

1 D'ANGELO LEE (LEE): DONALD HILL?
2 DON HILL (HILL): Hey, what's going on
3 Commissioner? How you doing? Man, I'm sorry
4 you ran out there on us last night, man.
5 LEE: Yeah, I got that look from SHEILA,
6 like go...
7 HILL: Laughing...
8 LEE: Laughing... I was like, "No, that's okay, kill
9 me (UI). Laughter...
10 LEE: You know, she (UI) like, okay, hell you're
11 here you might as well (UI)...
12 HILL: Laughing...
13 LEE: (UI) I'm gonna let you have your moment. I'm
14 gonna let you have your time.
15 HILL: Laughing...
16 LEE: I know that if I give her, her time,
17 then she cool, well, I, you know?
18 HILL: I say, hey, man (stuttering) she treat it all...
19 me too, just like that. (UI) don't be
20 fooling with me, you know, don't bother me.
21 LEE: (UI)...
22 HILL: Hey, man, I want you to go, I want you
23 to ride over there with me, go with me, when I
24 go over to this thing over at Friendship West (UI).
25

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**GOVERNMENT
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1 LEE: Oh, the, ah, the, ah, debate is tonight?
2 HILL: Yeah, yeah.
3 LEE: Ah, that's right, that's right, this
4 evening, right?
5 HILL: Yeah, yeah, yeah.
6 LEE: Well, you know, I'm not gonna be in town.
7 HILL: Is your folks coming in? When you leaving?
8 LEE: I'm leaving tonight, this afternoon.
9 HILL: Oh, I didn't know that. Aw, that's right.
10 Okay, okay.
11 LEE: My daughter's, my daughter's birthday.
12 HILL: Oh, no, that's a big deal man, big deal,
13 gotta go take care of that.
14 LEE: Yea, (stuttering) I'm not even going to the
15 Commission today.
16 HILL: Oh, you're not? Okay. Okay.
17 LEE: I, I, but I, but I emailed 'em and
18 told 'em, I only have one case on there. And I
19 told 'em that I, you know, it was a re-plat, so.
20 I emailed and, and had GLENDA take it over
21 there, take a copy over to 'em so. It can be on
22 record, that I...
23 HILL: You in, you're in good, you're in good
24 shape, man.
25

1 LEE: Yes, yes.

2 HILL: You in good shape. You in good shape.

3 LEE: Hey, listen. A couple things. And, and

4 I, and I forgot to tell you that, ah, on, on

5 Boulder Street, you know, you know that I had

6 the, ah, the, ah, my salesperson leave her

7 agency and go over there with AL

8 HERRON, right?

9 HILL: Mm-hmmm, mm-hmmm.

10 LEE: And you know, and AL promised that he

11 would let her exclusively work on the deal.

12 HILL: Mm-hmmm.

13 LEE: On Boulder.

14 HILL: Mm-hmmm.

15 LEE: Well, oddly enough, ah, his office has been

16 issuing contracts on the properties that he was

17 supposed to transfer to his office, back to us.

18 HILL: What?

19 LEE: And then, and, and ironically, what happened

20 was, one of the, one of the persons we gave a

21 contract to, inadvertently called ANDREA. And

22 asked ANDREA, she said, well ANDREA she said, ah,

23 ahem are you guys with CENTURY 21 now, 'cause

24 someone from CENTURY 21 is writing contracts, and

25

1 is not from you all.

2 HILL: Oh, man.

3 LEE: And they're signed by VICKI JIMENEZ, who was
4 the woman that we sent over there. And, it's
5 another developer.

6 HILL: Oh, man.

7 LEE: And I'm, you can't win for losing, man.
8 I say, you know, I mean, you know, and then, then
9 it was for 19 lots, of the 19 that we already had
10 under contract, that the agreement with AL was
11 that if the, you know, when I transfer her over here
12 that, that all my contracts that needed to be
13 rewritten that you would rewrite them to me.

