

1 DARREN: D'ANGELO's not going to run this project.  
2 And, so, we, we, appreciate, we appreciate his input,  
3 but D'ANGELO ain't gonna run the project. We ain't  
4 gonna do that.  
5 BILL: Well, have you talked to him about it?  
6 DARREN: Yeah, we done talked, we done talked.  
7 We talked...as a matter of fact, DON HILL helped, helped  
8 him with that too. He said, "No, man, no, you, we, you  
9 know, you work with these guys. You're gonna work  
10 with these guys." So, this, this is, uh, I understand...  
11 BILL: Meaning, meaning work through you on it,  
12 on these contractor issues?  
13 DARREN: Do what now?  
14 BILL: I wasn't saying, you were saying, ..."Work with  
15 these guys...", work, work through you and ALLEN on the  
16 DARREN: Oh yeah, yeah. Work with, work, work, if  
17 he has somebody that, that he has, that he like to refer,  
18 then refer 'em through to us, and then, you know, we'll  
19 help get them consideration, but, you know, uh, whether  
20 D'ANGELO like, ahh, ahh, PRENTICE or not is not our,  
21 is not our concern.  
22 BILL: Well, so you heard the same thing I did. I mean,  
23 he told me flat out, you know, frankly, PRENTICE  
24 doesn't count.  
25 DARREN: No, no, no, no... no...

1 BILL: All those guys are African American. His  
2 partner, DAVID KELLY, is African American. I think  
3 they've got a minority partner, NEIL HILDEBRAND, is  
4 kind of like a minority, ahh, partner. I think he's just  
5 like their operating guy. I only think he owns a few  
6 percentage of the business. He's American Indian, and  
7 uh, and God knows they're Dallas based, so...

8 DARREN: No, we not gonna, we not gonna eliminate  
9 PRENTICE because of D'ANGELO. That's not gonna  
10 happen.

11 BILL: Okay, are, well, so...just so long as we're  
12 hearing the same thing because he was, you know...

13 DARREN: Well, and another thing, BILL, just, you know,  
14 like I told you earlier....You know, if PRENTICE... If  
15 uh, D'ANGELO want to talk to you about the project,  
16 make sure he come, flush him back to me, don't have no  
17 private meetings with him because he comes back and  
18 say one thing and UI. You know, it, it just puts us  
19 in a position where we out of, it makes it look like  
20 we out of the loop.

21 BILL: Well, frankly, that's the case. I mean, I, you  
22 know, I try not to burden you too much here, but uh,  
23 yeah, I've gotten direct contact from D'ANGELO  
24 and his uh, you know, construction team, and uh...

25 DARREN: No, well, D'ANGELO...and I, and I told him

1 about those guys. Those guys understand, and, and  
2 they called me. Those guys understand that they won't  
3 be doing, be the GC. You know, we, we, we not gonna,  
4 we not gonna, uh, ditch our, ditch our team. Uh, our  
5 process to, uh, favor some, I don't, I don't, I've never  
6 seen these guys' work.

7 BILL: See that's the same, you're, we're both  
8 having the same problem. LAUGHS

9 DARREN: Well...

10 BILL: Although D'ANGELO's,...UI. D'ANGELO's...

11 DARREN: There is really no problem uh, BILL, there's  
12 not. Because, uh, what I, what, what we said to him in  
13 front of DON and you know, "Look, man, if these guys,  
14 if these guys can do some work, we'll look at, look at  
15 getting them in on the work, but, right now, we don't know  
16 what they, whether, if they can do anything." And, then,  
17 the guy called... I talked to him, uh, RASHAD, and, and...

