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Attorneys for Plaintiff CHRISTOPHER FRANCESCHI, and all others similarly situated
[Additional attorneys listed on following page]

SUPERIOR COURT OF THE STATE OF CALIFORNIA

FOR THE COUNTY OF SANTA CLARA

ANDREW TREJO BACA; CHRISTOPHER
FRANCESCHI, on behalf of themselves and
all others similarly situated, and the general
public,

Plaintiffs,

v.

AIRPORT APPLIANCE, INC., a California
corporation; AIRPORT HOME APPLIANCE,
a business entity of unknown form; and DOES
1 through 50, inclusive,

Defendants.

) Case No. 23CV421926

) [Assigned for all purposes to the Hon. Theodore
) C. Zayner, Dept. 19]

) **DECLARATION OF JONATHAN PAUL
) IN SUPPORT OF MOTION FOR
) PRELIMINARY APPROVAL OF CLASS
) ACTION SETTLEMENT**

) Date: July 30, 2025

) Time: 1:30 p.m.

) Dept: 19

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Attorneys for Plaintiff ANDREW TREJO BACA

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1. I am a resident of the United States of America and am over the age of 21. I am the CEO for Xpand Legal Consulting LLC (“Xpand”), a legal administration service provider. I am preparing this declaration at the request of Plaintiffs’ Counsel. I have personal knowledge of the facts contained herein, and, if called upon to testify, I could testify accordingly.

3. Xpand has no financial interest in or affiliation with either Party in this matter.

5. Once appointed, Xpand will provide a mailing address, website, and toll-free telephone number to receive correspondence and inquiries from class members. After receiving the class data file from Defendant, that should contain the class members' names, last known addresses, and social security numbers, Xpand will upload the data into a database, check for duplicates and other potential inconsistencies.

1 6. Prior to sending out the notice, Xpand will translate the notice into any language
2 requested, if needed, fill in the specific date for the deadline so that all class members will know
3 when any applicable forms, if any, will be due. At the expiration of the deadline, Xpand will
4 inform the parties of the number and name of those individuals who filed a timely opt-out,
5 dispute or objection.

6 7. While preparing to mail the class notice, Xpand will utilize the National Change
7 of Address ("NCOA") database, maintained by the United States Postal Service ("USPS") to
8 update or confirm the mailing addresses of class members. If an updated address is found,
9 Xpand will use the new address to mail the class notice. If Xpand does not locate an updated
10 address, it will use the original address provided by Defendant to mail the class notice.

11 8. If any class notices are returned to Xpand's office as undeliverable, Xpand will
12 attempt to locate an updated address using industry standard skip trace databases and will
13 quickly remail the class notice.

14 9. Prior to the Final Approval Hearing, Xpand will provide the parties with copies
15 of exclusions, objections received by class members.

16 10. Xpand's distribution process will include; (a) applying for case specific Employer
17 Identification Number ("EIN"); (b) establishing Qualified Settlement Fund ("QSF"); (c)
18 reconciling the QSF; (d) calculating payment amounts and applicable taxes, if any; (e)
19 distributing payments to eligible class members, attorneys' fees and costs; class
20 representative enhancement awards; (f) providing applicable tax forms, if any (e.g. W2,
21 1099-MISC, 1099-INT, etc.); (g) performing other duties directed by the parties or court.

22 11. The services above are included in Xpand's cost estimate, which is attached to
23 this declaration as **Exhibit B** and reflects a not to exceed amount of \$15,000.00. The
24 fees/costs are broken down by category and outlined as hourly or transactional, but the cost
25 above is a flat fee.

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3 I declare, under penalty of perjury under the laws of the State of California, that the foregoing is
4 true and correct. Executed this 3rd day of March 2025, at Laguna Hills, California.

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7 JONATHAN PAUL
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EXHIBIT A

XPAND

ABOUT XPAND

Xpand is a fast-growing legal administration firm. With over 20 years of industry experience, CEO, Jonathan Paul, leverages his subject matter expertise to ensure excellence is at the core of all we do. Starting his legal administration career as a Project Manager, he later advanced into positions such as Senior Vice President at one of the largest administrators in the country and President of Sales & Marketing for a long-standing boutique firm. He now works closely with the project and case teams to ensure best in class processes are followed.

COO, Tiffany Paul, comes with over a decade of experience at one of the largest consumer goods companies in the world. Coupled with the successful launch and scale of her own startups, Tiffany brings creative solutions to a field that has a tendency to be stuck in its ways and has improved dozens of processes during her tenure running legal administration projects.

The case management team has been involved in projects spanning several practice areas, including:

- Data Breach
- Consumer Protection
- Discrimination
- Mass Tort
- PAGA
- Personal Injury
- Product Liability
- Wage and Hour
- ERISA
- Antitrust

ABOUT OUR STRATEGY

Xpand's taking a fresh look at the processes and procedures that have dominated the legal administration space for decades and quickly finding there is plenty of opportunity to innovate.

