

1 MALE VOICE: Carolyn.
2 CAROLYN: Oh, where'd y'all park?
3 MALE VOICE: Garage.
4 CAROLYN: Yeah up on the top floor.
5 MALE VOICE: What'd you find?
6 MALE VOICE: Well, I hadn't figured that out.
7 CAN'T MAKE OUT CONVERSATION
8 A LONG BREAK IN CONVERSATION.
9 CAN'T MAKE OUT CONVERSATION.
10 BILL FISHER (FISHER): Hey.
11 D'ANGELO LEE (LEE): Let me go out here yeah.
12 FISHER: Venti Mocha.
13 LEE: What is it?
14 FISHER: Venti Mocha.
15 LEE: I got it. Venti Mocha.
16 FEMALE VOICE: And a Venti Mocha.
17 Conversation among workers
18 FISHER: Thank you.
19 LEE: Mr. Fisher, how you doing?
20 FISHER: UI Good to see you happy holiday.
21 LEE: Let me fix your collar there. LAUGHING
22 FISHER: I gotta go to Houston and do a ahh community
23 meeting. I think I've got my thing in there wrong.
24 LEE: It is; it's not in, let me help you man. Now
25 they've cut it off some more.

1 FISHER: OK. Alright. And I'm glad I can do it in
2 the car.
3 MALE VOICE: Grande Cappuccino?
4 FISHER: No. I had a Venti Mocha.
5 LEE: Venti Mocha.
6 MALE VOICE: Grande Mocha Frappuccinno.
7 FISHER: Good man.
8 LEE: UI...
9 LEE: Let's find a spot.
10 FISHER: You wanta sit outside or you wanta sit in
11 here?
12 LEE: Yeah, outside it's cool.
13 FISHER: Yeah.
14 LEE: This the ahh...
15 FISHER: Latte?
16 LEE: How's everything going on in Houston?
17 FISHER: Actually I've got, I've got a project that
18 crossed the finish line with the housing authority,
19 senior housing deal near not too far from ahh Hobby,
20 and I'm working on a very large project ahem on the
21 northeast side of town 250, 240 single family homes
22 and ahh...
23 LEE: Tax credit?
24 FISHER: Yeah, a bond deal.
25 LEE: Mm-hmmm.

1 FISHER: Big bond deal. The housing authorities may
2 issue it, but they're not the owner. Actually I've
3 done very well with the neighborhood.

4 LEE: Mm-hmmm.

5 FISHER: I had a lot of support from the super
6 neighborhood, kinda had some issues with ahh dragging
7 the housing authority along.

8 LEE: Ooooh.

9 FISHER: Light your fire?

10 LEE: UI lighter.

11 FISHER: Alright.

12 LEE: If you are interested in some ahh, ahh
13 partners down in ahh Houston, I got some guys down
14 there. Some athletes that are interested in doing
15 some stuff ahh, as a matter of fact I talked to 'em
16 not long ago and they said yeah you got some deals
17 down there. I know some guys that are doing some
18 stuff down there.

19 FISHER: Sure. I'd say Houston's growing so. With
20 oil and gas at you know \$40 a barrel and \$9 an MCF,
21 the economy has just picked up a bunch.

22 LEE: How's all that I mean you know like a lot of
23 new developments. New products and stuff down there.
24 Are they...

25 FISHER: Yeah. Houston ahh on the apartment side in

1 a lot of areas is over-built. There's been a, a lot
2 of that is from a lot of new single family home
3 development. You know a lot of first time home buyer
4 programs, moving people out of apartments so. You
5 gonna sit over there?
6 LEE: No, I'll put the bag...
7 FISHER: Alright. OK.
8 LEE: Well, a couple things I wanted to talk to you
9 about, I want you ahh you know find out ahh...
10 FISHER: Turn my phone off here.
11 LEE: ...you had any questions regarding, you know,
12 your deals I think that I ahh mentioned to you before?
13 That I think I want your deal to go forward? I
14 believe in it. I think I told ya I was gonna get the
15 zoning done and I got it done. Ahh on it and see if
16 there's any other concern that you might having
17 regarding the deal let me know.
18 FISHER: D, you know the primary is, first of all,
19 happy birthday.
20 LEE: Thank you. I'm 19 again.
21 FISHER: 19 and ahh, and intellectually 40 though
22 right?
23 LEE: Thank you, thank you, thank you, thank you,
24 intellectually 38.
25 FISHER: Alright.

1 LEE: Well, I'll be 40, but ahh 38.

2 FISHER: You know I missed the last birthday party
3 so.

4 LEE: Yeah, Uh-huh.

5 FISHER: Are we having a birthday party?

6 LEE: Ahh, I'm kinda getting over birthday parties,
7 so I'm gonna wait till I get 40 and have one so.

8 FISHER: OK.

9 LEE: Couple years I think I'm gonna have my big, big
10 throw down.

11 FISHER: My problem I missed, kinda missed the boat
12 in the last party so wanted to make sure I didn't miss
13 this one so.

14 LEE: You won't.

15 FISHER: Alright good. Aah you had referred me aah
16 these Ra-Mill guys Jibreel and aah Rick. I've just
17 been talking to them on and off here for a while.
18 Kinda meeting with them you know a quite a while ago
19 and you know obviously I, you know, used minority
20 contractors and you know will always try and do that
21 in the southern sector. Ahem, you know, I want
22 certainty obviously in my zoning case, do I need to
23 use these guys? Do you want me to use these guys?

24 LEE: Well, Bill, what STUTTERING what I do want you
25 to do is and I think you're doing a great job of doing

1 that is making sure that you do use minority
2 contractors. We do wanta use those that are in the
3 community. We do wanta use those that are vested
4 there because we believe that the development survive
5 better. When we have people that live in the community
6 and works, you know, work on these projects. If we
7 can keep contractors that live there, working, then
8 they won't flee. They won't go buy homes and so, we
9 would like to see that happen. Ahh, but of course
10 that's your decision. That's a decision that you know
11 ahh that you make.

12 FISHER: Well, I mean you know I've got a couple of
13 very established you know minority guys. Some we
14 talked about before you know. I've used Carlton...

15 LEE: Mm-hmmm.

16 FISHER: ...on other projects down there; 100%
17 African American owned group. They do a fantastic job,
18 bonded, insured, a whole lot of experience and you
19 know had the pretty good indication from you all that
20 that really wasn't meeting the cut. So Rick and
21 Jibreel have come to me and they would like this work
22 and you know they, you know, really they don't meet
23 all these normal criteria.

24 LEE: Yeah.

25 FISHER: But I will use them if that's what you want

1 me to do.

2 LEE: Well, but I don't want, I mean, and I guess, I
3 guess the language is UI, you know? What I am
4 concerned about, is that, I want you to, to, to
5 consider again those individuals that are vested in
6 their, in their community and they are vested there.
7 And I think another piece to this, Bill is that you
8 know we wanta make sure that companies that may not
9 have capacity to do these things that we undergird
10 them too. That we help provide the capacity so that
11 they can at some point be able to, you know, do deals
12 on their own or whatever the case might be. And if
13 that's the instance with these guys, then I certainly
14 don't want them kicked out of the equation because
15 they don't have capacity UI, give them capacity.
16 Let's do what we need to do so that we can, you know,
17 have these guys working. We can.

18 FISHER: OK. So you'd really like me to do
19 everything I can to get these guys to work.

20 LEE: Well, I want you to do everything you can to
21 make sure that those that are vested in that community
22 work.

23 FISHER: And those guys are vested in the community
24 as far as you're concerned.

25 LEE: They, they live there. They work there. They

1 build houses there, they, they do business there.

2 FISHER: Alright.

3 LEE: They, you know, they need capacity Bill they
4 need your mentoring. They need you know the
5 partnering with you. And not just you, but other
6 developers. Wherever they can get their training in
7 so that, you know, we don't have to depend on
8 individuals outside of the community coming in to
9 further redevelopment in the southern sector. You
10 know we wanta do that. I think that's part of you
11 know what we do down town. I know my Councilman
12 supports me in that. You know? He's, you know,
13 that's what he likes.

14 FISHER: And that's gonna help us with Don 'cause
15 we're really to the Don stage at this point.

16 LEE: Well, it, it, the thing he likes that. He
17 enjoys, he wants minorities working. He wants those
18 that are in the community. He, I think the deal looks
19 a whole lot better than you bringing folks from
20 Amarillo, you know, or from Los Angeles or whatever to
21 work in Oak Cliff or in wherever you know? If, if
22 they're good contractors there, use 'em.

23 FISHER: Oh, I think all the communities want you to
24 try and use locally based folks.

25 LEE: Absolutely.

1 FISHER: Ahem, you know the issue with Rick and, and
2 ahh Jibreel I think you hit on which is they don't
3 really have the normal capacity for this kind of
4 volume. I mean the contract on Pecan is about, you
5 know, 12 or 14 million dollars ahh gross. The fee is
6 about a million dollars. Ahh, they're talking about
7 West Village as well. Ahem...

8 LEE: Hold on for a minute, Councilman's actually
9 coming up here.

10 FISHER: OK.

11 LEE: 'Cause he's, he's gonna go to Paris. He and
12 his wife are meeting over there so I told him you and
13 I were meeting over here.

14 FISHER: Hey, we can wrap this up in you know in one
15 meeting as long as I've gonna get West Village done
16 and this is ahh gonna help then...

17 LEE: Hey Don ahh D'Angelo trying to find out if
18 you're at Paris yet? UI 10, 15 minutes. Bill and I
19 are sitting over here at ahh, at ahh Starbuck's. So
20 we may walk over there and see if you are there.
21 Thank you.

22 FISHER: Did you see him going in over there?

23 LEE: I didn't, but he had told me when I talked to
24 him he said that he was on his way over there. I
25 don't see his car. Yeah ahem, again Bill I think that

1 the project's great, we want it. I think it's great
2 for the community and, and whatever we can do to
3 support you on the deal, we wanta make that happen.
4 FISHER: OK. Alright.
5 LEE: And we wanta see these guys work man 'cause you
6 we wanta see them working.
7 FISHER: I understand. Ahh you know one of the
8 questions I had for them was you know? We're talking
9 about Pecan Grove which would be let here soon and
10 then we've got West Village. There'll be a contractor
11 obviously out on West Village; they want to be
12 involved in both jobs so.
13 LEE: I hate cigarettes.
14 FISHER: Pardon?
15 LEE: I hate cigarettes and guys smoking.
16 FISHER: So both jobs?
17 LEE: UI.
18 FISHER: The, you know, obviously spent a whole bunch
19 of money in the last round had Carlton and these other guys
20 to do the Memorial contract. You passed me at the
21 zoning on Memorial, but you know where I really got
22 side tracked obviously I got turned down by Don. So
23 is, I mean are you and Don working together on this?
24 Is he on board? Is...
25 LEE: We always work together.

1 FISHER: OK.

2 LEE: We always work together.

3 FISHER: Alright. OK.

4 LEE: We support and undergird each other....

5 FISHER: And you've let him know that we're gonna be

6 using Rick and, and Jibreel that we're talking about

7 it?

8 LEE: Well, STUTTERING let me make your language more

9 general.

10 FISHER: OK. Alright.

11 LEE: Is we want you to consider minority contractors

12 from the southern sector, whether it's Ra-Mill,

13 whatever the case might be. We, we don't want you to

14 disqualify a contractor because they don't have

15 capacity. Help build capacity. I mean that's how you

16 create, you know, good companies and I think that's

17 part of our, that's our responsibility.

18 FISHER: OK. You know again, these guys could build

19 some capacity not doing this enormous portion of the

20 work. Ahem, you know get started with something

21 smaller, but of course, you know, I will use them and

22 help them if that's helping you. I mean that's

23 STUTTERING I think that's simple.

24 LEE: What have, what have ahh, well let me ask you

25 this question too. Is your deal gonna be a

1 conventional deal or a tax credit deal?

2 FISHER: Right now, I, frankly I don't know. Right

3 now it's nothing but a conventional transaction. What

4 I'll probably try and do...

5 LEE: Well, there would be no need for it to go to

6 the City Council.

7 FISHER: Well, except for the zoning.

8 LEE: Well, the zoning's gonna be done. I mean it's

9 ahh, it's ahh...

10 FISHER: OK. You and Don....

11 LEE: That's a done deal.

12 FISHER: You've talked about it and...

13 LEE: Done deal. That, that's done.

14 FISHER: OK.

15 LEE: That's done as far as it going before him.

16 FISHER: OK. If I used a Carlton instead of these

17 guys, I mean is, would that be a problem? You'd

18 really like to see the guys in the community get the

19 work?

