1 UNITED STATES DISTRICT COURT SOUTHERN DISTRICT OF NEW YORK -----x 2 3 BEACON ASSOCIATES LLC I, et al., 4 Plaintiffs, 5 14 Civ. 2294 (AJP) v. 6 BEACON ASSOCIATES MANAGEMENT, et al., 7 Defendants. 8 _____X 9 February 25, 2015 10 10:00 a.m. Before: 11 12 HON. ANDREW J. PECK 13 Magistrate Judge 14 APPEARANCES 15 HERRICK FEINSTEIN LLP Attorneys for Plaintiffs 16 BY: ARTHUR JAKOBY 17 AKIN GUMP Attorneys for Defendants 18 BY: MITCHELL HURLEY RACHEL PRESA 19 FOLKENFLIK & MCGERITY 20 Attorneys for David Fastenberg, Trustee BY: MAX FOLKENFLIK 21 22 23 24 25

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1	(Case called)
2	(In open court)
3	THE COURT: Be s
4	all the various letters,
5	looking for?
6	MR. HURLEY: Goo
7	Akin Gump, on behalf of A
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13	including AIJED, includin
14	calculation of net equity
15	about that between Beacon
16	THE COURT: You
17	AIJED, correct?
18	MR. HURLEY: We
19	have been given what Mr. 1
20	correct, yes, but not any
21	clients or any of the oth
22	THE COURT: Why
23	MR. HURLEY: So,
24	letter, we believe the re
25	equity on November 17

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THE COURT: Be seated. All right. So, I have read he various letters, but what exactly is it that AIJED is ng for? MR. HURLEY: Good morning, your Honor. Mitch Hurley, Gump, on behalf of AIJED International. AIJED is seeking documents that were previously ced by Beacon to the clients of Mr. Folkenflik, who is at el table here, and Mr. Whiteley. The documents relate to nvestment activity of investors in Beacon, the

produced by Beacon to the clients of Mr. Folkenflik, who is at counsel table here, and Mr. Whiteley. The documents relate to the investment activity of investors in Beacon, the contribution and withdrawal activity of those investors, including AIJED, including Mr. Folkenflik's clients, and calculation of net equity for those people, and communications about that between Beacon.

THE COURT: You have been given the information about AIJED, correct?

MR. HURLEY: We have been given -- we understand we have been given what Mr. Folkenflik was given about AIJED, correct, yes, but not anyone else, not about Mr. Folkenflik's clients or any of the other investors.

THE COURT: Why do you need anyone else's?

MR. HURLEY: So, as your Honor knows from reading the letter, we believe the recalculation that Beacon did of our net equity on November 17 -- which was a change from their original

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November 6 calculation -- is wrong. So, what they have done is taken two investment funds with different investor bases and net all the contributions and withdrawals against each other, even though, as I said, different investor bases, large inflows of money after the initial creation from the offshore fund from investors that never had anything to do with the onshore fund. So, we believe --

THE COURT: Let me ask a question. The investments went to Beacon as AIJED money, yes? In other words, did it show that it was investor Sherlock Holmes who put in money one day and investor John Watson who put in money another? Or that's on your books, and what Beacon has is that AIJED made an investment or a withdrawal on those days?

MR. HURLEY: On AIJED's books there is a redemption withdrawal from Associates, and an investment for the offshore.

THE COURT: On Beacon's books.

MR. HURLEY: The way Beacon handled it was through a book entry, because there aren't two separate onshore and offshore funds at Beacon. Now, AIJED is a fund-to-funds, both of them are. With respect to numerous of the other funds-to-funds that were affected by the redemption withdrawel, those fund-to-funds did treat it as a redemption and withdrawal. But in any case, as of June 2005, when the offshore fund was created, there was substantial net equity in -- I'm sorry. OK.

