Laura L. Ho (SBN 173179) lho@gbdhlegal.com Alan D. Romero (SBN 316323) aromero@gbdhlegal.com GOLDSTEIN, BORGEN, DARDARIAN & HO 300 Lakeside Drive, Suite 1000 Oakland, CA 94612 Tel: (510) 763-9800 Fax: (510) 835-1417 Attorneys for Plaintiffs 8 DIMITRI DIXON, individually, and on behalf of all others similarly situated, Plaintiffs, CUSHMAN AND WAKEFIELD WESTERN, INC., a California corporation; and DOES 1-50, inclusive,

Defendants,



AUG 1 4 2018

CLERK OF THE COURT Deputy Clerk

SUPERIOR COURT OF THE STATE OF CALIFORNIA

FOR THE COUNTY OF SAN FRANCISCO

Case No.: CGC -18-568886 CLASS AND COLLECTIVE ACTION

COMPLAINT

- 1. Failure to Pay Overtime Wages
- 2. Failure to Provide Meal Periods
- 3. Failure to Provide Rest Periods
- 4. Failure to Reimburse Business Expenses
- 5. Failure to Furnish Accurate Itemized Wage Statements
- 6. Violations of the Fair Labor Standards
- 7. Unfair Competition
- 8. Violation of the Private Attorney General Act of 2004 ("PAGA")

JURY TRIAL DEMANDED

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CLASS AND COLLECTIVE ACTION COMPLAINT

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INTRODUCTION

- Plaintiff Dimitri Dixon brings this action individually, and in a representative capacity on behalf of all other similarly situated individuals ("California Class Action Members" or "Class Members" and "Collective Action Members"), against Defendant Cushman and Wakefield Western, Inc. (hereinafter "C&W") and Does 1-50 (collectively, "Defendants") for violations of several California Labor Code provisions ("Labor Code"), including Labor Code §§ 226.7, 510, 512, 558, 226, 1174, as well as California Industrial Welfare Commission Wage Orders 4-2001, Cal. Code Regs. Tit. 8, § 11070, as well as 29 U.S.C. §§ 201 et seq.
- Plaintiff and Class Members were employed as appraisers by Defendants since 2007 2. eleven (11) years preceding the filing of this action – and were denied the benefits and protections required by the FLSA, Labor Code and other statutes and regulations applicable to non-exempt employees in the State of California.
 - Plaintiff alleges that Defendants failed to: 3.
 - Properly classify employees as non-exempt under California law and the FLSA; a.
 - Pay Plaintiff and Class Members all overtime wages for hours worked in excess Ъ. of eight (8) hours a day and/or forty (40) hours a week;
 - Provide Plaintiff and Class Members mandated meal periods; c.
 - Provide Plaintiff and Class Members mandated rest periods; d.
 - Reimburse Plaintiff and Class Members for all necessary expenditures that they e. incurred in direct consequence of the discharge of work duties including, but not limited to, the cost of cell phone usage required for work-related purposes;
 - Keep required payroll records that accurately show the total hours Plaintiff and f. Class Members worked, as well as the wages that should have been paid;
 - Furnish Plaintiff and Class Members with accurate wage statements; g.
 - Comply with the Unfair Competition Law ("UCL"), California Business & h. Professions Code § 17200 et seq.; and

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 Comply with the Private Attorneys General Act of 2004 ("PAGA"), codified as California Labor Code § 2698 et seq.

JURISDICTION AND VENUE

- 4. This Court has jurisdiction over all causes of action alleged in this Complaint pursuant to the California Constitution, Article VI, § 10, Code of Civil Procedure § 410.10, Labor Code §§ 226.7, 510, 512, 558, 226, 1174, California Industrial Welfare Commission Wage Orders 4-2001, Cal. Code Regs. Tit. 8, § 11070, and 29 U.S.C. §§ 201 et seq.
- 5. C&W maintains offices and transacts business in California. Further, a substantial part of the events and omissions giving rise to the injuries sustained by Plaintiff and Class Members occurred in California.
 - 6. The amount in controversy is in excess of \$25,000, exclusive of interest and costs.
- 7. Plaintiff fulfilled the administrative prerequisites for filing suit under Labor Code § 2699.3(a). Specifically, on June 4, 2018, Plaintiff submitted to the California Labor and Workforce Agency ("LWDA") via its website a notice describing the allegations set forth in this Complaint. A true and correct copy of the Notice (LWDA Case Number LWDA-CM-543235-18) is attached as Exhibit 1. On the same day, Plaintiff served a copy of the Notice on Defendants via certified mail, as shown in Exhibit 1. As of sixty-five (65) calendar days after submission of the Notice to the LWDA, the LWDA had provided no notice to Plaintiff regarding its intention to investigate (or not investigate) Plaintiff's claims. Plaintiff timely submitted a filing fee of \$75 to the LWDA.
- 8. Venue is proper pursuant to California Code of Civil Procedure § 395(a) because C&W's registered address with the California Secretary of State is 425 Market Street, Suite 2300, San Francisco, CA 94105. C&W's principal place of business within California is located within this judicial district and C&W employs Class Members within this judicial district.

PARTIES

9. Plaintiff Dimitri Dixon is an adult individual who resides in Tustin, CA. Plaintiff is a "person" under California Business & Professions Code § 17201 and California Labor Code § 18. She brings this action individually and on behalf of all others similarly situated in the State of California.

