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NYSCEF DOC. NO. 1646

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## EXHIBIT "A"

FILED: NEW YORK COUNTY CLERK 12/01/2023 07:55 AM INDEX NO. 452564/2022

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## In The Matter Of:

NYS Attorney General v.

Donald Trump

November 27, 2023

Ny Supreme Court- Civil

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NYSCEF DOCNYS Attorney General v. RECEIVED NYSCEF: 12/01/2023 **Donald Trump** November 27, 2023

Page 5116 **Proceedings** Page 5118 COURT OFFICER: All rise. 2 Part 37 is now in session. 2 PEOPLE OF THE STATE OF NEW YORK, BY LETITIA JAMES, ATTORNEY GENERAL OF THE STATE OF NEW YORK, 3 3 The Honorable Judge Arthur Engoron presiding. 4 Make sure all cell phones are on silent. Laptops and cell 4 Plaintiff, 5 phones will be permitted, but only to members of the 5 - against -6 press. There is absolutely no recording or photography of 7 any kind allowed in the courtroom. 8 Now be seated and come to order. McCONNEY; THE DONALD J. TRUMP REVOCABLE TRUS THE TRUMP ORGANIZATION, INC.; TRUMP ORGANIZATIO 8 9 THE COURT: Defendants would you like to call LLC; DJT HOLDINGS, LLC; DJT HOLDINGS MANAGING MEMBER; TRUMP ENDEAVOR 12, LLC; 401 NORTH WABASH 10 your next witness? VENTURE LLC: TRUMP OLD PO STREET, LLC; and SEVEN Defendants. MR. ROBERT: Yes, Your Honor. The defendants 11 10 11 12 call Mark Hawthorn. Bench Trial November (Whereupon, the witness took the stand.) 13 12 13 oer 27, 2023 50 Centre Street New York, New York 10007 14 COURT OFFICER: Please raise your right hand. 14 15 MARK HAWTHORN, after having 15 B E F O R E: THE HONORABLE ARTHUR S. ENGORON, Justice of the Supreme Court first been duly sworn was examined and testified as 16 16 17 follows: 17 18 APPEARANCES: COURT OFFICER: Please have a seat. 18 19 20 OFFICE OF THE ATTORNEY GENERAL F THE STATE OF NEW YORK - LETITIA JAMES Attorneys for the Plaintiff State your full name and home or business 19 address for the record. 20 21 21 THE WITNESS: My name is Mark Hawthorn, and my 22 business address is 725 Fifth Avenue, New York. 22 23 23 THE COURT: Zip code? 24 THE WITNESS: 10022. 24 25 THE COURT: We probably heard that before. 25 Proceedings Page 5117 Hawthorn - by Defendant - Direct (Robert) Page 5119 APPEARANCES: (Cont'd) Mr. Robert, would you like to proceed? 1 CONTINENTAL PLLC Attorneys for Defendants 101 North Monroe Street, Suite 750 Tallahassee. FL 32302 3 2 MR. ROBERT: Thank you. Good morning, Your 3 Honor. 4 allahassee, FL 32302 By: CHRISTOPHER KISE, ESQ. LAZARO FIELDS, ESQ. JESUS SUAREZ, ESQ. **DIRECT EXAMINATION** 4 5 5 BY MR. ROBERT: 6 6 Good morning, Mr. Hawthorn. ROBERT & ROBERT, PLLC Attorneys for Defendants 526 RXR Plaza Uniondale, NY 11556 7 Good morning. 8 8 Q I know you testified a few weeks ago. But I, just to 9 9 put things context, I want to go briefly through your By: CLIFFORD ROBERT, ESQ. 10 10 educational background and professional history. Okay, sir? 11 12 11 Okay. HABBA MADAIO & ASSOCIATES, LLP Q Please tell us about your educational background from torneys for Defendants 30 US Highway 296, Suite 240 12 13 college on. 13 Bedminster, NJ 07921 By: MICHAEL MADAIO, ESQ. 14 A So, I attended the University of Florida and I 14 15 obtained a Bachelor's degree and a Master's degree in 15 16 MORIAN LAW, PLLC Attorneys for Defendants 60 East 42nd Street, Suite 4600 New York, NY 10165 accounting in the year 2000. 16 17 Subsequent to graduation I had my first employment at 18 Arthur Anderson, which is a public accounting firm in Fort 18 By: ARMEN MORIĂN, ESO. Lauderdale, Florida. I worked at Arthur Anderson from 2000 to 20 21 19 20 2002. From 2002 to --THE TRUMP ORGANIZATION attorneys for the Defendant 25 Fifth Avenue Q I'll break it down. 21 22 22 Prior to your work at Arthur Anderson, did you obtain 23 23 any professional certification? 24 Yes. I obtained a CPA license in the state of 24 Florida. 25 Senior Court Reporters 25

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- And when did you obtain that license, sir?
- 2 I obtained that license in 2000.
- Q Okay. So now talking about your time at Arthur 3
- 4 Anderson, which I believe you said was 2000 to 2002, sir?
- 5 Correct.

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- O What did you do at Arthur Anderson during that time?
- 7 A I was in the audit practice, so I worked on audits of
- 8 both public and private companies as a staff auditor; with
- 9 increasing responsibility to a senior auditor overseeing audit
- engagements for the firm. 10
- Q And in its most basic sense, what is an audit, sir? 11
- 12 A An audit is a -- when a company requests that a firm, 13 such as an accounting firm, comes in and does work and
- 14 procedures to check the books and records of the company; and
- 15 to issue -- potentially issue audited financial statements of the company. 16
- 17 Q When an accounting firm reviews -- I know review is a term of art, I will not use that word. When an accounting firm 18
- analyzes financial records of a client of theirs, are there 19
- 20 different levels of review?
- Yes. 21 Α

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- What are those different levels? 22
- 23 A Generally speaking there is a compilation; there is a
- review; there is an audit; and there is maybe something else 24
- called agreed-upon procedures. 25

Q And, sir, when you just testified about your work at

- 2 Arthur Anderson, you said your role kind of expanded during 3
  - those two years. What did you mean by that?
- 4 A I started out as a staff person, so I was on client engagements in a staff capacity doing work at the direction of
- an audit senior, an audit manager. And after about a year was 7 promoted to an audit senior, where you are doing more of the
- 8 planning, you are doing more of the client interaction and
- different levels of responsibility in a supervisory capacity 10
  - over an audit staff, if that makes sense.
    - O It does.

What was the role you had at the time you left Arthur Anderson in 2002?

- A I was an audit senior. 14
  - Q Where did you go from Arthur Anderson, sir?
- A In 2002 I went to Ernst & Young. It effectively took 16 17 over the practice of Arthur Anderson in Fort Lauderdale at the time. So I was in the same office with the same clients. It was just that the Ernst & Young firm took over that office from
- Arthur Anderson at the time in 2002. 20
- 21 Q How long were you there with Ernst & Young?
- 22 A Ernst & Young, I was there for two years from 2002 to
- 23 2004. And I started as an audit senior, and continued in that
- role as a -- an experienced audit senior when I left in 2004. 24 Q And did your responsibilities change in any way 25

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- Q Okay. Taking -- leaving the agreed-upon procedures 2 out for a moment. Very briefly, can you explain those three things? 3
- A Sure. So, in terms of the level of work that an 4 accounting firm would undergo, the compilation is the lowest level of work and assurance. So a report that is issued with a 7 compilation opinion states that.
- Whereas, a review would be additional procedures that 8 9 are done.
  - And an audit would be the highest level of assurance that there is substantive testing and other procedures done by the accounting firm with respect to the financial statements.
- Q And when you discussed your experience at Arthur 13 14 Anderson, was that solely in the audit, meaning one of those 15 three, or did that encompass more than just audits?
- A My role encompassed everything, because we had 16 clients that had different needs. So I would have a client 17 that has a need to issue a compilation report or I might have a 18 19 client, same client, have a need to issue an audit report.
- 20 Generally speaking, an audit report is required for publicly traded companies that file financial statements with 21 22 the SEC or have public debt.
- 23 Whereas a compilation would be more for another purpose. If, for example, a company needed to provide numbers to a lender or something like that, generally speaking.

- - during those two years from 2002 to 2004? A They did. I had increasing levels of responsibility
- 3 as I became more senior to the firm and more senior on the
- 4 client engagements that I was on. So I had more in supervisory
- 5 responsibilities, I had more interactions with the client on
- 6 more technical accounting matters, as I have gotten more, at
- 7 the time skilled in certain transactions and understanding
- 8 accounting rules and financial reporting disclosure. 9 Q Where did you go after Ernst & Young?
- 10 A I left Ernst & Young in June of 2004, and I joined a firm called Kerzner International, which is a company, not an 12 audit firm. So Kerzner International at the time, based in Plantation, Florida, was the owner and operator of luxury 14 resort hotels. And I served as my first role as the manager of 15 financial reporting.
- Q And what made you decide to go to Kerzner 16 International in 2004? 17
  - A It was a unique opportunity to work in private industry, which I had an affinity to do. And it was a good circumstance for me because the individual they were looking for had my -- I believed I fit the background for what they were looking for, meaning some level of public accounting experience, and an understanding also of the hospitality
    - At Ernst & Young I had worked on some hospitality

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clients as well, so it gave me an opportunity to expand my career and work at a private company in a capacity where I had the right skill set. 3

4 Q And from what years did you work at Kerzner International, sir?

A I worked at Kerzner International from 2004 to 2016.

And can you describe for the Court how your role, if in any way, changed at that time period in Kerzner?

8 9 A Over the course of my employment at Kerzner I again had increasing levels of responsibility. So I started as a 10 manager of financial reporting. At the time in 2004 to 2006 11 12 the company was a public company. So I was in charge of 13 overseeing the financial statements that were filed with the SEC. 14

In 2006 the company went private on private transaction. And I continued in a role of financial reporting but more so as a private company where you report to the ownership interests of the company versus public company reporting.

20 And then as the -- my role expanded in 2000 -- let's 21 say 12 and thereafter, I got involved more also in treasury. Became appointed as the vice president of treasury, where I 22 23 still held financial reporting oversight and responsibilities because of my knowledge of that area. 24

But also got involved working with the company's

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packages, so to speak, that gave, you know, information on quarterly board meetings to the ownership of the company and directors of the company.

4 Q When you testified a little earlier, you talked about the "public accounting background," what do you mean by the 6 term "public accounting"? 7

A Public accounting is generally referred to, again, a firm like Arthur Anderson, Ernst & Young that is engaged in the audits or other work of companies that are public registrants. Again, so a company that might have stock traded on a stock exchange or public debt. So, generally speaking, that's what public accounting means. It deals with companies that have those type of more stringent requirements than a private enterprise that wouldn't necessarily have those thresholds of reporting requirements.

THE COURT: Mr. Robert, I am not sure everyone can hear you as well as I can. Raise that and raise your voice.

MR. ROBERT: Thank you, Your Honor. First time I am accused of that.

THE COURT: If you switch places with him you

23 Q Mr. Hawthorn, you are familiar with a term called GAAP, right? 24

25 A Yes.

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- 1 lenders; working with the company's other stakeholders in terms
- of financial matters. Not only historical financial matters,
- 3 which is what the financial statements oversee or tell, but
- also prospective financial matters like, you know, how the 4
- 5 company is capitalized, how the company is working with its
- 6 lenders on debt arrangements and things like that. 7
  - Q You used a phrase, "vice president of treasury;" what exactly does that mean or did it mean?

9 A That meant my role was expanded to not just be with financial reporting, but also work with lenders and also 10 11 oversee the cash flow of the company. So in treasury you are 12 also dealing with banks; you are dealing with lenders; you are 13 dealing with cash flow forecasting for the operations of the 14 company. Not necessarily just financial reporting, which is a 15 more historical-type role where you are issuing financials of what happened in the past. But my role also expanded to be 16 17 more operational in terms of how the company is looking forward prospectively and doing its business. 18

Q You testified that you dealt with lenders and stakeholders, what did you mean by stakeholders?

20 A Board members of the company. So even though it is a 22 private company, the board was comprised of certain individuals 23 appointed to direct the operations of the company. So, we 24 would also, in my role, provide to the board of the company, 25 like, quarterly updates. So, I would help provide board

- O What is GAAP? A GAAP is an acronym for Generally Accepted Accounting
- 3 Principles.
- 4 Q And what is your general understanding of what GAAP is? 5

A GAAP is effectively the rules and guidelines around accounting practice in companies that are, you know, recording books and records and how transactions are recorded and reported.

Q Okay. I now want to take you past 2016, where did you go after Kerzner in 2016?

A So in February of 2016 I was hired as the Chief Accounting Officer of Trump Hotels based in New York.

Q And what is the role -- what was the role of Chief Accounting Officer at the Trump Hotels in New York?

A So my role when I started was reporting to the CEO of Trump Hotels, a gentleman named Eric Danziger at the time. My role encompassed overseeing all of the financial and accounting aspects of the hotel division of the Trump Organization.

Q And how, if in any way, did your title and/or role change since that time in 2016?

A In 2016 while my title was effectively Chief Accounting Officer, I was the highest ranking finance and accounting executive in the hotel division. So, in January of 2020 my title was effectively updated to Chief Financial

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- Officer of Trump Hotels. Although I continued to still report 2 to the CEO of Trump Hotels and was effectively doing the same 3 job.
- 4 Q Did the scope of your job then change at all from 2016 to '20, or just your title? 5
  - A The title. The scope was effectively the same.
  - Okay. And what, if anything -- withdrawn.
- 8 Since 2020, what position have you held with the 9 company?
- 10 A So in May of 2022, the CEO of Trump Hotels, Mr. Eric Danziger, left the company. So the company promoted me to 11
- 12 Chief Operating Officer of Trump Hotels. I still have
- continuing responsibility over finance and accounting, but I 13
- 14 now oversee the operational aspects of the hotel portfolio as 15 the highest executive level in the hotel division. Not just
- for finance and accounting but also for operations. 16
- 17 Q And you had mentioned you had report -- withdrawn. When Mr. Danziger -- was he the CEO of the hotel 18 group you said? 19
- Yes. 20 Α

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- At that point he was your direct report? Q
- 22 Α

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- 23 O Since he left the company, who is your direct report?
- My direct report is Eric Trump. 24 Α
- 25 Okay. And that's the same today, correct?

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- A There is some overlap because certain of the hotels are resort hotels, meaning that they have golf courses on the
- property. And so there is some overlap where the golf course
- is a component of the resort hotel, and its financials roll up
- into the reporting of that hotel resort.
  - And would Doral be one of those?
- 7 Doral is a good example.
- 8 Okay. Going to the hotel division specifically, if you could explain how the accounting team in the hotel division works? 10

A I would describe our structure as very decentralized, meaning that each hotel has its own general manager who oversees the entire property, and has its own finance department that does the day-to-day finance of the hotel.

So, for example, if you mention Doral, Doral has its own general manager. Doral has its own director of finance. Each hotel has its own departments like that to do the day-to-day accounting and finance work and day-to-day operations; under the auspices and the direction of the corporate office where I reside, but obviously we entrust the teams at the properties to handle the day-to-day of the operations.

O So looking at it from an organizational chart, for the purpose if you are sitting at the role of the COO of the hotel division, who is it in the hotels that reports to you?

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- Correct. Α 1
- And is there a CEO of the hotel division? 2
- A No, there is no one with that title. But I, as the 3
- Chief Operating Officer or COO, I am at the highest executive 4
- level of the hotel division of the company. 5
- Q And I think you described it a few moments ago, but 7 just to be clear, what exactly are the responsibilities of the
- Chief Operating Officer of the hotel division? Is it okay if I 8
- 9 call it the hotel division?
- A That's accurate. It is not just finance and 10 accounting but it is everything related to the hotel division 11 operations, including sales and marketing; including 12
- operational aspects of how to operate a hotel; how we set rates 13
- for room rates; and how we employ, employees over across the 14 15 hotel portfolio. So not just financing accountant, but all
- operational aspects. 16
- Q I referred to the hotel division. What, if any, 17 other divisions does the Trump Organization have? 18
- A So broadly speaking there is commercial real estate 19 20 in the organization. Then there is hospitality-related assets
- like hotels. And then similar to that there is a golf 21
- 22 division. So there is private and public golf courses in the
- 23 company.
- And do any of the golf courses fall within your 24 Q bucket? 25

- A All of the general managers of the hotels. So the leaders of the actual hotel properties. 2
- Q And when you want financial information about these 3 individual hotels, how do you go about getting it? 4
- 5 A Each individual hotel prepares its own financial 6 information; maintains its own books and records or general
- 7 ledger, is a common term for books and records. So at the property level those are all maintained. We have a mechanism
- 9 at the corporate office where we have a reporting timeline
- where the hotels will report to us in a very standardized way. 10 There are monthly financial reports. 11

And our other applicable reports that we will review, and discuss and review these with the properties, to get a better understanding and be, kind of, on top of the operation and understanding what is happening in the business.

- Q I know you are familiar with the name Allen 16 Weisselberg, correct? 17
- 18 Α Yes.
- 19 Q Where was Allen Weisselberg within the corporate 20 structure?
- A Allen Weisselberg was the Chief Financial Officer of 21 the Trump Organization. 22
- And what, if anywhere -- withdrawn. 23
- How, if in any way, did your role change after 24 Mr. Weisselberg left the company? 25

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1 A After Mr. Weisselberg left the company I have been called upon from time to time as needed to assist with how the company is operating generally in other divisions, so not just the hotel division. And I have been called upon to, kind of,

ask how we could replicate certain practices and procedures that we do in the hotel division across the company.

Q And if you could add a little more detail to that?

8 Sure. I mean, I think the hotel division, in my humble opinion, because I have -- I am overseeing it, we have a 10 good set of procedures and controls and ways we go about doing

the day-to-day business in the operations. So, for example, we 11 12 have a standardized chart of accounts. I know it sounds kind

of boring, but if every hotel has the same general chart of 13 accounts, it is easy to have consistency and roll up across the 14 15 company.

And do you want me to keep explaining?

Let me break it down a little. 17 Q

18 A Okay.

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Q Did there come a time that someone within the Trump 19

20 Organization asked you to assist in these other projects after 21

Mr. Weisselberg left?

A Yes. I think Eric Trump has asked me -- well, I know 22

23 Eric Trump has asked me to assist in other matters where I can

be of assistance to the company. 24

25 Q Okay. And just so that we are clear, that assistance

golf, so that you could consistently compare across every golf course the operations, the performance and understand, if everything is booked the same way and the same accounts, you

can have consistency. That's an example. 5

Q You used the phrase, "chart of accounts," what do you mean by that?

A The chart of accounts is the, for lack of a better term, the books and records of the company, where all of the debits and credits go when you book journal entries. So there is typically a number assigned to a certain general ledger account. A description assigned to a certain general ledger account that comprises the assets, liabilities and equity of the books and records of the trial balance. And so it is much more efficient as a corporate oversight to evaluate the performance of your portfolio if everyone is on the same chart.

Now, that's not to say that each entity had anything wrong with it. It is just that each entity maybe booked things in a different account than a different entity. So if you are trying to cross compare certain things, it may not be as noticeable because they are not on an apples to apples basis. So this is kind of inherent, you know, efficiency in the organization and the golf division similar to what we had in the hotel division as an example.

Q Has there been any new accounting software that has been used as a result of your involvement in these other

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is in what form?

A It is helping to utilize certain of the 2

characteristics of the hotel division and other ways to create,

you know, more efficiencies, better procedures and practices

across the company as a whole. 5

Q You talked about uniformity, and I think you used a phrase "roll up" a couple of minutes ago. What did you discover when you were asked to help -- I'll use the word

9 "modernize" the other divisions?

10 A So as an example, I think as I was explaining before, 11 the hotel division has the benefit of already an existing 12 structure where every hotel is accounted for in the same way. As I was asked to, kind of, assist in other areas of the 13 business, for example in the golf division, which is similar to 14 15 the hospitality division hotels, the golf division at the time of, let's say, summer of 2021, didn't have that same 16 17 uniformity. As the golf division grew over time, golf courses were acquired and the property level comptrollers entrusted to 18 19 oversee the books and records, either continued to use the same chart of accounts that they had on a previous ownership, or had

20 discretion in how they could book transactions in a chart of 21 22 accounts that made sense for their property.

23 So as an example, one of the projects that I helped 24 to oversee over the last year and a half with some team members

from my team, is to help standardize the chart of accounts for

divisions?

2 A So, in addition to the chart of accounts project at golf, which is utilizing the same software which is golf specific, there is an undertaking ongoing now at the Trump

5 Organization corporate accounting level to input new general

ledger accounting software, so to be more modern, to be more

like the hotel division. Meaning in a way that today in 2023

there is software packages available that helps people do their jobs a little bit easier, more consistent and have more

control, standardization.

So we have a -- I am assisting with a project at the corporate office accounting level to put in a new system that will help in this effort to improve the efficiency and the reporting and the technical capabilities of the -- the other divisions of the company, like the commercial real estate and the corporate office and that sort of thing.

Q When you talk about the corporate office, what are you referring to?

A So, the corporate office resides generally at 725 Fifth Avenue in New York, which has a back office accounting function. There is a team that oversees those assets. Whereas I oversee the hospitality hotel assets.

Q And what is the difference between the corporate accounting level you used -- you phrased, as opposed to how things work at the hotels or golf courses?

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that was his role.

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A Maybe to put it in the appropriate context, that was kind of the corporate office's, kind of, generally referred to the prior regime of Jeff McConney and Allen Weisselberg. Whereas now we have other individuals in certain roles overseeing the commercial assets, the real estate assets of the portfolio. 6

7 Q And the commercial assets are no longer governed by 8 the corporate accounting department, or are they?

They are.

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Q Is there a distinction between who is running -- who 10 is in the corporate accounting department versus who is at the 11 12 golf courses and hotels? If so, what is that?

A There is. So we have, again, myself in hotels. We have an individual in golf. We have individuals in the corporate accounting function today.

You know, for example, I think you may know Donna Kidder. She continues to be in the capacity of an assistant comptroller. We have a director of finance now that is running the oversight of that department, that runs that day-to-day.

20 Q What, if any, involvement did you have in the last few years with the check issuing system at the Trump 21 Organization? 22

23 A Can you repeat the question?

Q Sure. What, if any, involvement have you had in the 24

last few years with the check issuing system of the Trump

2 A So, just for perspective and background, right, the way that the corporate office functioned, had previously worked, is that there was only -- if you are only paying with check and you only have three signers who can sign checks, you are very limited on how you can make disbursements. And the 7 three signers that were always entrusted with overseeing the 8 bank accounts were Allen Weisselberg, Donald Trump Jr. and Eric Trump. So, in practice, Allen Weisselberg in his role, to my 10 understanding, would be the one that would review check disbursements and sign them so that they would go out, because

Q What were the circumstances surrounding that, sir?

I guess at the time of summer of 2021 Allen Weisselberg was no longer in the role of Chief Financial Officer. He was removed from those duties. So, when the operation keeps needing to run, checks need to be signed. So now you only have two signers who can sign checks, Donald J. Trump Jr. and Eric Trump. So I recall walking into Eric Trump's office and he called me in to assist, and he had a stack of checks to sign that was very high.

And he said: Well, what do I do with all of these? Because typically Eric would never sign checks. It would be Allen. Allen would sign all of the checks and Eric would work on the operation. But if you need to pay vendors, who is going to sign the check? It is really Eric or Don.

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Organization?

A By check issuing system you are referring to 2 disbursements? 3

4 Yes, disbursements, paying bills.

5 A Sure. So as an example of, kind of, how the company used to do things versus how it does it now, the company under 7 the prior regime, you know, ran as it did as a family run enterprise using very basic functions. For example, to pay 8 9 bills and vendors everything was always paid via paper check. That's -- that worked in the 1980s and it still works today. 10

11 But there is other ways to get vendors paid more quickly, more timely, more accurately. So, I was asked to assist in, kind 12

of, helping the corporate office, kind of, maybe update 13

14 modernize the way things are done, because we do things in the 15 hotel division that is more, let's say, in the way companies

operate today. 16

17 Q Did there come a point in time someone at the Trump Organization specifically asked you to assist with this 18 19 disbursement issue?

Yes. 20 Α

Q And who was that person? 21

22 A Eric Trump.

23 Q And what were the circumstances surrounding -- first

of all, when was that, if you recall? 24

25 It was probably in the summer of 2021.

So Eric came to me and he said: Well, Mark, how do you do this in the hotel division?

I said: Well, we don't do it like this. We pay 3 through ACH. We pay through virtual means, electronic means. 5 We have systems and processes that are available and tools that are available to the company to modernize, kind of, the 7 functionality. So that's how I got involved in that project.

So commensurate with, kind of, the upgrade of the general ledger package of the Trump Organization at large and the corporate office, my role has helped assist in replicating some of the hotel division efficiencies to the organization so that we are able to pay vendors in a more efficient way. Saves a lot of time and resources when you are not needing to put a stamp on envelopes and trace and track down outstanding checks. So, kind of one of the initiatives I have helped with. And Eric Trump, I know, is proud of being as paperless as we can in disbursements.

18 Q You have heard of something during the course of this 19 trial called a Statement of Financial Condition, correct, sir?

Yes. A

Q And did you have any involvement in the preparation 21 22 of President Trump's Statement of Financial Condition?

23 Α I did not.

Q Did there come a time that you became aware of a 24 document called President Trump's Statement of Financial

November 27, 2023 Hawthorn - by Defendant - Direct (Robert) Page 5140 M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5142 Condition? company. It's not required by any lender currently, and/or any other constituency. 2 Yes. And when was that approximately? Q Okay. 3 0 3 4 In connection with one of the hotel audits that I was 4 I want to switch topics for a minute and talk to you working on. There was a request from one of those auditors to about Mazars. Are you familiar with a company known as Mazars? A Yes. get some more information about the parent company of the 6 O And what is Mazars? 7 hotel. And I was doing some diligence to try to provide the 7 Mazars is an accounting firm. It was the main best available information. In doing so, I was aware that 8 8 there was this document that existed. And I helped to accounting firm of The Trump Organization when I started in 2016, and I guess prior to that they had a long standing 10 facilitate a meeting with the accounting team in the hotel -that was doing the audit of the hotel, and the accounting team relationship with The Trump Organization to be the, um, you 11 12 that was familiar with the statement, so that they could know, financial, um, statement preparers and auditors, as well discuss it and understand whatever questions they had. as the tax preparers for the company. 13 (The following proceedings were stenographically 14 Q And who was the main point of contact that you dealt 15 recorded by Senior Court Reporter Michael Ranita.) with at Mazars while they were the outside accountants to The 15 Trump Organization? 16 16 The main audit partner was Donald Bender. 17 17 How often would you be in contact with Mr. Bender? 18 18 A I would be in contact with him frequently as it related 19 19 20 20 to the audits and compilations of the hotel assets that we were 21 entrusted, to insure that financial reports were issued for those entities. 22 22 23 23 O So with regard to your interaction with Mr. Bender, what services were you, on behalf of the hotel group, if you 24 25 will, seeking from Mazars and Mr. Bender? M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5141 M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5143 Q When you talk about the accounting team who was A It would be compilation services and audit services. 1

familiar, who are you referring to?