14 HILL: So, he's rewritten those 19 to him?

15 LEE: To, to someone else, yes. Through his
16 company he has (UI), he has obviously, 'cause I
17 don't think VICKI would have done this, without
18 some, you know? I just don't think that she would
19 do that. He obviously told her that this guy
20 wants to buy these lots over there, then write a
21 contract to him for those lots. Because
22 D'ANGELO's contract has expired. And, and
23 that was the whole purpose, that I could not
24 rewrite those contracts under a new broker, until

25

1 they expired. You follow me?

2 HILL: Yeah, no, I do, man. I do. I do.

3 LEE: I just, I just didn't know how to respond
4 to that, so I, I said I'm gonna put that in my
5 Councilman's hand, and let met know 'cause you
6 know I just, I just, man, I just think that,
7 that's just low down.

8 HILL: That is bad, man. I mean, and, and then,
9 and then, if he had a issue, talk to me about
10 it. (Stuttering) Let's see what the deal is, but
11 not for another developer.

12 LEE: Right, (UI).

13 HILL: Man, doesn't, doesn't that violate some
14 ethical rule, that real estate people have or
15 something?

16 LEE: It does. I mean, you know, the fact of the
17 matter, I mean, the, you know, and (UI) is he wait,
18 he waited, 'cause the whole thing was that, he
19 could not rewrite the contracts under CENTURY 21
20 because they was written under another broker.
21 And so they had to honor it, at least until my
22 termination date. And then at that time, VICKI,
23 all she had to do was rewrite them back to me,
24 under the CENTURY 21. But now she's rewriting

25

1 them to someone else under CENTURY 21. And I
2 know that she would not do that, you know?
3 And she called the other day, man, I couldn't
4 even talk to her, I was just like, you know I
5 need to wait, I need to just kinda step back
6 for a minute and try to make some sense of
7 this, 'cause I know that she has been working
8 on PETISS NORMAN's deal. He's been very (UI),
9 you know, and then anyway you know how my
10 mind start connecting stuff together, so, I have
11 to, you know, these conspiracies...

12 HILL: Yeah, man, yeah, man, started connecting
13 in my mind all of a sudden too, so (stuttering),
14 I'm kinda, I'm kinda at a loss right here myself.

15 LEE: Well, I just want you to process that with
16 me, and just kinda, you know, get some
17 understanding of it 'cause you know it just, from
18 now JOHN has left. He all of a sudden got a
19 development on Camp Wisdom, and now, my lots all
20 of a sudden, are just...

21 HILL: Yeah, yeah.

22 LEE: ...surprisingly coming up with some (UI), and no
23 one has said anything to me about it. This just
24 happened, you know, if somebody pick up a contract

25

1 and they end up calling the wrong number? And I,
2 I call it God, but you know, you know, it, it got
3 back to us.

4 HILL: Oh, man.

5 LEE: You know, so. I haven't even called 'em,
6 man, I just, you know, I said that I will, but I
7 was gonna shoot that by you. Ah, and then
8 number 2, BILL FISHER calls me. He calls me
9 yesterday and leaves a message on my phone, and
10 says, "Ah, ah,, ah, you're, you're spreading rumors
11 around about me, that, that my deal is dying.
12 That my deal is in default. And I just wanta
13 assure you that's not the case." And so, I
14 called him back I said, "BILL," I said, "First of
15 all," I said, "I raised that concern to a private
16 person." And I said, "Who is your client." "Now that...
17 she's your client," and I said, "I raised that concern
18 to her just purely to put you on notice." I said,
19 "It was not venomous, it was not anything of that, I
20 just wanted you to know what was being said out
21 there." I said, "For it to, to come back to me as
22 though I said something venomous is certainly not
23 the case."

24 HILL: Mm-hmmmm.

25

1 LEE: He said, "Well you know Commissioner, I knew,
2 that's not, it wasn't your flavor. I didn't think
3 that, that didn't sound like you." I said, "I just
4 want you to know that, that was not the case at
5 all." I said, "I was putting her on notice, 'cause
6 she didn't know." And he said, "Well it's not the
7 case, everything is fine." I said "Well, that's, if
8 it's fine, I'm cool with it."

9 HILL: Hmmm.

10 LEE: I'm cool with it. He said, "Well let's get
11 together and do something social," whatever, I'm
12 like, "Okay, cool." I mean, I....

