1 STATE OF NEW MEXICO 2 ADMINISTRATIVE HEARINGS OFFICE 3 TAX ADMINISTRATION ACT **HERBALIFE** 4 5 AHO No. 23.07-027A, D&O No. 24-01 6 TAXATION AND REVENUE DEPARTMENT 7 **DECISION AND ORDER** 8 On December 6, 2023, Hearing Officer Dee Dee Hoxie, Esq. conducted a 9 videoconference hearing on the merits of the protest to the assessment. The parties agreed to the 10 videoconference hearing. See 22.600.3.11 NMAC (2020). The Taxation and Revenue 11 Department (Department) was represented by Richard Pener, Staff Attorney, and Lizette Rivera, 12 Auditor. Herbalife (Taxpayer) was represented by its Vice President of Tax Operations, Scott 13 Schroeder, and its Senior Tax Manager, Tim Phu. Mr. Phu and Ms. Rivera testified. The 14 Hearing Officer took notice of all documents in the administrative file. The Department's 15 exhibits A (request), B (assessment), C (audit narrative), and D (discovery request) were admitted. 16 17 The main issue to be decided is whether the Taxpayer is liable for penalty under the 18 assessment. The Hearing Officer considered all of the evidence and arguments presented by 19 both parties. Because the Taxpayer failed to provide evidence that the penalty should be abated, 20 the Hearing Officer finds in favor of the Department. IT IS DECIDED AND ORDERED AS 21 FOLLOWS: 22 FINDINGS OF FACT 23 1. On March 20, 2018, the Department issued a gross receipts tax assessment to the 24 Taxpayer for the tax periods from January 31, 2009, through May 31, 2016. The assessment was for gross receipts tax of \$650,292.40, penalty of \$130,068.40, and interest of \$95,379.75, for a 25 26 total liability of \$875,740.55. [Exhibit A.3; Testimony of Ms. Rivera]. Herbalife

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2.	On May 10, 2018, the Taxpayer filed a timely written protest to the assessment of
penalty.	The Taxpayer paid \$745,672.15 of the assessment, which was the total of the gross
receipts ta	ax principal and the interest. [Exhibit A.5-A.10; Testimony of Ms. Rivera].

- 3. On May 16, 2018, the Department acknowledged its receipt of the protest. [Exhibit A.12; Testimony of Ms. Rivera].
- 4. On July 10, 2023, the Administrative Hearings Office first learned of this protest when the Department filed a request for hearing and its answer to the protest. [Exhibit A.1].
- 5. On August 2, 2023, a telephonic scheduling hearing was conducted, which was within 90 days of the request as required by statute¹. [Admin. file].
- 6. On October 5, 2023, the Department filed a notice of service for discovery. [Admin. file; Exhibit D].
- 7. On November 3, 2023, the Taxpayer filed a response to the Department's request for discovery. [Admin. file].
 - 8. On November 6, 2023, the Department filed a motion to compel. [Admin. file].
 - 9. The Taxpayer did not respond to the motion. [Admin. file].
- 10. On November 28, 2023, the order on the motion to compel was issued. Due to the Taxpayer's lack of cooperation with discovery and failure to comply with the scheduling order, the Taxpayer's ability to present evidence at the hearing on the merits was limited to documents already filed and to the testimony of Mr. Phu. [Admin. file].
- 11. In its protest, the Taxpayer conceded that it owed gross receipts tax and interest, which it paid. The Taxpayer's protest was limited to the assessment of penalty. [Exhibit A.5-A.8].

¹ The statute in effect at the time that the request for hearing was filed. See NMSA 1978, § 7-1B-8 (2019).

- 12. The Taxpayer presented no evidence at the hearing to establish that its failure to pay its taxes when they were due was not negligent. [Admin. file].
- 13. The Taxpayer's arguments focused on the Department's failure to comply with statutory deadlines for filing a request for hearing. [Admin. file].

DISCUSSION

Burden of proof.

"The taxpayer shall have the burden of proof, except as otherwise provided by law."

22.600.3.24 (B) NMAC (2020. Assessments by the Department are presumed to be correct. *See*NMSA 1978, § 7-1-17 (2007). *See El Centro Villa Nursing Ctr. v. Taxation and Revenue*Department, 1989-NMCA-070, 108 N.M. 795. *See also Archuleta v. O'Cheskey*, 1972-NMCA
165, ¶11, 84 N.M. 428. *See also N.M. Taxation & Revenue Dep't v. Casias Trucking*, 2014
NMCA-099, ¶8. The presumption extends to the assessment of penalty and interest. *See* 3.1.6.13

NMAC (2001). "The effect of the presumption of correctness is that the taxpayer has the burden of coming forward with some countervailing evidence tending to dispute the factual correctness of the assessment". 3.1.6.12 (A) NMAC (2001). *See Gemini Las Colinas, LLC v. N.M. Taxation & Revenue Dep't*, 2023-NMCA-039. *See also* 22.600.1.18 and 22.600.3.24 NMAC.

