

**Official Meeting Minutes
City of Niagara Falls Planning Board
December 8th, 2021**

A regular meeting of the City of Niagara Falls Planning Board was held on Wednesday, December 8th, 2021 at 6:00PM in Council Chambers, City Hall, 745 Main Street, Niagara Falls, NY.

CALL TO ORDER & ROLL CALL

BOARD MEMBERS PRESENT:

Chairperson Tony Palmer
Joseph Sarkees
Charles MacDougall
Timothy Polka
Joyce Williams
Ryan Dallavia

STAFF PRESENT:

Eric Cooper, Director of Planning
Grace Celik, Planner 2/HPS
Sarina Deacon, Planning Clerk
Chris Mazur, Corporation Counsel

BOARD MEMBERS ABSENT:

Joseph Giaquinto
Schurron Cowart
Michael Murphy

ATTENDEES PRESENT:

Peter Green
David Florio
Andrea Fortin-Nossavage
Ezra Scott
Colin Ligammary
Laura Rotella
Sheila Zoonie
Erica Burns
Anthony Kutis
Marla Price
Cherrish Beals
Jockline Pryor
Bob Pascal
Ranjit Kaur
Jintcarl Tarapczinski
Gretchen Letter

PLEDGE OF ALLEGIANCE:

APPROVAL OF AGENDA – FOR THIS MEETING

CHAIRPERSON PALMER requested to change the order of the Public Hearings. He asked to have Solar Law discussed first and Short Term Rentals discussed second.

A motion to change the order of the Public Hearings was made by MR. POLKA and seconded by MR. MACDOUGALL.

Motion: UNANIMOUSLY APPROVED

A motion to approve the agenda as amended was made by MR. POLKA and seconded by MR. MACDOUGALL

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Motion: UNANIMOUSLY APPROVED

PUBLIC PARTICIPATION:

Jockline Pryor, a resident at 507 5th Street, inquired about the properties that were recommended for disposal discussed at the September 22nd Planning Board meeting. CHAIRPERSON PALMER directed the question to MR. MAZUR from Corporation Counsel. MR. MAZUR said he would get that information to MS. PRYOR at a later date.

APPROVAL OF MINUTES

A motion to approve the minutes from 10-20-21 was made by MR. SARKEES and seconded by MR. POLKA.

Motion: UNANIMOUSLY APPROVED

A motion to approve the minutes from 11-03-21 was made by MR. SARKEES and seconded by MR. POLKA.

Motion: UNANIMOUSLY APPROVED

PUBLIC HEARING:

1. Resolution of Niagara Falls City Council, relative to Amendment of City of Niagara Falls Zoning Ordinance and Schedule 8: Zoning Map for Regulation of Solar Energy Systems.

CHRIS MAZUR read a memo dated on November 1st, 2021. This memo was written to the Niagara Falls Planning Board from MR. MAZUR, a representative from Corporation Counsel. It was labeled **Amendment of City Zoning Ordinance (Regulation of Solar Energy Systems)**. This memo was included in the Planning Board meeting packet for the Public Hearing.

CHAIRPERSON PALMER asked how the ordinance was going to lower the cost of electricity to owners of residential and commercial property owners. MR. MAZUR responded that it possibly could reduce costs due to the technology and bypass the typical forms of hydroelectricity that is generally used. MR. COOPER added that the ordinance clarifies using solar for one's own purpose and that grants could be given to help fund the purchase of solar on one's rooftop or in one's backyard and that would help reduce the energy cost.

CHAIRPERSON PALMER asked if the City of Niagara Falls would be creating the grants. CHAIRPERSON PALMER added that the residents of Niagara Falls could already receive the grants.

CHAIRPERSON PALMER asked if adding a solar panel to a resident's property was considered a capital improvement to one's property and if the city wasn't giving that resident any money towards the capital improvement, what was the purpose of the ordinance?

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MR. COOPER responded by saying the ordinance was there to clarify how it solar energy improvements are regulated since it was not specifically mentioned in the existing code.

SHEILA ZOONIE, from 544 5th Street, spoke and suggested that the City of Niagara Falls utilize its many open fields to use as solar fields.

JOCKLINE PRYOR spoke about how some property owners' roofs weren't strong enough to hold up solar panels. She also wondered where the open fields were at to put solar panels on. She emphasized that land was needed for the community. She asked who would be working the solar panels if they were to be constructed.

CHAIRPERSON PALMER reminded MS. PRYOR that there are 3 tiers to the ordinance and the particulars would be worked out as needed. CHAIRPERSON PALMER emphasized that the solar panels would be placed on private property, not just anywhere.

MS. PRYOR asked what the breakdown in ethnicity was for home owners in Niagara Falls. She emphasized that the City of Niagara Falls needed to work on property for the community.