18 BILL: Yeah, JIBREEL. JIBREEL RASHAD

19 DARREN: Yeah, JIBREEL RASHAD. He might, he,  
20 he might get, you know, some trim work. He might be  
21 able to get some, uh, sheetrock work, you know, any work  
22 at all. He's not looking to do no GC work. That's how it  
23 is, but, you know, don't, don't meet with D'ANGELO like  
24 that, man. That just... that makes us all look bad.  
25 Just, just flush him back our way, you know, we, we

1 gonna, we gonna manage it, and, and, and these guys  
2 shouldn't be able to undermine or usurp, go around us to  
3 get to you, to get somebody else in there that we don't  
4 even know nothing about.

5 BILL: Well good, well I'm glad you're hearing that.

6 Did DON tip you to that or you just heard that from

7 D'ANGELO?

8 DARREN: No, uh, no, DON was sitting right there when I

9 told him. I said, "D'ANGELO, you do not meet with

10 BILL Fisher. You meet, you talk to me."

11 BILL: Okay.

12 DARREN: You talk to me. If you have somebody that

13 you want us to consider, you come to me. UI. Because

14 he putting, he put other stuff back on you. He said, "BILL

15 was trying to pay these guys UI..." And see, I

16 don't like to get caught up in that kind of stuff.

17 Because I wasn't a part of the meeting, and I don't

18 know what was said and what, but I told D'ANGELO

19 straight up, "Do not meet with BILL FISHER. You come

20 meet with us, we're the project managers."

21 That's all, it's plain and simple. If those guys can,

22 can show us that they can do some work, cool, you

23 know, we'll look at it.

24 BILL: He, he squeezed me hard to, to use these guys.

25 You know, frankly, it's, uh, bordered on threatening,

1 but uh, I've, I've only dealt with it because that's  
2 what he's insisting on doing.

3 DARREN: But, you don't, don't, don't, don't, don't,  
4 don't do that, man.

5 BILL: Okay, I won't. We'll just, we'll just leave....

6 DARREN: You just flush him back, say "Talk to  
7 DARREN. Have you talked to DARREN? Meet with  
8 DARREN." That's how that goes.

9 BILL: Well, I'll run everybody back through you, and  
10 then uh, you know, ultimately, you know, it's really just a  
11 matter of keeping DON happy with the process.

12 DARREN: Well, DON, DON is, DON is, DON is thrilled.  
13 He's, he's really thrilled. We sat there for two hours.  
14 And uh, uh, and he told D'ANGELO, "Just, just calm  
15 down, man. I mean, just work with these guys, work  
16 with these guys." That's what he told him when I was  
17 sittin there, you know. But, uh, I, I asked him about,  
18 ahh, WEST VILLAGE, and he said it's ready to go,  
19 no problem.

20 BILL: Okay.

21 DARREN: We don't have no problem with that. But uh...

22 BILL: Well, good. That's not, wasn't the message I was  
23 getting from D'ANGELO, but I'll uh, I'll go with your  
24 wishes, and I will try and run them back through you  
25 guys.

1 DARREN: No, just do it, just do it. don't try, just  
2 tell 'em, "Y'all gotta talk to DARREN," and if there  
3 is any problem, then, you know... and there won't be a  
4 problem. There won't be a problem. But don't let  
5 'em, don't let 'em bulldoze you or strong arm you  
6 into, to, to you know, undermining or undermining us  
7 out here, man.

8 BILL: I understand. The, the other thing with these  
9 closings, just so you know, the dead, the clock is running  
10 on these deadlines. They're, they've got a few hours  
11 left. The Attorney General has stuff they're applying  
12 here, literally, just...I have...I sat at a conference  
13 room table. There were lawyers lined up in front of  
14 me just waiting for their turn to get SALEEM and I,  
15 and then break out and to do something else... finish  
16 a document, call an engineer, get a letter. It is  
17 completely nonstop, so I hope you know, there's, you  
18 know, I know it seems like "Gee, BILL, it's not possible  
19 You couldn't pick up the phone and call me back."  
20 But the reality is, it's not, it's not possible, and these  
21 things start at 9. I went until like nearly midnight  
22 the first night, then back in at 8 the following  
23 morning, and uh, our deal had to close on Friday.  
24 You know, normally, they, they'll go until 6 o'clock.  
25 They'll call us in about 2:30, and say, you

1 know, this set of lawyers, they want the, they want  
2 the deed recorded before 5 o'clock in Harris County  
3 because we were doing a ground, you know, buy the  
4 land, but do a ground lease from the Housing Authority,  
5 and you know, nobody anticipated that, and we were,  
6 you know, we basically had three or four hours worth of  
7 work to do in about 30 minutes, and you know...