We've partnered with industry leaders in HR, IT, printing, telecom, banking, and tax reporting to build solutions that meet the needs of any project. Whether it's a small wage & hour case in need of cost-effective administration or a multi-tiered mass tort case in need of sophisticated implementation, Xpand has the solution. We spend the time understanding the clients' needs before deploying the right resources in as quickly as 24 hours, allowing law firms to continue their day to day without disruption.

XPAND

ABOUT OUR SERVICES

Xpand is growing quickly and regularly adding services to our repertoire, but currently offers:

- Notification
- Project Management
- Print & Mail
- Call Center
- Legal Advertising
- Website Development
- Forms Processing
- Client Intake
- Address Location
- Data Management
- Qualified Settlement Fund (QSF) Management
- Fund Distribution
- Tax Reporting
- Medical Record Review
- Lien Resolution

ABOUT OUR EXPERIENCE

Cases the team has been involved in are:

- *Vasquez, et al. v. P.J. Farm Labor, Inc., et al.*, Superior Court of the State of California, County of Kings, Case No. 22C-0382
- *Laninovich v. Bear Valley Springs Association*, Superior Court of the State of California, Case No. BCV-21102750
- *Santos v. Replanet Packaging, LLC*, Superior Court of the State of California, County of Tulare, Case No. 285878
- *Sanchez v. J.R. Pierce Plumbing Co., Inc. of Sacramento*, Superior Court of the State of California, County of Sacramento, Case No. 34-2021-00300960
- *Ramirez, et al. v. S&E Gourmet Cuts, Inc.*, Superior Court of California, County of San Bernardino, Case No. CIVSB2201247
- *Johnson v Investment Concepts*, Superior Court of California, County of San Diego, Case No. 37-2022-00018300-CU-NP-CTL
- *Chavis v. Grocery Outlet*, Superior Court of California, County of Sacramento, Case No. 34-2021-00309003-CU-OE-GDS:
- *Janine Mireles v. Lodi Memorial Hospital Association, Inc. et al.*, Superior Court of California, County of San Joaquin, Case No. STK-CV-UOE-2020-0004458
- *Busby v. Mission Loans, LLC, et al.*, Superior Court of California, County of Los Angeles, Case No. 23STCV07682
- *Barton v. United Development Group, Inc.*, Superior Court of California, County of San Diego, Case No. 37-2021-00039885-CU-OE-CTL
- *Fleschert v. Cedars-Sinai Medical Center*, Superior Court of California, County of Los Angeles, Case No. 19STCV05681
- *Cruz, et al. v. Los Compadres Restaurant, Inc.*, Superior Court of California, County of Los Angeles, Case No. 23STCV03673

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- *Diaz v. New York Paving*
- *Bahramipour v. Citigroup Global Markets, Inc.*, Case No. C 04-4440 CW (N.D. Cal. Feb. 22, 2006)
- *Donohue v. AMN Services, LLC*, Case No. S253677, _P.3d ___, 2021 WL 728871 (Cal. Feb. 25, 2021)
- *Goddard, et al. v. Longs Drug Stores Corporation, et al.* Employee Overtime Litigation
- *Quintero v. Ready PAC Foods*, Superior Court of California, County of Los Angeles, Case No. 20STCV48608
- *Ramirez v. J.C. Penney Corporation*, Case No. 6:14-cv-00601-RWS-KNM
- *Cinthia Isabel Mojica et al. v Ready Pac Foods, Inc. et al.*, Case No. BC522170
- *Lopez; Blevins; and Giron, vs. MOTEL 6*, Case No.: 56-2020-00542312-CU-OE-VTA
- *In re iPod Cases*, Judicial Council Coordination Proceeding, Superior Court of California, County of San Mateo, Case No. 4355
- *Frank v. United Airlines, Inc.* (9th Cir. 2000) 216 F.3d 845
- *Archie v. UPS*
- *Prata v. Bank One, N.A.*, Superior Court of California, County of Los Angeles, Case No. BC211961
- *Albrecht v. Rite Aid Corporation*, Superior Court of California, County of San Diego, Case No. 729219
- **Mass Tort:** Roundup, 3M Earplugs, Truvada, Hurricane IDA, Boy Scouts of America, Essure and several fire cases (Woosley, Dixie, Mill, Paradise, North Bay, Camp among others). Several medical device and pharmaceutical cases, which are confidential.

