

2024 WAP DOE PAC Documentation

June 28, 2023

PAC Agenda

To put the PAC in the decision-making seat on the following topics:

- Recap:
 - o PY2022
 - Closeouts, conducting QWMM, Josh Metrics, CFS is no more, several players are considering territory adjustments. Starting PY23 with Ethan and Rodd and onboarding a new multi-family analyst.
 - BIL:
 - 35% allocated from DOE and 15% dispersed to the network when an LSP is at 70% capacity of current award, we are allowing them to request any amount up to \$500,000.
 - o Readiness
 - Our \$5,000 ACPU is removed we have a cap of \$12,500, and units can now be completed using DOE and BIL funds.
- Workforce Development
 - BIL provides many opportunities for expanded workforce development. IHCDA has hosted a contractor roundtable session and survey as well as investigated how weatherization is staffed across the State. Snap shots of this information is part of the PAC WX summary document sent out. As workforce initiatives develop, we plan to continue to have feedback loops and build the talent currently in the network- while also expanding opportunities for minority, woman, and veteran owned businesses. Additionally, as a new weatherization data system is designed, weatherization crews and contractors are key stakeholders in the build out of the tool.
 - How can the workforce development strategy address attraction, retention, and flexibility to program needs?
- Lead
 - EMI is no longer offering the Lead Risk Assessor or Lead Inspector trainings and our LSP network has expressed the need for a change. We are proposing to remove the training that was previously offered by EMI and keeping INCAA's LSW for weatherization professionals and our "We Care About Lead Policy". Usage and proper handling of the XRF analyzer will be prioritized in the training curriculum of our network. Rather than obtaining training on the XRF tool from manufacturers, this would become a annual refresher course offered by INCAA at the SATT and CMR meetings. Wx managers would be required to attend or send a designee – at least one member of a LSP Wx crew must be trained on the safe usage and maintenance of the XRF analyzer.
 - Does this proposed level of training deliver safety and provide usefulness in the field?
- Solar

- IHCDA is internally discussing adding solar as a measure to the weatherization program. IT is a measure currently being encouraged by DOE and is a part of other states' weatherization programs. We have considered the steps of pre-implementation and have determined the level of prudency that would be involved in determining an eligible candidate. We would vet solar providers and installers to provide a competitive operations and maintenance agreement and warranty for key stages of the product lifetime and would train energy auditors on site selection before rolling out a small-scale pilot program with 1-2 subgrantees.
 - Are there any concerns or suggestions for adding solar as a measure in Indiana's Wx program?

Minutes

- Ethan Opens on PAC agenda
- Greg Explains RECAP on PY and Ethan presents BIL and readiness updates
 - Tara Bolen with Duke asked if we are adding complimentary H&S fund increases for BIL. IHCDA answered that there are not complimentary increases. We iterated that we are now utilizing 25% H&S funds. This is not complimentary but program policy.
- Joely discusses workforce: opens floor for workforce development
 - Tara offers list of those they contract with to see if of use to solve gaps in labor of the Wx program.
 - Tara asks what would make contractors available most suggested an "contractor application" improvement Colleen iterated that it is more about having funds to blend and braid through key months.
 - Rodd iterates there is not one single root cause of workforce issues and we are working to get a handle on it.
- LEAD
 - Chris was wondering if LSPs that want to do the EMI courses whether they can and continue to bill it under T&TA
 - Rodd, "why would they not be barred from taking the class should they want to."
 - Chris not take it away but not make it mandatory.
 - Colleen as a monitor wants to make sure they are calibrating the XRF's per manufacturers specs. We need to follow HUD rules in the refresher.
 - Chris this would be included in a semi-annual technical training.
 - Chris's primary concern is that the XRF's with radioactive isotopes need to be swabbed every 6 months. We need to check inventory to know where they all are. There are 27 of them – if they are not using it that they trade it in and they dispose safely.
 - Chris encourages purchasing with LIHEAP the non-radioactive XRF's.
 - Tara is it important for someone who is coming later to know if there was a
 presence of lead found in the home?
 - Chris if you are not disturbing more than 6 sq ft in a home you do not need to follow lead safe practices per EPA.
- Solar
 - Ethan Explains the proposal

- Emily inquiries on issue of solar irradiance in Indiana and general expectations for pre-implementation and scale of outcome in the program.
- Chris solar hot water heaters are they still functioning and are they a measure that could be chosen.
 - Chris suggests to look at previous pilot projects.
 - Greg mentions that network was interested and not prepared to apply for prior SERC grant.
 - This needs to be added to the program policy
- Tara wants to follow up on potentially collaborating and discusses further issues with implementing it from a structural perspective.
- Chris would like to know the number of man hours to get the project going and she wants to know what DOE's future plans on the future of funding for the program.

To: PAC Members

Policy Advisory Committee (PAC)

From: IHCDA Weatherization Assistance Program Date: December 5th, 2023 Time: 11:00 AM EST

Subject: State Plan Updates PY24

State Plan Updates

Key Changes Throughout the Year

LIHEAP Support Optional Regional Priority List State Propane Average WAweb Transition New Software

Minutes: 0:8:6.570 --> 0:8:11.220 Scott, Ethan I know that there's going to be a couple more arriving in, some will be arriving late.

0:8:11.270 --> 0:8:16.890 Scott, Ethan So given that it's 11:00 o'clock, I think it's probably best that we go ahead and begin.

0:8:19.270 --> 0:8:23.440 Scott, Ethan So First off, I just want to go ahead and and thank all of you.

0:8:23.830 --> 0:8:38.540 Scott, Ethan Outside of that I CDA for coming and for all of you that are within ICA for coming to here on the weatherization program, we've had a lot of changes throughout the year, a lot of good changes and a lot of findings.

0:8:40.560 --> 0:8:48.680 Scott, Ethan That led to improvements and UM for points of continued discussion.

0:8:49.150 --> 0:8:58.790 Scott, Ethan So I went ahead and sent through the agenda to you just about an hour ago for the things that we're gonna be discussing.

0:8:59.400 --> 0:9:6.340

Scott, Ethan

Ohm, but in a nutshell, I'd like to go through the key changes we had throughout the year before we begin talking about some of the larger updates.

0:9:6.720 --> 0:9:17.200 Scott, Ethan The main topic will be disc

The main topic will be discussing uh here shortly are the changes that we're going to be having we're proposing rather to the state plan.

