

*This transcript was automatically generated. See the recording if anything here is unclear.

0:00 : Rose Stuart WM Construction : Does this means.

0:40 : Irina F : Yes.

1:11 : Irina F : Welcome to Webex. If your access code or meeting number followed by pound.

1:31 : Irina F : Into your attendee ID number followed by pounds. If you do not know.

5:32 : Call-in User_9 : Hello.

5:36 : Call-in User_9 : Hello?

5:39 : Call-in User_12 : And.

5:42 : Call-in User_9 : Yeah, has the meeting, sorry?

5:47 : Call-in User_11 : I don't I just joined in. Oh.

7:01 : Andy Petroni : I have to start over.

7:06 : Andy Petroni : Alright, can folks online hear me?

7:10 : Rose Stuart WM Construction : I can hear you now. Yeah.

7:15 : Call-in User_9 : You know.

7:21 : Andy Petroni : Yeah. Well, I'm gonna stop the record well, it'll pause the recording, so we'll just start over.

7:32 : Andy Petroni : Cool.

7:33 : Andy Petroni : Yeah I guess you can you mute on the computer, but I called in through the room. So it's.

7:39 : Andy Petroni : It's irrelevant.

7:41 : Andy Petroni : Alright, well, welcome to the, last year having initiative.

7:46 : Andy Petroni : Got the different one. The lands to housing catalyst program.

7:51 : Andy Petroni : The folks in the room, get to hear this twice folks online have been hearing this for the first time, but my name's Andy Petroni with the planning department. I know how computers work. Some of the time, but we're better at housing. So, we're gonna talk about this program we develop.

8:14 : Andy Petroni : You'll make land available for housing development. So briefly i'll tell you our agenda, what we're gonna go over real quick. I'll do an overview overview of the program, talk our timeline, our available resources, the registration process, application process, how the awards are done, and then open up for questions at the end.

8:34 : Andy Petroni : We've got a lot of folks online, luckily those that signed in late didn't miss anything because I was muted.

8:42 : Andy Petroni : This is being recorded. The recording, and the AI generated transcript will be available on the website in a couple of days after we download it and clean it up. Alright, so program overview.

8:56 : Andy Petroni : The state of the last received money for the rent relief for rental relief as the COVID response, that came to about two hundred and fifty million dollars depending on what you're counting.

9:09 : Andy Petroni : We had a chunk of that left over or weren't we weren't able to award through red relief programs and other.

9:16 : Andy Petroni : More rental assistance programs we had running over the years. And there was a expenditure deadline of September thirtieth.

9:26 : Andy Petroni : As the program went on.

9:28 : Andy Petroni : The treasury added eligible uses. One of those was the acquisition of land and housing or land to build housing. So.

9:38 : Andy Petroni : The University of Alaska had land available and we were able to buy it with these federal funds, and now we're making it available for the development of housing.

9:48 : Andy Petroni : With that, the, those federal funds had a requirement that housing built with that money needs to be made available for rental housing, for households, out of below fifty percent of the area meaning income. Hud cause those very low income households. So there's gonna be a calcul.

10:08 : Andy Petroni : For each of these properties that the amount.

10:12 : Andy Petroni : HSC paid for them, that's the amount of this.

10:16 : Andy Petroni : Federal money needs to be assigned to.

10:20 : Andy Petroni : Units of made available for low income housing.

10:26 : Andy Petroni : Based on our calcaluations or estimates that's like between one and seven units. So, it's a different number for each parcel, but a couple of units will be need need to be built and made available for low income housing.

10:43 : Andy Petroni : Those, that, those rental pro there's a couple different rental programs or federal programs that those how that housing will comply with. Won't go into that right now, but there's kind of a, you choose your own adventure on which program you can use in different, pros and cons of each of those programs. In the end, the housing will need to be available for as.

11:04 : Andy Petroni : As a rental for up to twenty years.

