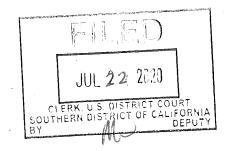
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SOUTHERN DISTRICT OF CALIFORNIA . 9

UNITED STATES OF AMERICA,

Plaintiff,

v. 12

GINA CHAMPION-CAIN, 13

Defendant. 14

UNITED STATES DISTRICT COURT

Case No. 20cr02115-AJB

PLEA AGREEMENT

IS HEREBY AGREED between the plaintiff, UNITED AMERICA, through its counsel, ROBERT S. BREWER, JR., United States Attorney, and Aaron P. Arnzen and Andrew J. Galvin, Assistant U.S. Attorneys, and Defendant Gina Champion-Cain ("Defendant"), with the advice and consent of David C. Scheper, counsel for Defendant, as follows:

I

THE PLEA

Defendant agrees to waive indictment and plead guilty to an Information charging Defendant with securities fraud, in violation of 15 U.S.C. §§ 77q and 77x; obstruction of justice, in violation of 18 U.S.C. § 1505; and conspiracy to commit securities fraud and obstruct justice, in violation of 18 U.S.C. § 371.

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In exchange, the Government agrees not to bring any additional charges against Defendant for conduct outlined in the "Factual Basis" section of this plea agreement, unless Defendant breaches the plea agreement or the guilty plea entered pursuant to this plea agreement is set aside for any reason. If Defendant breaches this agreement or the guilty plea is set aside, section XII below shall apply.

In addition, the attached financial addendum shall govern the fine, forfeiture, and restitution in this case.

II

NATURE OF THE OFFENSE

A. ELEMENTS EXPLAINED

The offenses to which Defendant is pleading guilty, and as alleged in the Information, have the following elements:

Securities Fraud, in violation of 15 U.S.C. §§ 77q and 77x

- Defendant willfully used a scheme to defraud someone, or obtained money or property from someone by means of an untrue statement or omission of material fact;
- 2. Defendant's acts were undertaken, and her statements were made, in the offer or sale of one or more securities; and
- 3. Defendant directly or indirectly used the instruments or facilities of interstate commerce in connection with undertaking these acts and making these statements.

Obstruction of Justice, in violation of 18 U.S.C. § 1505

- 1. Defendant knew that a proceeding was pending before the United States Securities and Exchange Commission; and
- 2. Defendant corruptly endeavored to influence, obstruct or impede the due and proper administration of the law under which the

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proceeding before the United States Securities and Exchange Commission was being conducted.

Conspiracy, in violation of 18 U.S.C. § 371

- 1. There was an agreement among two or more persons to commit offenses, to wit, securities fraud, in violation of 15 U.S.C. §§ 77q and 77xx, and obstruction of justice, in violation of 18 U.S.C. § 1505;
- 2. The defendant became a member of the conspiracy knowing of at least one of its objects and intending to help accomplish it; and
- 3. One of the members of the conspiracy performed at least one overt act for the purpose of carrying out the conspiracy.

B. ELEMENTS UNDERSTOOD AND ADMITTED - FACTUAL BASIS

Defendant has fully discussed the facts of this case with defense counsel. Defendant has committed each element of the crime and admits that there is a factual basis for this guilty plea. The following facts are true and undisputed:

Introduction

- 1. Defendant played a central role in perpetrating a fraudulent Ponzi scheme by convincing investors that she would use their money to make loans to individuals and entities attempting to purchase California liquor licenses. From 2012 2019, approximately \$400 million flowed into the scheme based on Defendant's false statements to investors that, among other things, she would use their money to fund these loans; the investors' money would be safe in an escrow holding account; and the invested funds would and could only be returned to the specific investor who deposited the funds or his/her intermediary.
- 2. Defendant knew these representations and omissions were false. She never used the funds to make liquor license loans. Instead,

Defendant and her co-conspirators simply used investor funds to pay back other investors whose investments would soon be redeemed, and embezzled funds to support her other businesses (some of which were failing) and her lifestyle.

- 3. Defendant and her co-conspirators succeeded in defrauding investors by, among other things, fabricating documents, forging signatures, and telling investors lies through fake email accounts so that when investors attempted to double-check on their investments with third parties, they were really communicating with Defendant or her employees.
- 4. When Defendant and her co-conspirators learned of a government investigation into her scheme, they destroyed evidence that they knew was incriminating.

Relevant Individuals and Entities

- 5. Defendant Gina Champion-Cain is a resident of San Diego, California. Defendant owns, manages, and/or controls a significant number of small businesses located, and that operate, in San Diego.
- 6. American National Investments, Inc. ("American National Investments") is a California corporation based in San Diego. Defendant is the founder and was the CEO of American National Investments. American National Investments was a real estate development company, and the parent company of a large number of small businesses, which operated primarily in the real estate, retail, and restaurant sectors.
- 7. ANI Development, LLC ("ANI Development"), is a California limited liability company located in San Diego, and a subsidiary of American National Investments. Defendant was the managing member of ANI Development. ANI Development's business consisted primarily of

running a fake lending program (the "Lending Program") surrounding the transfer of California liquor licenses, as described more fully below.

Liquor License Transfers in California

- 8. Under California law, an applicant who wishes to purchase a California liquor license from an existing licensee must place in an escrow account an amount of money equal to the purchase price of the license.
- 9. This escrow account must be established and funded within 30 days of applying for the license, and the money deposited must be maintained in escrow until the California Department of Alcoholic Beverage Control (the "ABC") either (a) approves the application and the purchase of the license is completed, or (b) declines the application, at which point the escrowed funds are returned to the depositor.

Champion-Cain's First Solicitation of Investments in the Lending Program

- 10. Beginning in or around 2012, Defendant solicited an individual based in San Diego ("Investor 1") to invest in the Lending Program. On the phone, and by email, Defendant described to Investor 1 important aspects of the supposed Lending Program, including the following:
 - a. Many applicants who wished to acquire a California liquor license did not have sufficient funds to deposit the license's full purchase price in an escrow account for the time period that the ABC takes to review a transfer application. Because of their lack of liquid funds, these applicants were willing to pay relatively high rates of

interest on short-term loans that would fund the escrow account.