0:9:17.270 --> 0:9:27.810

Scott, Ethan

And again, as always, we want to to place you guys in the decision making seat for when it comes to how we would handle the program's policy.

0:9:28.90 --> 0:9:28.730 Scott, Ethan Umm.

0:9:29.330 --> 0:9:49.340

Scott, Ethan

If you guys have any questions at any time about whether ization or about what it is we're discussing and need clarification, please feel free to ask umm, so in terms of the first sorts of changes that that have gone on throughout the year, we've can we have opened up the.

0:9:51.260 --> 0:9:58.170 Scott, Ethan The floor for adopting a new reporting software that we're currently still reviewing.

0:9:58.700 --> 0:10:10.310 Scott, Ethan UM, so we are looking to basically create some kind of merge between energy auditing software and the current award reporting software that we're using now.

0:10:10.320 --> 0:10:17.430 Scott, Ethan We're currently using a product with a company called Rowan and we've been calling this IHOP U. 0:10:17.620 --> 0:10:25.230

Scott, Ethan

This is where everyone goes and they report their their claims and all their clothes outs throughout the year for both the LIHEAP and the regular.

0:10:25.240 --> 0:10:26.60 Scott, Ethan Do we award?

0:10:27.340 --> 0:10:30.30 Scott, Ethan So we're looking to find a new provider for that.

0:10:30.960 --> 0:10:35.130 Scott, Ethan We we have a few good candidates at this moment.

0:10:35.140 --> 0:10:36.670 Scott, Ethan We're in the middle of scoring them.

0:10:37.340 --> 0:10:43.50 Scott, Ethan UM, we're keeping our network engaged in terms of how we're going to be managing this transition.

0:10:43.60 --> 0:10:49.970 Scott, Ethan And we're gonna be offering support and training assistance for them on when the pilot stage is ready.

0:10:51.610 --> 0:10:54.460 Scott, Ethan Other transitions that are going on software wise.

0:10:54.610 --> 0:11:3.640 Scott, Ethan UM, the Department of Energy has utilized its and their software provider for energy auditing software.

0:11:3.970 --> 0:11:8.400 Scott, Ethan So when are uh weatherization staff go into a home?

0:11:8.410 --> 0:11:23.390

Scott, Ethan

They go and they do an audit of the home to determine what is needed in terms of what kinds of measures will will be approved for, what kinds of energy savings potential, umm, and cost savings to the client as well.

0:11:24.0 --> 0:11:35.840 Scott, Ethan So they've updated that software to be a web based platform altogether there's there's very few changes we've been working with our sub grantees to implement all of their data input libraries.

0:11:35.850 --> 0:11:39.580 Scott, Ethan So all their supply costs throughout the year and they've just concluded that.

0:11:39.590 --> 0:11:43.330 Scott, Ethan And so that's something that we're going to be using beginning April 1st.

0:11:44.130 --> 0:11:47.330 Scott, Ethan Ohm for the new program year of 2024.

0:11:48.650 --> 0:11:55.720 Scott, Ethan Two other things that were ratifying in the middle of this program year that DOE is continuing to review.

0:11:55.730 --> 0:11:58.500 Scott, Ethan Umm, so this is all to be determined.

0:11:58.510 --> 0:12:14.240

Scott, Ethan

Still, we are adopting a priority list, so again, when I mentioned that auditing software that that is a choice that Indiana has made is that whenever we go into a home, we'll go and we'll audit the home to find all the the potential measures that we can do within a home.

0:12:14.410 --> 0:12:14.960 Scott, Ethan We'll do.

0:12:14.970 --> 0:12:37.880

Scott, Ethan

We has also made that an optional measure or an optional Ave for us to go through and it comes to audit and a home and the other Ave that they've offered is a priority list, which is essentially a regional, their geographical kind of list where in a determined Indiana's determined a cold region in the country.

0:12:37.970 --> 0:12:45.280

Scott, Ethan

So there is a strict list of measures that we can do when we go into a home without needing to do an audit.

0:12:46.10 --> 0:12:51.270 Scott, Ethan And that's something that we're they're reviewing our our proposal to adopt that. 0:12:51.280 --> 0:12:55.420 Scott, Ethan So that's something that will be optional when our auditors enter a home.

0:12:57.860 --> 0:12:59.30 Bolen, Tara Ethan, will those?

0:12:56.350 --> 0:13:0.600 Scott, Ethan Umm, the other thing that we're looking? Mm-hmm.

0:12:59.500 --> 0:13:8.170

Bolen, Tara Sorry not didn't want want to interrupt, but will those audit outputs and and will those kind of audit processes align with future IRA rebate eligibility?

0:13:9.590 --> 0:13:10.410 Scott, Ethan I'm unsure.

0:13:10.420 --> 0:13:20.580 Scott, Ethan Well, actually, if it's a priority list because that is outside of UM DOE funding that that we can still continue to utilize those rebates.

0:13:21.770 --> 0:13:32.100 Bolen, Tara Because there were very clear guidelines in some of the IRA audit processes that said what needed to be done, what needed to be documented, kind of how the process needed to work.

0:13:32.110 --> 0:13:35.970 Bolen, Tara So I was just curious if you guys were looking at that as you're building out those processes?

0:13:37.50 --> 0:13:37.570 Scott, Ethan Yeah.

0:13:37.580 --> 0:14:1.670 Scott, Ethan

No, that's something that that we're going to continue to be looking at and if there's ever, because we're making it optional for our network, if if it's incompatible for one to utilize the priority list alongside the the rebate, they'll likely end up needing to to utilize the energy auditing software so that they can gather more information to determine that, umm, so.

0:14:3.690 --> 0:14:6.640 Scott, Ethan Of course, there's also a mix they they don't, they they can. 0:14:6.770 --> 0:14:14.510

Scott, Ethan

They can generate an audit right and and not do what the audit tells them to do so that they can determine and gather the information as well.

0:14:15.120 --> 0:14:26.470

Scott, Ethan

Umm, so I imagine that that they'll they'll eventually pick that up and that's something we can communicate to them too, so that they can continue to provide you the information that you need so that they can continue to use those rebates.

0:14:29.260 --> 0:14:31.340 Scott, Ethan Umm, but that's a good point and a good consideration.

0:14:33.100 --> 0:14:42.550

Scott, Ethan

Umm, the other change is this is also another two beat determined change is the adoption of the state propane average.

0:14:43.260 --> 0:14:47.690 Scott, Ethan Umm, this is an average that we'd be drawing from a.

