

1 D'ANGELO LEE: Yes sir.

2 RON SLOVACEK: Hey, I just heard back from KYLE.

3 LEE: Uh huh.

4 SLOVACEK: The, ah, this is UI what Mr. SPEIGEL  
5 agreed to. You got, you in the middle of something?  
6 You got, you got a minute to talk or do you want me to  
7 call you back?

8 LEE: Oh no, no, no. Let me... Hold on, hold on. I  
9 got six of these that I'll keep in the mail. Okay,  
10 RON, what did he say?

11 SLOVACEK: Ah, TOM called me back and said MR.  
12 SPEIGEL agreed to that last offer, so....

13 LEE: What was the last offer?

14 SLOVACEK: That was the, ah, sixty days UI. It's  
15 going to cost us \$10,000 regardless for sixty days  
16 until you UI. \$10,000 every thirty days  
17 thereafter. The day that we sign the contract, it's  
18 going to be \$100,000 at the title company, non-  
19 refundable, so, ah, that's kind of where we are with  
20 this.

21 LEE: Okay.

22 SLOVACEK: And that's at 5.5 million.

23 LEE: So at 5.5 we got to put \$100,000. And it goes  
24 hard, the day of the contract?  
25

1 SLOVACEK: No, yeah. We're going to have a, ah,  
2 \$10,000  
3 LEE: Redevelop dividends.  
4 SLOVACEK: Ten thousand dollars the first sixty days.  
5 LEE: Okay.  
6 SLOVACEK: Ten thousand dollars every thirty days  
7 thereafter. The day, the day, the day that we decide  
8 that we're going to close it, and sign the contract.  
9 LEE: \$100,000.  
10 SLOVACEK: \$100,000.  
11 LEE: Okay, he, he wouldn't take, ah, he wouldn't  
12 take 3.6  
13 SLOVACEK: No.  
14 LEE: And just close it? ...LAUGHS...  
15 SLOVACEK: His response was this area is rising.  
16 LEE: Well, he knows that because we told him that.  
17 He didn't know that beforehand.  
18 SLOVACEK: Well, now he says he's got a FOOTLOCKER  
19 interested in coming over there, too.  
20 LEE: Well, that's good.  
21 SLOVACEK: Yeah.  
22 LEE: Tell him we need that.  
23 SLOVACEK: Oh yeah. So, anyways, that's why he's  
24 kind of starting to back off, I think is.... You  
25

1 know, that's why he's firm on his price. No quick.  
2 You know. I want that price, that's it.  
3 LEE: That's a good deal.  
4 SLOVACEK: That's it.  
5 LEE: That's a good deal. Because he's going to  
6 find....  
7 SLOVACEK: Went to the LR. He's going to send, ah  
8 making the changes to the LOI. KYLE is. He's  
9 sending it over to the guy's attorney and we'll fix.  
10 LEE: Okay, that's good news.  
11 SLOVACEK: That's kinda where it is.  
12 LEE: That's good news.  
13 SLOVACEK: I'd feel a lot better if we had it signed  
14 from him but that's kind of where we are right now.  
15 LEE: Okay, you saying, he's, he's sending it over to  
16 his attorney? Hold on for a minute.  
17 SLOVACEK: Yeah. KYLE is sending it over to his  
18 attorney, to SPEIGEL'S attorney. So, hopefully in a  
19 day or two, we should have that, you know, done.  
20 LEE: Okay. That works.  
21 SLOVACEK: Because the, the LOI has a attached  
22 to it, the contract, so the LOI is easy. The  
23 contract verbiage might go back again but that's what  
24 KYLE will deal with every day.  
25

1 LEE: Cool, cool. Good. Good negotiation. Good  
2 negotiation, my friend.

3 SLOVACEK: Well, again, I'd feel a whole lot better  
4 if it was signed.

5 LEE: Signed.

6 SLOVACEK: But, you know.

7 LEE: Well, he said he's going to sign it so, you  
8 know, we got seventy-two hours to get it done.

9 SLOVACEK: Yeah. That SPEIGEL guy, though, every, every  
10 time we talk then something changed. That UI guy.

11 LEE: Uh huh.

12 SLOVACEK: I mean, ah, these, these UI.... This  
13 guy's a tough negotiator.

14 LEE: Yeah, yeah. I ain't mad at him, you know?

15 SLOVACEK: He, he gets a little bit, and he says damn,  
16 maybe I should get a little bit more, and he's...

17 LEE: LAUGHS.. Like I say, I'm not mad at him. I'm  
18 loving negotiating deals. I just, I just, I, I just  
19 heard, I just hate that we on the other side of the,  
20 ah, deal.

