Partners | \$ 175,000 | \$ 240,000 | | | | | |
| Big Ranch Partners | \$ 125,000 | \$ 230,000 | | | | | |
| Wild Horse Partners | \$ 125,000 | \$ 230,000 | | | | | |
| Total Washoe County 3 | \$ 600,000 | \$ 940,000 | \$ 1,505,889 | \$ 5,019,630 | Low value based on immediate sale to developer; high value based on dividing property into parcels and sale of parcels with substantial marketing time | Unknown | Unknown |

| | Receivership | | Xpera Report | | | | |
|------------------------------|----------------------|--------------------------|-------------------|-------------------|--|--------------------------|---------------------------------|
| | 2013 Appraised Value | 2015 Appraised/BOV Value | Low Valuation | High Valuation | Recommendation | Cost of Entitlement Work | Waiting Period to Complete Sale |
| Washoe IV | | | | | | | |
| Galena Ranch Partners | \$ 93,750 | \$ 87,500 | | | | | |
| Redfield Heights Partners | \$ 93,750 | \$ 87,500 | | | | | |
| Rose Vista Partners | \$ 93,750 | \$ 87,500 | | | | | |
| Steamboat Partners | \$ 93,750 | \$ 87,500 | | | | | |
| Total | \$ 375,000 | \$ 350,000 | \$ 582,150 | \$ 640,365 | Sell now "as is" | N/A | N/A |
| Washoe County 5 | | | | | | | |
| Frontage 177 Partners | \$ 90,000 | \$ 120,000 | | | | | |
| Pyramid Highway 177 Partners | \$ 90,000 | \$ 120,000 | | | | | |
| Total | \$ 180,000 | \$ 240,000 | \$ 594,461 | \$ 629,951 | Sell now "as is" | N/A | N/A |
| Yuma I | | | | | | | |
| Gila View Partners | \$ 88,333 | \$ 51,000 | | | | | |
| Painted Desert Partners | \$ 88,333 | \$ 51,000 | | | | | |
| Snow Bird Partners | \$ 88,333 | \$ 51,000 | | | | | |
| Total | \$ 265,000 | \$ 153,000 | \$ 200,000 | \$ 250,000 | Sell now; anticipate 2 - 3 years marketing time | N/A | 2 - 3 years |
| Yuma II | | | | | | | |
| Desert View Partners | \$ 68,750 | \$ 48,750 | | | | | |
| Mesa View Partners | \$ 68,750 | \$ 48,750 | | | | | |
| Road Runner Partners | \$ 68,750 | \$ 48,750 | | | | | |
| Sonora View Partners | \$ 68,750 | \$ 48,750 | | | | | |
| Total | \$ 275,000 | \$ 195,000 | \$ 190,000 | \$ 230,000 | Sell now; anticipate 2 - 3 years marketing time | N/A | 2 - 3 years |
| Yuma III | | | | | | | |
| Cactus Ridge Partners | \$ 35,250 | \$ 39,905 | | | | | |
| Mohawk Mountain Partners | \$ 35,250 | \$ 39,905 | | | | | |
| Mountain View Partners | \$ 35,250 | \$ 39,905 | | | | | |
| Ocotillo View Partners | \$ 35,250 | \$ 39,905 | | | | | |
| Total | \$ 141,000 | \$ 159,620 | \$ 150,000 | \$ 170,000 | Sell now; anticipate 2 - 3 years marketing time | N/A | 2 - 3 years |

¹ Property is individually owned by that GP and not part of a co-tenancy.

² Bratton Valley 2013 appraisal report omitted 2 of the 3 properties. A more accurate estimate of value at that time is \$600,000 - \$630,000.

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PROOF OF SERVICE

I am employed in the County of San Diego, State of California. I am over the age of eighteen (18) and am not a party to this action. My business address is 501 West Broadway, 15th Floor, San Diego, California 92101-3541.

On April 22, 2016, I served the within document(s) described as:

- **RECEIVER'S REPLY TO DILLON INVESTORS' OPPOSITION TO RECEIVER'S MOTION FOR: (A) AUTHORITY TO CONDUCT ORDERLY SALE OF GENERAL PARTNERSHIP PROPERTIES; (B) APPROVAL OF PLAN OF DISTRIBUTING RECEIVERSHIP ASSETS; AND (C) APPROVAL OF PROCEDURES FOR THE ADMINISTRATION OF INVESTOR CLAIMS [DKT. NO. 1181]**

on interested parties in this action by:

BY THE COURT VIA NOTICE OF ELECTRONIC FILING ("NEF"): the foregoing document(s) will be served by the court via NEF and hyperlink to the document. On April 22, 2016, I checked the CM/ECF docket for this bankruptcy case or adversary proceeding and determined that the following person(s) are on the Electronic Mail Notice List to receive NEF transmission at the email addressed indicated below:

- Gary J. Aguirre - gary@aguirrelawapc.com; maria@aguirrelawapc.com
- John Willis Berry - berryj@sec.gov; LAROFiling@sec.gov
- Lynn M. Dean - deanl@sec.gov; larofiling@sec.gov; berryj@sec.gov; irwinma@sec.gov; cavallones@sec.gov
- Timothy P. Dillon - tdillon@dghmalaw.com; cbeal@dghmalaw.com; smiller@dghmalaw.com; rabrera@dghmalaw.com
- Philip H. Dyson - phildysonlaw@gmail.com; jldossegger2@yahoo.com; phdtravel@yahoo.com
- Edward G. Fates - tfates@allenmatkins.com; bcrfilings@allenmatkins.com; jholman@allenmatkins.com
- Susan Graham - gary@aguirrelawapc.com
- Eric Hougen - eric@hougenlaw.com
- Sara D. Kalin - kalins@sec.gov; chattoop@sec.gov; irwinma@sec.gov
- David R. Zaro - dzaro@allenmatkins.com; mdiaz@allenmatkins.com

I declare under penalty of perjury under the laws of the United States that the foregoing is true and correct.

Executed on April 22, 2016, at San Diego, California.

Edward G. Fates

(Type or print name)

/s/ Edward Fates

(Signature of Declarant)