A At the time that was Whitley Penn. 3

Q So when was this -- was this meeting virtual, in person 4

or something else, telephone?

A Um, so this was a meeting that I helped to coordinate.

7 It was effectively a video conference on the Google Meet

platform that was, I think, in November of 2021, if I'm correct.

That helped to facilitate the Whitley Penn accounting team. The

other team involved was an audit firm called Johnston 10

Carmichael. They are one of the audit firms that we use for the

12 Scotland entities. So we have a couple of assets in Scotland.

13 That was the team that needed some information about the parent.

And so I helped to facilitate that virtual meeting. 14

15 Q Other than your participation in facilitating this

virtual meeting in 2021, do you recall having any other

knowledge or involvement with the President Trump Statement of 17

Financial Condition? 18

19 Α No.

20 Are you aware of whether The Trump Organization still

prepares a Statement of Financial Condition for President Trump? 21

22 A It is not prepared, to my knowledge.

23 And what, if anything, has replaced that now at The

Trump Organization, if you are aware of it? 24

25 There is not a roll up financial statement of the

What about tax services or tax advice? 2

A Limited for me. My role is primarily related to 3

financial reporting of individual entities in the hospitality 4

portfolio. 5

6 What do you mean by "compilation services"?

A "compilation" is effectively the assistance of the 7

accounting firm to put together the annual financial statements

of the entity that's being asked to be done on, where the

accounting firm would put together the balance sheet, income

statement, um, statement of cash flows, in a summarized

12 annualized report.

Q And would they do this for all of the hotel properties? 13

14 They would do it for hotel properties that required to

15 have a compilation statement.

And who, if anyone, would be making this requirement? 16

It was required by certain lenders. 17

And do the extent that those properties fell within 18

your division or your wheelhouse, you would have had involvement

20 with Mr. Bender with those; correct?

Correct. 21

And you talked about audit services, too. What were

23 you referring to there?

A Audit services was -- are engagements that Mazars was

25 entered into an engagement with the company to do an actual

22

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- 1 financial audit of an entity. So we had a property, a hotel
- property that required an audit from its, um -- under the terms
- of its lease agreement, and also under the terms of its debt.
- So one property under those requirements needed to have an audit
- issued versus a compilation.
- Q If you, on behalf of your division, had accounting
- questions, who, if anyone, would you turn to outside of The
- Trump Organization?
- We would turn to Mazars.
- 10 Q And who, if anyone, would you turn to within The Trump
- Organization during that time period that Mazars was the outside 11
- 12 accountant?
- A It would be myself. 13
- Other than consulting with yourself, is it fair to say 14
- 15 that Mazars would have been the only other entity you had
- contacted with? 16
- Correct. 17 Α
- Primarily that would have been Mr. Bender? 18
- A Correct. I could still hold a CPA license. I'm not a 19
- 20 practicing CPA. You know, I'm -- I worked work for a private
- company, so while I still keep up with accounting rules and
- 22 regulations and changes, relied heavily on Mazars to understand
- what the current pronouncements are in accounting so that when
- we are issuing -- when they are issuing financial statements,
- that we make sure that we are properly disclosing required

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- The Trump Organization?
- A A firm called Whitley Penn.
- Q And what, if any involvement, did you have in the 3
- selection of Whitley Penn to be the new external accountants for
- The Trump Organization?
- A I had some involvement because the audits and 6
- compilations under my responsibility, I, you know, took great
- pride in to make sure were accurate. We wanted to make sure we
- had a good firm that had the capability to do the work. So the
- initial meetings, I was part of it with respect to the
- hospitality properties that we needed to have certain work
- 12 performed, such as these audits and compilations.
- Q Were you involved in the selection of the Whitley Penn 13
- firm, or after they were selected, for lack of a better word, to
- help get them up to speed, or both?
- 16 A little bit of both. My input was valued based on my
- kind of interactions with Whitley Penn at the onset, and the
- questions that I would ask if they were capable of handling the
- work. Um, and then I was one of the probably primary liaisons
- 20 with the audit partners at Whitley Penn, especially with respect
- 21 of the hospitality properties.
- 22 Q And the primary point of contact at Whitley Penn was,
- 23 and is?
- A On the audit, same gentleman named Camron Harris. 24
- 25 You talked about on the audit side. What do you mean

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- 1 disclosures that were ensuring that we are properly recording
- entries appropriately and in accordance with the latest
- 3 standards.
- Q How did you communicate with Mazars? 4
- Telephone, e-mail, um, frequent communication as 5 Α 6 needed.
- Q In-person meetings as well? 7
- In-person, of course. 8
- 9 Q What kind of information did you give Mazars about the
- hotels in your division? 10
- 11 A We would give them the information that they would require to put together the compilation or for their audit, 12
- which would be the underlying financial statements of the
- 14 entity, and any supporting backup, or schedules, or detail that
- 15 they required so that they could conduct audit testing.
- Q Do you recall ever an instance where Mazars asked you 16
- for something and you didn't provide it to them? 17
- 18 Α No.
- 19 Q At some point in time, Mazars was no longer the outside
- accountants for The Trump Organization; correct? 20
- Correct. 21
- 22 Do you remember approximately when that was?
- 23 A Um, I don't recall exactly, but it would have been 2020
- or 2021, around there. 24
- 25 Q And who comes in to be the new outside accountants for

- by that?
- A Whitley Penn was taking over the kind of the role of
- Mazars previously. Whitley Penn also has a tax division. So
- the company relies on Whitley Penn, and its tax division of its
- firm to help with the tax preparation of tax filings of all the
- entities that require them. So there's another audit partner
- and another component of that practice that oversees, let's say,
- tax compliance work versus audit and financial accounting work.
- 9 So when we refer to an audit partner -- I know this confused me for the longest time -- it doesn't necessarily just 10
- 11 mean an audit; correct?
- Correct. It means attestation services is a fancy word 12
- 13 for it.
- O My question is, what is an attestation service? 14
- 15 It's work that is engaged with a firm and a client, to
- whatever extent they both agree, that the client has engaged the
- 17 firm to do work to substantiate the books and records of the
- company. If it's an audit, to understand the policies and
- 19 practices of the company.
- 20 So effectively, the value of an audit firm to any company, right, is that they want to evidence to an outside 21 party that someone else has looked at these numbers or looked at
- 23 these books and records and has done procedures to understand
- them, and the issuance of the final report is also being
  - represented by this firm.

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Q With regard to your division, how, if in any way, is

- Whitley Penn tasked with anything different than Mazars?
- A It's a similar -- it's similar generally. They are
- tasked in my division to be the firm that, again, prepares the
- compilation statements, that does the audit work for the
- entities that need audits. 6
- 7 And then while I'm not a tax person, I still have some
- involvement with their tax division when it comes to the 8
- hospitality assets and certain information that they might
- require. 10
- 11 Q You mentioned a little while ago that when the process
- 12 of, I guess, on boarding a new accounting firm -- do you know
- what I mean when I say "on boarding"?
- 14 Α Yes.
- 15 Q That you were involved not just as it related to your
- division, but more generally, can you explain a little bit more
- 17 about that?
- A Um, again, I had some input based on my background as a 18
- 19 former accounting firm personnel and auditor myself to, to, um,
- 20 meet with Whitley Penn during the selection process if we wanted
- 21 them to be our firm. So I, you know, got a chance to meet with
- them in person, on the phone, um, kind of understand their 22
- qualifications, their staffing levels, that they could handle
- the work. So I was probably just another helpful resource to,
- um, vouch that we believed that they had the capability to, you

- M. Hawthorn by Defense Direct (Mr. Robert)
  - Q You testified a few moments ago that generally speaking
  - the scope of work between Whitley Penn and Mazars was basically
  - the same: fair?
  - Α Yes.

8

- Q What kind of -- and I'm going to take you back to the
- period 2011. What kind of reporting did Mazars do for The Trump
- 7 Organization?
  - MR. AMER: Objection. Foundation. The witness said he didn't start to be employed until, I think, 2016.
- 9 MR. ROBERT: The witness is now the COO of the 10 11 hotel division.
- 12 Q When you first joined the company in 2016, what, if anything, did you come to learn about how things had been done 13
- previously to help do you your job, if anything.
- A I had to understand how the books and records were 15 prepared prior to my joining the company. I also had to review
- various agreements, contracts and financial statements going
- back many years to understand how these assets performed
- previously and what the reporting requirements, um, you know,
- 20 are of these entities.
- 21 Q Did you review financial statements that had been prepared by Mazars for The Trump Organization from 2011 forward? 22
- 23 Α I did.
- Q And what did you come to learn from those? 24
- 25 That every year, as required, these financial

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- know, be our accounting firm.
- O Switching topics slightly, if I use the phrase
- "financial reporting", what does that mean to someone with your
- background?
- "Financial reporting" is very generally just the um, 5
- financial summary of an entity. Um, reporting could be very
- simply internal reporting from management to review operational performance and make decisions. It's a very broad term.
- Financial reporting can go from very, you know, like I said,
- very internal books and records to external reporting, which is 10
- 11 a more formal report that's issued on an annual basis, or
- quarterly basis, required for any purpose. 12
- Generally speaking, financial reporting, between, if 13
- it's internal, sometimes referred to as management reporting, 14
- it's very much customary based on the industry that you are in.
- So, like, for example, in the hospitality industry, the
- hospitality accounts, we refer to the Uniform System for 17
- Accounts for the Lodging Industry, USALI. So anyone in hotel
- accounting would know that term because it's an internal
- management financial reporting guidelines and structure, so that
- 21 we, as a hotel company, are booking things and recording things
- 22 similar to other hospitality companies; that's not necessarily
- GAAP required, right? Whereas GAAP and other more stringent
- financial metrics are applicable to external reporting audits,
- compilations, things like that.

- statements were issued; that they were submitted to lenders as
- required, and that they were completed as needed.
- Q So going back, let's say, to 2011, how many of these
- different financial reports did Mazars do that you had looked
- 5 at?
- 6 A Hard to say. Probably over a hundred. Mazars, maybe
- 7 50, something like that.
- 8 Q And what ran the scope of what kind of reports these
- 9 were?
- A Compilations, reviews, audits. They did a lot of work 10
- for the company in terms of issuing entity-level financial
- statements. 12
- Q In addition to you reviewing these records back in 2016 13
- when you joined the company, did you have an opportunity to look
  - at them, again, before you testified here today?
- 16 I did.
- And did you prepare a chart outlining all of the 17
- various reports that Mazars and Whitley Penn have done for The
- Trump Organization since 2011?
- A I did. 20
- MR. ROBERT: Your Honor, I would like to put on the 21 screen D-1054, which is a demonstrative exhibit that was 22
- 23 prepared by Mr. Hawthorn.
- (Whereupon, the exhibit was displayed on the 24 25 screen.)

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1 MR. ROBERT: We have a copy to hand up, please. 2

- (The witness was handed the exhibit.)
- 3 Mr. Hawthorn, what is this document?
- 4 A So this is a summary document that illustrates, for the
- years 2011 to 2022, all of the financial statements that were
- issued by various accounting firms on behalf of the company for
- various entities. The chart is simply showing that from 2011 to
- 2022, across numerous United States based properties, that there
- have been 82 financial statements, annual financial statements
- issued for these entities. It indicates in the box whether it 10
- was a compilation, an audit or a review. 11
- 12 And then also on the lower part of the chart it also includes other accounting firms. I think I mentioned the 13
- Scotland property in the past that had an audit firm named JCCA, 14
- an Ireland audit done by a firm called BDO, both are 15
- internationally recognized accounting firms in those areas. 16
- So those areas also required audited financial 17
- statements for years presented. So it provides a snapshot for 18 all of the work that the accounting firms and the company at 19
- large has done over the last ten years to issue compliant 20
- financial statements. 21

of those; correct?

the ones in 2017?

Correct.

- Q Sir, to Mr. Amer's point, from 2011 to 2015, you did 22
- 23 not work at The Trump Organization; correct?
- Correct. 24
- 25 And the preparation of these reports in 2011 to 2015,

1 obviously you were not involved in the creation or preparation

personally involved or would it be more accurate to start with

Was the 2016 year the first year that you were

- this entity, so the entity, Trump Endeavor 12, has a loan
- outstanding with, at the time, Deutsche Bank. Under the terms
- of the loan agreement, the lender requires annual compilation
- financial statements of the borrower. So that's why these were
- prepared from 2016 onward.

M. Hawthorn - by Defense - Direct (Mr. Robert)

- Q And do you recall Mazars asking you for any
- information, with regard to this compilation, that you didn't
- provide to them? 8
- 9 Say that again.
- 10 O Do you recall ever being asked by Mazars to provide you
- information to prepare this compilation that you didn't provide
- 12 to Mazars?
- A No. We provided them everything they asked for. 13
- Q Going to the second item on 2016, what, if any, 14
- 15 involvement did you have in the compilation for the 401 North
- Wabash, LLC entity? 16
- 17 A So similar to the above, so 401 North Wabash, LLC that is the legal entity of the ownership of the commercial space and
- unsold units at the Trump Chicago. Again, that entity has, at
- 20 that time, debt outstanding with Deutsche Bank under the loan
- 21 agreement.
- The loan agreement requires that the borrower provides 22
- entity-level compilation financial statements to the lender. So
- from all those years presented, those were provided.
- Q And I know I pronounced it wrong. I didn't say 25

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- THE COURT: Wabash. 2
- MR. ROBERT: I'll call it the Chicago property? 3
- That's the address of the Chicago property. 4
- 5 Q Mr. Hawthorn, moving to the third item, Trump Old Post
- Office, LLC, what, if any, involvement did you have in the audit
- A 2016 I started in February, so this would be a year
- ended December 31st, 2016, generally speaking, year. That 8
- report would have been issued in 2017 after the fiscal year end
- closed. 10

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- So let's take a look at 2016 to start, if we could. 11
- What, if any, involvement did you have in the compilation report 12
- prepared by Mazars for -- withdrawn. 13
- What is Trump Endeavor 12? 14
- Trump Endeavor 12 is the legal entity that is the 15
- ownership entity of Trump National Doral. That is the 643 room 16
- hotel resort with four golf courses in Florida. 17
- O Mr. Hawthorn, what, if any, involvement did you have in 18
- the compilation report prepared by Mazars in 2016 for Trump 19
- Endeavor 12? 20
- A So I was the liaison for the company on behalf of the 21
- 22 hotel division so that Mazars could prepare the compilation on
- 23 the company's behalf.
- 24 Q And for whose purpose was that compilation prepared?
- 25 A So the compilation was prepared because the lender of

- "triplex", but I was close enough. So it's 401 North Wabash?

M. Hawthorn - by Defense - Direct (Mr. Robert)

- 7 that was performed by Mazars in 2016?
- A So I was involved in that similar to the above. The
- procedures were more detailed than a compilation, because it's
- an audit. So the entity, Trump Old Post Office, LLC, again, at
- the time had a loan outstanding. The loan required that the borrower provide audited financial statements. 12
- In the other cases they were compilation financial 13 statements. So just following the terms of the loan, Trump Old
- Post Office, LLC's requirement was for an audit. So in a similar fashion, I oversaw and was a liaison 16
- for Mazars to get them the information they needed for 17 completing those audits. There's also another line that says
- "compilation." So that was an entity where we had both an audit
- and a compilation done for a certain period of time. Um, that
- was also required as a result of the loan instrument requiring
- certain testing at a different date than the audit date. So,
- therefore, in a certain period of time, as you see from 2019 to 2021, a compilation was also performed. 24
  - MR. ROBERT: Don't worry, Judge. I'm not going to

> 1 do each year, but I'll get to 2019 in a minute. 2

M. Hawthorn - by Defense - Direct (Mr. Robert)

- Q Mr. Hawthorn, I'm not going to ask you about each entity, this one question, but fair to say with all the entities on this chart there was never a time that you can recall that
- Mazars asked you for information and you didn't provide it; fair
- enough? 6

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- Correct. 7 Α
- Going to the --8
- 9 THE COURT: Already asked. Leading.
- MR. ROBERT: He didn't object, and I'm trying to 10 move it along. 11

12 THE COURT: You asked him previously --MR. AMER: For the relevance, you know, I think 13 hopefully we are done with the chart soon. 14

MR. ROBERT: We are not. This chart demonstrates that there are over 116 financial statements that no one had a problem with, and all the work that Mazars did and all the work Whitley Penn did, this is absolutely relevant.

THE COURT: I'm not joining the relevance fray, I'm just saying, you asked him if he ever was asked by Mazars for information and he did not give it. And he said, "No." And I think you asked pretty much the exact same question.

MR. ROBERT: I don't plan to ask it anymore on this chart; that much I could assure you, Judge.

25 Q Moving to 40 Wall Street, LLC. Do you see that in

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- Q And, again, fair to say that starting in 2016, that's
- 2 when you became involved in those?
- A Correct. 3
- 4 Q And what, if any, involvement did you have --5 withdrawn.
- What is SLC Turnberry, Ltd? 6
- 7 A That is the legal entity that is the ownership entity
- of the hotel property named Trump Turnberry in Scotland. 8
- 9 Q What, if any, involvement did you have in the 2016 audit of the SLC Turnberry, Ltd. property, sir?

A Similar to Trump Old Post Office, LLC, my involvement 11 12 was to oversee the relationship with the audit firm and make

sure they got all the information they needed so the report could be issued.

15 Q What, if any, difference was there the way you had to deal with audits of international properties versus domestic 17 properties?

A There's some difference because accounting standards 18 are different in the UK and Ireland as opposed to the US. But generally speaking, it's the similar broad based 20 responsibilities. 21

Q And what, if any, involvement did you have in the 2016 22 23 audit of -- withdrawn.

What is Trump International Golf Club Scotland, Ltd? 24 25

A That is the legal entity name of the golf course and

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- 2016? 1
- Yes. Α 2
- Q What, if any, involvement did you have in an audit? 3
- I did not have involvement in that one. 4 Α
- 0 Same question for TIHT Commercial? 5
- 6 A I did not have direct involvement.
- Trump Plaza, LLC? 7 Q
- Α I did not have any involvement. 8
- 9 Q Trump Tower Commercial?
- Α I did not have direct involvement. 10
- Why is it, sir, that with regard to 40 Wall Street, 11
- TIHT Commercial, LLC, Trump Plaza, LLC, or Trump Tower 12
- Commercial, LLC, that you had no involvement in that? 13
- A Those aren't in the hospitality portfolio. Those are, 14
- again, commercial real estates, but I'm aware in my position 15
- that these audits were done. 16
- 17 Q And your answer would be the same for those assets, for
- the assets meaning 40 Wall, TIHT Commercial, Trump Plaza, Trump
- Tower Commercial, your answer would be the same for -- from 2011
- -- well, from 2016 to 2022, those were not under your 20
- supervision; fair enough? 21
- 22 Α Correct.
- 23 Q Okay. Moving down in 2016, what is JCCA?
- That's an abbreviation for a firm called Johnston 24
- Carmichael. That is an audit firm of Scotland entities.

- small hotel in Aberdeen, Scotland.
- Q What, if any, involvement did you have in the audit of
- that property in 2016? 3
- A I had the same involvement as Turnberry. I interacted
- with the audit firm, as necessary, to assist with the issuance
- 6 of those financials.
- 7 Q Continuing to move down, who is BDO?
- A BDO is another accounting firm. It's an international 8
- accounting firm, in this case, based out of Ireland. So they
- oversaw the audits of our Ireland properties.
- Sir, what is TIGL Ireland Enterprises, Ltd? 11
- That is the legal entity of that property. So both 12
- those entities are two legal entities that comprise the
- ownership and operation of Trump Doonbeg, which is another
- property in Ireland. 15
- Q What is the difference between TIGL Ireland Enterprises 16
- 17 Ltd. and TIGL Management?
- A They just oversee different functions of the resort. 18
- One oversees the hotel accommodation. One oversees the golf
- course component. Just generally speaking, it required two
- legal entities for its set up. 21
- Q What, if any, involvement did you have in the audit of 22
- 23 TIGL Ireland Enterprise, Ltd. audit, 2016?
- A Same as Scotland. Oversight, ensuring that the audit
  - firm got what they needed to do the audits.

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1 Q And same thing as TIGL management, correct, sir?

- 2 A Correct.
- 3 Q Just so the record is clear, these are golf courses.
- **4** Why is it that they fell within your purview of hotels?
- A These are hotel resorts. There are hotels that have
- 6 overnight guest rooms, as well as a golf course. So similar to
- 7 Doral, Turnberry, Aberdeen and Doonbeg are all overnight
- 8 accommodation services, hotel properties that have a golf course
- 9 as an amenity in the golf courses.

M. Hawthorn - by Defense - Direct (Mr. Robert)

- Q Drawing your attention to 2019 for a moment, and you
- 11 kind of alluded to this earlier, if I draw your attention to
- 12 Trump Old Post Office, LLC, do you see that?
- 13 A Yes.
- 14 Q There is a compilation in addition to an audit for
- **15** 2019; correct?
- 16 A Yes.
- 17 Q Why is that?
- A That was required by the lender in accordance with a
- 19 reporting test. So they required not only annual audited
- 20 financials, but they required annual, what we call "debt service
- 21 testing." There is an acronym called DSCR, which is debt
- 22 service coverage ratio. That loan agreement required testing
- 23 over a trailing 12-month period ending in January, whereas the
- 24 fiscal year financial statements were a 12-month period ending
- 25 in August. So we did an audit for the August period, and we did

M. Hawthorn - by Defense - Direct (Mr. Robert)

If the Court and Attorney General don't want it to
come in evidence that way, I'll go through each year and ask
him was there an audit, what involvement did you have. I'm
happy to do it. That's fine.

of documents in explaining what was done for each property.

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MR. AMER: I think the problem is the best evidence rule. If you are going to put in evidence about each of these audits, then you should put in the audit or compilation. You shouldn't just put in a chart that summarizes something that isn't already in evidence.

MR. ROBERT: It's not --

MR. AMER: It's a problem, I think.

MR. ROBERT: I'm not attempting to get into the bona fides of what was there, just that these were done and he was involved in getting them done. I'm not suggesting and I don't want to get into having to put in 116 financial statements.

MR. AMER: Well, so this document we saw for the first time last night, and I don't think it was created prior to that or shortly before that. And it purports to summarize a lot of evidence, but that evidence has not been introduced into -- as exhibits in this case. So it's just not proper to use a summary chart in this fashion.

MR. ROBERT: I'm happy to do it the long way, Judge.

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- 1 a compilation for the DSCR testing period.
- 2 MR. ROBERT: Your Honor, I'm going to try to finish 3 this chart very quickly, but to do that I would like to move
- **4** D-1054, rather than demonstrative, into evidence, otherwise
- 5 I have to ask him a question about each line item to get the
- testimony out. And I want to make it simpler, so I couldrefer to the document as a whole.

MR. AMER: My initial question is, why aren't we marking this as demonstrative instead of an exhibit.

MR. ROBERT: It should be an exhibit.

MR. AMER: It's got D-1054. Why don't we mark it as demonstrative?

MR. ROBERT: Let's introduce this in evidence as D-1054, a document created by Mr. Hawthorn. I'm fine with that. It would make this go much faster.

MR. AMER: I thought we weren't introducing into evidence demonstratives.

MR. ROBERT: No, I'm changing my mind, because it will take me at least a half hour to go through each item with Mr. Hawthorn. This is much easier.

THE COURT: I don't think demonstratives just go in as ordinary evidence.

MR. ROBERT: So I'll withdraw the request to put it in as a demonstrative and enter it as a piece of evidence.

It's a document created by Mr. Hawthorn based on his review

THE COURT: Do it the long way.

MR. ROBERT: Okay.

THE COURT: If that's what plaintiff wants.

4 MR. ROBERT: That's fine.

5 Q Drawing your attention to 2017, Mr. Hawthorn --

6 A Yes

7 Q -- were you involved in a compilation involving Trump

- 8 Endeavor 12, LLC?
  - A Yes.

Q What was your role with regard to that compilation?
 MR. AMER: Different objection, and I am going to

don't see how any of this is relevant.

We are not challenging the audits or compilations that were submitted to any lender by the borrowing entity. This case is all about Donald J. Trump's financial disclosure under the guaranties in the form of his Statement of Financial Condition.

have to involve you with the relevance fray, your Honor. I

As far as I'm aware, this chart doesn't include any entry relating to the compilation that was the Statement of Financial Condition for Mr. Trump under the guaranty. So I just don't see how it's relevant.

MR. ROBERT: So, first of all, your Honor, this is the first time I'm hearing that the government is not making a claim against any of the guarantor's of the loan, so if

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Page 5164 1 that's news --2 MR. AMER: That's not what I said. For disclosure 3 of their compilation or "their" being the borrower's 4 compilation or audit financials. MR. ROBERT: But the named defendants in the case 5 include, in particular, Trump Endeavor 12, 401 North 6 7 Wabash --THE COURT: Wabash. 8 9 MR. ROBERT: Wabash, and Trump Old Post Office, LLC. So their conduct is clearly an issue, unless you want 10 to withdraw the claims against those corporate or business 11 12 entities. What we are demonstrating through this is that 13 these entities prepared financial information. This 14 15 financial information was prepared either by Mazars or 16 Whitley Penn, or by the international accountants. Mr. Hawthorn was involved in this, and there was no issue 17 18 with these. I don't see any issue with that at all.

(Continued on the next page.)

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Q And what, if any, involvement did you have with 2 that -- withdrawn.

What was your role with regard to that?

4 A Same role as in 2016: Overseeing the audit, that the audit firm got the information they required to issue their 5 6 report.

