



Loudoun County

VIRGINIA

WHERE TRADITION MEETS INNOVATION

WE DO HARD THINGS

Loudoun Chair At-Large, Phyllis J. Randall
Eighth Annual State of the County Address
May 24, 2023

In January of 2020, when my colleagues on the Board of Supervisors and I took office, there was no way we could have known over our term of four years we would be serving in historic times. In our County, our Commonwealth, our nation and, in fact, around the world, the years 2020 through 2022 were some of the most challenging in modern history. But that was the situation that presented itself to our Board, to County Administration, and the County's workforce. Over the course of this term, we have dealt with a one-hundred-year pandemic, a reckoning on race in America, an economic downturn, an explosive rise in housing costs, and unfortunately, the first insurrection in over a century.

Loudoun, during my past two terms in office, particularly over the past four years, we have embraced the challenges that each of us faces through our daily work and the course of our lives—we do hard things. Public service is not always easy, which is one reason I am pleased to report how well our county is doing. Public servants must be good stewards of your tax dollars. We must protect our community. We must preserve our natural and heritage resources. We must support all those in our community who may need help of any kind. We must provide the programs and services that the people of Loudoun demand—and we must do it well. We must engage in civil discourse—even when we disagree with one another. Together, we must address the challenges we face head on to ensure Loudoun continues to prosper.

We need only look back a couple of years in this Board's term to see one of the most significant challenges of our time. Earlier this month, the World Health Organization and the federal government declared an end to the public health emergency for COVID-19. Through this great challenge, while mourning the loss of loved ones and facing economic obstacles, Loudoun weathered the storm with strategic calmness and sound economic policies that allowed our county to remain strong, and *even flourish*. Loudoun County government added 680 jobs, we had more than four hundred economic development wins, and in Loudoun County we welcomed over 20,000 new residents.

Much of Loudoun's financial and business success can be credited to Mr. Buddy Rizer and his entire team in the Department of Economic Development, or "DED." Early in the pandemic, Buddy came to me to discuss how to help our business community survive and, *if possible*, thrive during tumultuous times.

Working collaboratively with Tony Howard and the Loudoun County Chamber of Commerce, your County Board, through DED, approved multiple rounds of grant funding to support small businesses in Loudoun. In total, twenty-one million dollars were allocated to Loudoun businesses to help them weather the impacts of the pandemic. That proactive decision helped to fuel one of the strongest local economies in the country. However, we recognize we have the opportunity to do more.

In Loudoun we will continue to build on the strengths of our workforce by providing them with opportunities to "upskill" or "reskill" their talents. We seek to create a diversified and resilient economy built to withstand *any downturns* and to leverage our location as an international hub to attract businesses from all over the world. Toward these goals, last year, the Board of Supervisors funded two new positions in DED to support small and minority-owned businesses. As a result of those positions, we have proudly started a program we are calling "Launch Loudoun."

From rural businesses in the Catoctin District, to retail businesses in Sterling; from restaurants in Algonkian, to IT start-ups in Dulles; from our main streets in our towns to our manufacturing businesses in Ashburn, Launch Loudoun will have something for everyone.

Additionally, we will now have a dedicated resource to support minority-owned businesses in Loudoun. According to a study conducted by the U.S. Small Business Administration, during the pandemic, minority-owned, and women-owned businesses faced unique challenges including—but not limited to—a lack of relationships with the banking industry resulting in less financial capital, continued discrimination in the lending industry, and outsized negative impacts of COVID on minority communities. The programming and education provided by Launch Loudoun will address these issues and allow these businesses to start, scale, and soar.

Of course, workforce development means not only training and educational opportunities; it also means providing housing options to meet the needs today, as well as expected demands of the future. The fact is, the attainable housing crisis not only impacts Loudoun, it is a problem shared in the region, the Commonwealth, and the nation. That is why Loudoun is taking *proactive* steps to provide attainable housing – not just for rent – but, more importantly, for purchase.

In September of 2021, the Board approved the Unmet Housing Needs Strategic Plan, which systematically and comprehensively defines how we will not only increase our housing stock, but ensure we have the required infrastructure to welcome new residents to Loudoun. Our Strategic Plan engages a number of options and creates partnerships to address our housing shortages. It is also forward thinking, helping Loudoun to address this critical issue far into the future. Required

infrastructure includes transit and transportation, available capacity in our public schools, ample green space, utilities, and county staff.