13 HILL: Laughing...

14 LEE: I just wanta know why you (UI) the deal over
15 here, you know?

16 HILL: Ohhh, man.

17 LEE: (UI)... you should at least do what you say
18 you gonna do. Then he said, you know, he wanted
19 to talk about DARREN, I said, "I don't wanta talk
20 about DARREN." I said, "Whatever, whatever happened,
21 it, it happened and I'm through with that." I said,
22 "I've let that go, I have no problems with you, I
23 have no problems with your development or anything.
24 I want that to be reflected. I want you to hear

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1 that from me."

2 Pause

3 HILL: Yeah.

4 LEE: (UI).

5 HILL: Well, you handled that right. That, that,
6 just clean that up yeah, yeah.

7 LEE: Yeah, I wanted to nip that in the bud
8 immediately, and I want that to come direct from
9 me. 'Cause I know KATHY went over there and said
10 it in a, you know, whole messy way.

11 HILL: Yeah, yeah, yeah, yeah.

12 LEE: 'Cause I, 'cause I had mentioned it to her.
13 And to, and I even paused, I said, I don't know if
14 I, I said, "KATHY, I don't know even if I should
15 say this to you. And I don't really know how to
16 say it to you, but I, at least, I think you need
17 to know what has been said. You know? And, and
18 then you can use the information as you desire,
19 but I just wanta put you on notice." And it came
20 back in a business way.

21 HILL: Yeah, yeah, yeah.

22 LEE: 'Cause that, that...

23 HILL: You know man I, I, I, ah, I'm, I'm just,
24 let's, let's, ah, let's get back in town and then

25

1 let's go in here and start. You know (stuttering),
2 I think that it would be a good idea to maybe stop
3 anymore damage to at least, maybe call AL, and say,
4 "AL, you know, can, can me and you and Councilman
5 HILL kinda sit down, and let's just talk about what
6 we doing over on Boulder? Can we discuss it?"

7 LEE: Sure.

8 HILL: And, ah, and then don't, don't, don't, you
9 don't really go anymore than that, so maybe he'll
10 pause until we talk about it. Ah, I just think you
11 need to put him (UI), 'cause, because if, if he, he
12 may think you don't know what's happening, so, so
13 he keeps doing it and, and let's, let's at least
14 have a discussion before we, before we go any
15 further with it. It sounds like, ah, because you
16 thought, I, I don't know whether you've engaged
17 him, so he probably has a little legal room to
18 kinda do some of what he's doing. It's just not
19 right, and it's not consistent with what y'all
20 discussed, but, I'm not sure what, what, what,
21 I'm not sure he's violated anything, other
22 than a, a trust. And so we, we gotta stop this
23 right now, man, let's, let's, let's see what we
24 really dealing with here.

25

1 LEE: Absolutely. You know, and also I was
2 thinking about JERRY's proposal on yesterday
3 which is a great proposal. (Stuttering) And
4 JERRY, I, I think JERRY's very brilliant, ah,
5 but, but ah, just like, but JERRY also has a, a,
6 ah, a, a big, not fan-base, but, he has, I mean,
7 he knows a lot of developers and things that he,
8 I think, that he was, say, he, he was saying
9 at least I was reading between the lines, he had promised
10 developers
11 that if they would come to the southern sector
12 and build the affordable pieces, that eventually
13 they could move up to the second tier, and to the
14 third tier type of housing, and unfortunately,
15 that hasn't happened. And then, when I, when I
16 mentioned to him, you know, how to get that done.
17 You know he went and really made, and put it into,
18 you know, made it legislation, and made it policy,
19 which now is gonna be open range for, you know,
20 all the major developers, now to come in and
21 start putting in these higher homes, because they
22 still get the same benefit as doing an affordable.
23 Because higher-end is affordable. And then it kinda
24 clicked with me, particularly when, when we went

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1 to the, ah, LKC piece how it tied into DON WILLIAMS.

2 HILL: Yeah.

3 LEE: Then, how now, this 115 is gonna tie into
4 JOHN EDMONDS, because that's what he's doing. He's
5 doing a high end, ah, doing a high end, ah,
6 community in the south. Which, which, which I'm
7 sure that JOHN has shared that with him, with DON
8 indirectly, on how we gonna get that done.