Q Were you -- what, if any, involvement did you have with -- just trying to read this, Your Honor -- withdrawn. 9 In 2017, were you involved in an audit involving SLC

**Turnberry Limited?** 

A Yes.

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12 Q As well as an audit of Trump International Golf Club Scotland Limited in 2017? 13

Yes. Α

15 Q And what was your involvement, sir?

16 Overseeing the audit from the client's side to see that the audit firm got the information they needed to issue 17 18 the report.

Q Was there an audit that was done for the Doonbeg 19 properties in Ireland in 2017? 20

Yes. 21 Α

22 And how many audits were there?

23 A

What was your involvement with those? 24 Q

25 Overseeing the audit engagement process to ensure the

Hawthorn - by Defendant - Direct (Robert)

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Hawthorn - by Defendant - Direct (Robert)

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MR. AMER: It is irrelevant to the case. We are not challenging the financial statements that were prepared and submitted by the borrowing entities on their own behalf. We are challenging the Statements of Financial Condition by the guarantor.

MR. ROBERT: Then what is your claim against the individual defendants if it is not for the financial -- if it is not for them entering into the loan agreements?

I am sorry, Judge.

THE COURT: Overruled. I believe they are relevant. And we will save time just letting him go the long way.

MR. ROBERT: Could I have the last question read back, please?

THE COURT: Read back the last question, which is a ways back.

MR. ROBERT: That's why I forgot it.

(Whereupon, the record was read back by the court reporter.)

20 A Same as my role in the previous year, seeing that the information was provided to the accounting firm so that they 21 22 could issue the report.

Q And were you involved in an audit of Trump Old Post Office in 2017?

A Yes. 25

audit firm got the information they needed to issue their 2

Q Turning to 2018. Mr. Hawthorn, was there a 3 compilation prepared by Mazars for Trump Endeavor 12 LLC? 4

Yes. Α

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6 Q What, if any, involvement did you have with that?

7 A Overseeing that to see that the audit firm got the information they required to issue their report. 8

9 Q And sir, was there a compilation report in 2018 prepared by Mazars for 401 North Wabash LLC? 10

A Yes.

THE COURT: Better, but still not there. MR. ROBERT: What is the right pronunciation?

MR. KISE: He may need to listen to Johnny Cash

on the weekends to learn about Wabash.

THE WITNESS: I would pronounce it Wabash. (wah-bash)

MR. AMER: Just to be clear, I am not against Mr. Robert collapsing these questions into a single question to deal with multiple years or multiple entities. So, that wasn't -- I don't know that the long way means he has to ask a separate question for each year.

THE COURT: Let me just try what I would do here. I would just let it in as a demonstrative, as demonstrative evidence after asking him whether his answer

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**Donald Trump** November 27, 2023 Hawthorn - by Defendant - Direct (Robert) Page 5168 Hawthorn - by Defendant - Direct (Robert) Page 5170 1 would be the same. You say it is irrelevant, so let's 1 company in 2016 my role required me to understand the just let it in and move. 2 2 history of these entities and therefore I was able to cite 3 MR. AMER: We are fine with that. That wasn't 3 and see and review the years prior to my joining the 4 my issue. 4 company. MR. ROBERT: If it is solely in for THE COURT: And I am not asking if you read 5 5 demonstrative purposes, there is nothing in the record every line, but did you actually see either hard copy or 6 6 7 that what is contained in here is exactly what he prepared 7 digital copy each one of these 116 "reports," I'll call and he was involved in the audits. If we are saying I can 8 8 ask a generalized question and it goes in for -- that's THE WITNESS: Yes. 9 9 why I sought to introduce this as a piece of evidence as THE COURT: All right. It is in. 10 10 11 opposed to as for demonstrative. 11 (Whereupon, the document referred to was deemed marked for evidence as Defendant's Exhibit 1054 by 12 THE COURT: I changed my mind. Let's do it your 12 way. As long as plaintiff agrees and we can agree on some the Court.) 13 13 language that he would testify that he was aware -- I am THE COURT: And I want to compliment the 14 14 not sure of the right word, of the -- all of the audits, witness. He is the first one to really be able to stare 15 15 at me and still have his voice picked up by the 16 compilations and anything else in here actually occurred. 16 MR. AMER: That's fine with me. My only point microphone. You are very good at that. It is a skill. 17 17 All right. It is in evidence for the limited 18 was Mr. Robert could ask a question for the years 2018 to 18 purposes. But if there is any further objection I'll 2021, were you involved in preparing the compilation for 19 19 20 Trump Endeavor 12 LLC. And we would deal with all of reconsider. 20 those years in one question, instead of having to ask the MR. AMER: That's fine, Your Honor, for the 21 21 same question for each year separately. 22 22 limited purposes. MR. KISE: Perhaps Mr. Amer would want to do the 23 23 THE COURT: Okay. direct and cross today and move it along to feel better? Q So with regard to Trump Endeavor 12 and 401 North 24 24 25 MR. AMER: I am just trying to be helpful, Wabash, the reports listed in D-1054 were produced for purposes Hawthorn - by Defendant - Direct (Robert) Page 5169 Hawthorn - by Defendant - Direct (Robert) Page 5171 Mr. Kise. of loans that were procured, correct? 1 MR. KISE: I know you are. I just couldn't A Correct. 2 2 Q And what is your familiarity, if any, with the 3 3 resist. 4 THE COURT: I think I can just do this myself. 4 Chicago and Doral loans? Mr. Hawthorn, this is a chart that you prepared, 5 A I am familiar that those entities named are the 5 6 correct? borrowers under those loans. I am familiar in my role of 7 THE WITNESS: Yes, sir. overseeing the hotel division -- I am familiar with the loan 8 THE COURT: And submitted it last night, instrument. I had to read it. I had to understand it as part 9 apparently, to the plaintiffs. Or maybe you don't know 9 of my job function. Q And those two properties fall within your purview of 10 that. 10 MR. ROBERT: I can attest that that's right. your division, correct? 11 11 12 THE COURT: Okay. And this list, I see, reviews 12 A Correct, they are hotel properties. audits and compilations of the entities listed on the 13 13 Q So I want to talk to you about the Chicago loan. left, for the years listed on the right; is that correct? 14 14 Okay, sir? THE WITNESS: Yes. A Yes, sir. 15 15 Q And when was the Chicago loan taken out, THE COURT: And if you can summarize, what was 16 16 17 your involvement in or knowledge of these various reports, approximately? 17 I'll call them? A My understanding is that the Chicago loan was taken 18 18 THE WITNESS: So my knowledge is that there is out in June of 2014 with an original principal balance of 19 19 20 an individual report for each one of those entries. So \$69 million. 20 there is 116 sets of financial statements that are 21 Q And pursuant to the loan documents back in June of 21 available to cite and to see for these demarcations here. 2014, was there a guaranty that was attached to it? 22 22

THE COURT: And --

THE WITNESS: Personally, I was involved from my

2016 joining the company, thereafter. When I joined the

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A Yes, I believe there was.

Q And what, if anything, do you know about that

guaranty in terms of a net worth requirement?

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Hawthorn - by Defendant - Direct (Robert) Page 5172 A My understanding is that the inception of the loan, which was in June of 2014, there was a 100 percent guaranty on the loan. And there was a requirement of a \$2.5 billion net worth at that point in time, June 2014.

Q And Mr. Hawthorn, what, if anything, happened with regard to that loan in December of 2014, just about six months later?

MR. AMER: Objection, lack of foundation. 8 THE COURT: Sustained. 9

But you can try to get a foundation, form a 10 11 foundation.

Mr. Hawthorn, did there come a time -- withdrawn. Was that loan for principal, interest or both?

A It was a principal -- it was an interest-only loan. 14 15 So therefore the requirement was to pay monthly interest. And the principal would mature at the maturity of the loan. 16

Q Did there come a time when principal was reduced on 17 18 that loan?

A Yes. 19

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20 Q And when was that?

That was six months later, December 2014.

22 Q And how much principal was paid down at that point? 23 MR. AMER: This is the same foundation objection. 24 25

THE COURT: Yeah. He wasn't working there, so.

on the loans and what happened with the loans over the life of the loans. And there is no evidence in the record that this witness in his role that was circumscribed to the hotel division, would have had that type of responsibility or involvement in how the loans operated. So, and I think to turn this witness from a fact witness into an expert witness on the loans, is improper. He wasn't designated as an expert and it is, you know, not anything that was ever disclosed to us in the form of an expert report. So he shouldn't be allowed to become an expert in these loans.

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THE COURT: Well, Mr. Amer, I have a different take. I don't think he needs to be an expert to say a loan was paid off. But he wasn't there. So, to me it is hearsay.

MR. ROBERT: Your Honor, this witness is going to be laying out certain facts. And we will have expert testimony from Mr. Unell later in the week, which is the banking expert that would be akin to an expert. But Mr. Hawthorn clearly would know what was paid and when it was paid, as his role, he was the CFO and now the COO of the hotel division. This loan was operational before it was paid off during his time as CFO and then COO. So he certainly would know what the term of the loan was, when payments were made to the loan; and what the implications

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MR. ROBERT: He testified that he has reviewed the loan documents. He knows the loan documents. He is familiar with them because this is now one of his properties that he is overseeing and in charge of, so he knows what happened to the loan. And eventually we are going to get into what happened from 2016 on. And the loan documents are in evidence already. MR. AMER: Your Honor --

8 9 THE COURT: Wouldn't this be hearsay? MR. ROBERT: No. 10

THE COURT: Anyway, Mr. Amer? MR. AMER: I think if we have lengthier discussion on this line of questioning that probably requires us to excuse the witness, Your Honor.

THE COURT: Okay. I'll ask you to step in the back.

(Whereupon the witness stepped down from the stand and exited the courtroom.)

THE COURT: Go ahead, Mr. Amer. MR. AMER: I haven't heard any foundation that would explain why this fact witness would have all of this knowledge about the loan servicing, which I understand was done through corporate accounting, which he didn't work in. And I am concerned that what is happening here is that we are turning a fact witness into an expert witness

of those payments were for the Trump Organization and for the guarantor. That is certainly something he would know.

THE COURT: And when was this paid off? MR. ROBERT: Well, the original loan of 69 million was reduced to 45 million in 2014. And then the loan was paid off in October of '23, just a couple of weeks ago.

THE COURT: Well, how does he know what happened in 2014?

MR. ROBERT: He is going to know that from the fact that he has reviewed the documents. And there is also an e-mail that I am about to introduce, which is between Emily Schroeder of Deutsche Bank and Jeff McConney, that confirms that this payment was made in December of -- in 2014.

MR. AMER: That's the point. Right? They had Mr. McConney on the stand. He was in corporate accounting. He had a role to play with the loan. I haven't heard anything about this witness's job description that would suggest that he had anything other than a passing knowledge of the fact that these loans existed. But not that he had any responsibility for maintaining the loans or interacting with the bank personnel about these loans. So I think this is just having this witness review a bunch of documents so that he

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**Donald Trump** November 27, 2023 Hawthorn - by Defendant - Direct (Robert) Hawthorn - by Defendant - Direct (Robert) Page 5176 Page 5178 1 can testify about loans that he didn't have any 1 through the witness. In his role as the CFO and COO he 2 responsibility for. 2 reviews loan documents; he is intimately involved; has 3 THE COURT: Mr. Kise? You are standing so you 3 intimate knowledge of the provisions of the loans. 4 are either leaving or you want to say something. 4 I was trying to be simple because Ms. Schroeder, MR. KISE: I am happy to go back to Florida, who is testifying tomorrow, it is her e-mail, he can get 5 5 I'll tell you that. Do I need to speak? That's the next it in through her. But it makes more sense to do it this 6 6 7 question, before I violate your first principle. 7 way. THE COURT: Well, I want to split the baby. I'll do whatever the Court wants. 8 8 THE COURT: Lay a foundation. 9 What happened in 2014 he wouldn't know if he says it was 9 paid off later. MR. ROBERT: Okay, fine. 10 10 11 But let me ask plaintiffs a direct question. Is 11 THE COURT: Let's get the witness back. MR. ROBERT: Thank you, Judge. 12 there some doubt that this stuff happened? If yes, yes. 12 (Whereupon the witness resumed the stand.) But if not, why should we fight about it? 13 13 THE COURT: Welcome back. MR. AMER: Because they are not getting it in 14 14 15 through a witness who has any actual knowledge about what 15 Okay. Next question. 16 happened. If they want to put it in through a different 16 Q Mr. Hawthorn, in your combined role as CFO of the witness, if they want to call Mr. Garten or somebody else hotel group and now COO of the hotel group what, if any, 17 17 18 who had a role. We can do this on a foundational basis. involvement do you have in overseeing the Chicago loan? If you want to just see if they can lay the proper A So, I oversee the compliance of the loan in terms of 19 19 20 foundation based on questions about his role and the property level obligations. So, that includes the 20 responsibility, we could do it that way. oversight of the compilation report that was submitted, 21 21 MR. ROBERT: First --22 oversight of the DSCR test that needs to be or had to be 23 THE COURT: You are not answering my question. submitted; and also to ensure that the interest is paid on 24 Is the -- do you doubt what he is saying, what he is going time. Because the borrower pays monthly interest to ensure 25 to say, that the loan was reduced and then paid off? that the loan is compliant with its terms.

Hawthorn - by Defendant - Direct (Robert)

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MR. AMER: I think there are some things in the exhibits that we have seen that we are disputing. Particularly whether there was a continuing requirement for the guarantor to submit a certification, at least in the documents we have seen, that they sent us last night. There is going to be a dispute over that. MR. ROBERT: Whether --

THE COURT: That can't be done in cross examination?

MR. AMER: If the testimony is going to come in on that, it should come in through a witness who actually knows about it, not a witness who has just read a bunch of documents to, you know, come to testify today about it for the first time.

THE COURT: Well then the cross-examining could be: How do you know? Oh, you don't really know. MR. AMER: Well, then --

THE COURT: I am not telling you how to run your

MR. AMER: I understand that. But there is a need for foundation. And that's a common objection, and there is a reason for it, Your Honor.

23 THE COURT: Okay. Mr. Robert, can you deal with the objection? 24

MR. ROBERT: Your Honor, I can lay a foundation

O What is a DSCR test?

is a very common ratio that lenders put into loan agreements to help provide evidence that the borrower has sufficient cash

A So that is the debt service coverage ratio test. It

flow or net operating income, sometimes is what it is called, 5 6

to service the loan.

7 Q And what, if anything, do you need to know about the loan documents themselves to be able to understand how to 9 prepare a DSCR?

A You need to understand definitions in the loan agreement, defined terms, how things are calculated. You need to understand provisions in the loan regarding financial reporting, and other compliance matters. As well as just the loan generally to understand how you can be compliant with your obligation as a borrower.

Q Is one of the issues of the DSCR how much of the principal amount is still due to the bank?

> MR. AMER: Objection, leading. THE COURT: Sustained.

Q What are some of the factors that you must look at to determine whether the DSCR is satisfied?

A The DSCR is a periodic test. It is an annual test derived from the income statement of the loan. The revenues and expenses, which derives the net operating income, which is your numerator. And then the interest expense is the

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**Donald Trump** November 27, 2023 Hawthorn - by Defendant - Direct (Robert) Hawthorn - by Defendant - Direct (Robert) Page 5180 Page 5182 denominator. 1 document that has been marked as D-1055 for 2 identification. 2 Q Are you familiar in these loans of a concept known as a step down? THE COURT: And six-minute warning. 3 3 4 Α Yes. 4 MR. ROBERT: Thank you. What is a step down? 5 Q 5 (Handing) Q I ask the witness to take a look at the document for A A step down is a concept relating to the guaranty of 6 6 the loan, and the percentage of which the loan is guaranteed. 7 7 a moment. Q And what are the factors that go into the, in 8 8 Putting the document to the side for a minute, going particular, the Doral loan -- withdrawn. 9 back to the notion of a step down percentage; what is the significance of that? What are the factors specific with the Chicago loan 10 10 that you need to understand to understand the step down A It is the percentage of the loan principal that is 11 11 guaranteed by the guarantor. 12 percentage? 12 A The step down percentage is effectively dependent on Q And what, if anything, under the terms of this loan 13 13 the DSCR and/or another term called the loan-to-value or the happened to the guaranty in December of 2014? 14 14 MR. AMER: Objection, foundation. 15 LTV, another acronym. 15 Q And this may sound very simplistic, sir, but the 16 THE COURT: Sustained. 16 loan-to-value, by definition you have to know how much of the 17 17 Q Mr. Hawthorn, are there provisions in this loan that principal loan is still outstanding, correct? speak of what happens to the guaranty as the principal amount 18 18 MR. AMER: Objection, leading. is reduced? 19 19 20 THE COURT: Sustained. Yes. 20 Α Q What are the factors you need to consider in 21 21 And what factors under the terms of the loan are determining the LTV, sir? looked at in determining what happens to the guaranty? 22 22 23 A You need to know the principal of the loan. And we 23 The principal, the DSCR and/or the LTV. Is there some sort of formula that is then used? 24 don't determine the value, the bank would determine the value. 24 Q 25 25 Α Yes. Q Those are the two factors necessary to determine the Hawthorn - by Defendant - Direct (Robert) Page 5181 Hawthorn - by Defendant - Direct (Robert) Page 5183 LTV, correct? O What is that formula, sir? 1 A Correct. A The loan-to-value is the bank appraised value over 2 2 Q So I am going to ask you again, sir, what, if the principal. The DSCR is the net operating income over the 3 3 anything, happened in December of 2014 with regard to the interest expense. 4 4 principal of this loan? Q And did there come a time in 2014 that the guaranty 5 5 6 So the principal was paid down. 6 was changed on the Chicago loan? MR. AMER: Objection, foundation grounds. MR. AMER: Objection, foundation. 7 7 THE COURT: Sustained. THE COURT: Sustained. 8 8 9 Q Were you -- did there come a time that you became 9 Q What, if anything, are you aware of with regard to aware of what the principal amount of the loan was? the guaranty in or around December of 2014 as relates to the 10 10 Yes. Chicago loan? 11 11 Q And what is the -- what was the principal amount of MR. AMER: Objection, foundation. 12 12 the loan prior to October of 2023? THE COURT: What, if anything, are you aware of? 13 13 MR. AMER: Objection. Can we find out how he Sustained. 14 14 became aware as part of the foundation? O Was there -- withdrawn. 15 15 THE COURT: Yes. Sustained. As a result of the payment of the \$15 million in 16 16 Q Did you become aware of this, sir? December of 2014, what, if anything -- what, if any effect, did 17 17 A It is in the financial statements that I prepare with that have on the guaranty? 18 18 the accounting firm. MR. AMER: Objection, foundation. 19 19 THE COURT: To the -- the actual payment? Is 20 Q So, again, sir, in December of 2014, was there --20 what, if anything, happened with regard to the principal that? 21 21 22 balance of this loan? MR. AMER: To the affect on the guaranty of a 22

to 45 million.

A It was \$45 million. It was reduced from 69 million

MR. ROBERT: I am going to show the witness a

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payment made two years before he started working for the

THE COURT: If he knows the payment was made as

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an expert witness. He is not an expert witness because he

is testifying about factual matters that took place before

he joined the company. He is a fact witness for the

company. And if he learned it through reviewing

documents, reviewing things in his role that would

naturally encompass these issues, then there is just

really no reason to preclude his testimony based on

foundation simply because he wasn't physically at the

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Hawthorn - by Defendant - Direct (Robert) Hawthorn - by Defendant - Direct (Robert) Page 5184 Page 5186 1 an accountant, well, I suppose --1 company at the time. Any CFO or COO that takes over in a 2 MR. ROBERT: He is also the one doing the DSCR 2 role is going to have that limitation that they weren't 3 test every month and looking at the loan-to-value ratio, 3 there prior to when they arrived. That doesn't mean they 4 so he clearly knows this. 4 can't testify with competence and knowledge about matters MR. KISE: Yes, Your Honor. All of this within the ambit of their responsibilities. 5 5 THE COURT: I'll pick up on something you said. 6 foundation stuff seems to be dancing on the head of a pin. 6 7 7 What he learned. That's why plaintiff is entitled to ask Corporations only speak through appropriate individuals. how did he learn it. 8 So if someone leaves the company, and a new person comes 8 9 in, and that new person has to learn what happened before 9 MR. KISE: How did he learn it, that's fair, and they got there, that doesn't mean everything that they now 10 they can ask that. How did he learn it. If they want to 10 11 know can't be -- they can't testify to. I mean, what if 11 question the --THE COURT: Well --12 the other person is dead? What if the other person who 12 left is no longer employed? So it is kind of, I don't MR. KISE: -- the limits of that, that's fine. 13 13 want to use the word, silly, but it is almost silly that a THE COURT: It is not just the cross examination 14 14 15 person who is now the de facto CFO/COO that is in the role 15 point. It is a foundation point. 16 in the company that would have to have this broad 16 MR. KISE: How did he learn? He reviewed the understanding of what took place historically, can't 17 documents. 17 18 testify. 18 MR. AMER: So. This man testified as the corporate MR. ROBERT: I think as the CFO --19 19 20 representative in their own deposition. He was the MR. AMER: Excuse me. Excuse me. We are at a 20 designee. So I don't really understand all of this 21 21 point where I think the witness needs to be excused again, 22 foundational stuff. Just because someone in a corporation 22 or you want to take a break? 23 wasn't there -- there were things that happened in the 23 THE COURT: We will break for lunch and order the witness not to discuss the case or his testimony 24 corporation in the 1980s and 1990s, but as the person now 24 25 responsible for that, he would have to know that. And 25 during the break. Hawthorn - by Defendant - Direct (Robert) Page 5185 Hawthorn - by Defendant - Direct (Robert) Page 5187 they can't be precluded from testifying because they THE WITNESS: Yes, sir. 1 1 weren't actually present at the time, as long as they have THE COURT: Okay. See you all at 11:45. Not 2 2 a sufficient basis of knowledge in their current role in 3 lunch. 3 4 the company to testify about it. MR. ROBERT: We knew what you meant, Judge. 4 And as Your Honor pointed out correctly, if they THE COURT: It is called a sanity break. 5 5 6 want to explore the limits of that knowledge on cross 6 (Pause in the proceeding.) 7 examination, then they can explore the limits of that 7 (The following proceedings were stenographically 8 knowledge on cross examination. But to say that the recorded by Senior Court Reporter Michael Ranita.) 8 9 person in that role now can't testify because he wasn't 9 10 actually there, doesn't make any legal sense. 10 THE COURT: I think this is an interesting 11 11 12 philosophical issue. I tend to take a somewhat hard line 12 13 view on -- I think I have said this before -- witnesses, 13 14 either you are a fact witness or an expert witness. If 14 15 you are a fact witness, how do you know. Did you see it? 15 Did you hear it? 16 16 17 MR. KISE: Did you learn it though? He is not 17