- b. An attorney ("Attorney A") whose practice area involves California liquor license transactions had identified for Defendant applicants who wished to acquire liquor licenses and were seeking a loan to fund the related escrow accounts. The Defendant and Attorney A would negotiate the terms of such loans with these applicants.
- c. Under the terms negotiated by Defendant and Attorney A,
 Investor 1 would provide loans to the applicants pursuant
 to an escrow agreement (the "Purported Escrow Agreement")
 with a well-known financial services company (the "Escrow
 Company").
- d. The Purported Escrow Agreement would reduce the apparent risk of the investment to Investor 1. Under its terms, Investor 1's money would be deposited into a master escrow account at the Escrow Company and be tied to a specific liquor license application. The escrowed funds could only be withdrawn by Investor 1 after the ABC accepted or declined the corresponding transfer application.
- e. The applicant would pay the transfer price plus interest if and when the ABC granted the related liquor license application. Investor 1 would then receive the amount of his original deposit, and Defendant and Investor 1 would split the interest proceeds, with 80% going to Investor 1 and 20% going to Defendant.

- f. Defendant would provide a list created by Attorney A of applicants seeking loans and Investor 1 could choose applications to fund.
- g. These arrangements would be documented in a funding agreement between ANI Development and Investor 1, or one or more single purpose entities created by Investor 1 as a means to invest in the Lending Program.
- 11. Based on Defendant's description of the Lending Program, Investor 1 entered into a series of funding agreements, and invested tens of millions of dollars into the program. Investor 1 invested these funds, in many cases, by means of interstate wire transfers.

Champion-Cain's Solicitation of Additional Investors

- 12. Defendant made, directly or indirectly, substantially the same representations about the Lending Program to investors other than Investor 1. Defendant knew that Investor 1 had passed on her representations about the Lending Program to a significant number of individuals and entities. Based on their understanding of Defendant's representations, these individuals and entities invested indirectly in the Lending Program by loaning money to Investor 1's single purpose entities. In turn, this money was intended to fund large numbers of loans associated with specific liquor license applications through the Lending Program, pursuant to funding agreements.
- 13. Investor 1 shared Attorney A's supposed lists of liquor license applicants seeking loans with these additional investors, who chose which applications they were willing to fund and invested the corresponding amounts.

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- 14. Collectively, these investors identified by Investor invested tens of millions of dollars in the Lending Program.
- 15. Defendant solicited still other investors. She described the Lending Program to these additional investors in substantially the same terms, but sometimes varied the manner in which she represented that the funds would be routed. For example, Defendant, personally and on behalf of ANI Development, issued promissory notes to certain investors under which she committed to investing the corresponding funds in the Lending Program, using the same or similar escrow arrangements, and sharing the interest with the investors. Collectively, these individuals and entities invested tens of millions of dollars in the Lending Program.

The Ponzi Scheme

- 16. Defendant used the investors' money to conduct and perpetuate a massive Ponzi scheme. In the process of doing so, Defendant recruited co-conspirators and obtained their agreement to assist in important aspects of the scheme.
- 17. Defendant and her co-conspirators did not place investor funds in the Lending Program. In fact, the Lending Program, as described by Defendant, was completely fictitious.
- 18. Defendant lied to investors about the applicant lists supposedly created by Attorney A that Defendant shared with investors. Contrary to her representations, these lists did not include the names of applicants who were actually looking for escrow-related loans. Instead, Defendant created fake lists of applicants based on the names of individuals and entities listed on the ABC website. Most of these individuals and entities were associated with cancelled or expired

- 19. Defendant misrepresented the Purported Escrow Agreements. These Purported Escrow Agreements, which controlled the receipt, maintenance, and distribution of investor funds, were never operative. Defendant and certain American National Investment employees agreed to and did forge the signatures of Escrow Company employees on the Purported Escrow Agreements. Later, Defendant persuaded an employee of the Escrow Company to knowingly sign more than 20 Purported Escrow Agreements in order to convince investors that the escrow accounts were governed by the Purported Escrow Agreements when, in fact, the escrow accounts were administered pursuant to other agreements that did not provide the same protections over investor funds.
- 20. Defendant also lied about investor funds being tied to specific liquor license loan applications. Instead, investor funds were pooled in large, general purpose accounts established at the Escrow Company, which were not connected to specific liquor license loan applications.
- 21. The actual escrow agreements that governed these general purpose accounts (the "Actual Escrow Agreements") contained terms that allowed Defendant to perpetrate her Ponzi scheme. Specifically, while the Purported Escrow Agreements allowed escrowed funds to be used only to pay investors their principal and interest, the Actual Escrow Agreements allowed Defendant and her entities to withdraw money for any reason without any meaningful limitations. Defendant concealed the terms of the Actual Escrow Agreements from investors.

- 22. Defendant misrepresented to investors that she would invest their funds in the Lending Program. She never, directly or indirectly, instructed that investor funds be used in connection with the transfer of any liquor licenses. Instead, Defendant and America National Investments employees agreed to and did (a) use incoming investor funds to make principal and interest payments based on investments that could soon be redeemed in the Lending Program, and (b) embezzle investor funds to finance and support some of Defendant's and American National Investments' other businesses (some of which were failing), and to fund Defendant's lifestyle.
- 23. Defendant and, at her instruction, one or more America National Investments employees exaggerated Defendant's creditworthiness to a financial institution by sending a fabricated personal brokerage statement to a bank for the purpose of soliciting an investment in the Lending Program from the bank. These financial documents included an April 30, 2019 brokerage statement falsely showing that Defendant owned over \$4.3 million dollars of stock in one publicly traded company when, in fact, she owned just over \$400,000 worth of that stock.

