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FEDERAL BUREAU OF INVESTIGATION

1D082-Session 6

Audio Recording:

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September 21, 2016

Participants:

J.T. Burnette

UC-4180

UC-5271

UC-3154

Unidentified Male

United States Department of Justice

P R O C E E D I N G S

1 UC-4180: And you're clearly not.

2 J.T. BURNETTE: That's right. [15:16:00]

3 UC-4180: You know, I've just seen you talk about
4 a lot of these things that you've accomplished, and
5 they ain't going to be accomplished by an outsider.

6 J.T. BURNETTE: Yeah. That's tough. [15:16:11]

7 UC-4180: So I kind of want you to figure out for
8 us -- and I know there's that whole thing about, you
9 know, [REDACTED] -- [REDACTED] [REDACTED]
10 [REDACTED], really, but I also want to
11 figure out, you know, where do you fit into the scheme
12 of things for us?

13 J.T. BURNETTE: So I really think there's -- I
14 think there's two core issues to have a conversation
15 about.

16 So there -- so Scott Maddox and I have a very deep
17 relationship.

18 UC-4180: Now, he's the county guy? County --

19 J.T. BURNETTE: He's the city commissioner. Okay.

20 UC-4180: City commissioner. Okay.

21 J.T. BURNETTE: Scott Maddox is, you know,

22 arguably, probably the most sophisticated politician of

1 all the city and county players period. [15:16:58]

2 UC-4180: Okay.

3 [REDACTED]

4 [REDACTED]

5 [REDACTED]

6 [REDACTED]

7 [REDACTED]

8 [REDACTED]

9 [REDACTED]

10 [REDACTED]

11 [REDACTED]

12 [REDACTED]

13 [REDACTED]

14 [REDACTED]

15 [REDACTED]

16 [REDACTED]

17 [REDACTED]

18 [REDACTED]

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18 [REDACTED]]

19 [REDACTED]
20 J.T. BURNETTE: Okay? So Scott and I have always
21 worked deals together because at the end of the day,
22 Scott can always wrangle the commission kind of in his

1 direction. [REDACTED]
2 [REDACTED]
3 [REDACTED]
4 [REDACTED]
5 [REDACTED]
6 [REDACTED]
7 [REDACTED]
8 [REDACTED]
9 [REDACTED]
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14 [REDACTED]
15 [REDACTED]
16 [REDACTED]
17 [REDACTED]
18 [REDACTED]
19 [REDACTED]
20 [REDACTED]
21 [REDACTED]
22 [REDACTED]

1 J.T. BURNETTE: Right. So, you know, the city
2 it's different than CRA. The other parcels working
3 with -- North American Property has got the CRA. This
4 is just a city-owned parcel, which they got a
5 lot -- there's a lot more flexibility because, you
6 know, instead of -- the CRA is a nine-person board.
7 City is a five-person board, a hell of a lot easier to
8 navigate that than it is to navigate the other.

9 [15:32:33]

10 UC-4180: Well, especially if you've got Maddox in
11 your pocket, that's --

12 J.T. BURNETTE: Yeah.

13 UC-4180: And [REDACTED]

14 J.T. BURNETTE: Correct.[15:32:27]

15 UC-4180: It's a done deal.

16 J.T. BURNETTE: It's --

17 UC-4180: Yeah.

18 J.T. BURNETTE: -- pretty much a done deal.

19 [15:32:30]

20 UC-4180: So I'll kind of hit you in the mouth
21 with this question. I mean, you and Scott Maddox go
22 way back, but what is -- I mean, I think you probably

1 picked up on the way that I've done business and the
2 way -- so how do we, how do we make that happen--

3 J.T. BURNETTE: In the end of the day, I will make
4 that happen with Scott. [15:32:44]

5 UC-4180: But how? I mean, is it a financial
6 piece? Is it a --

7 J.T. BURNETTE: [15:32:47] So, here's the simple
8 deal. So you structure it in a simple real estate
9 formula -- right? -- where it's -- you know, there's
10 capital put in. Let's just call it \$10 million. Let's
11 just pick a number. You know, there is a 6 percent
12 return paid on that 10 percent. And, effectively,
13 there's a 20 -- after the pref is
14 paid -- right? -- everybody gets paid their return
15 first.