8 DARREN: Okay.

9 BILL: You know, I, I'm..., I'm still negotiating my  
10 documents with my lender, and you know, he's  
11 putting the squeeze...

12 DARREN: I gotcha.

13 BILL: On me to sign something...

14 DARREN: I gotcha.

15 BILL: So there's just a lot going on. So I'll never  
16 leave you out...

17 DARREN: You, you said you left me a message on  
18 0-8-4-8?

19 BILL: Yeah, several, so check 0-8-4-8. Now, I'll only  
20 call you on 0-8-5-0 unless you tell me otherwise.

21 DARREN: Okay.

22 BILL: See, 0-8-4-8 is the one I have on my auto dial  
23 on the, on the cell, so...

24 DARREN: Okay, we'll see how... I'll, I will, if I'm  
25 not on one, I'll usually tell you I'm on the other, but...

1 BILL: No problem, okay, well, we'll try...

2 DARREN: Let me, let me ask you this, BILL, because  
3 we are, let, we're looking at another deal, one that we,  
4 we will actually meet with DON on, on the, ahh, on that,  
5 uh, well, well a couple of things. On, on the Southern  
6 Skates, and we have one other deal that we're looking at  
7 that might, that might need us to put some earnest money  
8 down as soon as Friday. If you guys are in a position to  
9 hook us up before next Monday, I know that you said that  
10 all of that closing and...

11 BILL: Yeah, just, just get, just get me the information.  
12 Fax me whatever you've got on the deal and what you  
13 need and when, and let me look at it here and that'll,  
14 the earlier you get it to me, then, the earlier I can  
15 commit and react.

16 DARREN: Okay, well, that's, that's, that's what we're,  
17 we're looking at, we're looking at a couple of, couple of  
18 pretty hard deals right now and so, it's going to  
19 require some earnest money, but if we can't get, you  
20 know, our end closed until Monday... I mean  
21 preferably, it would be really helpful if we could get  
22 it before, or by no later than Friday sometime.

23 BILL: Well, we'll try, like I said, the deal has to close  
24 on the 27th, which is Thursday, and so money then would,  
25 again the land has to be bought on the 27th. It's, we

1 would normally not see money until Friday, so if we can  
2 get your money on Friday, we will. Like I said, at the  
3 worst, it will be is the following Monday, but uh, but  
4 I'll ahh, tell, everybody it needs to be Friday. If you  
5 can get me the stuff on the earnest money, uh,  
6 contract and what you need, we might be able to do  
7 that just ahead of time and not worry about it.

8 DARREN: I appreciate that, man.

9 BILL: We're not without resources, as you know.

10 DARREN: Well, well, that's...I, I understand. I'm just,  
11 I'm just...I'd, I'd feel a lot better if we had it in hand,  
12 but, you know, we can, we can work, we can work  
13 toward that...

14 BILL: You know, frankly, this deal at PECAN GROVE is  
15 in hand, as long as we pitch up with the building permit  
16 here in about the next three or four days, so I will call  
17 you on Monday or Tuesday if we're having a problem.  
18 I've got somebody down in Jefferson working with them.  
19 We're pretty, we're in pretty good shape, frankly. We've  
20 been through all the reviews. We had got final  
21 comments on uh, you know, from all the utility groups  
22 last week. We got, uh, all their comments have been  
23 incorporated into the plans and sent back to them, so we  
24 should be in a, see, we've also paid a, they have about a  
25 \$6,000 or \$7,000 expeditor fee that should be paid and

1 get early release, and we've paid that. So, I may  
2 need your help on that, so let's stay in touch.