Champion-Cain's Receipt and Use of Investor Funds

- 24. As a result of Defendant's scheme and fraudulent misrepresentations and omissions, between 2012 and 2019, over 100 investors invested over \$400 million in the Lending Program, including through revolving lines of credit. At least one of the victims was a financial institution that invested, and lost, over \$1 million in the Lending Program.
- 25. In order to lull her investors, Defendant and her coconspirators agreed to and did cause principal and supposed interest

payments to be made to the investors of over \$200 million. These payments were made so that investors would continue to believe the Lending Program was legitimate, which aided Defendant's efforts to perpetuate the Ponzi scheme and recruit new investor victims.

- 26. As described above, Defendant owned businesses with no direct connection with the Lending Program, including a restaurant chain, vacation rentals, a coffee shop, a juice bar, and a surf-themed clothing store. Many of these businesses were failing and/or had negative cash flows. From 2012 through 2019, Defendant and her co-conspirators agreed to and did use at least \$60 million of investor funds to meet expenses, including payroll, incurred by these business.
- 27. Defendant also used investor funds to pay for personal expenses, including the following:
 - a. <u>Defendant's Personal Residences</u> Defendant used hundreds of thousands of dollars of investor funds to pay for two residences owned by American National Investments and/or one of its affiliates and used by Defendant, including a house in Rancho Mirage, California, and a home in the Mission Beach area of San Diego.
 - b. Salary and Distributions Paid to Defendant Defendant used at least \$2 million of investor funds to pay her own salary from American National Investments, ANI Development, and other businesses that were illicitly financed through investor funds. For example, Defendant's 2018 gross salary amounted to approximately \$480,000.
 - c. <u>Sporting Events</u> Defendant used hundreds of thousands of dollars of investor funds to pay for her own and others'

attendance at sporting events. For example, Defendant paid over \$640,000 for box seats at San Diego Padres games from 2015 through 2019, and over \$200,000 for box seats at San Diego Chargers games from 2013-2016.

- d. <u>Automobiles</u> Defendant used investor funds to pay for automobiles for herself and her family, including \$79,337.86 for a BMW automobile for a family member.
- e. <u>Credit Cards</u> Defendant or others at ANI used at least \$745,000 of investor funds to satisfy credit card obligations from 2012 through 2019.
- f. <u>Jewelry</u> Defendant spent over \$200,000 (a significant portion of which came from investor funds) to pay for jewelry at Tiffany & Co., and other jewelry stores.
- g. Miscellaneous Expenses Defendant used investor funds to pay for various other items, such as \$21,850 for a golf cart in 2017 for the Rancho Mirage home owned by American National Investments and used by Defendant; \$20,000 for donations to the university she attended; \$12,399 for airline tickets to Florence, Italy; and contributions to political campaigns.

Champion-Cain's Efforts to Conceal the Ponzi Scheme

- 28. Defendant and her co-conspirators agreed to and did make repeated, concerted efforts to conceal her fraudulent scheme.
- 29. Defendant dissuaded investors from contacting Escrow Company personnel about the Lending Program or the Purported Escrow Agreements, and dissuaded Escrow Company personnel from answering questions from investors. For example:

- a. On or about March 20, 2015, Defendant sent an email to Escrow Company personnel regarding an investor who attempted to contact the Escrow Company about a recent deposit. Defendant's email stated, in part, "I have always promised you I would shelter you from my crazy investors and I will continue to do so. If any one of them bug you as they are too stupid to understand the program, they are 'fired' as an investor. I have plenty of dudes dying to give me money, honey!!! Ahahahahahahahaha.:-D Love you ladies!"
- b. On or about July 18, 2017, Defendant sent an email to Escrow Company personnel regarding another investor attempting to contact the Escrow Company about the Lending Program. Defendant's email stated, in part, "I told them NEVER to call and bother you ladies," and "if they call asking about escrow agreements and alcohol licenses, blah, blah, blah ... just say 'SURE WHATEVER NOW SHOW ME THE MONEY ... HAHAHAHA.'"
- c. On or about April 17, 2018, Defendant and an employee of the Escrow Company exchanged emails about whether Defendant should be present for a call with an investor in the Lending Program. Defendant concluded that her presence was not required: "no need love as I am sure you will just brush them off quickly."
- 30. Defendant and her co-conspirators agreed to and did forge or falsify a large number of documents related to the Lending Program. For example:

- a. Defendant had signature stamps imprinted with the signatures of Escrow Company personnel. Defendant and certain employees of American National Investments used the stamps to falsely sign documents related to the Lending Program, including the Purported Escrow Agreements.
- b. Defendant later requested that certain employees of the Escrow Company sign copies of the Purported Escrow Agreements that, as Defendant and the Escrow Company employee knew, did not govern the treatment of investor funds.
- c. The Escrow Company prepared periodic third-party deposit statements for investors to indicate they understood that ANI Development could access the escrowed funds related to the Lending Program without substantial limitations. Defendant instructed one or more American National Investments employees to forge investor signatures on these third-party deposit statements and return the statements to the Escrow Company. Defendant concealed the forms and their content from investors.
- 31. Defendant lied, and instructed or requested that others lie, to auditors working on behalf of investors. Among other things, these auditors were attempting to confirm the investors' balances and activity in the Lending Program.
- 32. Defendant established phony email accounts so that investors would think they were corresponding with other parties involved, or supposedly involved, in the Lending Program. For example, Defendant established email accounts with slight variations on the usernames and

domain names of actual email addresses used by specific Escrow Company personnel. Defendant also established an email account with a username and domain name that falsely suggested it belonged to Attorney A, and she created and maintained a website that supposedly belonged to Attorney A. Defendant used these email accounts to answer questions posed by investors and confirm investor balances on deposit with the Lending Program, and used these email accounts and website to otherwise convince investors that the Lending Program was legitimate.

33. Defendant and her co-conspirators agreed to and did establish bank accounts with account holder names that were similar to the name of the Escrow Company. Defendant did so in order to create the appearance that the Escrow Company administered investor funds that were deposited in these bank accounts, but, in fact, the Escrow Company had no connection with the accounts. When investor funds were deposited into these accounts, Defendant instructed American National Investments employees to fabricate a receipt from the Escrow Company, falsely using the Escrow Company's name and logo.

