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# *Committee Meeting*

of

## STATE LEASING AND SPACE UTILIZATION COMMITTEE

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**LOCATION:** Committee Room 6  
State House Annex  
Trenton, New Jersey

**DATE:** December 12, 2011  
3:00 p.m.

**MEMBERS OF COMMITTEE PRESENT:**

Senator Nicholas P. Scutari, Chair  
Assemblyman Albert Coutinho  
Robert Romano

**ALSO PRESENT:**

Carl T. Costantino  
Mark Kaminski  
*Office of Legislative Services*  
*Committee Aides*

Kurt M. Sigmund  
*Senate Majority*  
*Committee Aide*

Gary A. Kotler  
*Counsel*



*Meeting Recorded and Transcribed by*  
The Office of Legislative Services, Public Information Office,  
Hearing Unit, State House Annex, PO 068, Trenton, New Jersey

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**SENATOR NICHOLAS P. SCUTARI (Chair):** Once again I must apologize for not starting on time, as usual. Judiciary ran a little late.

Okay; welcome back to State Leasing and Space Utilization Committee.

Roll call, please.

**MR. COSTANTINO (Committee Aide):** Senator Scutari.

**SENATOR SCUTARI:** Here.

**MR. COSTANTINO:** Assemblyman Coutinho.

**ASSEMBLYMAN COUTINHO:** Here.

**MR. COSTANTINO:** Deputy Treasurer Romano.

**DEPUTY TREASURER ROMANO:** Here.

**MR. COSTANTINO:** Senator, you have a quorum.

**SENATOR SCUTARI:** Thank you.

Okay, let's take the first--

**MR. COSTANTINO:** I'm going to read the notice, quickly.

**SENATOR SCUTARI:** Oh, sorry about that.

**MR. COSTANTINO:** No problem.

Notice of this meeting of the State Leasing and Space Utilization Committee was provided to the Secretary of State, the *Trenton Times*, and the State House Press on December 8, 2011, in accordance with the Open Public Meetings Act.

And we're going to move on to approval of the meeting minutes for the March 21 meeting.

**SENATOR SCUTARI:** Okay, we'll do that now.

First is approval of the minutes of the meeting of March 21, 2011.

ASSEMBLYMAN COUTINHO: So moved.

DEPUTY TREASURER ROMANO: Second.

SENATOR SCUTARI: Roll call on the approval of the minutes.

MR. COSTANTINO: Senator Scutari.

SENATOR SCUTARI: Yes.

MR. COSTANTINO: Sen-- Assemblyman Coutinho.

ASSEMBLYMAN COUTINHO: Yes.

MR. COSTANTINO: And Deputy Treasurer Romano.

DEPUTY TREASURER ROMANO: Yes.

ASSEMBLYMAN COUTINHO: Thank you for the promotion; I appreciate it.

MR. COSTANTINO: Sorry, I apologize.

ASSEMBLYMAN COUTINHO: That's okay.

MR. COSTANTINO: I'm sorry; I always do that.

ASSEMBLYMAN COUTINHO: Senator Ruiz will be giving you a call. (laughter)

SENATOR SCUTARI: So we'll go first.

Mr. Sutkin, thank you.

**S T E V E N M. S U T K I N:** Thank you, Senator.

The first item on the agenda is Notice of Proposed Lease 4640. It's a lease for the Division of Youth and Family Services in Perth Amboy. It's a closure of several leases in combination into one. It was an advertised procurement, and we are recommending the most cost-effective proposal for a 10-year lease.

SENATOR SCUTARI: Thank you.

Any questions on the proposal? (no response)

No questions? Motion.

ASSEMBLYMAN COUTINHO: So moved.

DEPUTY TREASURER ROMANO: Second.

SENATOR SCUTARI: Roll call.

MR. COSTANTINO: Senator Scutari.

SENATOR SCUTARI: Yes.

MR. COSTANTINO: Assemblyman Coutinho.

ASSEMBLYMAN COUTINHO: Yes.

MR. COSTANTINO: Deputy Treasurer Romano.

DEPUTY TREASURER ROMANO: Yes.

MR. COSTANTINO: Senator, on the motion to approve NPL 4640, 4641, 4582, and 4477, the motion carries.

MR. KAMINSKI (Committee Aide): No, we've only presented the first one.

