

1 DARREN REAGAN: Hey BILL.

2 FISHER: Yeah.

3 REAGAN: I'm over here...

4 FISHER: Yes sir. You alright?

5 REAGAN: I'm fine. What about yourself?

6 FISHER: I'm alright.

7 REAGAN: Good, good, good.

8 Alright. Ahh this is the...

9 FISHER: I brought and then this one I don't

10 know who to make it out to.

11 REAGAN: Ahh, OK.

12 FISHER: And then I'll need to fill something in so.

13 REAGAN: It'll be BSEAT. It'll be B-S-E-A-T.

14 FISHER: I thought this was to go ahh...

15 REAGAN: It's gonna be the B-S-E-A-T.

16 FISHER: This is gonna take care of that?

17 REAGAN: Yes, this is gonna be B-S-E-A-T. Yes.

18 FISHER: What about, what about the RA-MILL guys?

19 REAGAN: We, we don't, just B-S-E-A-T. I'm taking care of

20 everything else.

21 FISHER: OK. Alright. So I won't hear from those guys?

22 REAGAN: You haven't heard from 'em.

23 Pause

24 REAGAN: So you wanted to go over something on this?

25 FISHER: Well, let's, let's talk about these, you know?

1 There's a lot in this agreement as I've told you  
2 before I can't do because it requires all sorts of  
3 third party approvals UI.

4 REAGAN: Listen, BILL, I gave you ahh, I gave you ahh, I  
5 gave you a good faith move yesterday. I UI. I said  
6 we would initial ahh and say if, now, if it's, if the ahh  
7 developer, the developer fee is giving you a headache,  
8 we can, we can negotiate that. So what'd you, what'd  
9 you wanta do?

10 FISHER: What I really wanta do is I want you and I to  
11 take about an hour and a half and sit down together  
12 and go over these agreements in detail and come up  
13 with some kind of form...

14 REAGAN: This is real easy BILL.

15 FISHER: That it, actually let me just tell you why  
16 it's not. First of all, a, a lot of this stuff  
17 requires approvals. Many of which I can't get done.  
18 But if I have any chance of getting it done,...

19 REAGAN: Mm-hmmmm.

20 FISHER: These agreements are gonna have to go to my  
21 attorney and other peoples' attorneys.

22 REAGAN: Here's, here's what you, here's what you,  
23 here's what you said. Here's what's on public record.

24 Here is what the commitment has been. I mean

25 everything that you guys have said by way of

1 commitment is in there and the conversation you've  
2 had, we've had with you. Conversations you've had  
3 with D'ANGELO and us and, you know, and ahh what  
4 SUZAN has represented for the ahh Planning and  
5 Zoning Committee meeting. Aah specifically and aah  
6 she, she when asked about the particulars on Dallas  
7 West she said well the developers are here. DARREN  
8 REAGAN and she represented me and the BSEAT as  
9 developers and I had to step down in that capacity to,  
10 to address...  
11 FISHER: Well I'm sorry she put you in that position.  
12 You know we, we have...  
13 REAGAN: But I'm, but that's not...  
14 FISHER: We have an agreement that was signed a long  
15 time ago on West Village,...  
16 REAGAN: Mm-hmmm.  
17 FISHER: The application in there is clear about who the  
18 developer is. You're looking for some changes and I  
19 understand that you're, that you're driving the wagon  
20 here. I mean there's no question that I'm trying to  
21 meet your requirements.  
22 REAGAN: OK. Your, your, your headache is, your  
23 headache is as part of the developer.  
24 FISHER: Frankly my headache is the whole form of the...  
25 REAGAN: We can't deal, we can't, I, I cannot go back.

1 I cannot go back without your signature on this.

2 FISHER: DARREN , let's just look at some of this stuff

3 here. I have, I have UI...

4 REAGAN: OK. I'm, I'm, I'm here I gotta...

5 FISHER: I haven't even, I haven't even shown these

6 agreements to my attorney.