EXHIBIT B

XPAND

Case Name: Franceschi v. Airport Appliance
Date: October 4, 2024
Client Name: Aaron Bartz
Client Email: aaron@bartzlawgroup.com
Xpand Contact: Jonathan Paul
Xpand Contact Email Address: jonathan@xpandlegal.com
Xpand Contact Phone Number: 310.948.7117

*Cost Estimate for Legal Administration Services
 *Pricing Good for 90 Days
 *Assumes Scope Within - Additional Services Priced Accordingly

Key Assumptions Used for Pricing	
Class Size	528
Undeliverable Mail (estimated %)	10%
Forwarded Mail (estimated %)	5%
Toll Free Telephone Support	Yes
Website	No
Spanish Translation	No
National Change of Address (NCOA)	Yes
Wage Tax Reporting	Yes
Number of States for Tax Reporting	1
Number of Payment Distributions	2
Tax Reporting Years	5
Remaining Funds After Distribution	Controller

Case Setup				
Service	Type	Cost Per Piece	Volume	Total
Project Manager - Case Setup, Document Review & Timeline	Hourly	\$250.00	2	\$500.00
Data Analyst - Data Analysis, Formatting, Uploading to Database*	Hourly	\$250.00	2	\$500.00
NCOA (Includes CASS & LACS)	Flat Fee	\$250.00	1	\$250.00
Spanish Translation	Flat Fee	\$0.00	0	\$0.00
Toll Free Telephone Support	Flat Fee	\$1,395.16	1	\$1,395.16
Static Website	Flat Fee	\$0.00	0	\$0.00
Total				\$2,645.16

*Xpand assumes mailing data will be provided in Microsoft Excel or other usable format and will not require substantial manipulation. Additional formatting and manipulation will be billed at \$125/hour.

Notification				
Service	Type	Cost Per Piece	Volume	Total
Print & Mail Notice Package	Per Piece	\$0.75	528	\$396.00
USPS First Class Mail - 1oz	Per Piece	\$0.70	528	\$369.60
Submission Processing (Opt Outs, Disputes, Objections)	Hourly	\$75.00	5	\$375.00
Undeliverable Mail Processing	Per Piece	\$2.00	53	\$105.60
Address Trace Undeliverable Mail	Per Piece	\$2.00	53	\$105.60
Remail Notice Package (Undeliverable & Forwards)	Per Piece	\$3.00	69	\$205.92
Total				\$1,557.72

Project Management				
Service	Type	Cost Per Piece	Volume	Total
Project Manager - Client Inquiries, General Oversight & Management	Hourly	\$250.00	10	\$2,500.00
Status Reporting (Ongoing & Final)	Hourly	\$75.00	5	\$375.00
Declaration (Final Approval & Payment)	Hourly	\$125.00	2	\$250.00
Executive Oversight	Hourly	\$250.00	1	\$250.00
Total				\$3,375.00

Distribution				
Service	Type	Cost Per Piece	Volume	Total
Project Manager - Setup & Preparation	Hourly	\$125.00	2	\$250.00
Data Analyst - Payment File Production & Quality Review	Hourly	\$125.00	2	\$250.00
Print & Mail Payments	Per Piece	\$2.00	528	\$1,056.00
USPS First Class Mail - 1oz	Per Piece	\$0.70	528	\$369.60
Undeliverable Payment Processing	Per Piece	\$4.00	53	\$211.20
Address Trace Undeliverable Mail	Per Piece	\$4.00	53	\$211.20
Remail Payments (Undeliverable & Forwards)	Per Piece	\$8.00	69	\$549.12
Tax ID Setup & Shutdown	Flat Fee	\$500.00	2	\$1,000.00
Qualified Settlement Fund (QSF) Creation, Reporting & Closure	Hourly	\$125.00	15	\$1,875.00
QSF Monthly Fees & Account Reconciliation	Per Piece	\$75.00	12	\$900.00
Process Remaining Funds	Flat Fee	\$750.00	1	\$750.00
Total				\$7,422.12

Total Case Cost - Flat Fee: \$15,000.00

Terms & Conditions

All services to be provided by Xpand Legal (hereinafter, "Xpand") to Client shall be subject to the following Terms and Conditions of this Agreement:

- **Services:** Subject to the terms hereof, Xpand agrees to provide the Client with Administration Services (hereinafter, "services") as specified in the Proposal provided to Client to which these Terms and Conditions are referenced and in accordance of the Court's direction. The estimate is in good faith and does not cover any applicable taxes and fees. The estimate does not include any services not referenced in the request for proposal. These services do not constitute legal services or advice. Xpand is performing its services as an Independent Contractor and neither it nor its employees shall be deemed to be employees of the Client.
- **Charges for Services:** Charges to the Client for services shall be on a time and materials basis at our prevailing rates and are subject to change. Any fee estimates set forth in the proposal are estimates only, based on information provided by Client to Xpand. Actual fees charged by Xpand to Client may be greater or less than the estimate, and Client shall be responsible for the payment of all charges and expenses in accordance with Section 3 below. Charges incurred related to corrective files due to voids and re-issues of payments and related correspondence with state and federal taxing authorities will not be charged to the Client to the extent that funds are received from the taxing authorities offset these charges. Xpand may derive financial benefits from financial institutions in connection with the deposit and investment of funds with such institutions, including without limitation, discounts on eligible banking services and fees, and loans at favorable rates.
- **Payment of Charges:** Xpand will process payment of charges once payments are made to class members and counsel in accordance with direction from the court. However, decisions of the court and actions of the parties, including disapproval or withdrawal of a settlement or case status, do not affect the Client's liability to Xpand for payment of services. Services are not provided on a contingency fee basis.
- **Indemnification:** Client will indemnify and hold Xpand (and the officers, employees, affiliates and agents harmless against any Losses incurred by Xpand, arising out of, in connection with, or related to (i) any breach of the terms by Client; (ii) the processing and handling of any aspect of the project by Xpand in accordance with Client's instructions.
- **Confidentiality:** Xpand maintain reasonable and appropriate security measures and safeguards to protect the security and confidentiality of data provided to Xpand by Client or another party to the action. Should Xpand ever be notified of any judicial order or other proceedings in which a third party seeks to obtain access to the confidential data created by or for the Client, Xpand will notify the Client, unless prohibited by applicable law. The Client will have the option to (1) provide legal representation at the Client's expense to avoid such access or (2) promptly reimburse Xpand for any of its costs, including attorneys' fees, reasonably incurred in avoiding, attempting to avoid or providing such access and not paid by the entity seeking the data. If Xpand is required, pursuant to a court order, to produce documents, disclose data, or otherwise act in contravention of the obligations imposed by this Agreement, or otherwise, with respect to maintaining the confidentiality, proprietary nature and secrecy of the produced documents or disclosed data, Xpand will not be liable for breach of said obligation.
- **Data Rights:** Xpand does not convey nor does the Client obtain any right in the programs, system data, or materials utilized or provided by Xpand in the ordinary course of business in the performance of this Agreement.
- **Document Retention:** Unless directed otherwise in writing by Client, Xpand will maintain documents and other correspondence for one year after final distribution of funds or benefits, or until the date that the disposition of the case is no longer subject to appeal or review, whichever is later.
- **Limitation of damages:** Xpand is not responsible to the Client for any special, consequential or incidental damages incurred by Client. Any liability of Xpand to the Client shall not exceed the total amount billed to the Client for the services that give rise to any loss.
- **Termination:** The services to be provided under this Agreement may be terminated, at will by the Client upon at least 30 calendar days' prior written notice to Xpand. The Client's obligation to pay for services or projects in progress at the time of notice of withdrawal shall continue throughout that 30 day period. Xpand may terminate this Agreement at will (i) with 10 calendar days' prior written notice, if the Client is not current in payment of charges or (ii) in any event, upon at least 3 months' prior written notice to the Client. The Client is obligated to pay for all Services at the time of termination under this paragraph; no deferral period shall take place.
- **Notice:** Any notice required or permitted hereunder shall be in writing and shall be delivered personally, or sent by registered mail, postage prepaid, or overnight courier service to the responsible officer or principal of Xpand or the Client, as applicable, and shall be deemed given when so delivered personally, or, if mailed, five days after the date of deposit in United States mail, or, if sent by courier, one business day after delivery to such courier service.
- **Force Majeure:** To the extent performance by Xpand of any of its obligations hereunder is substantially prevented by reason of any act of God or by reason of any other matter beyond Xpand's reasonable control, then such performance shall be excused and this Agreement, at Xpand's option, be deemed suspended during the continuation of such condition and for a reasonable time thereafter.
- **Waiver of Rights:** No failure or delay on the part of either party in exercising any right will operate as a waiver of, or impair, any right. No single or partial exercise of any such right will preclude any other or further exercise thereof or the exercise of any other right. No waiver of any such right will be effective unless given in writing.
- **Jurisdiction:** The parties hereto submit to the jurisdiction of the Court of the applicable case for purposes of any suit, action or proceeding to enforce any provision of, or based on any right arising out of, this Agreement. The parties hereto hereby waive any objection to the laying of venue of any such suit, action or proceeding in the Court.
- **Entire Agreement:** These terms and conditions and the proposal embody the entire agreement between the parties with respect to the subject matter hereof, and cancels and supersedes all prior negotiations, representations, and agreements related thereto, either written or oral, except to the extent they are expressly incorporated herein. No changes in, additions to, or waivers of, the terms and conditions set forth herein will be binding upon any party, unless approved in writing by such party's authorized representative.
- **Counterparts:** This Agreement may be executed in any number of counterparts, each of which when executed and delivered shall constitute a duplicate original, but all counterparts together shall constitute a single agreement.