

1 A Yes.

2 Q Do you recall the particulars of the way Mr. King
3 described his assailant before he made a positive ID?

4 A I don't remember the particulars. I do remember
5 we had a Motion to Suppress, where we flushed all of
6 that out, but I do remember that Mr. King was pretty
7 adamant regarding the assailant wearing braids on the
8 day in question.

9 Q And did Mr. King, if you recall, himself, wear
10 braids in his hair?

11 A Mr. King?

12 Q Yes.

13 A Oh, I don't remember that.★

14 Q Okay. So, with regard to the question of whether
15 Mr. Kirkland had braids on that day, would you call
16 that a relevant aspect of the identification?

17 A Yes.

18 Q And other than Mr. King identifying his assailant
19 as having worn braids, were there other witnesses who
20 testified to the fact that Mr. Kirkland had braids on
21 that day?

22 A ★Yes. There were -- in the Commonwealth's case,
23 there was a witness who testified on rebuttal, who
24 identified Mr. Kirkland wearing braids in the
25 ambulance ride from the Burr Street incident to the

1 hospital. I don't recall her name, but it was a
2 female police officer who testified during the
3 Commonwealth's rebuttal.

4 Q Would the name Patricia Capozza (phonetic)
5 refresh your recollection?

6 A That's correct.

7 Q So during the Commonwealth's case in chief, do
8 you recall whether there were any witnesses who
9 testified that Mr. Kirkland had braids in his hair?

10 A Besides Mr. King, I don't have a memory of that. ~~AA~~

11 Q Okay. Do you recall whether there was a third-
12 party culprit in this case?

13 A That was our defense, yeah. Or, part of our
14 defense.

15 Q And do you recall whether -- any identifying
16 features of that third-party culprit? Or, do you
17 recall his name? Sorry, first and foremost.

18 A Yes. Trevoran (phonetic) Smith.

19 Q And do you recall any particularities of his
20 description?

21 A We remember that he had braids, I believe, upon
22 his arrest, and we had a photograph which showed Mr.
23 Smith in braids.

24 Q So, is it fair to say, that it was relevant to
25 the defense, to show that Mr. Kirkland did not have

The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that every entry, no matter how small, should be recorded to ensure the integrity of the financial data. This includes not only sales and purchases but also expenses and income.

In the second section, the author provides a detailed breakdown of the monthly financial performance. This includes a comparison of actual results against budgeted figures, highlighting areas of over- and under-performance. The analysis identifies key drivers of variance, such as changes in sales volume and pricing strategies.

The third section focuses on the management of working capital. It discusses the importance of maintaining a healthy cash flow and managing accounts receivable and payable effectively. The author suggests several strategies to optimize working capital, such as offering early payment discounts and negotiating better terms with suppliers.

Finally, the document concludes with a summary of the key findings and recommendations. It stresses the need for continuous monitoring and adjustment of financial strategies to ensure long-term success. The author encourages management to stay proactive and responsive to changing market conditions.

1 braids on the day of the offense?

2 A Yes.

3 Q And do you recall what evidence the defense used
4 for that purpose?

5 A Primarily, we used a video from the date of his
6 arrival or his treatment at the hospital and the
7 aftermath of the shooting. John Ferrara had
8 requested an investigator, who was, I believe, Mike
9 Chapdelaine, come to the hospital and video graph Mr.
10 Kirkland. That video tape showed him without braids.

11
12 At trial, we also called Mike Chapdelaine to the
13 stand, who testified to that fact during our case.
14 And, we also had the video enhanced, so as to get a
15 still image from the video, which showed Mr. Kirkland
16 without braids.

17 Q Do you recall whether, in addition to that video,
18 and testimony from Investigator Chapdelaine, the
19 defense introduced Mr. Kirkland's booking
20 photographs?