MR. COSTANTINO: Oh, I'm sorry. I apologize. I thought he presented all three.

MR. SUTKIN: No, I didn't describe all four, Carl. If you'd like, I could describe the next three.

SENATOR SCUTARI: Please, go right ahead.

MR. SUTKIN: The next three are for the Department of Children and Families, Division of Youth and Family Services. They're for agencies, and one is in Morris Plains, one is in Paramus, and one is on 570 South Avenue, Building F, in Cranford. They are, respectively, NPL 4641, 4582, and 4477 -- items 2, 3, and 4 on your agenda. The 4641 was an advertised procurement resulting in our recommendation of most cost-

effective bidder; and 4582 and 4477 are 3-year extensions at reduced rental rates, which I submit collectively for your approval.

SENATOR SCUTARI: Thank you.

Since they've been submitted collectively -- any questions on any of those three? (no response)

Seeing none, I'll entertain a motion on those three.

ASSEMBLYMAN COUTINHO: So moved.

DEPUTY TREASURER ROMANO: Second.

SENATOR SCUTARI: Roll call.

MR. COSTANTINO: Senator (*sic*) Coutinho.

ASSEMBLYMAN COUTINHO: Yes.

MR. COSTANTINO: And Senator Scutari.

SENATOR SCUTARI: Yes.

MR. COSTANTINO: And Deputy Treasurer Romano.

DEPUTY TREASURER ROMANO: Yes.

MR. COSTANTINO: Okay, the motion carries.

SENATOR SCUTARI: Now we have approval of those four.

Okay, next we're moving on to the Department of Human Services.

MR. SUTKIN: There are two leases presented for your consideration for the Department of Human Services. They're both for the Division of Developmental Disabilities and they're both at the same location -- 227 Laurel Road in Voorhees, New Jersey. And we're presenting for approval a 68-month extension for each of the leases, which will result in them being co-terminus at a reduced rental rate, with the second of the

two -- NPL 4025, for the record; the first one is 4436 -- the second one, 4025, has a reduced rate with some additional space.

SENATOR SCUTARI: Any questions on those two matters with the Department of Human Services? (no response)

Seeing none -- motion?

ASSEMBLYMAN COUTINHO: So moved.

DEPUTY TREASURER ROMANO: Second.

SENATOR SCUTARI: Roll call.

MR. COSTANTINO: Assemblyman Coutinho.

ASSEMBLYMAN COUTINHO: Yes.

MR. COSTANTINO: Senator Scutari.

SENATOR SCUTARI: Yes.

MR. COSTANTINO: Deputy Treasurer Romano.

DEPUTY TREASURER ROMANO: Yes.

MR. COSTANTINO: Senator, on the motion to approve NPL 4436 and 4025, the motion carries.

SENATOR SCUTARI: Thank you.

Next we have No. 7 regarding consolidation of State agencies in Hudson County.

MR. SUTKIN: Yes, that's NPL 4208. This is recommended for a 15-year extension, at a reduced rate, of a lease that currently expires on December 1, 2013. So we're getting this lease extension two years before that, and it's also dating back the reduced rental rate approximately a year. So the net is really that it's a 12-year extension, though we're calling it a 15-year extension at the reduced rental rates so we can take advantage

of it, retroactively and prospectively. It houses a variety of State agencies which are described in the submission, and we submit it for approval.

SENATOR SCUTARI: Why so long?

MR. SUTKIN: Well, it's effectively 12 years; it's not 15 years, but that was the rate with which we could get the most cost-effective rent.

Craig, do you have any-- This was yours?

**CRAIG BRUCH:** This was Richard's.

Well, we started negotiating with this landlord almost a year-and-a-half, two years ago, and the market is very tight up there. The vacancy factor is about 8.9, 9 percent vacant, which is relatively low. The average rental rates are about \$31.50 a square foot. And so it's a very tight market; there are no blocks of 100,000-square-feet available in that market. So if we were going to do anything we'd have to break up the requirement. We've been in this building for 20 years and it was a built-to-suit, basically, for us.

SENATOR SCUTARI: I think I know the building. What's in there?

MR. BRUCH: There are 10 different agencies in there that I have.

SENATOR SCUTARI: Basically, it's just all for the State.

MR. BRUCH: Yes, sir.

SENATOR SCUTARI: It's a State building; it's their ownership -- we lease it.

