

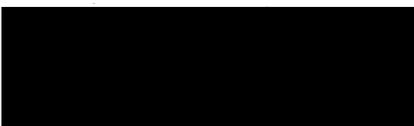
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U.S. Department of Homeland Security  
Bureau of Citizenship and Immigration Services

ADMINISTRATIVE APPEALS OFFICE  
425 Eye Street, N.W.  
BCIS, AAO, 20 Mass, 3/F  
Washington, DC 20536



JUN 24 2003

FILE: WAC 01 245 56535 OFFICE: CALIFORNIA SERVICE CENTER DATE:

IN RE: Petitioner: [Redacted]  
Beneficiary: [Redacted]

PETITION: Immigrant Petition for Alien Worker as a Multinational Executive or Manager Pursuant to Section 203(b)(1)(C) of the Immigration and Nationality Act, 8 U.S.C. § 1153(b)(1)(C)

IN BEHALF OF PETITIONER:  
[Redacted]

**INSTRUCTIONS:**

This is the decision in your case. All documents have been returned to the office that originally decided your case. Any further inquiry must be made to that office.

If you believe the law was inappropriately applied or the analysis used in reaching the decision was inconsistent with the information provided or with precedent decisions, you may file a motion to reconsider. Such a motion must state the reasons for reconsideration and be supported by any pertinent precedent decisions. Any motion to reconsider must be filed within 30 days of the decision that the motion seeks to reconsider, as required under 8 C.F.R. § 103.5(a)(1)(i).

If you have new or additional information that you wish to have considered, you may file a motion to reopen. Such a motion must state the new facts to be proved at the reopened proceeding and be supported by affidavits or other documentary evidence. Any motion to reopen must be filed within 30 days of the decision that the motion seeks to reopen, except that failure to file before this period expires may be excused in the discretion of the Bureau of Citizenship and Immigration Services (Bureau) where it is demonstrated that the delay was reasonable and beyond the control of the applicant or petitioner. *Id.*

Any motion must be filed with the office that originally decided your case along with a fee of \$110 as required under 8 C.F.R. § 103.7.

*Robert P. Wiemann*

Robert P. Wiemann, Director  
Administrative Appeals Office

**DISCUSSION:** The Director of the California Service Center denied the employment-based preference visa petition and the matter is now before the Administrative Appeals Office on appeal. The appeal will be dismissed. The petition will be denied.

The petitioner is a California corporation that seeks to employ the beneficiary as a project leader. The petitioner, therefore, endeavors to classify the beneficiary as a multinational executive or manager pursuant to section 203(b)(1)(C) of the Immigration and Nationality Act (the Act), 8 U.S.C. § 1153(b)(1)(C).

The director denied the petition on the grounds that: (1) the petitioner does not have the ability to pay the proffered wage; (2) the proffered position is not in an executive or managerial capacity; and (3) the foreign entity did not employ the beneficiary in an executive or managerial capacity for at least one year in the three years preceding his entry into the United States in a nonimmigrant status.

On appeal, counsel submits a brief, new evidence, and a copy of some evidence already included in the record. Counsel states, in part, that the beneficiary has been and will continue to be employed in a managerial capacity, and the petitioner has the ability to pay the beneficiary's salary.

Section 203(b) of the Act, 8 U.S.C. § 1153(b), states, in pertinent part:

- (1) Priority Workers. - - Visas shall first be made available . . . to qualified immigrants who are aliens described in any of the following subparagraphs (A) through (C):

\* \* \*

- (C) Certain Multinational Executives and Managers. - - An alien is described in this subparagraph if the alien, in the 3 years preceding the time of the alien's application for classification and admission into the United States under this subparagraph, has been employed for at least 1 year by a firm or corporation or other legal entity or an affiliate or subsidiary thereof and who seeks to enter the United States in order to continue to render services to the same employer or to a subsidiary or affiliate thereof in a capacity that is managerial or executive.

A United States employer may file a petition on Form I-140 for classification of an alien under section 203(b)(1)(C) of the Act, 8 U.S.C. § 1153(b)(1)(C), as a multinational executive or manager. 8 C.F.R. § 204.5(j)(1). No labor certification is required for this classification. The prospective employer in

the United States must furnish a job offer in the form of a statement that indicates that the alien is to be employed in the United States in an executive or managerial capacity. Such a statement must clearly describe the duties to be performed by the alien. 8 C.F.R. § 204.5(j)(5).

The petitioner avers that it: (1) is a subsidiary of Aztec Software & Technology Services P. Ltd. of India; (2) specializes in developing software and consulting on software development; and (3) employs 44 persons, including the beneficiary, who is currently occupying the proffered position as a temporary worker in a specialty occupation (H-1B). The petitioner is offering to employ the beneficiary permanently at a salary of \$78,400 per year.