16 And then we get -- I get like 20 percent of the
17 deal above and beyond the pref, right? So I
18 don't -- again, I don't want to do anything other than
19 deliver the politics to it. I don't want to be
20 involved in designing. I don't want to be involved in
21 building. I don't want to be -- I don't want to be a
22 f [REDACTED] developer. I want to have the political

1 responsibility to deliver what I need to

2 deliver -- right? -- and get 20 percent for that. And

3 I will take care of Scott. [15:33:35]

4 UC-3154: From that 20 percent?

5 J.T. BURNETTE: Correct. [15:33:38]

6 UC-4180: And, and - okay. Well, I mean,

7 that's -- because that's -- I mean, when it comes right

8 down to it, that's the dirty politics of --

9 J.T. BURNETTE: Yeah. [15:33:38]

10 UC-4180: -- getting things done. [REDACTED]

11 [REDACTED].

12 [REDACTED]

13 [REDACTED]

14 [REDACTED]

15 [REDACTED]

16 [REDACTED]

17 [REDACTED]

18 [REDACTED]

19 [REDACTED]

20 [REDACTED]

21 [REDACTED]

22 [REDACTED]

1 P R O C E E D I N G S

2 J.T. BURNETTE: You only need three.

3 UC-4180: And, and [REDACTED] -- and [REDACTED]
4 could deliver [REDACTED], if necessary.

5 UC-3154: But, you don't need it. You got three.

6 J.T. BURNETTE: You don't need it. You got three.

7 [15:36:45]

8 UC-4180: I see what you're saying.

9 J.T. BURNETTE: You've got Scott, [REDACTED], and -

10 [15:36:48]

11 UC-4180: So are we wasting our time with [REDACTED]

12 [REDACTED]?

13 J.T. BURNETTE: So here's the thing. You have to
14 know what you're trying to accomplish to be able to get
15 somebody to do something. Okay? If you want me to
16 shoot somebody over there on that building, I'm going
17 to have to use the right equipment to shoot the guy
18 over there on the building. Right? But if I don't
19 know what I'm shooting at, you can't figure who the
20 right -- what the right equipment is.

21 UC-4180: Okay.

22 J.T. BURNETTE: Right?

1 UC-4180: I want to know that you can buy the
2 equipment regardless. I don't care what piece of
3 equipment you need. I want to know that I can buy the
4 equipment. Make sense?

5 J.T. BURNETTE: The equipment is -- you can buy
6 the equipment.

7 [REDACTED]

8 [REDACTED]

9 [REDACTED]

10 [REDACTED]

11 [REDACTED]

12 [REDACTED]

13 [15:37:38]

14 [REDACTED]

15 [REDACTED]

16 [REDACTED]

17 [REDACTED]

18 [REDACTED]

19 [REDACTED]

20 [REDACTED]

21 [REDACTED]

22 [REDACTED]

1 [REDACTED]
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3 [REDACTED]
4 [REDACTED]
5 [REDACTED]
6 [REDACTED]
7 [REDACTED]
8 [REDACTED] 15:55:16]
9 [REDACTED]
10 [REDACTED]
11 [REDACTED]
12 [REDACTED]
13 UC-4180: And it's -- and then Scott's your buddy?
14 J.T. BURNETTE: And Scott's my buddy.
15 UC-4180: And I take it you probably cut him in on
16 some of the --
17 J.T. BURNETTE: Absolutely. [15:55:29]
18 UC-4180: -- some of your business deals and --
19 J.T. BURNETTE: Well, Scott's --
20 UC-4180: -- that's how he gets it.
21 J.T. BURNETTE: Scott's lobbying firm works for
22 us. [15:55:34]

1 UC-4180: Okay. So you -- he just gets paid

2 through his lobbying firm, right?

3 J.T. BURNETTE: He definitely gets paid through

4 the lobbying firm. [15:55:40]

5 UC-4180: Okay. [15:55:38]

6 J.T. BURNETTE: That's right

7 UC-5271: But what's that number look like? So

8 like one of our projects --

9 J.T. BURNETTE: It depends on what you want to

10 accomplish. [15:55:48]

11 [REDACTED]

12 [REDACTED]

13 [REDACTED]

14 [REDACTED]

15 [REDACTED]

16 [REDACTED]

17 [REDACTED]

18 [REDACTED].