7 REAGAN: OK. I'm asking you...

8 FISHER: Because they cry out for something potentially

9 improper.

10 REAGAN: OK well give me ahh, give me, give me an

11 example. OK. We on the homes of Pecan Grove. What,

12 what on there is giving you a headache?

13 FISHER: All of this stuff associated with your

14 requirements and city officials and zoning and

15 everything else.

16 REAGAN: What are you talking about?

17 FISHER: This, this agreement cries out...

18 REAGAN: This is, this is, this is ahh this is...

19 FISHER: The amended West Village.

20 REAGAN: OK so...

21 FISHER: This, I have not shown this agreement to my

22 attorney 'cause I think it...

23 REAGAN: OK, but I'm saying what, what, what...

24 FISHER: I think it implies something that is

25 potentially, could be considered improper. So we're

1 gonna have to come up with a form of an agreement that  
2 I can circulate not only to my own lawyer, but to  
3 third party lawyers. I'm gonna have lenders and  
4 investors in this deal. In order to get it done again  
5 we're wasting our time.

6 REAGAN: OK.

7 FISHER: That are gonna have to see this agreement.

8 REAGAN: I understand what you're saying.

9 FISHER: And it's gonna have to be in a form that  
10 doesn't send off signals that...

11 REAGAN: Ahh BILL, we, we're trying to get some things  
12 done tomorrow.

13 FISHER: Well.

14 REAGAN: OK so I'm....

15 FISHER: You know, DARREN you and I are gonna need to  
16 take if you want an agreement changed from what, if  
17 you can live with what we already have in Dallas West  
18 Village...

19 REAGAN: I've been, no, no I've, you, BILL, BILL...

20 FISHER: And we can work on it afterwards and we....

21 REAGAN: BILL you know how long you've had this? You  
22 know long you've had this? That's how long you've had  
23 that.

24 FISHER: But then I got this on Thursday.

25 REAGAN: You got this on the 16th, amended and, and so...

1 FISHER: That's right.

2 REAGAN: And so this about the sub-contractors, we,  
3 I mean, I, I can't move from that.

4 FISHER: Look. I can't get irrevocable letters, you and  
5 I have talked about this. It doesn't work that way.

6 REAGAN: OK. BILL, what, what...

7 FISHER: You're asking DARREN , you're asking me to do  
8 things that can't get done.

9 REAGAN: Listen, listen, listen, listen, listen, listen.  
10 Ahh we can get it done. We gotta get it done.

11 FISHER: Well if it, no...

12 REAGAN: Let's take it, let's...

13 FISHER: It doesn't matter. You're asking me to do  
14 things that cannot be done in a project and get, draw  
15 money...

16 REAGAN: I cannot, I can,...

17 FISHER: And financing on it.

18 REAGAN: I can, I cannot go and not have your  
19 signature.

20 FISHER: Well, you know, it's unlikely to happen today.  
21 So where do we go from here?

22 REAGAN: Well...

23 FISHER: Why can't you live under the original  
24 agreement,...

25 REAGAN: I...

1 FISHER: And we'll work on it after the 20, 23rd.

2 REAGAN: No, this is, this is, this, this is, this is  
3 a compilation of, of, of inputs from other folk other  
4 than yourself.

5 FISHER: I understand that. You've made...

6 REAGAN: So, and so...

7 FISHER: That abundantly clear and it's a requirement  
8 for me to get across the finish line.

9 REAGAN: And so, hold, hold on so I need to have your  
10 signature on this now. Hold on, hold on.  
11 If and then I'm gonna, I'm gonna, I'm,  
12 we'll take it one step at a time. This, this...

13 FISHER: This whole form of these agreements DARREN  
14 doesn't work. It can't get done.

15 REAGAN: I cannot, I cannot, I, do you want me to go  
16 back and you want, I have, I have an 11:00  
17 appointment BILL, do you want, do you expect me to go  
18 back and say this ain't gettin' done?

