# STATE OF WASHINGTON DEPARTMENT OF FINANCIAL INSTITUTIONS SECURITIES DIVISION

IN THE MATTER OF DETERMINING whether there has been a violation of the Securities Act of Washington by:

Order Number S-07-220-08-FO01

GOLD COIN, INC.; JAMES EMMERLING,

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ENTRY OF FINDINGS OF FACT AND CONCLUSIONS OF LAW AND FINAL ORDER TO CEASE AND DESIST

Respondents.

THE STATE OF WASHINGTON TO:

Gold Coin, Inc.

James Emmerling (aka Jim Emmerling)

On June 5, 2008, the Securities Administrator for the State of Washington issued a Statement of Charges and Notice of Intent to Enter an Order to Cease and Desist S-07-220-08-SC02, hereinafter "Statement of Charges," against Gold Coin, Inc. and James Emmerling. The Statement of Charges, together with a Notice of Opportunity to Defend and Opportunity for Hearing, hereinafter referred to as "Notice of Opportunity for Hearing," and an Application for Adjudicative Hearing, hereinafter referred to as "Application for Hearing," were personally served on James Emmerling and Gold Coin, Inc. on June 11, 2008.

The Notice of Opportunity for Hearing advised James Emmerling and Gold Coin, Inc. that a written application for an administrative hearing on the Statement of Charges must be received within twenty days from the date of receipt of the notice. James Emmerling and Gold Coin, Inc. each failed to request an administrative hearing within twenty days of receipt of the Statement of Charges, either on the Application for Hearing provided or otherwise.

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The Securities Administrator will therefore adopt as final the findings of fact and conclusions of law as set forth in the Statement of Charges.

#### FINDINGS OF FACT

#### Respondents

- 1. Gold Coin, Inc. ("Gold Coin") is a Washington corporation established on April 10, 2006 and currently doing business in Washington. Gold Coin was formed for the purpose of purchasing the assets of Emerald Coin Vending, Inc., operating a full service vending machine company, and offering business opportunities to operate a vending machine business.
- 2. James Emmerling ("Emmerling"), also known as Jim Emmerling, is a Washington resident who is the owner, president, and registered agent of Gold Coin.

# NATURE OF THE CONDUCT

# **Background**

- 3. Emerald Coin Vending, Inc. ("Emerald Coin") is a Washington corporation that was formed on December 18, 1998. Emerald Coin was owned and operated by Jason D. Nelson ("Nelson"), a Washington resident, from 1998 to 2006. Emerald Coin Vending, Inc. began as a full service vending machine company. In 2002, Emerald Coin Vending, Inc. began offering business opportunities to operate a vending machine business. Nelson formed Emerald Coin LLC, a Washington limited liability company, on January 9, 2002. Emerald Coin LLC is a shell company that was formed to hold a business opportunity license. Jason Nelson and Emerald Coin were licensed to sell business opportunities from January 15, 2002 and January 15, 2004, and from February 18, 2005 to February 18, 2008.
- 4. In an agreement dated May 5, 2006, Nelson sold "the business commonly known as Emerald Coin Vending, Inc." to Emmerling for \$ 1,075,000. Emmerling paid \$250,000 in cash, gave Nelson a ENTRY OF FINDINGS OF FACT AND

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promissory note of \$315,000, and financed the remainder of the purchase price with a bank loan. The assets purchased included the notes receivables from individuals who had purchased business opportunities from Nelson. Emerald Coin LLC was not sold.

5. Between May 2006 and November 2006, Nelson remained involved as an employee or consultant in the vending business which continued to do business under the name Emerald Coin Vending. Nelson trained Emmerling on how to operate the vending business and sell business opportunities.