Champion Cain's Obstruction of Government Investigations

- 34. Defendant learned that the United States Securities and Exchange Commission (the "SEC") was conducting an investigation into the Lending Program in May 2019, and learned that the FBI was conducting a parallel investigation on August 29, 2019. Defendant and her coconspirators agreed to and did obstruct these investigations.
- 35. In July 2019, in response to a subpoena issued by the SEC, Defendant instructed information systems personnel at American National Investments to change the company's email document retention policy to twenty-four hours for email accounts used by Defendant and two employees

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who worked on the Lending Program. Defendant knew that this would have the effect of deleting a significant volume of emails that were responsive to the SEC's subpoena, many of which Defendant knew to be incriminating.

- Also in July 2019, in response to the same SEC subpoena, Defendant instructed information systems personnel at American National Investments to refrain from producing to the SEC electronic calendar, messaging, and trash files, even though such files should have been produced in response to the subpoena. As Defendant knew, many of these materials were incriminating.
- On or about August 22, 2019, Defendant agreed to join the 37. SEC's motion for preliminary relief in SEC v. Champion-Cain, et al., 19VC1628 (the "SEC Case"), which was filed on August 28, 2019. In that case, the SEC alleged that Defendant had committed fraud in connection with the Lending Program. The preliminary relief included an asset freeze and the appointment of a receiver over American National Investments and ANI Development.
- Even after reaching this agreement with the SEC, and after 38. the Court entered the related order, Defendant continued to obstruct the SEC's investigations.
- On or about August 26, 2019, Defendant instructed accounting personnel at American National Investments to alter aspects of the company's accounting records related to Defendant's personal The result was that the document hid the fact that expenditures. investor funds paid for her personal expenses.
- On or about August 27, 2019, Defendant unsuccessfully 40. attempted to solicit up to \$150 million of additional investments in

the Lending Program. Defendant intended to use these funds to pay existing Lending Program investors and support her other businesses, because the bank accounts associated with the Lending Program were running very low on cash. As Defendant knew, her receipt of these funds would hide the size and scope of the Ponzi scheme.

- 41. On or about August 28, 2019, Defendant instructed accounting personnel at American National Investments to delete certain electronic accounting files that reflected activity in the escrow accounts related to the Lending Program. On the same day, Defendant instructed certain American National Investments employees to shred large volumes of hard copy documents related to the Lending Program. Defendant knew that these materials were incriminating.
- 42. On or about September 15, 2019, in order to destroy potentially incriminating evidence, Defendant instructed an information systems contractor to delete all content, by means of a factory reset, from the personal computer Defendant kept at one of the residences owned by American National Investments that Defendant used. On the same day, Defendant also instructed the contractor to delete all of the contents, including video files, that were stored on the electronic hard drive connected to the security system at that residence.
- 43. Despite Defendant's efforts, investigators were able to recover a significant volume of the evidence Defendant attempted to destroy.

Investors' Interests in the Lending Program were Securities

- 44. The investors' interest in the Lending Program were securities because, among other things:
 - a. Investor funds were pooled in escrow accounts.

- b. Investors' profits from their investments depended on the success of the Lending Program.
- c. Defendant's efforts were critical to the success of the Lending Program, and most investors played no role in the Lending Program's management or operation.

Loss Attributable to Defendant's Criminal Conduct

45. The loss attributable to Defendant's criminal conduct amounts to between \$65 million and \$150 million, but the parties agree that the amount could be greater. The parties will continue to gather facts and analyze the appropriate measure of loss, and will make corresponding recommendations to the Court at the time of sentencing. The parties agree that the appropriate loss amount, as contemplated by USSG \$281.1(b)(1), is more than \$65 million.

III

PENALTIES

The crimes to which Defendant is pleading guilty carries the following penalties:

- A. Consecutive sentences of a maximum of (i) 5 years in prison for securities fraud, (ii) 5 years in prison for obstruction of justice, and (iii) 5 years in prison for conspiracy, for a total maximum of 15 years in prison;
- B. a maximum fine based on the greater of twice the gross loss caused to persons by the offense, or \$250,000;
- C. a mandatory special assessment of \$100 per count;
- D. a term of supervised release of up to 3 years. Failure to comply with any condition of supervised release may result in revocation of supervised release, requiring Defendant to

serve in prison, upon revocation, all or part of the statutory maximum term of supervised release;

- Defendant make restitution to the victim(s) of the offense of conviction, or the estate(s) of the victims(s). Defendant understands that the Court may also order, if agreed to by the parties in this plea agreement, restitution to persons other than the victim(s) of the offense of conviction.
- F. forfeiture of any property, real or personal, which constitutes or is derived from proceeds traceable to Defendant's crime, pursuant to 18 U.S.C. § 981(a)(1)(C).

IV

DEFENDANT'S WAIVER OF TRIAL RIGHTS AND UNDERSTANDING OF CONSEQUENCES

This guilty plea waives Defendant's right at trial to:

- A. Continue to plead not guilty and require the Government to prove the elements of the crime beyond a reasonable doubt;
- B. A speedy and public trial by jury;
- C. The assistance of counsel at all stages;
- D. Confront and cross-examine adverse witnesses;
- E. Testify and present evidence and to have witnesses testify on behalf of Defendant; and,
- F. Not testify or have any adverse inferences drawn from the failure to testify.

V

DEFENDANT ACKNOWLEDGES NO PRETRIAL RIGHT TO BE PROVIDED WITH IMPEACHMENT AND AFFIRMATIVE DEFENSE INFORMATION

Any information establishing the factual innocence of Defendant known to the undersigned prosecutor in this case has been turned over

to Defendant. The Government will continue to provide such information establishing the factual innocence of Defendant.

If this case proceeded to trial, the Government would be required to provide impeachment information for its witnesses. In addition, if Defendant raised an affirmative defense, the Government would be required to provide information in its possession that supports such a defense. By pleading guilty Defendant will not be provided this information, if any, and Defendant waives any right to this information. Defendant will not attempt to withdraw the guilty plea or to file a collateral attack based on the existence of this information.