Assessment of penalty.

When a tax is not paid by the due date, "there *shall* be added to the amount assessed a penalty". NMSA 1978, § 7-1-69 (A) (2021) (emphasis added). The word "shall" indicates that the assessment of penalty is mandatory, not discretionary. *See Marbob Energy Corp. v. N.M. Oil Conservation Comm'n.*, 2009-NMSC-013, ¶ 22, 146 N.M. 24. A taxpayer's lack of knowledge or erroneous belief that the taxpayer did not owe tax is considered to be negligence for purposes of assessment of penalty. *See Tiffany Const. Co., Inc. v. Bureau of Revenue*, 1976-NMCA-127, 90 N.M. 16. However, no penalty is owed when the failure to pay the tax "results from a mistake of

law made in good faith and on reasonable grounds." NMSA 1978, § 7-1-69 (B). A mistake of law is a mistake about the legal effect of a known fact. *See State v. Hubble*, 2009-NMSC-014, ¶ 22, 146 N.M. 70 (quoting from dictionary). Moreover, if a taxpayer is not negligent, a penalty may be excused. *See* 3.1.11.11 NMAC (2001) (listing several factors that indicate non-negligence). Negligence includes "inadvertence, indifference, thoughtlessness, carelessness, erroneous belief or inattention." 3.1.11.10 NMAC (2001). It also includes failure to act where action is required and the failure to exercise the degree of ordinary business care and prudence that reasonable taxpayers would exercise in similar circumstances. *See id.* Generally, a taxpayer's reliance on an agent to perform acts, such as filing returns, is not an excuse for penalty. *See* 3.1.11.11 NMAC.

The Taxpayer failed to present any evidence to establish that its failure to pay the tax when it was due was based on a mistake of law made in good faith and on reasonable grounds. *See* NMSA 1978, § 7-1-69. The Taxpayer also failed to present any evidence to establish that its failure to pay the tax when it was due was not negligent. *See* 3.1.11.10 and 3.1.11.11 NMAC. Therefore, the Taxpayer failed to overcome the presumption of correctness on the penalty assessment. *See* NMSA 1978, § 7-1-17. *See also Gemini Las Colinas, LLC*, 2023-NMCA-039.

Untimely request for hearing.

The Taxpayer argued that the hearing was unfair and that it was prejudiced by the Department's delay in requesting a hearing. The Taxpayer explained that the employees who were working on the audit in 2018 are no longer employed there. [Testimony of Mr. Phu]. The Taxpayer explained that it no longer had records related to the audit that was conducted in 2018 because their record retention policy is three years. [Testimony of Mr. Phu]. The Taxpayer explained that their audit file had been closed as they did not hear from the Department after the acknowledgment letter. [Testimony of Mr. Phu; Exhibit A.12]. The Taxpayer explained that the letter says there will be

review of the protest, and "[i]f the department does not agree with your position or has not received documentation to substantiate your position, then a formal hearing will be requested within 45 days of this letter". [Exhibit A.12; Testimony of Mr. Phu; Testimony of Ms. Rivera]. Since no hearing was requested within 45 days of that letter, the Taxpayer believed that the Department agreed with their position and that no further action would be taken. [Testimony of Mr. Phu]. Consequently, the Taxpayer closed its audit file, which was destroyed after three years pursuant to their record retention policy. [Testimony of Mr. Phu].

The Taxpayer filed its protest on May 10, 2018. [Exhibit A]. The Department acknowledged the protest on May 16, 2018. [Exhibit A]. The Administrative Hearings Office first learned of the Taxpayer's protest when the Department filed the request for hearing on July 10, 2023, which was more than five years after the protest was made and acknowledged. [Exhibit A.1]. The current statute requires that the Administrative Hearings Office set a hearing within 90 days of the Department's request for hearing. *See* NMSA 1978, § 7-1B-8 (F) (2019). The Administrative Hearings Office conducted the first hearing in this protest on August 2, 2023, which was less than 90 days from July 10, 2023, the date that the hearing was requested. [Admin. file].

At the time that the protest was filed, the Department was required to file a request for hearing within 45 days of the receipt of the protest. *See* NMSA 1978, § 7-1B-8 (A) (2015). A hearing was required to be set within 90 days of the protest. *See id.* Under the previous version of the statute, the Department should have filed a request for hearing no later than July 1, 2018². *See id.* Under the current statute, the Department is required to file a request for hearing within 180 days of the protest. *See* NMSA 1978, § 7-1B-8 (B) (2019). Under the current version of the statute,

² That is 45 days from the acknowledgment date, as permitted by the regulation in effect at the time. *See* 22.600.3.8 NMAC (2018).

the Department's request for hearing should have been filed no later than November 13, 2018³. *See* NMSA 1978, § 7-1B-8 (2019). Under both the previous version and the current version of the statute, the Department's request for hearing was filed several years after the statutory deadline. *See* NMSA 1978, § 7-1B-8 (2015 and 2019).