0:14:48.440 --> 0:14:52.860 Scott, Ethan It's a national agency called the Energy Information Administration.

0:14:54.180 --> 0:15:10.790 Scott, Ethan

We would be adopting these states propane cost over the past 52 weeks and we would be updating that on an annual basis for the purposes of determining the cost of propane and energy savings potential.

0:15:10.800 --> 0:15:12.230 Scott, Ethan But we'll still allow.

0:15:14.340 --> 0:15:23.470 Scott, Ethan The the sub grantees to use A to to use a daily specific cost to.

0:15:23.480 --> 0:15:36.610

Scott, Ethan

If they can identify it from the utility provider, but something we've heard in our network is that's quite challenging and not necessarily the most time effective thing to do and they'll often end up trying to get quotes.

0:15:36.620 --> 0:15:45.550 Scott, Ethan And those quotes will change on a daily basis, so it's probably better for for them to utilize a propane state average.

0:15:46.500 --> 0:15:50.170 Scott, Ethan So hopefully that will be through before the end of this program year.

0:15:51.470 --> 0:15:57.870 Scott, Ethan The other main change that we've made this year and this is this is a really big one, is that we've decided to.

0:15:59.650 --> 0:16:11.940 Scott, Ethan Combine the health and safety and the mechanical line items from our LIHEAP aboard and put them into one award.

0:16:25.150 --> 0:16:25.360 Pearson, Joshua But.

0:16:11.990 --> 0:16:26.160 Scott, Ethan And increase the CPU for that LIHEAP award to \$9000 from previous and Josh you can Fact Check me on this previous I believe 7200.

0:16:27.400 --> 0:16:28.630 Pearson, Joshua It was 7700.

0:16:28.640 --> 0:16:32.230 Pearson, Joshua It just to clarify, it would be a base and mechanical that health and safety.

0:16:32.310 --> 0:16:32.690 Scott, Ethan OK.

0:16:32.450 --> 0:16:47.370 Pearson, Joshua So yeah, so basically the base that covered the emerge energy conservation measures and the mechanical that cover the health and safety measures, we've decided to make that one light item called live support instead of making it two.

0:16:47.740 --> 0:16:57.220

Pearson, Joshua

So that's subgrantees can use live heap on pin braid like heap with doe for energy conservation measures as well as health and safety.

0:16:57.640 --> 0:17:0.670 Pearson, Joshua And then we expect it to like 1000 from 7700.

0:17:0.890 --> 0:17:1.740 Pearson, Joshua That's it was second.

0:17:4.180 --> 0:17:25.750

Scott, Ethan

So we we definitely felt as though that was inappropriate thing to do with the rising cost of Labor and and supplies in weatherization over the past couple of years and that was welcomed and is a good support and and a flexible idea for for our sub grantees at the moment.

0:17:25.920 --> 0:17:32.240

Scott, Ethan And with that said, those are really the key changes that have happened throughout the program year of 2023.

0:17:32.830 --> 0:17:33.240 Scott, Ethan Umm.

0:17:34.570 --> 0:17:49.350

Scott, Ethan

And the things that are continuing to move into the next year, UM, so that said, we've also found many points of improvement for our current state plan and going forward how we want to use that state plan.

0:17:51.280 --> 0:17:57.580 Scott, Ethan So we have made several points of clarification to training.

0:17:58.980 --> 0:18:4.280 Scott, Ethan Ohm and I'll just go ahead and dive in a little bit about that.

0:18:4.290 --> 0:18:5.380 Scott, Ethan We have.

0:18:5.450 --> 0:18:30.720 Scott, Ethan

We have streamlined training for lead safe practices in the network well, continuing to adhere to EPA and HUD laws, and we have also made clarifications on several of the rules and responsibilities that were ambiguously defined, UM, between the energy auditor and the pre auditor.

0:18:30.850 --> 0:18:46.240 Scott, Ethan We have made it easier for one to become a pre auditor and to be able to do a walkthrough of the home and recommend the condition of the home to energy auditors and weatherization managers.

0:18:46.440 --> 0:18:50.610 Scott, Ethan As an initial inspection or initial viewing of the home.

0:18:52.820 --> 0:18:54.10 Scott, Ethan But this still does not.

0:18:55.780 --> 0:19:7.740 Scott, Ethan Bar UM energy auditors from getting their eyes on the home too and making making it known what what their perspective is as to whether the house is whether usable or not.

0:19:8.320 --> 0:19:41.970

Scott, Ethan

But the pre auditor, you know some we had heard reports of of people going by and using receptionist to to look at at home and take pictures and and to to recommend the condition and we wanted to make this a little more strict in terms of what a pre auditor was supposed to do and what kind of training they needed to get into the home and sometimes the training would be we considered the training to be a little too stringent for the purpose of just going in and determining that the condition of the home and make communicating that recommendation to a manager or to an energy auditor.

0:19:42.560 --> 0:19:46.660

Scott, Ethan So we went ahead and we broke apart those rolls a little bit more for our next state plan.

0:19:47.330 --> 0:19:50.950 Scott, Ethan Umm, something that made more practical sense.

0:19:51.740 --> 0:19:58.70 Scott, Ethan Ohm, the other thing that we focused on is strengthening the accrual of benefits.

0:19:58.260 --> 0:20:3.750 Scott, Ethan UM, so a couple of these require a little bit of explanation.

0:20:4.40 --> 0:20:8.540 Scott, Ethan I'll start with the oldest one that came came through our office.

0:20:11.760 --> 0:20:26.650

Scott, Ethan

We have some sub grantees that believe that the accrual of benefits will not go to the occupants or the owners of the home in cases where utilities are not in the occupants or owners name.

0:20:26.900 --> 0:20:42.400

Scott, Ethan

UM, and we've felt as though if a subgrantee were to go and create a policy that would bar and owner from being able to participate in weatherization because utility is were not in their name.

0:20:43.250 --> 0:20:43.700 Scott, Ethan Umm.

0:20:43.710 --> 0:20:59.290

Scott, Ethan

We felt as though this was a disservice to the program and also it's an it's an additional guard, beyond what DOE requires us to review when we're going in and we're looking for eligibility to participate in the program.

0:20:59.300 --> 0:21:9.820

Scott, Ethan

We're looking for income eligibility, so we had we had observed subgrantees making policies that barred such individuals from participating like that.