VI

DEFENDANT'S REPRESENTATION THAT GUILTY PLEA IS KNOWING AND VOLUNTARY

Defendant represents that:

- Α. Defendant has had a full opportunity to discuss all the facts and circumstances of this case with defense counsel and has a clear understanding of the charges and the consequences of this plea. By pleading guilty, Defendant may be giving up, and rendered ineligible to receive, valuable government benefits and civic rights, such as the right to vote, the right to possess a firearm, the right to hold office, and the right to serve on a jury. The conviction in this case may to subject Defendant various collateral consequences, including but not limited to revocation of probation, parole, supervised release in another case; debarment government contracting; and suspension or revocation of a professional license, none of which can serve as grounds to withdraw Defendant's guilty plea.
- B. No one has made any promises or offered any rewards in return for this guilty plea, other than those contained in this agreement or otherwise disclosed to the Court.
- C. No one has threatened Defendant or Defendant's family to induce this guilty plea.
- D. Defendant is pleading guilty because Defendant is guilty and for no other reason.

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AGREEMENT LIMITED TO U.S. ATTORNEY'S OFFICE SOUTHERN DISTRICT OF CALIFORNIA

This plea agreement is limited to the United States Attorney's Office for the Southern District of California, and cannot bind any other authorities in any type of matter, although the Government will bring this plea agreement to the attention of other authorities if requested by Defendant.

VIII

APPLICABILITY OF SENTENCING GUIDELINES

The sentence imposed will be based on the factors set forth in 18 U.S.C. § 3553(a). In imposing the sentence, the sentencing judge must consult the United States Sentencing Guidelines (Guidelines) and take them into account. Defendant has discussed the Guidelines with defense counsel and understands that the Guidelines are only advisory, not mandatory. The Court may impose a sentence more severe or less severe than otherwise applicable under the Guidelines, up to the maximum in the statute of conviction. The sentence cannot be determined until a presentence report is prepared by the U.S. Probation Office and defense counsel and the Government have an opportunity to review and challenge the presentence report. Nothing in this plea agreement limits the Government's duty to provide complete and accurate facts to the district court and the U.S. Probation Office.

SENTENCE IS WITHIN SOLE DISCRETION OF JUDGE

This plea agreement is made pursuant to Federal Rule of Criminal Procedure 11(c)(1)(B). The sentence is within the sole discretion of the sentencing judge who may impose the maximum sentence provided by statute. It is uncertain at this time what Defendant's sentence will be. The Government has not made and will not make any representation about what sentence Defendant will receive. Any estimate of the probable sentence by defense counsel is not a promise and is not binding on the Court. Any recommendation by the Government at sentencing also is not binding on the Court. If the sentencing judge does not follow any of the parties' sentencing recommendations, Defendant will not withdraw the plea.

X

PARTIES' SENTENCING RECOMMENDATIONS

A. SENTENCING GUIDELINE CALCULATIONS

Although the Guidelines are only advisory and just one factor the Court will consider under 18 U.S.C. § 3553(a) in imposing a sentence, the parties will jointly recommend the following Base Offense Level, Specific Offense Characteristics, Adjustments, and Departures:

1.	Base Offense Level [8 2B1.1]:	+6
2.	Gain [§ 2B1.1(b)(1)]: +24 or	more
3.	More than 10 Victims [\$ 2B1.1(b)(2)(A)]:	+2
4.	Sophisticated Means [§ 2B1.1(b)(10)]:	+2
5.	Gross Receipts from Financial	
	Inst'n > $$1,000,000 [$ 2B1.1(b)(17)(A)]$:	+2
6.	Organizer, Leader [\$ 3B1.1(c)]	+2
7.	Obstruction of Justice [§ 3C1.1]	+2
8.	Acceptance of Responsibility [§ 3E1.1]	-3
9.	Departure/Variance* [\$ 5K2.0/\$ 3553(a)]:	-1

As set forth in Paragraph 45, the parties agree that the appropriate loss amount, as contemplated by USSG § 2B1.1(b)(1), is more than \$65 million. The parties may argue that the loss amount exceeds \$65 million and recommend a corresponding increase in the specific offense characteristic under USSG § 2B1.1(b)(1).

2.

*The parties agree that the Government's recommendation for a one-point deduction for a combination of circumstances takes into consideration Defendant's history and characteristics and the nature of this case. The recommendation specifically takes into account, inter alia, the fact that Defendant accepted responsibility when first approached by criminal authorities regarding the facts stated above, and has saved resources the Government would have otherwise spent prosecuting the case.

B. ACCEPTANCE OF RESPONSIBILITY

Despite paragraph A above, the Government need not recommend an adjustment for Acceptance of Responsibility if Defendant engages in conduct inconsistent with acceptance of responsibility including, but not limited to, the following:

- 1. Fails to truthfully admit a complete factual basis as stated in the plea at the time the plea is entered, or falsely denies, or makes a statement inconsistent with, the factual basis set forth in this agreement;
- 2. Falsely denies prior criminal conduct or convictions;
- 3. Is untruthful with the Government, the Court or probation officer; or
- 4. Breaches this plea agreement in any way.

C. FURTHER ADJUSTMENTS AND SENTENCE REDUCTIONS INCLUDING THOSE UNDER 18 U.S.C. § 3553

Defendant may request or recommend additional downward adjustments, departures, or variances from the Sentencing Guidelines under 18 U.S.C. § 3553. The Government may oppose any downward adjustments, departures, or variances not set forth in Section X, paragraph A above.

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D. NO AGREEMENT AS TO CRIMINAL HISTORY CATEGORY

The parties have **no** agreement as to Defendant's Criminal History Category.

E. "FACTUAL BASIS" AND "RELEVANT CONDUCT" INFORMATION

The facts in the "factual basis" paragraph of this agreement are true and may be considered as "relevant conduct" under USSG § 1B1.3 and as the nature and circumstances of the offense under 18 U.S.C. § 3553(a)(1).

F. PARTIES' RECOMMENDATIONS REGARDING CUSTODY

The Government will recommend that Defendant be sentenced within the advisory guideline range recommended by the Government at sentencing.