# Sale of Unregistered Business Opportunities

- 6. Between May 2006 and January 2007, Emmerling and Gold Coin dba Emerald Coin Vending were the sellers of a business opportunity to own and operate a vending machine business. Purchasers of the business opportunity received vending machine equipment, third-party locations for vending machines, and training on how to operate a vending machine business. The purchase price varied based on the type and number of vending machines and locations purchased. Emmerling and Gold Coin offered financing for the business opportunity.
- 7. Both Nelson and Emmerling placed classified advertisements for the business opportunity in the Seattle Times and the Seattle Post Intelligencer. These advertisements ran daily from May 1, 2006 through January 22, 2007. Emmerling also placed advertisements in the Tacoma News Tribune, which ran daily from the period of June 10, 2006 through January 22, 2007. The advertisements offered a vending business with full size machines, vending routes and prime locations, and training and financing. The contact phone numbers provided in the advertisements rang into either Nelson's or Emmerling's cell phone.

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- 8. At least two Washington residents purchased business opportunities from Emmerling and Gold Coin dba Emerald Coin Vending. These sales totaled at least \$19,284. Emmerling signed sales agreements and documents relating to Emerald Vending in his individual capacity. These agreements and documents were signed between June 2006 and November 2006.
  - 9. Emmerling and Nelson stopped working together in approximately November 2006.

#### Litigation and Restrictive Order

- 10. In December 2006, Emmerling and Gold Coin, Inc. filed a complaint in King County Superior Court, case number 06-2-40673-7, that named Emerald Coin Vending, Inc., Emerald Coin LLC, and Jason D. Nelson as defendants. The complaint alleged fraud and conversion relating to Emmerling's purchase of the assets of Emerald Coin Vending, Inc.
- 11. On January 17, 2007, King County Superior Court issued a temporary restraining order against Jason Nelson preventing him interfering with Emmerling's vending business and restraining Nelson from any contact with Emmerling. The order was effective immediately and until the next hearing on the matter. The order had been sought by Emmerling.
- 12. On March 6, 2007, King County Superior Court issued a second temporary restraining order against Jason Nelson restraining him from interfering with Emmerling's vending business, ordering him to return assets and revenue, and restraining Nelson from any contact with Emmerling. The order was effective immediately and until the trial on the matter. As of the date of this Statement of Charges, the trial has yet to be held. The order had been sought by Emmerling.

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#### **Business Opportunity Registration**

- In December 2006, Emmerling applied to the Securities Division for a business opportunity license for Gold Coin. Emmerling did not disclose that he had sold at least two business opportunities prior to filing his application for a business opportunity license.
- The Disclosure Document filed by Emmerling during the registration process stated the following:
  - 3. Neither the Seller, nor any individual listed above:

- Has, at any time during the previous ten (10) years, been held liable in a civil В. action resulting in a final judgment or has settled out of court any civil action or is a party to any civil action involving allegations of fraud (including but not limited to, a violation of any franchise or business opportunity law or unfair or deception practices law, embezzlement, fraudulent conversion, misappropriate of property, or restraint [of] trade; or any civil action which was brought by a present or former Purchaser-Investor and which involves or involved the business opportunity relationship.
- Is subject to any currently effective state or federal agency or court injunctive or restrictive order, or is a party to a proceeding currently pending in which such order is sought, relating to or affecting business opportunity activities or the Seller/Purchaser-Investor relationship, or involving fraud (including but not limited to, a violation of any franchise or business opportunity law or unfair or deceptive practices law), embezzlement, fraudulent conversion, misappropriation of property, or restraint of trade.
- Based on the registration materials provided, the Securities Division granted a one-year business opportunity license to James Emmerling and Gold Coin, Inc. on January 23, 2007. The business opportunity licensed expired on January 23, 2008.
- After the business opportunity license was granted on January 23, 2007, Emmerling did not amend the Disclosure Document on file with the Securities Division.

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After the business opportunity license was granted on January 23, 2007, Emmerling and Gold Coin, Inc. sold at least two business opportunities to Washington residents. The purchasers were supplied with the Disclosure Document.