MR. BRUCH: Pardon me?

SENATOR SCUTARI: It's basically a State agency's building: they own it, we lease it.



MR. BRUCH: That's correct.

SENATOR SCUTARI: And up in that particular area there's not a lot of available land.

MR. BRUCH: And we've tried to get a purchase option on that as well. There's not a lot of space available in that market and that sub-market.

SENATOR SCUTARI: You indicated there was a purchase option?

MR. BRUCH: We tried to get one and were unsuccessful in that.

SENATOR SCUTARI: Understood; okay.

Any other questions on that matter? (no response)

Motion, please.

ASSEMBLYMAN COUTINHO: So moved.

DEPUTY TREASURER ROMANO: Second.

SENATOR SCUTARI: Roll call.

MR. COSTANTINO: Senator Scutari.

SENATOR SCUTARI: Yes.

MR. COSTANTINO: Assemblyman Coutinho.

ASSEMBLYMAN COUTINHO: Yes.

MR. COSTANTINO: Deputy Treasurer Romano.

DEPUTY TREASURER ROMANO: Yes.

MR. COSTANTINO: Senator, on the motion to approve NPL 4280, you have three votes in the affirmative. The motion carries.

SENATOR SCUTARI: Thank you.

Next is the Department of Labor, Tab No. 8.

MR. SUTKIN: Yes, this NPL 4281. It's an 8-year extension of an existing lease at a reduced rate for Unemployment Insurance and Workforce Development lease in Neptune.

SENATOR SCUTARI: Same question, though: Why are we going out eight years on it? I mean, for a while there we weren't doing anything more than five years. What's the reason?

MR. BRUCH: This is another one where we've been in for some time. I think the negotiator did his best to try to eliminate and -- termination rights -- to have termination rights, but we were unsuccessful in that. And so I think we got a favorable rate where we're saving \$54,000 annually on this. And I think this was another location where it's a county and State occupancy, so both agencies would have to agree wherever they were going to be relocated.

SENATOR SCUTARI: You see, on the average, rental rates coming down though?

MR. BRUCH: Generally speaking, yes. Yes, as the market is still soft -- very soft.

SENATOR SCUTARI: So I mean, it seems as though we've been-- I've been on this Committee for a couple years now already. It seems as though every year we seem to be getting lower rates on our leases.

MR. BRUCH: We are, we are. We've been successful, yes. In some cases it's gone up slightly, but overall we've done a good job of reducing our expenditures for the State.

SENATOR SCUTARI: Thank you.

Motion on Tab No. 8 -- if there are no other questions.

ASSEMBLYMAN COUTINHO: So moved.

DEPUTY TREASURER ROMANO: Second.

SENATOR SCUTARI: Roll call.

MR. COSTANTINO: Senator Scutari.

SENATOR SCUTARI: Yes.

MR. COSTANTINO: Assemblyman Coutinho.

ASSEMBLYMAN COUTINHO: Yes.

MR. COSTANTINO: Deputy Treasurer Romano.

DEPUTY TREASURER ROMANO: Yes.

MR. COSTANTINO: Senator, on the motion to approve NPL 4281 you have three votes in the affirmative, none in the negative. The motion carries.

SENATOR SCUTARI: Thank you.

Next is Tab No. 9, Department of Treasury.

MR. SUTKIN: Yes, the Division of Taxation, Notice of Proposed Lease 4288. And this is actually a 2-year option that we've negotiated for the Division of Taxation office in Anaheim, California, which we retain the right to exercise at the expiration of the existing term.

SENATOR SCUTARI: What is this?

MR. BRUCH: It's office space for taxation department, I guess. They collect revenue or taxes. We were successful in reducing the rental on this almost by \$10 a square foot as well. We went to the market, looked at what they were advertising, and we were paying substantially above-market. And I convinced them to reduce it. Basically what we're doing -- we're reducing it by \$10 a square foot, and since the market was so soft we wanted to capture another option -- which we did.

SENATOR SCUTARI: But why are we out in California?

MR. BRUCH: I guess we collect revenues. I'm not--

SENATOR SCUTARI: I know you're not from Treasury; is there somebody here?

DEPUTY TREASURER ROMANO: Well, Senator, sir--

MR. SUTKIN: No, we are from Treasury. We're not Taxation.

SENATOR SCUTARI: What is the deal?

