

To: Jamie McVickar[jmcvickar@nalt.org]  
Cc: Amy Bruckner[abruckner@nalt.org]; Andrew L. Johnson[ajohnson@nalt.org]  
From: Jaclyn Maraynes[jmaraynes@trumporg.com]  
Sent: Wed 10/28/2015 3:15:42 PM Eastern Standard Time  
Subject: RE: Seven Springs & Briarcliff

I'm ok with the \$8,500 legal fees, so long as that number is capped.  
With respect to the baseline work, since Andy is so happy with the work already done, can we lower the \$2500 number?

**T R U M P**  
THE TRUMP ORGANIZATION

**Jaclyn Maraynes**  
Assistant General Counsel  
725 Fifth Avenue | New York, NY | 10022  
p. 212.836.3230 | f. 212.980.3821  
[JMaraynes@trumporg.com](mailto:JMaraynes@trumporg.com) | [trump.com](http://trump.com)

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**From:** Jamie McVickar [mailto:jmcvickar@nalt.org]  
**Sent:** Wednesday, October 28, 2015 3:02 PM  
**To:** Jaclyn Maraynes <jmaraynes@trumporg.com>  
**Cc:** Amy Bruckner <abruckner@nalt.org>; Andrew L. Johnson <ajohnson@nalt.org>  
**Subject:** RE: Seven Springs & Briarcliff

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**From:** Jaclyn Maraynes [mailto:jmaraynes@trumporg.com]  
**Sent:** Wednesday, October 28, 2015 2:52 PM  
**To:** Jamie McVickar  
**Subject:** RE: Seven Springs & Briarcliff

Jamie,

What is meant by "Production of final Conservation Easement"? Is this really legal fees? If so, I think we should say that clearly.

I originally included a reference to legal fees and then took it out. It actually partially involves direct legal fees but also a lot of coordinating between Karen Mazza and the 2 lawyers. We save a lot of time on legal fees with the prep work she is able to do for George. But feel free to change that wording. We can drop the \$8500 to \$4000 and then bill you for George's time too, but I don't think that would work out well for you in the long run, cost-wise. Regardless, if you want to change the language there, that should be fine.

Also, the combined costs of environmental mapping and review and production of final baseline documentation (\$10,000) seems a bit high considering that we are paying other parties to do this work. Can this number come down at all?

Andy tells me that he had talked with and gotten approval from Eric about the mapping that we do in addition to what Dr. DeVito gave us, so he is aware of what's involved there. I was surprised Andy spoke so highly of the baseline work already done, since he has very high standards for that, but similarly with mapping, we have standards/requirements that go above and beyond that was given us, as Andy showed Eric. So, no, I'm sorry that can't come down.

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**Jaclyn Maraynes**  
Assistant General Counsel  
725 Fifth Avenue | New York, NY | 10022  
p. 212.836.3230 | f. 212.980.3821  
[JMaraynes@trumporg.com](mailto:JMaraynes@trumporg.com) | [trump.com](http://trump.com)

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**From:** Jaclyn Maraynes  
**Sent:** Wednesday, October 28, 2015 1:38 PM  
**To:** Jamie McVickar <jmcvickar@nalt.org>  
**Cc:** Eric Trump <etrump@trumporg.com>; Jason Greenblatt <jgreenblatt@trumporg.com>; Derek Young <Dyoung@trumporg.com>; Andrew L. Johnson <ajohnson@nalt.org>  
**Subject:** RE: Seven Springs & Briarcliff

The new language in the 3<sup>rd</sup> paragraph is fine. I'll get back to you regarding the fee breakdown.

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Assistant General Counsel  
725 Fifth Avenue | New York, NY | 10022  
p. 212.836.3230 | f. 212.980.3821  
[JMaraynes@trumporg.com](mailto:JMaraynes@trumporg.com) | [trump.com](http://trump.com)

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**From:** Jamie McVickar [mailto:jmcvickar@nalt.org]  
**Sent:** Wednesday, October 28, 2015 1:33 PM  
**To:** Jaclyn Maraynes <jmaraynes@trumporg.com>  
**Cc:** Eric Trump <etrump@trumporg.com>; Jason Greenblatt <jgreenblatt@trumporg.com>; Derek Young <Dyoung@trumporg.com>; Andrew L. Johnson <ajohnson@nalt.org>  
**Subject:** RE: Seven Springs & Briarcliff

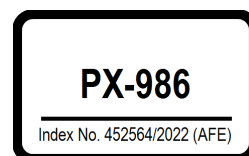
**New suggested language...in the 3<sup>rd</sup> paragraph:**

We understand that you have retained Dr. Emile DeVito, a conservation management and ecological restoration expert, to prepare the Baseline Documentation, which NALT will review, reflecting the current condition of the conservation interests associated with the Seven Springs property.