19 FISHER: What I, what I would expect you to say is what  
20 we have gotten done...

21 REAGAN: OK. Do you need, do you need...

22 FISHER: What I have UI...

23 REAGAN: Do we, OK BILL I'll tell you what I, what I  
24 will, what I will...

25 FISHER: You have an agreement we have

1 already signed and we're...

2 REAGAN: What I will do.

3 FISHER: Working on something...

4 REAGAN: No, but this here, this, this, this here was,  
5 this all of this was after the original agreement that  
6 was signed in October. Here's what I'll do then.

7 FISHER: I have, I have...

8 REAGAN: Here's what I'll do, you need more time....

9 FISHER: I have sent...

10 REAGAN: Is this what you say you need some more time?

11 FISHER: You and I are gonna have to...

12 REAGAN: OK. OK....

13 FISHER: Spend some serious time on these agreements.

14 REAGAN: Why don't we, why don't we, here's what  
15 we'll do then.

16 Pause

17 REAGAN: The, the next, the next time this can be heard  
18 before Don is March the 9th. So do you want, ..

19 FISHER: A very big sigh

20 REAGAN: We can take till the 9th to work through  
21 this? We gotta work through it.

22 FISHER: There's no way to do it and work on it  
23 afterwards?

24 REAGAN: Not, not, not right now.

25 FISHER: I understand you're in control. We take some

1 risk with the seller that he won't extend, but...

2 REAGAN: We, we'll, we'll, ahh we you and I will commit  
3 to having this done by the 9th and you tell the seller  
4 that we will have it done by the 9th.

5 FISHER: The...

6 REAGAN: You have a copy of this. So BILL I'll  
7 encourage you to go back and work through these items  
8 and say ahh what you can do and what you, no, no,  
9 don't, don't, don't come back and tell me what you  
10 can't do. But you tell me what you would negotiate  
11 and move on. OK?

12 FISHER: But, but fundamentally it's really, you're,  
13 you're saying this is what you have to do. And I'm  
14 just telling you what I can't do.

15 REAGAN: OK BILL.

16 FISHER: If you're looking for...

17 REAGAN: You said you need, we need to spend an hour and  
18 a half of our time.

19 FISHER: Good...

20 REAGAN: So let's, OK so...

21 FISHER: Because a lot of this agreement's gonna have to  
22 be cleaned up so it can be shown to third parties.

23 REAGAN: OK, well let's, well let's, well let's do that.  
24 I, I will, I will recommend and, and ahh I will say  
25 that we will have something iron clad by the 9th that

1 we'll get done. I agree to that.

2 FISHER: And so what, what will happen tomorrow?

3 REAGAN: We'll just, he'll obviously put it on the, on  
4 the agenda for March 9th.

5 FISHER: So it'll get postponed again?

6 REAGAN: Yeah. We'll get, we'll get it done on the 9th.  
7 You take it, you, it's, the ball is on your end of  
8 court man not mine.

9 FISHER: You guys are setting the  
10 requirements. Some of them I can't do.

11 REAGAN: Listen.

12 FISHER: You want me to come back and interject  
13 requirements for myself.

14 REAGAN: Do, listen here, BILL.

15 FISHER: I can't volunteer those, I can tell you what I  
16 can't do.

17 REAGAN: Take it and do what you, wait a minute.

18 FISHER: I have tried to explain to you why I can't do  
19 it. Not like I'm making it up or negotiating.

20 REAGAN: Listen to me.

21 FISHER: I'm not. You're just asking me to do things....

22 REAGAN: Listen to me.

23 FISHER: That can't be done.

24 REAGAN: No, no I'm asking you to do what you said you  
25 will do. You need to go back, look at this, mark it

1 up and let's talk about it. And work toward a deal.

2 FISHER: Well, you and I need to sit down and go over  
3 the agreement.

4 REAGAN: I don't care.

5 FISHER: You, you, you need to, you need to  
6 also look at this form and understand that there's  
7 some things that are in there that can't be in there.

