

STATE OF ALABAMA  
ALABAMA SECURITIES COMMISSION

IN THE MATTER OF: )

FIRST LEGACY INVESTORS INC )

RELIANCE SECURITIES LLC )

FIRST LEGACY SECURITIES LLC )

HENRY E. WALKER )

RONALD WAYNE LANKFORD )

CHARLES THOMAS CAMMACK JR )

PAUL CLAYTON CONNER )

STEVE JEFFREY CUMMINGS )

RITA MICHELLE FARMER )

JEREMY SHANE HAY )

JASON TILTON LATHAM )

MELINDA COOK MCCULLOUGH )

WILLIAM SLAY STEVENS )

DARRYL RICHARD WILSON )

ADMINISTRATIVE ORDER  
NO. CO- 2010- 0059

\_\_\_\_\_  
RESPONDENTS )

LIMITED CONSENT ORDER FOR RONALD WAYNE LANKFORD

The Alabama Securities Commission ("Commission"), having the authority to administer and provide for the enforcement of all provisions of Title 8, Chapter 6, Code of Alabama 1975, the Alabama Securities Act ("Act"), upon due consideration of the subject matter hereof, and having confirmed information of the offers for sale and/or sale of securities into, within or from the state of Alabama, has determined as follows:

RESPONDENTS

1. **FIRST LEGACY INVESTORS INC** ("FL INVESTORS") during all times involving the offer and sale of the securities relevant to this order was a North Carolina corporation with a principal business address of 15800 John J. Delaney Drive, Suite 350, Charlotte, North Carolina 28277.

2. **RELIANCE SECURITIES LLC ("RELIANCE")** for the relevant time of February 19, 2009 to April 15, 2009 was a registered broker dealer with a principal business address of 1100 Abernathy Road, 500 Northpark, Suite 400, Atlanta, Georgia 30328. On April 16, 2009, according to a purchase agreement, Reliance Financial Corporation sold 90 percent Membership Interest in **RELIANCE** to **FL INVESTORS**.

3. **FIRST LEGACY SECURITIES LLC ("FL SECURITIES")** for the relevant time of April 16, 2009 to November 25, 2009 was a subsidiary of **FL INVESTORS** and a registered broker dealer with a principal business address of 1100 Abernathy Road, 500 Northpark, Suite 400, Atlanta, Georgia 30328.

4. **HENRY E. WALKER ("WALKER")**, CRD # 2823447, during all times involving the offer and sale of the securities relevant to this order was the Board Chairman of **FL INVESTORS**. For the relevant time of February 19, 2009 to April 15, 2009, **WALKER** was a registered representative with **RELIANCE** and for the relevant time of April 16, 2009 to November 25, 2009, **WALKER** was a registered representative with **FL SECURITIES** with a principal business address of 1109 Townhouse Road, Helena, Alabama 35080.

5. **RONALD WAYNE LANKFORD ("LANKFORD")**, CRD # 1751588, for the relevant time of February 19, 2009 to April 15, 2009 was the Chief Compliance Officer for **RELIANCE** and for the relevant time of April 16, 2009 to November 25, 2009, **LANKFORD** was the President and Chief Compliance Officer for **FL SECURITIES** with a principal business address of 1100 Abernathy Road, 500 Northpark, Suite 400, Atlanta, Georgia 30328.

6. **CHARLES THOMAS CAMMACK JR ("CAMMACK")**, CRD # 2143498, for the relevant time of April 21, 2009 to May 12, 2009 was a registered representative with **FL SECURITIES** with a principal business address of 627 Alabama Avenue, Selma, Alabama 36701.

7. **PAUL CLAYTON CONNER ("CONNER")**, CRD # 1061074, for the relevant time of March 27, 2009 to April 3, 2009 was a registered representative with **RELIANCE**. For the relevant time of June 17, 2009 **CONNER** was a registered representative of **FL SECURITIES** with a principal business address of 409 Lay Dam Road, Suite B, Clanton, Alabama 35046.

