

Yeah. Yeah. I have them on it. Yep. higher. Sir, how are you? How? Good to see you. another. And ultimately, I'm the opposite... Uh huh... similar type of issues. Not similar, but, like, right? They need to be addressed. And, um, that's what I think this is gonna be really helpful for. And, you know, going through, I'm actually glad that it's not quite as big of a room as I thought, maybe. I think it's gonna be a little bit of a smaller group. Because then we can actually have, I think, more of these conversations, yeah. Oh, we... As opposed to just people talking... Yeah. I just came back from Dallas. Actually, listen, would you mind giving me the Wi Fi? It's Empire. At least no one wanted to... Thank you. Pardon that? No, just empire. And then welcome home all your workers. Yes. One. Thank you. So, shoes. Yes. What? I'm right on Marshall on Facebook. This, uh, we eat breakfast, almost, and I eat Americans. Oh, Oh, yes. What is this? Oh, my... Okay.. business. Yeah. Oh, very much. Welcome home. Daddy. I'm okay, I know. I sold the business portal, ex governor, 57, and then, yeah, ankle. Then we had. Okay. That was awesome. How many toughest business? Like crazy business, right? Yeah. Yeah, I agree. That's awesome. Yeah I love. This is my passion. You know, who would be most of the same? So, if you really are having fun? Yes. Oh, I'm sure, for sure. All the craziness right now, I see... Yeah. Long areas, spring, I'm like, I don't know. No. Thank you. Yes. I was just... I'm technical, I was... Okay. We still need to meet. I know, you asked. Thank you. Yeah. I Uh, it's Empire, and then Welcome Home. Oh, here. All over this. You're getting. Music, music, music. I think she sent the access to your computer, if you're careful. She can have it. You're right. I want it. Yeah, you have to do the work, though. How are the girls check? That's the big week, so... Jesus.. Let's see, let's see. My daughter's a junior college, so... Mm hmm. Yeah. Our joint code, when she was during her school, we got a costume. Yeah. Hi, Bob. Hi. What Where are you? Kayla down. Nice to meet you. I Good. I think everyone's gonna be a person. Thank you. I didn't mind. I'm sorry. Your Honor? No. working hard at work. A little, little. Thanks, guys. How you doing? Nice to see you. No need to get out. Thank you. Thank you. Thank you. Well, I'm just stopping by. I watched him out. Okay. How are you? Good. How are you, Jeff? Guarantee, right? Hello? Good. Hi there. How you doing?s.. Taylor, you made it, you made it, baby. Nice to see you. Okay. Hang out? You guys? Thank you. Thank you. you you got Mr. Chairman. Well, um, I guess it's 4:30. Should we wait a few more minutes, or... I guess we'd wait for Bob to get back. Have the eyes, please, take care. Uh, 10 of... 10? So should you all work? Hey, what's up, man? Who were they? Exception of German. Yeah, June, June said he can't make it for that. kidney. Yeah. Good. How's your week been? only Tuesday? Good Mother's Day? Oh, yeah. It's nice. She's nice. Yeah. It's nice. I took my mom out for dinner. It was nice. First. Uh, we should. Yeah, it was good. We can talk over there. Me, my brother, and took my kids, and they just... around. ran around like. Yes. Yeah. delivered in my Uh, August? Is it just 18? Or Echo and Bell Department, though?iny. All right, well, good afternoon, everybody. Um, I'd like to call this first meeting of the downtown Scottsdale Cast Horse

Advisory Council to order. Thank you for all of you being here. you was personally selected by Mayor Borowski, to represent your district in your willingness to serve. Says a lot about your commitments to Old Town Scottsdale. So we appreciate it. If we could do a quick roll call, I wouldn't mind, just to make sure that we have everyone written down. Start with Janie, I guess. Um, Jenny White. Morning, Howmani, Jason Amber. You'll need to unlock your iPhone. Let's address what I'm on the string committee. Uh, Taylor Dale. Fation. David Schofield. Lisa, we're asking about, um, this committee that just got invited off the some boards of encouragement and race. Oh, are you good? We just, uh, doing a little roll call, so please feel free. Sit down. So, you know, the email that you sent out, like, an hour before, actually... Okay. Did you did someone afford it to you? Uh, I was told about it, but... okay. Maybe 10 minutes ago. Well, thank you. Appreciate you. We have a forum, so we can proceed. You want to close that? Um, you should have all received the agenda for today's meeting, so if there's a motion to approve the agenda as presented. Any emotions? Seconded? All in favor? All right, what she carries, agenda is approved. Um, Sherman's opening remarks. Before we get into the substance, I want to take a few minutes to frame what we're doing here and what I'm asking about each of you. So first, thank you again. Looking around this table, we have some great operators, proprietors, gallery owners, hoteliers of every kind is clear that we have the right people in this room. Everyone in this room, obviously, cares about old town Scotts. They know about the downtown tremendously. I've known and heard of most of you for quite some time. And downtown Scottsdale was thriving in ways that few downtowns America can claim. As I said before, the hospitality you see is grades, the arts district is fantastic. It draws world class galleries. The historic district preserves character. But you can manufacture Fifth Avenue is one of the most beloved shopping borders in Arizona. It really is. And the entertainment district drives a lot of energy and tourism. But we'd be kidding ourselves if we did acknowledge that there's some work to do. Right? So that's why the mayor convenes the task force, specifically, I'd like to address a few ground rules and how I'd like us to operate. So, we're gonna ground every recommendation and evidence, not anecdote. I think it's important that we have evidence behind everything. This isn't just, use my language, but kind of a **** session, right? This is something that we want to represent all 4 districts equitable. No district gets favored. You know, district gets overlooked. We focus on solutions, not blame. And respectful dialogue, concise comments, and district wide thinking rather than isolated interests. It's gonna be really important that when you're recognized to speak, that keeping things organized, and, um, make sure and be concise with your points. I think, again, going back to making sure that everyone is treated equitably is important. because that's how we're really gonna get things done, right? Everyone's got grievances. Everyone's got goods and baths, and ultimately, we really want to address all of it with this committee. with this advisory board. So, one importance of note that tonight isn't. Tonight is a kickoff. We're not