11:08 : Andy Petroni : Alright, so once that commitment is met, the rest of the land can be unrestricted. So we can build for marker gate, whether it's rental or homeowner, it's really up to both the community and the developer to termine what's the best.

11:24 : Andy Petroni : Option for each parcel.

11:29 : Andy Petroni : Alright, so jumping in the timeline, really two deadlines. First is the.

11:35 : Andy Petroni : April twenty fourth, the next Friday is the registration. That's registering your intents to the plot intent to a participate in the program. That's one page form, it's available on the website.

11:49 : Andy Petroni : And basically all it's telling me is who you are and which properties you want to pursue.

11:58 : Andy Petroni : You don't need to go after or whichever property you tell us about or register for are the ones you need, you may apply for. If you don't register for register for it, you may not apply, but you don't have to apply for all those you register. So you can check them all and go after three or four, that's totally up to.

12:19 : Andy Petroni : You as an applicant.

12:22 : Andy Petroni : And then the application deadline, that's June twenty fifth. Our intent is to.

12:30 : Andy Petroni : Give you an opportunity to get out and look at the sites lock them if the snow over melts and to be able to have more information when you're submitting your proposals. All right. I think I made it to available resources. So.

12:45 : Andy Petroni : We have eleven parcels, three in fair banks, eight in the Matsu, very in sizes, some have more wetlands than others, but each one when I walked either Daniel and I have walked each of these sites and we think there's at least some developable land on each one without having to fill in warms.

13:07 : Andy Petroni : And we also have some capital resources, so, there's a million dollars in the senior citizen having development fund. This is a state.

13:19 : Andy Petroni : Fund that's only available to.

13:23 : Andy Petroni : Nonprofits municipalities or regional housing authorities. So for profit developers unfortunately, can't use this source, but if you do use it.

13:36 : Andy Petroni : Housing will be need to be made available for seniors, so that's fifty five and older. There's some regulations with that property. What that, with those properties, but it is available. The other resource is one point eight million in the home investment partnership as a federal HUD.

13:55 : Andy Petroni : Source. This can be made available to anyone. Then you'll you if request this money, then you'll fall under some of the hard regular regulations but there's ways to develop for both homeowner and rental prop rental housing under the home program. So, lots of.

14:17 : Andy Petroni : Potential activities with home funds, again, that's a choose your own adventure working with HUD, so the intent of these capital funds is depending on the parcel or the developer, you may not have the capital up front to.

14:36 : Andy Petroni : Develop the property, you know, put in the roads the utilities and things like that. So.

14:41 : Andy Petroni : The way to work with these capital funds to help break these loose or at least help you get started, it's not required, but if you need them, it's there.

14:54 : Andy Petroni : So briefly mentioned the registration.

14:58 : Andy Petroni : I guess just the one page form and tell you tell me what you want. Pretty easy process. You can email them to me fill them out by hand, online, whatever. It just needed to be emailed to me by the end of the day on the twenty fourth to get your name in the hat, so to speak. All right, the application.

15:20 : Andy Petroni : We've tried to keep this as simple as we could. There are kind of eight items you'll need to submit. I'm not gonna go through each one but how we're looking at how these applications, there's.

15:34 : Andy Petroni : The application materials start on page nine of the Nova. One through six are kind of generic. It's just like who you are, are you a real organization? Do you have permission to apply by your organization? Some financial, are you qualified to do this? So it's submitting resumes and response like that.

15:55 : Andy Petroni : And then item seven or eight are specific to the carl, so this is kind of you telling us what you're gonna do.

16:03 : Andy Petroni : There were seven the conceptual developed conceptual development plan for the site like and draw your lines, how they're gonna break out into proparcels, how many lots, where the roads gonna go, just sort of your initial concept of how you want to develop a lot. And then aid at the top.

16:23 : Andy Petroni : Proposed timeline of financial plan. So.

16:26 : Andy Petroni : Things are gonna take and how are you gonna pay for it, you know, how does, how does this break even? How is it a good financial decision for you to developer? When will the housing come online? Things like that. So, by just telling us what you intend to do.