8 REAGAN: Well then you need to tell me.

9 FISHER: OK, alright.

10 REAGAN: OK you need to tell me that.

11 FISHER: Well you look at it and you understand too....

12 REAGAN: I will do that and I will tell, I will...

13 FISHER: You know my lawyer has to look at it...

14 REAGAN: I don't...

15 FISHER: Ahh an investor's lawyer has to look at it.

16 REAGAN: UI...

17 FISHER: Our lender's lawyer has to,...

18 REAGAN: Our lawyer has looked at it BILL.

19 FISHER: Your lawyer's looked at this?

20 REAGAN: Our lawyer has look at this. I mean this is  
21 nothing that's, that's made up. None of this...

22 FISHER: And they don't, and they don't think that's  
23 gonna raise any question marks with ahh...

24 REAGAN: No, no. So what you do, you, you take, you  
25 take this and y'all and you go through this. And,

1 and, and get it, let's get it worked out. I can't get  
2 it worked out until you, until you get it, give me a  
3 ahh, get...

4 FISHER: Just, just so you'll know, I mean obviously  
5 I've, I've...

6 REAGAN: That's good faith, that's good faith.

7 FISHER: I paid the money.

8 REAGAN: You, you made good UI...

9 FISHER: I have, I have contacted all these people  
10 you've probably heard that already. I've sent  
11 packages out to all of them.

12 REAGAN: UI and, and by, by the time this rolled around,  
13 we'll have those guys on board. We should have those  
14 guys on board.

15 FISHER: Well, is this another requirement we're gonna  
16 have to do between now and the 9th?

17 REAGAN: This is all we, this is all we've had to do.  
18 This is all we've had to do BILL.

19 FISHER: Well, I don't have a permit yet on Pecan Grove  
20 so it's not like I'm rushing up against, the carpeting  
21 is like 9 months away.

22 REAGAN: I know that. I know that.

23 FISHER: OK. I just...

24 REAGAN: I know that, but I'm saying let's get the  
25 contracts in place.

1 FISHER: Well are you just, you tell me that's a  
2 requirement 'cause I need to know when you...

3 REAGAN: Yeah, yeah, yeah.

4 FISHER: So I have to...

5 REAGAN: Get, get the requirements...

6 FISHER: I've already, I've already covered the...

7 REAGAN: We got, we, we, we...

8 FISHER: Covered that part.

9 REAGAN: Right. You get those guys...

10 FISHER: Work on this.

11 REAGAN: Get these guys in there, we can talk about  
12 what needs to happen up here. I ain't, listen, let  
13 me, let me, let me tell you something. This is, this,  
14 this is going to help ahh go toward the some  
15 development pieces. So whatever you can do, and  
16 whatever you can't do, you say DARREN look this is how  
17 we need to do this and this is how we need to do that.

18 FISHER: One of the issues here is you control the  
19 document. So what I'd like you to do is why don't we start  
20 with let me tell you what I can't do. You take it out of  
21 the agreement, see how it looks to you and then you...

22 REAGAN: BILL, OK, what we, what we can do OK. Here,

23 FISHER: Add back your minimum requirements.

24 REAGAN: here listen look here we can't, we can't, we  
25 can't take these guys out. We can't take these guys out.

1 Those, those, those ahh persons that's gonna work. The  
2 subs. We can't take those guys out. Hold on.

3 FISHER: Except what the parameters are for them getting  
4 the work.

5 REAGAN: Yeah. I mean we, we know...

6 FISHER: It's always been the same. They have to be  
7 capable of doing the work.

8 REAGAN: We're gonna negotiate the bid.

9 FISHER: They have to have some experience and they've  
10 got to be in the market.

11 REAGAN: OK.

12 FISHER: For the deal.

13 REAGAN: What PRINTICE does, PRINTICE sit  
14 down with these guys and they say look guys this is  
15 what, these are the dollars that we're working with,  
16 this is what we're doing.