G. SUPERVISED RELEASE

If the Court imposes a term of supervised release, Defendant will not seek to reduce or terminate early the term of supervised release until Defendant has served at least 2/3 of the term of supervised release and has fully paid and satisfied any special assessments, fine, criminal forfeiture judgment, and restitution judgment.

XI

DEFENDANT WAIVES APPEAL AND COLLATERAL ATTACK

Defendant waives (gives up) all rights to appeal and to collaterally attack every aspect of the conviction and sentence, including any restitution order. The only exceptions are 1) Defendant may appeal a custodial sentence above the high end of the guideline range recommended by the Government at sentencing, and 2) Defendant may collaterally attack the conviction or sentence on the basis that Defendant received ineffective assistance of counsel. If Defendant

appeals, the Government may support on appeal the sentence or restitution order actually imposed.

XII

BREACH OF THE PLEA AGREEMENT

Defendant and Defendant's attorney know the terms of this agreement and shall raise, before the sentencing hearing is complete, any claim that the Government has not complied with this agreement. Otherwise, such claims shall be deemed waived (that is, deliberately not raised despite awareness that the claim could be raised), cannot later be made to any court, and if later made to a court, shall constitute a breach of this agreement.

Defendant breaches this agreement if Defendant violates or fails to perform any obligation under this agreement. The following are nonexhaustive examples of acts constituting a breach:

- 1. Failing to plead guilty pursuant to this agreement;
- Failing to fully accept responsibility as established in Section X, paragraph B, above;
- 3. Failing to appear in court;
- 4. Attempting to withdraw the plea;
- 5. Failing to abide by any court order related to this case;
- 6. Appealing (which occurs if a notice of appeal is filed) or collaterally attacking the conviction or sentence in violation of Section XI of this plea agreement; or
- 7. Engaging in additional criminal conduct from the time of arrest until the time of sentencing.

If Defendant breaches this plea agreement, Defendant will not be able to enforce any provisions, and the Government will be relieved of

all its obligations under this plea agreement. For example, the Government may proceed to sentencing but recommend a different sentence than what it agreed to recommend above. Or the Government may pursue any charges including those that were dismissed, promised to be dismissed, or not filed as a result of this agreement (Defendant agrees that any statute of limitations relating to such charges is tolled indefinitely as of the date all parties have signed this agreement; Defendant also waives any double jeopardy defense to such charges). In addition, the Government may move to set aside Defendant's guilty plea. Defendant may not withdraw the guilty plea based on the Government's pursuit of remedies for Defendant's breach.

Additionally, if Defendant breaches this plea agreement: (i) any statements made by Defendant, under oath, at the guilty plea hearing (before either a Magistrate Judge or a District Judge); (ii) the factual basis statement in Section II.B in this agreement; and (iii) any evidence derived from such statements, are admissible against Defendant in any prosecution of, or any action against, Defendant. This includes the prosecution of the charge(s) that is the subject of this plea agreement or any charge(s) that the prosecution agreed to dismiss or not file as part of this agreement, but later pursues because of a breach by the Defendant. Additionally, Defendant voluntarily, and intelligently waives any argument that the statements and any evidence derived from the statements should be suppressed, cannot be used by the Government, or are inadmissible under the United States Constitution, any statute, Rule 410 of the Federal Rules of Evidence, Rule 11(f) of the Federal Rules of Criminal Procedure, and any other federal rule.

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XIII

CONTENTS AND MODIFICATION OF AGREEMENT

This plea agreement embodies the entire agreement between the parties and supersedes any other agreement, written or oral. No modification of this plea agreement shall be effective unless in writing signed by all parties.

VIX

DEFENDANT AND COUNSEL FULLY UNDERSTAND AGREEMENT

By signing this agreement, Defendant certifies that Defendant has read it (or that it has been read to Defendant in Defendant's native language). Defendant has discussed the terms of this agreement with defense counsel and fully understands its meaning and effect.

18 | /

Def. Initials

CR

DEFENDANT SATISFIED WITH COUNSEL

Defendant has consulted with counsel and is satisfied with counsel's representation. This is Defendant's independent opinion, and Defendant's counsel did not advise Defendant about what to say in this regard.

> ROBERT S. BREWER, JR. United States Attorney

 $\mathsf{v} \cap \wedge \cap$.

July 19, 2020	M Carrie for
DATED	AARON P. ARNZEN
	ANDREW J. GALVIN

Assistant U.S. Attorneys

April 14, 2020	Mull- Elago
TED	DAVID SCHEPER/
	Defense Counsel

IN ADDITION TO THE FOREGOING PROVISIONS TO WHICH I AGREE, I SWEAR UNDER PENALTY OF PERJURY THAT THE FACTS IN THE "FACTUAL BASIS" SECTION ABOVE ARE TRUE.

GINA CHAMPION-CAIN Defendant

Approved By:

Assistant U.S. Attorney

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United States v. GINA CHAMPION-CAIN, Case No. 20CR2115-AJB FINANCIAL ADDENDUM

1. Defendant's conviction may include financial penalties such as a forfeiture, fine, and restitution. This Financial Addendum is incorporated into and part of Defendant's plea agreement, and the additional terms and warnings below apply.

A. Forfeiture

- i. In addition to the penalties outlined in the plea agreement, federal law states Defendant must forfeit to the United States all property, real and personal, which constitutes or is derived from proceeds obtained directly or indirectly from the offense to which Defendant is pleading guilty.
- ii. The money judgment against Defendant represents monies subject to forfeiture to the United States as proceeds of illegal conduct in violation of 15 U.S.C. §§ 77q and 77x and is subject to forfeiture to the United States pursuant to 18 U.S.C. § 981(a)(1)(C) and 28 U.S.C. § 2461(c).
- iii. Defendant consents and agrees to the immediate entry of an order of forfeiture upon entry of the guilty plea. Defendant agrees that upon entry of the order of forfeiture, such order shall be final as to Defendant. Defendant agrees to immediately withdraw any claims in pending administrative or civil forfeiture proceedings to properties seized in connection with this case that are directly or indirectly related to the criminal conduct. Defendant agrees to execute all documents requested by the Government to facilitate or complete the forfeiture process. Defendant further agrees not to contest, or to assist any other person or entity in contesting, the forfeiture of property seized in connection with this case. Contesting or assisting others in