20 LEE: Carlton is,...To, to be considered a, a, MWB...

21 FISHER: Right.

22 LEE: I believe that the maximum is like \$700,000.00,

23 700,000 you have to have a, a minimum or max of what

24 you make. Carlton is all over the place. He's a

25 multi-million dollar contractor. Over, and over and

1 over so he doesn't even fit the profile to be a HUB,
2 outside the fact that he's an African American. But
3 there are other criterias in order for that to happen.
4 And he falls way outside of that. Ahh, I know that
5 you've had experience with him and you always want to
6 work with people that, that you have experience with.
7 Ahh but he started out a small company too.
8 FISHER: Right.
9 LEE: I mean I remember you know he was very small,
10 and but he was the only minority around here so
11 everybody used him, and now he has great capacity.
12 FISHER: Mm-hmm.
13 LEE: You know, but people still just use Carlton
14 they don't think anybody else around it and the excuse
15 is well we don't use anybody we don't have capacity.
16 Well, hell, y'all built him. Somebody built you,
17 built all the companies that are here. I mean it's
18 like a two-edged sword and, and I think that, that,
19 that argument needs to cease. You know?
20 FISHER: OK.
21 PHONE RINGING
22 LEE: It needs not to be said...
23 FISHER: Hey, UI, Carlton just doesn't meet your
24 criteria. I mean that's...
25 LEE: He doesn't meet state's criteria.

1 PHONE RINGING

2 FISHER: Well he has a HUD Certificate and

3 everything...

4 LEE: Hello,

5 FISHER: ...else, but.

6 LEE: You there? OK. OK. We're on our way. Bye'.

7 It's Councilman.

8 FISHER: Gonna head ov, head over and see Don?

9 LEE: Yeah, he said he UI...

10 FISHER: Well, you know, if these guy's get both of

11 these contracts, I mean they're gonna have the same

12 multi-million dollar problem too. I mean this is...

13 LEE: Well, let's, let's...

14 FISHER: ...twenty-five million dollars worth of work

15 and...

16 LEE: But that would be after the fact.

17 FISHER: Couple of million dollars worth of fees, so.

18 OK.

19 LEE: That would be after the fact. I mean...

20 FISHER: OK.

21 LEE: ...after that time then they have a right to

22 compete fairly with anyone else. Right now the ground

23 is un, is unstable. It's unfair to have them compete

24 with Carlton or with Trammel Crow or anybody else,

25 that is absolutely unfair. It goes against all of the

1 ahh, the deed restrictions, the public deed
2 restrictions that we have. I mean it, they don't fit
3 it by state law.
4 FISHER: And Jibreel and, and ahh...
5 LEE: Yeah, they will I'm sure...
6 FISHER: ...their...
7 LEE: ...their company's not you know? I'm sure they
8 haven't made \$700,000.00.
9 FISHER: LAUGHING Not yet.
10 LEE: Well, then after that, the point is after that
11 then you know you say well, you know, I need to pick
12 and choose whoever I wanta you know pick and choose.
13 FISHER: And then after that it won't matter so if I
14 split the work later on between them and Carlton after
15 they've built some capacity,...
16 LEE: I just...
17 FISHER: That would be fine with you and Don?
18 LEE: ...no, I just think they, they need to be a
19 million dollar company. Once they're a million dollar
20 company then you can pick and choose which one
21 you wanta use.
22 FISHER: OK. Alright.
23 LEE: It, it, it doesn't matter.
24 FISHER: Alright. OK.
25 LEE: It doesn't matter.

1 FISHER: It's clear.

2 LEE: But up until that point you know ahem I think

3 the playing ground has to be even.

4 FISHER: And this helps level their playing ground?

5 LEE: Would you not agree?

6 FISHER: I would think so yeah. They're not gonna

7 get it otherwise.

8 LEE: I mean and you guys know how to do that. You

9 know how to, to undergird these guys and, and, and

10 give 'em capacity they need in order to move forward.

11 I mean you know how to do that.

12 FISHER: Yeah, we've got a whole construction team

13 that can really carry most of the work ahh in a pinch

14 so....

15 PAUSE

16 FISHER: I didn't know I was gonna get a bite with

17 both of you guys.

18 LEE: Well, I told him we were meeting at...

19 FISHER: Good.

20 LEE: You know? I just wanted you to be sure

21 that you know that we was very, we're behind you, you

22 know, in this.

23 FISHER: Well, good that, that confirmation would be

24 great.

25 FISHER: Is that his wife?

1 LEE: Yeah.

2 FISHER: Hey, how are you?

3 MALE VOICE: Doing great thanks.

4 FISHER: Councilman happy ahh...

5 DON HILL(HILL): Happy holidays to you Merry

6 Christmas.

7 FISHER: Happy holidays, Happy New year, good to see

8 you.

9 HILL: Good to see you. Good to see you.

10 FISHER: How are you?

11 HILL: This is my wife Vivian.

12 FISHER: Vivian, Bill Fisher, how are you? Very good

13 to see you.

14 HILL: Viv, you know Bill, STUTTERING I just told

15 D'Angelo since y'all were in the area, we just, we, over

16 here, we'll just act like we're flies on the wall. We

17 just gonna be with y'all so. We're over here she was

18 just telling me about I needed to visit with her so

19 y'all just, we together.

20 LEE: OK, Vivian, can you do me a favor? Don has a

21 black sweat suit like this?

22 HILL: You remember the one you complimented me on

23 the other day?

24 LEE: I want it.

25 VIVIAN HILL (VIVIAN): You look very nice in it.

1 HILL: No, 'cause he's the one that encouraged me to
2 do it.
3 VIVIAN: LAUGHING
4 HILL: He's the one. He's the guilty party.
5 LEE: If I can't get it to you, you not gonna help me
6 out?
7 VIVIAN: No. He looks very handsome in it.
8 HILL: LAUGHING
9 LEE: I told her UI I said you know, I'll have the
10 blue one and I wanted the black one.
11 VIVIAN: It wasn't in your size.
12 LEE: It wasn't in my size, but I and then they kept
13 telling me no, it's too big for you; but it was my UI
14 he got it. And I want it.
15 HILL: Man, it sure looks good on me.
16 LEE: Good.
17 HILL: I had UI come UI too. I Know that's right.
18 LEE: Councilman real quick 'cause we, we won't be,
19 we won't be before you very long.
20 HILL: OK.
21 LEE: Is ahh I was talking with, with, with a Bill
22 Fisher in regards to our zoning deal, we passed it at
23 the commission stage, it's coming to you and I'll tell
24 'em that you're very in favor of the deal.
25 HILL: Oh, yeah, absolutely.

1 LEE: It's a great deal.

2 HILL: Absolutely, absolutely.

3 LEE: We're gonna do what we can do you know from the
4 City's side in order to make sure that deal moves
5 forward. I don't think you're gonna have the problems
6 you had before.

7 HILL: No, no, he not gonna any...

8 LEE: Ahh and I told him again. I said you know as
9 long as you don't, you know, give me real complicated
10 zoning deals, we can pretty much get 'em...

11 HILL: LAUGHING

12 LEE: You know get 'em through ahh and this was a
13 good deal for that land. Ahh the other piece we
14 talking about is minority contractors that part of the
15 public deed restrictions ahh in UI that they use some
16 HUB's. Bill you know has used HUB's in all of his
17 projects.

18 HILL: Well Bill has a history and STUTTERING and
19 he's got a bunch of folks that love him because of it
20 too.

21 LEE: And so what, what I wanted him to go with some
22 particular contractors that we did ahh refer to him
23 that did not have capacity you know. And I told him I
24 said you know I think that becomes their
25 responsibility to try to help provide some capacity to

1 you know these contractors that live in that
2 community. 'Cause I think that's what we want; those
3 that are vested there, we want them working you know
4 to re-develop it that's how we kinda secure the future
5 of that.

6 HILL: Do you have some ideas about that? Have y'all
7 talked about some ways you could help on the capacity
8 side. I mean it's gotta fit, it's gotta make business
9 sense for you, but have y'all kinda talk about that a
10 little bit?

11 FISHER: Yes.

12 HILL: OK. Are you comfortable with trying to do
13 some of that?

14 FISHER: Well, he's referred me a couple of guys who
15 he feels are vested in the community and ahh he tells
16 me that, that's...

17 PHONE RINGING

18 FISHER: ...you know that that'll be a leg up here
19 and...

20 HILL: Well, I mean you, and again you ahh, that's my
21 daughter let me just tell her hello.

22 FISHER: OK.

23 HILL: Yeah, daughter. Businesses?

24 Uh, which businesses are you talking about?

25 No, I know what I want. Tell him what you

1 want, I'll tell him what I want. I've got your mother
2 here, we're, we're in the middle of a business
3 meeting. I even talked your mother into coming in
4 with me. Ahh, we just sitting here talking to ahh
5 Commissioner Lee and ahh Mr. Fisher, Bill Fisher.
6 Ahh, no, yeah. Hey, Viv, was that pork chop?
7 LEE: You can feel free to ask any questions you know
8 anything that...
9 FISHER: I will. I will.
10 HILL: Is that pork chop, is that the pork ahh
11 melanaise?
12 MALE VOICE: No, we took out the pork chops...
13 LEE: They're good. We're trying to get 'em...
14 HILL: No, honey, you can't come to the meeting. Ahh
15 what was the business you was talking about? I'm
16 either get the, I'm either get the, the ahh salmon.
17 UI salmon so. I'm either gonna get this pan cooked
18 salmon or I'm gonna get, that's what I want. I want
19 the pan cooked salmon. What do you want honey? Do
20 you know what you want?
21 VIVIAN: He's already got it.
22 HILL: OK. Very good. That's all. I'm fine.
23 MALE VOICE: And for you sir?
24 FISHER: Actually, why don't you give me the ahh
25 chopped salad.

1 HILL: With chicken sir?
2 FISHER: Yeah.
3 HILL: Now which business was it?
4 MALE VOICE: Do we need an appetizer for the table?
5 LEE: If they want one.
6 FISHER: Get an appetizer if you like.
7 HILL: I'm trying to think of architecture? What are
8 we talking about?
9 LEE: You say you've been having a good ahh
10 Christmas?
11 VIVIAN: Very nice, very nice.
12 HILL: STUTTERING You wanta call me back? Bye' bye'.
13 VIVIAN: UI
14 LEE: Yeah, just chilling huh? That's good, that's
15 good.
16 HILL: Ahh, but, but ahh, you know, ahh Bill on any
17 of this stuff I've always said it needs to make, if it
18 doesn't make business sense to you, we think it does.
19 We think it's really good business to be able to
20 empower that community that much more. In fact that
21 is, that is the reason why it is the justification for
22 our, even our good faith effort plan at the city of
23 Dallas to the extent that we're able to grow
24 businesses, diverse businesses from all parts of the,
25 of the city then we're able to get that many more

1 benefits to that many more parts of the city which, in
2 turn, help our tax base and so it's, it's in fact that
3 something is stated in our good faith effort plan. So
4 we think it does make good sense but ahh, we didn't know, I
5 don't think we have to sell you on that 'cause what
6 you've done historically is you, you, you've done
7 that. But from everything that everybody's told me
8 that you've done that so ahh, ahh so I'm just
9 encouraging you on that. That's, that's something
10 that's still your decision, but I'm just saying that,
11 and the fact that you made, willing to do the
12 commitment on the deed restriction, that's, that's,
13 that's fantastic.

14 LEE: Well, those deed restrictions are already done
15 as part of the ahh tax credit resolution.

16 HILL: That's fantastic.

17 LEE: Ahh so they're, they're already there and so
18 he's committed you know to that I think that, that
19 ahh, I just wanted to assure him that, you know, that
20 he had our support on the West Village piece 'cause
21 all that has to do is come before the Council for the
22 zoning, ahh approving what we've approved. The zoning
23 piece.

24 HILL: Yeah, yeah.

25 LEE: The Pecan Grove deal's gone, has moved on. And

1 I just told him I said I wanta see those guys work.

2 HILL: Yeah.

3 LEE: I wanta see those people in our, that have

4 vested their work.

5 HILL: Yeah.

6 LEE: I don't want, you know this time next year they

7 should be able to compete, or two years in compete with

8 anybody you know in the market.

9 HILL: And getting the work does that. Getting the

10 work does that.