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THE COURT: You're not being clear. And while some of this goes to the merits, I just want to understand -- and maybe I'll direct it to Mr. Jakoby -- on Beacon's books, is there anything that shows who the members of AIJED onshore and offshore are and how much they have invested, or does it just show the money that went in and out to AIJED I and AIJED II?

> MR. HURLEY: I believe it's the latter. THE COURT: OK.

MR. HURLEY: So, the reason that we believe this is relevant information is because we have gone back and said we don't think this is consistent with Judge Peck's order; we need to understand why you're doing it this way. And one of the responses we got is: This is just the way we handle related fundings; this is the way all the other similarly situated entities were treated. Mr. Folkenflik has made a similar statement about his own clients to the extent they were similarly situated. We believe we are entitled to examine that assertion. Your Honor's order also says --

THE COURT: Well, does it matter? It may be that at least as to Mr. Folkenflik's clients, who are in the same boat allegedly as AIJED, that that will all come out, and so we might as well deal with it now. But as for anyone else --

So, let's be clear. Other than funds that Beacon allegedly has treated the same as you, are you seeking it for funds that they have not treated the same?

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MR. HURLEY: We're seeking all the information so we can make our own evaluation about who is similarly situated and who is not.

THE COURT: OK, in that case it's denied, the request is denied.

MR. HURLEY: But, your Honor, can I just -- a piece of information I think is really crucial here is that we have signed off on the same confidentiality order that Mr. Folkenflik signed off on to get these documents. There is no burden associated with producing it at all. It's been produced before.

THE COURT: Here is the burden, which is, one, the expense to the fund, which is coming out of other people's share. Second, it sounds like --

Well, let me put it to you this way. All I'm interested in is the legal concept. If they treated you incorrectly as a matter of -- there probably is no law here -as a matter of equity, that will be dealt with. It will be dealt with as to any other fund who claims they were similarly mistreated. That will be done by the court on a high-level analysis, shall we say.

Now, whether there is somebody else out there that they've distributed money to, who they did not net out who should have been, that distribution went out. I have already told you we're not doing any claw-backs, so it is what it is.

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MR. HURLEY: Two things, your Honor. No one has ever raised the objection that this would be costly or unduly costly. I think it's just pressing a button to send it, first of all.

Second, with respect to claw-backs, we heard you loud and clear, your Honor. What we want to be able to do is to the extent they are going to continue to argue that what they are doing to AIJED is OK because all the other similarly situated funds were treated the same way, we would just like to be able to review the documents and say either we think that's right or it's wrong.

THE COURT: Let me ask Mr. Jakoby: First, is that your argument? Or is your argument that this is the appropriate way to do it? In other words, if you are going to rely upon some argument of, you know, we treat all similarly situated people the same, then maybe they're entitled to see who is similarly situated, maybe not.

If, on the other hand, the argument is related funds should be treated this way, that's what makes logical sense, etc., etc., that's a different argument.

MR. JACOBY: Your Honor, to answer that question I need to back up for a moment, because I don't think that --

23 Well, first, before I even start, let me emphasize 24 that the fund takes a neutral position on whether or not the 25 two AIJED accounts should be combined and whether or not the

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other what I will call related accounts that we have identified that have nothing to do with AIJED should be combined. We take a neutral position.

But let me back up. Because when this issue came up on December 21 and December 22 of 2014, at that time I asked Mr. Hurley in writing -- and I can hand up the e-mail to your Honor -- and I have extra copies with me -- why is it that you want all the historical data for all the investors. And he answered: Respectfully, the reason we want your information is pretty obvious, so that AIJED can evaluate whether there is any additional basis for challenging proposed distributions to those investors.

And, your Honor, although he abandoned that reason once he heard what your Honor said during the phone conference -- and now there is a totally different reason why he wants it -- there is, as he said initially -- and I quote --"The reason we want your information is pretty obvious." And it remains obvious today.

Second of all, let me say that if we gave him all the information, there is nothing in that data -- unless he is looking for similar names -- that will help him link accounts.