9 HILL: Yeah.

10 LEE: And how they really motivated him to move
11 forward with that, in a more (UJ) way, 'cause this
12 is what's coming down the pipe line. And he used
13 us, our deal, which is fine, to be the impetus to get,
14 you know, at least your support.

15 HILL: Yeah.

16 LEE: And, and I think, and I think that we
17 perhaps need to pull that back in, because I
18 remember you were saying that, you know, D'ANGELO,
19 this, this should not be just a open range deal.
20 It needs to be per project. That we need to
21 consider this per project, so that we can make
22 sure that, that, that this, you know, this, this
23 concessions we're making is utilized. That it
24 doesn't happen like we did the affordable stuff.

25

1 HILL: Right. I know absolutely, you're
2 absolutely right. Well, and, and, and, and I, I
3 guess I'm just a little concerned about him
4 going on the board over at FRAZIER and then,
5 does, does that basically mean that they can't
6 get money from us? I just wanta make sure of that.

7 LEE: Right.

8 HILL: I, and I, I'm not, I'm not, I'm not certain
9 about that. And, and (stuttering) I don't know
10 about how you tie all that together. In a, in a...

11 LEE: Because...

12 HILL: ...way, in a way that, ah, I don't
13 know. I don't know.

14 LEE: It's something, it's, it's, it's, it's
15 orchestrated.

16 HILL: No, no doubt about that. No doubt about that.

17 LEE: It's, it's certainly just not coming
18 together, because JERRY and I set down and, and
19 all of a sudden, he had an epiphany.

20 HILL: Well that's no, but now the other part of
21 it is, that, that's why Jerry wants to sit down
22 and talk to you about that Boulder piece a little
23 bit more. That's why he wants to talk to you
24 individually.

25

1 LEE: Well I'm, I'm, I received that you know,
2 and I don't have a problem with, you know, with
3 the Boulder...

4 HILL: Yeah, but he's got; no, but he's got, he's
5 got, there's something else going on over there.
6 Something...

7 LEE: Yeah...

8 HILL: ... (Stuttering) I don't, I don't know
9 what the deal is.

10 LEE: It's a big, it's something bigger behind the
11 scene and, and I guarantee you that it is, it's
12 tied into DON and it's tied into JOHN, and it's
13 tied into that Turner Court piece. Because if you
14 make that policy, then it's, you know, where, where
15 there were, you know, a lot of affordable
16 communities, you can very well now do that
17 anywhere. 'Cause you're gonna be able to do it
18 north even more.

19 HILL: Well, (stuttering) the struggle in
20 opposing it is, that you're trying to create
21 mixed use communities. But now, they need to be
22 viable mixed use communities, and then when you tie
23 the affordable piece, and then you tie this other
24 piece where it talks about amenities as opposed

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1 to getting down to the, all the way down to the
2 buyer, then I'm not sure how all that
3 stuff, I'm not sure how all that comes together.

4 LEE: Well, I, I, actually like that piece,
5 because it, it, what, what it, what it prevents
6 developers from doing is just going out there,
7 throwing up a house and not having any nice
8 streets and not putting in any custom lighting,
9 or if they, if they have the resources to put
10 in a fountain or put in some nice gates, opposed
11 to the wooded gates, I think that gives them some
12 resources to do that. And you can monitor that,
13 because you can outline, you know, what this,
14 what these dollars can be used for.

15 HILL: Well, yeah, you, you're, you're right,
16 but I guess I also have a concern about whether
17 these are gonna be used to basically end the, the,
18 under the guise of doing mixed use communities, you
19 basically set up some kinda enclave, where you do
20 brick the gate, and then you just in this little
21 individual community and you're not connected in
22 any way to the surrounding community. In that
23 situation, I'm not getting a mixed income
24 community, what I'm getting there is, a

25

1 little bitty, a little bitty moat in the
2 ocean. (Stuttering) That don't make sense to me.

3 LEE: Well, I, I, and I agree with you. I just
4 think that the bigger picture is, I mean, if, if
5 you're having people buy 250, \$300,000, when you
6 drive upon, when you drive into that community,
7 you need to notice it. It shouldn't look like
8 the house that a person paid 120 for or 130 for.

