
From: Barry J. Cohen [REDACTED]
Sent: Monday, April 24, 2017 7:29 PM
To: jeffrey E.
Cc: Leon Black
Subject: Re: Elysium Tax Candidate

Good suggestions.

Sent from my iPhone

On Apr 24, 2017, at 3:28 PM, jeffrey E. <jeevacation@gmail.com <mailto:jeevacation@gmail.com>> wrote:

ask him re tenants in common , tufts gain, &nbs; scin s . estate freezes. . intl. out=bound and inbound tax ramifications. . as a =ample test

On Mon, Apr 24, 2017 at 3:17 PM, Barry J. Cohen <[REDACTED]> <mailto:[REDACTED]>> wrote:

Jeffrey: See attached resume and talking point= below.

From: Barry J. Cohen
Sent: Friday, April 21, 2017 9:06 AM
To: Leon Black <black@apollop.com <mailto:black@apollop.com>>; Melanie Spinella <[REDACTED]> <mailto:[REDACTED]>>
Cc: Bradley J. Wechsler (bwechsler@elysllc.com <mailto:bwechsler@elysllc.com>) <[REDACTED]> <mailto:[REDACTED]>>; John Castrucci <[REDACTED]> <mailto:jCastrucci@elysllc.com>>
Subject: Monday Meeting with Dan Terlep

Leon,

Here are some notes on Dan Terlep, the Elysium Tax D=rector candidate who would replace Rich Joslin. He is the best candi=ate we have found in the mid-six-figures compensation range. We are =xploring a couple higher-end compensation candidates. His resume is attached.

- * Dan is currently Vice President, Tax for the billion dollar net worth Nacca=ato family office outside of Chicago.
- * We believe the patriarch was owner & president of Wilton Industries, a =eading cake decoration and food business that was sold in 2007 for \$700mm.=u>
- * Dan has been working there for 9 years and has reported to a well-known fam=ly office CEO, Tim Kelly.
- * His total compensation is \$250,000.
- * We are offering him \$325,000 (potentially \$350,000) salary, a first year gu=ranteed bonus of \$50,000, and \$35,000 of moving and transition expenses. S=gnificant increase in compensation is due to cost of living in NY Metropol=tan area vs. Chicago suburbs.
- * He has a wife (who is a practicing audiologist) and 3 kids.</i>
- * Our biggest concern is that his resume says he is looking to “manage&=8221; a family office, among other things.
- * Although his current position is VP Tax, he says he works on a wide range o= tax and accounting (including IT financial reporting transition) matters,=including building the office’s direct real estate and PE businesses=
- * We have explained to him that we value the breadth of his experience, and h= will have ample opportunity to use that breadth at Elysium. However= his main responsibility will be tax. Dan seems to understand.
- * He worked at Deloitte for 6 years, focusing on large family offices and wea=thy individuals. Worked on the Searle (Pharma family) family engagement. T=ained well by D&T partners that worked with John Castrucci.<=u>
- * We told him that we worked with Jeff E. He asked about his civil liti=ation and the ethical impact to the family office. We feel he is comfortab=e with the arrangement.

Barry J. Cohen =|

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[REDACTED] <=>

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please note

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