- 10. Defendant Cushman and Wakefield Western, Inc. is a commercial real estate services company. Upon information and belief, C&W offers investment and asset management, project and development, and valuation and advisory services, among other services. Upon information and belief, C&W has 26 offices throughout California, and related corporate entities have offices in New York and Illinois, as well as non-U.S. offices in locations such as London and Singapore.
- 11. C&W is a "person" under California Business & Professions Code § 17201 and California Labor Code § 18.
- 12. Cushman and Wakefield Western, Inc. is a California corporation based in San Francisco, California, with an "entity address" registered with the California Secretary of State as 425 Market Street, Suite 2300, San Francisco, CA 94105. At all times relevant hereto, C&W is, and has been, authorized to, and does, conduct business in the State of California.
- associate, or otherwise, are unknown to Plaintiff, who therefore sues such Defendants by fictitious names pursuant to California Code of Civil Procedure § 474. Plaintiff will amend this Complaint to show the true names, capacities, and involvement of Does 1-50, inclusive, once they are ascertained. Plaintiff is informed, believes, and thereon alleges that each of the Defendants designated as a Doe is responsible in some manner for the events, occurrences, and omissions described herein, and that Plaintiff's injuries and damages were proximately caused by said Defendants. Plaintiff believes, and thereon alleges, that at all times herein mentioned, each of the Does 1-50, inclusive, was an agent, employee, successor, predecessor, parent, and/or subsidiary of each of the remaining Defendants, and each of them was at all times acting within the scope of the applicable relationship.
 - 14. There exists, and at all times herein mentioned there existed, a unity of interest, ownership, and control between Defendant and Does 1-50 such that: any individuality and separateness between Defendant and Does 1-50 has ceased; that Defendant and Does 1-50 are the *alter egos* of each

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¹ Ms. Dixon's current official job title is "Associate Director," though she is referred to and identifies as an "Appraiser Trainee" at all relevant times.

other; that the liability-limiting privileges under the law for Defendant and Does 1-50 should be equitably disregarded; and that the assets of Does 1-50 should equitably be made available to satisfy the Defendant's liability arising from any monetary judgment to be entered upon the causes of action set forth here.

FACTUAL ALLEGATIONS

- Plaintiff is a current employee of C&W, a commercial real estate services company. Plaintiff began working as an Appraiser Trainee on September 17, 2007. As an Appraiser Trainee, Plaintiff's duties included appraising the value of real estate investments, researching property sales, listings, and rentals, constructing financial models, researching financial information, preparing appraisals for firm clients, and inspecting property.
- 16. Plaintiff has worked across several practice areas within C&W 's Valuation Advisory Group, and began working as an Appraiser Trainee in the Senior Housing practice area, supervised by Ryan McCafferty. Upon information and belief, around June 2013, Plaintiff transferred to the Auto Specialty practice area, supervised by Chris Kelsey. Plaintiff currently works within C&W's Auto Specialty practice area.
- 17. Throughout her tenure at C&W, Plaintiff actively sought a state-certified appraisal license. Plaintiff currently holds an Appraiser Trainee license. Plaintiff's licensure status affects the number of C&W projects that she can complete.
- Plaintiff is compensated through a "recoverable draw" scheme. At the beginning of each year of her employment, Plaintiff has been required to sign a standard promissory note with C&W, where she agrees to pay C&W the balance of a fixed sum of money equal to her annual compensation. Each employee then receives a bi-monthly draw against this obligation, which is the sole basis of compensation. Such "draw" payments constitute advancements to Plaintiff, which Plaintiff owes to C&W in the form of debt. The promissory note allows C&W, among other things, to recoup the entire balance of the advanced sum at any time, including after the employee-employer relationship terminates.
- 19. Appraisers work on assigned projects that generate fees. Such fees are intended, in part, to cover their bi-monthly draw payments and satisfy outstanding debt obligations. Employees earn

fees through a complicated fee arrangement, which is stipulated in their employment contracts. A portion of the fees generated by employees – including Plaintiff – are set aside for Defendants, to account for and offset various accrued expenses and costs, including referral fees, supervisory offsets and other miscellaneous costs. Upon information and belief, beginning around June 2013, fees earned by Plaintiff for completed projects were significantly reduced due to "supervisory offsets."

- 20. Upon information and belief, C&W calculates the total fee amount generated by appraisers (minus any deductions made pursuant to the employment contract), as well as the total amount of draw payments made that period; the draw payments are then deducted from the fees collected. Any positive amount is paid to the employee. Any negative amount is carried forward as debt owed to C&W, which must be settled by appraisers.
- 21. Plaintiff's employment contract states that she may not receive less than the draw payments. The employment contract further states that the draw payments "are loans to be repaid to C&W upon demand." The employment contract states that if an appraiser's fee share does not sufficiently reimburse C&W for their advanced draw payments, employees are personally liable to C&W.
- 22. Plaintiff has consistently carried forward a deficit while working for C&W. Plaintiff worked, and continues to work, on C&W projects with the goal of settling mounting deficits resulting from the combined draw payments and promissory note obligations.
- 23. In 2017, C&W held a promissory note against Plaintiff for \$54,000, which was equal to the total bi-monthly draw payments received throughout the year.
- 24. Plaintiff repeatedly alerted her supervisors that her deficit was beginning to grow and that the fee split with her supervisor precluded Plaintiff from settling the outstanding debt obligations. Plaintiff made two suggestions as ways to settle her obligations: (1) C&W should increase her fee share and/or (2) she should be given additional projects to earn more fees. Upon information and belief, as of December 2017, Plaintiff was only receiving fifty (50) percent of the total fees generated, and otherwise continued receiving fewer and fewer projects.

- 25. Upon information and belief, around December 2017, after Plaintiff discussed her decreasing project volume with Lars Platt, a regional leader at C&W, Mr. Platt informed Plaintiff that there simply was not enough business to accommodate Plaintiff's request.
- 26. Upon information and belief, around December 2017, Michele Kauffman, a C&W area leader, and another one of Plaintiff's supervisors, told Plaintiff that she should continue to work on obtaining her appraiser license as a way to position herself for more projects at C&W.
- 27. On May 16, 2018, Plaintiff received an email stating that, effective June 4, 2018, Plaintiff's recoverable draw compensation would be reduced from \$54,000 to \$45,760, as Plaintiff had not performed enough work to settle the deficit owed to Defendants.
- 28. After a period of receiving few opportunities to conduct appraisals in late 2017 and early 2018, Plaintiff was told that she owed more than \$28,000 to C&W and that Plaintiff needed to figure out a way to reduce that figure.
- 29. Upon information and belief, on or around May 17, 2018, Plaintiff discussed with Ms. Kauffman the low number of projects she was assigned and her growing draw deficit. Ms. Kauffman told Plaintiff that C&W did not have work that she could perform, explaining that only a handful of low-level assignments with correspondingly lower fees were available. Additionally, Ms. Kauffman informed Plaintiff that such low-value assignments were not projects that C&W, as a firm, typically took on.
 - 30. Plaintiff's draw payments were stopped effective June 4, 2018.
- 31. Plaintiff's resulting stress, growing deficit, and feeling of helplessness caused Plaintiff severe anxiety, chest pains, and depression. Because of these symptoms, Plaintiff took medical leave.
- 32. Upon information and belief, around 2010, Plaintiff's supervisor, Ryan McCafferty, complained that Plaintiff did not possess a cell phone for work-related usage. Based on McCafferty's complaint, Plaintiff obtained a cell phone, which she used for work-related purposes. At no point did C&W provide cell phones to Plaintiff or similarly situated appraisers. C&W has never compensated Plaintiff for expenses related to the continued use of her cell phone.
- 33. During the applicable time period, Plaintiff and Class Members regularly and consistently worked more than eight (8) hours in a workday and/or more than forty (40) hours in a

workweek. Nonetheless, Defendants failed to pay Plaintiff and Class Members for all hours worked in excess of eight (8) hours in a workday and/or in excess of forty (40) hours in a workweek.