0:21:9.830 --> 0:21:16.80

Scott, Ethan

And that's something that did not coincide with the established norm and policy of our energy assistance program.

0:21:16.490 --> 0:21:34.580

Scott, Ethan

So we made it clear in our future policy going forward that this was something that that would not be allowed and that any kind of variation from our subgrantees on barring people from being able eligible applicants from being able to participate in the program would need to be reviewed by us.

0:21:34.820 --> 0:21:38.610

Scott, Ethan And so that's something that that we're looking into.

0:21:38.620 --> 0:21:42.790 Scott, Ethan We're looking to always increase the accrual of benefits to to clients.

0:21:44.460 --> 0:22:1.590 Scott, Ethan The other thing in terms of increasing the accrual of benefit is the EPA application and the weatherization application sometimes are separate processes within subgrantee, UM practices.

0:22:1.600 --> 0:22:17.510 Scott, Ethan And so one of the things that can slow down someone from being able to participate in weatherization is if income reverification is done by a subgrantee, whereas their income was already verified through the Energy Assistance program.

0:22:17.520 --> 0:22:36.680

Scott, Ethan

And they were deemed eligible because the the poverty threshold is more stringent and the energy assistance program, it makes more sense for us to not need to review E preferred applicants to UM weatherization.

0:22:36.690 --> 0:22:44.480

Scott, Ethan

And that's something that we're continuing to communicate with our network and to also put that into policy going forward with our next program year.

0:22:45.300 --> 0:22:55.450

Scott, Ethan

Another thing that we're looking to do, and this is a challenge, I don't think that what we have is necessarily perfect in terms of policy writing.

0:22:55.620 --> 0:23:23.590

Scott, Ethan

And I think that there's still more ways to consider this, especially when it comes to applications between energy assistance and weatherization is making a connection between those weatherization clients that are eligible and need emergency repair and replacement of wood combustion, stove wood fire stoves and furnace combustion appliances.

0:23:23.640 --> 0:23:36.390

Scott, Ethan

UM, so if this is this is one of those rare policies within the energy assistance program, whereas someone fits the the right kind of priority demographic.

0:23:37.940 --> 0:23:46.550

Scott, Ethan

In the EAP program year, they're eligible to have an immediate repair and replacement of a non working heating appliance.

0:23:46.560 --> 0:23:57.600

Scott, Ethan

Whether that's a wood powered, gas powered propane powered electric furnace, we we determined it, we need to be able to determine it a crisis and we need to determine it.

0:23:57.610 --> 0:23:58.480 Scott, Ethan A health and safety issue.

0:23:59.280 --> 0:24:18.990 Scott, Ethan

Uh to the client and we're looking for those weatherization clients that should be utilizing this because

at the end of the day, the cost of purchasing those replacement or repairs to those appliances is is quite expensive and it can blow out the ACU that we're currently allowed in.

0:24:19.0 --> 0:24:19.540 Scott, Ethan Do we?

0:24:20.360 --> 0:24:30.80 Scott, Ethan So we're trying to to create more synthesis between between what we call ER emergency repair and replace with weatherization.

0:24:30.180 --> 0:24:35.810 Scott, Ethan We've done that by creating a bit of policy guidance in terms of linking and referring.

0:24:36.420 --> 0:24:45.620 Scott, Ethan But just because of how sub grantees are are organized and structured, not every subgrantee in weatherization has an EAP department.

0:24:45.770 --> 0:25:3.460

Scott, Ethan

Sometimes they're neighboring Community Action agency does, and in other cases, maybe the Community Action Agency does have it in house and they do have an EAP department handling it, and it is so large the of the organization that it's more difficult for them to expedite the referral.

0:25:3.770 --> 0:25:9.670 Scott, Ethan So we're we're looking to also change this kind of connection within a statewide application.

0:25:10.280 --> 0:25:27.200 Scott, Ethan

Umm, so there there's more to come, but I wanted to go ahead and open up the floor and just go ahead and and here there's any kind of suggestions to our plan or any concerns about the way that we're we're focusing our our current efforts.

0:25:28.960 --> 0:25:30.820 Scott, Ethan Regarding the next program here.

0:25:43.960 --> 0:25:44.490 Scott, Ethan Hello, Joan.

0:25:46.720 --> 0:25:47.150 Joan Ketterman Howdy. 0:25:51.330 --> 0:25:51.790 Joan Ketterman Hmm.

0:25:52.560 --> 0:25:52.860 Hale, Rodd Ethan.

0:25:53.110 --> 0:25:55.580 Hale, Rodd Ah, you did a good job.

0:25:55.590 --> 0:25:59.600 Hale, Rodd I I just wanted to clarify one thing regarding the pre audit.

0:26:0.230 --> 0:26:10.120

Hale, Rodd You said it doesn't bar an auditor from going out and viewing the property, but in fact an auditor still has to go out and view the property.

0:26:10.130 --> 0:26:11.170 Hale, Rodd So just wanna make that clear.

0:26:29.430 --> 0:26:37.540 Scott, Ethan So it looks as though we we don't have any ideas for increasing or adapting the manual for for the next program year.

0:26:37.910 --> 0:26:43.620 Scott, Ethan Uh, Josh, do you want to go ahead and share your your findings from the HNS survey?

0:26:48.480 --> 0:26:51.200 Pearson, Joshua Uh, yeah, I I do apologize.

0:26:52.330 --> 0:26:57.660 Pearson, Joshua I will say that I am a little behind on that.

0:26:57.670 --> 0:27:2.180 Pearson, Joshua I but I have been getting results back from people.

0:27:2.190 --> 0:27:6.80 Pearson, Joshua I can give a general idea from some. 0:27:6.90 --> 0:27:9.760 Pearson, Joshua I have gone for in the general scope.

0:27:9.850 --> 0:27:17.520 Pearson, Joshua It does appear that most of the health and safety funds of what is it?

0:27:17.630 --> 0:27:21.680 Pearson, Joshua Where we get the light mechanical, including all these things that would be considered health and safety.

0:27:21.910 --> 0:27:29.770 Pearson, Joshua It goes to about nearly about 60% or 80%, which is why we use the light even mechanical braiding so often.

0:27:31.460 --> 0:27:35.390 Pearson, Joshua So I will need to get some finalization on that.

0:27:35.480 --> 0:27:39.900 Pearson, Joshua But I umm yeah for that.