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contesting the forfeiture shall constitute a material breach of the plea agreement, relieving the Government of all its obligations under the agreement including but not limited to its agreement to recommend an adjustment for Acceptance of Responsibility. Defendant agrees that the criminal forfeiture money judgment imposed by the Court will be (i) subject to immediate enforcement, and (ii) submitted to the Treasury Offset Program so that any federal payment or transfer of returned property the Defendant receives may be offset and applied to the outstanding balance on the forfeiture judgment. Defendant consents to the entry of the forfeiture judgment into the Treasury Offset Program and waives all demands for payment, notices of offset, and waives all rights to contest offsets.

iv. Defendant consents and agrees to the entry of orders of forfeiture for such property and waives the requirements of Federal Rules of Criminal Procedure 32.2 and 43(a) regarding notice of the forfeiture in the charging instrument, announcement of the forfeiture at sentencing, and incorporation of the forfeiture in the judgment. Defendant understands that the forfeiture of assets is part of the sentence that may be imposed in this case and waives any failure by the Court to advise defendant of this, pursuant to Rule 11(b)(1)(J), at the time the Court accepts the guilty plea(s).

v. Defendant agrees to take all steps as requested by the United States to pass clear title to forfeitable assets to the United States and to testify truthfully in any judicial forfeiture proceeding.

vii. Defendant agrees that the forfeiture provisions of this plea agreement are intended to, and will, survive defendant, notwithstanding the abatement of any underlying criminal conviction after the

execution of this agreement. The forfeitability of any particular property pursuant to this agreement shall be determined as if defendant had survived, and that determination shall be binding upon defendant's heirs, successors and assigns until the agreed forfeiture, including any agreed money judgment amount, is collected in full.

viii. Defendant acknowledges and agrees that the forfeiture in this case includes entry of a personal money judgment against Defendant, and that interest shall accrue on the judgment from the date of entry of the Order of Forfeiture in accordance with 18 U.S.C. § 3612(f) and 28 U.S.C. § 1961. The Defendant agrees that the United States may take all actions available to it to collect the full amount of the judgment, including enforcement of the judgment against substitute assets as provided in 21 U.S.C. § 853(p) and actions available under the Federal Debt Collections Procedure Act.

B. Restitution

- i. The crime to which Defendant is pleading guilty requires an order from the Court pursuant to 18 U.S.C. § 3663A that Defendant make mandatory restitution to the victim(s) of the offense of conviction or the estate(s) of the victims(s).
- ii. The amount of restitution ordered by the Court shall include restitution to any person directly harmed by the Defendant's criminal conduct in the course of the scheme, conspiracy, or pattern. The Court may also order restitution to persons other than the victims of the offense of conviction. Restitution may include losses arising from counts dismissed and charges not prosecuted as well as all relevant conduct in connection with those counts and charges.

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C. Fine

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The parties agree to recommend that the Court refrain from imposing a fine, and that money or property that would have been

iii. Defendant understands that the Court may impose restitution of any amount, including an amount up to or exceeding \$160 million. Defendant agrees that a restitution award in an unanticipated amount is not grounds to withdraw Defendant's guilty plea. The defendant also agrees that nothing in this plea agreement or restitution addendum limits the Government's duty to provide complete and accurate facts to the district court and the U.S. Probation Office to calculate restitution.

The parties agree to recommend to the Court that Defendant receive credit toward the restitution judgment for actual amounts of payments made to victims of the violation alleged in the Securities and Exchange Commission's complaint in SEC v. Champion-Cain, et al., 19VC1628.

Any payment schedule imposed by the Court establishes only a minimum obligation, and does not foreclose the United States from exercising all legal actions, remedies, and process available to collect the restitution judgment, including but not limited to remedies pursuant to 18 U.S.C. §§ 3613 and 3664(m)(1)(A). Defendant will make a good faith effort to pay the full restitution. Notwithstanding any Court order, Defendant agrees the full amount of restitution is due forthwith and delinquent until paid in full. Defendant consents to the entry of the restitution order into the Treasury Offset Program and waives all demands for payment, notices of offset, and waives all rights to contest offsets.

- 2. Defendant agrees to waive all constitutional and statutory challenges (including direct appeal, habeas corpus, or any other means) to and forfeiture carried out and any restitution or fine ordered pursuant to this agreement, including any claim that the forfeiture, restitution, or fine constitutes an excessive fine or punishment under the United States Constitution.
- 3. The United States may run credit and other financial reports on Defendant using public and non-public databases and share such information with the Court and the U.S. Probation Office. Defendant also authorizes the Internal Revenue Service to transmit to the United States Attorney's Office copies of Defendant's tax returns until the fine and restitution is paid in full and forfeiture proceedings are completed, and Defendant will promptly execute any documents necessary to carry out this authorization.
- 4. Not later than 30 days after execution of the plea agreement, Defendant shall complete and provide to the United States, under penalty of perjury, a financial disclosure form listing all Defendant's current and projected assets and financial interests valued at more than \$1,000. These include all assets and financial interests in which Defendant has an interest (or had an interest prior to May 1, 2019), direct or indirect, whether held in Defendant's name or in the name of another, in any property, real or personal, including marital and community property. Defendant shall also identify all assets valued at more than \$5,000 which have been transferred to any third party since May 1, 2019, including the location of the assets, the identity of the third party

or parties, and the amount of consideration received by the Defendant for the transferred assets.

- 5. From the date this plea agreement is executed until the fine and/or restitution is paid in full and forfeiture proceedings are completed, Defendant shall notify the Asset Recovery Section of the United States Attorney's Office of (i) any interest in property worth more than \$1,000 that Defendant obtains, directly or indirectly, and (ii) any interest in property owned directly or indirectly by Defendant worth over \$1,000 that Defendant intends to transfer. This obligation covers any interest in property obtained under any other name or entity, including a trust, partnership or corporation. The parties will jointly recommend that this requirement also be imposed as a condition of supervised release.
- 6. Defendant understands that the fine and/or restitution is delinquent until paid in full. Until the fine and/or restitution is paid in full, Defendant shall immediately notify the Asset Recovery Section, United States Attorney's Office, of any material change in Defendant's financial condition. All financial obligations ordered by the Court will be referred to the Treasury Offset Program so that any federal payment or transfer of returned property to Defendant will be offset and applied to pay Defendant's unpaid restitution, forfeiture judgment and fine.
- 7. Any fine and restitution shall be paid through the Office of the Clerk of the District Court by bank or cashier's check or money order referencing the criminal case number and made payable to the "Clerk, United States District Court."