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                                                                              M. Hawthorn - by Defense - Direct (Mr. Robert)
                                                                                                                                  Page 5190
                1
                            THE COURT OFFICER: All rise. Part 37 is back in
                                                                               1
                                                                                            MR. ROBERT: No, sir. It's fair game.
                      session. Please be seated and come to order.
                                                                                            THE COURT: Mr. Amer?
                2
                                                                               2
                            THE COURT: I have to ask the witness to go in the
                3
                                                                                            MR. WALLACE: I think if he is going to rely on a
                                                                               3
                4
                      back for just another minute or two. I hope it's not so bad
                                                                               4
                                                                                     document or a function that he performed, then the dots need
                      back there. I spend half my day back there.
                5
                                                                               5
                                                                                     to be connected. He can't just say he relies on a document
                            Where is your buddy.
                                                                                     if the document actually doesn't shed light on what it is he
                6
                                                                               6
                7
                            MR. ROBERT: He went back to Florida, maybe.
                                                                               7
                                                                                     is about to testify to.
                8
                            THE COURT: Here's what I'm going to do. As I
                                                                               8
                                                                                            MR. ROBERT: So two things, your Honor. Well --
                9
                     often do, or sometimes do, I'll telegraph what I plan to do,
                                                                               9
                                                                                            THE COURT: Maybe you should quit while you are
                      and you can argue strenuously if you really feel strongly.
               10
                                                                              10
                                                                                     ahead.
               11
                            MR. AMER: I did want a quick opportunity to
                                                                                            MR. ROBERT: Sounds like a good idea. That's why
                                                                              11
               12
                      respond to Mr. Kise.
                                                                              12
                                                                                     I'm stopping.
                            There were two things that Mr. Kise said that I
                                                                                            THE COURT: Which is another way of saying, rule
               13
                                                                              13
                      think need a response. One is, he referred to this witness
                                                                                     number one.
               14
                                                                              14
               15
                     as the "de facto CFO" of the company. And I want to make
                                                                              15
                                                                                            All right. Let's get the witness again.
               16
                      clear that I don't believe that is supported by the
                                                                              16
                                                                                            MR. ROBERT: Yes, sir.
                      testimony. I think he said his role was in the hotel
                                                                                          (Whereupon, the witness stepped into the witness
               17
                                                                              17
               18
                     division, and, in fact, the corporate accounting department
                                                                              18
                                                                                     stand.)
                      has a new director of finance, whose name remains
                                                                                           MR. ROBERT: May I proceed?
               19
                                                                              19
               20
                      undisclosed, but we'll get to that.
                                                                                            THE COURT: Please.
                                                                              20
                            But the other thing that he said in terms of
               21
                                                                              21
                                                                                     Q Mr. Hawthorn, how did you come to the knowledge that in
                     foundation, I think is also unsupported. The witness -- and
                                                                              22
                                                                                  December of 2014, a $15 million payment was made toward
               22
                                                                                   principal on the Chicago loan?
               23
                      this is really the crux of it. I think we are entitled to
                                                                                     A The balance of 45 million is stated in the financial
                     the foundation for how this witness knows what happened to
               24
                                                                              24
               25
                      the guaranty, the effect on the guaranty, based on some
                                                                                  statements for that year that I've reviewed.
               M. Hawthorn - by Defense - Direct (Mr. Robert)
                                                                   Page 5189
                                                                              M. Hawthorn - by Defense - Direct (Mr. Robert)
                                                                                                                                 Page 5191
                     payment made in 2014 before he was working there. And I
                                                                                     Q And why -- what exactly do you review in the financial
                1
                                                                                   statements that led you to see that?
                     believe the witness has said that his foundation for that is
                2
                      the preparation of financial statements in 2016 and later.
                                                                                         The balance sheet.
                3
                                                                               3
                4
                      And I just don't understand how preparing a financial
                                                                                     Q Is the balance sheet something that you review every
                                                                               4
                     statement would give him any knowledge of what the effect of
                                                                                  year?
                5
                                                                               5
                6
                      the payment was on the guaranty two years earlier.
                                                                               6
                                                                                     A
                7
                            So those are my two points, your Honor.
                                                                                         And you started that practice in 2016?
                                                                               7
                                                                                     Q
                            THE COURT: Well, here's what I plan to do. I'll
                                                                                     Α
                8
                                                                               8
                9
                      just repeat, you are either a fact witness or you are an
                                                                               9
                                                                                     Q And when you assumed your role in 2016, had you looked
               10
                      expert witness. He's not an expert. He's a fact witness,
                                                                                   at the balance sheet for prior years?
                                                                              10
                      so what did he see? What did he hear?
                                                                                          Yes.
               11
                                                                              11
               12
                            I'll see to Mr. Amer's point, and we'll ask the
                                                                              12
                                                                                         How many years back did you look at those, if you
                                                                                     Q
                      foundation of his knowledge, if there's a question that is
                                                                                  remember?
               13
                     not obvious that he would know. If he says, as I expect may
                                                                                     A As far back as I needed to to understand the history of
               14
                                                                              14
               15
                     be, well, I saw a document. I saw a receipt. You know, I
                                                                              15
                                                                                   the entity.
                      saw it on the screen. Um, I'll let him say that, but I'm
                                                                                     Q
                                                                                         Would that certainly include 2014 and 2015?
               16
                                                                              16
               17
                      the Judge, and whether the document -- the record is
                                                                              17
               18
```

reliable, and whether I believe he actually saw it. And that will be enough foundation for him to say it, but I'll decide what it means in the long run.

Mr. Amer, is that -- and Mr. Robert, any comments? MR. ROBERT: I don't have a problem with that at

23 all.

19

20

21

22

MR. AMER: I think --24

THE COURT: You don't have a problem? 25

- And sir, so the testimony is clear, it is from that 18
- 19 review that you know that the \$15 million payment was made;
- 20 correct?
- Α Correct. 21
- 22 Okay.
- 23 I'm going to draw -- and, sir, in addition to knowing
- that the payment was made, how, if in any way in your
  - preparation of the financials, are you concerned about what

COUNTY CLERK

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**Donald Trump** M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5192 M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5194 effect the guaranty has on that loan? guaranty? MR. AMER: Objection. Leading. A My understanding is that in connection with the 2 THE COURT: Can you read it back. principal reduction, that the stepdown percentage, effectively 3 4 (Whereupon, the requested question was read back by the guaranty percentage, was reduced to zero. Q And do you know if The Trump Organization received 5 the court reporter.) 5 THE COURT: Well, it's convoluted, but if you could confirmation from anyone about that fact? 6 7 answer, I'll allow it. 7 MR. AMER: Objection. Lack of foundation. A I understand that the guaranty is linked to the We are talking about 2014 now, right? 8 8 9 stepdown percentage in the loan agreement. 9 MR. ROBERT: Right. So I'm asking him if he knows Q And why would that matter to you in your role as CFO in or around 2014, or '15, whether The Trump Organization 10 10 and COO of the hotel group, with regard to this loan? had confirmation of that from anyone other than you. 11 11 MR. AMER: Lack of foundation. 12 A Because I oversee the hotel portfolio and I oversee all 12 aspects relating to hotel assets. THE COURT: I think that is a foundational 13 13 Q But more specific than that, is there a financial 14 14 question. MR. ROBERT: Yeah. reason in your role as to why you would want to know whether the 15 15 guaranty was in effect or not? THE COURT: Overruled. 16 MR. AMER: Objection. Leading. 17 17 A So I reviewed correspondence with the lender and the THE COURT: Leading. company's representatives about the matter. 18 18 Q And in front of you has been presented Defendant's Q What do you want to understand with regard to the loans 19 19 that are -- withdrawn. 20 20 Exhibit 1055. Is this one of the documents that you reviewed? Part of your role is to oversee the loans for the Α Yes. 21 21 properties in your division; correct? 22 What is this document? 22 Yes. A This is an e-mail from Deutsche Bank to Jeff McConney 23 23 And what are the factors that you look at when in 2015. 24 24 determining -- withdrawn. 25 Q Let's go to the bottom of it and work our way up. M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5193 M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5195 What do you want to know about those loans? 1 (Whereupon, the exhibit was displayed on the 1 I want to know everything about them so I could 2 2 screen.) understand them to do my job. Q What do you see occurring on January 21st, 2015, at 3 Q I can't ask you a leading question, so what would that 12:12 p.m? 4 4 include? 5 5 MR. AMER: I'm going to object, your Honor. This That would include terms and conditions of the loan, it 6 is a witness just reading a document that was sent before he worked for the company. How is this appropriate? would include the principal balance, it would include interest 7 THE COURT: Sustained. rates, it would include any guarantee provisions and anything 8 contained therein that we, as a company, need to be compliant 9 MR. ROBERT: Your Honor, if I may, first of all, I with. spent hours listening to having the Attorney General have 10 10 people read from e-mails. 11 Q Now, you just focused on the guarantee provisions. Why 11 would you want to know about the guarantee provisions? Secondarily, this is one of the documents --12 12 A To have an understanding of the loan and the THE COURT: But, well, a lot of those e-mails they 13 13 obligations of borrower. sent, they received, they were there at the time, had 14 14 Q The examples that you just gave, did you do that independent confirmation. 15 15 MR. ROBERT: Your Honor, this witness said this was process with regard to the Chicago loan? 16 16 A I did. 17 17 And did you do that process when you took over your 18 18 role in 2016? 19 19 A I did. 20 20 Q And could you do this every subsequent year with regard 21 21

one of the e-mails he reviewed in coming to his assessment. I think the e-mail comes into evidence because it's a corporate record, but nonetheless, I'll introduce it subject to connection, because Ms. Schroeder is going to be here tomorrow or Wednesday -- I'm not sure what day she is testifying -- and say she sent this e-mail exchange to Mr. McConney. The e-mail is coming in whether we do it today, tomorrow or subject to connection, but it's coming

Α

to this loan?

Yes.

Q And sir, after this payment was made in December of

2014, what was your understanding as to the effect of the

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24

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in.

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**Donald Trump** November 27, 2023 M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5196 M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5198 1 THE COURT: Why should it come in with this for the required guaranty. Thus, Mr. Trump's guaranty burns 2 witness? down to zero percent." MR. ROBERT: Your Honor, I move Defendant's MR. ROBERT: Because he claims that this is one of 3 3 4 the documents that he used to confirm his knowledge that 4 Exhibit 1055 into evidence. MR. AMER: No objection. 5 Deutsche Bank agreed with his assessment that the guaranty 5 THE COURT: It's in. 6 was no longer in existence once there was the pay down. 6 7 THE COURT: That satisfied Engoron's two prong 7 (Defendant's Exhibit 1055 was admitted in evidence.) 8 test. 8 Overruled. I'm changing my mind, overruled. Q Mr. Hawthorn, what obligations, if any, did you 9 9 MR. ROBERT: So we then have 1055 in evidence, understand The Trump Organization had from 2015 through August 10 correct, sir? of 2020 with regard to this loan? 11 THE COURT: I'm sorry? 12 12 A Um, I'm familiar with the borrower's reporting MR. ROBERT: D-1055 is in evidence, correct? requirements, which included the issuance and the delivery of 13 THE COURT: You didn't move it into evidence 14 the compilation financial statements, as well as the DSCR test 15 before. You were just asking him to -on an annual basis, accompanied with a compliance certificate MR. ROBERT: Okay. I'll refer and just go through certifying that the amounts presented to the lender were 16 the questions and move it in afterwards, subject to 17 17 accurate. connection, if you want, for tomorrow. O And these were presented every year, sir? 18 18 THE COURT: Let's do that. 19 Yes, sir. 19 20 MR. ROBERT: If I could have the question read MR. ROBERT: I'm not going to take him through each 20 back, please. 21 21 year, Judge. THE COURT: Please. If we could slow the witness and the Court 22 22 23 (Whereupon, the requested question was read back by 23 Defendant's Exhibit 1047, please, and cull it up on the the court reporter.) screen. 24 24 25 (Whereupon, the exhibit was displayed on the A I see an e-mail inquiry to Jeffrey McConney, to Emily 25 M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5197 M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5199 1 Schroeder, inquiring that the loan is now paid down to 45 screen.) 1 million and that the DJT guaranty is gone. MR. ROBERT: We also have a copy for the Attorney 2 3 Q And do you see a response to that e-mail on the earlier 3 General. page? (The witness was handed the exhibit.) 4 4 (Whereupon, the exhibit was displayed on the 5 5 Q Mr. Hawthorn, you've been handed a document identified 6 screen.) as Defendant's Exhibit 1047. What is this document? 7 A This document is correspondence that I prepared and 7 Q A I do. submitted to Deutsche Bank in connection with the annual 8 9 0 And what is Ms. Schroeder's response? 9 compliance testing. Her response is "confirmed." 10 Q Who is Joshua Frank, sir? 10 Q Let's go in between, Mr. Hawthorn. It starts at the 11 11 A Joshua Frank is a representative of Deutsche Bank. He bottom of the page. was my primary contact at the bank when dealing with any matters 12 A Her response is, "I'm pretty sure you are correct. I relating to this loan. 13 just want to take a quick look at the docs and will get back to Q And what do we find on the page identified as 1047-2, 14 14 you to it confirm." and 3, and 4? 15 15 Q Does Mr. McConney respond to that on January 21st about A So attached to my cover letter, which is dash one, dash 16 16 an hour and change later? two is the annual compliance certificate of 401 North Wabash 17 17 A He does. He says, "Thanks, Emily." Venture, LLC for the 2018 year. 18 Q And the rest of the document D1047-five through 19 Q And does Ms. Schroeder respond to him a half hour 19 later? D-1047-12? 20 20 A She does. 21 A Those are the accompanying financial statements, the 21 What did she say? 22 actual issued compilation statements of the entity for the year 22 23 A She says, "Confirmed, Jeff. Once the loan is at 45 23 2018. million or below, the LTV versus the apprised value of 133 Q And this is the package that you sent to Mr. Frank on

million is 34 percent, which is below the 35 percent threshold

**25** April 30th, 2019?

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1 A Correct. 12? 2 MR. ROBERT: Your Honor, I move Defendant's 2 Exhibit 1047 into evidence. 3 3 4 MR. AMER: No objection. 4 A THE COURT: Granted. It's in. 5 Correct. 5 6 Q Drawing your attention to page two of that, which would 6 O be 1047-2, 3 and 4, what, if any, involvement did you have in 7 7 the preparation of the compliance certificate? 8 9 A I prepared it. Q And what did you do to prepare that certificate, sir, 10 10 screen.) specifically? 11 11 12 A I had to review the 2018 issued financial statements 12 and the numbers therein. I had to also compute the DSCR for the 13 period. And then I had to list out those amounts on this certificate for visibility, and the computation of the DSCR for this document? 15 15 Yes. that period. A 16 16 (Whereupon, the exhibit was displayed on the 17 17 O 18 screen.) 18 Q And what are we looking at on the top of D-1047? It's 19 19 actually the bottom of D-1047-2 onto the top of page three. 20 What are we looking at this there? 21 21 Section two is a confirmation of the debt service 22 letter; correct? 22 Correct. 23 coverage ratios, the DSCR, and its components for that fiscal 23 A Q 24 year. 24 Q What are those components, sir? 25 25 M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5201 A Those components are the operating income and operating contributions over less operating expenses, and that amount 2 year. divided by the debt service expense for the period, coming to a 3 calculation of 2.384 for this period. 4 What, if any, significance is there to the 2.38? 5 A The 2.38 is compared to the threshold required in the 6 I prepared it. loan agreement. If you see in section two, it says that they 7 are required to maintain a DSCR of 1.25. So it's exceeding 8 that. And therefore, the ratio in this particular year is 9 Correct. complied with. 10 10 0 I'm then going to draw your attention to D1047-4. 11 11 A 12 Okay. Who signed this document? 13 A This was signed by Donald Trump, Jr., as president of 14 the 401 North Wabash Venture, LLC entity. 15 Q What, if any, involvement did you have in Mr. Trump 16 16 17 executing this agreement, referring to Mr. Donald Trump, Jr? 17 A I provided Donald Trump, Jr. this packet, noting that 18 18 it was complete, that the team, led by myself, prepared it; that 19 it was ready to be submitted so that he may sign the certificate 20 so it could be submitted. evidence.) 21 21 22 Q And this was a conversation you would have had with 22 23 him; correct? 23

Yes. Probably also documented in an e-mail.

Okay. And what are we looking at at D-1047-5 through

A These are the compilation financial statements of this entity for this fiscal year. Q And these were required under the terms of the loan? Okay. Thank you, sir. I'm now going to ask the witness to look at what was has been marked as Defendant's Exhibit 1051, and ask that it be handed to the witness, the Court and Attorney General. (Whereupon, the exhibit was displayed on the (The witness was handed the exhibit.) O Mr. Hawthorn, you've been handed what's been marked as Defendant's Exhibit 1051 for identification. Do you recognize Mr. Hawthorn, what is this document? This is an e-mail from myself to Joshua Frank at Deutsche Bank, with the same information that was shown previously, but for this time it's the 2019 year. Q And for saving time, attached to this is your cover And what is on pages three through five? It's the compliance certificate for the 2019 year. M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5203 And what is at six through 14? It is the compilation financial statements for the 2019 Q And sir, with regard to -- what, if any, involvement did you have in the preparation of the compliance certificate? Q Using the same method and procedure you just testified about for the previous year? Q What, if any, involvement did you have in Mr. Donald Trump, Jr's. execution of this agreement? A Similar to 2018 and every other year, I would advise him that the work had been completed, that we were comfortable with it being submitted, and we would present it to him for signature so it could be sent duly to the lender. MR. ROBERT: Your Honor, I move Defendant's Exhibit 1051 into evidence. MR. AMER: No objection. THE COURT: Granted. It's in. (Defendant's Exhibit 1051 was admitted in Q Mr. Hawthorn, what, if anything, happened with regard to this loan in August of 2020?

A August of 2020, we recall was during the COVID-19

pandemic. During that year, businesses such as hotels were shut

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- 1 down and not able to conduct business. So that year was a year
- where, on its face, we would not have met the DSCR requirement,
- because the net operating income would not have exceeded the
- interest expense for the period, although, the borrower
- continued to make its monthly interest payments and was not in
- default of any obligation. It was still able to make the
- 7 payments.

The calculation in and of itself was not meeting the 8

- threshold because of a low economic environment, and people not able to stay at the hotel. 10
- Q What, if anything, happened with regard to this loan as 11 12 a result of that?
- A What happened is if in this period you do not meet the 13
- DSCR, the lender, at any time during the loan, has the
- opportunity to do its own fair value assessment, doing an
- appraisal of the loan to determine the loan to value. So the
- 17 fact that this DSCR was not met, it allows them the opportunity
- 18 to do that.
- There's also, I guess, three prongs by which a DSCR can 19
- 20 -- if it's failed on its face, can be effectively remedied. One
- is, the lender would commission an appraisal as I described.
- The other is the lender could have the borrower post 22
- 23 collateral of a certain amount to satisfy the lender.
- And the third is that the borrower can pay down the 24
- loan to a certain amount to satisfy the lender per the terms of

- M. Hawthorn by Defense Direct (Mr. Robert)
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- at that point?
- A So the stepdown percentage being the amount of loan
- that's guaranteed, it basically means that the loan would then
- be guaranteed no longer at zero percent, but it would be
- guaranteed at ten percent. So in August of 2020, the loan would
- then be guaranteed as 4.5 million.
- 7 In addition, the net worth requirement, which before
- 8 was zero of the guarantor, now goes to ten percent of
- 2.5 billion, the original amount, therefore, the net worth
- requirement is 250 million.
- Q Did The Trump Organization take Deutsche Bank up on the 11
- 12 offer to increase the stepdown basis to zero -- to ten percent?
  - Yes.

13

- 14 Q And at the same time did Trump Organization agree to
- 15 have a minimum net worth of \$250 million?
- Yes. Α 16
- MR. ROBERT: Your Honor, I would like to show the 17 witness Defendant's Exhibit 1050. 18
- (Whereupon, the exhibit was displayed on the 19 20 screen.)
- 21 Mr. Hawthorn, what do you recognize this document to 22 be?
- 23 A This is correspondence from Deutsche Bank to the attention of the entity 401 North Wabash Venture. 24
- Q And do you recognize the signatures on page three of 25

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- the agreement. 1
- 2 MR. AMER: Your Honor, I'm going to move to strike
- the answer. The question was what, if anything, happened 3
- with regard to this loan as a result of that, "that" meaning 4
- COVID. I don't think the answer responded to that. 5 6 MR. ROBERT: He's -- I'm sorry, your Honor.
- 7 THE COURT: Granted. The question was a lot
- 8 simpler than the answer.
- 9 THE WITNESS: Sorry.
- THE COURT: These things happen. 10
- O With regard to this particular loan, did The Trump 11 Organization receive notice from Deutsche Bank?
- 12
- Α Yes. 13
- And what did Deutsche Bank -- what was your 14
- 15 understanding as to what the Trump Organization -- withdrawn.
- Did The Trump Organization DSCR fall below the 16 acceptable limit? 17
- A Correct. 18
- Q What, if any, options did the Trump Organization have 19 20 at that time with regard to this loan?
- A They could either post collateral, pay down the loan, 21
- 22 or reinstate the stepdown percentage to an acceptable level,
- 23 which would have been ten percent at that point in time.
- Q And what does that mean in practical terms for The 24
- Trump Organization if they were going to increase the stepdown 25

- this letter?
- A Yes. 2
- Q Whose signatures are those? 3
- Donald Trump, Jr. and Eric Trump. 4
- Could these signatures indicate this is the official 5
- 6 acceptance of that proposal with the increase of the stepdown
- basis that you just referenced? 7
- Yes. 8 Α
- 9 MR. ROBERT: Your Honor, I move Defendant's Exhibit 1050 into evidence. 10
- MR. AMER: For notice purposes or for more than 11
- notice purposes. 12 MR. ROBERT: For the fact that the Trump 13 14
  - Organization did, in fact, agree to increase the stepdown percentage, which had been zero, to 10 percent.

THE COURT: If that's all he wants it admitted for, 16 I'm fine with that. 17

- Mr. Amer, do you agree?
- 19 MR. AMER: That's fine.
  - THE COURT: It's in for that purpose.
  - MR. ROBERT: Well, to be clear, it would be everything contained in the paragraph that says, "This will also confirm that" because that's what The Trump Organization is confirming.
    - THE COURT: Well, they are saying "we confirm it."

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COUNTY CLERK