21 A I don't specifically recall that, but I imagine
22 we did.★

23 MR. SCHNIPPER: Might I approach, Judge?

24 THE COURT: Yes.

25 MR. SCHNIPPER: Can I have Exhibit 3, please?



1 Thanks.

2 BY MR. SCHNIPPER:

3 Q I'm showing you what's been marked as Exhibit 3.

4 A Yes, I remember that.

5 Q Okay. So these were introduced --

6 A Yes.

7 Q -- for purpose of the defense case?

8 A Yes.

9 MR. SCHNIPPER: Judge, and just for the record,
10 these were introduced as Exhibits 88A and 88B during
11 trial.

12 THE COURT: 88A and 88B, thank you.

13 BY MR. SCHNIPPER:

14 Q So, the purpose of introducing both the video
15 from Investigator Chapdelaine in his testimony and
16 these photographs, was to show that Mr. Kirkland did
17 not have braids?

18 A You are correct.

19 Q So, I don't know if you recall, but during the
20 end of the -- or close to the end of the trial, and
21 specifically, on June 10th and June 11th, 2013, there
22 is a discussion between the parties, Mr. Kirkland,
23 and Judge Page, about defendant's wish to introduce
24 additional evidence of the fact that he did not have
25 braids at that time?

1 A I do remember that.

2 Q Do you recall the nature of the evidence that Mr.
3 Kirkland wished to introduce?

4 A He wanted a photograph that had been taken at the
5 DOC with his girlfriend or a friend of his, that
6 showed him without braids, days before his escape
7 from prison.

8 MR. SCHNIPPER: Okay. Could I see Exhibit 2?

9 Thanks.

10 BY MR. SCHNIPPER:

11 Q I'm showing you what's been marked as Exhibit 2,
12 is that the photo that you're talking about?

13 A Yes.

14 Q Okay.

15 MR. SCHNIPPER: And Judge, this is marked for
16 identification, as Exhibit J.

17 THE COURT: Marked J for identification during
18 trial -- in the morning of June 11th?

19 MR. ANTENOULOUS: Yes, yes.

20 BY MR. SCHNIPER:

21 Q Now, do you recall basically telling Judge Page,
22 that you and attorney Klyman had made sort of a
23 decision based on your experience that this was not
24 something you should try to introduce?

25 A That's true.

1 Q Could you tell the Court a little bit about what
2 your thought process was there?

3 A Sure. We had done, I think, a great deal to try
4 to keep out evidence of his prison escape, and I
5 think we were largely successful in that. ☺

6 * My memory is that the jury didn't really hear
7 anything regarding his escape from prison. We didn't
8 want that out, and we were obviously concerned that
9 if this photograph made it into evidence, the
10 government would be responding by getting into that.
11 I don't recall if we flushed that out in front of the
12 Judge, but I certainly spoke to the DA about this
13 fact, and he told me in no uncertain terms, that they
14 would be going down that road.

15 So, we made a decision that a cost benefit
16 analysis, that it wasn't worth it to do that.

17 Q So, when you said the DA "Was going to go down
18 that road," do you mean that he would seek to
19 introduce evidence regarding how long Mr. Kirkland
20 had been out between the taking of that photograph
21 and the crime?

22 A Yes, along with evidence of his escape from
23 prison. ☺

24 Q And the simple fact of his escape, or the
25 details, if you recall?

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22 that you and attorney Klyman had made sort of a
23 decision based on your experience that this was not
24 something you should try to introduce?

25 A That's true.

1 A I believe the details, but he was going to go
2 there, is what my recollection was.

3 Q And that was a condition that he was placing on
4 the idea of agreeing to the admissibility, or just
5 regardless of whether (inaudible -- simultaneous
6 speech at 10:29:28)?

7 A Well, we tried to get an agreement, because it
8 cause a disturbance in the trial, so, I tried to
9 convince DA Mastriani (phonetic), that we should just
10 offer this in and we were met with resistance. We
11 were told that if that came in, there would be a
12 response from the government regarding how many days
13 he was out on the street, and you know, what could
14 have happened in that time-period, regarding the
15 braids, and so on and so forth. 😊

16 Q Do you recall the name of the person who is
17 depicted in the photograph with Mr. Kirkland?

18 A Chelsey Blake.

19 Q And did you make any attempt to reach Ms. Blake
20 to talk about defending (phonetic) anything in the
21 photo through her?

22 A I don't remember that, no. 😊

23 Q Okay. So, just no recollection as to whether you
24 discussed that with her?

25 A No. We pretty much made a decision that we

1 weren't going to do that.