17 FISHER: So yours and PRINTICE is a discussion.  
18 PRINTICE says I'll give the guys a number.

19 REAGAN: They said he'll sit down and negotiate the,  
20 negotiate the, the contract.

21 FISHER: And he's not looking to pass any extra cost on  
22 to me?

23 REAGAN: No, he's gonna deal directly, you know?

24 FISHER: Because you know he has a fixed price contract  
25 with me.

1 REAGAN: Alright he has a fixed price so that's the  
2 point...

3 FISHER: So this is something you guys'll work out?

4 REAGAN: He's got the, he, you have to...

5 FISHER: But then why don't you say that in there?

6 REAGAN: But here's, here's the thing BILL. You have  
7 to, you talk to PRINTICE more than I do. I'm talking  
8 to you. So you tell PRINTICE, you re, remind PRINTICE  
9 that look, you sit down and you negotiate the deal with  
10 these guys. You negotiate it, you negotiate it as the  
11 prime. As he would with, with any of his other....

12 FISHER: Yeah and I have no idea how he does, I've, you  
13 know, we bid our stuff, he bid against other people.

14 REAGAN: OK.

15 FISHER: If he doesn't bid then that's his I mean the  
16 prime contractor, all I have is a veto power over his  
17 guy.

18 REAGAN: OK then well I, here's, here's...

19 FISHER: And with a veto power is if I don't think the  
20 guy pays his bills or he's not qualified to do the  
21 work is pretty much it. If it's in his, as long as  
22 you're not asking me for extra money, he is generally,  
23 this is kinda this approval. Some of this approval  
24 issue we discussed. You know generally he would  
25 approve that subject to a final review by us.

1 REAGAN: Take this, take this...

2 FISHER: Mostly to make sure we meet that minority  
3 requirement.

4 REAGAN: Wait, listen, don't, listen I wanta tell you.  
5 Don't go back and don't go back and cut this up. You  
6 go back and you be reasonable with this. We're not  
7 gonna take these guys out. We're going to talk about  
8 the, I mean what's important to, to us obviously as  
9 project managers is that we're not out there as a  
10 black face on anybody's project. We're out there in  
11 a, in a meaningful role and that you guys don't come  
12 out there bum rushing over, over me, over my folk,  
13 over ALLEN, GAYLE or who anybody representative of  
14 BSEAT. You guys don't come out there and, I know how  
15 this stuff happens on construction sites. I've seen  
16 it and fortunately I've been in control of it, but...

17 FISHER: Can you give me an example I don't really know.

18 REAGAN: OK.

19 FISHER: Let's assume that Mr., that Carolyn Smith gets  
20 the landscaping.

21 REAGAN: OK.

22 FISHER: She's got a contract with the....

23 REAGAN: Her, her work, her work is with PRINTICE.

24 FISHER: UI. So how would I...

25 REAGAN: So you as a GC, you as a GC you don't have any

1 role in that.

2 FISHER: Well, except ultimately I have to accept the  
3 work from PRINTICE.

4 REAGAN: Yeah, yeah. But you don't, but you don't go  
5 out there...

6 FISHER: And if I say the trees aren't right or whatever  
7 you know that, that will have an impact.

8 REAGAN: Yeah. Yeah. That's, that's... that's  
9 logical but it's, it when I, when I walk out on my, on  
10 my project site, BILL, I have a GC out there, my prime  
11 out there and they have subs to work...

12 FISHER: Right. They have, there's a lot of subs...

13 REAGAN: I don't got out there and talk to the subs as  
14 the owner or developer.

15 FISHER: No, you talk to the guy you have a contract  
16 with.

17 REAGAN: I talk to, That I have a contract with. And  
18 you say look that's not right. And that person...

19 FISHER: And I'm not gonna accept it so you need to fix  
20 it.

21 REAGAN: Yeah, that's what I'm talking about. And, and,  
22 and if you come out there ahh your, your folk come out  
23 there and say hey look here, this is not working then  
24 you have every right to call the project manager, us,  
25 and, and ahh PRINTICE in and say hey guys this is not

1 right. But not coming out on the job and, and  
2 slamming the subs. That's what I'm, that's what I  
3 don't wanta have happen out there. Ahh the developer  
4 comes out and start kicking the subs in the ass about  
5 work when you have a project manager and a prime,  
6 prime contractor out there.