9 HILL: I don't disa, I, I don't disagree with, I
10 don't disagree with that. But, you've gotta still
11 create a sense of community.

12 LEE: Well, that sense of community, I think
13 extends beyond this piece, and that is, as a city,
14 I mean, we gotta just make sure we have, nice
15 streets, out, out of those communities and that we
16 have, ah, ah, nice landscaping in, in those
17 neighborhoods that are not the high end, to
18 connect them with 'em. But to put that
19 responsibility on a developer, that is bringing
20 another tier of housing, I, I think that's
21 stretching them more than their dollar will take
22 them. I think that's...

23 HILL: Yeah, but, yeah, but what they're asking
24 me to do is to use some money, that I could use

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1 to get to that person that may not qualify, but
2 could qualify; they're asking me to use that to,
3 to, to enhance their deal and they're not giving
4 me anything in return.

5 LEE: Well I, I think they are giving us
6 something in return, because they giving us a, a
7 willing buyer, because I think we, mind you,
8 Dallas is not, people are not running to Dallas
9 to live for the most part. At least when they have...

10 HILL: No, I, I, I agree with that, but, but...

11 LEE: And so we got, we got, we don't, we not
12 giving 'em great schools at this point, so when
13 their families come in, they, they have to deal
14 with Dallas Public Schools, so we got to give
15 them some amenities that will attract them to the
16 city of Dallas.

17 HILL: Yeah...

18 LEE: Rather than going to DeSoto, Duncanville,
19 or, or, or even north.

20 HILL: (Stuttering) I don't disa,, I don't
21 disagree with that. But, but, but, but if you
22 ask me about whether, if I had a choice, between
23 getting somebody that can't qualify for that 250
24 house, unless I get the money down to him as the

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1 end user, versus trying to attract somebody that
2 can go and, and wants to stay in my city, and has
3 been in my city, and wants to move up versus
4 somebody that has a choice between DeSoto or
5 whatever, (Stuttering) and he really doesn't
6 connect with the city, and he, what he basically
7 wants, is me to create this little, this little
8 island, separated from the rest of the community
9 which he, which, and the reason why I want that
10 high end guy, is because he is the glue that
11 begins to bring my community up and together.
12 Because he does have his kids, that, that still
13 to go school there, whether it's public or
14 private. He is gonna be participating in, in,
15 in, in the activities of the city, ah, if, if,
16 if I'm not getting him to do that, and all I'm
17 doing is creating this little island for him,
18 he's not helping me.

19 LEE: Well, I, I...

20 HILL: So, so he's not helping me.

21 LEE: Well, I, I mean I, I agree with, you
22 know, to, to the extent that you don't wanta
23 create these, you know, this exclusive little
24 community, and, you know, (stuttering) at the,

25

1 ah, the cost of the other (UI) of the
2 neighboring communities. I, I agree with you
3 with that. But, I think JERRY was also saying,
4 that he's giving, that there's an option, that,
5 that, the developer...

6 Pause

7 HILL: No, no (stuttering) I agree with you
8 about the options, but I mean, most developers
9 are gonna take that option, it's a better option.

10 LEE: Well, I think that, I think we'll probably
11 in, in, in crafting the criteria to do that, you
12 know, that perhaps that needs to come before
13 the (UI) or needs to come before the Zoning and
14 Planning Commission, you know, when they make a
15 decision. And then, we will make a decision
16 based on what we think the needs are of that
17 community.

18 HILL: Well, well, we, we, we are, we are going
19 to have to have some criteria, that speaks to the
20 social equity part of this thing. And the social
21 equity part, is mixed income becoming one
22 community, not separate communities.

23 LEE: And how will...

24 HILL: So, in some, so in some way it may have

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1 to be something like the amenity, are in some way
2 going to be shared with the surrounding community.

3 LEE: Well, maybe, well, maybe, we will put
4 together, like you have the South Dallas Trust
5 Fund. Maybe, we put the Southern, the Southern
6 Sector Neighborhood improvement group together,
7 that when the developer makes his decision, that
8 it has to go before this, this community group,
9 that will yea or nay, you know, that it needs to
10 go to the end user or it needs to go to the
11 community.