16:43 : Andy Petroni : Each partially you're going for will need a full application, it'll be easy enough for the first six items if your development team doesn't change, let's say you're have a different partner on parcel A than parcel B or we're leaving a leaving a room for different.

17:01 : Andy Petroni : Development teams structures just so we're not leaving anybody out. So, if you're going for multiple parcels, you maybe submitting the same items over and over again or they might be different, but we just need to a copy of each because each proposal will be evaluated different separately.

17:21 : Andy Petroni : Alright.

17:23 : Andy Petroni : So that's.

17:25 : Andy Petroni : Submitting the plan, those proposals will go to a review committee.

17:33 : Andy Petroni : So the committee will like receive all the materials for each parcel. They'll score and rank them according to the criteria in the Nova.

17:43 : Andy Petroni : And then we'll award the each parcel to the highest scoring applicant for that parcel.

17:50 : Andy Petroni : So then if there's a tie, we go by the highest ranks so they're everyone receives a score and everyone's ranked overall, and then awards are determined by those scores and rankings.

18:06 : Andy Petroni : And we announced awards through a notice of intent to award document, so it's lists the parcels and who.

18:13 : Andy Petroni : Has won and then outlines kind of the, well that the issuance of the notice of intent award begins are the protest period and there's a.

18:26 : Andy Petroni : Regulation how protest periods run, so that's all spelled out in that notice. But ten day protest period, so if we get to the end of the protest period, we can finalize all the awards.

18:38 : Andy Petroni : So with those awards we have in the Nova kind of a anticipated development schedule.

18:45 : Andy Petroni : In facts on the ground may change this, but that agreement will cut, the agreement will form with the winning developers is, you know, kind of, checkpoints along the way as our benchmarks of progress as you go.

19:00 : Andy Petroni : What we had in the Nova nobody by November we're hoping to have a start of the due diligence and updated development plans by spring twenty seven finalized cost estimates, construction scheduling sort of locked in your financial plan, and then notice to proceed by next summer, end of June.

19:21 : Andy Petroni : That's our rough scheme on how this will work.

19:26 : Andy Petroni : Anything move faster, we encourage it.

19:32 : Andy Petroni : That's my script. I can open it up for questions.

19:40 : Andy Petroni : We'll do our best. You can either type them in the chat if you're online or.

19:47 : Andy Petroni : Try and call out or think there's a hand raising, but it looks like a lot of folks are on the phone so that won't work either. So yeah, we'll just see who talks first.

20:00 : Call-in User_11 : I got a question.

20:04 : Andy Petroni : Yeah.

20:05 : Call-in User_11 : So, looking at the Laura for say the road, right? It says a number of rental units must be built on the land and must be leased and occupied by households, you know, the AMI, right? And then it says the number of fifty percent AMI units calculated by dividing era.

20:25 : Call-in User_11 : Two funding used to purchase the land by the total development costs per rental unit. I'm sure I guess I could probably finish reading through all of this, but.

20:36 : Call-in User_11 : Is it required that the entire subdivision be held as rentals and used for rentals or is this, you know, or is there the possibility of selling single family houses out of here? I I guess what's the position on that?

20:52 : Andy Petroni : Yeah, that's a good question. So currently there's a a Laura or a land use restrictive agreement recorded on each one of these parcels.

21:02 : Andy Petroni : So right now it says the whole thing needs to be at fifty percent or a number of units. So as soon as that or like the subdivided parcels are identified that are gonna be the, the rental units, we can release the rest of the lot from that use restriction so the restrictions only apply to the lots that will.

21:22 : Andy Petroni : Be the rental housing. So it'll require an amendment to that Laura, and the future, but yeah, it will unrestrict the rest so only the the minimum needed to meet the, the federal requirements is restricted.

21:39 : Call-in User_11 : Okay.

21:41 : Call-in User_11 : Thank you.

21:46 : Call-in User_11 : Alright.