Beacon has provided him with all information concerning the related accounts that we have identified, some of them with similar names, some of them not with similar names. He can't find the ones without similar names by just

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looking through data.

And we're not favoring one investor over another. In fact, we have identified clients of Mr. Folkenflik that we contend have related accounts. In fact, the majority of the ones we have identified are clients of Mr. Folkenflik. So, we're not favoring them.

When Mr. Hurley initially asked for this information, he made it clear to me that the reason he sought it is because he believed that driving the AIJED boat was Mr. Folkenflik, and he wanted to go after Mr. Folkenflik. And in fact he says that when he says "so that AIJED can evaluate whether there is any additional basis to challenge a proposed distribution to those investors." So, who are those investors? It's Mr. Folkenflik's investors. He figured -- and we had conversations -- if I can attack Folkenflik, I can get him to compromise. And he told me that, although that's not in the e-mail. But I can hand up the e-mail. You can see how this issue progresses.

19 THE COURT: I assume you can read accurately; I don't 20 need the e-mail yet.

21 MR. JACOBY: So fast forward to today. He totally 22 changed his reason for requesting the information.

We have identified all related accounts. We have given him all the calculations behind every single investor and what the difference would be if the accounts are merged or not

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merged, so that he could see how we are treating all such investors.

And we have also advised -- pursuant to your Honor's order, and as we initially suggested -- we have advised all such investors of the issue. We have told them about all the dates. Some investors have told me that they're electing to brief the issue, and they're going to be providing me with briefs, which I will then file with the court.

So, in answer to your Honor's question, providing him with all the ins and outs of every single investor is not going to help him; it's not the issue before this court.

THE COURT: So, let me be clear. You have given him the information for all the accounts that you believe and have identified as possibly related accounts?

MR. JACOBY: Yes. And since we are neutral on this issue, we have painstakingly gone through every account. We have also searched through institutional memories, because it could be that if it's not a similarly situated name, you are not going to figure it out unless you have the institutional memory.

21 We went through every single account, and we have 22 identified, we have gone overboard in terms of identifying any 23 possible situation where one could argue that somebody had 24 money in one account and that that same money was either 25 transferred totally out of the account -- which is a little bit

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different situation than AIJED, because there was a paper transfer -- but we also have investors who withdrew money, were no longer investors, and then opened up accounts either in their own name again, same name as before, or a different name. And we have identified all such investors. And there are holdbacks with respect to those investors.

Also you should know, your Honor, that before the distribution we had auditors review our work, because we wanted to be so careful that we were getting it right. They are aware of the situation. They too have pored through all the numbers. So, this isn't just the Beacon fund, but also an auditor looking through and confirming that everything is right.

And while we are an open book, we are not an open book when it comes to challenging your Honor's October 31, 2014 order. And in fact we will aggressively try to block any investor who is trying to claw back money or seek information for the purpose of clawing back money and, you know, for lack of a legal term, trying to muck things up, and therefore force a compromise or anything else.

We are neutral on the issue, and we encourage all parties to put the issues before the court and address them so that your Honor can render a decision. Thank you very much.

23 MR. HURLEY: Can I just respond briefly, your Honor? 24 THE COURT: Let's let Mr. Folkenflik, who may have 25 more of a dog in the fight than Mr. Jakoby, go first, and then

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we will get back to you, Mr. Hurley.

MR. FOLKENFLIK: No, my argument is not addressed to the similarity of treatment of other accounts with respect to AIJED. All we're trying to do -- or going to try to do with respect to my individual clients who have been identified as hold-back clients -- all I'm trying to do with respect to AIJED is correctly apply the terms of your Honor's order.

And here is the situation we are faced with. As I said to Mr. Hurley, when we were looking at these accounts, one of the questions we raised is: Are there accounts where there should be some adjustment to the distribution numbers because there are historical profits figured into somebody's cash-in balance? As your Honor's order can basically be read as requiring that everybody get back their cash basis before anybody gets profits.