3 DARREN: Okay. Look here, I should be hearing from...  
4 well, I did talk to CHARLIE REAGAN, the guy who uh,  
5 uh, you know, we talked about doing the retail concept.

6 BILL: Right.

7 DARREN: He called me and, and uh, I'm gonna... I  
8 really need a set of plans for him as well.

9 BILL: That's fine. I just, if you'll coordinate with  
10 Jerry Nunnally and myself, we'll get you as many sets  
11 of plans as you need.

12 DARREN: Tell him I need, tell him I need two sets.

13 BILL: Do you like the little reduced sets, or do you  
14 want the roll-outs?

15 DARREN: No, he needs the roll-outs. I think, I'm sure  
16 that's what, you know, uh, uh, BILL G and, and, uh,  
17 CHARLIE would like.

18 BILL: Okay, we'll tell UI to jump right on it right  
19 away...

20 DARREN: I will.

21 BILL: And, and uh if I don't answer, leave me a  
22 message.

23 DARREN: Okay, man.

24 BILL: I hope you feel better.

25 DARREN: Alright. You have a good evening.

1 BILL: Hey, you know, I really appreciate you trying to  
2 protect me here from, ahh, D'ANGELO and, and all  
3 that's going on.

4 DARREN: Man,...I, I mean, D'ANGELO's young, and  
5 he's trying to, he's trying to do some things, and he  
6 not doing it the right way, and so, you know, just,  
7 just, just send him, the easiest and the simplest way  
8 to do it is say, "Hey, talk to DARREN. I have DARREN,  
9 I have DARREN as the project manager, and he's  
10 making all those calls." And you, you, I mean you  
11 can't get it any better than that.

12 BILL: Well, then, then, ahh, then you're in the loop  
13 coordinating with DON HILL instead of D'...it sounds like  
14 like whatever D'ANGELO was telling DON in your  
15 meeting wasn't uh...

16 DARREN: No, he, he, nah, he wasn't, he wasn't,  
17 he wasn't on the up and up or...

18 BILL: He wasn't, he wasn't do, doing me any good, so...

19 DARREN: No, well, he wasn't dogging you out, but he  
20 uh, it was clear that he wasn't on the up and up.

21 BILL: Well, I, I don't, I, hopefully, I won't get, have  
22 to get into that, so...

23 DARREN: No, he won't, it was, it was, ever, everybody  
24 picked up that he wasn't on the up and up.

25 BILL: Well, be, be sure and tell him my name is BILL

1 FISHER, not BRIAN POTASHNIK. LAUGHS.  
2 DARREN: Gotcha. LAUGHS. Alright, man.  
3 BILL: You know exactly what I mean. LAUGHS.  
4 DARREN: Make a note and see what you can do  
5 for me for Friday, man.  
6 BILL: Oh, we'll get you covered on it. Just send me  
7 the stuff, tell me what you need. If we can do it, we'll  
8 do it. I mean, like I said, I could, I'll probably be able  
9 to do something like that on Thursday before it even  
10 becomes an issue but...  
11 DARREN: Okay, well I'll call...  
12 BILL: Fax, fax me the UI, and get well!  
13 DARREN: Okay, buddy. Thank you so much.  
14 BILL: Yeah, I mean, I don't want you bringing whatever  
15 you got to, to Austin! LAUGHS  
16 DARREN: Gotcha, buddy.  
17 BILL: Thank you.  
18 DARREN: Bye bye.  
19 BILL: Bye.  
20 END OF CALL.  
21 FISHER: That was, uh, that was DARREN REAGAN, uh, at  
22 7:40 on, uh, Sunday, talking about a meeting he had with  
23 DON and D'ANGELO Lee.  
24  
25