

Message

From: Jill Martin [/O=TRUMP ORG/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=JMARTIN]
Sent: 11/21/2014 9:47:45 PM
To: 'Brian Curry' [Brian.Curry@cushwake.com]; 'Dillon, Sheri' [sdillon@velaw.com]
CC: Selim Sawaya (selim@sawayaeng.com) [selim@sawayaeng.com]
Subject: RE: Attorney Client Confidential Correspondence

Brian, I don't know what you want by way of a paragraph so I'll suggest that you incorporate the information that Selim has provided with respect to the history of the approvals. As far as likelihood of approvals, I think you can follow with a statement that says something to the effect of: As the 1995 plan has previously received all required approvals and there have been no changes which would cause there to be any changes in the findings made for such approvals, in the event the developer were to seek to revert back to the 1995 plan there appears to be no reason why such approvals would not be easily obtained by simply following through with application requirements.

Jill A. Martin

Assistant General Counsel - The Trump Organization
c/o Trump National Golf Club Los Angeles
One Trump National Dr.
Rancho Palos Verdes, CA 90275
Tel: 310-303-3225
Fax: 323-282-3629

From: Brian Curry [mailto:Brian.Curry@cushwake.com]
Sent: Friday, November 21, 2014 12:42 PM
To: Jill Martin; Dillon, Sheri
Cc: Brian Curry
Subject: Attorney Client Confidential Correspondence
Importance: High

I will lay out my question and possible concern. Perhaps we do not have to conference call.

We have an older 1995 map that has the 28 lots in a much more favorable configuration. It would be of benefit to pursue this development plan as it would maximize value in the "before" condition. The question (hypothetical) is would the city approve the 1995 map if the developer pursued this entitlement. Would the IRS challenge that the 1995 plan is achievable given the latest amended 2005 plan (see below).

We have an amended 2005 tentative tract map that calls out the driving range/putting green on two lots with the remaining 12 lots above. This is the latest map on file. We have a development plan that would place 16 lots on the driving range to get all 28 lots. However, this plan is not as favorable to the 1995 plan, even though it would have slightly higher development costs. This plan would result in a "before" value lower than the 1995 plan, even though development costs are slightly lower.

From a highest and best use standpoint, and assuming you could get approvals, the 1995 plan results in a higher land residual. It is a much more favorable lot layout and design.

My primary concern to justification in using the 1995 plan in our valuation with no significant challenges from the IRS so we would want our ducks in a row and beef up the entitlement discussion. I would ask Jill and Selim to write up a paragraph or two on the entitlements and likelihood of approvals

Let me know.

PX-1402

Index No. 452564/2022 (AFE)

Thanks.

bc

Brian J. Curry, MAI, SRA, CRE, FRICS
Executive Managing Director
National Practice Leader
Residential Development Specialty Group
Valuation & Advisory

T +1 (858) 334 4051
brian.curry@cushwake.com | view my online profile
View Residential Development Specialty Group



Cushman & Wakefield Western, Inc.
4747 Executive Drive, 9th Floor, San Diego, CA 92121

From: Jill Martin [<mailto:jmartin@trumpnational.com>]
Sent: Friday, November 21, 2014 12:30 PM
To: Brian Curry; Dillon, Sheri
Subject: RE: Trump Costs

Yes, however I have meetings spread out throughout the day including at the proposed 4:30 time slot. Can we do 3:30 PST? I sent around a revised call request.