**And later:**

Seven Springs LLC agrees to reimburse NALT for the following tasks:

Initial Site Visit \$ 2500  
Documentation of conservation values \$ 2000  
Environmental mapping \$ 7500  
Review and production of final baseline documentation \$ 2500



Follow-up Site Visit \$ 2500  
Production of final Conservation Easement \$ 8500  
Coordination of exhibits \$ 2000

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**From:** Jaclyn Maraynes [<mailto:jmaraynes@trumporg.com>]

**Sent:** Wednesday, October 28, 2015 12:40 PM

**To:** Jamie McVickar

**Cc:** Eric Trump; Jason Greenblatt; Derek Young; Andrew L. Johnson

**Subject:** RE: Seven Springs & Briarcliff

Thanks for taking my call Jamie and I hope we are now close to finalizing this proposal. I look forward to getting your revised drafts so that we can finish this up.

Best,

Jaclyn

**T R U M P**

**Jaclyn Maraynes**

Assistant General Counsel

725 Fifth Avenue | New York, NY | 10022

p. 212.836.3230 | f. 212.980.3821

[JMaraynes@trumporg.com](mailto:JMaraynes@trumporg.com) | [trump.com](http://trump.com)

**THE TRUMP ORGANIZATION**

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**From:** Jamie McVickar [<mailto:jmccvickar@nalt.org>]

**Sent:** Wednesday, October 28, 2015 12:04 PM

**To:** Jaclyn Maraynes <[jmaraynes@trumporg.com](mailto:jmaraynes@trumporg.com)>

**Cc:** Eric Trump <[etrump@trumporg.com](mailto:etrump@trumporg.com)>; Jason Greenblatt <[jgreenblatt@trumporg.com](mailto:jgreenblatt@trumporg.com)>; Derek Young <[DYoung@trumporg.com](mailto:DYoung@trumporg.com)>; Andrew L. Johnson <[ajohnson@nalt.org](mailto:ajohnson@nalt.org)>

**Subject:** RE: Seven Springs & Briarcliff

Thanks for your quick call this morning, Jaclyn. I was really grateful for your pointing out the pdf's showing the changes.

We really like a lot of the changes. In fact, I like the changes on the first page so much, I'd like to incorporate some of them permanently into our standard easement proposals, if that's okay with you! ☺

I have a few minor things, and one major issue regarding the pricing.

1 – the Trump Briarcliffe Manor project says 214 acres. Shouldn't that be 3 acres?

2 – We like the changes to the paragraph about the mapping, but it should say in there somewhere that we will review Dr. DeVito's baseline and put it in the final form that will include a letter from our biologist saying that we have visited the site, reviewed the documentation and approved it. Andy says he showed Eric one of our baselines, so he'd have an idea of the quality and high standards we have for our baselines.

3 - You took out the entire paragraph about the baseline and its significance. That's okay, but we're curious as to why you wanted that out. Maybe you found it redundant?

Now to the finances. The changes to the stewardship donations are fine, but we can't accept the changes to the fees. Our fixed fee for each is \$27,500, and as I said previously, that is about 1/3<sup>rd</sup> of what we charged our previous client primarily because of Dr. DeVito's work. None of it is refundable if the easement is recorded. If either project doesn't go through, then the unused portion of the retainer will be returned even though as you saw in the terms and conditions that normally, we don't allow refunds of any kind. Along with the reduction of the amount of the retainer, that is another concession on our part. If the word "fees" makes you uncomfortable, that is probably something we can work with, but in the end, we have a \$1.5 million annual budget for our not-for-profit and this is the way we cover our costs of doing business, by charging for our services. And that is even something the IRS stipulated as acceptable in a recent court case – charging of fees and the "request" for a "required" donation for ongoing stewardship.