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**Donald Trump** M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5208 M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5210 1 MR. ROBERT: And then The Trump Organization, 1 The interest rate increased. 2 signed by Eric Trump and Donald Trump, Jr. on behalf of the 2 Q And what, if any, impact did this new DSCR in July of corporate entity, are agreeing to that term. 2021 have on the guaranty? 3 3 4 THE COURT: Okay. 4 The guaranty went away again. Q And did The Trump Organization, in fact, allow the 5 MR. AMER: Just so we are clear, it's coming in for 5 guaranty to go away in July of 2021? 6 the acknowledgment and agreement that appears on the final 7 page that's signed by the Trump employees; is that right? Yes. 7 MR. ROBERT: Can I just read what you just said. MR. AMER: Objection. Leading. 8 8 THE COURT: Sustained. Leading. 9 I'm going to read it from there. 9 (Whereupon, there is a brief pause in the Q And what, if any, impact was -- what, if any, impact 10 10 testimony.) was there on the guaranty in July of 2021 as a result of the 11 11 12 MR. ROBERT: Yeah, that The Trump Organization is 12 DSCR now being above the limit? agreeing to what Deutsche Bank offered them, yes. A The guaranty went away. 13 13 THE COURT: Okay. That's what it's in for. Q And what, if any, impact did the guaranty going away 14 14 15 Q What, if any, impact did this have, then, on the loan, 15 have on the loan itself? sir? A No guaranty means no net worth requirement of the 16 16 17 So this increased the stepdown percentage or the 17 guarantor. guaranty percentage from zero to 10 percent. O And what, if any, impact did it have on the interest 18 18 Q And again, as to the net worth? rate? 19 19 20 The net worth was now 250 million. It increased the interest rate 25 basis points. Α 20 Α Now, I would like to show the witness what's been 21 Q What, if anything, happened with regard to this loan a 21 year or so later in July of 2021? marked as Defendant's Exhibit 1046? 22 22 23 A Performance since rebounded after the pandemic 23 (Whereupon, the exhibit was displayed on the subsided. Hotel guests were able to come to the hotel again. 24 screen.) (The witness was handed the exhibit.) So in the subsequent reporting, the DSCR test, because revenues 25 M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5209 M. Hawthorn - by Defense - Direct (Mr. Robert) Page 5211 1 were able to rebound, the DSCR test was, um, met on the face. Q Mr. Hawthorn, I've shown you what has been marked as Defendant's Exhibit D-1046 for identification. Q And what, if any, impact did that have on the loan and 2 revival of the guaranty you just spoke of? What do you recognize this document to be? 3

A At that point in time, then the company had the option

to take the stepdown percentage back down to zero and remove the guaranty entirely again.

7 Q What, if anything, did The Trump Organization do with that? 8

9 MR. AMER: I'm sorry. Again, I'll move to strike the answer, because I think the question was what impact did 10 11 it have on the guaranty, and answer was the company had the option to do something. But that doesn't respond to what 12 actually happened. 13 14

MR. ROBERT: I think it does, because he's explaining, as a result of what they do with the guaranty that affects the company's interest rate.

THE COURT: I understand Mr. Amer's point. 17 MR. ROBERT: Let me see the question and I'll ask 18 it again. Can I scroll this up? 19

(Whereupon, there is a brief pause in the 20 testimony.) 21

22 Q Let's break it down.

23 What, if any, impact did this development in the change of the DSCR have in July of 2021 as to the loan itself? Not the guaranty, just the loan.

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A This is an e-mail correspondence from myself to Julie 4 Brand, who, at the time, was the director of finance for the 5

6 Trump Chicago Hotel.

MR. ROBERT: Your Honor, I move Defendant's 7 Exhibit 1046 into evidence. 8

MR. AMER: No objection. 9 10

THE COURT: Granted. It's in.

(Defendant's Exhibit 1046 was admitted in 11 evidence.) 12

13 Q Mr. Hawthorn, if you could please read what you are telling -- withdrawn. 14

Who is Ms. Brand again?

A She, at the time, was the director of finance for the 16 Trump Chicago Hotel. 17

Q And what, if any, role would the director of finance 18

19 have with regard to this loan?

20 A At the property level, the property is responsible for paying the interest, the monthly interest from available cash

flows at the property, so she would receive the monthly invoice

23 of the loan every month.

Q And what did you exactly tell Ms. Brand in this e-mail, if you could read it to the Court, please.

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**Donald Trump** November 27, 2023 Page 5212 Hawthorn - by Defendant - Direct (Robert) Page 5214 A I said, "Julie, FYI below, the good news for the A Because the step down percentage went back up to company is that the results allow for the partial guaranty to go 2 10 percent, the requirement was reinstated to submit guarantor financials. away. That means that the ten percent guaranty went to zero." 3 4 And then I say, "The not so good news for the hotel is 4 Q And then with regard to that what, if anything, that the margin on the LIBOR interest rate now goes up by 25 5 happened in July of 2021? basis points, from 1.75 to 2.0 percent, and you'll see that on 6 A Because the step down percentage went back down to next month's invoice, and expect the monthly interest to be zero percent, there is no longer a requirement to submit 7 slightly higher prospectively." 8 guarantor financials. 8 9 (Continued on the next page.) 9 And, sir, was this loan paid in full? Α Yes. 10 10 And when was this loan paid in full? 11 11 12 12 Α October of 2023. And, sir, what, if any, requirement was there with 13 13 regard to presenting the bank with a Statement of Financial 14 15 Condition for this loan from July of 2021 to the time the loan 15 was repaid in August of 2023? 16 16 A None. 17 17 MR. ROBERT: Your Honor, I would like to show 18 18 the witness what has been marked as DD-2, this time truly 19 19 20 20 a demonstrative piece of evidence. If we can show it to 21 21 the witness, the Court, and put it up on the screen, 22 22 23 23 Do we have copies of it? Sorry, I am still old school with the paper. 24 24 (Handing) 25 25 Hawthorn - by Defendant - Direct (Robert) Page 5213 Hawthorn - by Defendant - Direct (Robert) Page 5215 Q And Mr. Hawthorn, to your understanding, why is it Q Mr. Hawthorn, you have been handed what has been that the interest rate went up by 25 basis points at this time? 2 marked as a demonstrative exhibit marked as DD-2; do you recognize this document? 3 A Because the step down percentage was reduced from 3 10 percent to zero. Yes. 4 Α What is this document? 5 Q Is it your understanding from based on your review of 5 the loan documents and your review of the various financial 6 A This is a timeline of the loan and key events from June 2014 through October 2023. 7 statements, that from the time the guaranty was voided in 7 Q Did you prepare this document? December of 14 through August of 2020, that the Trump 8 8 9 Organization was required to send Statements of Financial 9 A I assisted with the preparation of it. Condition to the bank? Q And does this document reflect the testimony you just 10 10 MR. AMER: Objection, leading. 11 gave about when the SOFC was required by Deutsche Bank and when THE COURT: Sustained, leading. it wasn't? 12 12 Α Yes. 13 13

Q What, if any, obligations of the loan that had existed prior to December of 2014 were no longer in effect from 14

2014 to 2020, if any? 15 MR. AMER: Objection, foundation. 16 THE COURT: Can I ask for a readback. 17 (Whereupon, the record was read back by the 18 19 court reporter.)

THE COURT: Overruled, based on the totality of 20 his prior testimony. 21

A There is no requirement to submit guarantor 22 23 financials.

24 Q And sir, what, if anything, changed in August of 2020 25

with regard to the guarantor financials?

14 Q So according to this demonstrative piece of evidence from December of 2014 through August of 2020, the SOFC was not 15 required, correct? 16

MR. AMER: Can we have some clarity on what Statement of Financial Condition this is relating to? Because we have this SFCs of the borrower entities; there is also the guarantor SFC; so it is unclear what this is.

MR. ROBERT: I think it is a disingenuous objection because this case is about the SOFC. But so the record is clear, this is evidencing President Trump's Statement of Financial Condition, which is the guarantor's Statement of Financial Condition, which is the basis of

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Hawthorn - by Defendant - Direct (Robert) Page 5216 Hawthorn - by Defendant - Direct (Robert) Page 5218 1 the lawsuit that the Attorney General brought. That's And do you know the principal amount of that loan, 2 what this is referencing. 2 sir? THE COURT: Well, now we know. So okay. 3 125 million. 3 Α 4 MR. AMER: Thank you. 4 Q And, sir, do you have an understanding as to whether MR. ROBERT: If I could have the last question there was guaranty associated with that loan? 5 5 read back, please? A Yes. 6 6 7 THE COURT: Please read back. 7 Q And do you have an understanding as to what the terms of that guaranty were back in June of 2012? 8 (Whereupon, the record was read back by the 8 9 court reporter.) 9 A My understanding is it was a 100 percent guaranty. Α Correct. Q And anything with regard to a net worth requirement? 10 10 A My understanding is that the original loan at the 11 Q And sir, based on this demonstrative, the SOFC was 11 onset had a \$2.5 billion net worth provision. 12 also not required from July of 2021 through August of 2023, 12 correct? Q What, if anything, happened with regard to this loan 13 13 in August of 2013? 14 A Correct. 15 Q Okay. I want to now draw your attention to the Doral A I understand that the loan had an amendment. 15 loan. Okay, sir? And what was the import of that amendment? 16 16 A Okay. A The import of the amendment was to bring it to the 17 17 Q What, if any, involvement did you have in your role concept of the step down percentage, similar to Chicago, to 18 18 allow for a partial guaranty of the loan. as CFO/COO of the hotel unit with regard to the Doral loan? 19 19 20 A So in my role I am responsible for the oversight of And that was in August of 2013? 20 the hotel portfolio, including Doral, including the Yes. 21 21 Α understanding of the loan agreement, under which Doral is a And without going through everything, it is similar 22 22 23 borrower, and understanding its terms. 23 in concept to what we just talked about with regard to Chicago? I was also responsible for the preparation of the Yes. 24 24 Α annual financial statements, along with the accounting firm, to 25 25 And sir, what, if anything, happened with regard to Hawthorn - by Defendant - Direct (Robert) Page 5217 Hawthorn - by Defendant - Direct (Robert) Page 5219 be submitted to the borrower. this loan in August of 2015? And just like the Chicago loan, there is also a DSCR A My understanding is that the step down percentage was 2 3 annual test. elected to be 10 percent. And that meant that the guarantors And also a step down percentage test. guaranty is 10 percent of the loan balance. So effectively the 4 So very similar document, very similar guarantor is guaranteeing 12.5 million of the loan at that 5 6 responsibilities on my part in my role to understand the point in time, no longer 100 percent of the loan. And at the document and to ensure our compliance with it. 7 same time because it is a 10 percent step down percentage, the Q And in your role of overseeing these various net worth requirement of the guarantor is 250 million at that 8 8 9 financial statements and documents for the -- for Doral, did 9 point in time. you become familiar with the loan itself and the amount of the Q And did that net worth requirement from August of 10 10 loan? 11 11 2015 of \$250 million change from then to the time the loan was 12 A Yes. changed? 12 Q And in that course of your work, did you also become It did not. It remained the same. 13 13 familiar with the terms and conditions of that loan? When was this loan paid in full, sir? 14 14 Yes. The loan was repaid in May of 2022. 15 Α 15 Q And why would your knowledge of the terms and Q Going back to the period of August of 2015 and the 16 16 conditions of that loan be important to do your job as CFO/COO step down basis, what, if any, option was given to the Trump 17 17 Organization to exercise the step down basis? of the hotels? 18 18 A Again to understand the obligations of that 19 19 A The company had the option to elect the step down particular property, which falls under my responsibility. 20 20 percentage to go all the way to zero percent because the LTV Q Are you aware, sir, that there was a loan taken out was satisfied to allow that to occur. The company, however, 21 21 with Deutsche Bank for Doral? 22 elected to keep the step down percentage at 10 percent at that 22 23 Α Yes. 23 point in time. Q Which then led to the \$250 million net worth 24 Q And do you know approximately when that loan was? 24

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I believe it was in 2012.

requirement and the 12 and a half million dollar guaranty

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Hawthorn - by Defendant - Direct (Robert) Hawthorn - by Defendant - Direct (Robert) Page 5220 Page 5222 limit, correct? 1 A Donald Trump Jr. 2 A Correct. 2 Q And the process that you articulated earlier with how Q And, sir, during the course of this loan what, if you would present this to Mr. Trump Jr. for his execution with 3 3 any, requirements of reporting did the Trump Organization have, regard to the Chicago property, would be the same as for this? or particularly Trump Endeavor 12? A Correct. 5 A Trump Endeavor 12 had compilation financial MR. ROBERT: Your Honor, I move Defendant's 6 6 statements that were prepared annually every year, issued by 7 Exhibit 1048 into evidence. 7 MR. AMER: No objection. Mazars and then Whitley Penn. Those financial statements were 8 8 THE COURT: Granted, it is in. submitted to the borrower and also submitted along with a 9 compliance certificate and a DSCR calculation every year, just (Whereupon, the document referred to was deemed 10 10 like the Chicago loan we looked at previously. marked for evidence as Defendant's Exhibit 1048 by 11 11 12 THE COURT: Was the question what they did or 12 the Court.) what they were obligated to do? MR. ROBERT: I would like to show the witness 13 13 MR. ROBERT: First it is what they are obligated what has been marked as Defendant's Exhibit 1052. 14 14 15 to do. And now I am going to show documents that showed (Handing) 15 what they did that were consistent. Q Mr. Hawthorn, what do you recognize Defendant's 16 16 THE COURT: He didn't answer what they were Exhibit 1052 for identification to be? 17 17 obligated to do. He answered what they did. A This is my correspondence to Deutsche Bank in a 18 18 similar fashion; but this time it is for the year 2019. Q The answer you just gave, what they were supposed to 19 19 do, did the Trump Organization, in fact, do that? Q And this, again, has your letter attached as well as 20 20 A Yes. the compliance certificate and the financial statement prepared 21 21 MR. ROBERT: Just give me a second. I want to by Mazars, correct? 22 22 23 limit this to one year to make it faster. 23 A Correct. Q And these financials were required to be provided MR. ROBERT: I move Defendant's Exhibit 1052 24 24 once a year, correct, sir? into evidence. 25 25 Hawthorn - by Defendant - Direct (Robert) Page 5221 Hawthorn - by Defendant - Direct (Robert) Page 5223 MR. AMER: No objection. A Correct. 1 1 THE COURT: Granted, it is in. Q I would like to show the witness Exhibit D-1048. 2 2 (Whereupon, the document referred to was deemed 3 (Handing) 3 MR. ROBERT: And I'll make the second year very marked for evidence as Defendant's Exhibit 1052 by 4 4 fast Judge, don't worry. the Court.) 5 5 THE COURT: You read my mind. 6 6 Q And the same questions I asked you, sir. What was 7 MR. ROBERT: I try. 7 your involvement in the preparation of the compliance 8 Q Mr. Hawthorn, I have handed you what has been marked 8 certificate? 9 as Exhibit 1048 for identification. Do you recognize this 9 I prepared it. document? 10 And in the same manner as you earlier testified? 10 Yes. 11 Α 11 What do you recognize this document to be? Q And this is signed by Donald Trump Jr. on behalf of 12 12 Trump Endeavor 12? A This is my correspondence to Joshua Frank at Deutsche 13 13 Bank relating to Trump Endeavor 12 LLC. 14 14 Q What is attached to the letter? 15 15 Q And the manner in which you present -- withdrawn. A Annual compliance certificates for the year 2018, Did you present this to him for signature? 16 16 along with a calculation of the DSCR, along with the annual Yes, I did. 17 17 financial statements of the entity. 18 Q And the manner in which you presented it to him for 18 Q And the -- what, if any, role did you have in the signature is the same as you testified to earlier? 19 19 preparation of the compliance certificate? A Yes. 20 20 I prepared it. MR. ROBERT: I would now like to show the 21 21 22 And the same steps that you testified about earlier 22 witness what has been marked for demonstrative purposes 23 for the Chicago loan would apply to the Trump Endeavor 12 loan? 23 Defendant's Exhibit DD-3. Correct. Q And sir, while that is being handed up. When was the 24 24 25 And the signatory on page D1048-4 is whose? Trump National Doral loan paid in full? Q

Hawthorn - by Defendant - Direct (Robert) Page 5224 Hawthorn - by Defendant - Direct (Robert) Page 5226 A May of 2022. Deutsche Bank relating to the Trump Old Post Office LLC loan. 1 2 (Handing) And this is for the year -- this is for the 12 months ending And sir, this demonstrative exhibit DD-3, who January 31, 2019. 3 3 4 prepared this? 4 And sir, there is a compliance certificate attached A I assisted with the preparation of it. to it? 5 5 Q And reviewing this, is this consistent with your Yes. 6 6 Α testimony you gave earlier this morning with regard to this 7 7 Q And what, if any, involvement did you have in the timeline? preparation of the compliance certificate? 8 8 Yes. 9 A 9 I prepared it. Q So from August of 2015 through May of 2022, the Q Using the same methods that you talked about earlier? 10 10 guaranty was only 10 percent with a \$250 million net worth A Yes. 11 11 12 requirement, correct? 12 Q And this is signed by Donald Trump Jr. on behalf of A Correct. Trump Old Post Office LLC? 13 13 Q Sir, another one of the properties in your division Yes. 14 14 is the Trump Old Post Office, correct? 15 Q Did you present this to Mr. Trump Jr. for signature? 15 A Correct. Yes. 16 16 Α Q And sir, the loan involving the Old Trump Post 17 17 Q Is the manner in which you did that the same as you Office, what, if any, involvement did you have with that loan? testified to earlier on the other documents? 18 18 Yes. (sic.) A 19 19 20 Q A Similar to Chicago and Doral, I had to understand the 20 What is the final document from Mazars attached to 21 terms and conditions of the loan; I had to ensure that the 21 this? property level, borrower level information was provided to the A This is the compilation financial statement for the 22 22 23 lender as required. 23 entity for the year ended -- for the 12 months ended January 31, 2019. Q And what, if any, terms and conditions were there 24 24 MR. SUAREZ: Your Honor, I move Defendant's that the Trump Organization needed to undertake with regard to 25 Hawthorn - by Defendant - Direct (Robert) Page 5225 Hawthorn - by Defendant - Direct (Robert) Page 5227 that loan in terms of reporting? Exhibit 1049 into evidence. 1 MR. AMER: No objection. A Annual financial statements to be submitted with a 2 2 THE COURT: Granted, it is in evidence. compliance certificate similar to these other two loans; as 3 well as a DSCR calculation similar to these other two loans. (Whereupon, the document referred to was deemed 4 4 Q And sir, is that, in fact, what happened with regard marked for evidence as Defendant's Exhibit 1049 by 5 5 6 to this particular loan? 6 the Court.) A Yes. 7 7 Q Mr. Hawthorn, in a moment I am going to show you an Q Now, a little earlier you testified that this e-mail -- hold this -- hold this to the side for a moment. 8 8 9 property had two certifications each year, correct? 9 MR. ROBERT: I would like to show the witness A Yes. 10 Exhibit PX-497. We have copies of it. 10 Q I am going to take you through each one separately, Yes, Andy, I am actually using one of yours. 11 11 but I am going to start with the one in May of 2019. (Handing) 12 12 MR. ROBERT: If we could show the witness Q Mr. Hawthorn, do you recognize the document that has 13 13 defense exhibit 1049? been identified for identification as PX-497? 14 14 And this time, Judge, I am only going to use one Yes. 15 15 Α year's worth. And what is this document, sir? 16 16 (Handing) A This is my correspondence to Deutsche Bank for the 17 17 Q Sir, this would be consistent with each year of the Trump Old Post Office LLC loan, and its reporting requirements 18 for the year ended August 31, 2019. 19 loan, correct? 19 Yes. MR. ROBERT: I move Plaintiff's Exhibit 497 into 20 Α 20 Okay. evidence. I don't think it has already been introduced. 21 21 22 Sir, you have been handed what has been marked as MR. AMER: No objection. 22 Defendant's Exhibit 1049 for identification. What do you 23 THE COURT: Granted, it is in evidence. recognize this document to be? 24 24 (Whereupon, the document referred to was deemed 25 A This is my correspondence to Joshua Frank and 25 marked for evidence as Plaintiff's Exhibit 497 by the

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1 Court.)

2 Q Mr. Hawthorn, before we look at the document itself PX-497, what is the difference between these two, aside from

the date?

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A Between the two Trump Old Post Office documents?

Q Correct. One being, one you send in May and one you 6

7 send in December?

8 A The one sent in December submits the annual audited financial statements of the entity. This entity had a fiscal

year end of August 31, 2019. Attached to this submission were 10 11 the annual audited financial statements.

12 Q Okay. So, Defendant's Exhibit 1049, which I showed 13 you a few moments ago, that would be the same as the ones I 14 showed you for Chicago and the ones I showed you for Doral, 15 correct?

A They would include the DSCR provision. They would not include or reattach the annual financial statements.

O And they were also not audits that were attached to 18 those, correct? 19

20 A Correct. Those were compilations. This was an audit. 21

Q Okay. So what was the requirement that -- withdrawn. 22 23 What was the reason why the Trump Organization provided audited financials with this December 2019 exchange 24 with the bank?

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monitor who has been put in place in the Trump Organization.

What, if any, involvement have you had with the monitor?

A I have had significant involvement with Judge Barbara 3 4 Jones, who is the appointed monitor that we work with 5

Q When did you first come into contact with Judge 6 7 Jones?

A In November of 2022.

9 Q And what were the circumstances surrounding that first meeting with her? 10

A She came to our offices with certain of her staff members and therefore --

O Let's break it down. Who was it that came with her, if you remember?

A Members of her team. She is with a firm called Bracewell, so there were representatives from Bracewell on her team. And then on our side it was myself, it was Alan Garten and I believe certain of our attorneys were present as well.

Q And what was discussed at that first meeting? MR. AMER: I am going to object, Your Honor, to hearsay, to the extent that it is going to include what Judge Jones or any of her colleagues said to the Trump

Organization individuals.

MR. ROBERT: This is as good a time as any. We are going to add Barbara Jones and Tom Kokakis to the

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personally and with other representatives, we confirmed that the DSCR testing period for this loan was on a 12-month ended January 31, period. And therefore the DSCR was not computed off of the annual financial statements which were on an 5 August 31, 2019, year. So we had to do two sets of financial 7 statements for compliance purposes, the audited financial statements which were satisfying that requirement, the entities 8 9 on a fiscal year ending August. Then the DSCR was required to

A In clarification with the lender, that I did

compilation was required. Q And sir, how would you describe the difference, and I know when we started the exam you gave us the difference between an audit, a review and compilation, but specifically, aside from you explaining that the dates are different, how did this audit of Trump Old Post Office LLC differ from the compilation that is provided earlier in the year?

be due on a 12-month January period. And again, only a

A Well, you can see in the audit itself it has a full set of footnotes. The work done by Mazars and the audit opinion indicates it was an audit. So it was much more detailed procedures for an audit. There was substantive testing done of the entity. Whereas, a compilation is less testing, more putting the numbers together in a document.

Q I am going to switch gears now. You can put that aside. Thank you, Mr. Hawthorn. And talk to you about the 25

witness list. I ask if we need a subpoena issued by the Court or can just serve them with a subpoena, because their testimony is crucial to the equitable relief you are seeking. So we might as well clear that up as well.

> MR. AMER: It doesn't relate to my objection. MR. ROBERT: I'll rephrase the question.

But you raise a good point. We will need her testimony. So we can handle that in the break, talk to the Court about that.

MR. AMER: Again, I think the witness can say what the Trump Organization employees told Judge Jones and her staff, but I don't think it is appropriate to have this witness relay what they were told, because that's hearsay.

THE COURT: You want to make sure that I am not arguing for you before you argue I see.

MR. KISE: Right.

THE COURT: I think -- I am surprised at the objection. But why don't we see what the specific questions are.

MR. AMER: I think the question I objected to was: Tell us what was discussed. So it raises the issue. Your Honor.

THE COURT: I don't think what was discussed would be hearsay. What was discussed.

> Hawthorn - by Defendant - Direct (Robert) Page 5232 You were there, right? Overruled. 2 What was discussed? The topics, not the 3 4

statements which we can then address. MR. AMER: As long as it is limited to the topics I don't have any problem.

MR. ROBERT: Does the Attorney General have any objection to us calling Judge Jones or her colleagues to

testify? MR. AMER: I am not going to be able to answer

that right now. I have to discuss it with my colleagues. THE COURT: Okay. So what was discussed generally, not did Judge Jones say.

14 A So, the November 2022 meeting was an introductory 15 meeting. Judge Jones and her team were interested in learning about the company, its structure, its organization, and its key 16 17 executives in place running the company, and how it runs today. So that was an introductory meeting that set in motion a very 18 cooperative, transparent, regular partnership where myself, as 19 20 one of the individuals on behalf of the company, meets 21 regularly with Judge Jones and her team members.

At the onset of the meeting it was clear that it 22 23 would take some time for the monitor and their representatives to fully understand the depth and the complexity of the 24 25 organization. So they did ask a lot of questions to understand

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we respond to them timely and get them what they need. 2 So, ongoing it has been very detailed. It has been very thorough. And you know, any and all questions that they 3 4 ask we have been transparent and open and happy to assist them in whatever information they need. 5

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Q So you --

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MR. AMER: My only objection is to the phrase, mutual, good mutual understanding. I think that implies that it went both ways. He can certainly testify as to his understanding. But I don't think it is appropriate for him to testify about what Judge Jones and her staff had an understanding of.

THE COURT: He wouldn't know what was in their mind.

As long as I have you, Mr. Amer, I am assuming that Ms. Jones was there to ask questions and listen, not just say things. And anything she said was probably not going to be introduced to prove the truth of its contents here, so, that's why I found that a strange objection.

MR. ROBERT: I would respectfully disagree. MR. AMER: Since I don't know what this witness will say about what Judge Jones may have said at the meeting, it is hard to know in advance whether it is just for notice purposes or not.

But, in terms of my prior objection on good

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the entity's structure, who does what in the organization, how process flows work. So it was definitely a significant undertaking on our side to make sure we were being fully compliant, answering all of their questions diligently, 4 responding to inquiries and so forth. 5

What was the matter -- withdrawn.

7 Were requests for information made of you and the Trump Organization? 8

Yes.

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And how did you provide that information to the 10 monitor -- withdrawn. 11

Did the monitor request it be sent to her or to 12 others? 13

A As an administrative matter the monitor and their --14 15 her designees set up a data room that allowed for information 16 that they requested to be provided to them in the format that 17 they requested. The onset of the monitorship obviously was a lot of questions, again, to get an understanding of the company 18 which is, you know, has a lot of entities and a lot of business 19 20 components to it, and a lot of operating businesses. So, as they, meaning the monitor and their designees, 21 22

asked questions, we would provide the information they 23 requested. There would be a lot of follow-up questions. And through the course of since November 2022, we have gotten into

a pretty good mutual understanding of what they require and how

mutual understanding?

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THE COURT: Yes, sustained. I'll note for the record that the witness wouldn't know what was really in Judge Jones' mind. He might have heard hearsay, you people have been great.

MR. ROBERT: On that point, yes, there was conversations. Judge Jones made observations and comments which I think are plainly relevant.

I'll serve this as an opportunity to give notice under our order that we intend to call Judge Jones and Tom Kokakis in our case in our defense. We will work out the scheduling with the Attorney General and the Court.

Q But in addition to that, are you aware of any request the monitor made of the Trump Organization that was not complied with?

A No.

Are you aware of whether the monitor found anything wrong in all of the months she has been looking at Trump Organization records?

No. A

Q Have you been advised that she uncovered any fraud at the Trump Organization?

Α No.

Q Are you advised as to whether she uncovered anything improper?