21:46 : Andy Petroni : The question in the chat, so different programs define low income differently for this opportunity is low income defined strictly to at lower than sixty percent or for example low income for eighty percent would not qualified for this opportunity. It's fifty percent is defined in the, the treasury guidance for.

22:06 : Andy Petroni : Rental housing. So, yeah, there's.

22:11 : Andy Petroni : Lots of different definitions for low income, but they have defined this one as fifty percent AMI households.

22:22 : Andy Petroni : Alright question in the room?

22:27 : Arctic Valley Construction : Hi Andy, this is Anna. So to kind of.

22:32 : Andy Petroni : I just had a question in the room. I gotta hold on a sec. Yeah.

22:38 : Arctic Valley Construction : So we're in the room question.

22:40 : Andy Petroni : We have a question in the room there and then I'll get you next.

22:42 : Arctic Valley Construction : Right, great.

22:44 : Andy Petroni : Yeah, he's going to the mic, right?

22:49 : Andy Petroni : I had a question.

22:53 : Andy Petroni : Oh, you're not plugged in. I will just repeat it to everyone. Yeah, I wanted to know if there's a mac.

23:06 : Andy Petroni : Quite it in yeah.

23:09 : Andy Petroni : Yeah. Yeah a question that there's is there a maximum amount of parcel that'll be awarded to a single developer and a maximum amount of funding? I believe we have one, there's no limit you just have to submit the best proposal for all of them. You have to be the biggest winner.

23:29 : Andy Petroni : We do limit the amount of.

23:32 : Andy Petroni : Senior money that we're gonna allow to go into a single parcel. I think we had that at about a third of the total senior money.

23:41 : Andy Petroni : Otherwise we don't have limits on who can be awarded what.

23:47 : Andy Petroni : Private something?

23:57 : Andy Petroni : Not the same developer or? Okay, Daniel's gonna add to the response here.

24:04 : Andy Petroni : Yeah, just the one thing I wanted to make clear is that people can apply for funding. I'm sorry, this is Danielle I I work in HS or the HSC in the planning department. People can apply for all the lands. You don't have to apply to receive money to develop the lands, but you have the option to.

24:24 : Andy Petroni : To make sure that because I understand some of you are probably home developers that don't really operate rental housing as part of your mission. Do we know we're asking you to step outside of what you typically do, and that's why we made the rental funds available to try and help supplement what we know isn't part of the business model that you may have.

24:44 : Andy Petroni : However, we only have so much of that. We have a lot of property, we don't have as much money. So if everyone applies for all eleven properties and everyone wants seven hundred thousand dollars in grant funding for each one of those properties, there isn't an opt to go around. So what we put into the rating criteria was that we would have at least one.

25:04 : Andy Petroni : Property from the Fairbank's region and one property from the Matthew Valley received grant funds, so no one community takes all the grant funds off the table. Anyone, if everyone applies for the properties and no one wants to use the grandfunds, no problem. Then it's just, it goes to the highest score proposal from each one, but if there's.

25:25 : Andy Petroni : If there's a request for the grand funds that exceeds what we have available, then it would be split so at least one community per a community receives grand funding and we're able to spread out the resources. We just wanted to avoid a situation where Matthew or Fairbank's got all of the resources and left nothing for the other community. And.

25:46 : Andy Petroni : I had one question online, then we'll get another one in the room.

25:51 : Arctic Valley Construction : The builder standpoint, are you able to explain the workflow a little bit more? So let's say we are interested in a property, we submit a proposal or are you guys reviewing and looking at whoever has the best vision for the land? And that's how you're picking the, the.

26:12 : Arctic Valley Construction : Awardee or how does that portion of it work?

26:19 : Andy Petroni : I've spoken through my note. I said the Do we have a it's a points category, so these will go to a review committee, and they'll ev evaluate each proposal.

26:30 : Andy Petroni : Kinda based on their expertise and their responsiveness to the criteria.