11 LEE: Yeah.

12 HILL: Ahhh...

13 LEE: And they know, and they know how to build

14 capacity. They know how to take these, you know,

15 these companies that may not have all of the capacity

16 that they need and they know how to undergird them and

17 support them. And kinda partner with them until they

18 able to get to the place where they're self-sustained.

19 And that's what I, I requested, you know, that he

20 consider this as an option on how to get these guys

21 ahh, get their capacity level up.

22 FISHER: And if it helps me get my projects done, I'm

23 certainly going to you know, do that.

24 HILL: Well I, well I, let me just tell you that,

25 that for me whether we, we think it's good business

1 for you to do that, but that's not gonna be the reason
2 why you're gonna get your project done. I mean, from
3 my, from my standpoint, I'm, I'm agreeable to this
4 zoning because I think we need more retail, more mixed
5 use in the area. Ahh, it's an area that, that I've
6 had business people coming to me for a long time
7 talking about their need and their desire to wanta see
8 more retail, more commercial. It's, it's an area that
9 has ahh a high owner occupied ahh owner occupied
10 residential component to it so I think the retail
11 gonna be successful so that's why I'm doing it. I
12 think the, the HUB piece is something that I was
13 expressing to you what our policy is and we think it
14 makes sense. It doesn't, I mean I'm, it doesn't, it's
15 not there was no strings tied to you getting this
16 thing approved from my standpoint to you doing that is
17 just that you made the commitment. If you, it's a
18 commitment that makes business sense to you then you
19 do it. But it's not, it's not that's not gonna be a
20 reason why you're gonna get your project. I mean that
21 you're gonna get that piece that zoning changed now.
22 We think it makes good from my standpoint it makes
23 good land use sense. And, and the community wants it,
24 they need more retail over there.
25 FISHER: Alright. Well, I had talked to ahh the

1 Commissioner, you know met some of these contractors,
2 it is just a nice plus to have a chance to see you. I
3 just wanta make sure you guys, the fact that you guys
4 were on the same page here. As we plow ahead 'cause
5 obviously we're gonna spend a lot of money, and uh, you
6 know, committing to the capacity building is an expensive
7 and time consuming process. You know these guys don't
8 meet all the normal criteria so they're gonna need
9 ahh, What your term under...
10 LEE: Will be undergirded.
11 FISHER: Yeah so.
12 HILL: Well, ahh, it's, it's, it's gotta make, if
13 it's got an expense piece to it, it's gotta make sense
14 to you.
15 FISHER: Right.
16 HILL: OK? If it doesn't make business sense to you
17 then you have to kinda visit back, go back to him or
18 me or whoever and, and you just kinda lay it out.
19 This does not make business sense to me. Nobody's
20 gonna try to force that on you. It's just not gonna
21 happen.
22 FISHER: Well, I think the issue really is ahh, you
23 know, it makes business sense if it helps you get your
24 projects done. And I you know that's I'm not sure why
25 anybody would do it if it didn't help you get your

1 projects done. I, you know, it's easy to use ahh you
2 know Carlton or ahh, I mean Carlton's a minority
3 contractor that I've used before and but you know it's
4 a pretty much a north Dallas company. And you know,
5 they have been able to do a hundred million dollars a
6 year and ahem I'm not sure that's the criteria that
7 you know we're looking for.

8 LEE: I mean legally under the state law that, that's
9 not considered a HUB.

10 HILL: Are they a HUB?

11 FISHER: They're 100% African American...

12 HILL: STUTTERING I mean what we usually do on that
13 is we work through a certification process. Carlton
14 probably had it I don't know. I know,...

15 FISHER: I'm sure they did.

16 HILL: ...I know who, I know ahh Printice is a great
17 guy. I think he's a great contractor so ahh....

18 LEE: There, there's a \$700,000.00 capacity limit on
19 HUB's in order to get the MWBE designation. Once you
20 get that then you're, you're on the same ahh business
21 level as any other multi-million dollar business.

22 And, and most of them get that because of these types
23 of deals or these types of relationships. These guy,
24 you know a developer comes in and provides capacity
25 building you know to these other, now they're multi-

1 million dollar companies. That's the intent to make
2 the playing ground even.

3 FISHER: STUTTERING And you know, you're doing it
4 there because it's a competitive advantage for you. I
5 mean, the safe route is to use somebody that meets all
6 the normal criteria and you know whether they're
7 minority or not. So ahem I guess we, I've understood
8 that it's an ad, it's a competitive advantage and it's
9 worth, you know, working with 'em and giving 'em a leg
10 up and just spend some extra money. That makes
11 business sense; I think it does.

12 HILL: Well, you know, it's, it's ahh, it's ahh
13 STUTTERING I guess what I just wanta be, be really
14 clear about it from a competitive standpoint. Ahh and
15 'cause we talk about that and, and I...

16 FISHER: Right.

17 HILL: ...it's part of our good faith effort plan.
18 And what we end up saying is that it makes competitive
19 sense because you get ahh exposure to or opportunities
20 to work with a larger, a larger cross section of
21 businesses and suppliers and that supposedly, and it's
22 been our experience that it does give you more options
23 in terms of prices and innovation and smaller
24 businesses and whatever. So, so I think the only
25 thing that I think I wanta make sure of and I want you

1 to be comfortable with and, and I want you to know
2 this is where I'm thinking that, there's nothing from
3 me that's gonna try to compel you to do something
4 that's gonna make you lose money or gonna make you spend
5 money in a way that doesn't make sense for a business
6 person.
7 FISHER: OK.
8 HILL: OK?
9 FISHER: Alright.
10 HILL: And ahh 'cause I'm, I'm not that's not, that's
11 not my role as, and, and that doesn't, that doesn't
12 get you coming back here for the next project or the
13 next project. If we were trying to push something on
14 you that didn't make business sense, then you're not
15 gonna want do business with us another time. OK?
16 FISHER: Right.
17 HILL: So that's not, that's not how I'm thinking or
18 working or, or trying to approach this thing. Now,
19 now, what you have had historically is you've had
20 people that have come down and supported your tax
21 credit projects and some of the other things you've
22 done because you have been an advocate or proponent
23 for using minority businesses. And I haven't seen you
24 use Carlton every time. You've used various size
25 businesses 'cause I've seen 'em come down and Ron

1 Ferguson and others that have come down and advocated for
2 you and, and they've been varying sizes. So I've
3 always assumed and thought that you were a person that
4 believed that using a diverse base of businesses was
5 good business. OK?

6 FISHER: Right.

7 HILL: That's, that's, that's what I've always worked
8 under, so that's the same principle that holds for me
9 right here. Ahh it needs to make sense for you
10 business wise, and ahh, and ahh, and the best judge of
11 that is you. It, it obviously that's why we have a
12 policy about it. It obviously helps make our
13 community stronger that we do build capacity in other
14 firms. Ahh younger firms, minority firms, it obviously
15 helps us as a community. But ahh, but ultimately that
16 still has to be something that you see as a, as a from
17 a business person standpoint something that makes
18 sense.

19 FISHER: Okay.

20 HILL: And so the competitive advantage isn't from
21 the standpoint of where you get your deal done, the
22 competitive advantage is hopefully it gives you a
23 wider supply of resources and contractors and people
24 to be able to use in your business.

25 FISHER: But ultimately you guys have to decide which

1 projects you support and which projects you don't and
2 as we discovered here in this last run, I mean
3 sometimes it comes down to picking projects. So to
4 the extent that that raises a certainty for me I mean
5 that makes it good business sense. And that's the way
6 I you know tried to, to understand it.

7 HILL: I don't understand what you meant by that.

8 FISHER: Just like this last time around. I mean,
9 did we come down to, you know, it's not like each one
10 of these projects is in a vacuum. Sometimes it is a
11 competition. The city's only gonna support 3
12 projects. So to the extent to using these folks, and
13 others, Ron Ferguson and the others, gives me a
14 competitive advantage. It gives me more certainty in
15 getting my project approved, then it makes a lot of
16 business sense.

17 HILL: OK. That's what I, I, I wasn't sure what you
18 meant, but...

19 FISHER: I mean, to the extent you take another
20 competitive developer who really doesn't use any
21 minorities. I mean if they're gonna stand on equal
22 footing or have just as good likelihood well, I'm not
23 sure it makes a lot of sense.

24 LEE: Well, let me say this. Let me say this
25 Councilman.

1 FISHER: Because it requires more money and, and you
2 have to work hard so the whole approach here is to
3 have, have it as a competitive advantage and to add
4 some certainty to your outcome in these transactions
5 understanding that when it comes down to choices,
6 that, you know, you are going to have more certainty
7 in the outcome than the next guy whose come in from
8 out of town and doesn't, you know, has his own
9 construction group and hires all white contractors.
10 HILL: Well, ahh, you're, you're, you're never going
11 to confront with me a choice. Ahem you versus another
12 contractor and the reason why I would choose for me,
13 why I would choose would be because you're using
14 minority contractors. You're never gonna confront
15 that with me. Ahh, the deals that we ended up doing
16 on the tax credit deals, the, in the discussions and
17 even the considerations of it, the fact that minority
18 contractors would be used that, that really wasn't an
19 issue for me at all. Ahh, ahh because there were
20 other issues that really ended up creating the, the,
21 the difficulties for, for your projects in the end
22 which were issues involving the change in zoning, ahh
23 issues just involving ahh, ahh, ahh the, the, the fact
24 that there was existing zoning on some of the land
25 already that would work and it was just right across

1 the street. Ahh, in Pleasant Grove there were some
2 procedural issues, but that really wasn't major, but
3 the, the minority piece really wasn't part of, that
4 really wasn't, wasn't a part of it. So to the extent
5 that you were, you were saying that, that ahh this
6 last deal or any deal for that matter comes down to
7 whether we use minority businesses or not. That's
8 just not, that's, that's you're, you're not gonna find
9 that with me or outta me. You ain't gonna find that
10 with Commissioner Lee. Ahh, I think what, what we do
11 at, at the Council table and what we would try to do
12 to you as well is we try to make the case for
13 empowering people in those neighborhoods, in those
14 communities, empowering businesses to create more
15 businesses. This is, I mean this is something that,
16 that ahh we've had a big discussion in our country
17 over the last 30 years as a part of Affirmative Action
18 and minority businesses and set asides and all that
19 other kinda stuff and what the courts have basically
20 said to us is there's nothing wrong and it's
21 appropriate for you to...

22 PHONE RINGING

23 HILL:ahh encourage, to encourage...I'm in a
24 meeting, can I call you back? Thanks. Ahh, there's
25 nothing wrong with us trying to encourage you ahh to

1 use businesses. That's all we can do is just
2 encourage you and to the extent you've gone forward
3 and done deed restrictions that's, that's, that's
4 just, some more evidence of your commitment that
5 you're making. But the certainty ahh that you're
6 talking about in terms of getting your deal done, it
7 doesn't, it doesn't rest on who you use as a minority
8 contractor. What it rests on is what are you talking
9 about doing with the land? And everything that I've
10 understood and read and heard about it, is that it
11 meets a need that we have in that community and, and
12 ahh, and frankly if, if you were to say I'm not gonna
13 do anything but use a white contractor, that's all I'm
14 gonna use 'cause that's what makes business sense to
15 me. Then what I would say to you is I still think
16 that you've got, you're trying to use zoning in a
17 positive way and I would still be inclined to support
18 your project even if you use all white contractors.
19 Now, ahh, that's not to say that everybody including
20 some of my Anglo Council members are gonna see it
21 exactly the same way because we've been through this
22 for many years. And now we've got our entire Council
23 that believes, that 'cause it's a matter of policy,
24 that it is good business to have a diverse set of
25 suppliers, and contractors in your, in, in what you're

1 trying to get done. So...

2 LEE: And also, and also not just you but any

3 developer, particularly our tax credit deals, agree to

4 the same conditions that you've agreed to. You know so

5 your, your deals do not have any extra or more on it

6 than any other deals that came down the pipe line.

7 Everyone committed to it now it is you all's responsibility

8 to follow through with that. And, and certainly we

9 wanta make sure that if you agree to do a certain thing

10 that you will do that. If not, then you know, if there's

11 another opportunity, then we would address it at that

12 time.

13 FISHER: OK.

14 LEE: But we certainly, you know, you know what you

15 oughta do just say what you wanta do. You looking at

16 your fish Councilman?

17 HILL: I'm praying over my fish, I want some prayer

18 over this fish.