approving final recommendations. So, we're not voting on the framework. Our job tonight is to align around a set of working priorities that the mayor has given us. And to hear from each of you what matters most in your specific district. Can I ask a question? Sure, can you break down the digits? I haven't been in any other way. Yeah, also, I don't know who's doing what. Sure. I'll get back. Okay. No problem. This is kind of an opening, right? to go through everything. So, we want to hear from each one of you about what matters most in your district. Leave this room with subcommittees, district leads, and a schedule of walkthroughs. That's the bar for success for tonight. Okay? The priorities I'm gonna talk with you about came directly from Nate Borowski in her capacity as the steering committee chairwoman. And I've organized her direction into seven different working categories. They're her priorities, and it's our job to translate them into action, into working action. So the seven different priorities are interconnected, public safety affects the economic vitality, access affects the circulation of the city. Branding affects every district differently. And our job is to look at the system as a whole. So the first thing that we spoke about was public safety. That's foundational, right? If residents of visitors don't feel safe, every other strategy gets harder. We'll look at both data and perception, sometimes they align, sometimes they don't. And the second piece of this is keeping a clean and beautiful old town. Funliness, landscaping, lighting, streetscape, consistency directly impact economic activity and the community pride. It's really important for us to have visible improvements that can produce immediate public confidence, because that's a really big piece to this, is making sure that people can see what we're doing, and that it's important. The third piece of this is brand and marketing. And we spoke about that. All four districts should participate in the strength of the whole town brand. No single district should carry the identity of the downtown alone by itself. Number four is the access of parking. Parking, way finding, walkability, ADA accessibility. If parking exists, people can't find it. That's still a problem. If there are issues that JD brought up, those need to be addressed for parking as well. So these are all things that we wanted to discuss. Number five, visitor for circulation, district activation. This is one of our biggest long term opportunities. I think, Bob, you brought this up quite quite a few times in the last meeting. How do we move visitors deliberately across all four districts so the downtown rises together? Right? And the economic vitality, excuse me, the vacancy trend, small businesses support, legacy operators, healthy downtowns require both investment and continuity. And that's something that we really need to address. The livability and the balances, the last piece of this. Old Town is both the neighborhood and the destination. Residents, visitors, operators, and property owners all have legitimate interests. Our job is to find workable frameworks where these all coexist. And ultimately, this is a framework at a high level. You'll receive full documentation with work streams after this meeting. And all your comments. So now we kind of want to hear from each and every one of you. And, um, I'm going to offer that we're

gonna do a round robin. So everyone will get three minutes, and we don't want to, you know, take up too much time. Obviously, our times valuable. So, what I want you to focus on, for each one of your districts, is the single biggest opportunity for your district. What would you unlock to provide the most value? And the second thing is the single biggest concern of your district. What's keeping you up at night? We'll go district by district, both members from each district can go back to back. So the arts district, we can start, is Jim Champlin here? No? So why don't we start with Bob? Okay. Single biggest opportunity. I think the arts district, the opportunity, is that it's a cohesive list of logical entities. People think of it just gatherings, right? And other solutions. You guys are galleries, you have, um, interior designers. You have one kind cultural destination, so the Museum of the West is Smithsonian Affiliate, is just sitting there, like, against all of his glory, that can be, that can be used as a huge draw. You have the artist school, but it's practically not even mentioned ever in the market. You have a stage question. Artwork as a weekly event is a landmark, right? You got that, and not to mention, you know, the wine bars and restaurants and miscellaneous. I'm just saying that, you know, this single big opportunity, right? So it's never been marketed. You know, that way. It's basically the gallows. That's it. And so the opportunity is to cohesively market all of that as an NTM as a drawer. destination. And I will say that that combination is pretty unique in the whole country. And if not the world. I mean, how many other downtowns do you have all of those entities in one place in 2 blocks? Um, so what's the other question? The concerns should be addressed? Um, I think that... You know, it's interesting, because the city had experienced also emphasized that Scottsdale is a luxury brand, right? A luxury brand. I mean, that's not, like, a bad thing, right? Luxury brand. If anything, the arts district fits in that pretty uniquely, right? Because you got very expensive artwork, and, you know, the cultural thing, you usually go with luxury. But yet, we don't... The marketing has never been targeted. You know, to get qualified demographic, you know, for that cohesive combination of entities. So, the opportunity is that we have to, we just have to market more effectively. The other thing that, I don't know if everybody knows here, 5% of our bet tax is now allocated for all time marketing. So the bet tax is around \$35 million now, right? And growth. So then the amount, the 5% is close to \$2 million. That \$2 million is slated for old town marketing, none else. That's it. So one of my desires is that each district, each district, gets a slice of that, right? So, you take the \$2 million, and each this are gifts, like, say, like \$300,000. And that money is spent to to uniquely market that district. And, you know, the entertainment district has different crime build than the art system, it never circled down. And I think opportunity, that's another one, that we just don't spend the money just randomly, you know, throw stuff around to see, you know, what works. Each district can basically be in charge of their own, a branding, you know, and my marketing. They actually are in charge of how they're gonna be marketed. So that's the that's the opportunity. Okay. Those are great

comments. Yeah, so... And I think that we're gonna be setting subcommittee members tonight, and I think that that's a really good opportunity for you to be a part of that specific subcommittee member, as far as the branding and marketing of old town. So we'll get to that. That's good. Um, historic districts, while we start with Jane. Okay, what exactly are you asking now? Do you just want to hear my answer? Yeah, so the two comments that I'm asking are the single biggest opportunity for industry, and the single biggest concern you have for your district. Single biggest opportunity. Okay. So, um, the single biggest opportunity I see is a complete change in, um, in the emphasis, right? For so many years, the canal has been promoted, promoted, promoted, and now there's so much stuff up in more statsdale. So there's a trend where all the customers are gone. Like, my tenants are telling me that they used to have high end, um, luxury tourists, and now they have the back pepper Walmart crowd. And one of my tenants actually had to hire security for Prada del Seoul because just all these people going in the shop, nobody's buying anything. Yeah. And so, also, the events, so, and bring offense back to Old Town. We've lost all our. somehow they've just disappeared. Like, the Christmas tree has been gone for eight years. I didn't even know that. That was a huge event in Old Town. It was at Main Street. So that was a big deal. The horse and buggy, those are gone, the singing cowboy is gone. Um, you know, they're just, everything is, like, gone. You know, there's nothing left. Um, and when, when there's a vance up north, like, the season started, these are what my tenants taught me now, so I don't have any wavepoint. So this is what they're saying. This year, and last year, and even before, but it was really bad this year. They have no triple net. So the golf, all the events up there, the auction, everything. those people are staying up there. They're not coming down. And one time I even told me, she heard that those places up there are saying, Don't be sentipede over town. Keep them up here, you know, their hotels and things like that. So they're grabbing those people. They're keeping them, you know, keeping them busy, and they're keeping them in stock if they're not coming down. Um, so, any of that kind of stuff is huge. And then one of the council people had a great idea, which was, go where the people are, try to bring them into Old Town. So when the farmers' market moves, which is gonna be fantastic for them, and they're not gonna be, you know, we'll have our parking lot finally, but, um, so all those people will be there for the farmers' market. So the idea would be to have Old Town, coordinate somehow, to have, you know, share these people, all these people that are going farmer's market. So maybe there's something like old town, you know, plans, meals, and different things, or does things to attract people that are at the farmer's market. So instead of leaving for our market going home, they leave and say, Oh, let's go into Old Town now. you know, they've got this going on for us or you know, those kind of things. So, I see a lot of hope for the future, because there's so many opportunities to do stuff, since there's nothing being done now. So there's just so much. So that. And you said the deficit? Yeah, the single biggest concern. Head parking. Alright?