- 34. Defendants failed to provide Plaintiff and Class Members with meal and rest periods in accordance with California law.
- 35. Defendants failed to keep accurate payroll records showing the daily hours worked by Plaintiff and Class Members, as well as wages they should have been paid.
- 36. Defendants failed to furnish Plaintiff and Class Members with accurate itemized wage statements in accordance with California law.
 - 37. Defendants misclassified Plaintiff and Class Members as "exempt" employees.
 - 38. C&W employed Plaintiff and Class Members during PAGA's statutory period.

COLLECTIVE ACTION ALLEGATIONS

- 39. Plaintiff, on behalf of herself and all Collective Action Members, re-alleges and incorporates by reference the allegations contained in the foregoing paragraphs as if fully set forth herein.
- 40. Pursuant to 29 U.S.C. § 216, Plaintiffs seek to prosecute the FLSA claims as a collective action on behalf of:

All persons employed by CUSHMAN AND WAKEFIELD WESTERN, INC. and/or Doe Defendants as Appraisers² assigned to at least one C&W office in any state from three years prior to the filing of this Complaint to the close of the opt-in period ("Collective Action Members").

- 41. There are numerous similarly situated current and former Appraisers throughout the United States who would benefit from the issuance of a Court-supervised notice. Those similarly situated employees are known to C&W and are readily identifiable through C&W's records.
- 42. Plaintiffs and other Collective Action Members are similarly situated because, among other things, they all: (a) had the same duties; (b) performed the same tasks; (c) were misclassified as exempt from overtime wages; (d) were paid under the same employment contracts and promissory notes; (e) were required, suffered, or permitted to work, and did work in excess of forty hours per

² See supra, note 1.

week; and (f) were not paid at a rate of one and one-half times their regular rate of pay for all overtime hours worked.

- 43. As part of its regular business practice, C&W intentionally, willfully, and repeatedly engaged in a uniform pattern, practice, and/or policy of violating the FLSA with respect to the Collective Action Members. This policy and pattern or practice included, but is not limited to, willfully: misclassifying Appraisers as exempt from overtime wages; failing to pay Appraisers overtime wages for hours that they worked in excess of forty hours per workweek; and failing to record all of the time that Appraisers worked for the benefit of C&W.
- 44. C&W was aware or should have been aware that federal law requires it to pay employees an overtime premium for hours worked in excess of forty hours per workweek.
- 45. C&W's deceptive conduct prevented Plaintiffs and all other Collective Action Members from discovering or asserting their claims earlier than they did because C&W, among other things, repeatedly declared that Appraisers were exempt from overtime.

CALIFORNIA CLASS ACTION ALLEGATIONS

- 46. Plaintiff, on behalf of herself and all California Class Action Members, re-alleges and incorporates by reference the allegations contained in the foregoing paragraphs as if fully set forth herein.
- 47. Plaintiff seeks to proceed as a class action with regard to their California law claims pursuant to California Code of Civil Procedure § 382 on behalf of the following class of persons:

All persons employed in California by CUSHMAN AND WAKEFIELD WESTERN, INC. and/or Doe Defendants as an Appraiser³ assigned to at least one C&W office from four years prior to the filing of this Complaint to the time of class certification ("California Class Action Members").

48. Plaintiff reserves the right under Rule 3.765 of the California Rules of Court to amend or modify the class description with greater specificity or further division into subclasses or limitation to particular issues.

³ See supra, note 1.

- 49. **Numerosity**. The putative class is so numerous that joinder of all members is impracticable. Although the precise number of such persons is unknown, and the facts on which the calculation of that number would be based are within the sole custody and/or control of C&W, upon information and belief, C&W has employed over forty Appraisers in California within the last four years.
- Commonality and Predominance Among the proposed class, there is a well-defined community of interest in the questions of law and/or fact involved. Common questions of law and/or fact predominate over questions that affect only individual California Class Action Members.

 Common questions include, but are not limited to:
 - a. Whether C&W is the employer of California Class Action Members;
 - b. Whether C&W's uniform classification of all California Class Action Members as exempt from overtime violated the California Labor Code;
 - c. Whether C&W owes California Class Action Members overtime wages for hours worked greater than forty (40) in a week or eight (8) in a day;
 - d. Whether C&W failed to keep accurate payroll records of hours worked, meal and rest periods taken, and overtime worked in accordance with California law;
 - e. Whether C&W reimbursed California Class Action Members for cell phone expenses for use during working hours;
 - f. Whether the wage statements C&W issued to California Class Action Members included all hours worked and/or rates of pay; and
 - g. Whether C&W's Labor Code violations serve as predicate violations of the UCL.
 - Typicality. Plaintiff's claims are typical of the claims of the Class as all Class Members are similarly affected by Defendants' wrongful conduct as complained of herein. Plaintiff was subjected to the same violations of his rights under the law and seeks the same types of relief on the same theories and legal grounds as the members of the class she seeks to represent.
 - 52. Adequacy of Representation. Plaintiff will fairly and adequately represent and protect the interests of the Class Members. Plaintiff's interests are not in conflict with those of the Class.

§§ 211(c) and 215(a).

- 62. C&W's conduct, as alleged, constitutes a willful violation of the FLSA within the meaning of the statute, 29 U.S.C. § 255(a).
- 63. Due to C&W's FLSA violations, Plaintiff, on behalf of herself and all Collective Action Members, are entitled to recover from C&W unpaid wages, as well as overtime compensation, an additional amount equal to the unpaid wages and overtime as liquidated damages, reasonable attorneys' fees, and costs pursuant to § 216(b) of the FLSA, as well as further relief as described below.