Under the direction of County Administrator Tim Hemstreet, the Department of Housing and Community Development was created and placed in the capable hands of Assistant County Administrator Valmarie Turner. Believing that attainable housing is imperative, we didn't simply talk about our commitment to create more housing options or expect our development community to solve our housing shortages by offering attainable homes in exchange for higher density.

In April 2022, I made the motion to approve funding in the amount of a half-penny on the tax rate solely dedicated to increasing our attainable housing stock. This is just one of several policies put in place to address the attainable housing crisis.

Leveraging thirty-two (32) million dollars in loans from the County's housing trust fund, affordable housing developments in Loudoun have now captured almost two hundred seventy (\$270) million dollars in additional investment from a variety of sources.

We know there is still much left to do to achieve our housing goals and reach all communities that require attainable housing. Because of the diligent work of Valmarie Turner, Director John Hall, Assistant Director Brian Reagan and everyone on their team, we are well on our way to achieving our strategic housing goals.

One significant impact on the future of Loudoun's job and housing markets is the arrival of the Metro Silver Line. The long-awaited openings of the three new Silver Line stations in Loudoun, *including* one at Dulles Airport, will be a game-changer. Metro expands access to jobs and presents new opportunities for housing that never existed before. In our new Urban Policy Area, we can build homes vertically and at higher densities, helping our efforts to expand our housing product. Metro also provides our single biggest opportunity to deliver on our mission to diversify Loudoun's economy.

Implementing our strategy and investing in Metro are also key to attracting international businesses to Loudoun. With Dulles and its fifty-six direct flights to cities all around the world, and now with direct access to DC via rail, we look forward to Loudoun being a destination for business investment from around the globe.

Some of those direct international flights are to countries where we have established Sister Counties. Our international Sister County partnerships are designed to promote economic, cultural, and student exchange programs. Sister Counties are of similar size, have similar industries and offer opportunities to expand our tourism prospects.

Currently, Loudoun enjoys business partnerships throughout Europe and Asia. *I'm pleased* to announce that this year we extended our global footprint to two new continents: South America

and Africa. In March, I was honored to sign an agreement for a new sister county relationship in Canelones, Uruguay. We've already had multiple businesses come to Loudoun from Uruguay and we look forward to additional international business growth opportunities. Loudoun, I'm also pleased to report that this fall, we will welcome our counterparts from Uruguay to Loudoun.

Next month, I look forward to leading a delegation to sign an agreement with Tema, Ghana. *In fact*, the President of Ghana is *personally* interested in partnering with Loudoun County. Our new Sister Counties will provide us opportunities to collaborate in the areas of business, education, tourism and culture. Tonight, I have the *great pleasure* to welcome to Loudoun County Ambassador from Ghana Alima Mahama, and Deputy Chief of Mission Gerardo Ruiz from Uruguay. I ask you both to please stand so we can welcome you to Loudoun County.

As we welcome visitors from across the region, the Commonwealth and our new Sister County partners from around the globe to enjoy "*D.C.'s Wine Country*," they will also experience unique bed and breakfast facilities, a thriving equestrian industry, working farms that are among the most productive in the region, and our vineyards – which are ranked as the number one visitor activity.

In a recent survey, visitors also identified shopping, dining, historic sites, breweries, and scenic outdoor activities among the primary reasons Loudoun's tourism revenue topped three (\$3) billion dollars. Eighty-two percent (82%) of visitors to Loudoun said they are likely to visit again, and 81% are likely to recommend Loudoun to others.

Loudoun, those great numbers don't happen by accident. They happen because of the hard work of Visit Loudoun's CEO Beth Erickson and her amazing staff. Beth and her team are the reason Loudoun is the *top* generator of tourism revenue *in the Commonwealth of Virginia*.

The partnership and (yes) the brain trust that is Buddy Rizer and Beth Erickson does the hard job of making Loudoun a place where everyone has a chance to thrive, where small businesses can grow, where citizens can find the job of their dreams, and where visitors can enjoy unique, memorable experiences. Buddy and Beth, please stand and allow us to thank you both.

The hard work completed by Buddy, Beth, and so many others in making and keeping Loudoun a welcoming community where residents feel not just physically safe, but emotionally safe, must be borne by all Loudouners.