19 A couple talking at once.

20 LAUGHTER

21 HILL: Yeah, that's what T.D. Jakes says.

22 FISHER: No.

23 WAITER: I'll be right with you UI.

24 FISHER: You're not having any?

25 LEE: Well, I, I thought we was just gonna go ahead

1 and let them have their deal that we probably would
2 have...
3 FISHER: I'll just take mine to go then.
4 LEE: Run across the street so they can spend their
5 time together. I just wanted...
6 HILL: UI y'all not bothering...
7 FISHER: No, no, no.
8 HILL: No, really I'm serious. You don't go.
9 FISHER: No, no.
10 HILL: No, ahh look, see I wouldn't have said it was
11 OK, so whenever y'all wanta stay, you don't have to
12 box your meal, eat your food man, it's, it's...
13 FISHER: Alright.
14 HILL: We, we've had enough meals together. We can
15 do that.
16 LEE: I'm starving man. We was gonna go, go across
17 the street ahh, I was and...
18 HILL: Go over to Taco Diner?
19 LEE: No, I was gonna get a little bite, and UI....
20 HILL: Man, you, I don't know what's wrong with you
21 boy.
22 WAITER: How's everybody doing? Do we need some
23 fresh pepper?
24 FISHER: No, I'm good.
25 LEE: Can, can you bring me one of those?

1 WAITER: Right away sir.
2 LEE: I'll take one. That looks real good. What
3 type of dressing's on that?
4 WAITER: It's got Blue Cheese dressing and ahh UI.
5 LEE: Do you have an Italian?
6 WAITER: No, I have ahh tomato vinaigrette...
7 HILL: UI it's good.
8 WAITER: And I have ahh..
9 HILL: Just one, just one, just one.
10 WAITER: But that one's...
11 HILL: No.
12 VIVIAN: UI
13 LEE: No, I'll take a menu.
14 Several talking to waiter at once.
15 LEE: What have you got?
16 HILL: UI.
17 LEE: Is that fish?
18 HILL: UI.
19 WAITER: Here we go sir.
20 LEE: Is that UI good?
21 HILL: UI needs to quit eating this fattening food
22 man.
23 WAITER: This part in the week we have T.D. Jakes
24 that comes through very often.
25 VIVIAN: Oh, OK.

1 WAITER: And he will order beef, you know it wasn't on
2 the menu.
3 VIVIAN: Oh, OK.
4 WAITER: It was a special UI I want this and this and
5 this and we end up
6 HILL: That sounds like you D'Angelo.
7 LAUGHTER
8 VIVIAN: UI
9 WAITER: He was here like a week ago. He comes here
10 like Sundays. Sometimes he and Bishop Kennedy comes
11 here.
12 LEE: I know Bishop Kennedy.
13 HILL: UI. This is her first time here. I brag
14 about this place.
15 WAITER: I got just a case of UI....
16 END OF WAV 1
17 WAITER: Tartar sauce, non-spicy. UI OK?
18 LEE: OK. I know you have it. I don't see it on
19 here I want whatever ahh roasted chicken.
20 WAITER: OK.
21 LEE: That, that you have.
22 WAITER: Roasted chicken with mashed potato or baked
23 potato?
24 LEE: Ahem, I'll take mashed potatoes and do I get UI
25 can I get asparagus too?

1 WAITER: With that ahh mashed potatoes and asparagus?
2 LEE: Yes.
3 WAITER: Be right with you.
4 LEE: Can you take the skin off for me too?
5 WAITER: No skin?
6 HILL: Aw man. LAUGHING
7 LEE: No skin. And, and white meat.
8 WAITER: White meat? It's got bone in it. You know
9 red skin, white skin and bone.
10 LEE: OK. So it's like a half a chicken.
11 WAITER: Yeah, sort of like.
12 LEE: OK. Just take the skin off.
13 WAITER: The skin off?
14 LEE: Yeah.
15 WAITER: On the whole thing?
16 LEE: Mm-hmmm. Councilman gets on me say that I'm
17 too particular when I...
18 HILL: Right. You just lighten up my life like that
19 too.
20 VIVIAN: UI with a Jake. See?
21 LEE: There you go.
22 VIVIAN: UI
23 LEE: There you go, that's right. That's how you do
24 it. Thank you. I think I got somebody on my team
25 this time.

1 VIVIAN: LAUGHING
2 LEE: Oh God, here you go, you know.
3 HILL: No, man, my wife, she, she, she wants her food
4 the way it's 'sposed to be.
5 MALE VOICE: You're paying for it you might as well
6 be the way you want it, Right?
7 LEE: Let me go wash my hands now since I'm gonna....
8 MALE VOICE: Beat me to it man.
9 WAITER: Can't tempt you with anything today?
10 LEE: Well, actually, I, I changed my mind.
11 HILL: Yeah, he changed his mind.
12 LEE: You know, I was gonna, the Councilman and his
13 wife was trying to enjoy some, you know, personal time
14 together, but ahh UI...
15 LAUGHTER
16 HILL: We like your sweat suit man.
17 LEE: It looks good.
18 HILL: It does.
19 LEE: He has a black one and I want it.
20 HILL: LAUGHING
21 LEE: He won't give it to me, so I'm trying to UI...
22 HILL: I'm trying to get your hat too.
23 Several talking at once
24 HILL: I can't get that, I can't get him to put a tie
25 on.

1 PAUSE

2 HILL: Hmmm.

3 VIVIAN: UI

4 HILL: Yeah, sometimes a tie's necessary? Why not?

5 Since I'm in a business environment, you gotta put a

6 tie on sometime huh?

7 VIVIAN: UI

8 FISHER: I'm going to Houston for a neighborhood

9 meeting so I don't put a tie on very often, but...

10 HILL: You got your tie...

11 FISHER: Sometimes you got to, that's right.

12 HILL: That's right. I had a meeting yesterday and I

13 didn't, everybody had a tie on but that dern D'Angelo.

14 But it was kinda, it's a holiday time. Well, but with

15 him it's always like this. I can't really say it's a

16 holiday deal. I found out that this place and Taco

17 Diner owned by the same folks.

18 PAUSE

19 HILL: Honey, you can come through here on a Thursday

20 or Fri, well really most nights, Thursday, Friday

21 folks all along the walk way. It's exciting. UI.

22 What've you got? UI. Bishop Jake needs to quit

23 eating this shrimp. It's not good for him.

24 PAUSE

25 VIVIAN: Breathing the air is not good for you.

1 FISHER: What did you get?

2 VIVIAN: I had the ahh, it's called Bishop Jake, UI
3 and shrimp.

4 FISHER: It looks good.

5 HILL: Bishop Jake needs to quit eating all that
6 fried food. I could never get her to even try the
7 salmon.

8 FISHER: Is that what you're having?

9 HILL: Mm-hmmm. It's good.

10 FISHER: I'm not a big salmon fan either.

11 HILL: I cook it at home. She does not like it.

12 LAUGHING Now they tell you it's the most nutritious,
13 but I think it's pretty high in cholesterol compared
14 to the other fish.

15 FISHER: Think so?

16 HILL: D'Angelo will tell you. D'Angelo, isn't,
17 isn't the salmon one of the, isn't the salmon a high
18 cholesterol fish?

19 LEE: No,

20 HILL: It's better for you. Isn't it better for you,
21 but it's high cholesterol?

22 LEE: No, it's not a high cholesterol fish. It's a
23 lower cholesterol fish.

24 HILL: Really?

25 LEE: Yeah. Cat fish is a high cholesterol fish.

1 Shrimp is a high cholesterol, oysters all that stuff
2 like that.

3 HILL: There was something about the salmon, I can't
4 remember what it was.

5 LEE: It has a lot of mercury in it. A lot of
6 mercury. But mercury I mean a certain amount of
7 mercury is good brain food. It's ahh, it's brain
8 fish. UI suggests.

9 VIVIAN: UI

10 HILL: Thank you very much.

11 LEE: Where's ahh, where's grandson? LAUGHING.

12 HILL: Grand, grandson's off this week, UI.

13 LEE: Grandson is UI...

14 HILL: Grandson's chilling man.

15 VIVIAN: Oh, did UI?

16 LEE: Huh?

17 VIVIAN: UI.

18 LEE: I remember a couple times you know? The
19 grandson...

20 HILL: He's the bomb, man. UI...

21 LEE: Grandson's tough. I told him I said I need to
22 get him over there to hang out with my boy, they have
23 a ball man.

24 VIVIAN: How old is your boy?

25 LEE: I have a 9 year old and a 7 year old. Well,

1 they go to the same school.

2 VIVIAN: OK. Oh, OK. He'd love that.

3 LEE: He goes to UI.

4 LEE: My boys go to UI.

5 HILL: UI in second grade...One year ahead of Matthew.

6 VIVIAN: His, his birthday is UI.

7 LEE: Oh, Matthew's in the first grade?

8 HILL: First grade.

9 LEE: Well, you know D'Angelo,...

10 VIVIAN: He was born in November.

11 LEE: D'Angelo, Adam is the second grade president so...

12 VIVIAN: Oh.

13 LEE: ...he was UI...

14 LAUGHTER

15 HILL: I asked Matthew I said, Matthew, do you know

16 Adam? He's the second grade president? He said no,

17 no.

18 LEE: He's got, Adam's a upper class man.

19 LAUGHTER

20 LEE: My, ahh my wife, my wife sent my boys to a ahh

21 to a sleep over. And she called me on the phone,

22 she's like D'Angelo you would not be, you would be

23 amazed they've got, oh my God the president.

24 LAUGHTER

25 LEE: The president came to our sleepover, we....

1 LAUGHTER

2 LEE: She had to close the door from just laughing.

3 UI...you know?

4 LAUGHTER

5 LEE: He said the president is here you guys. He,

6 could you believe the president came to the birthday

7 party? He is too much..This other lady called my,

8 called my wife she said maam she said ahh, ahh I don't

9 know how to state this to you she said, but ahh, my

10 daughter is having problems in math. And when she

11 gets frustrated she said, darn I wish I was as smart

12 as Adam.

13 LAUGHTER

14 LEE: He's just smart in everything you know. She

15 said you know I told that lady Adam can encourage

16 her, you know, just tell the mother she can work

17 through it. LAUGHING She has a crush on my child

18 before he gets to 3rd grade now you know.

19 HILL: Sounds like he's handling it though man.

20 LEE: He's handling that, you know. Adam is tough

21 on...

22 HILL: Now tell her about his campaign theme UI.

23 LEE: Ahh, ahh what was the campaign theme; I forgot

24 what it was.

25 HILL: You, you it was something that you were going

1 to, STUTTERING he was going to give something to the
2 kids. I forgot what it was.
3 LEE: And it was a simple...
4 HILL: It was.
5 LEE: And that was his campaign folks, we made
6 posters for him ahh what is it, what was it ahh,
7 something real simple. I care or, or, 'cause they
8 were saying that they didn't believe that the school
9 cared about their thoughts. And Adam's theme was "I
10 care".
11 LAUGHTER
12 LEE: So he UI...his poster that says vote for Adam
13 for I care.
14 LAUGHTER
15 FISHER: Great.
16 LEE: That's kinda...
17 VIVIAN: Yeah, for their campaign...
18 LEE: Yeah, I think, yeah, I think he had some good
19 support behind him you know? So.
20 HILL: You know what D'Angelo what you need to do
21 probably right now is just stop talking about your kid
22 'cause I'm gonna tell you something. You gonna end up
23 saying something that you can't really back up and
24 that is commit to my wife to be involved in this
25 Odyssey of the Mind competition 'cause see she's

1 always looking for kids. Always.

2 LEE: Awwwww yeah. You need some UI?

3 LAUGHTER

4 LEE: UI? Can you promise me ahh \$5 a week you know?

5 VIVIAN: UI.

6 LEE: Huh?

7 VIVIAN: UI

8 HILL: 'Cause that's, that's her business right

9 there. She's a Odyssey of the Mind person.

10 LEE: Hey, we, we you know, we'll be behind her.

11 Give us the curriculum, give us some dates and time,

12 we'll have him ready.

13 HILL: I'm telling you. This is why I warned you man

14 see you talk UI 'cause she will, she will ask you.

15 She will call you.

16 LEE: Hey. We try to keep 'em as busy as possible.

17 LAUGHTER

18 LEE: Keep those guys moving.

19 FISHER: That's right. Keeps 'em out of trouble.

20 HILL: It does.

21 LEE: So how was your Christmas? Are you through,

22 you still asking about deal stuff?

23 FISHER: No, no. I had a good Christmas ahh, spent

24 time with the family; didn't go anywhere which I like.