SECOND CAUSE OF ACTION

Failure to Pay Overtime Wages

[Cal. Labor Code §§ 510, 558, and 1194, and Cal. Code Regs. tit. 8 § 11040]

- 64. Plaintiff, on behalf of herself and all California Class Action Members, re-alleges and incorporates by reference the allegations contained in the foregoing paragraphs as if fully set forth herein.
- 65. California Labor Code § 510 and Wage Order No. 4 requires an employer to compensate a non-exempt employee for all work performed in excess of eight hours per workday or forty hours per workweek, at one and one-half times the employee's regular rate of pay.
- 66. Plaintiff and Class Members are non-exempt employees. Neither of the exemptions to California Industrial Welfare Commission Wage Orders 4-2001, Cal. Code Regs. Tit. 8, § 11070 apply. During the relevant period, Plaintiff and Class Members have not earned a monthly salary equivalent to no less than two (2) times the State's minimum wage for full-time employment.
- Defendants. Plaintiff's entire compensation depends on fees generated from projects assigned by Defendants. Plaintiff and Class Members' ultimate compensation depends on the quantity of work available. Therefore, Plaintiff and Class Members have not been paid on a salary basis pursuant to 29 C.F.R. § 541.602(a). See Ming-Hsiang Kao v. Joy Holiday, 12 Cal. App. 5th 947, 959 (2017) (since state "law was patterned to some extent on federal law, the general approach in interpreting California law has been to use the federal salary basis test unless some other provision of California law calls for a more protective standard"); DLSE Manual § 51.6.4 (detailing that the DLSE will enforce the federal "salary basis test" to the extent that it does not conflict with "California statutory law, case law, or public policy").

- 68. Furthermore, because the promissory notes directly encumber Plaintiff and Class Members' compensation and allow Defendants to claw back disbursed payments, the compensation received by Plaintiff and Class Members were not made "free and clear" under 29 C.F.R. § 531.35, and thus do not constitutive a salary. See Ming-Hsiang Kao, 12 Cal. App. 5th at 959; see also, Takacs v. A.G. Edwards and Sons, Inc., 444 F. Supp. 2d 1100, 1108 (S.D. Cal. 2006) (finding that a deficit owed to an employer because of diminished commissions made the employee's compensation conditional not "free and clear" and therefore not a salary).
 - 69. C&W misclassified Plaintiff and Class Members as exempt employees.
- 70. During all relevant times, C&W required Plaintiff and California Class Action Members to work in excess of eight hours per workday and forty hours per workweek. C&W failed to pay the overtime wages that Plaintiff and California Class Action Members earned.
- 71. Due to C&W's Labor Code violations, Plaintiff and Class Members are entitled to recover from C&W unpaid overtime compensation, interest, reasonable attorneys' fees, and costs pursuant to the California Labor Code, as well as further relief as described below.

THIRD CAUSE OF ACTION Failure to Provide Meal Periods

[Cal. Labor Code §§ 226.7, 512, and 1194, and Cal. Code Regs. tit. 8 § 11040]

- 72. Plaintiff, on behalf of herself and all California Class Action Members, re-alleges and incorporates by reference the allegations contained in the foregoing paragraphs as if fully set forth herein.
- 73. California Labor Code § 512(a) states, "[a]n employer may not employ an employee for a work period of more than five hours per day without providing the employee with a meal period of not less than 30 minutes. An employer may not employ an employee for a work period of more than 10 hours per day without providing the employee with a second meal period of not less than 30 minutes."
- 74. Wage Order No. 4 states, "[n]o employer shall employ any person for a work period of more than five (5) hours without a meal period of not less than 30 minutes." If no meal period is provided, the Wage Order requires the employer to "pay the employee one (1) hour of pay at the employee's regular rate of compensation for each workday that the meal period is not provided."

- 75. California Labor Code § 226.7 states, "[a]n employer shall not require an employee to work during a meal ... period mandated pursuant to an applicable statute, or applicable regulation, standard, or order of the Industrial Welfare Commission." Section 226.7 requires an employer to pay one additional hour of pay at the employee's regular rate if the meal or rest period is not provided.
- 76. Plaintiff and Class Members are non-exempt employees. Neither of the exemptions to California Industrial Welfare Commission Wage Orders 4-2001, Cal. Code Regs. Tit. 8, § 11070 apply. During the relevant period, Plaintiff and Class Members have not earned a monthly salary equivalent to no less than two (2) times the State's minimum wage for full-time employment.
- Plaintiff's entire compensation depends on fees generated from projects assigned by Defendants; Plaintiff and Class Members' ultimate compensation depends on the quantity of work available. Therefore, Plaintiff and Class Members have not been paid on a salary basis pursuant to 29 C.F.R. § 541.602(a). See Ming-Hsiang Kao, 12 Cal. App. 5th at 959 (since state "law was patterned to some extent on federal law, the general approach in interpreting California law has been to use the federal salary basis test unless some other provision of California law calls for a more protective standard"); DLSE Manual § 51.6.4 (detailing that the DLSE will enforce the federal "salary basis test" to the extent that it does not conflict with "California statutory law, case law, or public policy").
- 78. Furthermore, because the promissory notes directly encumber Plaintiff and Class Members' compensation and allow Defendants to claw back disbursed payments, the compensation received by Plaintiff and Class Members were not made "free and clear" under 29 C.F.R. § 531.35, and thus do not constitute a salary. See Ming-Hsiang Kao, 12 Cal. App. 5th at 959; see also, Takacs, 444 F. Supp. 2d at 1108 (finding that a deficit owed to an employer because of diminished commissions made the employee's compensation conditional not "free and clear" and therefore not a salary).
 - 79. C&W misclassified Plaintiff and Class Members as exempt employees.
- 80. C&W does not have a policy or practice of providing meal periods to California Class Action Members, and C&W has not paid employees premium pay for missed meal periods as required by California Labor Code §§ 226.7 and 512, and Wage Order No. 4.
- 81. As a result of C&W's unlawful failure to provide meal periods to all California Class Action Members and C&W's failure to pay an hour of premium pay at the regular rate for each missed

meal period, Plaintiff and California Class Action Members are entitled to recover one hour of pay at their regular rate of compensation for each workday that a meal period was not provided, plus interest, attorney's fees, and costs, as well as further relief as described below.