Over the past decade, the spread of disinformation has been used as a tool to undermine common decency and our faith in humanity. Unfortunately, Loudoun County is not immune to bad actors who seek out opportunities to exploit our differences, backgrounds, and political ideologies. In Loudoun, we have seen an increase in hostile, aggressive acts towards communities of color and socially vulnerable communities.

The vandalism of a historic cemetery for the formerly enslaved, the continued distribution of leaflets from a group that can credibly only be described as a domestic terrorist organization, antisemitic graffiti *sprayed* on public buildings, the unwarranted and unexplainable attacks on our immigrant and LGBT+ communities, are all acts of emotional violence that seek to make residents feel unsafe and unwelcome. Likewise, responding to those acts of emotional violence with threats and intimidation is equally unacceptable and does equal harm to our community writ large.

Sadly, we now live in a world where bullying, hatred and disdain for others has been given a voice, perhaps and *hopefully* louder than their true representation. For some, political discourse has coarsened to the point they no longer see one another as political opponents, but as political enemies, not to engage, but to destroy.

Former President Ronald Reagan once said, “Peace is not the absence of conflict, it is the ability to handle conflict by peaceful means.” Loudoun, like the rest of the world, we will have disagreements. But to those who seek to turn those disagreements into division, I say to you: the cost of sacrificing respect, decency, trust, and love to sow seeds of discord and division and distrust is not a cost that we are willing to pay. No matter your ideologies or affiliations, intentionally spreading disinformation or resorting to threats of violence will never be welcomed or normalized in Loudoun County.

I stand today as your County Chair, speaking on behalf of the Board of Supervisors, County Administration, Staff and the overwhelming majority of Loudoun residents. Together, we will meet hate with compassion for our fellow citizens. We will meet attempts to divide with acts of unity and kindness. We will meet falsehood and disinformation with truth and facts. And we will drive out darkness with a light so bright the entire Commonwealth will come to know that in Loudoun, kindness, diversity, equity, accessibility and unity reflect our core values.

We will not be deterred. We will not be cowed. We will not be silenced. We are Loudoun, and in Loudoun we do hard things.

Keeping Loudoun residents and visitors safe is the goal of County Government, and our first responders. If you speak to our Combined Fire and Rescue System Chief Keith Johnson or Sheriff Mike Chapman, they will tell you so many of the calls received by our first responders are due not to someone having a physical ailment, but a mental health crisis.

When answering mental health calls, our first responders use their education and experience to meet the immediate need, but rely on mental health experts to provide sustained care going forward. Sadly, when a resident experiences a serious or prolonged mental health crisis, they often struggle to find placement in a suitable facility and are often forced to spend many hours, or even days, in a hospital emergency room. By Virginia Code, a law enforcement officer is required to remain with the resident until placement is found – resulting in a shortage of deputies available to respond to other calls.

Loudoun, if we are to provide the best possible treatment for residents experiencing a mental health emergency and allow our first responders to do the jobs for which they are extensively trained, a Crisis Receiving Center is essential. A crisis receiving center, staffed with licensed clinical staff, will provide temporary treatment and beds for residents experiencing a mental health crisis until longer-term treatment is identified or the crisis is resolved.

This month, we learned that our United States Senators Tim Kaine and Mark Warner and our Congresswoman Jennifer Wexton submitted joint requests in the amount of fifteen million dollars for federal funding of a Crisis Receiving Center to be located in Loudoun. Congress will evaluate the projects for inclusion in the annual appropriation bills later this year.

We offer our thanks to our federal officials and we will do all we can to advocate for the funding request of a Crisis Receiving Center. We recognize and we thank our first responders for their continued service to Loudoun County. At this time, I ask that all of our first responders who serve Loudoun stand and be recognized.

Just as our first responders serve Loudoun, I want to highlight three men who also have served our county for a combined 67 years. I'm speaking of County Treasurer Roger Zurn, Deputy County Administrator Charles Yudd, and my colleague Supervisor Tony Buffington.

Let's start with Roger.

Most people in Loudoun know the name "Roger Zurn" because it appears on their tax bill twice a year and because he's been Treasurer of Loudoun for an *amazing* 27 years. But before serving as Treasurer, Roger sat in the district seat now occupied by Vice Chair Saines as the Sterling District Supervisor. *Elected* in a special election in 1990, he served the people of Sterling for six years before running for a countywide office. Treasurer Zurn has led the County through economic downturns and the Great Recession.