Sorry, Jaclyn. I hope that isn't a deal-breaker for your team. It is for ours. We have to get paid, or "reimbursed", if you prefer, for our work, of which we are extremely proud.

As for the changes in the Terms and Conditions, they are generally acceptable. Most of the items you crossed out are required portions of the easement document anyway, such as

- the easement document being perpetual and non-extinguishable (except via eminent domain, I believe)
- the transfer fee (though I believe Eric and Andy discussed language that will somewhat ameliorate that issue), and
- the requirement that NALT be reimbursed for any help we give or expenses we incur in the case of legal challenges of any kind.

So there you go, Jaclyn. (By the way, Eric, Andy just stuck his head in my office and said "Tell Eric that we'll do the project for less if his Dad mentions us in the debate tonight!" "☺ Good luck to him, by the way.)

I hope this is all workable, Jaclyn. I hope to be off tomorrow, but I'll be available any time today to get this wrapped up and moving forward.

Thanks.

- Jamie

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**From:** Jaclyn Maraynes [<mailto:jmaraynes@trumporg.com>]

**Sent:** Tuesday, October 27, 2015 6:19 PM

**To:** Jamie McVickar

**Cc:** Eric Trump; Jason Greenblatt; Derek Young

**Subject:** RE: Seven Springs & Briarcliff

Jamie,

So nice speaking with you earlier. As discussed, please find attached revised drafts of the two proposals which reflect comments from our tax counsel and our



discussions regarding fees. Please give me a call to discuss any comments you may have.

Please note that this revised draft remains subject to the review and comment of my client before it is finalized. We very much look forward to working together.

Thanks,  
Jaclyn

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**THE TRUMP ORGANIZATION**

**Jaclyn Maraynes**  
Assistant General Counsel  
725 Fifth Avenue | New York, NY | 10022  
p. 212.836.3230 | f. 212.980.3821  
[JMaraynes@trumporg.com](mailto:JMaraynes@trumporg.com) | [trump.com](http://trump.com)

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**From:** Jamie McVickar [<mailto:jmcvickar@nalt.org>]

**Sent:** Monday, October 26, 2015 10:39 AM

**To:** Jaclyn Maraynes <[jmaraynes@trumporg.com](mailto:jmaraynes@trumporg.com)>

**Subject:** RE: Seven Springs & Briarcliffe

Great, thanks, Jaclyn. If there is anyone other than the two of you I should be reaching out to on such things, please let me know.

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**From:** Jaclyn Maraynes [<mailto:jmaraynes@trumporg.com>]

**Sent:** Monday, October 26, 2015 10:39 AM

**To:** Jamie McVickar

**Subject:** RE: Seven Springs & Briarcliffe

Hi Jaime,

I've reached out to Eric Trump regarding your email below. Eric is currently travelling internationally for business, but I will let you know once I've spoken to him.

Thanks,  
Jaclyn

**T R U M P**  
**THE TRUMP ORGANIZATION**

**Jaclyn Maraynes**  
Assistant General Counsel  
725 Fifth Avenue | New York, NY | 10022  
p. 212.836.3230 | f. 212.980.3821  
[JMaraynes@trumporg.com](mailto:JMaraynes@trumporg.com) | [trump.com](http://trump.com)

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**From:** Jamie McVickar [<mailto:jmcvickar@nalt.org>]

**Sent:** Monday, October 26, 2015 9:32 AM

**To:** Jaclyn Maraynes <[jmaraynes@trumporg.com](mailto:jmaraynes@trumporg.com)>

**Subject:** FW: Seven Springs & Briarcliffe

Hi Jaclyn –

Could you tell me if the signed proposal and retainer check have gone out yet? We can't get started until we receive them.

Thanks.

-Jamie

Jamie McVickar  
Controller

**North American Land Trust**

100 Hickory Hill Road

PO Box 467

Chadds Ford, PA 19317

610 388-3670

610 388-3673 (fax) [www.NALT.org](http://www.NALT.org)

[www.facebook.com/NorthAmericanLandTrust](http://www.facebook.com/NorthAmericanLandTrust)

If you would like to help us continue our mission here at NALT, it would be greatly appreciated. We are very proud of the work we do in protecting the environment, and we hope you are too. If you can help, please simply click on the link and follow the instructions at this secure non-profit donation website...and thank you so much: [DONATE](#).