26:37 : Andy Petroni : So I can read those criteria real quick, there's the development plan for the site, development team and narrative narrative and resumes and the proposed timeline and financing plan. So really they're looking at.

26:52 : Andy Petroni : The quality and capacity quality of the plan and capacity of the application to get the plan done. So through your application materials are kind of fortunately maybe creative writing exercise, but you gotta convince the review committee that you know what you're doing, you have a solid plan and you can get it done.

27:14 : Andy Petroni : So.

27:14 : Arctic Valley Construction : No Doug the answers that.

27:25 : Andy Petroni : For any one of these if you want to mix it up.

27:29 : Call-in User_9 : How can we access the recording of the meeting.

27:35 : Andy Petroni : I will take the question in the room and then we'll get back to you.

27:39 : Andy Petroni : Sorry, so if we apply in our application includes grant funds, but then the grant fund allocations because of how it's allocated would exceed by the time it gets down to our application, the amount in the application is that gonna disadvantage that application.

27:57 : Andy Petroni : You see what I'm saying?

28:03 : Andy Petroni : Yes.

28:11 : Andy Petroni : Yeah, so if you, if you can do a width or without the grand funding or you feel you have a risk of or provide alternative funding scenarios in your in your proposal, we can still offer the award, like if you were the highest scoring for the.

28:29 : Andy Petroni : That parcel, can offer the road if you say you can do it without the grants, then we can still award it. We have to still, we have to determine that the project or the proposal is feasible. So if it can't be done without funding and you.

28:45 : Andy Petroni : Don't score in such a way or the breakdown is that there's not the same amount available.

28:51 : Andy Petroni : We can have conversations around that, so it's not an immediate no, but it's kind of a gotta look at it again in a situation and then I just had one more question. I didn't see in there but is is any part of the scoring criteria total number of low income housing units above the minimum or is it you meet the minimum and.

29:11 : Andy Petroni : And that's that's it as far as that criteria? Yeah, there's no scoring incentive to provide more low income units.

29:20 : Andy Petroni : Directly.

29:23 : Andy Petroni : Okay, we had a question online a second ago.

29:34 : Call-in User_9 : How can we access the, the recording of the meeting.

29:39 : Andy Petroni : I got, how can we access and I didn't understand the rest.

29:47 : Andy Petroni : Recording of the meeting. Yeah, it'll be.

29:51 : Andy Petroni : Last housing Catalyst Page on our website.

29:55 : Andy Petroni : So it'll be a couple of days going to download it and get it uploaded hopefully by the end of the week. Those be linked there on the website. Okay.

30:05 : Call-in User_9 : Thank you.

30:09 : Andy Petroni : All right, we have a question in the room. Yeah, Andy, one of the scoring criteria is partnerships and just wondering, what does HFC looking for here like the more partnerships, the better or.

30:22 : Andy Petroni : Just trying to understand like how do you, how do you get these ten points? What are, what, what's your objective.

30:29 : Andy Petroni : If you know.

30:33 : Andy Petroni : The good looking at you're working with.

30:38 : Andy Petroni : The community or that you're building what the people want in that area, so whether your local community council has a letter of support or something like that, or a broad development team.

30:52 : Andy Petroni : Anything else to add on that Danielle?

31:03 : Andy Petroni : For the folks on the room who I don't know and for the folks who are online, they don't know, I know it's maybe the first time you maybe engaging with some of our programs in this space.

31:13 : Andy Petroni : We didn't put in minimums for the same reason why we left the partnerships broad.

31:19 : Andy Petroni : You all know the best way to serve your communities. We didn't want to create an artificial incentive to say you have to put, you have to feel pressured to propose forty units on a site that you know can't feasibly support more than twenty. We're really placing our trust in you to propose something that made the most sense for the financing and what you could actually do.

31:40 : Andy Petroni : It's the same thing with partnerships. If you have a vertically integrated team that can do it all, awesome. If you don't. You probably need help. So the partnerships and why that that language left vague is for you to convince the review committee that the development.