25 HILL: Yeah.

1 FISHER: And ahh, then Santa knows where to come.
2 LEE: Right.
3 HILL: That's right. He's not confused is he?
4 FISHER: That's right, that's right.
5 LAUGHTER
6 FISHER: And then a slow impact the next day. Had
7 the relatives over, they live in Arlington so.
8 LEE: How's your back doing?
9 FISHER: Much better, much, just, you know? Like
10 anything sometimes you just, you know, I tweaked a
11 disc and suffered with it for about a month and then
12 it slowly goes away and...
13 HILL: UI
14 FISHER: We do a lot of back surgery in this country
15 that a lot of times if you just wait...
16 HILL: I'm telling you that's why I'm, I'm real
17 careful about doing things that impact on my back.
18 Just because as a lawyer I've done enough comp cases
19 and other kinda cases I've seen the after effects of
20 some of the surgeries and...
21 LEE: It's not good.
22 HILL: ... and it's well intentioned. But when you
23 start playing with that thing, when you start playing
24 with that spine, those nerves, it's just....
25 FISHER: It's just never a good outcome. UI only if

1 you just wait usually you know other countries they
2 when they put you on disability and they let you lay
3 around for a year, and while your discs scar down and
4 heal up and here you know if you can't be going 3 days
5 after you get hurt...

6 HILL: I'm telling you man.

7 FISHER: ...everybody's unhappy so that's why there's
8 so much surgery here compared to a lot of other places
9 so. I learned to just, you know, I gotta suffer with
10 it, but I gotta lay down for a while and take a week
11 then that's what you gotta do.

12 HILL: That's right, that's right, that's right,
13 that's right. And I'm not, I do think though as, as
14 you get older, ahh, ahh Christmas and holidays they
15 just kinda work a little better 'cause you, you've had
16 enough time to, have too high of expectations. You've
17 had enough disappointments. You just kinda sail on
18 through, and we had a great, great holiday.

19 FISHER: Yeah.

20 HILL: Without a whole bunch of expectations. Just
21 worked out.

22 LEE: You know Adam, you know, I'm gonna stop talking
23 about Adam.

24 VIVIAN: No, go.

25 LEE: But Adam, I mean he's amazing. He's really,

1 really smart kid. He told me the other day, he came
2 into the room he said dad, he said I know
3 grandmother's here and she really likes the fire place
4 he said, but ahh how is Santa gonna get down there?
5 LAUGHTER
6 LEE: Dad, we're gonna put it out before the...
7 LAUGHTER
8 LEE: I said yeah man, I'll put it out.
9 FISHER: He got your back.
10 LEE: Yeah, I'm gonna put it out for you. I can put
11 it out.
12 HILL: Hey, man, did you get your tree man?
13 LEE: I did. I got a tree and I'm ready to get it
14 out of my house already.
15 HILL: 'Spose to take it out on the day of, the day
16 of New Year's right honey?
17 VIVIAN: Day before.
18 LEE: Day before. Can, if, if, anything happen if
19 you do before hand?
20 VIVIAN: No.
21 LEE: OK, I want it out.
22 VIVIAN: Just don't bring the old into the new year.
23 LEE: You're supposed to get it out beforehand.
24 VIVIAN: Yes.
25 LEE: OK. Can you put some more stuff out too.

1 VIVIAN: UI

2 LEE: I got some other stuff that I wanta put out
3 there. Maybe somebody'll get it.

4 HILL: UI.

5 LEE: So it won't, so it won't come back.

6 HILL: The only thing about it brother you oughta
7 know by now, if it's stuff, you put it out there if
8 it's got any residual value, it'll be gone.

9 LEE: Tell 'em to cook it light, I don't want it real
10 tough.

11 WAITER: Light?

12 LEE: Yeah, thank you.

13 LEE: So Mr. Fisher, are you, you OK with your ahh
14 questions have been answered? Are you settled?

15 FISHER: Yeah, I think so, think so.

16 LEE: OK.

17 FISHER: UI...

18 LEE: 'Cause we do want, you know, again I think that
19 ahh your deal is a good piece of land. I think the
20 community needs it. And you know, we're in support of
21 it.

22 FISHER: Great. Appreciate that.

23 Drumming fingers sound

24 LEE: Did you, did you ahh make sure you get your,
25 your team, did your team have a good ahh Christmas?

1 FISHER: Yeah, I think so. Ahem, I got a good group
2 of folks you know Kathy Nealy and lawyers and architects
3 and engineers and they have a couple of jobs that are
4 finishing up; one in Arlington and the one in Houston.
5 So I have a very good ahh minority management company
6 doing our management in Houston.

7 HILL: Yeah.

8 FISHER: Ahh, you know, just they do a good job and
9 they came highly recommended and then I've had ahh
10 kinda of a bump in the road on ahh the development
11 I've been doing down there and it turns out they've
12 got a very close relationship with the Congressman in
13 the ahh area so, I mean...

14 HILL: And it all works out doesn't it?

15 FISHER: I know and again this just surprise you
16 know. Said hey, you know, let me, let me call a
17 friend over there and see if I can get you some help
18 so.

19 HILL: The diversity of talents. Diversity of
20 skills, the diversity of resources.

21 FISHER: That's right.

22 LEE: Now is your, is your deal in Arlington near the
23 ahh proposed stadium?

24 FISHER: No, it's not, it's on, it's in the south
25 Arlington area where Arlington and Mansfield come

1 together, Cooper and Sublett, south of 20.

2 LEE: 20.

3 FISHER: Yeah, the...

4 HILL: UI growth going on down there.

5 FISHER: That is a whole ton of growth. I'm in the

6 Mansfield Independent School District,...

7 HILL: Yeah, yeah.

8 FISHER: ...you know school districts are important.

9 HILL: Very important.

10 LEE: So are, are you, you in the Mansfield School

11 District?

12 FISHER: Yeah. Big selling point.

13 LEE: Yeah, I mean it's beautiful out in Mansfield.

14 FISHER: Well, everything's new and they passed a big

15 bond package and they've got all new schools going in

16 our area and ahh so we go to other areas of Arlington,

17 where it's Arlington ISD and Arlington's not a bad

18 school district but, you know, Mansfield's got a very

19 high rating and all the facilities are brand new so.

20 LEE: And the school district is new.

21 FISHER: That's right. And so I think they add a

22 little extra to get the teacher in there and so.

23 Seems like, I think a lot of the suburban school

24 districts they just don't have the, they've got a smaller

25 number of children to focus on and smaller class sizes

1 and, ahem so that's a big selling point. We go into
2 other areas of Arlington and market the fact we're in
3 the Mansfield Independent School District to get
4 families to move.

5 LEE: Are you looking at doing some other
6 developments in, in Arlington, Mansfield up in that
7 area is that?

8 FISHER: Ahem...

9 LEE: Are those tax credit deals?

10 FISHER: I have, yeah, but it's a bond project out
11 there. Ahem, we have a deal in Arlington'. It's a
12 market rate project for all practical purposes. Ahh,
13 it was that tier 2 bond transaction which is, I mean,
14 the rents the same as the market. Ahem, Houston was
15 the same thing and I'm in a very good school district
16 there too. You know my market people said you won't,
17 you know, Hou, this area Houston is, has a lot of ahh
18 housing. We're doing a town house style product and
19 ahh, you know, you'll have a hard time leasing up and
20 it's been fantastic. And a lot of it's because of the
21 product. I'm also right by the elementary school. I
22 mean literally I surround the elementary school and...

23 LEE: In Houston?

24 FISHER: I'm in yeah and I'm in the Aldine School
25 District which is a suburban school district with

1 brand new schools and small class sizes and you
2 know....

3 LEE: UI...

4 FISHER: You know you don't think about that when
5 you're...

6 HILL: It's been around for a good while, but it's,
7 it's kinda had a, it's kinda resurrected itself.

8 FISHER: Done a big turn around that's right.

9 HILL: Big turn around, big turn around.

10 FISHER: That's what we're hoping for Wilmer Hutchins
11 right?

12 HILL: Well, I mean if we, we, we've got to, it's
13 gonna happen. Yes, yes, I mean I, I think that what
14 we're having now is kind of a shake out as well as a,
15 as a re-focus on ahh, on really the thing that really
16 make good sense I mean I think ahh KB Homes and ahh
17 Henry Cisneros and some of those folks have made a real
18 investment in, from a single family standpoint in a
19 couple of developments that feed into their school
20 district. So they vote, they've had a vote of
21 confidence. Ultimately, you're gonna, people are
22 gonna make decisions about, well, it's just a lot of
23 land out there that's being totally under utilized and
24 it's, you can see downtown and it feeds into a lot of
25 ahh Trinity River and it's feeding into a lot of the

1 inter, developing along interstate 20, that we expect
2 to see over the next 10, 20 years. So it just makes
3 sense. You know it just makes sense to do the Wilmer
4 Hutchins piece ahh, so. The, the hard time that they
5 face here lately ahh really has helped us to just
6 kinda go back in and focus on it. Sometimes you can
7 have some of this kinda just going along, not really
8 at it's, at it's best or in it's most excellent form.
9 Just kind of moving along and you don't really do
10 anything to kinda help it get there. You just kinda,
11 but because of what's happened, ahh it's just, I think
12 a re-commitment and a renewal of interest from the
13 city standpoint. And, and really the southern sector
14 to try to make Wilmer Hutchins work.

15 FISHER: OK, to some extent that is kinda the point
16 with the Mansfield and the Aldine School District.
17 You know the two kinda go hand-in-hand. I mean if you
18 can make Wilmer Hutchins a, you know, 4,000, 4500
19 student school district which they kinda need for some
20 economic reasons, get good quality facilities in
21 there. It'll help with the other pieces 'cause if
22 you're a single family developer, believe me there's a
23 lot of people rushing to do Mansfield 'cause of the
24 school district.

25 HILL: That's right...

1 FISHER: They kinda feed off each other.

2 HILL: ...UI you're right, you're right. Well, we,
3 we, we had a little set back with Wilmer Hutchins
4 because we, we, we if we could have talked, come up
5 with a solution where we could have got the bond
6 program passed. And with the people in place, we were
7 not gonna get the bond program passed. So, we're
8 gonna have to go back to the voters at some point in
9 time so that we could get those, get the bonds done
10 and, and ahh...

11 FISHER: UI...

12 HILL: ...schools.

13 FISHER: The Republicans are gonna fix all your
14 school problems. They're gonna cut your property
15 taxes in half and you're gonna have all this money for
16 school and how can it cost you any extra money?

17 HILL: Let, let UI...

18 FISHER: LAUGHING

19 HILL: ...extra money. You know what Bill?

20 FISHER: Is UI a favor. LAUGHING

21 HILL: The thing about it is that is gonna be, that's
22 gonna be a great big fight. And ahh, you know,
23 minority kids which are really very much at ahh, ahh
24 important part of this, we really I mean, minority
25 political representation, they'll be involved in it,

1 but we're on the outside. This is gonna be amongst
2 ahh good Republican people who'll have to make a
3 decision whether they wanta tax themself from a
4 business standpoint, or whether they wanta raise the
5 sales tax where they can, where they ultimately feel
6 like they can digest it. And they don't wanta do,
7 there is no consensus around either one of those right
8 now.

9 FISHER: Just my own prediction. I told my Rep that,
10 no political will in the current majority to do what's
11 necessary. It'll either take a court order or we'll
12 live with the current system.

13 HILL: You, you know Bill, you're, you're, you're
14 probably right though I think if it ended up like
15 that, I, I think that, that and it probably be put at
16 Perry's feet. But I don't know if whether he can
17 stand up going into 2006. I mean he's gotta play to
18 his date so he's gotta hold the line on no new
19 business taxes, and he doesn't really wanta do the
20 sales tax either, but I don't, I don't, I, if he's
21 running against Hutchinson or if he's running against
22 Rylander I don't think, they're far enough away from it
23 that I think if it doesn't work, it just falls on him,
24 I think he's gotta come up with something that works.