8. **STEVE JEFFREY CUMMINGS ("CUMMINGS")**, CRD # 2274017, for the relevant time of February 26, 2009 to March 31, 2009 was a registered representative with **RELIANCE**. For the relevant time of April 24, 2009 to July 29, 2009, **CUMMINGS** was a registered representative with **FL SECURITIES** with a principal business address of 7050 Fain Park Drive, Suite 15, Montgomery, Alabama 36117.

9. **RITA MICHELLE FARMER ("FARMER")**, CRD # 4616371, for the relevant transaction on March 20, 2009 was a registered representative with **RELIANCE** with a principal business address of 7050 Fain Park Drive, Suite 15, Montgomery, Alabama 36117.

10. **JEREMY SHANE HAY ("HAY")**, CRD # 2697622, for the relevant time of February 24, 2009 to April 8, 2009 was a registered representative with **RELIANCE**. For the relevant time of June 4, 2009 to July 29, 2009 **HAY** was a registered representative of **FL SECURITIES** with a principal business address of 312 Main Street, Wadley, Alabama 36276.

11. **JASON TILTON LATHAM ("LATHAM")**, CRD # 4665932, for the relevant time of February 19, 2009 to April 15, 2009 was a principal and Executive Vice President for **RELIANCE**. For the relevant time of April 16, 2009 to November 25, 2009 **LATHAM** was a principal and Executive Vice President of Compliance for **FL SECURITIES** with a principal business address of 1109 Townhouse Road, Helena, Alabama 35080.

12. **MELINDA COOK MCCULLOUGH ("MCCULLOUGH")**, CRD # 5109052, for the relevant time of March 19, 2009 to April 14, 2009 was a registered representative

with **RELIANCE** with a principal business address of 409 Lay Dam Road, Suite B, Clanton, Alabama 35046.

13. **WILLIAM SLAY STEVENS ("STEVENS")**, CRD # 2889238, for the relevant time of March 26, 2009 to April 15, 2009 was a registered representative with **RELIANCE**. For the relevant time of April 17, 2009 to October 22, 2009 **STEVENS** was a registered representative with **FL SECURITIES** with a principal business address of 7050 Fain Park Drive, Suite 15, Montgomery, Alabama 36117.

14. **DARRYL RICHARD WILSON ("WILSON")**, CRD # 4152258, for the relevant transaction on February 19, 2009 was a registered representative with **RELIANCE**. For the relevant time of April 24, 2009 to June 10, 2009 **WILSON** was a registered representative with **FL SECURITIES** with a principal business address of 1109 Townhouse Road, Helena, Alabama 35080.

#### **STATEMENT OF FACTS**

15. On February 16, 2010, the Commission received information that **FL INVESTORS** had offered and sold promissory notes and shares of preferred stock to an Alabama resident.

16. On February 25, 2010, **WALKER** gave testimony to the Commission that the promissory notes were sold to raise capital for **FL SECURITIES**. **WALKER** stated that the promissory notes were not registered as securities because **WALKER** had received legal advice that the notes were considered to be loans between **FL INVESTORS** and the individual note holders. **WALKER** stated that there was no commission paid to the **RESPONDENTS** who sold the notes.

17. Additionally, **WALKER** provided a list of promissory notes that were sold to investors in Alabama, Georgia, and Florida by **FL INVESTORS** from February 19, 2009 through May 12, 2009. **WALKER** identified the representatives who sold the notes as **CAMMACK, CONNER, CUMMINGS, FARMER, HAY, MCCULLOUGH, STEVENS,**

**WALKER** and **WILSON**. According to **WALKER**, the **RESPONDENTS** sold a total of 40 promissory notes to 39 different investors raising a total of \$1,212,914.00. 33 of the notes were at 15% interest while the other 7 were at 20% interest. One note was paid out early at the request of the investor and it was in the amount of \$16,553.42 (principal and interest). Interest only was paid on two other notes totaling \$15,719.18, and those notes were converted to preferred stock. Most of the notes had a one year term. The promissory notes were structured to give the appearance that no interest would be paid to the note holder. However, the notes were sold at a discount, and the face value of the notes included the principal plus interest.