Jill A. Martin

Assistant General Counsel - The Trump Organization
c/o Trump National Golf Club Los Angeles
One Trump National Dr.
Rancho Palos Verdes, CA 90275
Tel: 310-303-3225
Fax: 323-282-3629

From: Brian Curry [<mailto:Brian.Curry@cushwake.com>]
Sent: Friday, November 21, 2014 12:04 PM
To: Brian Curry; Dillon, Sheri; Jill Martin
Subject: RE: Trump Costs

Jill is going on vacation. Are you two available this afternoon? Thanks. bc

Brian J. Curry, MAI, SRA, CRE, FRICS
Executive Managing Director
National Practice Leader
Residential Development Specialty Group
Valuation & Advisory

T +1 (858) 334 4051
brian.curry@cushwake.com | view my online profile
View Residential Development Specialty Group



Cushman & Wakefield Western, Inc.
4747 Executive Drive, 9th Floor, San Diego, CA 92121

From: Brian Curry
Sent: Friday, November 21, 2014 12:02 PM
To: 'Dillon, Sheri'; 'Jill Martin'
Subject: RE: Trump Costs

Sheri and Jill. I'm thinking ahead to potential IRS challenges and would like to discuss the development plan for Tract 50666. Just want to be sure we are prepared and on the same page. I sent out invitation for a call Monday morning. If that timing does not work let me know and we will reschedule. Thanks. bc

Brian J. Curry, MAI, SRA, CRE, FRICS
Executive Managing Director
National Practice Leader
Residential Development Specialty Group
Valuation & Advisory

T +1 (858) 334 4051
brian.curry@cushwake.com | view my online profile
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Cushman & Wakefield Western, Inc.
4747 Executive Drive, 9th Floor, San Diego, CA 92121

From: Dillon, Sheri [<mailto:sdillon@velaw.com>]
Sent: Friday, November 21, 2014 11:54 AM
To: Brian Curry
Subject: RE: Trump Costs

Thanks for the data. I am generally available to participate on a call – is there something I can research for you?

From: Brian Curry [<mailto:Brian.Curry@cushwake.com>]
Sent: Friday, November 21, 2014 2:33 PM
To: Dillon, Sheri
Subject: RE: Trump Costs

See attached.

It is no problem to include the lots as it would have no affect on the bottom line. I never know how IRS will react. Let me think about this. There is another potential challenge on entitlements. I am going to suggest a call with Jill to discuss and will send out an invite.

Brian J. Curry, MAI, SRA, CRE, FRICS
Executive Managing Director
National Practice Leader
Residential Development Specialty Group
Valuation & Advisory

T +1 (858) 334 4051
brian.curry@cushwake.com | view my online profile
View Residential Development Specialty Group



Cushman & Wakefield Western, Inc.
4747 Executive Drive, 9th Floor, San Diego, CA 92121

From: Dillon, Sheri [mailto:sdillon@velaw.com]
Sent: Friday, November 21, 2014 11:16 AM
To: Brian Curry
Subject: RE: Trump Costs

Hi Brian – looks like Selim's costs are starting to come through. Would you forward me what the attachments to Selim's initial email? I wasn't copied on that and having it would be helpful.

Also, in thinking about the lots scheduled to close December 31st – given that we will execute the Deed just before December 25th (at least that is our target), do you need to make an extraordinary assumption re the closing or is a footnote or some other type of disclosure sufficient?

Sheri Dillon
Partner

Vinson & Elkins LLP
Attorneys at Law
2200 Pennsylvania Avenue NW, Suite 500 West
Washington, DC 20037-1701
Tel +1 202.639.6722
E-mail sdillon@velaw.com

From: Brian Curry [mailto:Brian.Curry@cushwake.com]
Sent: Friday, November 21, 2014 12:46 PM
To: selim; 'Jill Martin'
Cc: Dillon, Sheri; Brian Curry
Subject: Trump Costs

Selim. Thank you for the cost information. I understand the scenarios. A question of most probable site plan should the developer want to develop 28 lots in Area B.

Would it be most likely, cost effective, and best, to go with

- A) the 1995 28-lot plan, which would involve a rework of the 12 lots to 9 lots and then the 19 lots on the driving range property in two cul de sacs, or:
- B) keeping the 2005 plan with 12 lots on top (including splits) and 16 lots on the driving range property as you previously provided in our initial analysis of the driving range property.