0:27:39.910 --> 0:27:46.240 Pearson, Joshua I think that we are with what segments have gotten, cause I think I've got about 8 respondents.

0:27:46.770 --> 0:27:58.940 Pearson, Joshua I think we have a a strong case for DOE to extending the health and safety by 5% or even 10% from 25% to 30 or 35.

0:27:59.30 --> 0:28:5.560 Pearson, Joshua So ohh, because I know that's one of the things that's our main concern with the health and safety.

0:28:14.520 --> 0:28:15.100 Scott, Ethan Thank you, Josh.

0:28:16.430 --> 0:28:33.130

Scott, Ethan

Umm yeah, I had also spoken to Matt Long about a week ago and UM, he's he's new to his position at Indiana Energy Association and I let him know a little bit about the background of weatherization and the pack.

0:28:33.140 --> 0:28:35.150 Scott, Ethan So I appreciate your interest, Matt.

0:28:37.440 --> 0:28:37.940 Matt Long Yeah.

0:28:38.20 --> 0:28:38.930 Matt Long Thanks for joining me.

0:28:37.150 --> 0:28:39.60 Scott, Ethan So we had spoken.

0:28:39.310 --> 0:28:40.360 Scott, Ethan Yeah, no problem.

0:28:40.370 --> 0:28:53.410

Scott, Ethan

We we had spoken a little bit about the our ambition to add a state propane average and and had you had a chance to to think a little more about your suggestion for implementing other averages for other utility costs.

0:28:55.390 --> 0:28:56.160 Matt Long Yeah.

0:28:56.210 --> 0:28:59.410 Matt Long And I was talking to our team after we chatted last week.

0:28:59.600 --> 0:29:8.100 Matt Long Then we, you know, our Members don't 15 business, but I do have some information to share on.

0:29:8.490 --> 0:29:13.690 Matt Long Natural gas and I can share my screen real quick before he would send us to you at some point.

0:29:14.270 --> 0:29:22.280 Matt Long This information we presented the week ago in front of IRC as far as their winter reliability for them.

0:29:23.510 --> 0:29:24.190 Matt Long No, no, no. 0:29:25.750 --> 0:29:27.560 Matt Long So OK, you don't see that.

0:29:29.150 --> 0:29:29.370 Scott, Ethan Mm-hmm.

0:29:30.710 --> 0:29:31.210 Scott, Ethan It is up.

0:29:30.510 --> 0:29:34.100 Matt Long So this kind of just gives, yeah, rise a little bit of snapshot.

0:29:34.110 --> 0:29:47.360

Matt Long I mean cross the board, I think it's safe to say, you know, natural gas prices have decreased this year and continue stay pretty stable compared to the past couple years you know mainly.

0:29:47.420 --> 0:29:47.640 Matt Long Baby.

0:29:49.670 --> 0:29:59.680 Matt Long In the translate, the new frame drove up prices across the board, and so we're seeing those come back down to like, you know, more billable amounts.

0:29:59.690 --> 0:30:2.850 Matt Long So you know what this means for customers?

0:30:3.320 --> 0:30:3.900 Matt Long Yeah.

0:30:4.420 --> 0:30:13.410 Matt Long And I remember her saying, you know, we can expect bills to decrease about 15 to 35% and pending on you know the the divide the location.

0:30:13.420 --> 0:30:22.280

Matt Long

But, umm, you know, I feel like it's it's good news based on the past couple years and gas prices again elevated.

0:30:22.290 --> 0:30:27.810 Matt Long So that is some information I think that could be helpful for you all and happy to send that separately as well.

0:30:29.870 --> 0:30:30.580 Scott, Ethan Absolutely.

0:30:36.140 --> 0:30:36.500 Matt Long You know.

0:30:30.590 --> 0:30:43.900

Scott, Ethan

Yeah, I think it's important for for us to be aware of that too because you know some things that that we're looking at right now in terms of equipment is, is more electrification.

0:30:44.650 --> 0:30:59.740

Scott, Ethan

We're we're considering a couple of awards that if we were to take them on, it would mean energy savings through hooking up to the electric git grid, umm, rather than through fuel combustion appliances.

0:30:59.750 --> 0:31:3.670 Scott, Ethan UM, so that's also something to be aware of that my alter the mix a bit.

0:31:4.710 --> 0:31:21.610

Scott, Ethan

Umm, but I again just looking at those changes, you know it's it's nice to have an average throughout the year, but you look at the changes some months you have almost double and A and a having of the price and you know we have to be consistent with what it is we're doing at the right time.

0:31:22.260 --> 0:31:41.780

Scott, Ethan

Umm, so that's it's definitely something for us to continue to reflect on and especially with the number of changes we've taken on, it's I look at the idea of adopting an average is is kind of an afterthought right now for for natural gas, but it is good to know what that could mean for us in the future.

0:31:43.10 --> 0:31:43.650 Scott, Ethan Umm.

0:31:45.810 --> 0:31:56.140

Scott, Ethan

We Terra, we we've we've had very good feedback from from the sub grantees that are utilizing umm utility rebates.

0:31:56.150 --> 0:32:4.800 Scott, Ethan Currently, we've had a lot of success also with the utility rebate that has been used for deferral funds.

0:32:5.170 --> 0:32:7.690 Scott, Ethan I believe that's from sender point, right, Josh?

0:32:11.670 --> 0:32:13.470 Pearson, Joshua The current deferral funds will be from Duke.

0:32:13.810 --> 0:32:14.430 Scott, Ethan From Duke?

0:32:14.440 --> 0:32:15.560 Scott, Ethan Yeah. OK.

0:32:14.170 --> 0:32:15.750 Pearson, Joshua Uh, yeah, yeah.

0:32:15.710 --> 0:32:20.900 Scott, Ethan Yeah, those those are going really well and they're definitely needed.

0:32:21.270 --> 0:32:25.210 Scott, Ethan So we're we're very fortunate to to be participating in that program with you.

0:32:25.860 --> 0:32:27.550 Scott, Ethan Umm, where?

0:32:27.560 --> 0:32:35.830 Scott, Ethan We're still trying to encourage sub grantees to be aware of the ways in which they can use the deferral funds that we're getting from DOE.

0:32:36.60 --> 0:32:44.370 Scott, Ethan So we're, we're still seeing that there is a little bit of education to be done in that in that regard.

0:32:44.720 --> 0:32:59.210 Scott, Ethan But for those that are participating with Duke on the utility rebate, they they are very fortunate to be a part of that and we know that deferral funds and additional funding for that, that's just it just helps the money go a lot further in the home.