Parking, and that's been an absolute nightmare. So, to my family's living mom, it's fasto forever, as you know, I just repeat, repeat, repeat. First Mayor Scottsdale, all this stuff. When they built that parking garage, my mom went to the opening with one of our tenants. We all knew that other levels were coming. You know, it just was a matter of time. And in the meantime, the farmers' market were guests. And everybody was okay with that. And it's turned into a monster situation. But attendants get no business, there's no parking, they take up all the parking, and this has been going on for years now. So it's really turned into a toxic situation in the sense that they even compete with Old Town. They sell food, they sell trinkets and stuff. A lot of the stuff that's every old town. I mean, how long can you shop? You know? Right. If you're tired by the time. So, um, bargain. Correct. It's always been parking. Always my parking. And, um, every single suggestion of pedestrianness or pedestrian, that, those are fighting ones. You know? People don't want to walk. You know, I want to drive up and park in front of where I'm going to shop. And that's what people wanna do. That's the golden standard. Nobody wants to walk or have their wheelchair pushed for a mile. Nobody, you know, we're not out for athletic events, we're not in enforcing people to get exercise, or what we think is a good idea, not trolleys. I'm telling you, all these things are bad ideas. And that comes from my tenants. You know, they have older customers. Um, they they, they see this. They want people to be able to park. We have it in our leases, 'cause we have arguments, our own, on Tenacio Road, that's ours. Anybody parks there, they're getting a ticket every day, 150 bucks. You know, no tenants, no employees, no nothing. And we stress now, and for years, we stress it. So, and I'm sure that other property owners and business owners aren't the same. They don't want employees parking in the parking. So, the parking is huge. It's golden. If people can't find a parking spot, they leave. So the fight that has been recent over the parking garage, it's unbelievable. I pray that it never comes back, that there's nobody out getting signatures to, you know, phase 2 in June or whatever. Let's fight it again, smooth it. I can't tell you enough. We have to have it. It has to be there. Okay. And it's ours already. So that's, this is, like, the big, big giant fight. You know, we have to have that. If we don't have that, we're having to make nobody else. Well, thank you, Janie. I sincerely appreciate your comments. You've obviously been here a long, long time, so they're very valuable, and that's what we're here for. Next, Paul, if you want to... Yeah, so I'm gonna try to be the single biggest opportunity. Yeah, I'll try and keep it short. I actually agree that it is gonna be marketing. I would like to see some fun marketing activities put, not even just in the historic district, but all four, things like little scavenger hunts you can do with, like, your phone where you just scan a QR when it gets you going. And if you're strategic about it, you can make people go up and down pretty much every single street. fun for everyone, hopefully gets people going into some merchant shops or restaurants, what have you. Uh, I would say my biggest concern is, Janie mentioned, parking. Um, ironically enough, just a couple weeks ago, I went to the farmer's market, not

sure how to provide evidence for this one. I guess I'll record it next time. And I must have circled around for a solid 20 plus minute to try and find parking. There may potentially have been parking spaces in the Los Alivos parking garage. If you have any sort of, not even lifted, but just like a Ford expedition or a truck, you literally can't get that in there. I watch all sorts of non-modified vehicles, hit that circular thing all day long as you drive by it right now, probably half the yellow paint is missing from it. It's a joke. Using that as an example of like, accessible parking is kind of disgusting. Half the SUVs these days aren't even able to fit in there. Third thing I want to mention, actually, involves this. Definitely not throwing shade anybody's way, but just as a professional courtesy to everybody, aside from the fact that I didn't even get the email of this today, and I'm free winging it, that perhaps more than one hour's heads up in the middle of a business day would be appreciated, especially if we're gonna be expected to provide evidence and not just the anecdotes. That is all thank you. Thank you, Paul. The scheduling was a little tough for this first week of meetings. We will be much more communicative and better about the schedule in the future. So we wanted to get this... We know the material, though, so... Yeah. We wanted to get this first one on the books as soon as possible, so we could kick things off, but totally, totally hurt. Um, let's move to the entertainment district next, Jason Adler. If you would like to share biggest opportunity for your districts. Yeah. Um, I mean, I feel like I might be a little bit of a broken record, but I think that it is, excuse me, marketing, connectivity. Um, I think it's just a matter of creating, um, better circulation throughout all 4 districts, and making it. So, from my perspective, from hospitality, entertainment, hotels, especially, uh, were the first stop, for a lot of people, from the tourism prescriptive, will come in, um, and making sure that there's another thing for them to be able to go out to hit, entertain historic, uh, restaurants, whatever it may be throughout the area, and the connectivity that's, that's made Um, and the vetting taxes, that's, that's, that's what I do approve of the fact that, if they're always there sitting there, then we should all have some sort of say info into the specific districts on how it's actually given life to a better benefit of everybody from a crossover perspective. And then you visually in your actual district itself. The other, the biggest concern we had, probably, concerned from my perspective, is just public states. I think it's just a matter of making sure that what we have in place, we continue to keep Scott said the same city in America, you know, from, I remember, 20 questions we were living here, and that was the terminology, but she's going off. I still feel safe. I still bring food, that it's insane for me to bring my kids here, and I just want to continue that in those efforts to make sure that everybody that comes here, from the tourist perspective, and drive from people in Wisconsin, then we know, I mean, that should never be a concern for anybody to drive people away, um, in city itself, so making sure that that, you know, safety is a, is one that's addressed for sure. Thank you. I did have June now as the other entertainment district. speaker, but he is not here today, so let's move on to the Fifth Avenue District.