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November 27, 2023 Page 5238 Hawthorn - by Defendant - Direct (Robert) Page 5236 M. Hawthorn - by Defense - Cross (Mr. Amer) 1 A We have had ongoing conversations and as they have 1 And that's assurance to the client; correct? Assurance to the reader of the financial statements. 2 asked questions they have delved more into questions. And so 2 O Is it also the lowest level of assurance for the client there have been certain observations they have highlighted to 3 4 us to inquire more. We believe everything that they have who retains the outside accounting firm? It's lower than an audit, but in context it means the deemed as an observation that we have responded to diligently, 5 5 lowest level of assurance to the reader of the financial and you know, very adequately, that what they have observed we have a response for. But I would certainly say in my 7 7 statements. Q Does that also indicate, though, to the client that experience in all of the meetings and correspondence no one 8 8 from that team has ever communicated to us that they have what they are paying for is the lowest level of assurance among uncovered any fraud or irregularities. the three choices you outlined? 10 MR. ROBERT: I have no further questions of this 11 A Yes. 11 12 witness, Your Honor. Thank you. 12 Q And you indicated that with a compilation. I think you THE COURT: I was just about to announce the said there's no substantive testing; is that right? 13 13 A There's no testing of invoices and samples where an 14 five minute break. But Mr. Amer, do you want to start? 15 Or whomever? audit would have that type of thing. 15 MR. AMER: I can start. 16 Q There's no testing of the financial figures in the 16 THE COURT: Yeah, let's. Five minutes are five compilation; correct? 17 17 minutes. A There's observation and review and an understanding of 18 18 MR. ROBERT: I am willing to stipulate those 19 what goes into the numbers. An auditor doing a compilation 20 five. isn't just going to kind of cover their ears and eyes to what's THE COURT: Let's start the cross examination. 21 happening, and seeing the numbers, but they are not going to We have six minutes. pull underlying documents like an audit to verify that -- so 22 23 MR. AMER: Thank you, Your Honor. like in an audit, for example, Mr. Amer, you would have an 24 auditor test certain transactions by pulling source data, 25 whereas in a compilation, the accounting firm would put together Hawthorn - by Defendant - Cross (Amer) Page 5237 M. Hawthorn - by Defense - Cross (Mr. Amer) Page 5239 **CROSS-EXAMINATION** the numbers, maybe do some analytical procedures to see how it BY MR. AMER: 2 all looks, and ask some questions. But it would definitely be Good afternoon, Mr. Hawthorn. less substantive procedures than an audit. 3 Q Good afternoon. Q Just to go back to my question, which was specific to 4 Α 5 Q I want to go through a number of comments you made testing in a compilation, there's no substantive testing of the during your direct to seek some clarification. You talked 6 figures; yes? A Generally speaking, yes. 7 about compilation being the lowest level of assurance; do you 7 recall that? I'm correct, yes? 8 8 9 A Yes. 9 A There's what I would call analytical procedures, but no (The following proceedings were stenographically testing of underlying documents. 10 10 recorded by Senior Court Reporter Michael Ranita.) 11 11 O And you indicated that for the entities that you were responsible for, they had both compilations and audits; correct? 12 12 Α Correct. 13 13 14 14 Q And am I correct that there was no reason why The Trump Organization could not have retained Mazars to do an audit of 15 Donald J. Trump's financial statements as opposed to just a 16 compilation; right? 17 17 A I don't know. 18 18 Q You don't know of any reason why they couldn't have 19 19 20 20 hired Mazars to do an audit; right? A I don't know. It's not -- that wouldn't be my area, 21 21 22 being in the hospitality division. So if you are asking a 22 23 23 hypothetical --24 Q No, I'm asking, as you sit here today, you were aware

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of no reason why The Trump Organization could not have retained

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> M. Hawthorn - by Defense - Cross (Mr. Amer) Page 5240 **Proceedings** 1 Mazars to do an audit instead of a compilation; is that fair? 1 A And I think I previously testified there is no 2 requirement for an audit. So if the company -- if any private 3 company doesn't have a requirement for an audit for some 4 constituency like a lender or a government agency, there's 5 really no need for an audit. 6 6 7 Despite the fact --7 THE COURT: You are not answering the question. Am 8 8 9 I correct, Mr. Amer? You agree? MR. AMER: Correct. I agree. 10 10 THE COURT: But you are asking it in the negative. 11 11 12 Why don't you ask it in the positive. 12 Is there any reason -- and Mr. Amer, if you want to 13 13 14 ask a different question, or whatever, is there any reason 14 15 The Trump Organization could not have asked for an audit? 15 THE WITNESS: I would just say, other than time and 16 16 resources and the cost of it, no. 17 17 THE COURT: Did I ask it in the negative? Sorry. 18 18 Let me rephrase it. We are going to get the same answer. 19 19 20 MR. AMER: It's harder than it looks. 20 The same answer, I think. 21 21 THE COURT: Could The Trump Organization have asked 22 22 23 for an audit if they were willing to pay for it? 23 THE WITNESS: Yes. 24 24 25 THE COURT: Okay. See, it's not so hard, Mr. Amer. 25

properties that we own and/or manage. So the organization, as you may be familiar, owns commercial real estate, operates golf courses and has other holdings. So the hotel division operates specifically to the owned and managed hotels in the hotel portfolio."

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So in terms of what's within the hotel's division, that is just the owned and managed hotel portfolio; is that right?

Yes. 9 A

And --Q

> THE COURT: If you want another few minutes, fine, or we could break now. It's up to you.

> MR. AMER: We could break now. That's fine. THE COURT: You're hungry. Okay. 2:15 as usual. And I'll direct the witness not to discuss the case, or his testimony, of course. You've heard that

> several times. (Whereupon, the case on trial was adjourned until 2:15 for the luncheon recess.)

AFTERNOON SESSION

THE COURT OFFICER: All rise. Part 37 is back in session. The Honorable Judge Arthur Engoron presiding. Please be seated and come to order.

M. Hawthorn - by Defense - Cross (Mr. Amer)

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Proceedings

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MR. AMER: Took you two tries, so. 1

And I want to ask you about your specific role at The 2 Trump Organization. Am I correct that your current position is

within the hotels division? 4

Correct. 5 Α

And you oversee the hotel brand operations and are the 7 most senior executive person within the hotel division; correct?

Α Yes. 8

9 Q And am I correct that your responsibilities as Chief

Operating Officer of Trump Hotels is limited to the owned and managed hotels of the portfolio of the hotel division? 11

12 A No.

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Can we go ahead and put up Mr. Hawthorn's trial 13 testimony from last month? It's at lines 14 -- page 1417, 14

15 starts at line 17?

(Whereupon, the exhibit was displayed on the 16 17 screen.)

MR. AMER: Sixteen.

Q "So are you the most senior executive person within the 19 hotel's division at The Trump Organization? 20

"ANSWER: Yes. 21

21 "QUESTION: And can you just explain to us how the 22

23 hotel's division fits within the overall corporate structure of The Trump Organization? 24

"ANSWER: Everything related to the hotel

THE COURT: I'm going to ask Mr. Amer to hold his horses for a few moments, but he could stand at the podium.

I have considered defendant's late request to add Judge Barbara Jones and attorney Tom Kokakis of her staff to the witness list. I hereby preclude their testimony. Besides being untimely, defendant's request is inappropriate as Judge Jones and her staff are arms of the court, and you cannot question the Court in this matter.

The independent monitor order stated that they are to report back to the Court via their reports, and the reports speak for themselves. I also do not want to create the possibility of any conflicts of interest of any kind. The last thing this case needs is to have Judge Jones need to step aside.

Finally, I am not aware of a single instance in which a litigant asked to examine an independent monitor, or anything like an independent monitor, and I spent part of the lunch break researching the issue. I couldn't find any examples. And for sure I'm not aware of any court granting or allowing this.

But I'll hear from the defendants if they have authority for their request.

MR. KISE: We don't at this time, your Honor, but to the extent that we research the issue and decide to raise it, then we'll return to it.

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NYSCEF DOCNYNOAttorney General v. **Donald Trump** M. Hawthorn - by Defense - Cross (Mr. Amer) Page 5244 M. Hawthorn - by Defense - Cross (Mr. Amer) 1 MR. ROBERT: Will there be a formal order or will direct examination by Mr. Robert: "QUESTION: So when you testified a week ago, you 2 you so order the transcript? 2 THE COURT: I would ask that you just so order the mentioned that Mark Hawthorn was the CFO of The Trump 3 3 4 transcript. 4 Organization. Is that actually his official title? "ANSWER: I think he's still chief financial And yes, Mr. Kise, I would grant your request. If 5 5 6 you find some authority for the proposition, of course I'll 6 officer. He, he's assumed that role, I guess I just said, 7 7 hear it. sort of. So he is the, you know, the finance guy within 8 MR. KISE: Thank you. 8 Trump, Trump world now and has taken on all those decisional 9 THE COURT: Okay. Let's get the witness back on 9 responsibilities. He is an actual CPA and does that. So it may not -- again, we are not as -- not as big on title, but 10 the witness stand. 10 (Whereupon, the witness stepped into the witness he's functioning in that capacity, correct." 11 11 12 stand.) 12 Are you functioning in the capacity as the chief THE COURT: Mr. Amer, please continue. 13 13 MR. AMER: Thank you, your Honor. No. 14 14 Α 15 Q We were discussing your role and responsibilities at 15 The Trump Organization. And I want to ask you a few more 16 questions to clarify what that role is. 17 17 A No. Have you ever worked in the corporate accounting 18 18 department at Trump Tower, which is the department that 19 Mr. Weisselberg and Mr. McConney worked in? 20 A No. 21 21 Α Yes. Q Did you take over Mr. Weisselberg's responsibilities 22 22 that he had when he was CFO of the corporate accounting 23 controller now? Yes. department after he left the organization? Α 24 24 25 A Partially. 25 Q M. Hawthorn - by Defense - Cross (Mr. Amer) Page 5245

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- Q And is the partial point the responsibility that you were asked to assist in in standardizing the accounting methodology across various divisions?
- That's a good example. 4
- Q What else, aside from that standardization project, do 5 you consider to be responsibility that Mr. Weisselberg had that you now have?
- A I would say just helpful guidance and accounting 9 knowledge to any arms of the business that are needing of assistance. 10
- 11 O Were you ever asked to provide helpful guidance and accounting knowledge with respect to the preparation of Donald 12
- J. Trump's Statement of Financial Condition? 13
- No. 14

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- MR. AMER: I would like to show you some trial testimony from Donald Trump, Jr., just so we could further clarify your role. It's page 3987 starting at line 13, continuing onto the next page, line two.
- 19 (Whereupon, the exhibit was displayed on the 20 screen.)
- MR. AMER: So if we could get the rest of the 21 22 answer on the page on the screen.
- 23 (Whereupon, the exhibit was displayed on the 24
- 25 Q This is Donald Trump, Jr.'s trial testimony during his

financial officer of The Trump Organization?

Q I think you mentioned that others are -- well, first of all, do you oversee the corporate accounting department?

Q I think you mentioned that others are overseeing the corporate accounting department in the wake of Mr. McConney and

Mr. Weisselberg leaving the company; correct?

And you mentioned Donna Kidder. Is she the assistant

You also mentioned that there is now a director of

finance; is that right?

Α 2 Yes.

Q And what is that person's name? 3

His name is Michael love chuck. Α

And when did he assume the position of director of 5 O 6 finance?

A He's been a director of finance at the company for over

20 years. He served as the director of finance for the Trump

9 International Hotel and Tower in New York, a hotel property.

10 Subsequently to that, he took on the same role for the Trump International SoHo Hotel and the Trump International

Washington, D.C. Hotel when that hotel was sold in May of 2022.

He did not leave the company. He was able to use the 13 skills and expertise in the corporate accounting function as the director of finance. 15

Q Is it your testimony that he is now functioning in the capacity as the chief financial officer of The Trump 17

Organization? 18

19 Α No.

20 Q Is there anyone else other than Ms. Kidder and Mr. Love

chuck, who is overseeing the corporate accounting department? 21 A ^ Splg Mr. Love chuck would be the highest individual 22

23 of financial expertise in that area.

Q I'm just trying to find out if there are any other people?

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M. Hawthorn - by Defense - Cross (Mr. Amer) M. Hawthorn - by Defense - Cross (Mr. Amer) Page 5248 There's a team, yes. correct? 1 Q Who are they? 2 A Yes. 2 They are the accounting staff for that team. Were you ever asked by anyone within The Trump 3 Α 3 4 Q The same staff that was there before Mr. Weisselberg Organization to assist with respect to any other engagement with Ankura? 5 left? Some yes, some are now. A No. 6 Α 6 Has any individual in the corporate accounting 7 7 MR. AMER: Let's go ahead and put up D-1054. department taken over in the capacity as the chief financial 8 (Whereupon, the exhibit was displayed on the 8 officer of The Trump Organization? 9 screen.) No. (The witness was handed the exhibit.) 10 10 0 And to the extent --Do you recall you testified about this chart? 11 11 MR. AMER: Can we put up Mr. Trump's testimony we 12 12 were just looking at. Correct? And I believe you said you prepared this 13 13 O (Whereupon, the exhibit was displayed on the chart; is that right? 14 15 screen.) A Yes. 15 Q And to the extent that Donald Trump, Jr.'s testimony 16 And with respect to the statements that predate your 16 Q could be read to suggest that you are functioning in the 17 arrival at The Trump Organization in 2016, am I correct that capacity of CFO of The Trump Organization, that would be your knowledge of those prior statements was based on your incorrect? review of those statements upon your arrival? 19 20 A There is no CFO of The Trump Organization. Upon or thereafter. 20 Well, how far after? 21 And to the extent that his testimony could be read to 21 Q mean that you have taken on all of the decisional A In the process of being subpoenaed for information, I 22 22 responsibilities that Mr. Weisselberg had, his testimony would was part of the team that helps provide all of these documents, be inaccurate; correct? 24 as requested. And as a process of understanding and going 25 MR. ROBERT: Objection. through the history of how these documents were prepared and M. Hawthorn - by Defense - Cross (Mr. Amer) Page 5249 M. Hawthorn - by Defense - Cross (Mr. Amer) THE COURT: What's the objection? 1 issued, I've seen all these documents. So we have an electronic MR. ROBERT: He's saying to the extent his 2 folder of keeping record of all of these individual statements. testimony could be interpreted that way. It's either the 3 3 Q Let me just clarify, because I want to zero in on when testimony is or it isn't. This witness is not there to 4 you reviewed the statements from 2011 to 2015, did you review extrapolate how one could interpret Mr. Trump, Jr.'s 5 those upon arriving at the organization in 2016 in order to be 6 testimony. able to perform your job functions? 7 7 MR. AMER: I'll withdraw --A Certainly, yes, the ones related to the hotel division THE COURT: Rephrase. that I was getting up to speed on. Certainly the other ones 8 9 MR. AMER: -- and rephrase. relating to the commercial aspect, I didn't learn about until Q When Mr. Trump testified that you have taken on all much later. 10 10 those decisional responsibilities of the CFO of The Trump So specifically let's identify those. The ones that Organization, he was wrong; correct? relate to commercial properties, that wouldn't have been -- that 12 A I think the word "all" makes it incorrect. aren't within the auspices of the hotel division, that's 40 Wall 13 Q And we spoke about the project to standardize across Street, TIH Commercial, LLC, Trump Plaza and Trump Tower 14 Commercial; correct? the various divisions how the general ledgers are kept; correct? 15 Yes. A Correct. 16 16 17 Was that a project that you undertook with an outside 17 And is it the case, then, that the statements for those consulting firm named Ankura? entities from 2011 all the way through 2022 were not statements 18 19 you -- that you reviewed until you prepared to testify here at this trial; is that right? 20 Q Were you involved in a project related to updating the accounting processes with Ankura? Not exactly. 21 21 22 What is incorrect about that? A The company engaged Ankura to assist with an evaluation 22 of the finance function so that areas of improvement could be 23 A In my role as being the liaison for the monitor, I'm identified. now copied on all correspondence of any financial documents 24 submitted to lenders. So in addition to all these annual 25 Q And that was something that you worked with Ankura on;

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- statements for those properties, I'm also copied on quarterly
- bank compliance statements, so that we made information flow
- directly to the monitor.
- So, for example, the 2021 audited statements of 40 4
- Wall, TIHT Commercial, LLC, Trump Plaza, LLC, and Trump Tower
- Commercial, LLC, I am copied on correspondence relating to
- submission of those to lenders, including the 2021 financial
- statements, because in my role as a liaison to the monitor, I
- want to make sure we are encompassing any and all requests that
- 10 they need.
- Q So we all understand the monitor was appointed in 2023, 11
- 12 okay?
- Incorrect. November of 2022. 13
- THE COURT: I think it was 2022. 14
- 15 Q November of 2022. So just to be clear, you did not
- review -- can we just refer to 40 Wall Street, TIH Commercial, 16
- 17 Trump Plaza, and Trump Tower Commercial as "the four commercial
- properties"? 18
- Α Yes, sir. 19
- 20 Okay. So am I correct that you did not review any of
- the statements on this chart for the four commercial properties
- prior to November of 2022? 22
- 23 Α That's fair.
- Q And you had no involvement in preparing the statements 24
- for the four commercial properties; correct?

- M. Hawthorn by Defense Cross (Mr. Amer)
- MR. AMER: Now let's go ahead and look at D-1055. 1 (Whereupon, the exhibit was displayed on the 2
- 3 screen.)
- 4 (The witness was handed the exhibit.)
- 5 Q This is a series of e-mails that you testified about on
- direct. Do you recall that?
- 7 Yes.
- 8 Q Was the first time you saw this document in preparation
- 9 for testifying at this trial?
- Yes. 10
- 11 Q So this was not anything that you looked at when you
- 12 came -- when you were first employed back in 2016; right?
- A This particular e-mail? I don't recall having looked 13
- 14 at it then.
- Q And this was not anything that you saw in connection 15
- with your role as liaison for the monitor; right? 16
- 17 Correct.
  - And you'll see in Ms. Schroeder's e-mail, she mentions
- in the last sentence, "Mr. Trump's guaranty burns down to 0."
- Do you see that? 20
- A Yes. 21

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- 22 Q Is there anything in this document indicating that when
- 23 the guaranty burns down to zero, that means the guarantor is no
- longer obligated to submit a compliance certificate attaching
- the guarantor's Statement of Financial Condition?

M. Hawthorn - by Defense - Cross (Mr. Amer)

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- M. Hawthorn by Defense Cross (Mr. Amer)
  - The e-mail does not say that. MR. AMER: And if we look at demonstrative DD2.

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- 3 (Whereupon, the exhibit was displayed on the
- 4
- 5 Q This is a document I believe you testified you assisted
- 6 in preparing; correct?
- 7 Yes. Α
- Q Were there others involved in its preparation? 8
- 9 In-house counsel and myself. I drew it on a piece of
- paper out of my mind, and they helped put it into a nice format. 10
- O Other than formatting, is the entirety of the contents
- of this document something you prepared? 12
- Α Um, most of it. 13
- Well, which part isn't? 14
- 15 The dates, the key terms, just the timeline, right. I
- could go back to the loan documents, understand the timeline of
- the loan to help simplify for the explanation of the history of 17
- this particular instrument. 18
- 19 Well, how about what's in red? Is that yours?
- 20 A Yes.
- Q Okay. And what was the basis for your concluding that 21
- the Donald J. Trump Statement of Financial Condition was not 22
  - 23 required between December 2014 and August 2020?
- My understanding of the loan documents. 24
- 25 Q And was that also the basis for your understanding that

- Correct. 1
- You testified on direct that you were not aware of any 2
- instance with respect to the preparation of the statements on
- this chart where Mazars asked for information and didn't receive
- it; is that right? 5
- 6 A Correct.
- 7 Q Okay.
- But with respect to the four commercial properties, 8
- since you weren't involved in the preparation of those
- statements, is it fair to say you wouldn't know what Mazars 11 asked for or what was provided in response to those requests;
- right? 12
- Yes, I was thinking about the hotel statements. 13
- 14 Q So your response to Mr. Robert's question with respect
- to not knowing of any instance where Mazars asked for something and didn't get it in return, it excluded the four commercial
- property statements; right? 17
- Α That's fair. 18
- Q And similarly, you had zero involvement in preparing 19
- Donald J. Trump's Statement of Financial Condition; correct?
- Correct. 21
- 22 Q And so you would have no knowledge of any requests that
- Mazars made during the course of the preparation of those
- statements; right? 24
- A Correct. 25

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**Donald Trump** November 27, 2023 Page 5258 M. Hawthorn - by Defense - Cross (Mr. Amer) Page 5256 M. Hawthorn - by Defense - Cross (Mr. Amer) 1 -- was that also the basis for your stating that Donald J. 1 screen.) Trump's Statement of Financial Condition was not required MR. AMER: Actually, if we could just flip through 2 between July 2021 and October 2023? 3 until we get to the Chicago one. 4 Yes, the loan documents. 4 (Whereupon, the exhibit displayed on the screen was MR. AMER: Let's go ahead and look at a document scrolled through.) 5 5 (The witness was handed the exhibit.) that we've marked as Plaintiff's Exhibit 503. 6 6 7 (Whereupon, the exhibit was displayed on the 7 MR. AMER: Go back to five. Do you see, on page five, there is a compliance 8 screen.) 8 certificate. And that's on the Chicago loan? 9 MR. AMER: That's in evidence, actually. 9 (The witness was handed the exhibit.) Yes. 10 10 Q This is an e-mail from Joshua Frank at Deutsche Bank We could go back. You saw that it was in respect to 11 11 the three loans, that included Chicago; right? 12 that has a scan. 12 MR. AMER: And then if you look at the next page. Mm-hmm. 13 13 (Whereupon, the exhibit was displayed on the Q Had you seen this document before preparing the chart? 14 14 15 15 Α No. Q You'll see that it's a May 10, 2016 compliance And so this is a 2018 compliance certificate attaching 16 16 certificate. Do you see that? the 2018 Statement of Financial Condition. Do you see that? 17 17 Yes. 18 Yes. 18 And this is a compliance certificate from the And it's your understanding that this was submitted 19 19 guarantor, Donald J. Trump. Do you see that? notwithstanding your view that there was no obligation to do so; 20 20 is that right? 21 I see it. 21 Correct. Have you seen this document before? 22 A 22 23 A No. 23 And let's look at one more. MR. AMER: Plaintiff's Exhibit 502. MR. AMER: Can we put the side by side with the 24 24 25 demonstrative chart that we were just looking at. (Whereupon, the exhibit was displayed on the 25 M. Hawthorn - by Defense - Cross (Mr. Amer) Page 5257 M. Hawthorn - by Defense - Cross (Mr. Amer) Page 5259 (Whereupon, the exhibit was displayed on the 1 Q And this is a year later. This compliance certificate 2 screen.) also for the Chicago loan; correct? 3 Q You'll see that this is a compliance certificate being 3 sent during the period of time where you've written in red in Yes. 4 Α this chart that the Statement of Financial Condition was not Q Have you seen this before? 5 6 required. Do you see that? 6 A A Yes. 7 7 This is a compliance certificate that was submitted attaching the 2019 Statement of Financial Condition for Donald Q Were you aware, when you were preparing this chart, 8 that, in fact, The Trump Organization had submitted a compliance 9 J. Trump as guarantor; right? Yes. certificate in May 2016 that attached the 2015 Statement of 10 A Financial Condition for Donald J. Trump as guarantor? Q And it's your understanding that this was submitted 11 11 12 Α Yes. notwithstanding your view that there was no obligation to do so; 12 Q So it's your understanding that despite your view that is that correct? 13 13 there was no obligation to provide a compliance certificate, A Correct. 14 that nevertheless, the company did submit a compliance 15 MR. AMER: Let's go ahead and mark as Plaintiff's certificate? Exhibit 5 -- I'm sorry. 16 16 A Correct. Your Honor, I'm not sure that 502 was admitted into 17 17 MR. AMER: Let's go ahead and -evidence, but if it hasn't been. I would ask that it be 18 18 Q By the way, did you ask to see any of the compliance 19 admitted. 19 THE COURT: Granted. It's in. certificates that had been submitted during the period where you 20 (Plaintiff's Exhibit 502 was deemed marked and write in red that the statement was not required? 21 21 22 admitted in evidence.) A I did not. 22 23 MR. AMER: Let's go ahead and show Plaintiff's 23 MR. AMER: Let's go ahead and look at Plaintiff's

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Exhibit 393 in evidence.

(Whereupon, the exhibit was displayed on the

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Exhibit 563.

(Whereupon, the exhibit was displayed on the

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**Donald Trump** November 27, 2023 Page 5260 Hawthorn - by Defendant - Cross (Amer) Page 5262 1 screen.) THE COURT: Okay. Hold on. 1 Mr. Kise? 2 (The witness was handed the exhibit.) 2 MR. KISE: Your Honor --(Continued on the next page.) 3 3 4 4 MR. AMER: Do we need to excuse the witness if this is going to be a lengthy --5 5 MR. KISE: No. It is a quick question. 6 6 7 Turnabout is fair play, I think is the phrase. 7 8 8 What is the foundation about asking this witness 9 9 for this document? It is hearsay and he is reading it into evidence between two individuals, neither of which is 10 10 the witness. I don't know what the -- he is just reading 11 11 12 12 it into evidence. It is hearsay. What is the purpose 13 13 THE COURT: Well, we didn't let him finish and 14 14 15 then ask questions. 15 MR. KISE: Maybe we should excuse the witness 16 16 then, because we kind of need to know what the question is 17 17 before he reads the entire thing into evidence. 18 18 MR. AMER: The witness has indicated he prepared 19 19 20 a chart that says in this timeframe no Statement of 20 21 21 Financial Condition was required to be submitted. And that's his view that there was no such obligation. This 22 22 letter goes directly to that point, Your Honor. 23 23 THE COURT: Objection overruled. 24 24 25 MR. KISE: If he has never seen it before. 25 Hawthorn - by Defendant - Cross (Amer) Page 5261 Hawthorn - by Defendant - Cross (Amer) Page 5263 THE COURT: So? Q You will see, Mr. Hawthorn, that this is an e-mail 1 MR. KISE: Okay. from Gregory Candela to Adam Rosen dated September 23, 2022. 2 Do you see that? THE COURT: Okay, overruled. 3 3 A Yes, I see it. If you want to continue reading, or whatever. 4 4 And this is during the period of time where you MR. AMER: I do, just the next sentence. 5 5 indicated in your chart in red that a Statement of Financial 6 Q "The modified financial reporting you have proposed Condition is not required, right? 7 is not acceptable to Deutsche Bank." 7 Do you see that? 8 A Correct. 8 9 Q And this is -- the subject of this is the Chicago 9 A I see it. loan, correct? 10 Q Were you aware that there was a request made to 10 A Correct. 11 excuse the Trump Organization from having to submit Donald J. Q I am going to read to you from this document. Have 12 Trump's annual Statement of Financial Condition as of June 30, you seen this e-mail before? 2022 during the period where you wrote in your chart that no 13 13 such obligation existed? 14 14 "Adam, I write in response to your request, 15 15 A I was aware of a disagreement between the parties on the interpretation of the loan. 16 communicated to me on September 8, that in connection with the 16 Q Well, this is not a disagreement, this is a request 17 amended and restated guaranty of Donald J. Trump with respect 17 to the outstanding loan by Deutsche Bank Trust Company Americas that the bank accept something in lieu of the Statement of 18 18 Financial Condition. And the bank says no, it is not to 401 North Wabash Venture LLC, Deutsche Bank agree to accept, 19 19 20 in lieu of the annual Statement of Financial Condition of the 20 acceptable. Right? MR. KISE: Your Honor, now he is testifying and guarantor as of June 30, 2022, required by section 11(i)(A) of 21 21 arguing with the witness. The witness answered his 22 the guaranty to be delivered to Deutsche Bank by October 28, 22 2022, a one-page spreadsheet that shows his material assets and 23 question. 24 liabilities, but does not show any valuations of real estate 24 MR. ROBERT: I am curious if Mr. Amer is going assets." 25 25 to show the response from Mr. Rosen to Mr. Candela. Which