With no other speakers, the Public Hearing for Zoning Amendment relative to Regulation of Solar Energy Systems was closed at 6:25PM.

2. Resolution of Niagara Falls City Council 2021-34, relative to Amendment of City of Niagara Falls Zoning Ordinance Chapter 1328.13 Short Term Rental Units.

CHAIRPERSON PALMER emphasized that a vote would not be taking place at this meeting.

PETER GREEN, resident of 408 Pine Avenue #2, spoke...

"My name is Peter Green. I live at 408 Pine Avenue #2 here in Niagara Falls, 14301. I am a co-owner of Niagara Vox Media Studios at 8705 Buffalo Avenue. I've lived here in Niagara Falls since 2016 and worked in tourism on this side since 2002. Prior to that, I worked nearly 20 years on the Canadian side of Niagara Falls and in Toronto.

My perspective comes from 20 years working in local tour companies, specialized niche travel and intimate tour groups exploring the unique elements of our region. For the past 12 years, I've also been a group leader for the Rhodes Scholar Program, delivered here pre-Covid, 5 to 8 times per year. So my background is strongly in the tourism industry. I participated with I Love NY for the Western New York delegation that welcomed the Chinese Travel Professionals when that market began traveling to this area. It was an introductory phase where we worked with their outbound leaders on what was here and what we could showcase for them.

Now much of my experience is antidotal and I appreciate Mr. Chairman and members of the committee for hearing me out. I do want to say for my fellow citizens, I am not refuting what you may feel are concerns about the amendment. But much of my experience is antidotal and I've been in this industry for 40 years and a lot of that 40 years I've answered one major question. Why is Niagara Falls, New York so subservient to Niagara Falls, Canada? I think part of that

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comes from that fact that we tend to be behind the eight ball or behind the times in how we address our tourism market. I'm going to give you a quote from newsairbnb.com

'In 2021, travel will become less about tourism and more about living, working and connecting safely away from home. AirBnB is ideally suited to meet the changing needs. Whether providing an entire home or just to take a break from the city or to reconnect with loved ones or try out a new neighborhood.'

I bring this to your attention because one of the ways travelers are taking advantage of the new trends with AirBnB is called 'trying before they buy'. We are a city that actually offered money to move here as I recall some years ago. We're desperate to see our city regenerate and grow. A lot of people are turning to Airbnb's to test new neighborhoods and cities before making a long term commitment. From July 2021 to September of this year, there has been a 128% increase in guest reviews that mention 'relocation', 'relocate' or 'remote work' and 'trying a new neighborhood' in comparison to the same time frame from last year. So in the AirBnB industry, that is very different than someone who comes here to stay in a hotel. It is very easy to create what you could call a 'tourist ghetto'. You could create a tourist area that is wonderful with all these hotels, you could have BnB's close by as well. Right now, we are so sadly lacking in entertainment and activities that it really discourages the long term stay. But I believe our market would do far better to broaden the experiences open to our visitors. Our visitors' needs and desires are changing rapidly and I believe we are headed once again towards falling short on that.

These visitors are staying in Airbnb's outside the city core. They're not staying away from tourism. They're spending their money at Wegmans and Tops. They're dining in at restaurants on the Boulevard and Military Road. They're impacting on the community and people want to learn about these communities. They want to know who we are. Have you ever seen a group of Chinese guests, who come from China as a group, and they leave a restaurant and they walk up a nearby street and you see them taking pictures of people's homes? When I lived in Kenmore, people would walk into my driveway to take pictures of my backyard because the world wants to know how everyone else lives. And the AirBnB market allows an experience within a city, it allows visitors to choose what area of a city they want to have an impact on. I know there is good and bad in every decision you have to review. I hope we can see the good and the bad in this decision."

DAVID FLORIO, an AirBnB owner, spoke next. He explained that the area in which all the AirBnB's would be was very low income. He explained that the cost of their living would go up and cause them to leave. He explained that when he has guest at his AirBnB, he advises them onto where to and not to go in the city of Niagara Falls. MR. FLORIO agreed with MR. GREEN that visitors were curious about the city and the way the residents live. MR. FLORIO explained that if AirBnBs are only limited to one area, there would be more problems down the road.

ANDREA FORTIN-NOSAVAGE, resident at 8874 Lingbergh Avenue and AirBnB owner, spoke.