25 FISHER: But he's gotta get it by the legislature and

1 they're all Republicans and half of them got elected
2 pledging ahh no new taxes so. They're gonna have to
3 come away with the taxes without calling it a tax. Or
4 being accused of it being a tax so. I just don't....
5 HILL: UI...
6 FISHER: ...but even the, but even though, you know,
7 you need the Democrats to go along and frankly there's
8 a thousand school districts receiving money from Robin
9 Hood and 250 pay.
10 HILL: I know it. LAUGHING
11 FISHER: The thousand are of a minority and they're
12 even Democrats, some of them, I don't see the
13 Democrats crossing to help so.
14 HILL: You know that, that, that's another piece Bill
15 that, that, that unfortunately there's been discussion
16 about property tax relief always gets into the mix
17 where it looks like it makes some sense. Because if
18 you didn't have property tax kinda in the mix
19 somewhere then...
20 WAITER: Can I take this?
21 FISHER: I'm done yeah.
22 HILL: Yes, I am too. Thank you. Then it would just
23 look like you got 250 folks that are crying about...
24 FISHER: Paying.
25 HILL: Having to write checks. And, and, and, and

1 you understand it somewhat, you know, STUTTERING when
2 you look at that complaint and you combine the
3 complaint of the 10% rule now where some of my kids
4 that are over in Highland Park or, or Mansfield or
5 whatever, that are in the top 20% don't get it and...
6 FISHER: They don't get in the top 11%.
7 HILL: That's right and so, so I mean it, it, it you,
8 you, you almost wanta say what are you crying about?
9 I mean you're talking about, your, your kids are going
10 to the best schools. There are a number of great
11 colleges in the state so why you crying about whether,
12 everybody wants their kid to get the best, but, but...
13 FISHER: But, well and there's tradeoffs you know, I
14 mean, UT is a great school, but you gotta go in the
15 classes with 500 kids for the first two years and, you
16 know. Some people do well in that environment and
17 some people do awful so. So you get forced to a
18 smaller school, sometimes that works out better.
19 HILL: Sometimes it works out better, but we've got
20 some great, we got some great universities and
21 colleges in this state. So you know, let's and, and
22 on, I mean, on the property tax issue I don't really
23 know how that all, I don't know how that really works
24 out as well because I, the property tax piece can't
25 really impact on how we, how much money we collect.

1 We gotta collect what we collect 'cause nobody's
2 giving us any money at all. We, we just trying to
3 hold the line. And I think Bush is talking about now
4 over the last couple days he's talked about the tax
5 overhaul issue, leaving it alone until 2006. And
6 dealing with Social Security and the non-defense
7 spending next year which basically translates into
8 money that gets to me down here it's gonna be cut.
9 FISHER: That's right.
10 HILL: And I can't, and so you can't cut me there and
11 then cut me on property taxes too. And then expect me
12 to create an environment where I'm competitive with
13 Southlake or Mansfield or wherever. And some people
14 don't think I am, but, but I, I know that's not true.
15 People that live in urban environments, they really
16 love urban environments, they want it to be better,
17 but they love urban environments. I, I drove down
18 ahh, ahh McKinney in the Knox Henderson area last
19 night and the night before they had a guy that showed
20 up at Knox Street Pub ahh brandishing a gun, pointed
21 it, robbed a lady, in the bar, in the pub. Everybody
22 hits the floor, OK? He robs her, crowd full of
23 people. I'm, I'm not even sure he got money, but I
24 mean I think he may have got scared off but he robs
25 her. That's the number 3 or 4 story on the news. Next

1 night, cars everywhere. Didn't change anybody's perception
2 of where they were going to eat, what they were going to
3 do,...

4 FISHER: UI over on Greenville Avenue, all the
5 talk about turned out to be one person doing the ahh
6 hold-ups around the parking garage or whatever. Did
7 that negatively affect the business over there? The
8 papers gave the impression it did.

9 HILL: It did. It, I mean parking is a huge issue.
10 It's a huge issue over there because basically your
11 parking spills over in the surrounding neighborhood which
12 is the reason why it's so difficult to really do any
13 development over there because the neighborhoods are
14 fairly well organized and they get up in arms.

15 FISHER: UI...LAUGHING like a militant camp?

16 WAITER: For you sir?

17 VIVIAN: Coffee?

18 HILL: Not for me, but she's gonna look at some
19 dessert once she's finished so. But ahh...

20 A couple talking at once.

21 HILL: ...they, they are, they are and then they got
22 Maxine Arronson over there too man and Maxine is like,
23 man. She's UI a hard, hard deal for those
24 neighborhoods so ahh it's one of the things that, that
25 ahh it is hurting us over there. It is hurting us

1 over there.

2 LEE: Bill? Can you, can you show me the various
3 types of bond deals that developers use?

4 FISHER: Yeah. 'Cause you know I'm doing the, I'm
5 doing the very first one ever done state wide ahh that
6 involves mixed income mixed use. So I had the only
7 bond project in the state that has combined tax
8 credit, tax exempt bonds, housing and retail. And
9 ahh, projects I'm doing in San Antonio. And, you
10 know, the state's program, 90% of it is all around
11 affordable housing. There is a state-wide issue of
12 the Texas State Affordable Housing Corporation, TSAHC,
13 which got a separate allocation of bond money this
14 last year designed to allow cities to do RFP's with
15 them to do specific developments and they short cut
16 all the, you know, they don't have to prioritize rents
17 or anything else.

18 HILL: My goodness.

19 FISHER: So, I have a development in San Antonio
20 that's like 150 units of market rate apartments, a
21 hundred units of affordable housing, about 10,000
22 square feet of retail all in a big site under a new,
23 new zoning. Yeah, but again this is ahh this is kinda
24 the genesis of the idea. And that's what the city of
25 San Antonio told me a long time ago they did not want

1 100% affordable housing. They want affordable
2 housing, but they want it mixed in with market rate
3 housing. But I told the mayor and the housing
4 directors that's great, you need to tell somebody at
5 the state. 'Cause everything they do is, is all
6 geared to the project being 100% affordable and not
7 only that a preference to the lowest rent. So if
8 you're prepared to restrict your ahh development to
9 100% at 50% rent, you get first, first call on the
10 dollars that are available.

11 HILL: STUTTERING Are our rules or attitudes any
12 better?

13 FISHER: With, with the city of Dallas? Ahem
14 actually I'm just healing...

15 LAUGHTER

16 FISHER: ...in the last round, in the last round.

17 HILL: And I understood the rules about, I mean, but
18 basically that, that was, that was a, oh we have a
19 role in it. I mean, so, so we never really, we
20 haven't had a discussion about whether, what, what
21 role we oughta be playing at a state level to create
22 the kind of housing that we want. I mean basically
23 we, we, we been kind of a oh, we have a say in it.
24 OK, well, then we've gotta say.

25 FISHER: Now they say your people drive it. Half of

1 the program rules you dealt with this year are from
2 Jesse Jones and Royce West and they overlap your
3 district and Fantroy's and...
4 HILL: Yeah.
5 FISHER: ...Maxine's and everybody else so. If you
6 wanta figure out what you want and go to them, they're
7 in a good position to get what you want.
8 HILL: We, we, we need to start, we need to start
9 doing a better job of talking with them about that
10 because I ahh...
11 FISHER: But first you have to decide what you want.
12 And the one thing that the city of San Antonio, the
13 mayor there who is kind of a land planner, he and his
14 housing director decided a long time ago that they
15 didn't like 100% affordable. They really wanted, they
16 really wanted mixed income.
17 HILL: I can agree with that.
18 FISHER: And, they were the very first people to get
19 a TSAHC to do an RFP involving other uses and they
20 want retail on the ground floor, they want housing
21 around, they want a day care center in there, they
22 want if they could get it, they'd like UI they do an
23 80/20 if they would that's just difficult to work
24 economically. 80% market and 20% affordable, but ahh,
25 these mixes in the 60/40 range, 50/50 where it's half

1 market, half affordable with retail. See bonds
2 can't finance that unless you're under their, this
3 kinda special program. Your housing department got a
4 notice from TSAHC here in the last year saying give us
5 some criteria, they didn't respond.

6 HILL: They, we don't because we haven't had a policy
7 discussion. I don't know how much...

8 FISHER: Well, have they initiated one UI...

9 HILL: No, no and UI...

10 FISHER: 75 million dollars...

11 HILL: ...what the hell are we doing?

12 FISHER: You can UI on this or you, you can go UI on
13 the RFP is on this block. UI have it right here.

14 HILL: Part of, part of, I think part of what is
15 happening, you may know this, but there is a, there is
16 a history in our city of not really dealing with the
17 state on housing issues at all. And it's only since
18 98 or 99 that we began to kinda even begin to even
19 work with it. And it's only since Killingsworth has
20 been there that we, that we've really been addressing
21 these issues seriously. So we, we haven't had a
22 policy discussion about this. And we need to have
23 one.

24 FISHER: Oh, I would have thought the staff would
25 have initiated it by saying hey guys we have the right

1 to ahh be in RFP for a hundred million dollars here,
2 are you interested in us participating, so.
3 LEE: Since we know that...
4 FISHER: I'm not being critical of them, I'm just
5 surprised that the subject hasn't come up, ahh...
6 HILL: STUTTERING It, it and...
7 LEE: Is it too late?
8 FISHER: Ahh, no actually it's not. I think that, I
9 was over in Arlington, worked on the project in
10 Arlington into the neighborhood over there. They
11 wanta UI, they did not want affordable houses, they
12 wanted an old property torn down and rebuilt. Ahem,
13 the seller was just completely unreasonable so what
14 did I do, I went to the housing director there, Trey
15 Yelverton, said Trey, call TSAHC. They will do your
16 deal. They will do an RFP, UI cannot block, if that's
17 what you want and narrow the traces down and so Arlington
18 has an RFP with TSAHC, Corpus Christi has one. Then
19 again it's, the genesis of it is usually now from the
20 city. They're coming to TSAHC and saying this is what
21 we want. Although again, TSAHC has sent notices out
22 to many of these communities to get an input on what
23 they want.
24 HILL: STUTTERING Is part of the, could part of the
25 reason or how would, how does a ahh your, your local

1 HFC. How does that play into that at all? So maybe
2 their, Jerry's, I mean Jerry seems to drive every
3 dollar he can and so much of the focus ends up being
4 the Housing Finance Corporation.
5 PHONE RINGING
6 HILL: I didn't know whether that's the conflict.
7 Maybe that's the reason why we're not hearing enough
8 about it because he wants to...
9 FISHER: Yeah, they can't be the issuer but again
10 this is where you go to your State Rep and say let me
11 be the issuer for some of TSAHC's money again. It was
12 just a matter of getting the ahh opportunity to ahh,
13 ahh you know come up with what, you know, with
14 something that would run through the HFC. The
15 Legislature is coming to meet now, I mean, now is the
16 time to be talking to 'em. And say look we like what
17 TSAHC's doing, we can custom tailor your deal.
18 HILL: Can you get me some information on it?
19 FISHER: Sure. Sure, yeah, you asked me to do that
20 and...
21 HILL: STUTTERING Let me say something to you, as
22 kind of an aside now. Now, ahh, we, we recognize
23 that, that ahh we had some struggles in these last few
24 deals. But D'Angelo ahh is, is thoroughly,
25 thoroughly, thoroughly impressed with your knowledge

1 of what you're doing. And, and we're hopeful that in
2 some way over a period of time as wounds heal, as you
3 do better, then, then we'll be able to kinda, kinda
4 re, re-format, re-formulate the relationship here
5 because we think that you're a good creative guy and
6 you could really help us in a lot areas because we, we
7 right now we know we're not gonna be able to just go
8 back to, to either our Council, to the communities you
9 can make the case, but to the Council just going back
10 with just straight apartment projects, it doesn't, you
11 end up with a big fight that really oughta not be a
12 fight and we really don't like this whole, we're not
13 that comfortable with this whole notion of a Council
14 person knows what he thinks he oughta be able to do
15 and at the same time the Council itself may think
16 they're on a entirely different track. And there are
17 arguments with both sides of that whole discussion,
18 but frankly I think a Council member oughta have an
19 awful lot of say in what goes on in his district. So,
20 so we gonna have to come up with more creative ways of
21 putting a product on the ground that can have less
22 Council opposition, won't be quite as polarizing as
23 it, as it can be, maybe some of the stuff we ran into
24 this last time. So, hopefully, over time, you keep
25 doing what you're doing ahh you keep healing ahh and

1 D'Angelo's pretty determined to kinda keep trying to
2 work with you so, I mean, that, that's gonna happen so
3 ahh I mean I, I recognize it's not necessarily a easy
4 deal to get over all that. But I, I, I think that if
5 you want to you've got a good future here in this city
6 particularly with the, your knowledge and what you're
7 trying to get done is really pretty good, pretty good.