The first issue to be discussed in this proceeding is whether the beneficiary has the ability to pay the proffered yearly salary of \$78,400.

Pursuant to 8 C.F.R. § 204.5(g)(2):

*Ability of prospective employer to pay wage.* Any petition filed by or for an employment-based immigrant which requires an offer of employment must be accompanied by evidence that the prospective United States employer has the ability to pay the proffered wage. The petitioner must demonstrate this ability at the time the priority date is established and continuing until the beneficiary obtains lawful permanent residence. Evidence of this ability shall be either in the form of copies of annual reports, federal tax returns, or audited financial statements. . . .

At the time of filing the I-140 petition with the California Service Center on June 5, 2001, the petitioner submitted some evidence of its financial position, including copies of: its 1999 federal income tax returns; its 1998, 1999, and 2000 W-3 forms; and Form DE-6 for the four quarters in 2000 and the first quarter in 2001. The director was not satisfied with this evidence as it related to the petitioner's ability to pay the beneficiary's salary. Therefore, on December 10, 2001, the director requested copies of annual reports, federal tax returns, or audited financial statements. In response, counsel stated that the petitioner was submitting date-stamped computer printouts from the Internal Revenue Service (IRS) of tax returns filed by the petitioner for 1999 and 2000.

Information gleaned from the petitioner's federal income tax returns caused the director to deny the petition for the petitioner's inability to pay the proffered wage. According to the director, the IRS printouts that the petitioner submitted in response to the request for evidence related to the 1998 and 1999

years, not to the 1999 and 2000 years as claimed by counsel. The director noted that the petitioner's 1999 tax return showed a \$206,295 loss in income and cash of \$6,864. The director stated: "The petitioner is not and has not shown it has ever been a profitable operation." The director further stated that the petitioner is "highly dependent" on the foreign entity and operates more as "an unprofitable branch or agency office than [as] a business entity in its own right."

On appeal, counsel states that there was some confusion in the IRS computer system, which caused computations from the petitioner's 1999 tax return to appear in the printout for its 2000 tax return. The petitioner submits its IRS printout for the 2001 tax year, which according to counsel, reflects the petitioner's financial position as of March 31, 2001. According to counsel, this evidence reveals that the petitioner had the ability to pay the proffered salary at the time of filing the petition and continues to be able to pay the beneficiary's salary at the present time.

Bureau regulations affirmatively require a petitioner to establish eligibility for the benefit it is seeking at the time the petition is filed. See 8 C.F.R. § 103.2(b)(12). The I-140 petition was filed with the California Service Center on June 4, 2001 and, therefore, the petitioner must establish that it had the ability to pay the proffered wage as of that date. Accordingly, the petitioner's financial position during its fiscal year, which runs from April 1, 2001 through March 31, 2002, is relevant to this proceeding.

The Bureau notes that counsel claims on appeal that the proffered wage is \$70,000. However, the I-140 petition clearly indicates that the offered salary is \$78,400 per year. As there is no evidence to support counsel's claim, the Bureau shall consider the proffered wage to be \$78,400 per year, as stated on the I-140 petition. *Matter of Obaigbena*, 19 I&N Dec. 533, 534 (BIA 1988); *Matter of Ramirez-Sanchez*, 17 I&N Dec. 503, 506 (BIA 1980).

Based upon evidence in the record at the present time, the petitioner has established that its net assets were sufficient to cover the proffered wage of \$78,400 at the time the petition was filed. Accordingly, the director's decision to deny the petition, in part, on this basis shall be withdrawn.

The second issue to be discussed is whether the proffered position of a project leader is in a managerial capacity. The Bureau notes that the petitioner is seeking the beneficiary's services as a multinational manager, not as a multinational executive.

Section 101(a)(44)(A) of the Act, 8 U.S.C. § 1101(a)(44)(A), provides:

The term "managerial capacity" means an assignment within an organization in which the employee primarily-

- (i) manages the organization, or a department, subdivision, function, or component of the organization;
- (ii) supervises and controls the work of other supervisory, professional, or managerial employees, or manages an essential function within the organization, or a department or subdivision of the organization;
- (iii) if another employee or other employees are directly supervised, has the authority to hire and fire or recommend those as well as other personnel actions (such as promotion and leave authorization) or, if no other employee is directly supervised, functions at a senior level within the organizational hierarchy or with respect to the function managed; and
- (iv) exercises discretion over the day-to-day operations of the activity or function for which the employee has authority. A first-line supervisor is not considered to be acting in a managerial capacity merely by virtue of the supervisor's supervisory duties unless the employees supervised are professional.

At the time of filing the petition with the California Service Center, the petitioner described the proffered position as: "[The beneficiary] is charged with setting staffing levels on individual projects as well as developing the project budget. He continues to directly supervise software engineers and systems analysts." The petitioner also submitted an organizational chart, which showed that one project leader and one software engineer had the same name, [REDACTED]. According to the record, the beneficiary is named [REDACTED].