0:32:59.850 --> 0:33:14.680

Scott, Ethan

Umm, so again, focusing on strengthening of accrual of benefits, you know that light heap support change that we made throughout the year talking about increasing deferral funds and education around their use utility rebates for them.

0:33:14.690 --> 0:33:31.960

Scott, Ethan

We're we're looking for ways in which we can make the deal we money move a lot further and the bill money that we currently have a lot further, umm, I anticipate that in the next year we're we're really going to have some pretty good chances of of increasing quite a bit.

0:33:32.30 --> 0:33:32.480 Scott, Ethan Umm. 0:33:32.490 --> 0:33:32.700 Scott, Ethan What?

0:33:32.710 --> 0:33:33.880 Scott, Ethan What is done with those?

0:33:33.950 --> 0:33:34.280 Scott, Ethan Uh.

0:33:34.290 --> 0:33:35.410 Scott, Ethan More usual awards?

0:33:36.530 --> 0:33:45.940 Scott, Ethan Umm that said I I just I don't have anymore updates to give you regarding what we intend to do with the state plan.

0:33:48.230 --> 0:33:51.490 Scott, Ethan Because if I did, we would be talking about sentence changes in syntax.

0:33:52.180 --> 0:33:52.980 Scott, Ethan Umm. 0:33:53.40 --> 0:33:54.590 Scott, Ethan And that's not really what we're here for.

0:33:54.600 --> 0:33:56.550 Scott, Ethan We're here to talk about the the big picture.

0:33:57.70 --> 0:33:57.700 Scott, Ethan Umm.

0:33:58.0 --> 0:34:4.80 Scott, Ethan So every every one of you comes to to this meeting with a different perspective on what weatherization is.

0:34:4.90 --> 0:34:15.990 Scott, Ethan And so I'd I'd like to open up the floor just once more and ask everyone here that's outside of icda if they have any hopes or aspirations for the way they'd like to see this program go.

0:34:21.240 --> 0:34:31.950

Bolen, Tara

Ethan, do you see any changes coming as a result of the bipartisan infrastructure laws and some of the influx of money that is going to come from that in addition to just the general weatherization dollars?

0:34:33.40 --> 0:34:34.200 Scott, Ethan Yeah, absolutely.

0:34:35.80 --> 0:34:37.430 Scott, Ethan It's it's going to mean increased production.

0:34:47.340 --> 0:34:47.850 Bolen, Tara Sleep.

0:34:37.440 --> 0:34:57.600

Scott, Ethan

We've already had a subgrantee higher five more energy auditors to meet that kind of production, so production is definitely it's it's projected to increase a lot and the amount of spend that can go into a home is much more where we're not looking to, to necessarily therefore double production.

0:34:57.610 --> 0:35:4.500

Scott, Ethan

But we're looking to enhance the the amount of funding that can go into one applicant at a time and increase the quality.

0:35:5.70 --> 0:35:18.920

Scott, Ethan

Umm, because reasonably we cannot just generate enough manpower to to meet that, and in some cases others are able to to do that just because of the scale of their their status as a subgrantee, whereas others just can't.

0:35:18.930 --> 0:35:24.440 Scott, Ethan So we're, we anticipate that with Bill that just means more money is going to be going into people's homes.

0:35:24.670 --> 0:35:31.930 Scott, Ethan And as we take on other awards coming forward, umm we we anticipate that to increase as well.

0:35:32.380 --> 0:35:36.340 Scott, Ethan I don't know if any of my other teammates have have other ideas about that.

0:35:37.610 --> 0:35:51.30

Bolen, Tara

And then my my second question before Gregory answers for you is that are we operating the build dollars through the existing weatherization sub grantees or we adding kind of complementary with any additional sub grantees?

0:35:55.40 --> 0:35:55.690 Glassley, Gregory I'll take it easy.

0:35:55.700 --> 0:35:56.470 Glassley, Gregory I'll I'll run with it.

0:35:56.480 --> 0:36:1.730 Glassley, Gregory It'll it'll it tears gonna that question partly into what I was gonna get at a little bit so.

0:36:3.770 --> 0:36:10.430 Glassley, Gregory And Ethan alluded to a very early on, but typically Indiana does a really good job of weatherizing single family residences.

0:36:10.440 --> 0:36:13.530 Glassley, Gregory We don't get into a lot of multifamily.

0:36:14.240 --> 0:36:14.360 Bolen, Tara Yeah. 0:36:13.570 --> 0:36:15.510 Glassley, Gregory So in what do we consider as multifamily?

0:36:15.520 --> 0:36:21.420 Glassley, Gregory And there's some there's nuanced differences there, but one of the ways that we wanna use to build funds.

0:36:21.950 --> 0:36:22.230 Glassley, Gregory Uh.

0:36:22.710 --> 0:36:30.320 Glassley, Gregory And just as a reminder, so Indiana typically gets about 8 1/2, nine million a year from DOE for weatherization.

0:36:30.330 --> 0:36:37.840 Glassley, Gregory The bill funds was an additional 90 million / a you know, we'll see how long the period of time is.

0:36:45.810 --> 0:36:45.990 Bolen, Tara OK.

0:36:37.910 --> 0:36:46.540 Glassley, Gregory It's, they said five years, but we want to use that as an opportunity to really to do more multifamily buildings.

0:36:46.550 --> 0:36:50.520 Glassley, Gregory And so that requires, you know, different skill sets different.

0:36:51.250 --> 0:37:8.430 Glassley, Gregory You know there's different rules from DOE as you get into, you know, basically if it's a building that's got less than 5 units, it's basically treated the same way as a single family resident is and then a building that has between 5 and 24 units is is different.

0:37:8.440 --> 0:37:13.740 Glassley, Gregory And then anything over 24 units in three stories is really treated differently.

0:37:13.750 --> 0:37:19.960 Glassley, Gregory And so we want to use these funds to get to those individuals that we don't traditionally get to and don't weatherize them. 0:37:19.970 --> 0:37:25.740 Glassley, Gregory And so there's some challenges that Ethan spoke about with the accrual benefits, you know, on on some of the, the renters.

0:37:25.750 --> 0:37:35.120

Glassley, Gregory But again, if you're income eligible, you know there are a variety of benefits that Doe acknowledges you know, outside of just the bill pay.