8 LEE: Well, we particularly in our district a tract
9 of land that you know we've been really trying to get
10 developed, and I've met with some developers and you
11 know about it and I just was really wasn't impressive
12 you know anything you know they had to offer. You
13 know, I mean, can, can you, you know, stretch me a
14 little bit. Can you be a little bit more creative. I
15 said, heard that, done that. And I would, you know, I
16 would like for you to even you know look at it and you
17 know share some of the various types of ahh, you know,
18 funding avenues that are there to see can we get some
19 creative things. 'Cause you know I'm a, I'm a, a fond
20 believer in mix used development. I mean, you know,
21 I, I just think that it works. And it works in any
22 urban context. I don't think that we've done, you
23 know, as good of a job in the southern sector to bring
24 that type of product.

25 HILL: Yes, very definitely.

1 LEE: And I think that's the next wave, I think
2 that's the types of deals that I think are gonna do
3 well more so in the center of the southern sector and
4 not so much on the outskirts.

5 HILL: You have a better chance of creating more
6 community, more, more gathering around that area.

7 Ahh, in Los Angeles, looking at a story the other
8 night and they were talking about how, how ahh Los
9 Angeles' down town is just now kinda coming together.
10 But historically they, what Los Angeles has been is a
11 lot of, lot of neighborhoods all over with some
12 identity. So ahh, and one of the things D'Angelo
13 points out that I, that I agree with is that this
14 whole idea of the southern sector. That's just too
15 amorphous, it's too, we gotta create some communities
16 within UI some, some identifiable areas that, that are
17 like up town. Not, not like in terms of how it looks,
18 but like it in terms of identifiable area has a brand
19 and has a market, has an image. And we're gonna
20 work on the, we're gonna work on this public safety
21 piece and we're gonna work on ahh the infrastructure
22 piece to kinda get that squared away. I'm gonna
23 spend, we're gonna spend time kinda trying to get that
24 done, but...

25 FISHER: UI.

1 HILL: ...I think you could help us some on that.

2 FISHER: I'd like you, I mean I'd like to help but

3 you know how best to be a two way street here too.

4 HILL: Yeah.

5 FISHER: Ahem, you know really, I'd, I'd...

6 END OF WAVE 2

7 FISHER: ...want to continue to work in D'Angelo. I

8 just feel like with a strong mayor coming I should

9 just really go to Laura's house.

10 LAUGHTER

11 LEE: Not a bad idea, no?

12 VIVIAN: I need another UI...

13 LAUGHTER

14 FISHER: Should I be with y'all, or should I be over

15 there?

16 Several talking/laughing at once

17 HILL: I know it man. I know it. We're gonna go

18 through 6 months, we're gonna go through 6 months of

19 dealing with that. Huh?

20 VIVIAN: UI.

21 HILL: No, honey no.

22 FISHER: What are you gonna do if it get passes? I

23 mean, it's not a Council issue, it's an election issue

24 so. If you assume it passes,...

25 LEE: But have they verified that the...

1 FISHER: Yeah, they verified the signatures.

2 HILL: Yeah. The ahh, you know, my, my ahh, my, my

3 gut and my intellect tells me that it's not gonna

4 pass. But, but really this isn't the play right now.

5 FISHER: I hope you're telling me that. I think this

6 is the first opportunity for lay people in north

7 Dallas to take back ahh...

8 LEE: What they want.

9 FISHER: ...City Hall and I don't know why you'd

10 assume they wouldn't do it. I asked Rev. Johnson why

11 he doesn't have a weak mayor petition out there.

12 LAUGHING

13 FISHER: This is my petition, the mayor gets to vote

14 in case of a tie. Other than that she gets to chair

15 the meeting, she doesn't get to speak on an issue, and

16 if there's a tie, she gets to speak and vote.

17 HILL: Hmmm.

18 FISHER: So we oughta have our own weak mayor

19 petition going. LAUGHING

20 HILL: You know, Bill STUTTERING I agree with you

21 ahh...

22 LEE: Please jot that down for me on a napkin.

23 HILL: I like it man I like it.

24 FISHER: I just don't want you to be...

25 HILL: No, no, no you have to be realistic, but I

1 went out to ahh when we went out to ahh the ahh when
2 Laura and I had this debate the other night. Ahh,
3 and, and what you find out from people is, and this
4 has been the experience of El Paso who just went
5 through a reversal from a strong mayor to a Council
6 manager form of government. I mean voter education is
7 so important so I mean that, that ends up being the
8 key but once you educate people and so they understand
9 that this nice easy framing of the issue like we're
10 just eliminating the City Manager and they begin to
11 understand that ahh...
12 WAITER: Do we need an extra spoon?
13 HILL: ...that if this thing passes, then the only
14 thing that keeps ahh their neighborhood empowered as
15 long as they're turning out all the votes, and if that ever
16 changes then their neighborhood has no power. Once
17 they begin to understand that a little bit better then
18 they begin to open up and look at it. Then when they
19 begin to look at it and say well what, what really are
20 we getting in exchange for this? Ahh they're
21 realizing not really getting anything. Ahh, the, the
22 white community ahh, you're right this is a unique
23 opportunity for them to, to, to kinda take it back.
24 FISHER: Undo 14-1...
25 HILL: But, but, but these neighborhoods. We talk

1 about it already. The neighborhood and the tax credit
2 deals. The neighborhood in lower Greenville, ahh we
3 talk about it all over...
4 FISHER: The project by Walnut Hill...
5 HILL: ...by Walnut Hill, they, they have been
6 empowered and as you let them know that basically that
7 this is, is you know your power cord? Cut it off.
8 Then they'll, they'll, they'll reject it, but now the
9 tougher question is what happens next because, because
10 I think people are at a point where they wanta do
11 something different than what we're doing now. And
12 this isn't the right vehicle, but it's gonna have,
13 it's gonna lead to a discussion that's gonna
14 ultimately have people come up with a decision that
15 says I do wanta do something different, this isn't it.
16 I think you'll know that.
17 FISHER: Is is something other than 14-1 or?
18 HILL: No, it'll be 14-1, but it'll be something
19 other than managers basically running things.
20 FISHER: OK.
21 HILL: You know their, by their vote, let's say the
22 thing that's 45%? You know that it won't take much to
23 swing it off. STUTTERING I think it's gonna do
24 probably 45%, 46, 47%.
25 FISHER: OK. But you don't expect it to win? I hope

1 you're right. I think there's gonna be a huge push
2 to, to make it go. I wouldn't be surprised if you, if
3 it ended up down at the courthouse frankly, but ahh.
4 HILL: Well, STUTTERING and they're, they're doing a
5 good job of helping us right now. The Morning News is
6 trying to balance it, but, but they're doing a good
7 job of helping us because when you come out and say,
8 Harold Simmons, Vance Miller, Phil Jerrett, ahh
9 Huddleston who's got a lawsuit against us right now,
10 those are the guys leading the charge. Most of 'em
11 live in Park Cities. Maybe one of 'em lives in
12 Dallas. I mean the one in there says oh no, but let's
13 don't get off on that, let's talk about the merits of
14 it. We gonna talk about the merits of it, we're also
15 gonna talk about the genesis of it as well.
16 FISHER: The agenda?
17 HILL: Yeah. You know?
18 FISHER: Hmmm, the push behind it?
19 HILL: Yeah. So, STUTTERING the toughest struggle is
20 where you come up with after this you know?
21 WAITER: For the gentleman.
22 FISHER: Bring me the check if you would.
23 HILL: No, no, no, Bill, Bill, you weren't planning
24 on doing this...
25 FISHER: That's my job...

1 HILL: ...no, no, no. Bill, Bill it's OK.

2 FISHER: Alright. I got it.

3 HILL: Didn't, didn't, didn't mean for you to do that

4 so that was, that was not, that was not my intent

5 there. But we, we're gonna do, Laura was against us

6 on the bond program. We beat her 2 to 1. This is

7 different, but we beat her 2 to 1. And that was out

8 of people's, out of people's pocket. That was tax

9 dollars, that was a tax increase....

10 FISHER: Yeah.

11 HILL: ...and people, this electorate is the ones

12 that are, that are active in municipal elections,

13 they're a pretty smart group. They're a pretty smart

14 group so.

15 FISHER: I just hope you're right, I just don't want

16 this people south for the Trinity and take it for

17 granted. Ahem, 'cause I think the mayor's gonna work

18 real hard to get it across the finish line and ahh, it

19 certainly, one thing we agree on is it severely

20 dilutes 14-1.

21 HILL: Oh, it, it kills it. It kills it. There,

22 there really isn't any power anymore. All the power

23 is the mayors.

24 VIVIAN: I think you're right. I think it's gonna

25 win.

1 HILL: UI

2 PHONE RINGING

3 FISHER: I, I UI...

4 VIVIAN: Number 1 is that people don't vote. People

5 who might be against it, don't vote and that's the

6 biggest problem.

7 HILL: The people that are involved in municipal

8 government will educate themselves enough on it to do

9 it.

10 FISHER: I hope you're right.

11 VIVIAN: UI.

12 HILL: Oh, we will. We already are. We already are.

13 And you know and, and, and for me, for me just looking

14 at it ahh I, I got some real, I got some real freedom

15 no matter what way it goes because if it, if it was to

16 go the other way, then some of their pet projects, I

17 don't have any motivation to support them and I'll do

18 everything I can to, to fight them. The Trinity River

19 corridor the Trinity River Project, that does nothing

20 for me. I get an Equestrian Center and I get an

21 interpretive center. And I, and I don't have all the

22 money for the Equestrian Center and nobody UI the

23 Interpretive Center yet. I get a park that's already

24 there. I get people canoeing down the river that

25 they're already doing, I get nothing over there. But

1 they've been trying to do this transportation project
2 for this Trinity River for 60 years. So ahh, if I
3 have a problem with getting things done down here then
4 I don't have to support Trinity River Project and I
5 can urge my Royce West's of the world, my
6 Congresswoman Eddie Bernice Johnson to do everything
7 they can to kill it off.

8 FISHER: You said Eddie Bernice Frost?

9 LAUGHTER

10 FISHER: Sorry, UI....

11 HILL: It, it's any number of different places.

12 FISHER: Do you have some, some pressure points?

13 HILL: So, so I mean, so the piece will be, do you
14 step up and give me 3 or \$400,000.00...

15 WAITER: Thank y'all, Thank you.

16 HILL: ...and you step up and give me the money to be
17 able to make the campaign, if you don't wanta do that,
18 you say right now you're going to, but if you don't
19 wanta do that, then we start talking about leverage
20 points.

21 FISHER: The, who is taking the leadership roll down
22 there on defeating this because the one thing I had
23 with Harold and the boys is they've already got money
24 and they'll raise more money to get out the message
25 they want to get it across the finish line so are you

1 taking the leadership? Is James taking the
2 leadership? Is...
3 HILL: Well, it, it, it can't...
4 FISHER: LEO is on holiday. LAUGHING
5 HILL: It can't be that kinda thing, it's, it's got
6 to be at a minimum a tri-ethnic thing. It's got to be
7 because it's not a black white, this is not even a, this
8 is not a black/white...
9 FISHER: Where do ELBA and UI and those guys fall.
10 HILL: STUTTERING When January, let's say January
11 15th rolls around, you're gonna have 14 Council
12 members that will have said they're against it and
13 they're gonna fight it with everything they can. That
14 includes Rasansky.
15 FISHER: Well, he, I heard was there's 13 so I assume
16 Mitchell or...
17 HILL: Mitchell and, and Loza have been kinda slow.
18 But, but both of them are gonna go against it.
19 FISHER: Right.
20 HILL: When, when you get down to the end of this
21 thing after they look at the polling on it, she's
22 gonna switch over too just like she did in the bond
23 program.
24 FISHER: OK. Well, you know, she's responsible for
25 the Trinity River, the Victory Center...

1 HILL: I know it. I know it.

2 FISHER: ...ahh let's see what else she is
3 responsible for...

4 Fisher/Hill talking at once

5 FISHER: I mean she, does she, she knows how to get
6 into...

7 HILL: I know it.

8 FISHER: And get all the way up into the front and
9 try...

10 LEE: She had like the Housing Committee for the a,
11 League of Cities or something like that?

12 FISHER: Yeah, she, she couldn't care less about
13 housing 4 years ago. Ahh, still doesn't care anything
14 about housing. But, but her, her crown jewel is that
15 Trinity River and that Trinity River's hanging like
16 this. We, we going through the whole discussion right
17 now whether it's split versus combined. And, and we
18 could snap the cord on that thing right now.

19 FISHER: Well, she, you know when Ron Kirk was trying
20 to get the consensus going with you all on the Trinity
21 River. She fought it tooth and nail and now it's her
22 project. She's remarkable about being on the losing
23 side and then embracing victory.