12 HILL: Well maybe, maybe, maybe, maybe.

13 LEE: I mean, so, so, I mean, so that there's some
14 more checks and balances.

15 HJJJ: I, I, I, that, that, that maybe. That may
16 have some workability to it. That, that may, that
17 may have some workability to it. I, I...

18 LEE: Some people are saying, I, I do think that
19 there should be choices. I just think that it
20 should not be as ambiguous as it, as it is being
21 presented, and if we can put, you know, put some
22 reins on it, and more people weigh into that
23 decision, you know, then I think that we will
24 achieve both ends.

25

1 HILL: Yeah, yeah, that, that, that makes some
2 sense. We, let's talk about that some more, that makes
3 some
4 more sense. What, what, what'll we, I, I
5 got a 9:30, what is going on at City Hall, where
6 the traffic is like, do you have a big zoning
7 case today?

8 LEE: Yeah, we doing the, ah, the, ah, traffic
9 case today.

10 HILL: What traffic case?

11 LEE: We got some kinda traffic thing, whatever.
12 You know, the study that we've done on the lights
13 and stuff here in the city of Dallas?

14 HILL: Everybody and their momma's trying to park
15 down here. Can't even get in here.

16 LEE: I don't see any, I mean, we just (UI) that's
17 it. I mean we...

18 HILL: Alright, alright, alright, well, ah, I, I
19 would say make that call to AL and get that set up,
20 so we can kinda slow him down a little bit.

21 LEE: Okay, and also when we...

22 HILL: (Stuttering) But, I will tell you,
23 D'ANGELO, what's gonna have to, what's gonna end up
24 having to happen is (stuttering), we're, well we,

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1 we just gonna need to sit down and kinda talk a,
2 amongst ourselves, about the strategies from a
3 City Council standpoint. Sit down with Dr. REESE,
4 sit down with LEO, J.L., and we're gonna have to
5 kinda talk some of this stuff through.

6 LEE: Yeah, I agree. Absolutely. And when you
7 meet with, ah, Dr. FENNELL, when you go to his
8 deal, ah, the ah, I talk to the, ah, the college
9 board people, they're gonna give, you know they're
10 willing to give up their land across the street, in
11 order to do, to master plan their quarter.

12 HILL: Yeah.

13 LEE: But you know...

14 HILL: Yeah.

15 LEE: ...Dr. FENNELL, you know, and he's got...

16 HILL: Yeah, I owe him a phone call. I gotta do
17 that. I, I, I'll visit with him a little bit on that.

18 LEE: Okay, man, ah, if not, I'll call you, ah,
19 while in LA. Well, my phone'll be on...

20 HILL: Yeah, man.

21 LEE: ...so if you need me. So, if you need me.

22 HILL: Yeah, I will, man. Hey, man, have a great
23 time up there too.

24 LEE: Okay, and also, I, I emailed you about the
25

1 economic benefit to BRIAN, for pass, ah, did we
2 pass 37?

3 HILL: Yeah.

4 LEE: Okay. Ah, it's, it's a million dollar, he,
5 he will save a, \$500,000 on each deal, which comes
6 up to like a million bucks.

7 HILL: Yeah. Yeah.

8 LEE: I emailed you that, and I mentioned that to
9 him, and then, of course, I had that conversation.
10 So I think I, we, we, got 'em.

11 HILL: Very good. Very good. Very good. Good
12 job, man, good job.

13 LEE: I'm gonna see him in LA too. He's in LA.
14 So I'm gonna see him, while I'm there.

15 HILL: Okay.

16 LEE: Beat him up a little bit more. Alright, man.

17 HILL: Well, good (UI), I got you, I will.

18 LEE: Okay, have a good day.

19 HILL: Alright you too, man. Thanks, man.

20 END OF CONVERSATION

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|-------------|--------------|
| Target: | DAngelo Lee |
| Line: | 214-729-3484 |
| Session: | 8102 |
| Date: | 4/28/2005 |
| Start Time: | 09:34:53 CDT |
| Duration: | 00:21:53 |
| Direction: | Incoming |

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