Tommy Plato. Tommy here. No. No? Uh, Tony? Please do ahead. Oh, definitely, I, uh, I've been here since 1985, and I see a lot of good changes and something absolutely changes. The things is definitely marketing, but I see... I look at it, it's good, but do it as a more calibration with the art district, and some restaurants, doing something together with different things. You know, I remember, like, Year's Eve, parties on Fifth Avenue, that has not been gone. Also, I think the advertising portion of old town, hot, I think we can do a lot. doing it as a business owners, the city, and hopefully, we can spend that money wisely through all, in a way, of everybody kind of... not just the heart, but not just the restaurants, and... I think definitely marketing is very important. Me, this, things of safety part, definitely, not only just the safety for the visitor, in downtown Cascasio, or entertainment district. I don't know if you guys watch. Sometimes I go, Instagram, and I see the flights comes in, and then, you know, and the entertainment district. I think, have to be something, because it's gonna cost the city a lot of money, problems, and also people that are saying, Oh, don't go through that, and there is fight, so just be careful, or, you know, carry a knife with you, or something, you know. I think safety is very important, but also respect. So the resident calls living close by, you know? I think the noise orders, sometimes a lot of the places, they don't use it. I have a tenant time. Franco's Italian cafe, and we have the body schools, sometimes they get it too high, and it calls now, it's like, Hey, can you call the owners? Noises to... that I called, uh, Skaster PDs, like, Oh, this is not our responsibility, but actually, it is. And, you know, because there is the meters, you know, you can imagine, it's kind of a little challenging. It's like, hey, you know, we're losing customers, customers here to come and dine, and you have kind of a club, or, you know, I think safety is back to the neighbors, and, uh, Tony, where's the set you're talking about specifically? So, uh, the modern school, I own the building, next door, and I have a tenant, Franco, Italian, California. Got it. Got it. And I know exactly what to talk about. Yeah. And sometimes, you know, for them, you know, code enforcement, you know? We have, you know, I did Bravo Beast Boy. I was there for 23 years, and I don't know if you guys remember, you used to come down and go underneath the parking lot, and I did the second floor, and we fought the city for the valet parking up front, but people, you know, just parking, it's not a parking, it's for valet, drop off, pick up. And we've been really having the challenge and we put a sign, no parking anytime. You know? Next door, I have the own camera, like, hold the whole thing, with the cement, and think, and throw it. It's not respectful for neighbors. I want to respect everyone. But, also, I think, my tenant, you know, and affect everyone. I think people, sometimes, they try to do different things, and, you know, like, they only schmooves, and, you know, not talk about things, but, you know, my, uh, Vandover calls, and I'm just like, You know, the neighbor, you want to do the favors, and I say, well, this is not our business. This is the city, you have to go to the city, the right child. I care if it takes a month, a year, you know, for me, it took me a year for them

to fix, you know, a very dangerous spot. And, you know, my next dog neighbor, we see him pulling neighbors out and putting whatever he wants. I mean, that's not just like, what's at all, you know, just say you don't, they don't listen, but, uh, we still have to go through the right powers, yeah. Yeah. That's my 2 cents. Well, thank you, Tony. I appreciate that. Um, Ryan, Kim, please, since a few people are missing and all that. Can I add... something? Yeah, yeah, yeah. Yeah. I think I think there's a fundamental issue here, right? So, um, I believe that every district is different. Every quadrant's different. And I'm not against any of the programs. everyone's got their own, you know, niche, right? And, um, And Harry Gordon has to be branded to get the people that they deserve to get. I sure there isn't. So by a year and a half, I was on YouTube. I get on this real first side, and it was one of these sites where, if you want to come to Scottsdale, let me tell you the pros and cons of it in each neighborhood. There's a mountain all the way to the south. everyone's got a niche, right? And I was waiting to see what she said about old town. So what she said about Old Town is that unless if you are a 20 year, 20 or some 20 year old, something, right? Don't bother. even go into a town. Okay, so, so, and instead, go to Keelan, go to court, that, that, it actually, I have the video. I don't want. Unfortunately, I can't put it on the, you know, on the, on the, what do you call it? on cancel because now you can't show because I want to just show them that. But so that to me was ranging along like an alarm because forget about what we're inside, you know, you know, we're too close, right? To the trees to see the forest. When you see a realtor, say, like, don't go to Old Town unless you're a 20 year old something, and you want to get dripped, if you want to get drunk. That key, they've already instructing, pretty much recommending the older affluence. Go to cure one, go to the court. Dont go to the whole town. So, and then, has anybody been on Scottsdale WTV and, like, it's, you know, pretty embarrassing. I mean, it's not even funny. I mean, like it's got some something like, I don't know, like huge amount of, you know, 1000s. Like 10 of thousands. Like 100 thousands, thousands. And so, you know, you get on that, you say, this is definitely why. I'm just saying over the years, we have discouraged a lot of affluent welcome to people who come here. Now, having said that, there's a place where people get drunk, too. I mean, I used to get drunk when I was younger. You know, I mean, so I mean, I'm nothing against that. You know, but I'm just saying that then you have any other entities. But if we want to make all of this, you know, something that just attracts 20, 20, some year old people, well, there's your problem right now. So how do you reverse that? And I think I reverse this by marketing every district individually, and there's money. In the past, before that 5% was available, there was no money. So now we have, we have 2 million. If you can use that money, like, each district comes up with their own marketing plan, adds it over to the city, market this way. I like the saying that, you know, a rising tide, this all goes. I think that's really, really something I live by. And I think that equates here to you to all of your comets, 'cause you're absolutely right. There is no district that should

have precedence or hierarchy over another. And there should be more marketing for all the districts, comparatively, I totally agree with that. I've never been down by the way. It's never been done, and I agree with you. For the past 10 years, I've been involved with the city's marketing, tourism group. They have, basically, the previous company that they had, and even their own, it's like, bland, more. I call it marketing at the level of an ice cream store. Right? That's it. I mean, like, if we're at the, this boardwalk, boardwalk market, that's how they're done with overtime. And, you know, you know, garbage and garbage. So I want to give everyone a chance to speak. Go ahead. Introduce yourself, please.. Yeah, I work the mayor for a while, and then, also, I work with Caroline, and she's on her way.