And we looked at these two AIJED accounts, the offshore and the onshore -- although there are actually four. There is an account for Salt, which is a liquidating trust; there is an account that referred to as QP, which is some other AIJED account, and we don't have all the details on that, that might have been merged in Beacon's books -- but we looked at the AIJED accounts, and we saw that one account was started with money from the other account in a book transfer, and one account is a cash winner to the tune of four plus million dollars, and the other is a cash in/cash out loser. So we

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looked at that disparity, and it seemed that there was a problem there.

We're not sure just yet what the problem is. There might be a question of whether you allocate a basis among the surviving entity and the new entity.

It might be that you allocate all of the basis to the new entity, and then they received a certain amount of cash profits, not a large number -- I believe it's \$385,000 -- that should be deducted.

It might be that there is some other analysis that needs to be done. There are some people in both of the accounts, including in particular the manager, Mr. Gordon, whose management company were members of his family. We need to look at those numbers.

But I said to Mr. Hurley, after I reviewed their document production, that it's a little hard to figure out exactly what's going on. They withdrew from AIJED LLC, the onshore account, approximately \$32 million to be invested in the offshore account but only 6.9 million came from Beacon, and the another 25 million came from other fund or funds.

So, we are looking at that, and we're saying what's the proper accounting, and what's the proper way to apply the court's order, and that's it. That's the only thing we're looking at.

With respect to my clients, they've gotten the

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numbers. There is a question as to whether they invested in Beacon through a fund called First Frontier, and then it was transferred to the individual names, so that minor amount of profit -- and it's really fairly trivial -- whether it should be deducted from their cost basis. And the answer is most likely yes.

There is one person who withdrew money and then a few months later opened up an account again, and the question is how do you allocate the basis from what you withdrew and what you put back. Do you put all of it in what she put back, and then she would be a winner with respect to what she put back? Only include some of it? That client may have a separate attorney representing her, or pro se, before your Honor, so I don't want to go too far into the merits of that.

But in all events we're trying to be as low-impact as we can, trying to discover what the facts are, and not trying to overlitigate or take extreme positions, because frankly it's not that great an idea and particularly not with your Honor.

So, I think Mr. Hurley and I talked about having a sit-down with Arthur Gordon preferably in person but possibly by telephone, who was the manager of the AIJED accounts, and say can you give us some institutional understanding. And then we may be consulting with accountants or experts with regard to the allocation issue, the accounting basis issue.

And I think other than that, and trying to identify

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individuals for whom a benefit from Madoff profit is still being enjoyed, for want of a better word, I think we're done, and then we will present it to your Honor, and your Honor will choose what your Honor believes is the best interpretation of your Honor's order.

THE COURT: All right. Mr. Hurley, you wanted to desperately say something. Then the question you should think about as you start is I hear Jakoby saying you got everything about all the hold-back entities, and that's all that's at issue.

MR. HURLEY: I think that kind of begs the question though. We have everything about what he has identified as the appropriate holdback entities. With all due respect, this is a very complicated process; mistakes have been made. I do want to make one thing still clear.

THE COURT: Your request is denied in that case. MR. HURLEY: Judge, can I make something crystal clear?

THE COURT: Yes.

MR. HURLEY: We're not challenging the October 31 order. We accept that. We will stipulate we're not going to seek a claw-back.

You asked Jakoby whether he is going to make an argument that part of the reason that his treatment of AIJED is acceptable is because he thinks everybody else was treated that

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way. I'm not sure he ever really responded to that question.

THE COURT: He basically said he is taking no position; the fund is taking no position on whether these people like AIJED should or shouldn't be treated as single or separate entities. So, he's got no position. You have heard Mr. Folkenflik say he is not going to argue that you should be treated one way because everybody is similar to you. So that argument is gone. If it changes because somebody says something in their papers -- which are due very shortly -- I will either give you discovery or, frankly, reject the argument. So, that's off the table.