0:37:35.970 --> 0:37:40.870 Glassley, Gregory But really trying to to to expand on multifamily quite a bit.

0:37:40.880 --> 0:37:45.530 Glassley, Gregory And so with that, uh, we still plan on using the existing.

0:37:48.440 --> 0:37:49.650 Glassley, Gregory Community Action agencies.

0:37:49.960 --> 0:37:52.730 Glassley, Gregory But we hired, you know, jamesons on the call.

0:37:52.740 --> 0:38:5.500 Glassley, Gregory But Jameson, Washington this summer to be the kind of the multifamily lead and so whereas because of all of the additional reporting requirements details that happen when you get.

0:38:10.350 --> 0:38:10.720 Bolen, Tara Yeah.

0:38:5.510 --> 0:38:11.210 Glassley, Gregory So if we use build funds on multifamily, we have to abide by Davis bacon wage requirements.

0:38:11.220 --> 0:38:15.290 Glassley, Gregory So that adds a just different wage recurrence way, different reporting.

0:38:15.300 --> 0:38:27.240

Glassley, Gregory

So Jameson, we hired him to be kind of multifamily lead and so we are gonna have to, we plan on working with outside community agencies to do the large multifamily because that is not their expertise.

0:38:27.250 --> 0:38:43.450

Glassley, Gregory

But as we work through the bill, funds and multifamily, the ideas that we will learn enough about it so that we can, uh, better train the network so that after the build funds are done, individual Community Action agencies are in a better place to do multifamily.

0:38:48.20 --> 0:38:48.180 Bolen, Tara Yep.

0:38:43.460 --> 0:38:49.830 Glassley, Gregory We just won't ask them to do it from the get go, so there'll be a lot of learning that we have to do.

0:38:52.140 --> 0:38:52.790 Glassley, Gregory With Belfast.

0:38:52.90 --> 0:39:2.720

Bolen, Tara

Makes complete sense, and if you're OK, I'll grab you and Jefferson later because multifamily customers are eligible for the Duke Guarantee Weatherization program today.

0:39:2.730 --> 0:39:8.940 Bolen, Tara But I don't know if our program design clearly supports how multifamily would work and what that looks like.

0:39:8.950 --> 0:39:9.960 Bolen, Tara Do we have the right measures?

0:39:9.970 --> 0:39:13.510 Bolen, Tara Do we have the right kind of handbooks and guidelines and everything else?

0:39:13.520 --> 0:39:17.330 Bolen, Tara So I'll probably grab you guys separate to make sure that we're still offering a complementary solution there.

0:39:17.730 --> 0:39:19.0 Glassley, Gregory Yeah, that'd be fantastic.

0:39:19.670 --> 0:39:25.550 Glassley, Gregory And then kind of it, it's related to Bill, but there's then these different grant opportunities that exist. 0:39:25.560 --> 0:39:28.20 Glassley, Gregory So there's an enhancement innovation grant that comes.

0:39:28.610 --> 0:39:37.400

Glassley, Gregory There's a cert grant which is sustainable energy resources for consumer grant that we're currently in the process of writing those applications.

0:39:37.630 --> 0:39:38.690 Glassley, Gregory And so with that.

0:39:39.940 --> 0:39:45.330

Glassley, Gregory

I know there's some workforce people, but we'll we'll be heavily involved in workforce development as well.

0:39:45.340 --> 0:39:58.70

Glassley, Gregory

I mean, with the additional funds and we've already reached out to some of you individually, but you know we can't, our issue is we can't hire the people and say, hey, we're gonna have you do XY and Z but but we have the funds.

0:39:58.130 --> 0:40:8.910

Glassley, Gregory So how do we partner with those groups that are already doing the workforce development and make sure that we provide, you know, those funds to to better offer opportunities?

0:40:8.920 --> 0:40:30.60

Glassley, Gregory

So not directly related to the the the same way the bill weatherization, but through the through through the bill funds, there's also different great opportunities that we are we we're going after we don't like I said the the one application I think the and I granted his specific to workforce is due January 5th.

0:40:30.370 --> 0:40:42.60

Glassley, Gregory The cert grant I believe is due February 16th, and so we'll we'll know more and several months, but we're we're looking at a lot of this.

0:40:42.70 --> 0:40:43.590 Glassley, Gregory You know the bill funds is an opportunity.

0:40:43.600 --> 0:40:51.620

Glassley, Gregory

There's money available that who knows if it'll come around again, but we don't want to miss the opportunity to apply for those those opportunities.

0:40:54.290 --> 0:40:54.790 Bolen, Tara Thank you both.

0:41:4.190 --> 0:41:5.100 Ashley West Hi everybody.

0:41:5.170 --> 0:41:15.380 Ashley West This is Ashley W with clear results, so I'm joining this week as our the former person is no longer with the company.

0:41:15.390 --> 0:41:22.710 Ashley West Michelle Bennett is no longer with clear results, so this I was added to the group through the CDA, so thanks for having me.

0:41:23.290 --> 0:41:26.320 Ashley West I wanted to chime in so again with clear result.

0:41:26.390 --> 0:41:34.910

Ashley West

I am currently supporting the work that we do for center point energy, AES and Diana and Indiana, Michigan Power.

0:41:35.190 --> 0:41:47.390 Ashley West And so I just wanted to chime in kind of to go along with what Tara mentioned as far as we do have multifamily programs as well throughout multiple of these clients.

0:41:47.400 --> 0:41:59.510

Ashley West

So we too would be happy to chime in to see how can we help support the initiative of making sure that we we get these dollars to go as far as they can with the idea of weatherization on the multifamily side.

0:41:59.580 --> 0:42:1.80 Ashley West So just wanted to throw that out there.

0:42:1.90 --> 0:42:3.610 Ashley West But outside of that kind of just been sitting back and observing.

0:42:3.620 --> 0:42:7.660 Ashley West Since this is my first meeting but happy to support in any way I can. 0:42:12.800 --> 0:42:13.630 Scott, Ethan Thank you, Ashley.

0:42:15.520 --> 0:42:15.710 Ashley West To.

0:42:13.640 --> 0:42:17.650 Scott, Ethan I really appreciate that we will definitely keep you in touch.

0:42:19.40 --> 0:42:19.630 Ashley West Thanks.

0:42:17.740 --> 0:42:26.730 Scott, Ethan UM as we move forward with multifamily, we we hope to be making some some really big advances on that within within the coming year.

0:42:27.570 --> 0:42:28.300 Ashley West Sounds great.