#### **REGISTRATION STATUS**

Gold Coin, Inc. and James Emmerling were licensed to sell business opportunities in the State of Washington between January 23, 2007 and January 23, 2008. Gold Coin, Inc. and James Emmerling were not licensed to sell business opportunities in the State of Washington prior to January 23, 2007, nor after January 23, 3008.

Based upon the Findings of Fact, the following Conclusions of Law are made:

#### **CONCLUSIONS OF LAW**

- The offer or sale of business opportunities described above constitutes the offer or sale of a business opportunity as defined in RCW 19.110.020.
- 2. The offer and sale of the business opportunity by James Emmerling and Gold Coin, Inc. between May 6, 2006 and January 22, 2007 violated RCW 19.110.050(1), the registration provision of the Business Opportunity Fraud Act, because no registration for such offer or sale was on file with the Securities Administrator at the time the offer or sale was made.
- 3. James Emmerling and Gold Coin, Inc. violated RCW 19.110.050(5), the provision of the Business Opportunity Fraud Act requiring the holder of a business opportunity license to amend registration whenever there is a material change in the information required to be disclosed under RCW 19.110.070, because Respondents they failed to amend the registration documents on file with the Securities Division to disclose that they were parties in a civil action that related to business opportunity DEPARTMENT OF FINANCIAL INSTITUTIONS ENTRY OF FINDINGS OF FACT AND **Securities Division** PO Box 9033

activities and included allegations of fraud. In addition, Respondents failed to disclose that they had sought a restrictive order through the civil action.

4. James **Emmerling** and Gold Coin. Inc. committed unlawful acts under RCW 19.110.120(1)(a); RCW 19.110.120(1)(c) and RCW 19.110.120(1)(d), the provisions of the Business Opportunity Fraud Act which make it unlawful to make any misleading statement or omit to state a material fact in connection with the sale of a business opportunity, or to engage in any act, practice, or course of business which operates or would operate as a fraud or deceit upon any person, or to file any document with the Securities Division which contains untrue or misleading information. Respondents violated RCW 19.110.120(1)(a) by providing purchasers of the business opportunity with a Disclosure Document that omitted material information required by RCW 19.110.070. Respondents violated RCW 19.110.120(1)(c) and RCW 19.110.120(1)(d) when they failed to disclose that business opportunities were sold prior to the granting of the business opportunity license. Respondents further violated RCW 19.110.120(1)(c) and RCW 19.110.120(1)(d) when they filed a Disclosure Document with the Securities Division that failed to disclose that James Emmerling and Gold Coin, Inc. were parties in a civil action involving allegations of fraud and fraudulent conversion and relating to or affecting business opportunity activities; and failed to disclose that they had sought a restrictive order in the litigation.

#### **FINAL ORDER**

Based upon the foregoing and finding it in the public interest:

It is hereby ORDERED that Respondents James Emmerling and Gold Coin, Inc. shall cease and desist from offering or selling business opportunities in violation of RCW 19.110.050(1), the registration section of the Business Opportunity Fraud Act of Washington.

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It is hereby ORDERED that Respondents James Emmerling and Gold Coin, Inc. shall cease and desist from violating RCW 19.110.050(5), the provision of the Business Opportunity Fraud Act of Washington requiring the holder of a business opportunity license to amend registration whenever there is a material change in the information required to be disclosed under RCW 19.110.070.

It is hereby ORDERED that Respondents James Emmerling and Gold Coin, Inc. shall cease and desist from violating RCW 19.110.120, the unlawful acts provision of the Business Opportunity Fraud Act of Washington.

#### WILLFUL VIOLATION OF THIS ORDER IS A CRIMINAL OFFENSE

DATED and ENTERED this 10th day of July, 2008.

MICHAEL E. STEVENSON
Securities Administrator

Approved by:

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SUZANNE SARASON Chief of Compliance and Exams Presented by:

JILL M. VALLELY Enforcement Attorney

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