Defendant understands that the main plea agreement and this financial addendum embody the entire plea agreement between the parties and supersedes any other agreement, written or oral.

<u>U.14-2020</u>
Date

April 14, 2020

Date

July 19, 2020

Date

GINA CHAMPION-CAIN
Defendant

DAVID C. SCHEPER Defense Counsel

M) Com for

ROBERT S. BREWER, JR. United States Attorney

AARON P. ARNZEN ANDREW J. GALVIN

Assistant U.S. Attorney

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27 28 ADDENDUM TO PLEA AGREEMENT

(United States v. GINA CHAMPION-CAIN, 20 CR 2115-AJB

COOPERATION

Defendant understands and agrees that this addendum to the plea agreement will be filed under seal with the Court at the same time as the filing of the main plea agreement. The Court at the time of the Fed. R. Crim. P. Rule 11 plea colloquy will have both the main plea agreement and this addendum before the Court, and any reference during the hearing to the "plea agreement" will be understood to be a reference to the main plea agreement together with this addendum. Both parties will ensure that the Court is aware of and is considering both the plea agreement and this addendum at the Rule 11 hearing. If this issue is not raised by either party at the Rule 11 hearing, any objection relating to that issue will be considered waived.

I, GINA CHAMPION-CAIN, the defendant, certify that I have read the preceding paragraph (or it has been read to me in my native language), and that I have discussed it with my counsel and fully understand its meaning and effect. I am satisfied with counsel's representation.

4-14-2020 Date

INA-CHAMPION-CAIN

Defendant

Acknowledgment by defense counsel:

April 14, 2020 Date

Defense Counsel

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- A. Defendant has expressed a desire to provide substantial assistance to the Government in the investigation and prosecution of others. The Government has made no evaluation whether the cooperation, if any, will be "substantial," or whether it will merit a downward departure from the Sentencing Guidelines.
- B. Defendant agrees to be interviewed by federal law enforcement agents and attorneys and to tell everything defendant knows about every person involved presently or in the past in a scheme involving a purported lending program for purposes of funding liquor license escrow accounts, as well as other violations of law. Defendant also agrees to produce all documents and other evidence in defendant's possession or control related to these violations.
- C. Defendant agrees not to do any undercover work or tape record any conversations or gather evidence unless instructed by the agent assigned to defendant. Defendant can be prosecuted for any criminal activity undertaken without instructions.
- D. Defendant agrees to provide statements under penalty of perjury and to testify before any federal or state grand jury, and at any pretrial, trial or post-trial proceedings, at the Government's request. Defendant will provide complete, truthful and accurate information and testimony. Defendant agrees to submit to a polygraph examination to test the truthfulness of defendant's statements, upon request by the Government.
- E. The Government agrees that, if defendant fully complies with this plea agreement, it will not use any statements made by defendant during the period of post-plea cooperation in any further prosecution of defendant for any offense, or in defendant's sentencing as provided in Guideline § 181.8. If defendant does not fully comply with this plea

agreement, all statements made by defendant before, during and after this plea agreement, and any leads or evidence derived from such statements can be used against defendant and are admissible in court.

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- F. If at any time the court asks the Government a direct question about information defendant disclosed under this agreement or any proffer agreements, the prosecution must truthfully answer the question. The answer shall not constitute a breach of this plea or cooperation agreement.
- G. Statements made by defendant pursuant to this plea agreement are not statements "made in the course of any proceedings under Rule 11 of the Federal Rules of Criminal Procedure" and are not statements "made in the course of plea discussions."
- H. If the United States Attorney's Office decides that defendant has provided substantial assistance, and has fully complied with this plea agreement, it will file a motion for a downward departure under 18 U.S.C. § 3553, or § 5K1.1 of the Sentencing Guidelines. Defendant acknowledges that even if the Government makes a motion, the Court may reject the Government's motion and recommendation for departure and refuse to depart downward, and defendant would not be allowed to withdraw his guilty plea.
- I. If the United States Attorney's Office decides to make a substantial assistance motion, it will inform the sentencing judge of:

 (1) this plea agreement; (2) the nature and extent of defendant's activities in this case; (3) the full nature and extent of defendant's cooperation with the Government and the date when such cooperation commenced; and (4) all information in the possession of the Government relevant to sentencing, which may include information defendant disclosed under this agreement or any proffer agreements. Disclosure

of such information in the substantial assistance motion shall not constitute a breach of this plea or cooperation agreement.

J. If defendant provides materially false, incomplete, or misleading testimony or information, or breaches this plea agreement in any other way, the Government may prosecute defendant in connection with all federal criminal violations of which it is aware, including false statements, perjury and obstruction of justice, and defendant's sentencing guidelines may be adjusted for making false statements (e.g., § 3Cl.1 and § 3El.1). In addition, the Government may move to set aside this plea agreement, and prosecute defendant on all charges in the indictment in this case. However, if the Government elects not to set aside the plea agreement, defendant agrees that the Government may recommend any lawful sentence without restriction by this plea agreement. Any prosecution and sentence resulting from a breach of this plea agreement may be based on information provided by defendant.

The defendant understands that the main plea agreement and this addendum embody the entire plea agreement between the parties and supersedes any other plea agreement, written or oral.

4-14-2020

GINA CHAMPION-CAIN Defendant

Acknowledgment by defense counsel:

April 14, 2020 Date

July 19, 2020

Date

DAVID C. SCHEPER Defense Counsel

AARON P. ARNZEN ANDREW J. GALVIN

Assistant U.S. Attorneys

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