MR. HURLEY: Would it not be relevant if in fact we were to discover that there were a bunch of people that were treated differently than AIJED that were similarly situated, regardless? I mean it seems to me like --

THE COURT: There the answer is somebody who has standing perhaps should argue that there should be a claw-back from those entities.

MR. HURLEY: OK.

THE COURT: But, you know, there is no claw-back. MR. HURLEY: OK. And I just want to make one other thing crystal clear. The e-mail that Jakoby read to you on December 22 -- as you might imagine, your Honor, this has been a developing situation for me. I just got involved at the end of November. So, trying to understand exactly what arguments

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might be made and what might be relevant has developed. The conversation that I had was actually after December 22, where I was really focused on this netting, and I said I don't understand how this netting could make any sense. And that is when I heard from Jakoby, well, we did this for everybody. So, I started to focus more on that as an issue. I just wanted to be clear I wasn't trying to mislead anyone.

THE COURT: OK. I assume you are acting in good faith on behalf of your clients, just like everyone else here, who I have had the unfortunate knowledge of over too many years. So, that's fine.

The other thing, you know, I think it was clear from my earlier question, but it seems to me -- and this is not a definitive decision; this is just my thinking -- that just like in terms of the -- well, let me not do it that way.

The fact that AIJED -- what I'm now calling AIJED I and AIJED II what you are calling onshore and offshore -- the fact that they have different members behind the scene, shall we say, but not on Beacon's books, may be something that as money comes in, AIJED has to distribute differently to its participants. But in terms of vis-a-vis Beacon, it's just as if, you know, we were dealing with a corporation that has different shareholders over time. It is the corporate entity that was the investor.

So, my initial thinking -- subject to spending a lot

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more time thinking about it and being educated by all of you, or at least those of you who are taking a position -- is that it doesn't matter to me that there was some overlap but some difference in the members of AIJED I and AIJED II.

If they really are related entities -- and with the way the book entry went, it certainly sounds like Madoff profits that were in the account of AIJED I were transferred directly into AIJED II -- it would seem to me that there is a reason in fairness to other investors in Beacon that before those profits get reimbursed to AIJED II, that everyone else be made whole. And if we get to profit distribution time, that's a different story.

MR. HURLEY: Two things to be clear on. Mr. Folkenflik referenced this. At the time of what Beacon calls a transfer and we call a withdrawal, there was net equity available except for like \$300,000 or something like that at the time of that transfer. A hundred percent of that was debited against the onshore fund and credited to the offshore fund.

Now, while Beacon did that as an accounting transfer, there are two different accounts, and there is no dispute these are two different entities, two different investors within the meaning of your Honor's order, and that there was sufficient net equity for virtually all of the transfer. None of those things are in dispute.

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Going forward for three years, you have a bunch of 1 2 people that had nothing to do with the onshore account that 3 were putting money in on a net basis of \$3.1 million just from 4 2005 to 2008. So, I think -- and we won't get into all the 5 merits -- but I think there may be more to it than --6 THE COURT: It may be more complicated --7 MR. HURLEY: Yeah. 8 THE COURT: -- than initially thought. 9 MR. HURLEY: I would suggest just give us a chance. 10 THE COURT: On the other hand, you know, if you start 11 looking at it that way, then, you know, does Beacon and this 12 court -- as opposed to AIJED -- have to look at who put money 13 in to AIJED II and who took it out, or does one just look at 14 AIJED's account on the books of either? 15 MR. HURLEY: Our answer is you absolutely don't; all you have to do is look at the net equity that was available. 16 17 And the way that Beacon actually did the transfer, where they debit the full amount against onshore and credit it to 18 19 offshore, and cap it at the net that was available at the time, 20 you don't have to dig down into who the investors in AIJED were 21 at that point. But obviously we will have an opportunity to 22 present all the evidence, but I think there is a lot to look 23 at. 24

MR. FOLKENFLIK: Well, your Honor, just quickly, Beacon was not transferring net equity from AIJED I to AIJED

II; they were transferring net asset value, which included whatever was on the books and included the Madoff profits.