32:00 : Andy Petroni : Team that you have is the appropriate development team to get your project across the finish line. There's no minimum number where we're saying we want you to partner with three or four or five different agencies just to say that you're partnering with more than one person. That's bureaucracy for no reason. We're not trying to encourage that. It's partnerships making sense. The.

32:21 : Andy Petroni : The funds, I don't know how many of you in the room or online represent nonprofit agencies.

32:28 : Andy Petroni : Maybe it may just be for profit developers. That doesn't mean that you can't access grand funds. You can inform a partnership with a non profit to be able to leverage those grand funds in your application. We have developers in a lot of our multifamily programs that do that. Therefore poor profit developers, there will be grandfunds that can be used to help const.

32:50 : Andy Petroni : A building, but only nonprofits are eligible to receive those funds. So they'll form a partnership with, you name the entity I don't want to name one and imply a favoritism to one, but the pharma partnership with non profits of the nonprofits can receive those funds and bring those into the development or maybe there's a rental component that.

33:09 : Andy Petroni : Isn't really part of your business model. You're used to building a subdivisions or housing, you're not into rental housing. So we're asking you to do rental housing and that means that you need the partner with someone that can bring in a capacity that your organization doesn't have. It's the partnership fitting what you're trying to set, not sell, that sounds bad. It's the partnership.

33:29 : Andy Petroni : That helps support the case that you can bring your proposal across the finish line. We're not going after an arbitrary number, so I I can appreciate why folks might ask that question and how other agencies might view that differently. But we're just looking at it from a feasibility standpoint and what gives the proposal for the strongest chance to become a reality for the community.

33:54 : Andy Petroni : The related question in the chat. Is there a possibility for two bidders to combine.

34:00 : Andy Petroni : Bid for one parcel, for example, one bidder develop substable single family single family units, and the other developed multi families? I think Daniel may have just answered this so yes and.

34:12 : Alicia Busick (MacBook) : Yeah, I I actually wanted to clarify because as he's hi, this is Alicia. I I typed in the chat. How are you, Andy?

34:23 : Alicia Busick (MacBook) : I I actually wanted to follow up on that question cause he answered it of course after I typed it. So what would be, is there a maximum number of bidders? So I know some developers for single family homes, they're allowed to have an exemption and build one home per year.

34:42 : Alicia Busick (MacBook) : Where they're they're capped, they are capped at one home build per year. So if you had multiple builders that were all available to build, what would be the maximum number of partners you would allow or would you leave that up to those bidders to manage their own, their own issues and their.

35:02 : Alicia Busick (MacBook) : Partnerships?

35:08 : Call-in User_15 : Alright.

35:09 : Andy Petroni : So I have to see it written down.

35:13 : Andy Petroni : I'm.

35:17 : Andy Petroni : Yeah, I think I know what you're getting at with the like spec home or the residential endorsement exemption. Yeah. Like owner builder kind of housing.

35:28 : Alicia Busick (MacBook) : Yes.

35:32 : Andy Petroni : Maybe, but.

35:34 : Andy Petroni : Yeah I'd have to.

35:36 : Andy Petroni : Look more into that.

35:38 : Alicia Busick (MacBook) : So it would just need to be documented in that proposal and put together in the plan as per how each of the, those.

35:48 : Alicia Busick (MacBook) : Builders would develop that cohesively together then.

35:54 : Andy Petroni : Yeah.

35:56 : Andy Petroni : So yep.

35:58 : Alicia Busick (MacBook) : Okay, thank you.

36:09 : IRHA : Yeah, this is Lori was IRHA.

36:13 : IRHA : I'm considering this like a pre bid, right? We have to have our notice in by the twenty fourth. Do you have any comment period like Q and A period beyond this or where we can, you know, any written or questions arise in the future that we can write them up, that they.

36:33 : IRHA : Posted publicly or are you gonna answer them and then when is like the deadline for that?

36:41 : Andy Petroni : We can ask questions throughout the whole process.

36:46 : Andy Petroni : Those that are.