Unfortunately, we have this down for Wednesday on my text, originally, so we had it for tomorrow night, but, uh, we got your message, and he was, Oh, my God. We had a task force being. So she's on her way, but, um, I've worked with her a lot on the whole town, and her thoughts, and I just think she's gonna be in permission to speak if that's okay. Sure. So, one other thing, she'd like to say, and it goes to this gentleman here, um, and she really thinks that, you know, when you get that map, a old town, that they, that they need you out, it doesn't type people get it. You're like, Well, where do I go? Do I do? And she said, she's really naked, trying to make an impactive, and put them on a route. Like, if you're into art, if you're into home decorating, if you're into cars. If you're able to do, this is a route you should take, and then make it interactive, so they're actually boosting things on the internet, so that, you know, people experience things as fast scale, and actually in the directions, because if you're dropped here, you're from... Is that map coming from the city, or is that a privately? That's actually on the experienced Gastel movie. Is? Okay. Okay. Okay, yeah. But I think the key is to make it interactive, so then you get people... Yeah, so we can add QR codes to that matter and feel, experience Scott Seal to AccuR codes. Then we can have little videos on those QR codes that you want to get specific. social media platform. That's actually pretty easy. That's actually crazy. And then we can change it. people to use these technology. Yeah, and then we can change it every few months, update it. Hey, look, Deputy, I spent about 20 years in New York City, right? So, you are so old that, yeah, that's, that ghost signals are so, so, \$3000000 paying. So we have caught like 50,000 a month rent. Yeah, you know, yeah. We also have, like, 20 blocks over, blocks on bars. It can all coexist, but the point is that due to, I'll say, poor marketing in the past, they just did land marketing. So the thing to do, again, is it comes out to marketing like they know. Okay. But they're right about this. I'm not the same. Heard. Well, thank you all. Hello, Crystal.. See ya. That. That's okay. Sorry, we'll be better at scheduling. And tomorrow, somewhere, too. Um, there's a few themes that I'm hearing across the districts that are gonna be big topics, right? Marketing, parking, safety, these sorts of things. We'll address all of them. And now, let's talk about how we organize ourselves to do this work, because I think it's really important that we all have specific categories to focus on. And I

want to float a proposed structure and get everyone's reactions, because I'm not sitting here saying, This is set in stone. I want to float this structure. Nothing is locked until we all agree on it. First, district colleagues, the mayor, already paired everyone by district. So I propose that we formalize those pairings as district kind of co leads, meaning that two of you from each district jointly own, bringing your district's perspective to the task force. So what that means is that, like, Bob, you would represent the arts district. And I don't see Jim Champlin here, so if someone else would like to be the co district representative for the arts. All compact. Okay. So, you and Jim, historic district, Jamie, Janey, and Paul, if that's good with you guys. Entertainment District, Jason, and Jude, if you want to contact Jude. And Fifth Avenue District would be Tony Himadi, and then I have Tommy, but Tommy's not here today. So if someone wanted to take... 5th Avenue? Horses? Yep. I love it. Okay. So I'll add you in there.. Okay. So if anyone, if everyone is good with that, is that good? Everyone's parents? I have a question. Yep. Is there anything in this that would be prohibitive of also trying to help out some? Like, for example, I have properties and 3 of the 4 quarters that we're talking about here, and I feel I would have a lot to add, for example, to the 5th Avenue. One of the 2 people aren't even actually on Fifth Avenue. I appreciate you are. I am too. I would love to be able to help with that. And same with the arts district, as I own one of the MCap buildings for the arts district at Maine and Goldwater. So let me let me get into the subcommittees, and then I think some of its categories kind of overlap a little bit. So we can talk about how they might overlap, and you might address that specific issue. So, if everyone's good with that, then if the subcommittee structure, that would be number two. So with the four districts, seven priority areas that the mayor wants to address, I'd like to float a four subcommittee structure, so that each district has a voice at the chair level, and the work is divided into specific portfolios. So subcommittee number one would be safety, cleanliness, and branding. That would be... So, the entertainment with Jason Abler. Um, that would keep Old Town safe, the crop, and cleaning across all the districts, so there is some overlap in all of us. Overseas, no noise, code enforcement, because that's a piece of his district. Ensures the physical environment reinforces the identity of each district, and that wants to project. So some of that does blend over to some of the other ones. The subcommittee number two would be marketing in circulation. I think Bob, that's really something that you want to be focused on. ensuring the equitable marketing and investment across all four districts, driving visitors deliberately between the districts and through coordinating programming of the marketing and all the districts. Is that something that you feel comfortable? Sure. Sure. Okay. Subcommittee number three. Uh, access streetscape, economic viability, um, that improves how people get, sorry, hold on one second. That improves how people get to and move through Old Town. The physical streetscape, the experience, and the small business environment that it depends on. Crystal, if you wanted to take that one for the Fifth Avenue District. Okay. And

subcommittee number four would be the livability and balance. JD, if you would like to take that, that would be maintaining a healthy balance between the commercial vibrancy and the residential quality of life. Well, um, hold on a sec. Yep, please go ahead. Yeah, 'cause I know nothing about the residential quality of life. And also, I'm not understanding how you're dividing everybody up, because, like, for instance... No, this is what we're here to discuss. Yeah, so, so just... Ind is. Yeah. Yeah, so, um, so I feel like each area, I'm just gonna only speak for myself. Like, I don't know nothing about the theft now. I know nothing about the entertainment district. I know nothing about the arts, you know? I feel like whenever they decide for themselves, they know. And amongst all these categories. Okay. That's kind of what I'm thinking. Like, I don't know how someone can decide what it's good public safety for Old Town. necessarily. Or make it, uh, district wide thing. Well, I think the idea... Really? Is that we want to come up with each representative for the district wants to come up with ideas for the total of their specific tasks. And then we float them in here amongst each other, and then we see what we like and what we don't like. And then we give those recommendations to the steering committee. Basically, we have our own ideas among us. I think it's gonna be hard for everyone to go through all of it together. Okay, so right? I know, I still know one, not. If you had a specific topic that you want to focus on, then I'm happy to Not, well, not really. But I'll give you an example. Sure. Street. and parking, and people walking, things like that, and the ADA and everything. I sat in on a deal for, for, um, the gallery association. It was a main street last year. Oh, my God, yeah. Pray, it never comes to Old Town, to our street. So you guys don't know what you're in for. So, see, I wouldn't, uh, you know, they're gonna have to decide if they want to do that in their area, and that encompasses a lot of these things. Right, you know? And it's a whole thing that the city is doing. So, do you see what I'm kind of saying? Like, I would mix all of them for our street, none. No trees, no to stay away, you know, so, so I don't see I would be a good person to come up with a solution on any of these things for all old hap 'cause I just don't know what everybody wants. Like, I couldn't go to the bar district and say, um, well, you guys, you know, you can't do this, you can't do that. I know in Old Town, we have a huge problem with homeless people peeing on stuff and hanging around, and, you know, looking at kids and things, and we've complained in the city about that. I don't know if other districts have that. Yeah. You know, so I'm just not really understanding. I'm totally with the two of us doing Old Town, but the other stuff I don't understand exactly what you're expecting. So, I think that each specific subcommittee that I'm suggesting tackles a number of the seven different items that the mayor wants to try to address. So out of those seven items, I basically come in, come down, and said, This kind of fits the most of this district. in a way. Now, we can pick and choose and decide whether you want to address certain things or not. That's totally what this is about. Okay. What's the benefit for detracting of each area, addressing all of these for their area? I don't know if everyone's