0:42:28.450 --> 0:42:29.190 Ashley West I look forward to it.

0:42:36.630 --> 0:42:37.570 Joan Ketterman Hello, everyone.

0:42:37.630 --> 0:42:55.10

Joan Ketterman

Joan Ketterman and formally director at Environmental Management at Ivy Tech, and I retired and now I'm back working as an adjunct and my focus is always on the health and safety training side.

0:42:55.270 --> 0:43:22.650

Joan Ketterman

So every year, obviously there's turnover and making sure that people have the right knowledge and have the appropriate training as indicated by OSHA or EPA or state of Indiana for dealing with lead based paint and having a little bit of knowledge about asbestos and uh, when we do the blow our doors and when we go through translate materials to do some insulation.

0:43:22.660 --> 0:43:33.370

Joan Ketterman

So I'm always focused on that section there and just making sure that the funds are available to get new people as they come in training.

0:43:33.480 --> 0:43:41.800 Joan Ketterman And I know several years ago we did some healthy homes training, which certainly what we do here ties into.

0:43:43.260 --> 0:43:45.840 Joan Ketterman A healthy home and and what you all do.

0:43:45.910 --> 0:43:54.440 Joan Ketterman You know the health of the the people that live in a home or in that community is tied to the health of the of the home itself.

0:43:54.550 --> 0:43:58.160 Joan Ketterman So making sure we have good ventilation, making sure we don't have mold.

0:43:58.170 --> 0:44:3.220 Joan Ketterman Making sure, uh, we try to eliminate past to all those things.

0:44:3.530 --> 0:44:8.240 Joan Ketterman Tie in a lot of to what it is that that you all are looking to do.

0:44:8.250 --> 0:44:17.690 Joan Ketterman So I'm just in that one section of the book, and I'm just making sure that that I just wanna see that those funds are available and making sure people get some training.

0:44:22.740 --> 0:44:23.490 Scott, Ethan Absolutely.

0:44:23.660 --> 0:44:24.320 Scott, Ethan Thank you, Joan.

0:44:24.340 --> 0:44:43.10

Scott, Ethan

That is something that we're when when we were debating how to adapt and grow our program to, to accommodate for, for, let's, safe and we were reviewing some of the some of the asks that our policy I mean not our policy are weatherization managers were having, we were definitely keeping all of that in mind.

0:44:43.320 --> 0:44:58.450 Scott, Ethan And so there are no large changes to that, just necessarily a a way in which the the XRF analyzer is handled and and used umm and therefore delegated within a subgrantee.

0:44:58.460 --> 0:45:7.240

Scott, Ethan

Those are those are things that that we looked into changing and clarifying within our policy, but otherwise, no, no real changes to the training. UM.

0:45:8.60 --> 0:45:8.460 Joan Ketterman Great.

0:45:11.100 --> 0:45:12.10 Glassley, Gregory It is helpful jumps.

0:45:12.20 --> 0:46:31.280

Glassley, Gregory

I know one of the things that we're we're doing like, I mean even said we're trying to figure out, you know, where what, when we get feedback from the network on which which courses which uh certifications, which requirements are useful, beneficial all that you know we we want to make sure we're not we want to try to reduce the burden without you know making it easier necessary to get in because we still want the quality can't dip and so it's kind of good to know you're still there in retirement I guess yes uh not fully but because one of the things we're trying to do again with workforce is trying to figure out you've got people coming in but what are some of those individuals that enter one area and they may have certain certifications where it's like Oh my gosh they're one or two steps away from being able to do some of these other things and so making sure that where our world interacts with some of these other worlds that as many people are involved as hey you know what you could be more marketable or there's more work or you know more job opportunities if you just added this type of requirement but you know let is always kind of a hot topic especially as we work with our healthy homes group here and we've got a different grant that's a healthy homes weatherization cooperation grant that even more applicable so.

0:46:33.710 --> 0:46:34.320 Joan Ketterman Well, I'm.

0:46:33.550 --> 0:46:34.320 Glassley, Gregory It's good to hear from you.

0:46:44.460 --> 0:46:44.710 Glassley, Gregory Umm.

0:46:34.730 --> 0:46:48.540 Joan Ketterman I'm happy to have another discussion another time to review what you think you need and and like you say to reduce that burden, maybe on on what everybody's required to have.

0:46:48.550 --> 0:46:54.470 Joan Ketterman And so, you know, at another time somebody wants to review that, then just let me know and I I can, I can help out there.

0:46:56.560 --> 0:46:56.830 Glassley, Gregory Great.

0:46:56.840 --> 0:46:57.100 Glassley, Gregory Thank you.

0:47:5.260 --> 0:47:5.920 Scott, Ethan Very well.

0:47:7.800 --> 0:47:19.130

Scott, Ethan

If anyone has anything else to share, I believe now is the time I myself here on on HD is whether Azatian team don't have anymore updates to share with you or anymore.

0:47:19.710 --> 0:47:20.310 Scott, Ethan Umm.

0:47:20.830 --> 0:47:30.90 Scott, Ethan Exchange to give, but I'll go ahead and open it again, and if not, I think it would be good too to give everyone's time back.

0:47:37.810 --> 0:47:40.180 Scott, Ethan Well, thank you everybody for coming.

0:47:40.190 --> 0:47:45.480 Scott, Ethan We really do appreciate you coming and and sharing with us your insights.

0:47:45.710 --> 0:47:54.660 Scott, Ethan So we'll definitely keep you in the loop as things change and as our state plan gets submitted as well, will let you know how it goes.

0:47:55.320 --> 0:48:3.800 Scott, Ethan UM, if you guys want any follow up information or the transcription from today's event, please reach out to me and I'd be happy to share it with you, OK.

0:48:5.950 --> 0:48:6.480 Bolen, Tara Thank you, Nathan.

0:48:7.100 --> 0:48:7.820 Scott, Ethan No problem.

0:48:7.900 --> 0:48:8.790 Scott, Ethan You guys have a good day.

0:48:9.350 --> 0:48:9.890 Joan Ketterman Thank you.

0:48:9.610 --> 0:48:10.70 Colleen (Guest) Thank you.

0:48:10.100 --> 0:48:10.400 Ashley West Thanks.

0:48:11.770 --> 0:48:11.990 Scott, Ethan Bye bye.

0:48:11.470 --> 0:48:12.50 Glassley, Gregory Thanks everybody.