Or you can sign up with AmazonSmile, where Amazon donates .5% of the purchase price of your eligible purchases to NALT. Just sign up here:

<http://smile.amazon.com/ch/23-2698266> And...thanks!

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**From:** Andrew L. Johnson

**Sent:** Monday, October 26, 2015 7:31 AM

**To:** Asimos, George; Karen Mazza; Jamie McVickar; 'Stephen Johnson'

**Subject:** FW: Seven Springs & Briarcliffe

Need to get a draft NY easement. Will be available to George today.

Thanks

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**From:** Eric Trump [<mailto:etrump@trumporg.com>]

**Sent:** Friday, October 23, 2015 7:11 PM

**To:** Andrew L. Johnson <[ajohnson@nalt.org](mailto:ajohnson@nalt.org)>

**Cc:** Ed Russo <[erusso7404@aol.com](mailto:erusso7404@aol.com)>; Stephen Johnson <[stjohnsonmcp@gmail.com](mailto:stjohnsonmcp@gmail.com)>; Steve Carter <[scarter@nalt.org](mailto:scarter@nalt.org)>; Jaclyn Maraynes <[jmaraynes@trumporg.com](mailto:jmaraynes@trumporg.com)>

**Subject:** Re: Seven Springs & Briarcliffe

Fantastic Andrew! I have cc'ed Jaclyn who would be happy to coordinate with George!

Have a great weekend!

Sent from my iPhone

On Oct 24, 2015, at 12:39 AM, Andrew L. Johnson <[ajohnson@nalt.org](mailto:ajohnson@nalt.org)> wrote:

Good Afternoon Eric,

I am pleased to tell you that the Board of Directors gave Preliminary approval (subject to final terms of the Conservation

Easement) at its Board meeting this morning.  
George Asimos, our attorney and I have a meeting scheduled to prepare the draft documents for your teams review.  
I feel certain that we can meet your time line, now the Board has acted.  
Hope your business travels to far distant points went well.  
Have a good weekend.  
Best regards,  
Andy

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**From:** Eric Trump [<mailto:etrump@trumporg.com>]  
**Sent:** Friday, October 16, 2015 2:13 PM  
**To:** Jaclyn Maraynes <[jmaraynes@trumporg.com](mailto:jmaraynes@trumporg.com)>  
**Cc:** Jamie McVickar <[jmccvickar@nalt.org](mailto:jmccvickar@nalt.org)>; Andrew L. Johnson <[ajohnson@nalt.org](mailto:ajohnson@nalt.org)>; Ed Russo <[erusso7404@aol.com](mailto:erusso7404@aol.com)>  
**Subject:** FW: Seven Springs & Briarcliffe

Hi Jamie,  
I have cc'ed Jaclyn from our team who is handling this transaction on our end. Andy and I discussed #10 of the two document attached given the value of the properties in question --- We are going to eliminate the 1% concept.  
I really look forward to working with you,  
I am here anytime!  
Eric

**T R U M P**  
THE TRUMP ORGANIZATION

**Eric F. Trump**  
Executive Vice President of Development and Acquisitions  
725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7260 | f. 212.688.8135  
[etrump@trumporg.com](mailto:etrump@trumporg.com) | [trump.com](http://trump.com) | [erictrumpfoundation.com](http://erictrumpfoundation.com)

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**From:** Jamie McVickar [<mailto:jmccvickar@nalt.org>]  
**Sent:** Friday, October 16, 2015 11:29 AM  
**To:** Ed Russo <[erusso7404@aol.com](mailto:erusso7404@aol.com)>  
**Cc:** Eric Trump <[etrump@trumporg.com](mailto:etrump@trumporg.com)>; Steve Carter <[scarter@nalt.org](mailto:scarter@nalt.org)>  
**Subject:** RE: Seven Springs & Briarcliffe

OK, here you go, Gentlemen – proposals and retainer invoices to get started on these. I went ahead and split the \$5k over the two projects to cover the Initial Site Visit.

And in case you have a concern about pricing, by way of comparison, I just sent out 4 proposals two weeks ago today for 4 projects down in a southern state and they ranged from \$117,500 - \$127,500 each, 3 of them to one client, though they were for considerably larger properties.

We are in extremely high demand this year, with what will be our busiest year-end ever...by far, so please, if you can, get these signed and returned with the retainer checks as soon as possible so we can get started. As you probably both know, there is a lot to do in a short amount of time. And we look forward to it!