The director did not find the initial documentation adequate evidence of the beneficiary's employment in a managerial capacity. Therefore, on December 10, 2001, the director requested evidence, to include:

- Duties in the U.S.: Submit a more detailed description of the beneficiary's duties in the United States. Be specific; list the education and employment qualifications for the position in the United States company. Include evidence that the beneficiary meets the petitioner's qualifications.

Indicate exactly whom the beneficiary directs including their job title[s] and position description[s]. List all employees under the beneficiary's direction. Also, indicate [the] percentage of time spent in each of the listed duties. (Emphasis in original.)

In response, counsel stated, in part:

Both in India and in the US [sic], [the beneficiary] has been serving in the capacity of Project Leader for [the petitioner], supervising and coordinating the activities of both onsite (in the US [sic]) and offshore (in India) project teams performing tasks related to the design, development and implementation of highly complex software development projects for large US corporate clients, which involves the day[-]to[-]day exercise of discretion in scheduling, resolving problems, and estimating completion time for each project phase. He is responsible for the management of project teams consisting of anywhere from three to ten information technology professionals, including systems analysts and software engineers. As a Project Leader, the beneficiary's primary responsibilities include overseeing the development and design of highly complex systems-level software packages and programs customized to perform tasks specific to each of the client's needs. He guides the work being performed . . . by personally supervising the team leaders on each project and indirectly supervising the professional members of each project team. He provides guidance to the team in the interpretation of policies and specifications, the assignment of tasks, the resolution of problems, and determining when adjustment[s] to staffing levels are required. . . . He is also responsible for directing all technical efforts leading to the successful configuration of hardware configurations, software systems, and applications programs. . . . The beneficiary is also charged with ensuring that workloads are properly distributed, assignment deadlines are met, and client expectations are fulfilled. He must provide budget and time estimates for each project . . . and must ensure that each project stays on schedule and within budget constrictions. . . . The remaining 10% of his time (4 hours per week) is spent directly supervising members of the project team in order to ensure compliance with client requirements, assessing job performance and writing personal evaluation reports on his team members.

The director determined that the proffered position was not in a managerial capacity for several reasons. First, the director

stated that the proffered position was a first-line supervisory position "that is not over subordinate managers." Second, the director noted that the beneficiary was listed in the organizational chart as both a project leader and a software engineer, which according to the director, did not correspond to the beneficiary's job description. Additionally, according to the director, one listed duty of supervising a "team leader" did not comport with information on the organizational chart. Third, although the director implied that the beneficiary was supervising professional employees, the director concluded that the beneficiary was not managing these employees. Fourth, the director did not find it believable that the beneficiary supervises overseas project teams considering that the foreign entity has an adequate supervisory and managerial staff to handle this type of duty. Finally, the director concluded that the beneficiary was working as a software engineer and, "possibly," a first-line supervisor. The director did not believe that the beneficiary possessed the requisite authority over policies, day-to-day operations, and personnel, required of an individual employed in a managerial capacity.

On appeal, counsel states, in part, that the beneficiary qualifies for this immigrant visa classification as a functional manager because he "manages the critical function of directing and controlling the team leaders and engineers working at the specific project to which he is assigned." Counsel states that nothing in the beneficiary's job description indicates that he performs routine operational project activities as claimed by the director. Counsel also contends that, if the beneficiary is a first-line supervisor, he still qualifies for this immigrant visa classification because he supervises professional employees.

A review of the evidence in the record raises questions regarding the beneficiary's role with the petitioner, and whether he is currently employed and shall continue to be employed in the claimed capacity.

The director noted conflicting information between the organizational chart and the beneficiary's job description. As previously stated, the director noted that the organizational chart showed that one project leader and one software engineer had the same name, [REDACTED] which is the name of the beneficiary. Neither counsel nor the petitioner addresses this issue on appeal. The DE-6 forms in the record establish that the petitioner employs only one person with a name similar to [REDACTED] that person is the beneficiary, who is named [REDACTED]

The petitioner has not resolved the inconsistencies in the record by independent objective evidence. *Matter of Ho*, 19 I&N Dec. 582, 591-92 (BIA 1988). Nothing in the record clarifies whether the beneficiary is working as a project leader only, as both a project

leader and a software engineer, or as a software engineer only. The Bureau notes that the petitioner obtained H-1B status for the beneficiary as a software engineer, not as a project leader. Although the petitioner claimed in a letter that supported the I-140 petition that the beneficiary was promoted to project leader, the petitioner failed to declare when this promotion occurred.

As information in the organizational chart raises questions regarding the capacity in which the beneficiary is currently employed and shall continue to be employed, the Bureau must also reevaluate whether the beneficiary's job description persuasively represents his role with the organization. *Matter of Ho, supra*.