36:48 : Andy Petroni : Related to interpretation of the nofa or would apply to everyone, we'll keep a questions and answers document and keep that updated on the website. And once we have all the registrations, we can communicate directly with all the registrants too, so update folks that way, but yeah, if it's very specific to your proposal.

37:10 : Andy Petroni : It doesn't benefit the rest or isn't relevant to the the group, and those need to be included in that, but yeah, we'll have a Q and A document and you can ask me questions throughout the whole application period.

37:39 : Call-in User_12 : Andy, this is Kurt with Alaska Community Development.

37:43 : Andy Petroni : That's like heard?

37:47 : Call-in User_12 : Can they, the rental unit can be multi family or single family or they have to be single family.

37:57 : Andy Petroni : Works best for your plan and the site.

37:59 : Call-in User_12 : Oh, ok. We didn'.

38:02 : Call-in User_12 : We just wanted to clarify that. Thank you.

38:27 : Call-in User_14 : I had a question and I apologize if I got disconnected earlier, so you might have already answered this, but is there a time frame for when development has to occur? So like for instance, if, if we pick a site and we, you know, we have a plan, whether I'm guessing we're gonna put a an action plan on the, in our proposal that we'll talk about the timing for the single family and said we have a.

38:47 : Call-in User_14 : Market rate component, and then if we if we're gonna be going after tax credits and other subsidy to build a low income, obviously, you know, that can take time. Is there a, a time limit for when this all have to be completed.

39:05 : Andy Petroni : We have a preferred start date of next year and no published limit.

39:11 : Andy Petroni : But we can hash that out to individual agreements after the award if you have a, a longer term plan, like if your proposal is to, you know, go after lifetech awards or something for the multifamily piece, then that's can be built into an agreement after awards.

39:30 : Call-in User_14 : Alright, thanks.

39:41 : Andy Petroni : One else?

39:47 : Andy Petroni : Okay, well appreciate everyone coming out, this is probably the best attended teleconference at least in my ten years of the last of housing. So all we had to do is get away.

39:57 : Call-in User_15 : Sorry, I have I have one more question. I have a question. Sorry.

40:01 : Andy Petroni : Yeah, go ahead.

40:03 : Call-in User_15 : I joined late, this is Heather Plusinski from Northwest playground equipment.

40:11 : Call-in User_15 : I don't know if you guys talked about it all, but.

40:15 : Call-in User_15 : So there's, are there gonna be any playgrounds of these development.

40:23 : Andy Petroni : Sounds like a good idea.

40:25 : Andy Petroni : Be up to the developer to put it in their plan.

40:30 : Call-in User_15 : Okay.

40:34 : Call-in User_15 : So, I guess I'll just keep in touch. I'm an eagle river. So.

40:41 : Call-in User_15 : Accessible I'll just keep, I'll keep my ear to the ground, but.

40:47 : Call-in User_15 : Yeah, I I I joined late. I had another meeting, but I'll I'll I'll see what happens. But yeah, with the, if it's a, if it's a bigger development, yeah, it's never a bad idea. We were doing a playground for a cookinglet and anchored, so I just thought I'd join.

41:09 : Call-in User_9 : What's the name of the company again?

41:13 : Call-in User_15 : With that.

41:16 : Call-in User_9 : What's the name of your company.

41:19 : Call-in User_15 : Northwest playground equipment.

41:23 : Call-in User_15 : And my name is Heather. Heather Plusensky. I'm an eagle River.

41:33 : Call-in User_15 : Hey.

41:38 : Andy Petroni : Any other questions? Like I said that comes to you later.

41:44 : Andy Petroni : My contact information's all over the place. If you search for this program and reach me to our directly email, phone.

41:52 : Andy Petroni : They'll answer your questions.

41:56 : Call-in User_15 : Thank you.

41:58 : Shawn Fuller : Thank you. Alright.

42:00 : Andy Petroni : Thanks everyone. I'll stop the recording.

42:03 : glenn : Andy.