Thanks.

-Jamie

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**From:** Ed Russo [<mailto:erusso7404@aol.com>]  
**Sent:** Friday, October 16, 2015 11:00 AM  
**To:** Jamie McVickar  
**Cc:** [etrump@trumporg.com](mailto:etrump@trumporg.com); Steve Carter  
**Subject:** Re: Seven Springs & Briarcliffe

Good morning Jamie,  
Please continue to copy both of us.

"Trump Briarcliff" is fine.

Can you explain the cost of the two proposals with regard to the documents we received that totaled \$2,500?

Thanks.

Ed

Sent from my iPhone

On Oct 16, 2015, at 10:37 AM, Jamie McVickar <[jmccvickar@nalt.org](mailto:jmccvickar@nalt.org)> wrote:

Hello again, Gentlemen –

I understand you had a good meeting last week with Andy and Steve, Eric, and they tell me that you are ready for proposals to move forward to the next phase, which I'll put together today. Upon my return this past Monday from a trip to California last week for a national Land Trust conference, they went on and on about the incredible beauty of the properties as well as your level of hospitality, Eric.

Although we normally charge \$7500-10,000 for an initial site visit of the sort that they made up to look at your amazing properties, if it would be easier for you, I can just fold an extra \$5000 into this phase to eliminate the need for either the retainer referenced below and an additional bill for the balance.

So let me know your preference on that and one other issue – do you want these proposals to go through you, Ed, or to both of you at the same time?

Normally for year-end projects started late in the season, our prices would be considerably higher than the \$60-70k range you'll see for these but because so much of the baseline work has already been completed (Andy was really impressed by it, by the way, and he rarely reacts that way to work done by other people outside our staff), we anticipate being able to keep the costs down to a normal range. That



and the fact that it is relatively close to us as well, which will cut down on our regular IRS-required monitoring costs.

*(Eric – If I may, I also understand your request that you not be gouged on these and, given your background, I'm resisting the temptation. And by "your background", I'm referring to your having gone to Hill School which came from behind to beat my alma mater – Westtown School – for the league basketball championship in a game I went to 2 years ago! (I hope you're smiling!) ☺ ) In fact, here it is, so you can gloat if you'd like: [http://www.paisaasports.org/news\\_article/show/353077?referrer\\_id=1029067](http://www.paisaasports.org/news_article/show/353077?referrer_id=1029067)*

So, once I hear back from you on those two issues, I can have proposals for each of the projects out immediately.

Oh, and one more question just came up from Steve in terms of what you want the two conservation easements to be called. We have the two projects' LLC names as:

1. Seven Springs, LLC; 204 acres
2. Trump Briarcliff Manor Development, LLC; 3 acres

Probably best not to include the word "development" in a conservation easement, though certainly Seven Springs is fine. Do you have a preference of what to call them?

Thanks, guys.

-Jamie

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**From:** Jamie McVickar  
**Sent:** Friday, October 2, 2015 1:21 PM  
**To:** [etrump@trumporg.com](mailto:etrump@trumporg.com)  
**Cc:** Ed Russo  
**Subject:** Seven Springs & Briarcliffe

Hello Mr. Trump –

At the request of Ed Russo (cc-ed here), attached please find a proposal (and retainer invoice) for a site visit to your two properties in West Chester County, New York, in expectation that it will lead to the donation of conservation easements on the 2 properties, for which you will receive new proposals. Thanks so much for asking for our help!

-Jamie

Jamie McVickar  
Controller

**North American Land Trust**  
100 Hickory Hill Road  
PO Box 467  
Chadds Ford, PA 19317  
610 388-3670  
610 388-3673 (fax) [www.NALT.org](http://www.NALT.org)  
[www.facebook.com/NorthAmericanLandTrust](http://www.facebook.com/NorthAmericanLandTrust)

If you would like to help us continue our mission here at NALT, it would be greatly appreciated. We are very proud of the work we do in protecting the environment, and we hope you are too. If you can help, please simply click on the link and follow the instructions at this secure non-profit donation website...and thank you so much: [DONATE](#).

Or you can sign up with AmazonSmile, where Amazon donates .5% of the purchase price of your eligible purchases to NALT. Just sign up here: <http://smile.amazon.com/ch/23-2698266> And...thanks!

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