gonna have the time to do all of them, to really focus on all of them together. Well, what about this? If we're focused on a specific area for all of Old Town, how are we gonna figure anything out for, I mean, for all the districts, how are we gonna have time to figure out what we need in our area? You know? I mean, you can focus what we could do, is you can focus on your area specifically, and then the livability and balance could be someone else that takes that on. As a subcommittee, we could add that. That's fine with me. Excuse me, just for some clarity, 'cause I'm a little, um, I'm a little confused with what you added. I'll give you an example. I have a little cafe, Old Town, and I can tell you the issues that we have, or we have lack of foot traffic, and that's why I've been pushing for the trolley. I talked to a lot of people who used to have the trolley, and what we need is we need something that brings people to all 4 areas of Old Town. So if we had some kind of, you know, interactive trolley, lets you know about Old Town, the first mayor, Old Town, you're going by whatever location. Um, so I know for me, Ryan, as a cafe, where the Corman is, um, specifically, like we have issues with people not even knowing about the art district or knowing there's more to old towns than what is what right there. So, of course, foot traffic, I also think that we need some landscape that needs to, you know, we need a prettier scape. So I don't know if that's what she's talking about, because my specific area, I can tell you, me put traffic in education. People can understand how much they're in, they're in. It's where the force fountain is, where Jenny's ice cream. So I worked my cafe. I'm there working with people. I talk to them every day, I ask them, I'm sending them with a map. I requested a map from, um, I requested a map from the city, which needs to be reworked in itself, too, and they've been great, uh, because it's such a racial. Rachel's been great. She understands the issues. with that. But I talk to people, and I just ask them, and I send to people, the artist took all the way, all the time. They didn't know it existed. I said to people over to historic, they kind of, even though we have Google Maps, and where we're, you know, people are kind of just what's in front of you. And then the other problem is it's a long walk, top, you know, Scottsdale, they kind of separates it. So for me, those are my issues, but I also think landscape, beautiful games, beautification, stuff like that. So, I don't know if that's what you mean, genie, when you say, and each have our own issues, because... Yeah, because your issues have nothing to do with our area. Like, I wouldn't say those things, you know? Well, the trolley would help. Here's the deal, like, something like the trolley, bringing back the trolley, would help everybody, because feet, hitting people, could go places, and getting them to kind of go on a trail, different places, is always a good thing for you. nobody here that would benefit from foot traffic. So I know that is a unified problem. I just want to make a comment. So it's interesting that before traffic comes up, right? Because where we are, you're our sister, people think it's just the problem in the district. But then, a while ago, like, months ago, I went to the other side by Brown, on a Friday, you were in season, and it was kind of like dead, right? And so, then, we think, it's all in, we think all of the traffic's by

the canal, so you're saying, no, it's dead there, too. Yes. But the city, TDC meeting, a year and a half ago, they put this graph that they showed from seven years ago, the daytime traffic has plummeted. The midnight hour is to the roof. And so, as far as the hotels, you know, like, looking at, well, you know, traffic's traffic. But daytime, I mean, I've been here since 2010. Daytime trafficking in Old Town has really disappeared. And, and, and, you know, it's the spirit, and one of the reasons, this is what I mentioned before, before you came over, Crystal, is that the perception is that if you're, unless you're a really young person, and you want to party here, don't come. And so, when that spreads around, older African people just don't come down here. That is probably the single thing we have. We can talk about the beautification and this and that and safety and all that's fine. But as long as that persists, and so, basically, business struggle, you know, Old Town is kind of like an intensive gear, right? And unless you do something to bring those people back. I mean. But that's why not to interject. That's why I think we need to partner more with Gerd at the arts, right? He does a lot of events, but we need to bring it more in. He is looking to get our events to this, yeah. No, and I... I mean, I mean, you know, they tend to the museum. It's so poor. You know, that museum was forecasted to have 110,000 paid visitation by year five. There are paid presentation right now is in the '20s. Well, the arts is failing, independence of that. The arts is failing all over, thanks to technology. I still think it's a valuable thing. One I'm saying, though, is we need more. I'm just using the example of the trolley, but family. I have four kids. Yeah. My kids, we would come here, we would do the trolley, but not only that, an interactive map, it shows the difference than actually, when you look at the map, people will go, where you tell them to go, you know? Prior to you getting here, I actually mentioned that it would be a good idea in all four quarters to do, like, a QR code scannable kind of a map that has somewhat of a scavenger hunt, so you can kind of control how and where people are walking through each of the districts. Merchants can put up discounts and things like that, or little coupons for people on the way to try to get them. I mean, maybe a sign, you know, a reason. Well, yeah. People, like, do on code. The other thing. I didn't ask you a question, Bob. Sure. So... I used to remember when they used to do the aqua, wine, and art. Yeah. It was really vibrant. I mean, I love it. I mean, I think it's great. And I don't know what happened after, it's kind of, like, people forget it. Oh, they're still there, but it's not what they used to be. Like, like, the rest of it. Like, I remember that the day just we had the Italian grado when the corner was packed, now it's dead. I mean, a lot of things used to be packed on death, but you know, like, see, see, I'm a kind of person that looks like, what's a what's a low hanging fruit, all right? Let's not, you can do all these crazy schemes and you get tired of, the low hanging fruit is this. You have about six or seven luxury resorts in the 23 mile radius of Old Town. The city's got \$2 million to spend on marketing. If they can just finally find out the way, you know, geo fencing, you know, whatever, get these tourists from their rooms, so tell them over to Old Town, the promise