18. On February 26, 2010, **WALKER** provided a list of investors who purchased the preferred stock. **WALKER** identified the representatives who sold the stock as **CONNER, DOZIER, HAY, STEVENS, WALKER** and **WILSON**. According to **WALKER**, 343 shares were sold to 22 investors who invested a total of \$1,715,000. The cost of each share was \$5000.

19. Pursuant to the preferred stock offering, **FL INVESTORS** issued a Confidential Private Placement Memorandum (“**PPM**”). Under “Management”, the **PPM** lists Bret L. Benham as Director, President and Chief Executive Officer for **FL INVESTORS**. **WALKER** gave testimony to the Commission that Benham resigned from **FL INVESTORS** in September 2009. **FL INVESTORS** did not amend the **PPM** to show that Benham was no longer with the company.

20. In March and April of 2010, Commission Registration Division staff conducted an examination of the books and records of **FL INVESTORS** and its subsidiaries. During the examination, Commission staff visited the **FL INVESTORS** home office in Helena, Alabama (March 10 – 11, 2010); the **FL SECURITIES** home office in Atlanta, Georgia (April 21, 2010); and the **FL SECURITIES** branch office in Montgomery, Alabama (March 9, 2010). The Commission’s examination report revealed that **FL INVESTORS** raised working capital through the offer and sale of the promissory notes which were not registered with the Commission nor subject to a perfected exemption from registration.

21. On August 11, 2010, a review of the Commission's registration files confirmed that no record of registration or any perfected exemption from registration exists for the promissory notes offered and sold by **FL INVESTORS**.

22. On December 14, 2010, as a result of the examination report, the Commission staff issued Show Cause Order No. 2010-0059 against **FL INVESTORS, RELIANCE, FL SECURITIES, WALKER, LANKFORD, CAMMACK, CONNER, CUMMINGS, FARMER, HAY, LATHAM, MCCULLOUGH, STEVENS,** and **WILSON** ordering Respondents to demonstrate to the Commission why they should not be suspended, revoked, censored or barred from the securities industry in the state of Alabama for effecting the unlawful transactions and/or engaging in unethical or dishonest business practices.

23. On January 10, 2011, **LANKFORD** submitted a letter requesting an informal meeting.

24. On March 2, 2011, a meeting was conducted by the Commission with **LANKFORD** appearing by counsel.

#### CONCLUSIONS OF LAW

25. Pursuant to Section 8-6-2(10), Code of Alabama 1975, Alabama's statutory definition of a security includes any note, stock or evidence of indebtedness. The promissory notes and preferred stock offered and sold by **FL INVESTORS** are securities under the Act.

26. Section 8-6-4, Code of Alabama 1975 states: It is unlawful for any person to offer or sell any security in this state unless it is registered under the Act; the security is exempt from registration under Section 8-6-10; or the transaction is exempt under Section 8-6-11. The securities offered and sold by **FL INVESTORS**, to wit; the

promissory notes were neither registered nor exempt from registration in Alabama in violation of the Act.

27. Pursuant to Section 8-6-3(j)(10), Code of Alabama 1975, the Commission may suspend, revoke, censor or bar any registrant or any officer, director, partner or person occupying a similar status or performing similar functions for a registrant, from employment with a dealer or investment advisor, or restrict or limit a registrant as to any function or activity of the business for which registration is required in this state if the Commission finds that the order is in the public interest and that the registrant or, in the case of a dealer or investment advisor, any partner, officer or director, any person occupying a similar status or performing similar functions, or any person directly or indirectly controlling the dealer or investment advisor has failed to reasonably supervise his agents or employees if he is a dealer. **LANKFORD**, in violation of Section 8-6-3(j)(10), as principal and chief compliance officer, failed to reasonably supervise agents or employees by allowing the sale of unregistered promissory notes, and by failing to ensure that the **PPM** was amended to reflect that Bret Benham was no longer with **FL INVESTORS**.