24 HILL: Well that's another thing that's hurt her on
25 this strong...

1 PHONE RINGING

2 HILL: ...mayor thing because her core, her core
3 support has been the UI House Republican Women, Donna
4 Blumer is a symbol of that, Pat Cotton and some of those
5 other folks, but because she's come out as strong as
6 she has on some of this stuff, they're totally opposed
7 to Blackwood so she can't even rally all her
8 Republican North Dallas Women.

9 FISHER: I hope that's true.

10 HILL: That's another world. So we, we're gonna beat
11 her, the ahh, the Citizen's Council is stepping up.
12 They're gonna take a lead in terms of the money part
13 and all the Chambers and all that stuff I mean, look
14 Harold and them are gonna be able to raise a bunch of
15 money and I bet if...

16 FISHER: Yeah.

17 HILL: ...they wanta do it.

18 FISHER: They just have to write their own checks.

19 HILL: They're gonna be, that's what they are gonna
20 have to 'cause they're gonna be all by themselves in
21 doing it. And/or the money's gonna come from outside.

22 FISHER: OK.

23 HILL: And what the Morning News tried to help 'em do
24 today was tell them what you do is try to look and
25 give 'em a strategy the other day say what you do is

1 go out and get...

2 PHONE RINGING

3 ...neighborhood people to form your...

4 FISHER: Grass roots.

5 HILL: They given 'em the plan that may be what they

6 try to do. It's just gonna be so hard to be able to,

7 to, to do that when your money's all coming from some

8 place other than Dallas. And we spend 9 months with

9 her Charter Review Commission that had meetings all

10 over the city and said to hell with this.

11 FISHER: So Highland Park doesn't count as part of Dallas?

12 HILL: Oh, hell.

13 LAUGHTER

14 HILL: Hell no.

15 LEE: You gotta get a new address UI.

16 LAUGHTER

17 LEE: You gotta get you a Dallas address man.

18 HILL: Yeah, man get you a Dallas address. Even as a

19 PO Box, get you a little small office or something.

20 FISHER: I already have a Dallas address, UI a 3 UI.

21 HILL: UI...

22 FISHER: I've got me a five thousand square feet.

23 LAUGHING Maybe you're saying I should go down on

24 Illinois..... That's fine...

25 LAUGHTER

1 LEE: UI

2 HILL: Get you one, get you one of those, one of

3 these things, get you a 3rd floor, let me see have to

4 get. You know you were talking about, or D'Angelo was

5 talking about good developers and not so good

6 developers. We, we were looking at a deal over here

7 on ahh in east Dallas right off of Gaston and whatever

8 and these, they were coming to our pension fund about

9 doing a deal over there. And ahh, well and the deal

10 they did was, it was a good deal, well designed, make

11 sense and they was showing us something that somebody

12 else had done and it just had. I mean, it wasn't, it

13 shouldn't have taken very much for somebody to figure

14 out that, that was not a good deal. It wasn't, they,

15 they weren't accessing the view of down town and the

16 floor plans were too small. I mean it, it didn't, it

17 just didn't seem like it was, take should take that

18 much for them to figure that out, but they, but they,

19 it's up.

20 FISHER: What

21 HILL: Yeah, I mean this, this deals up and running

22 so. They got some bad development out there so if you

23 know how to do good development, it, it I, I think it

24 works well for you. So even if you're on Illinois, if

25 you did some good development over there, we'll work.

1 FISHER: OK.

2 LEE: I think Illinois is, is...

3 HILL: Put him on top of Monroe's shops.

4 LEE: Good idea. I really want somebody to get ahh,
5 you know, I know Leon was trying to get ahh, Big T.
6 Bazaar, that area over there. I think that would be a
7 great place for new retail development. You know what
8 I'm talking about?

9 FISHER: Yes, I know exactly where you're talking
10 about.

11 LEE: You know it, it...

12 FISHER: I did that zoning case with ahh Maxine, you
13 know. They're there to build a bond project on it,
14 but, I know exactly what the community's concerns were
15 over there so.

16 LEE: Whatever happened with, with ahh, ahh the
17 Wynnewood piece?

18 FISHER: The Wynnewood piece?

19 LEE: The Wynnewood Shopping Center. Wasn't Leon
20 interested in UI, I know he put a UI...

21 FISHER: He was interested in that one and he was
22 interested he was talking about Red Bird, but all he's
23 focused on now is doing the deal at Walnut Hill and
24 Central. That's, that's....

25 HILL: So he is going back and re-entering the fight

1 at Walnut Hill and Central?

2 FISHER: Yeah, he actually was able to buy that, that

3 UI he got the, frankly he worked the guy out long

4 enough that the guy got into foreclosure. I think he

5 bought the note...

6 HILL: Hmmm.

7 FISHER: ...from Fannie Mae and got it a lot cheaper

8 than he did originally.

9 HILL: Oh, man.

10 LEE: He's smart.

11 HILL: Gosh.....

12 FISHER: So he's, he said bought the deal so, but

13 that was a big boy deal all along frankly. That's the

14 deal you needed to buy and spend a long time and let

15 the community know that you're not going away.

16 HILL: Just spend time with 'em and just keep working

17 through.

18 FISHER: That's right.

19 HILL: You got an election coming up even when there

20 isn't anybody running in that particular election or

21 there will be some people running around there. Ahh

22 and, and Lois' district which is close, but not there.

23 Ahh, ahh Linda Koop will be the ahh, will be a

24 favorite running in there, but she'll have some

25 opposition, start education over there...

1 PHONE RINGING

2 HILL: ...start working with those cand, with those
3 ahh those communities.

4 FISHER: Plus he was already start the fall back
5 there, but he could just work the deal with the mayor.
6 Ahh, what,...

7 HILL: That's pretty much where you are so that's all
8 good.

9 FISHER: LAUGHING

10 HILL: ...it all works out. When she gets ready to
11 run state-wide, if you write her a big enough check it
12 works there too.

13 FISHER: Isn't that the truth?

14 HILL: So it's all about, you know...

15 FISHER: You think so?

16 HILL: With her?

17 FISHER: Absolutely.

18 HILL: That's all it really boils down to.

19 FISHER: I know, I know.

20 HILL: And I mean most people if you spend any time
21 with her, they come to that fairly quickly.

22 FISHER: You know I guess I would have had if I would
23 have given her more credit than that so. But...

24 HILL: She may have started out a little bit cleaner
25 in her mind and heart about it. She may have I don't

1 know, but I, you know, power is ahh, power is ahh
2 tough, tough motivation to deal with. It's a tough,
3 tough issue and ahh...
4 PHONE RINGING
5 HILL: Go ahead and answer that Bill. You know don't
6 worry about that.
7 FISHER: Hello.
8 HILL: Did you eat your dessert?
9 FISHER: Hello. Bill Fisher.
10 HILL: Bill, I hate y'all end up buying us lunch,
11 man, I had no intention of y'all to do that man. Feel
12 bad.
13 FISHER: OK. OK. OK. I'll do that. Oh, see you
14 soon. Bye'. Just a reminder that I'm running late
15 was all it is.
16 HILL: I'm gonna get you...
17 FISHER: ...no problem, no problem.
18 HILL: ...STUTTERING I didn't mean to hold you up,
19 we, we talking politics and...
20 FISHER: Sorry I missed the ahh party I wanted to
21 tell you that...
22 HILL: Aw no, you were working man. It's, it's, it's
23 ahh, it's ahh, it was we had a good time and it was
24 ahh. It was good to see people that said some nice
25 things about you and it was good that those that

1 wanted to say bad things about you didn't have
2 anything to say.
3 FISHER: OK.
4 HILL: So it all worked out.
5 FISHER: Good.
6 HILL: LAUGHING
7 FISHER: OK. Well, are you still wrapping up on what
8 West Village, you guys will help me on...
9 HILL: No, no I think you got a good concept, I, I
10 like, I wanta keep you involved in this, in this city
11 because I think you got a lot to offer us and ahh we
12 gonna get past the hurts, and we're gonna keep working
13 and ahh it's gonna all be good. It's gonna be good.
14 FISHER: OK.
15 HILL: We need you here man. We need you here.
16 FISHER: OK.
17 HILL: This is your home.
18 FISHER: It is. It is. I told the Commissioner I've
19 got two deals in San Antonio and...
20 HILL: No, man, this is your home.
21 FISHER: ...I got across the finish line, two in
22 Houston ahh...
23 HILL: This is your home.
24 FISHER: ...and I end up with one in Dallas so.
25 HILL: And we had to get in there and scuffle and

1 fight on that one where we shouldn't have had to
2 scuffle and fight. But ahh, but it's gonna come.
3 It's gonna...
4 FISHER: You know part of that's my punishment for
5 doing business with ahh J & L.
6 HILL: LAUGHING
7 FISHER: You know 'cause then Fantroy can't advocate
8 for me his district, he can't sit in the meetings...
9 HILL: Well...
10 FISHER: ...and speak publicly and ahh, you know he
11 loses his vote and then I, you know, somebody else has
12 gotta carry the water in his district. And you know
13 they say no good deed will go unpunished, you know,
14 so...
15 LAUGHTER
16 HILL: But you know, the good, the good thing is that
17 all things work together for good so ultimately it'll,
18 it'll come back around and it'll work out.
19 FISHER: OK.
20 HILL: UI
21 FISHER: If you stay the course, work with the
22 Commissioner here...
23 HILL: Yeah, we got, it's gonna, we in good shape.
24 FISHER: ...and you guys have got my back, and we'll
25 go from there.

1 HILL: We'll be looking forward...

2 FISHER: Alright.

3 HILL:to UI...

4 FISHER: And you'll tell me if I'm screwing up.

5 HILL: Ahh, we will, but so far Bill usually it's not

6 a matter of you screwing anything up. So that's been

7 my experience with you so far. It hasn't been

8 anything that you haven't done or anything that you

9 haven't put enough energy or effort it. So we're OK.

10 FISHER: Alright.

11 HILL: OK?

12 FISHER: Thanks, it's very nice to meet you.

13 VIVIAN: A pleasure to meet you.

14 FISHER: Heard a lot about you...

15 VIVIAN: Thank you very much.

16 FISHER: ...and about your family so, he's always

17 talking about his wife and his kids so.

18 VIVIAN: I'm a home, home person.

19 LAUGHTER

20 FISHER: UI likes stability...

21 VIVIAN: UI likes to be at home.

22 FISHER: Alright guys.

23 HILL: Thanks Bill, thanks for the lunch. I'm

24 sorry you had to do that.

25 FISHER: No, no that's my job. Thanks.

1 HILL: You gone Commissioner?
2 LEE: Ahh, I'm walking UI...
3 HILL: OK and then come back and visit we're gonna
4 drink some water here. Thank you Bill appreciate it.
5 FISHER: Thank you very nice to see you. Happy New
6 Year.
7 HILL: Happy New Year to you Bill.
8 LEE: Then why you carry that big old bag, you
9 recording us or something?
10 FISHER: No, I've gotta go to Houston, I'm headed to
11 the airport.
12 LEE: That's right.
13 FISHER: I oughta open my bag, I have my pictures in
14 there and I have ahh, have my pictures in there and I
15 always have ahh note stuff and check books and, it's a
16 little bit like my purse frankly.
17 LEE: It looks good on you.
18 FISHER: When did you see me without it?
19 LEE: I know it's a big old bag.
20 FISHER: And I know it's a lovely little thing as you
21 can see here with the torn edge and ahh...
22 LEE: It needs to a lot of...
23 FISHER: ...everything else ahh.
24 LEE: Well, I hope that you're ahh, ahh OK now.
25 FISHER: Well I am, I am you know...

1 LEE: Talk to those guys you know, you know ahh...
2 FISHER: Well just you know, you've got, you know,
3 you've got Don and I'll, I'll work with these guys and
4 you know? You know frankly I, he wasn't particularly
5 encouraging about, you know, using 'em but I mean
6 you've told me that this is the right thing to do so
7 I'm going with that.
8 LEE: OK. Get it done.
9 FISHER: Fair enough?
10 LEE: OK.
11 FISHER: Thank you.
12 LEE: Alright.
13 FISHER: Call me if you need something else.
14 LEE: OK. Thanks.
15 FISHER: Have a good New Year if I don't see you.
16 LEE: Likewise.
17 END OF WAV 3
18 Nothing on WAV 4, but the sounds of a car traveling.
19
20
21
22
23
24
25