So, the question of net equity is you have to draw a little further deeper to decide whether you should allocate that a hundred percent to AIJED II or divide it between the two on some sort of pro rata basis. And that's really what we're talking about from an accounting point of view.

And we will talk. Maybe the parties can reach some resolution which would save the court the effort of trying to do that. Because we do believe -- we all believe -- that there will be substantial distributions beyond net equity break-even point, so that there will be ways of getting back whatever might be lost as a timing matter in the first round. So, we will address that as well.

THE COURT: All right. Well, I certainly look forward to you resolving this issue on your own, if that's possible, or at least as much as possible.

All right. Your opening briefs are due March 6, so that's not too far in the future. I assume, Mr. Hurley, that you haven't intervened; you have just appeared or whatever.

I've got this as a consent case under 28 U.S. Code Section 636(c). I'm perfectly happy to do this informally and not force you to make a motion to intervene and all of that, but I assume -- and I'm not sure I can say it this way -- I assume that you are not challenging the consent basis of the

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case in front of me before I make any rulings, because if you are, then maybe we do need to deal with this in a more formal way and send the case back to Judge McMahon I guess on this one, who I'm sure would be overjoyed.

MR. HURLEY: That's fine. You're relying on I think it was the final paragraph of your October 31 order which said you retained jurisdiction surrounding the distributions, and that's what we assumed we were all proceeding under.

THE COURT: OK.

MR. FOLKENFLIK: If your Honor would enter an order on consent of the parties to allow Mr. Hurley's client to intervene, and consent to proceeding before your Honor pursuant for all purposes.

THE COURT: Well, since he has filed a notice of appearance, and we have now got a transcript record, unless somebody wants to push it, I'm content leaving it the way it is.

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MR. FOLKENFLIK: That's fine.

THE COURT: All right, good.

All right. I look forward to the briefs. I look even more forward to you resolving it before I have to rule on the briefs.

Usual drill: The transcript is the transcript, and you all figure out how you are doing the purchase of it in the most cost effective way for the group.

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MR. FOLKENFLIK: I just wanted to alert the court, I 1 2 think March 6 will be fine, although it turns out I'm moving my 3 offices on that date and going to San Francisco. 4 THE COURT: File it early. 5 MR. FOLKENFLIK: It may be that I ask for a short 6 adjournment, but as of yet --7 THE COURT: I could have sworn I have adjourned this two or three times. 8 9 MR. FOLKENFLIK: Not this motion, but --10 THE COURT: No, I thought even this briefing schedule 11 got pushed off at somebody's request. I could be wrong. I'm 12 wrong? 13 MR. FOLKENFLIK: No, your Honor. 14 THE COURT: All right. In any event, if you need a 15 day or two, it's probably not the end of the world. On the other hand, when the court says it's due by a date, that 16 17 doesn't mean if that date doesn't work for you that you can't 18 file it a day or two early. I think you know what your 19 arguments are. You get another shot at it in the opposition 20 brief in case, you know, whatever. 21 MR. FOLKENFLIK: Well, the difficulty is we're going 22 to have to be quick about uncovering the facts that will enable 23 us to make the arguments in the brief as well. 24 THE COURT: Well, that was implicit in the court 25 giving you this schedule. So, I would say do what you've got

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	EZP/BEAC
1	to do to get the facts, but while I might in deference to how
2	long you have been in front of me give you a day or two for
3	office movement, I'm not going to be inclined to give people an
4	extension because the person from AIJED couldn't make himself
5	available or whatever. So do what you all got to do.
6	All right. Thank you all.
7	MR. FOLKENFLIK: Thank you.
8	THE COURT: Make your arrangements with the reporter.
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