WHEREAS, **LANKFORD** admits that the Statement of Facts pertaining to **LANKFORD** set out hereinabove are true and correct; **LANKFORD** admits that information and assertions presented by **LANKFORD** to the Commission during its investigation of this matter are true and correct; that **LANKFORD** understands the Commission relied upon such information and assertions in its determination to accept this Order and that should information or assertions prove to be incorrect or misrepresented, the Commission may seek such other administrative, civil, or criminal remedies that may be available to it under the provisions of this Act;

WHEREAS, **LANKFORD** has voluntarily agreed to waive all rights to a hearing upon entry of this Order and has consented to the entry of this Order; and

WHEREAS, the Commission, as a result of its investigation, has determined this Order necessary and appropriate in the public interest for the protection of investors,

and consistent with the purposes fairly intended by the policy and provisions of the Act.

**ACCORDINGLY, IT IS HEREBY ORDERED:**

1. That **LANKFORD** shall not supervise agents registered in Alabama, or any person managing an account of an Alabama resident.

2. That **LANKFORD** shall not serve as Compliance Officer or Chief Compliance Officer in Alabama, or provide compliance functions relative to any agents registered in Alabama, or any person managing an account of an Alabama resident. This limitation shall not restrict in any way **LANKFORD's** registration as a Financial and Operations Principal in Alabama.

3. That in accordance with Section 8-6-19(j)(1), Code of Alabama 1975, **LANKFORD** shall pay to the State of Alabama an administrative assessment of \$2,500.00 said funds to be tendered in certified funds contemporaneously with the entry of this Order.

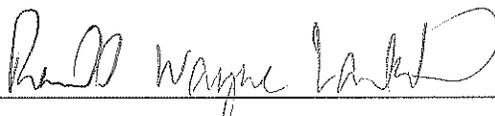
4. That in accordance with Section 8-6-19(k)(1), Code of Alabama 1975, **LANKFORD** shall pay to the Alabama Securities Commission, as partial reimbursement for the Commission's cost of investigating this matter, the sum of \$2,500.00 said funds to be tendered in certified funds contemporaneously with the entry of this Order.

5. That the entry of this Order will resolve Show Cause Order (SC-2010-0059), as it pertains to **LANKFORD**.

AGREED AND CONSENTED to on date indicated:

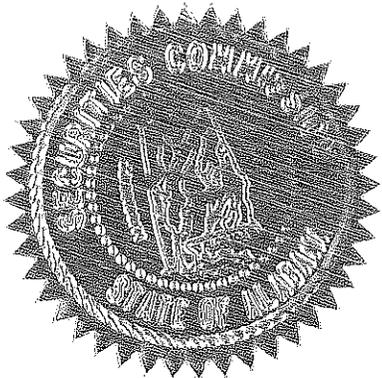
RESPONDENT

RONALD WAYNE LANKFORD

  
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DATE: 6/20/2011

APPROVED AND AGREED this 2<sup>nd</sup> day of August, 2011.



ALABAMA SECURITIES COMMISSION

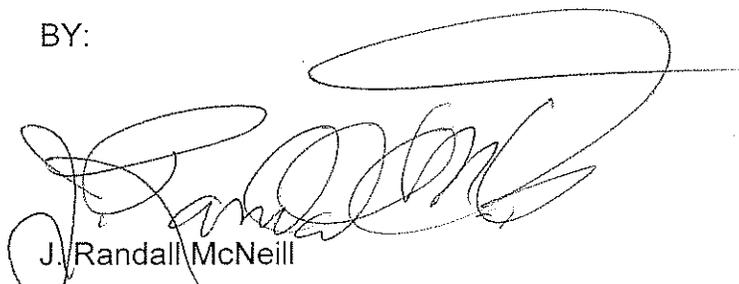
Alabama Securities Commission

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BY:

  
J. Randall McNeill  
Deputy Director