FOURTH CAUSE OF ACTION

Failure to Provide Rest Periods
[Cal. Labor Code §§ 226.7 and 1194, Cal. Code Regs. tit. 8 § 11040]

- 82. Plaintiff, on behalf of herself and all California Class Action Members, re-alleges and incorporates by reference the allegations contained in the foregoing paragraphs as if fully set forth herein.
- 83. California Labor Code § 226.7 states, "[a]n employer shall not require an employee to work during a ... rest ... period," and "[i]f an employer fails to provide an employee a ... rest ... period ... the employer shall pay the employee one additional hour of pay at the employee's regular rate of compensation for each workday that the ... rest ... period is not provided."
- 84. Wage Order No. 4 states, "[e] very employer shall authorize and permit all employees to take rest periods, which insofar as practicable shall be in the middle of each work period. The authorized rest period time shall be based on the total hours worked daily at the rate of ten (10) minutes net rest time per four (4) hours or major fraction thereof." The Wage Orders require an employer to "pay the employee one (1) hour of pay at the employee's regular rate of compensation for each workday that the rest period is not provided."
- 85. Plaintiff and Class Members are non-exempt employees. Neither of the exemptions to California Industrial Welfare Commission Wage Orders 4-2001, Cal. Code Regs. Tit. 8, § 11070 apply. During the relevant period, Plaintiff and Class Members have not earned a monthly salary equivalent to no less than two (2) times the State's minimum wage for full-time employment.
- 86. Plaintiff's entire compensation depends on fees generated from projects assigned by Defendants; Plaintiff and Class Members' ultimate compensation depends on the quantity of work available. Therefore, Plaintiff and Class Members have not been paid on a salary basis pursuant to 29 C.F.R. § 541.602(a). See Ming-Hsiang Kao, 12 Cal. App. 5th at 959 (since state "law was patterned to some extent on federal law, the general approach in interpreting California law has been to use the federal salary basis test unless some other provision of California law calls for a more protective

standard"); DLSE Manual § 51.6.4 (detailing that the DLSE will enforce the federal "salary basis test" to the extent that it does not conflict with "California statutory law, case law, or public policy").

- 87. Furthermore, because the promissory notes directly encumber Plaintiff and Class Members' compensation and allow Defendants to claw back disbursed payments, the compensation received by Plaintiff and Class Members were not made "free and clear" under 29 C.F.R. § 531.35, and thus do not constitute a salary. See Ming-Hsiang Kao, 12 Cal. App. 5th at 959; see also, Takacs, 444 F. Supp. 2d at 1108 (finding that a deficit owed to an employer because of diminished commissions made the employee's compensation conditional not "free and clear" and therefore not a salary).
 - 88. C&W misclassified Plaintiff and Class Members as exempt employees.
- 89. C&W does not have a policy or practice of providing rest periods to California Class Action Members, and C&W has not paid employees premium pay for missed rest periods as required by California Labor Code § 226.7 and Wage Order No. 4.
- Action Members and C&W's failure to pay an hour of premium pay at the regular rate for each day a rest period was not provided, Plaintiff and California Class Action Members are entitled to recover one hour of pay at their regular rate of compensation for each workday that a rest period was not provided, plus interest, attorney's fees, and costs, as well as further relief as described below.

FIFTH CAUSE OF ACTION

Failure to Reimburse Business Expenses
[Cal. Labor Code § 2802, and Cal. Code Regs. tit. 8, § 11040, 11070]

- 91. Plaintiff, on behalf of herself and all California Class Action Members, re-alleges and incorporates by reference the allegations contained in the foregoing paragraphs as if fully set forth herein.
- 92. California Labor Code § 2802 requires employers to indemnify an employee for all necessary expenditures or losses incurred by the employee in direct consequence of the discharge of the employee's duties.
- 93. During all relevant times, C&W failed to indemnify Plaintiff and California Class Action Members for their expenses related to use of their personal cell phones for work purposes.

Plaintiff and California Class Action Members are entitled to indemnification of these work-related expenses plus prejudgment interest pursuant to California Labor Code § 2802.

94. Plaintiff, on behalf of herself and similarly situated California Class Action Members, requests relief for these violations and further relief as described below.

SIXTH CAUSE OF ACTION

Failure to Furnish Accurate Itemized Wage Statements [Cal. Labor Code §§ 226 and 226.3, and Cal. Code Regs. tit. 8 § 11040]

- 95. Plaintiff, on behalf of herself and all California Class Action Members, re-alleges and incorporates by reference the allegations contained in the foregoing paragraphs as if fully set forth herein.
- 96. California Labor Code § 226 provides that every employer must furnish each employee with an itemized wage statement that shows the total numbers of hours worked each pay period, gross wages, net wages, all deductions, all applicable hourly rates of pay, the legal name and address of the employer, and other information.
- 97. C&W failed to furnish Plaintiff and California Class Action Members itemized wage statements accurately showing, at a minimum, gross wages, total hours worked, net wages earned, and all applicable hourly rates in effect during the pay period as well as the number of hours corresponding to each hourly rate.
- 98. During all relevant times, all California Class Action Members were injured by these failures because, among other things, they were confused about whether they were paid properly, and/or they were misinformed about how many total hours they worked during each pay period.
- 99. California Labor Code § 226(e)(1) states that an employee suffering injury as a result of a knowing and intentional failure by an employer to provide accurate itemized wage statements is entitled to recover the greater of all actual damages suffered or fifty dollars (\$50) for the initial violation and one hundred dollars (\$100) for each subsequent violation, up to four thousand dollars (\$4,000). Pursuant to California Labor Code § 226(h), Plaintiff and California Class Action Members are entitled to injunctive relief to ensure C&W's compliance with California Labor Code § 226.

100. Plaintiff and California Class Action Members are entitled to an award of costs and reasonable attorneys' fees under California Labor Code § 226(h), as well as further relief as described below.

SEVENTH CAUSE OF ACTION

Unfair Competition Law Violations
[Cal. Business & Professions Code §§ 17200 et seq.]