2 Q And you weren't going to reach out to Ms. Blake
3 or weren't going to try to get it in over the DA's
4 objection?

5 A Both.

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23 Q Okay. So, just no recollection as to whether you
24 discussed that with her?

25 A No. We pretty much made a decision that we

1 Q Fair enough. So, do you recall whether in the
2 pre-trial phase -- well, first, do you recall any
3 acquaintance with Mr. Kirkland's friend, or then-
4 girlfriend, Tiara Galbreath?

5 A I remember her.

6 Q Did you remember meeting her?

7 A Yes.

8 Q Do you recall whether at any time, she, during
9 the pre-trial phase, gave you a photograph of
10 herself, similar to the one that features Ms. Blake
11 and Mr. Kirkland?

12 A I don't recall that fact.★

13 Q So, you have no recollection one way or the
14 other?

15 A No.★ I remember the photograph with Ms. Blake,
16 but I don't recall the other photograph, and I don't
17 remember that that came up during the trial.

18 Q Now, with regard to both -- well, with regard
19 with both the photo with Ms. Blake and with regard to
20 the booking photographs that were admitted during the
21 defense case, do you recall whether the defense
22 looked into that sort of any -- sort of outside
23 opinion on whether the hair shown on either of those
24 photos was susceptible to braiding or cornrowing?

25 A No.

1 Q You don't recall, or you didn't do so?

2 A We didn't do that.

3 Q Was there any reason for doing that, or not?

4 A It just -- it never came up. We felt pretty good
5 about the state of the evidence and the photo, the
6 video, and Mike Chapdelaine.

7 Q Do you think it would have been a positive for
8 the defense with all of the things considered, if
9 just the booking photos could have been shown to an
10 expert and that expert were of opined that his hair
11 could not have been braided on the date of the
12 offense?

13 A Sure.

14 Q That would have been a benefit, overall?

15 A Sure. It couldn't have hurt.

16 MR. SCHNIPPER: All right. I have nothing
17 further at this time, Judge.

18 THE COURT: All right. Mr. Coliflores?

19 MR. COLIFLORES: Thank you.

20 CROSS EXAMINATION

21 BY MR. COLIFLORES:

22 Q Good morning.

23 A Good morning.

24 Q Counsel showed you Exhibit 2 and 3, is that
25 correct?

1 A Sure. I don't know the numbers but, I'll take
2 your word for it.

3 Q I'm showing you Exhibit 2. Do you recognize that
4 photo?

5 A Yes.

6 Q And what is depicted in that photo?

7 A It's Mr. Kirkland and Ms. Blake.

8 Q And I'm showing you Exhibit 1A and 1B. Do you
9 recognize what that is?

10 A That's Tiara.

11 Q Ms. Galbreath? ?

12 A Yes.

13 Q Okay. Now, at trial, you had a discussion about
14 Ms. Blake's photo, is that correct?

15 A You mean with the Judge?

16 Q Yes.

17 A Yes, that's true.

18 Q And so, you were concerned about the admission of
19 it, and if the DA would be allowed to contextualize
20 the photo, is that correct?

21 A That is true.

22 Q And you testified just now that you were worried
23 that -- was it Mr. Blake that knew a lot about the
24 defendant?

25 A Yes.

1 Q Yes. And can you tell me, is that due to her
2 ongoing relationship with the defendant?

3 A Ongoing, at the time, and things that she
4 possibly knew about him before the incident in
5 question.

6 Q Okay. So you were concerned for two reasons,
7 correct?

8 A Sure.

9 Q First, the DA, and second, the personal knowledge
10 of the witness?

11 A Right.

12 Q Okay. Now, you do recall meeting with Ms.
13 Galbreath? ?

14 A I had several interactions with her, yes.

15 Q And within those several interactions, did you
16 discuss the nature of their relationship? Ms.
17 Galbreath and Mr. Kirkland?

18 A That was Mr. Kirkland's significant other. It
19 was the mother of his child.

20 Q Okay. So you were aware of their familial
21 relationship?

22 A Yes.

23 Q And that they had a child I believe that was 9
24 years old at that time?

25 A I believe she was younger, but they had a young