After becoming Chair, I remember during my first meeting with Treasurer Zurn, he told me he believes in "conservative investing." As a member of the County's finance board, I can tell you that Loudoun's financial house is in order. Mr. Zurn's prudent investing has been a leading reason Loudoun continues to keep our *triple AAA* bond rating. In a County, where the budget has grown from five hundred (500) million to 4.5 billion, receiving a triple AAA bond rating is no small feat.

So, what don't you know about Roger?

Did you know he loves Motown music and can do a mean karaoke to almost any Motown song? Did you know he has 3 grandchildren who are the light of his life? Did you know that I've told Roger he is without a doubt the best-dressed man in County Government? And did you know that earlier this term, two constituents, Phillip Thompson and Harold Butler, approached me inquiring if the County had any investments with minority-owned banks or brokerage firms? I

took this question to Mr. Zurn – who I knew would ensure that any bank or brokerage firm we invested with would be well vetted and well qualified. Working closely with my office, our Treasurer and his team helped secure not one, but two minority-owned brokerage firms to assist in managing a portion of Loudoun’s portfolio. It is the first time Loudoun sought the opportunity to engage minority-owned banks or brokers.

For over a quarter of a century, Roger Zurn has been a dedicated public servant. Roger will humbly tell you he’s not a perfect man. I will tell you Roger is a good man and someone to whom we owe our thanks. Roger, please stand and accept the applause of a grateful County.

In 2016, when I became Chair of Loudoun, I was really pretty nervous about how I would be received. But then, I met Charles Yudd. This one man almost single-handedly made me feel welcomed and confident.

Charles Yudd joined Loudoun County Government in 1997 as the Land Use Review Division Manager in the Department of Planning Services. He moved to the Office of County Administration in 1999 – working initially in the areas of land use, economic development, and development review. During his career in County government, Mr. Yudd has overseen nearly all areas under the purview of County Administration, including the Departments of Animal Services, Building and Development, Economic Development, Planning and Zoning, and Transportation and Capital Infrastructure. He’s also served as liaison to the Loudoun County Public Library and Office of Elections and Voter Registration.

Some of Mr. Yudd’s key accomplishments that have had a significant impact on the county include:

- Leading the staff that delivered the Zoning Ordinance Rewrite in 2000;
- Managing the 2007 Route 50 Corridor Transportation Project;
- Spearheading the County’s work that supported the move of Raytheon Technologies to Loudoun in 2010;
- Leading the 2012 “Missing Links” transportation study.
- Leading the multi-departmental team and key community stakeholder group that resulted in the 2019 Comprehensive Plan;
- Spearheading the 2021 effort to improve safety in county facilities;
- And he is currently leading the Zoning Ordinance Rewrite and the implementation of the County’s new long-awaited enterprise land management system, two of the most significant countywide projects underway right now.

Obviously, I could go on, but if I *only* tell you about Mr. Yudd’s work duties, you miss the man. Charles is both stern and kind, funny and focused, knowledgeable, but never boastful, calming yet intense. In so many ways, Charles Yudd is the heart of this County government.

Charles, I speak for so many when I say you will be dearly missed, but I'm so happy for you. Enjoy your daughter's wedding and enjoy your retirement later this year. You sir, deserve every good thing coming to you. Thank you. Ladies and gentlemen, I give you Mr. Charles Yudd.

Last, but not least: Supervisor Tony Buffington.

I met my friend Tony in 2015 while we were both seeking office. After we won, Tony was the first of my new colleagues to call me. He reached out to me even before I even had the chance to reach out to him.

Now, all of you know some facts about Supervisor Tony Buffington. For instance, he is deeply committed to ensuring Western Loudoun retains its character and rural economy. Supervisor Buffington has voted against allowing even *one* new home in Western Loudoun. His commitment to that promise has been consistent and unyielding.

Some may know that at times Tony may use "colorful" language. In fact, as Supervisor Buffington sits by me on the dais, I sometimes need to turn off my microphone when he leans over to share a private word with me.

What you may not know about Tony is he can't dance. We were at a Habitat for Humanity fundraiser and the DJ plays, the Cupid Shuffle. Everyone on the dance floor is facing one direction, and Tony is having an equally good time, but he—and he alone—was facing the wrong direction. But the most memorable story about Tony happened during our first term in office.