7 FISHER: OK. When can you get back together so we can  
8 spend some quality time and go through...

9 REAGAN: I'll be available, I, what's tomorrow?  
10 Wednesday? You, you look at this and you I mean you  
11 tell, tell me when you'll be ready.

12 FISHER: OK. Alright.

13 REAGAN: Obviously, you know, we put some thought into  
14 it. I so I'm,...

15 FISHER: OK.

16 REAGAN: ... I'm waiting to hear from you. OK?

17 FISHER: Alright, I, I have a, there's some things I  
18 can't do that we're gonna need to clearly address.  
19 And...

20 REAGAN: OK, but ahh, we're not gonna take these...

21 FISHER: ...and there's some form things in here that  
22 we're gonna have to change. I think the agreement  
23 would raise a lot of eye brows. I'm concerned about  
24 that.

25 REAGAN: OK, well, let's...

1 FISHER: And I don't wanta cause any problem for us  
2 ahh...

3 REAGAN: Here's, here's the thing. I'm gonna ask you  
4 once again, BILL, do not call, don't talk to anybody  
5 other than me, because when you start...

6 FISHER: That's the requirement I understand.

7 REAGAN: Listen, listen. When you start making those  
8 calls, you piss people off.

9 FISHER: The reality is I...

10 REAGAN: Don't...

11 FISHER: I know who is in charge.

12 REAGAN: OK.

13 FISHER: It's crystal, it's crystal clear now.

14 REAGAN: I'm trying to, I'm, I'm, I'm, I'm trying to save  
15 the deal. All I had to say yesterday was kill it.

16 FISHER: And it was killed?

17 REAGAN: And it was killed. I said I'm gonna give BILL  
18 an opportunity to come out and let's talk about it,  
19 and try to work through it. And I give you guys ahh a  
20 report.

21 FISHER: And if we work through it, you're gonna tell  
22 'em...

23 REAGAN: It, you know I'm...

24 FISHER: Approval.

25 REAGAN: If, if we work through it, it's done.

1 FISHER: OK.

2 REAGAN: But if you,...

3 FISHER: You, you...

4 REAGAN: But if I'm gonna tell you, I'm gonna be  
5 honest with you. If you make one other call to  
6 D'ANGELO, 'cause D'ANGELO's gonna tell me and....

7 FISHER: That's obvious.

8 REAGAN: And if, if you make one call to DON or  
9 anybody else over there, you gonna kill it.

10 FISHER: Well you, you know SUZAN is meeting with  
11 him this morning. You knew that was coming.

12 REAGAN: Well I, I already knew that. I already knew  
13 that.

14 FISHER: OK.

15 REAGAN: But that, but don't do that no more BILL.  
16 Don't do that.

17 FISHER: Don't have SUZAN meet with him?

18 REAGAN: Don't, don't, there's no reason for her to meet  
19 with him.

20 FISHER: You know, you know DARREN, UI we have to do some  
21 regular stuff too on this.

22 REAGAN: Well, but you, but see what you're trying to  
23 do, you're trying to get the deal done aside from  
24 getting this done. And you can send, you can...