"Good evening. Thank you to Chairman Palmer and the other board members for this opportunity. My name is Andrea Fortin-Nosavage and I live at 8874 Linbergh Avenue. I want to thank you for the opportunity to participate here today. I'd like to speak in favor of the newly

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proposed regulations. I also feel we should ensure we are allotting proper enforcement mechanisms with any new regulations that we create. I also want to say that I am an owner of an AirBnb in another state so I know a lot about different regulations, I know about running a business and I believe in prosperity. I believe in prosperity for all of us. We know the city needs business and I've been a lifelong resident. But I'm also thinking as I'm here speaking to you, it's really your purpose. The reason this board exists is to create a peaceful coexistence of business and prosperity for residents alike. Putting businesses, commercial enterprises and boutique hotels in our own neighborhoods has created a lot of concern and consternation in my neighborhood. Many of my neighbors are here, not because we want publicity, not because we want to talk about people on social media, we just want to live in our neighborhood and our homes peacefully and safely.

As Mr. Green mentioned, people want to go and live and work safely on a 'try and buy'. Well we did buy. We bought in our neighborhood and we lived there for 22 years. It has become increasingly difficult. Particularly when we have had issues and we've called Code Enforcement and nothing is done. Police are called and very little consequences happen. Many people in the STR community feel that enforcing the regulations that exist is something that has to happen. Because you can make as many laws as you want, but if you can't enforce them or if you're not properly, equally and fairly applying them, then what is the point? The other thing I want to say is that the STR issue was put on the ballot this last election and I believe that the people of this city spoke very resoundingly by their choice of candidates as to how they feel about that issue. And I would ask this Planning Board to respect the will of the community, the will of the people because the voters have spoken. I hope moving forward that the new City Council members will continue to monitor this issue and that the Planning Board can provide proper support for them so that people don't feel uncomfortable in their own homes and feel unsafe. I vote for prosperity for everyone, I believe in business, but I believe you have a responsibility to protect the residents that live here and I think that if you look back at any of the City Council meetings, you can perhaps see some of the notes that were submitted in writing. I know many of the STR people and my neighbors who have all taken opportunities to submit information. We spoke with Councilperson Soda and every single councilman so please listen to us, please ask us questions if you want to hear. Obviously we are here at this meeting to show our position on the issue. I recognize that both sides need to be able to speak and be able to coexist and I expect that this Planning Board will act in a way accordingly to the will of the people. Thank you for your time."

EZRA SCOTT, resident at 1735 Caravelle Drive, spoke. He explained the ordinance would cut residents off from taking advantage of the short term rental market and speed up the process of gentrification. He explained that the elected officials in Buffalo had even voted against a similar zoning ordinance. He also stated that the Code Enforcement Department needed more support if they were going to tackle issues within the STR community.

COLIN LIGAMMARI, resident at 4210 Washington Street and a STR owner, stated...

"Hello I'm Colin Ligammari. Owner/operator of two legally operating short term rentals in the LaSalle neighborhood, located outside of the proposed zone.

When I bought these two houses in 2017, they were the biggest eyesore on the block. Now they are lovely residential homes, where families come to stay for 29 days or less. During their stay, I

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guide them to the local businesses on Buffalo Avenue, which helps them stay afloat through the winter months. There are 10 small businesses that I share tourism dollars with, 12 months a year. Zoning STRs to downtown, stops the flow of those dollars to businesses in LaSalle. It will also stop payment to 4 single moms that I employ to help me care for the homes. It stops payment to the landscaping company, and the snow removal company as well electricians, plumbers and general contractors.

Another zoning side effect will be the displacement of residents inside the zone. Housing costs will skyrocket, rents will be unaffordable, and people will have to scramble to find new places to live while gentrification gets crammed down their throats. It's been proven that a multi-use city, is a safe city. Is it not a better option to distribute tourism dollars equitably throughout? I implore this board to not recommend this new ordinance until these inequities are satisfied. There are better solutions to manage growth, as well as any problems that may come up. We have to stop making small business people vote with their feet, before all we are left with is the Holiday Inn next to the McDonalds. And for the record, it was equity that was on the ballot."

LAURA ROTELLA, resident of 960 Creekside Drive, spoke...

"Thank you very much for this opportunity for me to express about my concern about Short Term Rentals or vacation homes in residential neighborhoods. They are not necessarily bad. But they do have the potential for being destabilizing and that has in fact occurred and it is not antidotal. Niagara Falls does not need any additional reasons to destabilize our neighborhoods. We are already dealing with endless party houses. Short Term Rentals do create a form of gentrification,

they just don't bring the people. They raise housing costs but they do not increase desirability to live in the city. I am all for tourists but for the one person that's going to buy a house, does that necessitate that we be 300+ and yes 2/3 of these short term rentals are illegal. That is not the legal operator's fault nor is it the city's fault. It is the platforms fault that allows businesses to open without verification from the municipality that they are in compliance with the code. I am also to understand that people rent these things as Long Term Rentals. The long term renters rent their homes for Short Term Rentals against the knowledge of the owner of the house. So the platforms are really creating a problem. And that does need to be addressed. But I don't think it needs to be addressed by the tax payers of this city. Multibillion dollar industries list these properties, they should be the ones to clean up the mess. Our code inspectors have more than enough to deal with, without having to clean that up. So I certainly hope that you would consider passing this ordinance. It is only for a year and it gets to be reviewed. I think that is pretty fair. And I could list numerous articles citing cons about Short Term Rentals in residential areas and cities, particularly tourist destinations. I will in fact send you a lengthy list of numbers of articles with regards to the cons. They only talk about the pros, they never want cons. There are pros so there are two sides. Please consider that, thank you very much."