fixed. Every week, you have affluent customers in this hotel. I'm not going to camel back in. like, Venetian, you know, Royal Palms, you know, elements, whatever, you know, tank sanctuary. It's easy, just get these people, and we have millions of people in these hotels, that luxury hotel, just somehow get them to Old Town. Because hotels want to keep them on the premises. They're not my people, they know this. I'm just saying, with the exception of that. I Because you're already on premises. All right, we're getting, we're getting a little, like... Let's go back to January Real Freak, and then we gotta keep it moving. I apologize. I don't mean to cut anyone off. Um... So, we'll go ahead. I was gonna say, the historic district, residential, or residential concentration, creates a unique kind of profile that words your focus, right? And that focus is parking, and that focus are specific things for your district. So if you want to focus on specific things for your district, that's fine with me. If we wanna make a subcommittee that's specifically about those things that you want to focus on, that's fine. That's what this is about, is, like, let's specifically make, 'cause I don't think everyone has enough time to do all of those items for every piece of it. I love you. You have most of these items, because if you just heard all this passion, I mean, it's got ideas and stuff, but it's all centered outlets get to people that do the marketing, that's, you know, get the business. It's not centered on, we need to plant some trees. We need to look at sidewalks. Yeah, there's about four main items that I'm kind of hearing from... Yeah, that seems like the major, major... That seems like the major thing. It seems more the passion. Sure. Because people are starving, and they want the business back, and they've all identified all this stuff. It's like, these are really important things. All right. And we can waste a lot of time getting into, like, the trees of, like, planting trees. I can already tell you it's a horrific idea, because I've already been through it. The city did all of that, planting trees and stuff. First thing the tans did is went out and cut them down, cut branches off. Right. They fell over. They're not, you know, but you've been, it's almost like if you're an attorney, you do attorney stuff, if you're an accountant, you do an account. Yeah, listen, we don't want checkboxes. We're here to actually do stuff. Yeah. Yeah. I want to do things for a purpose. I'm not here to waste my time. My time's valuable, just like all of this. Yeah. Yeah. So if we have three or four main topics that we want to address, let's address those three or four main topics. The mayor came up with certain things, we can go back as the advisory committee, and say, This is what we want, and I think that that's probably going to what they're going to focus on, and what they're going to approve. So, I guess, at this point, what I'll do is, I'll go back, and I'll start putting together a specific list of those three or four items based on everyone's notes, everyone's comments, and then we can readjust some of these topics, 'cause these topics were obviously came from the mayor and the steering committee. So now that we have our own topics that we want to address as proprietors and business owners, then I think that's the way to go. And passionate. Everybody has some... I agree with you. The entertainment districts are different. I have nine businesses,

kind of spread throughout Old Town, and, you know, the amount of, I agree on everyone's topics. I didn't see flow through from all the events this year. This is the first time in 15 years, 20 years, that we didn't see flow through. We're not sure. You could have slunk away business. Yeah. They don't... Yeah, they got the reverse effect. We're not seeing the foot traffic. We're not seeing the daytime business. We're not I mean, it's all the same stuff. So I'm on the same page with all of you, about every one of these pieces. So, um, I think this is this is what this is exactly for. Can I interject just a little bit? Yeah, please. I've traveled quite a bit, like, in Europe and whatnot. And they ask where you're from, you know, and I would say Scottsdale, and they know exactly where it's happening. And they know old town. They don't know Norse Scottsdale. Right. They don't talk about going to the corridor and all that. and talk about old town. So, we have that advantage. Are we using it with marketing once we get it? You know, 'cause that's how it's already out there. They already know a lot. They're coming to Scottsdale, Old Town, from Epic Park. It's an international location. Everybody wants to come from other countries here. I agree with you, because I was on the inaugural flight on, uh, Star Lux in Phoenix to Taipei, and, uh, I was talking to some of the flight attendants and I asked where I was from. And I mentioned Old Town, and they said that that's where they were told to go hang out during a couple days off before getting back on. And when I was flying Air France last summer coming home, same thing. One of the stewardesses was like, oh, I was told about old town Scottsdale. You know, I was like, oh, I live there. and gave her a bunch of things to do and actually knew what it was. So the marketing for that, and in the world, is already there. We just got to take advantage of it. Here, once I get here. So they don't quote me. I think it's a two part piece, too. You're talking about something that's national international, which is definitely a marketable place that we need to address. Because of all these people that are talking about it, we need to continue to start not able to do it. Is there such a thing for local, though, such as, like, a 1st Friday, the downtown bus, that here connects everybody, that is part of an hard block, that is part of a restaurant for a wine taste stand or stopping in the hotel for a bit, it ties into even your deal of it's an app that tells you what's going on. It's just something in the same realm of the local market. It's just as important as the... The biggest thing like this is the parking for everything. And what really hurts me, my business is here in this castle, too, is when I want to come into Scottsfield Park, the businesses that are here don't make me park in their parking lot. After hours. So there are inky lots everywhere that these businesses aren't allowing people to come in and just bark, even knowing they're closed. So it's liable, and the city can actually sign leases within for a lot of people, all over it. Then they should make that known for businesses or give them something, got the budget, I guess, give themselves for allowing them to park in their park. The nice thing is that we definitely have the budget. Bob, you know, I know, we all know we have the city has the budget. We just have to align ourselves and approach it in the right manner, and we can

give the budget proportions for our districts. Your's interesting. I've been following this, like, a jump, right? You know, like, you know, 60 bucks and stuff. Yeah, yeah. So, 5 years ago, the entire marketing amount for Old Town was back \$1000. That's it. Now, now is almost familiar. Do you see better marketing with \$2 million? No, it's gotten worse, because the money... I wasn't just, man, I've been to the same magic a few times, and, you know, Kevin Burke, and, you know, Andrew Lee Doyle, and the trick is to get the money utilize the effect of them. You can easily pursue it. Or you get \$2 million, you get \$10 million worth of money out of it, or you can just completely just flush it down. So I thought we didn't want to forget about the resin. I mean, I have customers riding their bikes from over Arcadia. whole town. I think maybe twice, rat, or something to even marketing to the neighborhood. We have a lot of people still live only. You know, I'll tell you one more thing, and this is what actually is where Caitlin told me, because I met with him earlier in the year, and I was dying to get him from North Costco now, right? Because money's there. Bring money. It's very, it's a tall order to get people, you know, travel, whatever, 30 miles to get something that, to them, it's not that unique. On the other hand, the visitors in the hotels, this is very unique to them. So, like, I would spend most of the money getting people from the higher, you know, from, you know, whatever. Like a zillion, we have we have businesses nationally all over the country. And one of the big things in a lot of the downtowns that we see is special events drive massive foot traffic. And one of the things that has happened in Scottsdale, over the past three to five years, the amount of special events has decreased by probably 90%. Well, maybe more. Those specialists don't necessarily bring business to the local businesses. It usually becomes a bad. to be the right kind of special rights. And it doesn't even need to be special events. It just needs to be the right kind of activity... Yeah, just the right kind of activity. Well, hold on one second. And I think that there's a little bit of a bifurcation that we need to address as business owners, because sometimes I think what ends up happening is that we have the city with code enforcement, having concern about local residents, and there's more residential in the downtown, and when there's a lot of activity downtown, that affects the residential negatively, right? And then the residential, coming down there, increases property value. So that helps the property values of some of the property owners downtown. And now the business owners are saying, Well, wait a second. A lot of the activity that we used to have downtown isn't here as much as it used to be. Well, it's an example, but what's an example? Well, there's, I mean, I would have to go back and do some research, but we used to have a lot more events downtown than we do now. And I think that has to do with a little bit of some residential pushback because of... safety and noise, and all these kinds of things that are in balance is the key. Right? Balance is the hue. If we have enough activity in the downtown, we will see the foot traffic, but we also don't need to have it to where it's crazy and everything else. So they need to find a balance. So let me do this. Let me go back