Based upon the above discussion, the petitioner has not demonstrated that the position offered to the beneficiary is in a managerial capacity. Therefore, the director's decision to deny the petition on this basis shall not be disturbed.

The third and final issue to be discussed is whether the beneficiary was employed by the foreign entity in a managerial capacity for at least one year in the three years immediately preceding his entry into the United States as an intracompany transferee.

At the time of filing the petition, the petitioner stated in an accompanying letter that the beneficiary had joined the foreign entity in January 1997 as a senior software engineer. According to the petitioner, in this position, the beneficiary: "[W]as responsible for overseeing teams, of between five and ten software engineers, systems analysts, and programmers in the development of our proprietary software products, customized for our corporate clients." The petitioner further stated that the beneficiary remained in this position until May 1999 when he left the foreign entity's employment. The petitioner maintained that it hired the beneficiary eight months later, in January 2000, as an H-1B temporary worker for employment as a software engineer.

On December 10, 2001, the director requested additional information regarding the beneficiary's position with the foreign entity, to include:

- Payroll records: Present copies of the foreign company's payroll records pertaining to the beneficiary for the year preceding the filing of the first petition for L-1 status. Specify when the beneficiary was hired, the positions that were held and why the beneficiary was selected for the position with the U.S. entity.
- Foreign Company's Organizational Chart: Submit a copy of the foreign company's line and block organizational chart describing its managerial hierarchy and staffing levels.

The chart should include the current name of all executives, managers, supervisors and number of employees within each department or subdivision. Clearly identify the beneficiary's position in the chart and list all employees under the beneficiary's supervision by name and job title. Also include a brief description of job duties, educational level and annual salaries . . . for all employees under the beneficiary's supervision. (Emphasis in original.)

- Duties Abroad: Submit a more detailed description of the beneficiary's duties abroad. Be specific. Also, indicate [the] percentage of time the beneficiary spends in each of the listed duties.

In response, counsel submitted copies of the beneficiary's payroll records from the foreign entity for the period from April 1, 1999 through April 30, 1999. Counsel stated that, as stated in the petitioner's letter that accompanied the petition, the beneficiary was hired in January 1997 and served as a senior software engineer until he left the foreign entity's employment in May 1999. Counsel stated that the beneficiary's duties for the foreign entity mirrored his duties in the proffered position. Regarding the foreign entity's organizational chart, counsel submitted the requested chart. Counsel stated that the beneficiary's position was not reflected on this chart because he no longer was employed by the foreign entity, and that the foreign entity does not retain outdated organizational charts.

The director denied the petition on this basis because the petitioner failed to submit an organizational chart and evidence of the beneficiary's employment from January 1997 through May 1999. According to the director, the payroll records submitted by counsel in response to the request for evidence were for the period from April 1, 1999 through April 30, 1999.

On appeal, counsel submits copies of payroll records for the period from April 1, 1998 through March 31, 1999. Counsel states that this evidence shows that the beneficiary was "on the [p]etitioner's payroll for a full twelve-month period from April 1, 1998 - March 31, 1999." In addition, counsel submits a letter from the foreign entity, which indicates that it employed the beneficiary from January 27, 1997 through May 13, 1999 as a senior software engineer.

Regarding the organizational chart, counsel states that the director should not have given any weight to the fact that the beneficiary's position was not included on the organizational chart because the petitioner had explained that it did not have a chart that reflected the beneficiary's position. Finally, counsel states that the beneficiary's job description, which is the same as the proffered position, should be given substantial weight in

determining the beneficiary's role with the foreign entity because the job description is not contradicted by any evidence in the record.

The record contains insufficient evidence that the beneficiary's position with the foreign entity was in a managerial capacity. As previously stated, because the beneficiary's job description is not considered reliable or persuasive evidence of his role with the U.S. organization, it, therefore, also cannot establish that his position with the foreign entity was in a managerial capacity. Additionally, without an organizational chart, the Bureau cannot determine the beneficiary's place within the organizational hierarchy. Going on record without supporting documentary evidence is not sufficient for the purpose of meeting the burden of proof in these proceedings. *Matter of Treasure Craft of California*, 14 I&N Dec. 190 (Reg. Comm. 1972). Accordingly, the director's decision on this issue will also not be overturned.

In visa petition proceedings, the burden of proving eligibility for the benefit sought remains entirely with the petitioner. Section 291 of the Act, 8 U.S.C. § 1361. The petitioner has overcome the denial of the petition on the ground that it does not have the ability to pay the proffered wage of \$78,400. However, the petitioner has failed to overcome the director's determinations that: (1) the proffered position is not in a managerial capacity; and (2) foreign entity did not employ the beneficiary in a managerial capacity for at least one year in the three years preceding his entry into the United States in a nonimmigrant status.

**ORDER:** The appeal is dismissed. The petition is denied.