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**Donald Trump** November 27, 2023 Hawthorn - by Defendant - Cross (Amer) Hawthorn - by Defendant - Cross (Amer) Page 5264 Page 5266 1 maybe is the next document to show the witness? 1 Court reporter.) Q Let's go ahead and look at Plaintiff's Exhibit 562. 2 MR. AMER: I am going to conduct my exam the way 2 THE COURT: Mr. Kise? I am going to conduct it. 3 3 4 MR. ROBERT: For completeness, I would think you 4 MR. KISE: Your Honor, this e-mail that he is 5 want to respond. 5 moving into evidence, the one between Candela and Rosen, I MR. AMER: You can do redirect. mean, it is one thing to question him about it for 6 6 7 THE COURT: There is a little bit of testimony 7 impeachment, but to move it into evidence substantively in your question. Can you rephrase? without any foundation, that's quite a different matter 8 8 MR. AMER: The witness characterized this as a 9 9 altogether. What is the foundation? This isn't between disagreement. either of the recipients -- the recipient or the sender. 10 10 Where in this letter do you see a disagreement? 11 And it is being offered to prove what, the truth of the 11 Not in this e-mail. 12 12 matter asserted? It is a hearsay document. Okay. This e-mail is a rejection of a proposal, THE COURT: The credibility of the witness. 13 O 13 correct? MR. KISE: That's impeachment. 14 14 THE COURT: The correctness of the witness. 15 A Yes. 15 Q And at the bottom of this e-mail, if we could go down MR. KISE: That's impeachment, not substantive 16 16 evidence. I don't see how this comes in as substantive 17 to the bottom, it says Deutsche Bank will not agree to waive or 17 otherwise modify the guarantor's obligation to deliver to evidence. It is hearsay. 18 Deutsche Bank no later than October 28, 2022, his annual MR. AMER: We can limit it for purposes of 19 19 20 notice, Your Honor, to Adam Rosen of the Trump Statement of Financial Condition (as defined in the guaranty) 20 as of June 30, 2022. Organization. 21 21 Do you see that? 22 THE COURT: Admitted as evidence of notice? 22 23 I see it. 23 MR. AMER: Notice of the contents -- notice of Q Were you aware in September 2022 that Deutsche Bank's the contents of the letter, the e-mail which is Deutsche 24 24 view was that the guarantor had an obligation to deliver Donald 25 Bank's position. Notice to Adam Rosen of Deutsche Bank's Hawthorn - by Defendant - Cross (Amer) Page 5265 Hawthorn - by Defendant - Cross (Amer) Page 5267 J. Trump's Statement of Financial Condition? position that they were not accepting the proposal. 1 THE COURT: Sounds good to me. Seems to be an 2 2 Q And your view is that no such obligation existed; is important part of this case. 3 3 that right? MR. KISE: Notice of Deutsche Bank's position? 4 4 Α Yes. THE COURT: Right. 5 5 Q And your view is based on the loan documentation that 6 MR. KISE: Same objection. 7 7 is the same documentation that Deutsche Bank is looking at when Q This is another e-mail from Mr. Candela to Mr. Rosen. they write this e-mail, correct? 8 This one dated a month later in October of 2022. This is still 9 A Yes. during the period of time where you have written in red that THE COURT: Well, he wouldn't necessarily know 10 there was no obligation to submit a compliance certificate, 10 what Deutsche Bank was looking at. But I understand. correct? 11 11 12 Q It is the same loan documentation that Deutsche Bank Α Yes. 12 had in its files. Right? Q Have you seen this e-mail before? 13 13 THE COURT: He doesn't know what they looked at. 14 14 Q And in the second paragraph, which I'll just read to 15 But you could -- we will take the question to mean, did 15 they have the same information that the witness looked at. you, Mr. Candela writes to Mr. Rosen at the Trump Organization: 16 16 17 And his answer is yes. Having considered the request, Deutsche Bank is 17 THE WITNESS: I believe so, yes. willing to agree to extend the guarantor's time by which to 18 MR. AMER: Your Honor, I move to admit deliver the three financial reports specified above by from 19 19 Plaintiff's Exhibit 563. October 28 to December 31 on the condition that: 20 20 THE COURT: Granted, it is in. And then little (ii): The guarantor timely delivers 21 21 MR. ROBERT: Same objection. his annual certificate of compliance required by section 22 22 23 THE COURT: Overruled. 23 11(i)(D) of the guaranty by the due date of October 28.

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(Whereupon, the document referred to was deemed

marked for evidence as Plaintiff's Exhibit 563 by the

Do you see that?

Yes.

Α

COUNTY CLERK

NYSCEF DOCNYNOAttorney General v. RECEIVED NYSCEF: 12/01/2023 **Donald Trump** November 27, 2023

Hawthorn - by Defendant - Cross (Amer) Page 5268 Hawthorn - by Defendant - Cross (Amer) Page 5270 Q Were you aware when you were preparing your chart guarantor as being under an obligation to submit a certificate indicating there was no obligation for the guarantor to provide of compliance with Donald J. Trump's Statement of Financial a Statement of Financial Condition, that the bank's view was Condition, notwithstanding the fact that the guaranty has 3 that the extension -- that an extension would be granted to burned down to zero and there is no net worth requirement? December 31 on the condition that the guarantor timely delivers 5 A I don't know if this is the only e-mail related to his annual certificate of compliance? 6 the exchange, so I don't know if this was the final conclusion. A I am sorry, that was a long question, you lost me. 7 7 Again, there is likely responses from Mr. Rosen that iterate THE COURT: Do you want a readback? 8 8 our position as a company, so I can't say if this was the final 9 MR. AMER: If I could get a readback. 9 determination or not. This is just one e-mail. THE COURT: Read back, please. Q Well, can we agree that based on this e-mail that is 10 10 (Whereupon, the record was read back by the what the bank's position is? 11 11 12 court reporter.) 12 A As of the date of this e-mail and as of the time of I was probably not aware, no. this e-mail, yes. 13 13 Q Would you agree that the bank's position as set forth MR. AMER: Your Honor, I move to admit 14 14 15 in this e-mail is inconsistent with your view that there was no 15 Plaintiff's Exhibit 562 for notice purpose. obligation to provide a Statement of Financial Condition for THE COURT: Granted, it is in. 16 16 the guarantor in this time period? 17 17 (Whereupon, the document referred to was deemed A Correct. 18 marked for evidence as Plaintiff's Exhibit 562 by the 18 Q And if you look further down in this e-mail, Court.) 19 19 20 Mr. Candela writes: For your awareness and in considering the 20 Q I want to show you Defendant's Exhibit 1047 which you were asked about on direct. 21 request and proposing the agreement described above, Deutsche 21 Bank considered various factors, including but not limited to I believe Mr. Hawthorn, your testimony was that you 22 22 23 the following: 23 prepared this compliance certificate, right? A Yes. 24 And then I want to mention the second bullet, which 24 25 25 says: Q And I think you said that in order to prepare this Hawthorn - by Defendant - Cross (Amer) Page 5269 Hawthorn - by Defendant - Cross (Amer) Page 5271 By operation of the guaranty, because the you had to review the borrowing entity's compilation statement loan-to-value ratio produced by last year's appraisal was less and the numbers in that statement; is that right? 2 than 35 percent, the step-down percentage of the guaranty is Yes. 3 3 Α currently zero percent. Q And is that what you believe you were required to do 4 4 Do you understand that to be a confirmation that the as the person preparing this compliance certificate? 5 5 6 guaranty has burned off? 6 7 A Correct. 7 Q And am I correct that you were never asked by anyone to prepare the compliance certificate for any year for the Q And so notwithstanding the fact that the guaranty has 8 9 burned off, Deutsche Bank is still insisting that the guarantor 9 guarantor on the loans? must deliver Donald J. Trump's Statement of Financial Condition A Correct. 10 10 as part of a certificate of compliance, correct? MR. AMER: Let's go ahead and pull up 11 11 A That's what this e-mail says. demonstrative DD-3. 12 12 And the next bullet says: Q And this is a chart you prepared relating to the 13 13 Also by operation of the guaranty, because the Doral loan? 14 14 A Yes. step-down percentage of the guaranty is currently zero percent, 15 15 the guarantor is not currently subject to a minimum net worth 16 16 Q Did you receive any assistance preparing this, other 17 requirement. 17 than assistance in formatting? 18 Do you see that? 18 19 19 Mostly my work. Q Well, you say "mostly," is there work that isn't 20 Q And can we agree that notwithstanding the fact that 20 there is no minimum net worth requirement, Deutsche Bank is 21 21 22 still insisting that Donald J. Trump submit a certificate of A Um, no. Again, it was probably in consultation with 22

compliance with his Statement of Financial Condition?

So, would you agree that Deutsche Bank views the

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in-house counsel.

Q And am I correct that you are not suggesting on this

chart that there was ever a point in the life of this loan

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where the guarantor ceased to have an obligation to submit a

compliance certificate with Mr. Trump's Statement of Financial

Condition? 3

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4 A I am sorry, could you say it one more time?

Sure. I'll rephrase it. 5

Hawthorn - by Defendant - Cross (Amer)

Are you suggesting that there was ever a point in the life of this loan where the guarantor ceased to have an obligation to submit a compliance certificate attaching Mr. Trump's Statement of Financial Condition?

A No, I am not suggesting that. 10

Q Mr. Hawthorn, you also testified about your role in 11 liaising with the monitor; do you recall that? 12

A Yes. 13

Q And you characterized the relationship with the 14 15 monitor in various ways. I would like to share with you some portion of the Judge's summary judgment decision discussing the 16 monitor's reporting, and ask you if you are familiar with it. 17

18 MR. AMER: If we could pull up the Court's decision at page 33? 19

20 Q First of all, have you read the Court's summary judgment decision in this case? 21

A Not wholly, but the section you have there I am 22 23 familiar with.

Q And the decision states on August 3, 2023 Judge Jones 24 25 reported as follows:

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Yes.

And she -- and Judge Jones finally states:

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In addition, annual audited financial statements for certain entities prepared by an external accounting firm list depreciation expenses. However, interim internally prepared financial statements provided to third parties for these same entities inconsistently report depreciation expenses.

Were you aware that Judge Jones had identified such inconsistencies?

A Yes.

MR. AMER: That's all I have, Your Honor. THE COURT: Any redirect?

MR. ROBERT: We have some, but we will need to print a few documents we would need to use. I ask if we can take our afternoon break a few minutes earlier and then resume.

THE COURT: Okay. All right, 3:25.

MR. ROBERT: Thank you, sir.

(Pause in the proceedings.)

COURT OFFICER: All rise. Part 37 is back in session. Please be seated and come to order.

THE COURT: Can we discuss scheduling, particularly Friday of this week and next week, the following week.

I'll ask defendants in the first instance what

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Since my appointment, I have reviewed material, 1 financial and accounting information submitted by the Trump 2

Organization. As part of my review, I have made preliminary

observations regarding certain current financial disclosures with respect to the Trump Organization's reporting of financial 5

6 information.

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Specifically, I have observed that information regarding certain are material liabilities provided to lenders -- such as intercompany loans between or among Trust entities and Donald J. Trump, certain of the Trust's contingent liabilities, as well as refundable golf club membership deposits -- has been incomplete.

Were you aware that Judge Jones had issued a report 13 indicating that an aspect of the organization's reporting of 14 financial information has been incomplete? 15

Yes, we are aware of this letter.

Q I was asking more if you were aware of the specific 17 statement conclusion that Judge Jones reached that certain 18 reporting had been incomplete? 19

Yes. 20 Α

Q She goes on to -- Judge Jones goes on to say the 21 Trust has also not consistently provided all required annual 22 23 and quarterly certifications attesting to the accuracy of certain financial statements. 24

Were you aware that Judge Jones reported that?

they are intending. 1

> MR. KISE: I think, Judge, the witnesses identified for this week will take us through Friday, the ones that we already have, the Deutsche Bank witnesses.

THE COURT: Let's go over who they are so we are sure we are on the same page.

MR. KISE: Williams, Sullivan, Pereless. Well, Mr. Birney will probably spill over until tomorrow, some tomorrow. And then we have, I think, Williams, Sullivan, Pereless, Bravlik and then Unell, who is the banking expert.

We will start -- we may not be done with Ms. Bravlik until Thursday morning, so I think, you know, the plan anyway, is that Unell will take us through Friday.

THE COURT: I'll turn the microphone over to my person who sits alongside of me.

MS. GREENFIELD: Just in case, can we have another witness for Friday? Who were you planning to call next Monday? Can they be available just in case we finish that witness early?

MR. KISE: So Mr. Chin is in another trial on Friday, who is called for Monday.

> MS. GREENFIELD: Who do we have for Monday? MR. KISE: Monday is Fred Chin.

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> Hawthorn - by Defendant - Cross (Amer) Hawthorn - by Defendant - Redirect Page 5276 Page 5278 1 THE COURT: And you expect that to be an entire 1 just to make sure we are not creating gaps on the 2 day. 2 schedule. 3 MR. KISE: That one, yes, he will be. And then 3 THE COURT: Well, if that's all his testimony 4 Moens, Schubin, on Tuesday. 4 would be, legality or the effect of the easements, I MS. GREENFIELD: I am sorry, can you spell suppose that would fall under the rule that there are no 5 5 those? legal experts allowed. 6 6 7 MR. KISE: M-O-E-N-S, Lawrence Moens. 7 MR. WALLACE: I believe we briefed that in our And then John Schubin S-C-H-U-B-I-N. 8 8 preliminary -- our motions, which were held in abeyance And then he will continue over a little bit on pending people being free to reraise their objections 9 9 during trials. That's a note that we plan to reraise that Wednesday. And then we will have Eric Trump on Wednesday 10 10 11 the 6th, either late morning or early afternoon. And then 11 objection. 12 Elie Bartov B-A-R-T-O-V will be the Thursday and over into 12 MR. KISE: We could potentially argue that this Friday. Friday before Mr. Schubin takes the stand next week, and 13 13 MS. GREENFIELD: Okay. And then who else? that way we will know. 14 14 MR. WALLACE: That's fine from our perspective. 15 MR. KISE: And then the Monday will be President 15 THE COURT: Fine. 16 Trump, the 11th, at least that's the plan. I don't have 16 final confirmation that's his schedule, but I think we can So the redirect of current witness. 17 17 18 make that work. 18 MR. ROBERT: Yes, Your Honor. (Whereupon, the witness resumed the stand.) THE COURT: And that's your final witness? 19 19 20 MR. KISE: Right. So there may be, kind of like THE COURT: Okay. Please proceed. 20 we had with the plaintiff's case, there may be a little MR. ROBERT: Thank you, Your Honor. 21 21 Can you hear me? 22 gap between when Bartov is done and Trump takes the stand, 22 THE COURT: Yes. 23 because I don't know that we can get him here on the 8th. 23 (Transcript continued on next page.) 24 Fridays and Saturdays tend to be pretty challenging. 24 25 THE COURT: Okay. 25 Hawthorn - by Defendant - Cross (Amer) Page 5277 Hawthorn - by Defendant - Redirect (Robert) Page 5279 1

MR. ROBERT: Just so we are clear, if Mr. Birney doesn't finish today, which he probably won't, we may have to take a break with him and put him on after we are done with the Deutsche Bank witnesses.

MS. GREENFIELD: I recall you said that last week. We got that.

When do we know if there is going to be a rebuttal?

MR. WALLACE: I believe we will know by the middle of next week. We will update you on Friday if at that point we think there is a need to bring back any rebuttal witnesses, and if so who they would be. It will be minimal at this point though, I think it is fair to say.

MS. GREENFIELD: Okay. Thank you.

MR. WALLACE: I would just also note, I think we will reraise our objections to Mr. Schubin's testimony. He is an attorney who is going to testify about the legal standards surrounding easements on the Mar-a-Lago property. So we plan to renew an objection to his testimony, since, in our view, that is a legal opinion and is an improper basis for expert testimony.

I think we may have other objections to some of the experts, but that one I think we would seek to exclude Mr. Shubin at some point. And we can arrange that timing

- REDIRECT EXAMINATION
- BY MR. ROBERT:
- 3 Q Mr. Hawthorn, when Mr. Amer was questioning you he asked you some questions regarding the analytical procedures used for a compilation report; do you remember that? 5
- 6
- 7 Q And you testified that there was no testing involved,
- correct? 8

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- 9 Α
- 10 Q What, if in any way, does GAAP affect the procedures to follow for a compilation? 11
  - A GAAP is still to be followed and also complied with.
- Q You were also asked a series of questions about the 13 loan for Chicago; do you remember that? 14
  - Yes. Α
- Q And Mr. Amer showed you some e-mails that set forth 16 Deutsche Bank's position; do you remember that? 17
- 18 Α Yes.
- 19 Q After that exchange of e-mails in October of 2022, 20 did the Trump Organization ever submit a Statement of Financial
- Condition to Deutsche Bank? 21
  - A No.
- 23 And did the bank ever send a default notice to the Trump Organization after October of 2022? 24
  - A No.

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Hawthorn - by Defendant - Redirect (Robert) Page 5280 And ultimately that loan was paid off, correct? 2 Correct. 3 Q Mr. Amer also was questioning you about portions of 4 Justice Engoron's summary judgment decision; do you remember 5 that? Α Yes. 6 7 Q And specifically he was asking you questions related to Justice Engoron quoting from Barbara Jones' August 3, 2023 8 9 letter; do you remember that? A Yes. 10 MR. ROBERT: I would like to present to the 11 12 witness Defendant's Exhibit 1057 for identification. (Handing) 13 14 Q Mr. Hawthorn, what do you recognize this document to 15 be? A This is a letter from Judge Jones on Bracewell 16 17 letterhead updating the Court on the status of the monitorship. MR. ROBERT: Your Honor, I'll represent that 18 this is filed on the public docket as NYSCEF 647. And I 19 20 ask that this document be introduced into evidence as 21 Defense Exhibit 1057.

THE COURT: Granted. It is in.

(Whereupon, the document referred to was deemed

marked for evidence as Defendant's Exhibit 1057 by

MR. AMER: No objection.

Hawthorn - by Defendant - Redirect (Robert)

the Court.) 1

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Q Mr. Hawthorn, I am going to draw your attention to 2 page two of this letter. 3

MR. ROBERT: If you could put it up on the 4 screen, Nate, as well? 5

6 Q And I start by drawing your attention to the first 7 paragraph. Do you see that, sir?

8 A Yes.

9 Q Let's go through the first paragraph. What does the first sentence says? 10

11 A As noted above, since my appointment I have reviewed 12 material, financial and accounting information submitted by the Trump Organization. 13

Q Continue, sir. 14

15 A As part of my review I have made preliminary observations regarding certain -- certain financial disclosures 16 with respect to the Trump's organizations reporting of 17 financial information. 18

19 Continue.

20 Specifically, I have observed that information regarding certain material liabilities provided to lenders --21 22 such as intercompany loans between or among Trust entities and 23 Donald J. Trump, certain of the Trust's contingent liabilities,

24 as well as refundable golf club membership deposits -- has been

25 incomplete. Hawthorn - by Defendant - Redirect (Robert)

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Q Do you have an understanding of what Judge Jones is 2 saying in that last sentence?

A I do. 3

4 Q What is that?

5 During the course of the monitorship, as I mentioned, we had a lot of discourse between the monitor of what they 7 observed and what our response to those observations were. So, 8 ten months into the monitorship we were advised by the monitor's representatives that they would be advising the Court 10 of some updates. They provided to us in a meeting certain of those matters for discussion, with which we provided responses. 11

Specifically to the matters that are raised here, that's what this is talking about.

Q And, sir, was the information incomplete?

A It is our view that it was not because of our response to the information. Specifically, for each point noted here, the observation of information regarding certain material provided to lenders, as you know the company no longer prepares a Statement of Financial Condition. It is not required by any lender. The company simply prepares a statement of assets, material assets and material liabilities to lenders. So one of the lenders, for example, today, that has the Doral loan, receives that information.

Obviously because it is being provided to a lender it is provided to the monitor. And the monitor had some questions

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about it. One of the questions arose relating to one of our

Scotland entities. So if you remember, we have a hotel in

Scotland, Trump Turnberry. We also have Trump Aberdeen. In

connection with the monitor's also review of those financial 4

statements, because they review all of the financial 5

6 statements, they identified to us and had questions about what

7 was disclosed in those financial statements about an

8 intercompany loan to the Trust.

Our response was, yes, that exists because the company upon purchasing the Trump Turnberry asset in 2014 effectively loaned money to the Scotland entity, was set up as a shareholder loan, and therefore that entity owes back money to the Trust, to the parent entity.

This is what is referred to as an intercompany loan. It is not a loan to a third party. It is not a loan that is callable accept by the owner of the loan, which is the same party.

So, the monitor's observation to us was, your 18 statement of liabilities doesn't include this loan. Why does 20 it not?

And our response was, well, if you are going to put the loan as a liability, you also have to put the asset, the receivable as well, because the Trust is owed that money from itself, effectively.

They asked why was that information not included if

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Hawthorn - by Defendant - Redirect (Robert)

Page 5284 M. Hawthorn - by Defense - Redirect (Mr. Robert) Page 5286

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you are submitting this to lenders. And our response is, it is not something a lender would be concerned about because it is not to a third party, it is to yourself. So in our view the 3 4 statement that we provided and continue to provide, is 5 completely accurate and completely transparent.

However, they had -- even though no lender had asked us to make a change about it, the monitor said, would you take our question under advisement and perhaps going forward you could make a footnote on the schedule identifying that this is an intercompany loan. So that's what this item is related to. It is simply a loan within the Trust, not owed to a third party.

So for someone to say it is incomplete, we actually disagree with that because it is not something a lender would be interested in. It is not an obligation outside of yourself. If you are going to put a loan, you also have to put the receivable. We didn't think it made sense to gross up assets and liabilities. Rather, just if you want us to disclose it as a footnote, we will. So prospectively we have done that. We have made that revision.

(Whereupon, the following proceedings were stenographically recorded by Senior Court Reporter Michael Ranita.)

of those submissions in January and February of 2023, included

- certain balance sheet information and income statement
- information of our golf courses to, um, leasing companies for
- golf course maintenance equipment. Certainly not material
- things in the scope of the company at large, but because it was
- going to a leasing company, we wanted to make sure the monitor
- saw that. Included on those balance sheets for those
- 8 individual, um, golf clubs includes a liability for refundable

membership deposits.

Most of those deposits come about when The Trump Organization acquired a club in the past, and the policy of the club was that those membership deposits for people who joined the club were refundable. So therefore it's a liability on your balance sheet.

15 Um, the reality is prospectively, and now, the company doesn't have that policy. It doesn't have refundable membership 17 deposits. If someone wants to join the club, they have to pay the cost to join the club now, and those deposits are generally 19 non-refundable.

Now, the monitor identified, well, okay certain of these golf clubs that you are giving to a golf course maintenance leasing company shows these liabilities, why wouldn't you have that on the statement of material assets and liabilities to the main lender, and why would it not be disclosed.

M. Hawthorn - by Defense - Redirect (Mr. Robert)

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M. Hawthorn - by Defense - Redirect (Mr. Robert)

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Q We now go on Mr. Hawthorn, to the last sentence of this paragraph. Can you read that?

A Sorry, the other comment in the sentence says "that 3 certain contingent liabilities, as well as refundable golf club membership deposits has been incomplete. We were also aware 6 that the statement of material liabilities" --

MR. AMER: I'm sorry, your Honor, I don't think this responds to the question. I'm not sure.

MR. ROBERT: I told him to finish the sentence. MR. AMER: I thought you asked him to read the next sentence.

12 MR. ROBERT: I apologize if I said the next 13 sentence.

A There's two items noted in that sentence I want to make 14 sure I address it for completeness. The monitor asked us why 16 certain membership deposits at golf clubs would not be reflected 17 in the statement of material liabilities. The only reason that the monitor observed these particular liabilities is that they 18 19 inquired of us for any and all financial reporting.

20 So when I made a statement before about a mutual understanding, it was a mutual understanding about materiality. 21 22 At the onset of the monitorship, we were being as diligent and 23 forthright as we could, disclosing everything we possibly could. 24 The order said provide sales tax returns, financial

information to any party, and so we did that. Included in some

because if you included those liabilities, there's actually a greater asset value associated with them. If those members leave, a new member would have to join. You know, for a new member to join, those members leave, and you would get a much greater value from the new membership coming in. So from our perspective and our disclosure to the monitor, by not including

And our response is, they are not included on there

those liabilities, we are actually being conservative, otherwise we will have to put a much larger asset value offsetting those liabilities, if that makes sense. 10

> THE COURT: I follow that. What if they couldn't find somebody to become a new member?

THE WITNESS: That's a possibility. But, um, in our experience, membership changes very frequently. Certain clubs, there are waiting lists to join membership. So in most instances people are waiting to join, for old members to leave for new members to come in.

Nonetheless, the statement of assets and liabilities has a footnote that literally says, um, certain contingent liabilities may be excluded. And, again, the unfortunate thing about this disclosure doesn't mention anything about materiality. In my experience, as an auditor and public accounting, like none of these items are material to the organization's financial representation as a whole, if you are talking about these types of liabilities.

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**Donald Trump** M. Hawthorn - by Defense - Redirect (Mr. Robert) 1 2 back then? 3 4 club. 5 6 7 8 materiality? 9 10 11 than that. 12 13 14 15 16 17 understood that even though the lender asked for us to include 19

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THE COURT: How much was the average membership

THE WITNESS: Um, it's hard to say. It varies by

THE COURT: Several hundred thousand dollars? THE WITNESS: Sure.

THE COURT: Where are we drawing the line on

THE WITNESS: We are talking about billions of dollars of asset value, and liability value of much less

THE COURT: All right. Just continue. Fair to say, Mr. Hawthorn, that you respectfully

disagree with the statement that it's incomplete? A We explained to the monitor, we don't think it's incomplete. We think it's accurate. In working with the monitor in good faith, we understood their requests. We

this or has a concern with this, we would take their advice and

20 prospectively take the footnote and make it clear.

21 Q Let's go down to the last sentence in this paragraph. 22 If you could read that.

A "The trust also has not consistently provided all 23 required annual and quarterly certifications attesting to the

accuracy of certain financial statements."

M. Hawthorn - by Defense - Redirect (Mr. Robert)

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1 THE COURT REPORTER: I'm sorry, something 2 relating --

A To say that something is incomplete is very broad and 3 general, but I think the specificity of it, again, in my

experience, this is nothing adversely material. This is nothing misleading. This is nothing with an intent to defraud. These

are all observations that we discussed with the monitor when 8 they were advising of us these points.

9 Q I move to the next paragraph, Mr. Hawthorn. MR. ROBERT: If we could bring that up on the 10 11 screen.

(Whereupon, the exhibit was displayed on the screen.)

A So this says, "In addition, annual audited financial 14 statements for certain entities, prepared by an external 15 accounting firm, list depreciation expenses. However, interim internally prepared financial statements provided to third parties for these same entities inconsistently report 19 depreciation expenses."

Again, this arose from the same disclosure of financial information sent to a golf course maintenance lender, back in January and February, that even if we were to do it today, it may not even meet the materiality threshold. But nonetheless, those statements, if you are signing up to lease golf course

maintenance equipment like mowers and blowers and things like

M. Hawthorn - by Defense - Redirect (Mr. Robert)

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What is your view as to that statement, sir?

Again, all of the multitude of financial statements, 2

quarterly compliance, annual compliance certificates that the

monitor reviewed, they identified that for a handful of them,

and those would relate to the commercial properties we talked

about earlier, like Trump Plaza, Trump International Commercial,

that historically, if you look at the actual loan document, which was written many years ago, the financial reporting

section says the submission of these financials should also be

accompanied by a certification signed, right. And if you look 10

going back to the inception of these loans, every time it was

12 submitted by the company, there was no manual signature on the paper that it was scanned and delivered to the lender. 13

14 Our response was, well, we understand that that's not technically what the loan document says, but the bank has never

asked us to sign it over many years, so the practice has always 17 just continued. Um, and frankly when you submit something on

its face to a lender, you are already de facto, you know,

disclaiming the accuracy of it saying these are the statements 19

20 that you need. However, we said, "No problem. Going forward,

if you would like to add a signature line and someone to 21 22 physically sign the statement, we will do that." And we did

23 that going forward.

So, again, I get to say that something relating to a 24

statement --

M. Hawthorn - by Defense - Redirect (Mr. Robert)

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that, the leasing company wants to understand that you have available cash flow and available financial wherewithal when you submit your financial statements.

They don't require audited financial statements, which would be in accordance with GAAP and have noncash charges, such as depreciation expense. So we simply provide internally prepared management financial expense, revenue, expected net operating income. On those statements, what they observed, and

what we agreed with, is that the depreciation line was blank and it was zero. 10

11 And our response was, at the time these were needed to 12 be prepared, depreciation expense was not yet finalized. Depreciation expense for these entities is usually done on an annual basis at the end of the period, because these entities don't have audited financial statements. They only are needed for tax returns and other purposes for filing taxes, and therefore the accounting firm, Whitley Penn, Mazars, previously, would do that calculation on behalf of the company at the end of 18 19