to the drawing board a little bit. Let me reapply some of the concerns and the comments into some different subcommittees that a few of us are going to address, and then we can really hone in on the things that we want to try to fix. Because that's what this is really about. We all need to come together and say, Hey, I'm gonna really focus on these few things. I'm gonna really focus on these few things, and then we come together, and we sit down like this, and we all give presentations in a way, and say, hey, this is what we think is going to be the way forward for all of us. And someone in Jane, in your district, you might be like, I disagree with that. Or I do agree with that, et cetera, Bob, and so on and so forth. And I'll be in the same boat. So, I think that's really the way to go at this point. I don't want to, it's, we're at an hour. Okay, so what is that? The time frame for all of this, you're gonna eventually take this to the council, right? hold on. I'm sorry, I just have one thing. Yeah. Your ideas were right. Why can't we just... a first trial? That's perfect. It's everybody, it's something we can do in the summer, 'cause I know my kids talk about one first Friday in Phoenix all the time, you know, like... You should be careful with that. They just canceled it because of vibe. They had more opportunals back to back focusing on the right... There could be bottom. Yeah, sure, but that's an event. Hi, see, it's your apple, right? Events are, are... I think very important to the revitalization of the downtown. I do think events are gonna be important. And more Scottsdale doesn't have its marketing. And the canal doesn't have \$1.2 in house. It's like going to a dentist for anizing. Well, I can tell you, the bed tax... Where is I on that? We'll see what we'll see. The bed tax is up the last couple years. The last thing that we had was... Did find a good one. keep cooking control. They may go there soon. Yeah. I think, I'm gonna love it. All right, well, we're at our time. I appreciate everyone's, everyone's voice here. Bore we close, I want to thank each and every one of you. We have some opportunities to make old towns stronger, and I really think that we have a strong willed people and the business owners to do that. It seems pretty obvious that there's some big topics here that we really want to address. So, um, I'll go back and in the next few days, you'll hear from me, and we'll form some subcommittees, and then once we form those subcommittees, we'll really get, start digging into what we want to do in those set of ways, and how we want to address it. I think it's really important that we come up with specific, 'cause we can talk about what we want to do all day long, right? Well, that's what I was asking. So, what is the end goal? So all of this information is gonna get consolidated and present it to, you know. So the steering committee, and then that goes to the city council, or it goes to the steering committee and gets a group. Well, I want to ask you about what, what? So I want to reiterate what I said earlier before anybody got in here. I totally object to the stereo committee at all. Okay. Or to them having any, any, you can say. I understand why we'd have that, a group. So all we put in all our work, we put in all our time, we're passionate about it. Steering committees, like, hey, that sucks. We're not doing that. We have a better plan. Yeah. You know, thanks

for the advice, thanks for the input. So I don't like that at all. Okay. I don't like that at all. And they should be here. We need to know who they are, we need to know what their opinions are, and why are they even involved. Okay. So, you know, as old town, you know, Main Street, what, you guys, everything else, they're not involved in all that. Some of them, maybe, may not be, but whatever, some of them might be just resident or at this. Yep. And, you know, so that's a huge defect in this task force. It's a family. We have a major black one. We have a steering committee meeting on... tomorrow morning. So let's address that at that meeting. I think we're all gonna be there. So let's address that specific topic. I think there's a good comment.'s your name either. I mean, who came up with the idea? She is the chairwoman of the steering committee, so she will be there. So, Ryan, do you remember, how long have you been involved in discussing stuff? I lived here my whole iPhone business in Scotland for about 25 years. So do you remember the GHTF, the tourism advisory task force? I don't know. Oh, so that was actually approved by the council, I think, 2015. Okay? Right? And it was wonderful. It wasn't old town. It was the entire city. Right. So they met like this, you know, every month, and their charter was to eventually go to the council with a bunch of recommendations. But there was no steering committee. I mean, to me, like, I agree with Jamie. I mean, it's like, if you want to make this more robust, make this more robust, but why is there another layer on top of this? It should not be. Yeah. You're up to right, though. What happened? They made what your recommendations. I don't want to see, they listen to the... Oh. Well, there's no doubt. I think, collectively, we can all agree that, I think, ultimately... beautification. It really does. The lot of it needs some kind of beautification that makes people want to walk it. And then we need foot traffic. Everybody agrees that we need people and all of our all of our errors are now. I'd be very happy. All right. If there's no further business, uh, the chair will entertain a motion to adjourn. Check it. All right. All in favor?. All right, we are adjourned. Thank you, everybody. Thank you. Thank you,. Thank you very much. Thank you. Yeah. We'll get there. We'll get there. Nice to meet you. I know a lot of integration, too. Yeah. A lot of weather. And a lot of integration between... And it might get done past or separated... Yeah, what's good? We got lottery... Yeah. Sunsets or summer, yeah. I'm sorry. That's it. That's the best way. You know, I really... You know, right, right. No, I... The reception is a bit fake, because I... No, I... Oh, I was always assuming I was one of the youngest. I'm just saying that I'm higher, I hear you. But, yeah... Well, nice. Nice to meet you. Oh, there you go. One, one, one. Yes, I don't... I am here. It's old. I'm here. I'm the only person here. Why did you say council, and...? She's those ****. A little lottery, either.