We were on the dais, during a Finance Committee meeting. And suddenly my throat felt strange, and my mouth felt itchy. I turned to Tony and said, "Tony, I feel funny, how do I look?" Now, Tony is a good man, so he took time to study my face before he said, "No, you look fine to me." Tony is a police officer so, I thought, he knows. But as I sat longer, my throat became tighter, my face became itchier, and I started to see my eye – out of my eye. I excused myself from the dais, to look at my face, and my face was absolutely huge. To make a long story short, we had just finished our dinner break and, for the first time ever, I was having an allergic reaction to something I ate. Thankfully, we had Fire and Rescue in the room – who took me to the back to tend to me. Because Tony really is a good person, he came to the back to check on me. Looking at my face – which by this time had oxygen – Tony said to me, "Oh yeah, I can see it now."

Two days later I come back to work, and I see Tony and asked, "Tony, how did you not notice my face was swollen?" Tony responded, "Phyllis, I'm a cop. I'm not fire and rescue. If you're not bleeding, I'm probably not going to notice."

On January 6th, 2021, Tony was being just that – a cop, a Capital Police Officer. So many of us in Loudoun watched in horror as January 6th unfolded. As we watch we had one question, "Is Tony, okay?" Almost every email, phone call, and text I received that day asked, "Is Tony, okay?"

Sometime that day I received a very quick call from him and of course I asked him, "Are you okay?" And he said, "For right now, I'm safe." I hung up and I said a prayer – yes for my country, but first for my friend. As a nation, that day was very hard. But, one thing was clear, Loudoun, your concern for Tony transcended political party or ideology. Everyone from across the political spectrum in Loudoun simply wanted Tony to return home safely.

As he ends his service on our Board, I will say to Tony the exact same thing I said to him during our first installation: Tony, we're friends forever. We are stuck with one another and in each other's lives for life. I love and appreciate our friendship and I'm going to miss you turning off my mic for you to say something that I really should not laugh at while on the dais. Thank you for being my friend and for being...Tony.

Ladies and Gentlemen, Supervisor Tony Buffington.

The work of these three men is backed up and supported by the work of more than four thousand full-time County employees. I've said many times, and I say today: I believe Loudoun has the best staff in the country. It is for this reason that I, along with the majority of this Board, agreed to allow our public-sector employees to have the option to unionize.

Unions are today, and have been for many decades, the voice of workers. They advocate not just for fair wages and benefits, but also, for reasonable working conditions. Loudoun, at this time, the Loudoun Career Fire Fighters Association, IAFF Local-3756, led by President John Myers, has begun the process of collective bargaining. Our Service Employees International Union, SEIU Virginia 512, led by Chair Dr. Julius Reynolds, has now gathered enough signatures to file for certification, which we expect will lead to collective bargaining discussions to begin within the coming year. At this time, I'd like the President of IAFF-3756 John Myers, the Chair of SEIU Virginia 512 Dr. Julius Reynolds, and members of any union, to please stand and be recognized for your commitment and service.

The work of the Board of Supervisors, County Administration and staff is in service to the people of Loudoun. However, the County Government does not work alone. So many others are equally committed, in service to Loudoun residents. I'm speaking, of course, of our faith-based and non-profit communities. Our non-profits are a force multiplier to County government. They offer services that County government does not, and some may say should not provide. They meet people at the most vulnerable times in their lives – when they are the most stressed, depressed, and sometimes hopeless. As a mental health therapist, I've talked many times about the danger of hopelessness.

Today, in our society, we've seen a rise in anxiety and depression, most notably in our youth. But I am more concerned when anxiety and depression lead to hopelessness. Suzie Bartel knows all too well what it means to have a young person who felt hopeless enough to take his life. In the face of unspeakable tragedy, Suzie Bartel did a hard thing. Knowing she never wanted any other parent or family to feel the pain she and her family experienced after her 17-year-old son Ryan

died by suicide, Suzie started the Ryan Bartel Foundation. The foundation is based on the basic principle that everyone deserves acceptance, and society needs to provide resources and hope for youth who struggle with self-esteem and a motivation to live.