Under the previous version of the statute, there was no potential remedy for the Department's failure to comply with the statutory deadline. *See* NMSA 1978, § 7-1B-8 (2015). Under the current version of the statute, the Hearing Officer may order that no further interest will accrue on a protested liability if the Department fails to comply with the statutory deadline. *See* NMSA 1978, § 7-1B-8 (2019). The statute does not provide for other remedies, such as the excusal of penalty or for the granting of a protest, based on the Department's failure to comply with the statutory deadlines. *See id*.

Another taxpayer previously argued that the Department denied it the statutory right to a prompt hearing on its protest. *See Ranchers-Tufco Limestone Project Joint Venture v. Revenue Div.*, 1983-NMCA-126, ¶ 12, 100 N.M. 632. That argument ultimately failed. *See id.* at ¶ 13. The court found that the general rule is that the tardiness of public officers is not a defense to an action by the state. *See id.* The court noted that the statute did not provide a consequence for failure to comply with the requirements of a prompt hearing. *See id.* Therefore, "[t]he general rule is applicable in these cases unless [the statute] makes it inapplicable." *Id.*

Another taxpayer argued that the failure of the hearing officer to render a decision in 30 days, as required by statute, divested the hearing officer of jurisdiction. *See also Kmart Properties, Inc. v. Taxation and Revenue Dep't.*, 2006-NMCA-026, ¶ 53, 139 N.M. 177. The court found that the tax statutory deadline was not jurisdictional because of the general tardiness

³ That is 180 days from the acknowledgment date, as permitted by the current regulation. *See* 22.600.3.8 NMAC (2020).

rule and the heavy statutory presumption of correctness that favors the Department. *See id.* at ¶ 54. The court found that the statutory deadline did not affect the essential power to decide complex and time-consuming protests. *See id.* at ¶ 55.

The Department argued that the Taxpayer is in the same position that it was in 2018 with respect to the amount of penalty owed. Penalty accrues at two percent per month from the tax due date, with a cap at 20%⁴ of the total tax due. *See* NMSA 1978, § 7-1-69. As the tax periods involved were from 2009 to 2016, and the assessment occurred in 2018, the penalty as assessed had already reached its maximum cap of 20% (10 months) from the tax due dates⁵. *See id.* Therefore, the Department's delay did not affect the amount of penalty the Taxpayer owed.

The Department argued that the Taxpayer has the responsibility to keep records and that the Taxpayer has a history of failing to produce documents and lack of cooperation with the Department. [Exhibit C; Exhibit D]. The Department also argued that there was no remedy available for the Taxpayer. The only statutory remedy available to a taxpayer when the Department fails to comply with deadlines regarding a hearing is for the halting of interest. *See* NMSA 1978, § 7-1B-8 (2019). Interest only accrues on unpaid tax principal. *See* NMSA 1978, 7-1-67 (2013). The Taxpayer paid the tax principal and the interest when it was assessed. Therefore, interest was halted at that time. Although the Department's failure to file a request for hearing within 45 days or within 180 days of its receipt of the Taxpayer's protest was a violation of the statute, there is no administrative remedy that can be granted as interest has already been halted. *See* NMSA 1978, § 7-1B-8 (2015) and (2019).

⁴ That is 10 months.

⁵ The latest tax period at issue was May 2016, which would have payment due in June 2016. Ten months from the last due date at issue would have been April 2017.

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1	NOTICE OF RIGHT TO APPEAL
2	Pursuant to NMSA 1978, Section 7-1-25 (2015), the parties have the right to appeal this
3	decision by filing a notice of appeal with the New Mexico Court of Appeals within 30 days of the
4	date shown above. If an appeal is not timely filed with the Court of Appeals within 30 days, this
5	Decision and Order will become final. Rule of Appellate Procedure 12-601 NMRA articulates
6	the requirements of perfecting an appeal of an administrative decision with the Court of Appeals.
7	Either party filing an appeal shall file a courtesy copy of the appeal with the Administrative
8	Hearings Office contemporaneous with the Court of Appeals filing so that the Administrative
9	Hearings Office may begin preparing the record proper. The parties will each be provided with a
10	copy of the record proper at the time of the filing of the record proper with the Court of Appeals,
11	which occurs within 14 days of the Administrative Hearings Office receipt of the docketing
12	statement from the appealing party. See Rule 12-209 NMRA.
13	CERTIFICATE OF SERVICE
14	On January 4, 2024, a copy of the foregoing Decision and Order was submitted to the
15	parties listed below in the following manner:
16 17 18	First Class Mail & Email First Class Mail & Email
19	INTENTIONALLY BLANK