- 101. Plaintiff, on behalf of herself and all California Class Action Members, re-alleges and reincorporates by reference the allegations contained in the foregoing paragraphs as if fully set forth herein.
- 102. California Business & Professions Code §§ 17200 et seq. prohibits unfair competition in the form of any unlawful, unfair, deceptive, or fraudulent business practices.
- 103. C&W has committed unlawful, unfair, deceptive, and/or fraudulent acts as defined by California Business & Professions Code §17200. C&W's unlawful, unfair, deceptive, and/or fraudulent business practices include, but are not limited to, failing to pay for all hours worked, failing to pay overtime wages, failing to provide mandated meal and rest periods, and failing to indemnify Appraisers for business expenses.
- 104. As a result of such unlawful, unfair, and/or fraudulent business practices, C&W reaped ill-gotten benefits and illegal profits at the expense of Plaintiff and California Class Action Members.
- 105. Plaintiff, on behalf of herself and similarly situated California Class Action Members, requests further relief as described below.

Violation of the Private Attorney General Act of 2004 ("PAGA") [Cal. Labor Code §§ 2698 et seq.]

- 106. Plaintiff, on behalf of herself and all other aggrieved employees, re-alleges and incorporates by reference the allegations contained in the foregoing paragraphs as if fully set forth herein.
- 107. Plaintiff is an "aggrieved employee" under PAGA, as she is employed by C&W during the applicable statutory period and suffered one or more Labor Code violations. As such, Plaintiff seeks to recover, on behalf of herself and all aggrieved employees, the civil penalties provided by PAGA, plus reasonable attorneys' fees and costs.

- 108. Plaintiff seeks to recover the PAGA civil penalties through a representative action as permitted by PAGA and the California Supreme Court in *Arias v. Super. Ct.*, 46 Cal. 4th 969 (Cal. Ct. App. 2009). Class certification of the PAGA claims is not required, but Plaintiff may seek certification of the PAGA claims.
 - 109. Plaintiff seeks to pursue remedies pursuant to PAGA for the following violations:
 - For C&W's failure to pay California Appraisers overtime, Plaintiff seeks recovery of civil penalties, including wages as set forth in California Labor Code § 558. For C&W's failure to provide California Appraisers with meal periods or rest periods, Plaintiff seeks civil penalties, including wages, under California Labor Code § 558.
 - b. For C&W's knowing and intentional failure to provide accurate wage statements, California Labor Code § 226.3 imposes a civil penalty, in addition to any other penalty provided by law, of two hundred fifty dollars (\$250) per aggrieved employee for the first violation of California Labor Code § 226(a), and one thousand dollars (\$1,000) per aggrieved employee for each subsequent violation.
 - c. For C&W's failure to keep accurate records as required by California Labor Code § 1174(d), including records of California Class Action Members' overtime hours, driving time, off-site work, weekend hours, holiday hours, and meal periods, C&W is subject to a civil penalty of five hundred dollars (\$500) under California Labor Code § 1174.5. C&W is also liable for civil penalties under California Labor Code § 558.
 - d. For C&W's failure to indemnify California Appraisers for all necessary business expenditures, C&W is liable for the amount civil penalties described in the paragraph below, pursuant to California Labor Code § 2802.
 - 110. California Labor Code § 2698 et seq. imposes a civil penalty of one hundred dollars (\$100) per pay period, per aggrieved employee for the initial violation of Labor Code §§ 226.7, 510, 512, 558, 1194, and 2802. For each subsequent violation, the penalty is two hundred dollars (\$200) per aggrieved employee, per pay period.

- 111. A true and correct copy of the claim notice filed online with the California Labor and Workforce Development Agency ("LWDA"), LWDA Case Number LWDA-CM-543235-18, a copy of which was sent via certified mail to Defendants, is attached as Exhibit 1. As of today's date, the LWDA has provided no notice to Plaintiff regarding its intention to investigate or not investigate Plaintiff's claims.
- 112. Enforcement of statutory provisions to protect workers and to ensure proper and prompt payment of wages is a fundamental public interest. Plaintiff's successful enforcement of important rights affecting the public interest will confer a significant benefit for the general public. Private enforcement of these rights is necessary, as no public agency has pursued enforcement.
- 113. As a result of the violations alleged, Plaintiff, an aggrieved employee, on behalf of herself and other aggrieved employees, seeks all relief available pursuant to California Labor Code § 2699, including all civil penalties, attorneys' fees, expenses, and costs.

PRAYER FOR RELIEF

WHEREFORE, Plaintiff, individually and on behalf of the Class Members, respectfully requests this Court to grant relief against Defendants as follows:

- A. Certify this action as a class action pursuant to California Code of Civil Procedure § 382 for the Class Members, and appoint Plaintiff as Class Representative, and their attorneys as Class Counsel;
- B. Designate this action as a collective action on behalf of the Collective Action Members and authorize issuance of notice pursuant to 29 U.S.C. § 216(b) to all Collective Action Members, apprising them of the pendency of this action and permitting them to timely assert FLSA claims in this action by filing individual consents to opt into this proceeding;
 - C. Direct class notice to all California Class Action Members;
- D. Declare that Defendants misclassified all Class Members under the California Labor Code as exempt from overtime wages;
- E. Declare that Defendants misclassified all Collective Action Members under the FLSA as exempt from overtime wages;

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EXHIBIT 1



Sharobelders Linda M. Dardarian Laura L. Ho Goldstein, Borgen, Dardarian & Ho Barry Goldstein Bayld Borgen Morris J. Daller

June 4, 2018

Private Attorneys General Act - Online Filing

Attn: PAGA Administrator

Re: Labor Code Private Attorney General Notice Act

To Whom It May Concern:

This firm represents the aggrieved employee Dimitri Dixon, individually and on behalf of all others similarly situated, who work or worked for Cushman & Wakefield Western, Inc., and/or its corporate affiliates (hereinafter and collectively, "C&W" or "Cushman & Wakefield"), as Appraisers. In that position, employees are tasked with, inter alia, appraising the value of real estate investments made by the firm across a range of assets, researching sales, listing, and rentals for properties, constructing financial models, researching property financial information, preparing appraisals for firm clients, and inspecting property. Ms. Dixon has been employed by C&W as an Appraiser since September 2007.