You're from Treasury -- why do we have to have an office in California? (laughter)

DEPUTY TREASURER ROMANO: Because there are out-of-state taxpayers for the State who do business or have nexus with the State. And so we have offices -- I'm not sure where; it's more than in California -- but in other states to monitor these people and to make sure that they're complying and paying the appropriate taxes.

SENATOR SCUTARI: Well, how does being all the way out in California help us monitor it? We can't monitor it here? I mean, there's phone, fax, computer, Facetime (*sic*) -- why do we have to have an office out in California? We're in New Jersey.

DEPUTY TREASURER ROMANO: My understanding from Taxation is that's the official way of doing it; but, I mean, I'll have to get your more information on that.

SENATOR SCUTARI: I just-- That one's the only one that really-- That one jumped out. I'm like, "Why are we-- Why do we have an office in Anaheim, California, unless somebody likes to go to Disneyworld?(*sic*)" (laughter)

DEPUTY TREASURER ROMANO: Well, why it's in Anaheim as opposed to another town, that I don't know.

SENATOR SCUTARI: I'd like-- I think I'd like--

DEPUTY TREASURER ROMANO: We can get you more information about that, Senator; not a problem.

SENATOR SCUTARI: I mean, the deal as negotiated seems fine, but the fact that we're even out there is kind of curious.

ASSEMBLYMAN COUTINHO: That was also my question: Do we know how many people are in this office? Because the lease itself is quite inexpensive, but I'm assuming you have an office, there are people in the office.

DEPUTY TREASURER ROMANO: They're not very big.

SENATOR SCUTARI: Well, that's the other question I have: You have State employees living and working in California for the State of New Jersey, and I could have sworn there's a bill that just got passed that said you have to live in the State of New Jersey. How's that going to work? (laughter)

MR. COSTANTINO: Six employees.

SENATOR SCUTARI: Six employees?

MR. COSTANTINO: Six employees.

SENATOR SCUTARI: I'm not going to vote for this today. I have to have an answer. I have to know why.

DEPUTY TREASURER ROMANO: We'll get you more information, Senator; not a problem.

ASSEMBLYMAN COUTINHO: If anything else, I would tell you this: I sit on the Budget Committee -- this is the first I've heard of out-of-state collection offices. So I would be interested in knowing a little bit more about what's going on there and what we're doing.

MR. SUTKIN: We'll get you answers.

DEPUTY TREASURER ROMANO: Sure.

SENATOR SCUTARI: Yes, I mean, it's not the deal; the deal is great. It's what are we-- It's like, I don't know -- strange. I don't know why we need it.

ASSEMBLYMAN COUTINHO: So we're going to move to hold it.

MR. COSTANTINO: We'll send it back to the Committee for more information.

SENATOR SCUTARI: Yes.

MR. COSTANTINO: Okay; we'll just permit it.

SENATOR SCUTARI: Thank you.

MR. KAMINSKI: So no action taken?

MR. COSTANTINO: Right.

SENATOR SCUTARI: The Department of Environmental Protection, Tab No. 3, Division of Air Quality, Bureau of Air Monitoring.

ASSEMBLYMAN COUTINHO: I'm sorry?

SENATOR SCUTARI: I don't think I've ever seen an out-of-state office before. I really don't think I've ever seen that -- that we have an office in another state.

DEPUTY TREASURER ROMANO: I think it's been a long practice of the Division of Taxation to have that.

MR. SUTKIN: Yes, I've presented them before; maybe not to this Committee as constituted.

MR. BRUCH: There's also--

MR. SUTKIN: I know I've presented them before.

MR. BRUCH: There is also one in Illinois I know of, too, that's coming due in 2013.

DEPUTY TREASURER ROMANO: And I know there's one-- They are in other states as well. We'll get you all of the information.

SENATOR SCUTARI: Yes. If there's an answer, explain it to me. I just need to know why.

MR. SUTKIN: I'm going to do a personal inspection.

MR. COSTANTINO: Senator, we should have a motion on that to hold it.

SENATOR SCUTARI: Okay.

ASSEMBLYMAN COUTINHO: I move to hold this item, Mr. Chairman.

MR. COSTANTINO: And we have a vote, correct?

SENATOR SCUTARI: Yes.

MR. COSTANTINO: We had a second.

SENATOR SCUTARI: We did.

