DINNER SPEECH/TOAST

FOR

JEFFREY ALTMAN

Hello everyone and thank you for joining us at this very well earned celebration dinner. I want to welcome each and every one of you here tonight. Every person in this room offered their unique and considerable expertise and talent in seeing this venture to fruition. We faced the challenges, did the hard part, so now let’s take a minute, bask in our mutual accomplishment…. for a least a few moments…. and set our sights for the future!

I knew this project was going to be special even at the very beginning. Of course the magnitude of the opportunity as well as its potential impact on one of the fastest growing areas of one of the hottest cities in the country didn’t hurt, but it was the foresight and laser-like focus of Jeffrey Goldberger that really set the tone. I will never forget that first meeting. Jeff looked me in the eye and said, “I only go after things I’m going to win.” He then listened intently, followed my lead throughout the presentation, and said he would take my advice. I can now confess that although I was a little stunned encouraged by his rapt attention, I couldn’t help but have that pesky thought bubble over my head that said, “I CANNOT believe this guy!! He is ACTUALLY listening to me!!! If only he knew that **DEFINITELY. DOESN’T. HAPPEN. AT HOME…”** (**And wait for the laugh**). Jeff, it was a privilege for you to have paid such close attention. Your focus and thought process were great to observe and I really appreciate the opportunity to collaborate with you and your partners on this deal.

I would also like to take a moment to extend a special thanks to Andrew Axelrod and his team for their cooperation, attention to detail and the commitment to complete the transaction while maintaining mutual respect for all parties involved.

To my team at Houlihan Lokey, I want to thank all of you as well, for also listening to me!! (**If you want you can add, “It’s no wonder I LOVED this project!**). Jeff, we’ve all had the experience of a lifetime working with you and your teams and I know I speak for everyone when I say that we intend that this is just the beginning of a profitable and mutually satisfying relationship. Our “maiden voyage” has the potential to “**alter the face**” (**if you want you can say…** **“pun ‘kind of’ intended” and wait for the laugh. If you think it’s not appropriate you can say, “Alter the landscape”**) of Los Angeles. Downtown LA is already in the midst of an unprecedented Renaissance and your projects will have an enormous impact on a revived and vital community.

It has been our pleasure at Houlihan Lokey to sponsor this celebration and I invite all of you to raise a glass as we toast to the future. Here’s to new projects, groundbreaking success, and prosperity for all…. so… Who’s open for a breakfast meeting to discuss the next project? (**You can then say… “So we can pay for** **dinner!”…** **And wait for the laugh**). Thank you all!!