C&W has violated several California Labor Code provisions ("Labor Code") in its employment of Ms. Dixon and similarly situated Appraisers and is therefore liable for civil penalties under Labor Code § 2698 et seq. We request that your agency investigate the claims alleged below against C&W. This letter is to provide notice of claims for penalties under the Private Attorneys General Act, as amended, Labor Code § 2699.3 ("PAGA") for violations of Labor Code §§ 226.7 (meal and rest periods), 510 (overtime), 512 (meal and rest periods), 558 (penalties and wages for failure to pay all overtime wages and failure to provide either meal periods or premium pay), 226 (wage statements), 1174 (employee payroll records), 2751 (form of commission contracts), as well as California Industrial Welfare Commission Wage Orders 4-2001, Cal. Code Regs. Tit. 8, § 11070 ("Wage Order"). Therefore, the aggrieved employees hereby invite the Labor and Workforce Development Agency to take any action it deems appropriate.

C&W Misclassifies Appraisers as Exempt

Cushman & Wakefield, a global real estate services firm, classifies its Appraisers as exempt from overtime when those Appraisers should be classified as non-exempt. The firm assigns Appraisers to assess the value of individual properties or a portfolio of assets for clients. Appraisers in California perform the same functions as similarly situated employees nationally. These duties include researching comparable sales, listings, and rental information for properties, constructing discounted cash flows and other financial models, researching benchmark rates of return for various properties, assisting in the preparation of appraisals that will support client decision making, as well as inspecting the property and interviewing market stakeholders with

300 Lakeside Drive, Suite 1000, Oakland, CA 94612-3534

Tel 510. 763, 9800

Fax 510, 835, 1417

www.gbdhlegal.com

Senior Appraisers. Appraisers do not sell anything. Appraisers can work remotely, as Ms. Dixon did on several occasions.

Appraisers are compensated by C&W using a recoverable "draw" system. Each employee is required to sign a standard promissory note with C&W indicating that they agree to pay C&W a fixed sum on demand, or immediately at the end of the calendar year, which is equal to the amount they receive as compensation for their labor. Appraisers are then paid a "recoverable draw," periodically against this obligation, which is the sole basis of compensation. Total compensation is derived from the percentage of fees that C&W earns on projects that represents the "valuation [and] advisory assignments" it holds for which employees render services (less broker referral fees, travel costs, supervisory offers, and other miscellaneous costs, all adjusted by employee share if multiple Appraisers work on a project).

While employees are paid a minimum draw – which their employment contract states may not to be reduced "because of the quantity or quality of work" performed – the draw payments made each pay period "are loans to be repaid to C&W upon demand" under the terms of the promissory note. If the Appraiser's share of commissions and fees do not reimburse C&W for the advances, the employees must pay C&W from their own funds. Cushman & Wakefield retain the right, in their sole discretion, to modify the company-wide percentages of fees for certain future assignments by providing 14 days' notice to employees.

Cushman & Wakefield's draw compensation method does not qualify as a salary under the Labor Code. For employee pay to be considered a salary, and the employee exempt from overtime premiums, for example, it must be a fixed rate of pay that is two times the state minimum wage. In addition, unless inconsistent with or less protective than California law, courts generally apply the federal salary basis test which requires monetary payments made in the form of a salary be "free and clear" "meaning '[final] and [unconditional]."

However, the total compensation paid to a C&W Appraiser may in fact be less than two times the state minimum wage if the Appraiser's commissions and fees fall below the amount sufficient to compensate C&W under the promissory note. In addition, because the Appraiser's total compensation is based on the recoverable draw system – and C&W retains the right to both demand full repayment of the total promissory note and/or change how they calculate the percentage of fees for future assignments – an employee is not guaranteed compensation that is both two times the state minimum wage and free and clear of obligations to repay.

And while the terms of the employee's compensation agreement indicate that the employee's wages will not be reduced because of the quantity or quality of their work, such a reduction in pay is possible, given that compensation is tied to the total valuation of assignments to which the employee renders her services. Moreover, such a compensation scheme creates a scenario where the employee's compensation is subject to the availability of work (e.g. sufficient value of C&W's portfolio of assets to appraise), a situation which contrasts with the position of the DLSE that a salaried employee's wages should not be reduced if they are ready, willing, and able to work. Indeed, willful deductions "made in contravention of the salary requirements" nullifies the employee's exempt status.

Further, while Appraisers perform office work for C&W under general supervision in the performance of their duties, these duties are routine production tasks unrelated to the setting or execution of business policy. Appraisers conduct research using multiple methods and resources to find comparable properties and valuations to assess C&W assets, construct financial models, and identify the rates of return for various properties. In addition, appraisers assist clients as they prepare appraisals of various properties and, with Senior Appraisers, inspect properties and interview market stakeholders.

These tasks are unrelated to the setting of general business policy, conducting long or short-term planning, or negotiating property transactions, but are more accurately those duties which contribute to the production of services "that the enterprise exists to produce and market." Appraisers do not supervise other employees. They are not responsible for setting corporate strategy or directing property transactions. Appraisers only conduct site visits or meet with clients or stakeholders in the furtherance of their production-related duties to appraise assets for C&W. These routine and low-level tasks do not establish Appraisers – and specifically Ms. Dixon – as exempt administrative employees.

Therefore, because Appraisers are not compensated with a salary and do not perform administrative duties pursuant to Wage Order 4(1)(A)(2) and relevant federal law, they are not properly classified as exempt employees.

Unlawful Failure to Pay All Overtime Wages

Cushman & Wakefield has violated and continues to violate Labor Code §§ 510 and 558 and Wage Order No. 4(2)(K), (3) because it fails to compensate Appraisers for all overtime wages. Appraisers, including Ms. Dixon, work over forty hours a week and/or eight hours a day for C&W.

Although C&W has knowledge that Appraisers work more than forty hours a week and/or eight hours a day, C&W fails to pay them overtime. Unpaid overtime is due at a rate of 1.5 times an Appraisers regular rate of pay for hours over forty in a week, eight hours in a day, or the first eight hours worked on the seventh consecutive workday in a work week, or 2 times an Appraisers regular rate of pay for hours over twelve in a day or those in excess of eight hours in a day on the seventh consecutive workday. The regular rate of pay includes all compensation, such as non-discretionary bonuses.

Because of its failure to pay all overtime wages, C&W has violated Labor Code §§ 510 and Wage Order 4, and is liable for civil penalties and unpaid wages pursuant to Labor Code §§ 558, 1194, and 2698 et seq.