MR. COSTANTINO: Okay.

SENATOR SCUTARI: Me. (laughter)

MR. COSTANTINO: It was the Senator?

SENATOR SCUTARI: It was me, yes.

Roll call.

MR. COSTANTINO: Senator Scutari.

SENATOR SCUTARI: Yes.

MR. COSTANTINO: And Assemblyman Coutinho.

ASSEMBLYMAN COUTINHO: Yes.

MR. COSTANTINO: And Deputy Treasurer Romano.

DEPUTY TREASURER ROMANO: Yes.

MR. COSTANTINO: Okay. So this NPL is being held, pending additional information, correct? So the motion does not carry.

MR. KAMINSKI: That's correct.

SENATOR SCUTARI: Thank you.

No. 10.

MR. SUTKIN: No. 10 is NPL 2352. It is a lease for DEP, Division of Air Quality, Bureau of Air Monitoring, in Jersey City; and it's a 5-year extension of an existing lease that we have there.

SENATOR SCUTARI: Any questions about it? (no response)  
Motion.

ASSEMBLYMAN COUTINHO: So moved.

DEPUTY TREASURER ROMANO: Second.

SENATOR SCUTARI: Roll call.

MR. COSTANTINO: Senator Scutari.

SENATOR SCUTARI: Yes.

MR. COSTANTINO: Assemblyman Coutinho.

ASSEMBLYMAN COUTINHO: Yes.

MR. COSTANTINO: And Deputy Treasurer Romano.

DEPUTY TREASURER ROMANO: Yes.

MR. COSTANTINO: Senator, the motion to approve NPL 2352, you have three votes in the affirmative and none in the negative -- the motion carries.

SENATOR SCUTARI: Next is the Department of the Judiciary -- No. 11.



MR. SUTKIN: Yes, this is for the Judicial Branch; it's Chancery Court/General Equity. It's a lease in Paterson, New Jersey. It's a 5-year extension at the existing location.

SENATOR SCUTARI: Okay, any questions? (no response)  
Motion.

ASSEMBLYMAN COUTINHO: So moved.

DEPUTY TREASURER ROMANO: Second.

SENATOR SCUTARI: Roll call.

MR. COSTANTINO: Senator Scutari.

SENATOR SCUTARI: Yes.

MR. COSTANTINO: Assemblyman Coutinho.

ASSEMBLYMAN COUTINHO: Yes.

MR. COSTANTINO: Deputy Treasurer Romano.

DEPUTY TREASURER ROMANO: Yes.

MR. COSTANTINO: On the motion to approve NPL 3912, you have three votes in the affirmative and zero in the negative; the motion carries.

SENATOR SCUTARI: Thank you.

Next is the Department of Law and Public Safety -- No. 12.

MR. SUTKIN: Yes, this is No. 12 -- 4643, Notice of Proposed Lease. It is for State Police Marine Services Bureau, Marine Station at Carteret. It's part of the waterfront development. It's tied to Federal monies that they're receiving for the construction of the new facility, and it is a 50-year ground lease with the municipality.

We have representatives of the State Police here if you have any questions about the program.

SENATOR SCUTARI: Well, yes, I did have one question. I thought we were going to start buying those State Police facilities. That's what we-- I know you had been doing that, or there had been a movement in that -- buying some of those barracks.

MR. SUTKIN: We actually did buy five barracks--

SENATOR SCUTARI: That's what I thought.

MR. SUTKIN: --in this past year.

SENATOR SCUTARI: Yes.

MR. SUTKIN: This was not one of those barracks. This is a new facility that's being constructed; it's part of an entire waterfront development that they're doing up in Carteret, and we're moving our State Police marine station--

**L I E U T E N A N T J O H N M I R A N D A:** (off mike) Yes, Port Newark.

MR. SUTKIN: --Port Newark Marine Station to this location, and we reserved the right to purchase property in 20 years. And the lease is tied with some boat slips that we'll also be renting.

SENATOR SCUTARI: Okay, all right. Any other questions?  
(no response)

Motion.

ASSEMBLYMAN COUTINHO: So moved.

DEPUTY TREASURER ROMANO: Second.

SENATOR SCUTARI: Roll call.

MR. COSTANTINO: Senator Scutari.

SENATOR SCUTARI: Yes.

MR. COSTANTINO: Assemblyman Coutinho.