21 SLOVACEK: I, exactly.

22 LEE: I wish he would negotiate for us. Man, that  
23 would be great, you know?

24 SLOVACEK: Well, I, I told KYLE too is the UI.  
25

1 To me this guy's a, I said. What do you think this  
2 guy's, ah, offering him a position like this? Leave  
3 him in the deal. Or, tell him we'll look at his other  
4 deals to see if we can, ah, you know, ah, boost a  
5 little support for him on his other deals.

6 LEE: What did he say?

7 SLOVACEK: Nah.

8 LEE: ...LAUGHS...

9 LEE: I think I UI run. I'm, I'm not mad at  
10 him.

11 LEE: ...LAUGHS... Don't you think that UI,  
12 need to get in a, in a conversation with that now.

13 SLOVACEK: Okay.

14 LEE: 'Cause we can. I don't mind waiting for the  
15 nine UI, we already in the march.

16 SLOVACEK: Right.

17 LEE: Hold on for a minute. Hold on, hold on.

18 Good afternoon.

19 UNKNOWN MALE: Well, boy, what's up?

20 LEE: What's up my friend?

21 UM: What's going on?

22 LEE: Okay, I just left the bank and, ah, they show  
23 that the deposit was made. It's made in your name.

24 It's made at your address. They show that it was

25

1 posted on your account. On the 25th, I made the  
2 deposit on the 24th. And so she's like. I mean,  
3 unless there's another UI, at, ah, 4:09 in New  
4 York. You know, and typically they don't show you,  
5 you know. So, she showed me that this is, it's there.  
6 I mean, it's posted in his account.

7 UM: All right. Well, I call them, 'cause when I  
8 went there and I called you, it wasn't there. I'll  
9 call them. You all right?

10 LEE: Yeah. Call me right back. Cause I mean, I  
11 just, I just left there right now. I'm just getting  
12 my shoe shine right now.

13 UM: You getting a shoe shine?

14 LEE: Yeah, so.

15 UM: You're a pretty boy, aren't you?

16 LEE: I don't know about all that. I just get my  
17 shoes shined.

18 UM: You're a clean cut boy, aren't you?

19 LEE: I, I guess.

20 UM: Ain't nothing wrong with that.

21 LEE: You can say that.

22 UM: All right, all right. I'll call you back.

23 LEE: All right. Peace. RON?

24 SLOVACEK: Yeah.

25

1 LEE: Okay. Yeah, I just. I, I know. I don't have  
2 a problem with the nine, with the nine percent. I  
3 hate the fact that this phone just echos.  
4 SLOVACEK: Let me turn my dial a bit, it might help.  
5 LEE: No, it's my phone. Well, it's better. Hello?  
6 SLOVACEK: Yeah.  
7 LEE: Yeah, it just, it just reverberates. I don't  
8 have a problem waiting for the nine percent. But  
9 TERRY's going to have to do a lot of due diligence to  
10 get us ready for that. And we need to be ready. We  
11 can be ready in the early phase of January for the  
12 submission of the deal.  
13 SLOVACEK: We'll I've got a meeting. I've got a  
14 meeting set up. I actually had one set up for  
15 yesterday but I was going to be gone, I mean tomorrow,  
16 I'm going to be in Austin all day tomorrow.  
17 LEE: What time do you leave?  
18 SLOVACEK: UI...not to talk about the town  
19 home stuff, ah, but I moved it to Wednesday.  
20 LEE: She said when you locate a site, you know, I,  
21 I'm going to do my due diligence to make sure that,  
22 ah, the demographics will support it.  
23 SLOVACEK: Uh huh.  
24 LEE: And then during that time, you're, you're  
25

1 lobbying.

2 SLOVACEK: Right.

3 LEE: You're going back and forth, you know. So,  
4 when the application comes through, you've already  
5 sold your deal.

6 SLOVACEK: Hey, this is KYLE calling me.

7 LEE: Uh huh.

8 SLOVACEK: Let me see if this is. Hang on a  
9 second, D'Ang. Let me catch this.

10 LEE: Or, just hang up and call me back.

11 SLOVACEK: I'll call you back.

12 LEE: All right.

13 END OF CONVERSATION

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Target:	DAngelo Lee
Line:	214-729-3484
Session:	887
Date:	02/28/2005
Start Time:	13:33:49 CST
Duration:	00:09:37
Direction:	Incoming

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