In looking at the layout, I would think the A plan is much more marketable. I have not compared the cost estimates yet.

Would it be possible to get a gross and net lot size tabulation under both scenarios? Also, we need gross and net lots sizes in Area A.

Let me know.

Thanks.
bc

Brian J. Curry, MAI, SRA, CRE, FRICS
Executive Managing Director
National Practice Leader
Residential Development Specialty Group

Valuation & Advisory

T +1 (858) 334 4051
brian.curry@cushwake.com | view my online profile
View Residential Development Specialty Group



Cushman & Wakefield Western, Inc.
4747 Executive Drive, 9th Floor, San Diego, CA 92121

From: selim [<mailto:Selim@sawayaeng.com>]
Sent: Thursday, November 20, 2014 3:24 PM
To: 'Jill Martin'
Cc: Brian Curry
Subject: RE: Trump Los Angeles

Hi Jill,

Attached, please find the information you have requested.

Phase I of the development which is Tract 50667 is entitled, recorded and all infrastructures completed. Some of the lots of Tract 55567 are built. Few lots are remaining vacant.

Phase II of the development which is Tract 50666 is being processed for approval. The attached studies reflect the cost to complete the construction of Tract 50666 under 2 different scenarios. The first scenario reflects the cost to complete Tract 50666 as was originally entitled in 1995. The second scenario reflects the cost to complete Tract 50666 as revised and approved in 2005.

The development of Tract 50666 can be divided into 2 separate areas independent of each other. Area A which consists of 11 lots is located north of the Clubhouse. Area B which is located to the west of Area A was originally entitled in 1995 for 28 residential lots. The entitlement of Area B was reconfigured in 2005 from 28 residential lots to 12 residential lots and 2 golf course lots (the current driving range).

Area A is graded and partial infrastructure is constructed. The cost to complete the development of Area A of Tract 50666 is shown in the file "2014-11-20 Area A estimate.pdf"

Area B is currently graded as 12 residential lots and 2 golf course lots (Driving range). The cost to complete the development of Area B as entitled in 2005 is shown in the file "2014-11-20 Area B-2005 estimate.pdf"

The developer can always revert back to the 1995 entitlement of Area B which consists of 28 residential lots. The cost to complete the development of Area B as originally entitled in 1995 is shown in the file "2014-11-20 Area B-1995 Estimate.Pdf"

Kindly review the attached documents and let me know if you would need anything else.

Thank you

Selim Sawaya PE/PLS
626 715 2320

-----Original Message-----

From: Jill Martin [<mailto:jmartin@trumpnational.com>]
Sent: Wednesday, November 05, 2014 1:56 PM
To: Selim Sawaya (selim@sawayaeng.com)
Cc: Brian Curry (Brian.Curry@cushwake.com) (Brian.Curry@cushwake.com); rick.zbranek@cushwake.com
Subject: Trump Los Angeles

Hi Selim,

As we discussed today, Cushman & Wakefield has requested that we provide several items to them for their work in conjunction with our conservation easement. We are hoping that you can help with the following categories of documents:

Engineering studies, exhibits, and other companion development proposal documentation
Cost study and budget for potential development plan (per development rights) including all entitlements, planning, engineering, fees, grading, offsites, onsites, land development, etc.
All land development costs (direct and indirect) related to Phase I (if any remaining), and the balance of Phase II (including the 16 driving range lots and other lots)

I have cc'd Brian Curry and Rick Zbranek here, as I think it would be most efficient for you to contact them directly about what exactly they need, and to discuss any timing issues you may have in getting them the requested materials.

Thank you for your help and if you need anything from me, just let me know.

Best regards,

Jill A. Martin

Assistant General Counsel - The Trump Organization
c/o Trump National Golf Club Los Angeles
One Trump National Dr.
Rancho Palos Verdes, CA 90275
Tel: 310-303-3225
Fax: 323-282-3629

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