ASSEMBLYMAN COUTINHO: Yes.

MR. COSTANTINO: And Deputy Treasurer Romano.

DEPUTY TREASURER ROMANO: Yes.

MR. COSTANTINO: On the motion to approve NPL 4643, you have three votes in the affirmative and zero in the negative. Your motion carries, sir.

SENATOR SCUTARI: Thank you.

Finally, the Department of Community Affairs, No. 13.

MR. SUTKIN: Yes, it's just to give you additional information. We closed on those leases about six months ago, so they're off the rent rolls -- the five State Police barracks that we purchased around the state.

SENATOR SCUTARI: Thank you. Which were the five, do you know?

MR. SUTKIN: Bridgeton--

LIEUTENANT MIRANDA: (off mike) Bridgeton, Bellmawr, Sussex, Hope, and Perryville, sir.

SENATOR SCUTARI: Thank you.

Look at that.

ASSEMBLYMAN COUTINHO: That's good. Good information.

SENATOR SCUTARI: Excellent, thank you.

MR. SUTKIN: The last lease is another advertised procurement. It's for the Department of Community Affairs; it's a new 10-year lease. It has cancellation options after years 5 and years 7. And it's in Rockaway, New Jersey.

SENATOR SCUTARI: One question: What's the deal with the 10-years lease on this situation? Why 10 years?

MR. SUTKIN: Well, we go out for 10 years because we figure that gives some stability, but also it gives an opportunity to amortize the costs of the improvements. But in case there isn't a need, that's why we included the 5 years. I think it's more difficult, we found out, for the lessor to give financing with a 5-year option than a 10-year with a back-out after 5 and 7.

SENATOR SCUTARI: Understood; thank you.

Any other questions? (no response)

Can we have a motion?

ASSEMBLYMAN COUTINHO: So moved.

DEPUTY TREASURER ROMANO: Second.

SENATOR SCUTARI: Roll call.

MR. COSTANTINO: Senator Scutari.

SENATOR SCUTARI: Yes.

MR. COSTANTINO: Assemblyman Coutinho.

ASSEMBLYMAN COUTINHO: Yes.

MR. COSTANTINO: And Deputy Treasurer Romano.

DEPUTY TREASURER ROMANO: Yes.

MR. COSTANTINO: On the motion to approve NPL 4642, you have three votes in the affirmative, zero in the negative; the motion carries.

ASSEMBLYMAN COUTINHO: Mr. Chairman, just-- Before we leave, and Mr. Sutkin is still here, can you give us an update on the

status of the consolidation in Essex County, those Newark projects that we had such a great time with, I guess, about a year-and-a-half or so ago? Or--

MR. SUTKIN: Yes. We've been negotiating with the existing landlord for an extension that we're going to come knocking on your door in a couple of months to ask for your consideration and approval.

ASSEMBLYMAN COUTINHO: Are we simply looking again at the leasing option, or are we considering a purchase, or is that-- You know, in reference to that. Because I thought we were doing an analysis of what our body count was going to be, and then we were going to explore the different options. Or are we just looking at the leasing option?

MR. SUTKIN: We are. Last time we ran the numbers, when we did this exercise a few years ago, we found that the leasing numbers were far superior to the purchase and debt servicing options; comparing the annual rents to the principle and debt payments it was a much better deal to lease, considering the very soft market. And we have a very-- Even though that procurement didn't pan out, we're saving millions of dollars a year due to the renegotiations that we did with the existing lessor.

ASSEMBLYMAN COUTINHO: Okay. Thank you.

Thank you, Mr. Chairman; that's it.

SENATOR SCUTARI: Thank you.

ASSEMBLYMAN COUTINHO: Motion to adjourn.

DEPUTY TREASURER ROMANO: Second.

SENATOR SCUTARI: Roll call.

MR. COSTANTINO: Senator Scutari.

SENATOR SCUTARI: Yes.

MR. COSTANTINO: Assemblyman Coutinho.

ASSEMBLYMAN COUTINHO: Yes.

MR. COSTANTINO: And Deputy Treasurer Romano.

DEPUTY TREASURER ROMANO: Yes.

SENATOR SCUTARI: Thank you.

Thank you, everyone. I apologize again for my tardiness; I'll try to do better next time. (laughter)

**(MEETING CONCLUDED)**