Unlawful Failure to Provide Meal and Rest Periods or to Provide Pay Premiums for Missed Rest and Meal Periods

Cushman & Wakefield violated and continues to violate Labor Code §§ 226.7 and 512 and Wage Orders No. 4(11)-(12) because it has failed to provide meal and rest periods and to pay premium compensation due its employees for missed meal and rest periods.

Because C&W incorrectly classifies their Appraisers as exempt employees, they did not provide meal periods or rest periods. In addition, C&W is aware that it does not provide meal and rest break periods to Appraisers.

As a result, C&W is liable for civil penalties and wages pursuant to Labor Code §§ 558 and 2698 et seq.

Unlawful Failure to Provide Commission Contracts

Cushman & Wakefield's method of compensating Appraisers using commissions fails to satisfy Labor Code § 2751 because it does not give employees a signed copy of the commission contract, and does not obtain a signed receipt from each employee.

Unlawful Failure to Furnish Compliant Wage Statements

Cushman & Wakefield has violated and continues to violate Labor Code § 226 and Wage Order 4(7) because it willfully fails to furnish wage statements to Appraisers that show all applicable hourly rates in effect during the pay period, the corresponding number of hours worked at each hourly rate by employees, and the correct corporate address.

Pay stubs from C&W do not list the actual hours worked; instead spaces on the pay stub where hours and rates would be listed are blank. The pay stubs do not reflect the regular rate or the overtime rate. In addition, on information and belief, the pay stubs provided to Ms. Dixon and similarly situated employees fail to list the correct employer address. While the pay stubs list 1290 Avenue of the Americas, New York, NY 10104, Ms. Dixon's 2018 promissory note lists 18111 Von Karman Avenue, Suite 1000, Irvine, CA 92612¹ and C&W's corporate address in California, where Ms. Dixon works, is listed as 425 Market St., Suite 2300 San Francisco, CA 94105. However, neither address is listed on her pay stub.

Because of these violations of Labor Code § 226(a), C&W is liable for civil penalties pursuant to Labor Code §§ 226.3 and 2698 et seq.

Unlawful Failure to Maintain Employee Payroll Records

Cushman & Wakefield has violated Labor Code § 1174 and Wage Order 4(7) because it failed to keep payroll records showing total hours works, inter alia, by not showing overtime hours worked and meal periods taken. Because of these violations of the Wage Orders and Labor Code § 1174, C&W is liable for civil penalties pursuant to Labor Code §§ 1174.5 and 2698 et seq.

¹ Ms. Dixon's 2017 promissory note lists 2020 Main St Ste 1000, Irvine, California.

The aggrieved employee on behalf of himself and others similarly situated, hereby invites the Labor and Workforce Development Agency to take any action it deems appropriate.

-5-

Sincerely,

Laura L. Ho

LLH/kbm

cc: (via Certified Mail, Return Receipt Requested)
Cushman & Wakefield Western, Inc.
1290 Avenue of the Americas
New York, NY 10104

(via Certified Mail, Return Receipt Requested) C T Corporation System 425 Market Street, Suite 2300 San Francisco, CA 94105

(via Certified Mail, Return Receipt Requested) Cushman & Wakefield Western, Inc. 1 Maritime Plaza San Francisco, CA 94111-3412

(via Certified Mail, Return Receipt Requested) Cushman & Wakefield Western, Inc. 18111 Von Karman Avenue, Suite 1000 Irvine, CA 92612

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Goldstein, Borgen, Dardarlan & Ho — 681 300 Lakeside Drive, Suite 1000 Oakland, CA 94612

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PS Form 3811, July 2013.

Domestic Return Receipt

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Remove X

Your item was delivered to the front desk or reception area at 1:07 pm on June 7, 2018 in SAN FRANCISCO, CA 94105.

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June 7, 2018 at 1:07 pm Delivered, Front Desk/Reception SAN FRANCISCO, CA 94105

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6/20/2018

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EXHIBIT 2

Laura L. Ho (SBN 173179)
lho@gbdhlegal.com
Alan Romero (SBN 316323)
GOLDSTEIN, BORGEN, DARDARIAN & HO
300 Lakeside Drive, Suite 1000
Oakland, CA 94612
Tel: (510) 763-9800
Fax: (510) 835-1417

Attorneys for Plaintiff and the Proposed Class

SUPERIOR COURT OF THE STATE OF CALIFORNIA FOR THE COUNTY OF SAN FRANCISCO

DIMITRI DIXON, individually, and on behalf of all others similarly situated,

Plaintiffs,

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CUSHMAN AND WAKEFIELD WESTERN, INC., a California corporation; and DOES 1-50, inclusive,

Defendants.

Case No.:

PLAINTIFF'S CONSENT TO JOIN FORM UNDER THE FAIR LABOR STANDARDS ACT 29 U.S.C. § 216(B)

CONSENT TO JOIN AS PARTY PLAINTIFF

- 1. I affirm that I am or was employed by Defendant Cushman and Wakefield Western, Inc. as an Appraiser Trainee or appraiser.
- 2. Within the last three years, there were weeks when I worked more than forty hours without receiving overtime pay.
- 3. I understand that this suit is brought under the federal Fair Labor Standards Act, 29 U.S.C. § 201, et seq. Pursuant to 29 U.S.C. § 216(b), I hereby give my consent to be a party plaintiff in the above-captioned action, and agree to be bound by any settlement or judgment of the Court in this action.
 - 4. I hereby authorize the above-named Plaintiff's counsel of record to file this consent with the

PL.'S CONSENT TO JOIN FORM UNDER THE FAIR LAB. STANDARDS ACT 29 U.S.C. § 216(B)

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Address:	87 Malaga Street		
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		(Diate)	7 T/
Email:	dixondimitri@gmail.com		
Telephone:	(714) 505-2545		
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	Name: Address: Email: Telephone: Date: 08/13	Address: 87 Malaga Street Tustin (City) Email: dixondimitri@gmail.com Telephone: (714) 505-2545 (Day) Date: 08/13/18	Name: Dimitri Dixon Address: 87 Malaga Street Tustin California (City) (State) Email: dixondimitri@gmail.com Telephone: (714) 505-2545 (Day) Date: 08/13/18 Poscussigned by: Findin Dixon 3440748235448 Signature