In memory of Ryan, a scholarship of \$2,500 was created for graduating high school seniors who have gone out of their way to support their peers struggling with mental health and hopelessness. This evening, I have the immense pleasure of introducing the first two winners of the “Ryan Bartel Heart of Humanity Award.” From Dominion High School, Gabby Guambo. And from Loudoun County High School, Katelyn Lanham, represented today by Val Waters.

On November 18, 2019, the Dominion High School community was shattered by the sudden loss of one of its beloved freshmen, Lane Burrows. He was a lineman on the freshman football team and a wonderful friend to many. However, he secretly fought a battle with mental illness and ultimately took his own life.

Understandably, this had a huge impact on many students in the community, particularly his closest friends – one of whom was Gabby Guambo. As one of the last people to speak with Lane before his death, Gabby said she carried “an immense amount of guilt,” and she couldn’t comprehend why Lane didn’t understand his own worth and how loved he was by so many. Believing that no other young person should feel alone and hopeless, and channeling her grief into a cause that Gabby feels is “bigger than herself,” she started the “Live For Lane” club at Dominion. According to Gabby, she founded the club to “remember and honor Lane's legacy of kindness and to ensure that students understand the importance of mental health so that no one struggles in silence.” The club is a place where students connect with peers to receive support and hopefully end the stigma for people who suffer from mental illness.

Let me tell you now about Katelyn Lanham.

How many people can actually say they saved the life of another? Well Loudoun, eighteen-year-old Katelyn Lanham can say just that. Katelyn was nominated for the “Heart of Humanity” Award by a peer who has chosen to remain anonymous, but who described her declining mental health condition that ultimately resulted in a night when she was contemplating suicide. Her peer sent Katelyn a text. Katelyn responded immediately, asking for her location. Katelyn then left a party to come to the aid of this friend. That selfless act changed the life of Katelyn’s friend who now says, “that was the night everything changed for me. Ever since that night and the conversation Katelyn had with me, my life has felt like it has more significance. Katelyn helped me find a therapist, made sure that I was going to my weekly meetings, and she still does. I truly know in my heart that if Katelyn wasn’t there that night, I would've done some things I would've forever regretted. I cannot be more grateful for her because she is a blessing to me and all those whose life she touches.”

Ladies and Gentlemen, I give you the Ryan Bartel Heart of Humanity Award winners, Gabby Guambo, and representing Katelyn Lanham, Val Walters.

These young women represent the finest among us. They embody the care, compassion, patience, and the love that make hard things—seemingly impossible things—possible. They are strong, they are smart, and they are visionary. They are shining examples of who we are, what we stand for, and what together we can achieve as one united county.

Loudoun, over the past eight years, I have had the distinct honor to serve as your Chair. As a Loudoun resident and your Chair, I know this county is worth fighting for. I have seen time and time again how we do hard things. This County Government and its thousands of employees work hard every day on your behalf. Our non-profit and faith communities work hard to ensure those in need find the help they deserve. And as illustrated tonight, we have our youth—Loudoun's future—doing the hard things that make a difference in our community.

So, what is the state of Loudoun? After successfully navigating the past three and a half years, I don't think that's a one-word answer. Allow me to review.

Because I know the vast, vast majority of Loudouners demonstrate daily the love, compassion and respect for others shown by Gabby and Katelyn, I can safely say the **State of Loudoun County is caring and supportive.**

Because Loudoun came through the pandemic maintaining our triple AAA bond rating and with one of the strongest county economies in the country, it's clear the **State of Loudoun's economy is stable and robust.**

Because we are about to welcome two new international Sister County relationships and look forward to the business and cultural exchanges that will undoubtedly result from these new partnerships, I believe the **State of our County is globally engaged.**

Because Loudoun is fortunate to have hard-working County staff who are responsive, committed, and accountable, **I know our State of Loudoun is superbly managed.**

And, as three remarkable men—Roger Zurn, Charles Yudd and Tony Buffington—step off the stage and two equally remarkable young ladies step up to follow their example, **I believe the State of Loudoun shines with hope.**

Ladies and Gentlemen, for all these reasons, and so many more, the people of Loudoun County can be immensely proud of who we are, all we've accomplished, and what together we can achieve. We are Loudoun, and we do hard things. And because of that, the **State of Loudoun County is not just strong, the state of Loudoun County is... Exceptional.**

Thank you and I'll see you next year.

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