19 [REDACTED]

20 [REDACTED]

21 [REDACTED]

22 [REDACTED]

1 [REDACTED]
2 [REDACTED]
3 [REDACTED]
4 [REDACTED]
5 [REDACTED] --
6 [REDACTED] - [15:56:32]
7 [REDACTED] --
8 J.T. BURNETTE: It's a project-by-project thing.
9 I-I just don't -- so you have [REDACTED], right? You're not
10 going to buy [REDACTED]. You're really not going to buy [REDACTED]
11 either.
12 UC-4180: Yeah.
13 J.T. BURNETTE: Right? You're only going to
14 convince them on the merits of what you're doing. Now,
15 keep in mind that Scott or all --
16 UC-3154: Convinces them.
17 J.T. BURNETTE: Scott convinced them. So does
18 [REDACTED]
19 [REDACTED]
20 [REDACTED]
21 [REDACTED]
22 [REDACTED]

1 J.T. BURNETTE: -- as long as it's not like

2 political suicide. [15:57:00]

3 UC-5271: Yeah, right. My question is, okay,

4 for -- let's say it's Scott. What is that -- and you

5 like -- we did that one piece where you said, you know,

6 your percentage at the end, you'll take care of Scott.

7 J.T. BURNETTE: Right.

8 UC-5271: But for me, factoring that in, when I

9 look at every project I do, what number am I factoring

10 in? Am I saying this is a --

11 J.T. BURNETTE: It's all on how heavy the lift is.

12 I mean, look, it's --

13 UC-5271: So it's not like -- he's not like

14 a -- like there's one place that I budget 10 percent

15 because I know it is going to cost me -- about 10

16 percent of my total development cost, I'm going to

17 spend making --

18 J.T. BURNETTE: On "marketing cost" [hand gesture

19 emphasis]. [15:57:35]

20 UC-5271: -- sure when something goes -- when I go

21 in front of a vote, I already know what the votes are.

22 UC-4180: You [UI]. Yeah. [15:57:39]

1 UC-5271: And it's costing me about 10 percent.

2 J.T. BURNETTE: Yeah. So --

3 UC-5271: Is that a --

4 J.T. BURNETTE: No. And that's a realistic

5 number. I mean, here here -- there's a minimum

6 threshold. There ain't nothing happening for less than

7 \$25,000. Right? And you can damn near move a mountain

8 for 100. [15:57:51]

9 UC-5271: Yeah.

10 J.T. BURNETTE: Right?

11 UC-4180: Per project. If there's a lift in that

12 project --

13 J.T. BURNETTE: If there's a lift, it's costing

14 you \$25,000. [15:58:00]

15 UC-4180: And if it's a heavy lift, it could cost

16 100.

17 J.T. BURNETTE: It could cost 100. [15:58:03]

18 UC-4180: Okay.

19 UC-3154: And how does that go? If there's lots

20 of (inaudible).

21 (Overlapping voices.)

22 J.T. BURNETTE: I mean, no. Here's the thing,

1 right? If your request is this, like let's just say,
2 for example, we actually talked about developing
3 Fallschase checks or something like that --

4 UNIDENTIFIED MALE: Uh-huh. [15:58:13]

5 J.T. BURNETTE: -- and we go get the county to pay
6 \$3 million for a piece of the property, it's gonna cost
7 us 300 grand. Right? It's gonna to cost us 10 percent
8 of the gift. [15:58:23]

9 UC-3154: Uh-huh.

10 J.T. BURNETTE: Right? But, I mean, it's still
11 effectively right around the number --

12 UC-3154: Right.

13 J.T. BURNETTE: -- your formula number.

14 [15:58:30]

15 UC-3154: Yeah.

16 UC-4180: And that flows how? That just flows
17 into the -- you said you write a check for 25,000 or
18 you write a check --

19 J.T. BURNETTE: Well, no. It's like, for example,
20 I -- you know, for example, let's just say you are
21 going to get Scott to go find \$3 million of blueprint
22 dollars to buy a piece of a deal. Right? [15:58:47]

1 UC-4180: Uh-huh.

2 J.T. BURNETTE: You know, you're going to end up
3 paying, you know, call it \$10,000 a month the next 3
4 years for him to lobby for you. [15:58:55]

5 UC-4180: Okay. I gotcha.

6 J.T. BURNETTE: Right? His lobbying terms, he'll
7 lobby for you for \$10,000 a month the next 3 years.
8 So --

9 UC-4180: That's how he structures it?

10 J.T. BURNETTE: Yeah. [15:59:05]

11 UC-4180: Okay.

12 J.T. BURNETTE: But every -- it's --

13 UC-4180: Tallahassee is an interesting place.
14 I'll, I'm going to tell you that. It's -- it's umm --
15 it's clearly "good ole boy" network, but it's not like
16 a "good ole boy" network like I've seen in other
17 places, where -- look, man, you just flat-out know --

18 J.T. BURNETTE: You know what you've got to pay.
19 [15:59:34]

20 UC-4180: You know who you've got to pay and how
21 you're going to pay it --

22 J.T. BURNETTE: Yeah.