25 FISHER: Actually I,...

1 REAGAN: she oughta send a guard over there.

2 FISHER: There's no misunderstand, there's no  
3 misunderstanding whose in charge DARREN .

4 REAGAN: OK well don't send SUZAN.

5 FISHER: I believe, I believe we have to do the normal  
6 things we would do to or...

7 REAGAN: But do not send,...

8 FISHER: Again it raises red flags...

9 REAGAN: OK, but do not send...

10 FISHER: That will cause us trouble.

11 REAGAN: OK, but do not send ahh SUZAN back over  
12 there. SUZAN can call me just as you can. Alright.

13 FISHER: The last time she called me she told me she had  
14 a message from you saying you weren't...

15 REAGAN: I told her to talk with you about the issues  
16 that we had to deal with back then.

17 FISHER: Right.

18 REAGAN: But from this day forward, do not have SUZAN  
19 calling anybody but me. You do not call UI.

20 FISHER: So you'll handle DON and D'ANGELO exclusively.

21 REAGAN: You do not, listen, you do not call anybody.

22 FISHER: And SUZAN shouldn't call anybody.

23 REAGAN: Shouldn't call anybody but me. If you do, if  
24 y'all do that everything'll be fine. OK?

25 FISHER: All...

1 REAGAN: Just, just do...

2 FISHER: All roads through DARREN .

3 REAGAN: Just, just talk to me. Just talk to me and  
4 we'll get it done. Alright?

5 FISHER: You got DON enthusiastic?

6 REAGAN: UI ahh he's enthusiastic he said it, he said  
7 that he needs, he said you handle it.

8 FISHER: OK.

9 REAGAN: He said you handle that.

10 FISHER: Get this done? OK.

11 REAGAN ON PHONE .: Hey Brother? Hello. Hey. OK.  
12 I'll call over there. Alright. Bye'.

13 REAGAN OFF PHONE : Alright? Let's do that. You do  
14 not make another call.

15 FISHER: I understand.

16 REAGAN: OK? Alright.

17 FISHER: OK.

18 REAGAN: And, and I'm a man of my word whether you like  
19 it or not...Laughing..I'm a man of my word whether you...

20 FISHER: No, no poss, no possibility it'll pass tomorrow?

21 REAGAN: Nah.

22 FISHER: Laughing... I...

23 REAGAN: We gotta get the deals done, we gotta get our  
24 deal done.

25 FISHER: OK. Alright.

1 REAGAN: And that's, that's, that's the thing so you  
2 get...  
3 FISHER: And I won't get turned down tomorrow?  
4 REAGAN: If, nah.  
5 FISHER: OK, 'cause if I get turned down, it's six  
6 months...  
7 REAGAN: Nah, nah, nah, nah.  
8 FISHER: OK.  
9 REAGAN: It's, listen, just get the, get the, get  
10 PRINTICE working on the contracts. Y'all get working  
11 on the contracts.  
12 FISHER: OK.  
13 REAGAN: On, on the subs.  
14 FISHER: We may need to meet. The three of us may need  
15 to meet. Can you do that too?  
16 REAGAN: I can do that.  
17 FISHER: OK.  
18 REAGAN: But you know I, I don't know if, if me meeting  
19 is essential to getting those guys signed.  
20 FISHER: Well again I got stuff out to your guys;  
21 they're getting it today.  
22 REAGAN: OK.  
23 FISHER: So...  
24 REAGAN: Well they need, the way that read...  
25 FISHER: I'll fax a copy of the letter over, it's very

1 clear. Fill out all you can fill out. If you can't,  
2 call me I'll help.

3 REAGAN: OK. And I think you'll need to have...

4 FISHER: Just get, you're gonna give plans to bid you  
5 don't have to be the low bidder, but you gotta be in  
6 the pack. All you gotta do show, show you've got the  
7 skill...

8 REAGAN: OK.

9 FISHER: To do the work. That's all...

10 REAGAN: OK.

11 FISHER: I told 'em in the cover letter. Alright.

12 REAGAN: Alright.

13 FISHER: OK I'm gonna get a coffee.

14 REAGAN: Thank you BILL.

15 FISHER: Alright.

16 REAGAN: OK.

17 FISHER: OK. Do you want something for the road?

18 REAGAN: No, I gotta go man. I got, I'm running late.

19 FISHER: You gotta report.

20 REAGAN: I have to report.

21 FISHER: Say something good.

22 REAGAN: I will. I will.

23 FISHER: Laugh... Alright.

24 END OF THAT CONVERSATION

25