20 So our point was, yes, we agree with that statement, and, again, our response was, number one, it's okay, because it's an internal statement. It's not intended to be an audited 23 statement.

And number two, the receiving party doesn't really care about depreciation because it's a noncash charge. It doesn't

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impact a lender's analysis if you have cash flow to service a

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So we did have an internal conference call with the 3 monitor in August, or probably in July of 2023 as they reviewed these points with us. They were, again, cordial, they were

explaining to us. We explained our responses very clearly. Um,

they did give us a draft of this before it went out. We did

strongly disagree with their draft because of the way it was

worded. It's very, you know, it's very vague and doesn't give

materiality. So I think to someone reading it without the

11 context might assume certain conclusions. But, again, with me 12 providing some specificity over these things being not adversely

material to the company, and our responses to them being, you

know, what we believed to be accurate, I just wanted to clarify

15 that point.

Q For this last paragraph we just read are you telling us 16 that those third parties are literally the golf course 17

maintenance contracts for the plow and the lawn mower?

A Correct. 19

20 Let's go to the next paragraph, Mr. Hawthorn. (Whereupon, the exhibit was displayed on the 21

22 screen.)

23 O If you could read that, please.

"The defendants maintain that its practices related to 24

these items are adequate. However, in the interest of

M. Hawthorn - by Defense - Recross (Mr. Amer)

1 MR. ROBERT: I have no further questions, your

2 Honor. Thank you.

THE COURT: Any recross?

4 MR. AMER: Just a few questions. Can I do it from 5 here?

THE COURT: Sure.

RECROSS EXAMINATION 7

BY MR. AMER:

Q Mr. Hawthorn, am I correct that you had no role or responsibility with respect to golf courses that were just golf

courses?

12 A Now I do, in some capacity, but not previously, because 13 the golf courses are part of the chart of accounts conversion project, for example.

15 Q And prior to that point in time when you would have had some responsibility for just the golf courses, you wouldn't have 17 had any involvement in the membership deposit -- the refundable

deposit membership liabilities?

A I would have with respect to the hotels that have that 19 component. So, for example, Doral has that component. 20

21 My question was golf courses that are just golf 22 courses.

23 Α Oh, correct.

And all of the explanations that you've given on 24

redirect were all things that you told to Judge Jones her staff;

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1 cooperation and transparency, defendants have agreed to address,

in future disclosures to lenders, the items I have identified,

and otherwise adjust their practices based upon my observations.

The Trump Organization will continue to inform the monitor

regarding the form and substance of these disclosures."

Q And is this paragraph consistent with the conversations 7 that you had with the monitor at or around the time of this

letter? 8

9 A It is consistent. Again, these are observations that they identified to us. We provided our responses that we believed everything was adequate, correct, materially correct.

But also in good faith working with the monitor, we are happy to amend certain things to satisfy their observations. Even if 13

lenders didn't ask us, we'll go ahead and do that. 14

15 Q Mr. Hawthorn, I'm going to draw your attention to the last paragraph and ask you to read the first sentence? 16

(Whereupon, the exhibit was displayed on the 17 18 screen.)

19 "Based upon the foregoing, and having carefully reviewed the information provided to me, it appears that the

defendants continue to cooperate with me and the requirements of 21 22 the Court's orders."

23 Q Sir, at any time did the monitor accuse The Trump

24 Organization of disseminating false and misleading information? 25 A No.

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correct?

Α Yes. 3 Q And those were all things that you told Judge Jones and

her staff before she finalized the letter that was then quoted

by the Judge in his decision; correct? 5

6 Yes.

MR. AMER: That's all I have, your Honor.

THE COURT: Any re-redirect?

MR. ROBERT: Nothing further, your Honor, except I would renew our request, and we'll brief it for you, about our ability to call Judge Jones, because I think the Attorney General just reopened the door asking about the conversations and what she was aware of at the time the letter was written.

Apparently the Attorney General is not accepting the language in that letter to not be critical of The Trump Organization, notwithstanding the language at the end that says that "they cooperated with me and the requirements of this Court's orders." So clearly the government is of the view that somehow this letter says what it doesn't say.

So, therefore, we would renew our application to have Judge Jones testify to either explain what she meant by this, because right now there is clearly a disputed issue between us and the government as to what it means.

THE COURT: Do you want to call -- let them call

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1 Judge Jones?

MR. AMER: No. And we think your Honor is correct, that the case law does not permit it. I would also say that the point of sharing the portion of the decision that discusses Judge Jones's observations was to contrast that with what this witness characterized as the relationship between The Organization and Judge Jones and her staff, which I think is inconsistent -- we would submit is inconsistent with what the Judge's observations were in her August 3rd letter.

MR. ROBERT: We would respectfully disagree, because it was this Court that used the words "fraud" and "misleading information" accusing The Trump Organization of engaging in that. Those words appear nowhere in Judge Jones' report. They appear nowhere in the earlier reports submitted to Court. It was never a word or a concept that was ever a disseminated to this witness, or anyone else involved in the monitorship process, whether by Judge Jones, the accountants she retained, or anyone else. Notwithstanding the hundreds of thousands of dollars that have been paid to the monitor and the accountant, which is evidence of their due diligence of combing through voluminous financial records, and there has been no evidence of any false or misleading information.

THE COURT: Well, go ahead.

virtually certain she will, and say what it doesn't say in that letter; there is no fraud. There's no -- hasn't been any indicia of fraud. There hasn't been any ongoing indicia of inappropriate activity. We are talking about, as this witness just testified, minor accounting discrepancies, all of which occur in a major corporation all the time.

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So we need the monitor here to be able to, at least present live testimony that can be considered, not hearsay, in the record, as to whether or not there needs to be some equitable relief to address things that we think do not exist. We think she will say they don't exist, but the government is clearly pounding the table saying, "No, no, no. This is a fraudulent enterprise. We have to shut it down and put them out of business." When you have a monitor that's been in place for now 14 or 15 months and hasn't uncovered any evidence of that, has a cooperative relationship with the company, and clearly has confidence that what the company is doing now is fine.

The idea that the government could even assert that somehow we need to put these people out of business and shut them down seems a nonstarter. It's almost as much as a nonstarter as the whole certification roundabout we went through, even when the guaranty is zero and there is no net worth requirement, somehow or other there is harm if there's a problem with the certification.

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MR. KISE: Your Honor, and again, we'll brief this, but just as an aside, in Bankruptcy Court, monitors are called examiners, they routinely testify. In SEC receivership proceedings, the examiner or the receiver routinely testifies, they're fiduciaries.

THE COURT: That's receiver, not monitor; right? MR. KISE: But it's the same concept. It's the exact same concept. The fact that they are arms of the court and have fiduciary responsibilities does not in any shape, form or fashion preclude them from testifying.

Additionally, a monitor can't communicate through a report, because the report by itself is hearsay. The report, itself, is hearsay. You can't take a report and use that as truth of the matter asserted. The report, itself, is hearsay.

As you could see the challenges that arise from doing that, without the monitor here to testify, I mean, they obviously have a very different view of what that letter says than we do. They have opened the door by asking this witness direct questions. I mean, they were cute. They took your quoting of the letter, but it's the same principle. So they -- what the monitor thinks is clearly and squarely at issue with respect to equitable relief that this Court is considering.

If the monitor is going to come in here, which I'm 25

But, in any event, I don't see how monitor testimony is not squarely and highly relevant here. And there is nothing to preclude the monitor from testifying simply because she's got fiduciary obligations to the Court. She is an independent monitor, just like in a Bankruptcy Court, an independent examiner; just like in an SEC proceeding, they are all the same.

THE COURT: Well, Mr. Kise, I won't even ask you, I'll just suggest that every time you want to speak about a particular issue that maybe you don't have to argue the whole case.

MR. KISE: I feel like I have to, because we don't seem to be getting anywhere. We don't seem to be communicating at all. We have evidence that comes in after -- witness after witness after witness, there's no problem. There's no -- even today with the certifications, okay. So even assuming they are right, there is a problem with the certification, how does that go to equitable relief when this is no guaranty. It's zero.

The document that they put into evidence says that the guaranty was zero or 10 percent. Has there ever been any allegation that the net worth of Donald Trump was below \$250 million? No. So all we are doing is having this sort of circuitous discussion about them jumping up and down saying, "There's fraud. There's fraud. There's fraud."

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November 27, 2023 Proceedings Page 5300 Proceedings Page 5302 1 But no one has said that, including the monitor. That's the he should be in his little anteroom in the Judge's chambers, 2 point of having the monitor come here. They are the only 2 and I told Ms. Hernandez to watch the proceedings so she ones in the courtroom jumping up and down saying there is knows when to come in. 3 3 4 fraud, even though no one else is. The bank isn't. The 4 MR. WALLACE: Ms. Hernandez is a lawyer on the monitor isn't, and so I think we definitely need to be defendant's team, and if she's watching the case, that is 5 5 entitled to bring that in. different than a fact witness. 6 6 7 So, yes, I apologize for pleading the case, but 7 THE COURT: All right. So we are good on that. that's kind of my job, is to plead the case, especially when MR. WALLACE: Thank you for the clarification. 8 8 THE COURT: Quick front bar. 9 no one seems to be listening, particularly at that table. 9 THE COURT: Well, I think you just proved my point. (Whereupon, there is a discussion held off the 10 10 11 Every time you talk, it's a campaign speech. record, at the bench, among the Court and all Counsel.) 11 THE COURT OFFICER: Is the court ready for the 12 MR. AMER: We hear everything they say. We are 12 just not convinced or impressed. witness? 13 13 MR. KISE: No, they are not. Exactly. They are THE COURT: We're ready. 14 14 THE COURT OFFICER: Witness entering. 15 not. And with respect, your Honor, it's not a campaign 15 speech. MS. HERNANDEZ: Good afternoon, your Honor. 16 16 MR. AMER: I didn't mean that to be an invitation THE COURT: Good afternoon. 17 17 to hear it all over again, your Honor. 18 (Whereupon, the witness stepped into the witness 18 THE COURT: You know, I could excuse the witness, 19 stand.) 19 20 but he might be enjoying this. THE COURT OFFICER: Please raise your right hand. 20 MR. KISE: He probably is. (The witness complied.) 21 21 THE COURT OFFICER: Do you solemnly swear or affirm THE COURT: A few things, one, I'll wait to see if 22 22 that any testimony you give will be the truth, the whole 23 you come up with any monitor cases. 23 truth and nothing but the truth? Two, if the Attorney General had been the first one 24 24 25 to bring up the -- anything about the monitor, that would be 25 THE WITNESS: I do.

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one thing, but if I remember correctly, you brought it up 1 first, asked a whole bunch of questions, and then they just 2 wanted to basically respond, answer to those questions. So 3 4 I don't think they opened the door. You tried to open the door. 5 6

And third, as I had said earlier, the monitor is supposed to report with statements. If there are disagreements about what they mean, I'll worry about that. Okay, I'll decide what her reports mean and the implications thereof. So anything else from either side?

MR. AMER: Nothing from the plaintiff.

THE COURT: All right. We have -- the witness is 13 excused. You could sit out there and be amused, if you 14 15 want.

Nice to meet you.

THE WITNESS: Thank you.

THE COURT: Okay. We have another witness for the 18 19 defense?

MR. ROBERT: We call Patrick Birney.

MR. WALLACE: Your Honor, for the record is 21 22 Mr. Birney a fact witness watching the proceedings? I don't

think --

MR. ROBERT: First of all, he's already been called in your case. So I know of no prohibition. But secondly,

- 1 PATRICK BIRNEY, called by and on behalf of the
- Defendant, having been first duly sworn, was examined and
- testified as follows:

THE COURT OFFICER: Please have a seat. State your

full name and home or business address for the record.

6 THE WITNESS: Patrick Birney, 725 Fifth Avenue, 7 New York, New York 10022.

8

THE COURT: Okay. Please proceed.

9 MS. HERNANDEZ: Thank you, your Honor.

**DIRECT EXAMINATION** 

BY MS. HERNANDEZ:

Q Mr. Birney, what is your educational background after 12

high school? 13

A I earned a degree in economics from the University of 14

Michigan. 15

0 Where did you work after college? 16

AON Risk Solutions. 17 A

What was your position at AON? 18 Q

Account specialist. 19

What were your responsibilities as an accountant 20 Q

specialist? 21

A I worked on an account management and sales team. Um, 22

I had a lot of clients who I worked on their renewals for

schedules of insurance, renewal exposures, auto ID cards,

invoicing, et cetera.

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And where did you work after you left AON?

The Trump Organization. 2

P. Birney - by Defense - Direct (Ms. Hernandez)

- What was your title when you began at The Trump 3 O
- 4 Organization?
- Senior financial analyst.
- What were your responsibilities as a senior financial 6 O
- 7 analyst?
- A Um, I worked on the insurance renewals and the, um, 8
- golf course financials and operations.
- Q And what year did you start working at The Trump 10
- Organization? 11
- 12 Α 2015.
- So after senior financial analyst, what was the next O 13
- position you held at The Trump Organization?
- Associate. 15
- Q And what were your responsibilities as an associate? 16
- 17 Similar responsibilities, worked on insurance and the
- golf course financials. I worked on other projects. I did a 18
- lot. 19

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- And what position did you hold after associate? 20 Q
- Assistant vice president of financial operations. 21 Α
- And what were your responsibilities as an assistant 22
- vice president? 23

president?

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Q

A Similar, similar responsibilities; insurance, golf 24

Vice president financial operations.

And when did you get that title?

Q And what position did you hold after assistant vice

And what are your responsibilities as vice president?

Is that your current title at The Trump Organization?

When did you become involved in the preparation of

President Trump's Statement of Financial Condition?

courses. I do a lot of things for the company.

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- but I went to him for any question that I had at that point.
- Q So throughout the preparation of the 2016 statement,
- 3 what was the interface between you and Mr. McConney as you got
- used to this new role?
- A I worked with Jeff a lot in 2016. Any question that I 5
- had, anything I had to gather, I went to him.
- 7 Q And what was your role in preparing these Statements of
- Financial Condition? 8
- 9 A I gathered information and inputted it into multiple
- spreadsheets. 10
- What spreadsheets were those? 11
- 12 A The, um, supporting data spreadsheet. Um, there was a
- loan spreadsheet, um, escrow spreadsheet, a cash spreadsheet. I 13
- think there was a fifth spreadsheet, um, and then any of the
- backup information that -- that was used for those spreadsheets. 15
  - Q Okay.

16

17 And you mentioned the support data spreadsheet, what 18 was your intention in maintaining and updating that support data spreadsheet? 19

- 20 Can you repeat the question, please.
- 21 Sure. What was your intention when you were maintaining and updating the support data spreadsheet for the 22
- Statement of Financial Condition?
- 24 A So every new year, um, I would just copy and paste the
- spreadsheet from the year before so that it would have one year

P. Birney - by Defense - Direct (Ms. Hernandez)

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- was the previous year and one year was the current year. And
- then I would update those numbers and that information for the 3 current year.
- Q And who did you intend to look at the supporting data
- spreadsheet? 5
- 6 A Anybody who worked on the spreadsheet. Um, Jeff
- 7 McConney, Allen Weisselberg, ultimately, the accounting firm.
- Q And what did you expect them to learn by looking 8
- 9 through the spreadsheet?
- 10 How assets were valued.
- 11 Q And did you intend to be accurate when maintaining and updating the spreadsheet? 12
- 13 Α Yes.

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(Continued on the next page.) 14

2016. 12

Same thing.

About a year ago.

- Why did you become involved? 13
- A Um, because Jeff McConney told me I'm going to work on 14
- something. 15
- Q And what years were you involved in working on the 16
- Statements of Financial Condition? 17
- 2016 through 2021. 18
- Q And in the first year that you were working on it in 19
- 2016, what did Jeff McConney explain to you about the process to
- prepare the Statements of Financial Condition? 21
- 22 A I think he told me that I was going to work on
- something, um, and he e-mailed me the supporting data spreadsheet for the Statement of Financial Condition. Um, I
- don't know how much detail he gave in the initial briefing, um,

RECEIVED NYSCEF: 12/01/2023 **Donald Trump** November 27, 2023 Birney - by Defendant - Direct (Hernandez) Birney - by Defendant - Direct (Hernandez) Page 5308 Page 5310 Q So very generally, what sort of information would you indicate there? have included in that supporting data spreadsheet? 2 A I believe those numbers are from Mazars. 2 A It depends on the asset. It depends on the year. In 3 Q So would this appear to be the spreadsheet that 3 general, financial statement information, income statements, 4 Mazars checked for 2017? balance sheets, square footage information, value of MR. HAREN: Objection as to "checked." 5 residential unit information. THE COURT: I am sorry. 6 6 7 MR. HAREN: Objection as to the word "checked." 7 Q And then you mentioned in a previous answer that you THE COURT: Do you have a different word? would send Mazars the backup, can you describe what you mean 8 8 9 with when you say, "the backup"? 9 MR. HAREN: I think she is trying to establish A There is backup for the information on the supporting whether this was or was not the final version and whether 10 10 data spreadsheet for all of the assets and liabilities. the numbers on the spreadsheet indicate that Mazars 11 11 12 Basically indicates where the information was from and what 12 processed -- processed it in some way. information was used. But whether Mazars did some kind of process that 13 13 Q And that's the information used throughout the resulted in those numbers is not the same as Mazars 14 14 15 supporting data spreadsheet? checking the numbers, so. 15 A Yes. MS. HERNANDEZ: I am happy to change it to 16 16 17 Q And how would that normally be divided, backup? 17 processed. A It would be divided by asset. Q Does this appear to be the spreadsheet that Mazars 18 18 Q Can you please describe your interface with Mazars on processed? 19 19 20 the Statement of Financial Condition? 20 A It appears to be a spreadsheet that -- a spreadsheet that Mazars processed. 21 A Usually in the last month of working on the Statement 21 of Financial Condition we would begin sending information to Q Okay. And so I am going to take you to row 30 of the 22 22 Mazars, supporting data spreadsheet drafts, any backup to the 23 spreadsheet. supporting data spreadsheet, any other spreadsheet. The Word Can you tell me a little bit about Trump Tower? 24 24 A As it relates to the spreadsheet? doc that ultimately became the Statement of Financial Condition 25 Birney - by Defendant - Direct (Hernandez) Page 5309 Birney - by Defendant - Direct (Hernandez) Page 5311 would be sent to Mazars. Q Sure. Just in general, a little bit about the 1 Mazars would call with questions, reach out to us 2 2 property. with questions. There was back and forth in that final month, A Sure. Trump Tower is a commercial and residential 3 3 generally. real estate asset. It is a condominium for residential, and 4 Q Thank you. And who at Mazars would you normally then it also has office space and retail space. 5 5 6 speak to about the statement? 6 And how was Trump Tower valued in 2017? 7 A Donald Bender and Jenn Safron. 7 THE WITNESS: Can you scroll down slightly, Q So you mentioned follow-up questions Mazars would please? 8 8 9 ask. Did they ever ask you about appraisals that were not 9 (The image on the screen was scrolled) utilized in the Statement of Financial Condition? A It was valued by dividing net operating income into a 10 10 A Not that I can recall. 11 11 Q And did they ever ask you to change the methodology Q And how would you have gathered the information used 12 12 that a property was valued by? to value Trump Tower in 2017? 13 13

A Not that I can recall. 14

MS. HERNANDEZ: Okay. So I am going to pull up 15 what has already been admitted into evidence as PX758. 16

17 Do you recognize this document, Mr. Birney?

Yes. 18 Α

O What is it? 19

It is a version of the Statement of Financial 20

Condition supporting data spreadsheet for 2017. 21

22 Q And does this appear to be the final version for 23 2017?

I don't know that. 24

Q Do you see in column E? What would those numbers

THE WITNESS: Can you scroll up just slightly, please?

(The document on the screen was scrolled.)

A I would have asked Jeff McConney for the 17 December 2016 financial statement for Trump Tower. And then I probably would have asked Jeff for everything else that is 19 here, unless it was already in the backup from the previous

20 year's SOFC backup. 21 22

Q Would you look at the previous year's SOFC in 23 compiling a new year's information? 24

MR. WALLACE: Objection to the aspect of "would," as opposed to whether the witness did something.

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Birn	ey - by Defendant - Direct (Hernandez) Page 5312	Birn	rey - by Defendant - Direct (Hernandez) Page 5314
1	THE COURT: Let's start with did, rather than	1	December 31, 2016 for Trump Tower Commercial LLC.
2	would.	2	Q And why would you have sent this to Mazars?
3	Q Did you look at the previous year's Statement of	3	A Because it is the backup for the number for the
4	Financial Condition?	4	numbers that were used on the supporting data spreadsheet.
5	MR. WALLACE: Objection, leading.	5	Q And who would have done this adding tape in the
6	MS. HERNANDEZ: You tricked me there, Kevin.	6	middle of the document?
7	THE COURT: It is leading, sorry. We led you	7	A I think I did.
8	down the wrong path.	8	Q And why would you have done that?
9	MS. HERNANDEZ: We did, right.	9	A To indicate the calculations that were made.
10	Q How did the previous year's Statement of Financial	10	Q And what calculations are these?
11	Condition play into the process for creating or maintaining and	11	A The top one is for, it looks like average security
12	updating the spreadsheet for a new year?	12	cost without excessive security due to political campaign.
13	A My process would have started by doing what we did in	13	The next one is for operating expenses.
14	the previous year. So obtaining the same sort of information.	14	Q So why did you have to do that, average security cost
15	And as we are looking at 2017, right?	15	for this year?
16	Q Correct.	16	A Because I was told to.
17	A I would have had the backup for 2016, because I	17	MS. HERNANDEZ: Okay. And if we could go to
18	worked on that statement, and I probably would have looked at	18	page four.
19	the same backup for 2016 and requested that for the updated	19	Q What is this document? Or what is this page of the
20	year.	20	document?
21	Q So it would build upon each other every year?	21	A It looks like it indicates the Trump Tower campaign
22	A Generally, yes.	22	lease information.
23	MS. HERNANDEZ: And so, for Trump Tower I am	23	Q And what role did this play in the 2017 value?
24	going to pull up what has been premarked in evidence as	24	A Can you show the spreadsheet back on the screen?
25	PX-761.	25	Q Sure.
Birn	ey - by Defendant - Direct (Hernandez) Page 5313	Birn	ey - by Defendant - Direct (Hernandez) Page 5315
1	(Handing)	1	MS. HERNANDEZ: Nate, can you pull up PX-758
2	Q Do you recognize this document, Mr. Birney?	2	again?
3	THE COURT: While he is looking, is this in	3	A It has something to do with the rental income for
4	evidence?	4	vacant campaign-related space line items on the supporting data
5	MS. HERNANDEZ: Not yet.	5	spreadsheet. I just can't pinpoint the data right now.
6	THE COURT: Not yet. Okay.	6	Q Okay. But this would have been the data you were
7	A Yes.	7	looking at when putting these figures in in the supporting data
8	Q What is this document?	8	spreadsheet?
9	A The backup to the 2017 Trump Tower commercial	9	A I believe so.
10	valuation, the backup to the information in the supporting data	10	MS. HERNANDEZ: Okay. And then, Nate can you
11	spreadsheet.	11	actually pull it up side by side, PX-761?
12	Q Would you is this the information you would have	12	And can you go to the last page?
13	sent to Mazars?	13	And zoom in on
14	A This is the information that was sent to Mazars.	14	Q Well, let me ask you first. Mr. Birney, what is the
15	MS. HERNANDEZ: Your Honor, I would like to move	15	last page of the backup for Trump Tower?
16	Plaintiff's Exhibit 761 into evidence.	16	A It is a list of class A office building sales in
17	THE COURT: Granted, it is in.	17	Manhattan, in midtown Manhattan, with the cap rate identified
18	(Whereupon, the document referred to was deemed	18	that was used for this year; identified with the star.
19	marked for evidence as Plaintiff's Exhibit 761 by the	19	MS. HERNANDEZ: And Nate, can you pull up number
20	Court.)	20	five with the star?

Q So whose handwriting is this on the first page, 21 Mr. Birney? 22

23 Α Mine.

And what is the first page of this document? Q 24 25

It is an income statement for the year ending

It is okay if you have to take the supporting data spreadsheet down.

Q Is this the star you are referring to, Mr. Birney?

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What does that star indicate? Q

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NYSCEF DOCNYNOAttorney General v. **Donald Trump** November 27, 2023 Birney - by Defendant - Direct (Hernandez) Page 5316 Birney - by Defendant - Direct (Hernandez) Page 5318 It indicates that that number was used. MR. WALLACE: Objection again to the "would." 2 That this cap rate was used? 2 Who highlighted and added stars to this page? Q A Yeah. It indicates that the 2.9 percent cap rate was I did. 3 3 Α 4 used. 4 Q And why would -- why did you add those highlights and 5 Q And where had you -- where would you have gotten this 5 stars? market data from? 6 6 A To draw attention to it, because that was the number 7 A I think I got it from Jeff, who got it from Cushman, 7 that was used -- those were the numbers that were used in the I think. supporting data spreadsheet. 8 8 Q And looking to page three. 9 MS. HERNANDEZ: And can we pull up PX-758 again? 9 Is that the same reason you added highlights and Q Is that what is reflected there on the cap rate note 10 10 on line 79? stars to the numbers at the bottom of the page? 11 11 MR. WALLACE: Objection, leading. 12 THE WITNESS: Can you scroll down slightly? 12 (The document on the screen was scrolled.) THE COURT: Sustained. 13 13 Q Sorry, it would be 83 to 84. Q Why did you add stars to the numbers at the bottom of 14 14 15 A Yes. 15 the page? Q So we are going to go to Niketown, the next property. A To draw attention to the figures that were used in 16 16 Can you tell me a little bit about Niketown? the supporting data spreadsheet. 17 17 Yes. Niketown is a retail space located on And what figures are these? 18 18 57th Street, adjacent to Trump Tower. Can you pull the spreadsheet up again? 19 19 20 Q And how did you value Niketown in 2017? 20 Similar approach to Trump Tower. It was net MS. HERNANDEZ: Thank you, Nate. 21 21 operating income divided by cap rate. A Both figures were used, both the 1,652,847 and 22 22 O And how would you have gathered the information again 23 23 1,702,432. to value Niketown here? Q I think you were continuing, were used? 24 24 25 A I probably would have had it from the year before. 25 Were used in the supporting data spreadsheet. Birney - by Defendant - Direct (Hernandez) Page 5317 Birney - by Defendant - Direct (Hernandez) Page 5319 MS. HERNANDEZ: Okay. And so I am going to pull MS. HERNANDEZ: That's a good stopping place for 1 1 up what has been premarked as D-1056. me today, Your Honor. 2 2 THE COURT: Five-minute warning. THE COURT: You are not finished with the 3 3 MS. HERNANDEZ: Thank you, Your Honor. witness but it is a good stopping place? 4 4 (Handing) MS. HERNANDEZ: Yes, sir. 5 5 THE COURT: Okay. We will see you all 10:00 6 Q Do you recognize this document, Mr. Birney? 6 7 A Yes. 7 tomorrow. And what is this document? MS. FAHERTY: Do you want to instruct the 8 Q 8 9 A It is the backup to the supporting data spreadsheet 9 witness, Your Honor? for the Niketown asset for 2017. THE COURT: I instruct the witness not to 10 10 O And this would have -- would this have been sent to discuss this case or his testimony or anything related to 11 11 12 Mazars? it during the evening break while you are still a witness. 12 This was sent to Mazars. Thank you. 13 13 MS. HERNANDEZ: Your Honor, I would like to move (Whereupon, the trial stood adjourned to 14 14 what has been premarked has Defendant's Exhibit 1056 into November 28, 2023 at 10:00 a.m.) 15 15 evidence. 16 16 THE COURT: Granted, it is in. 17 17 18 (Whereupon, the document referred to was deemed 18 19 marked for evidence as Defendant's Exhibit 1056 by 19 20 the Court.) 20 Q So, what are the first -- what is the first page of 21 21 22 this document, this backup? 22 23 A It is a lease summary for the Nike lease. 23 Q And going to page two, who would have done the 24 24

highlights and stars on this page?

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