CHERRISH BEALS, owner of a STR, stated...

"There is a long list of reasons why the proposed STR ordinance should not be passed –

1 – It will impact the growth of tourism in Niagara Falls which ultimately impacts the revenues of our local businesses. A rough back of the envelope calculation of the revenue STRs currently

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bring to the city shows that. For example, there are ~400 STRs operating in the City of Niagara Falls right now according to AirBnB. If on average each hosts 4 guests for 130 nights a year and each of those guests spends \$88 a day (what is estimated to be the typical average spend for tourists (excluding lodging) in Niagara Falls each day) that equals \$18,304,000 a year!

2 – It is unconstitutional because it impacts my land use rights. As a residential home owner, which STRs are required to be zoned residential, I have the 3 basic property rights – I can purchase, sell or rent my property. That is why ordinances similar to this proposed STR ordinance don't exist for long term rentals.

3 – Short term rentals are not an issue in the City of Niagara Falls. We have plenty of housing stock so it is not taking from those seeking long term housing. Based on the response to our FOIA, very few complaints have been made to code enforcement regarding STRs and the handful that were made were regarding issues unrelated to guests such as high grass. We have been waiting since Jul 2020 for a response to our FOIA requesting a list of complaints/calls made to the Police Dept. for STRs. Especially after Councilman Tompkins made the unproven and false claim in one meeting that there were over 300. If the city was truly concerned about issues related to rentals within the city then they should be focused on the slumlords that own the long term rentals.

4 – Unhealthy gentrification will be forced upon the residents within the proposed STR zone.

5 – Tourist safety and the Niagara Falls brand will be compromised as it forces STRs to be in one of the highest areas of crime within the city.

6 – It is in direct contradiction with the City's Comprehensive plan. One specific example is under section

7 – General Citywide Policies subsection 7.1 Policy Area Land Use which states -

General Policy Statement:

It is the City's policy to ensure that the City's vision for development is supported by appropriate land use policies and regulations, and that the City pursue a fine-grained, mixed use approach to land use that respects the existing character of healthy, stable neighborhoods, while allowing the City to grow and revitalize.

In this section the City sets the 12 policies specific to land use. This ordinance is in direct violation of 5 which include -

1. Policy 7.1.1 Conserve and strengthen existing residential neighborhoods

Action 1 Promote development that rehabilitates existing housing stock within city neighborhoods.

Remember, this is the section of the Comprehensive Plan that is not specific to the Core but is regarding the entire city of Niagara Falls.

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2. Policy 7.1.2 Encourage a pattern for new development that incorporates a mix of uses at a variety of densities.
3. Policy 7.1.3 Pursue a “fine grained” approach to land use that allows uses to mix and benefit from one another.
4. Policy 7.1.4 Strengthen the Core City by encouraging higher density development that encompasses a mix of uses that supplies services to residents, especially to adjacent neighborhoods, as well as to tourists.
5. Policy 7.1.7 Encourage commercial and light industrial uses only where most appropriate. There are many other sections within the comprehensive plan that this ordinance is in direct violation of. As such, this ordinance should not be passed and implemented.”

MS. BEALS then read four written statements that were prepared by people who could not attend the meeting.

Lori McDermott – 612 3rd Street

“An attempt to change zoning and prohibit certain zones from having an STR, is a form of discrimination. Our neighborhood has benefited from guests staying in our home. Guests have benefited and enjoyed staying in our home. We have beautified our home and have watched neighbors start to take pride in their homes. The city has enjoyed and benefited from receiving our short term rental’s hospitality tax. Removing our ability to make a living is detrimental to Niagara Falls. Additionally, how does having a short term rental differ from a long term rental? This is another form of the city’s discriminatory actions that must end.”

Rachel Novelli – 146 Old Carriage House Road, Grand Island NY

“By trying to pass this ordinance, you are trying to tell me I can only rent my house out long term? The wear and tear on my home for a long term rental is very bad, plus I would have to ask my renters if I can come and inspect and keep up the house and property. In my experience with long term renters (20 years), long term renters DO NOT want to allow you into the home. My short term renters keep the property nice, they follow house rules, which include quiet time after 10PM, no smoking on the property, no parties and only 4 people allowed into the home. They are held responsible and know they will be receiving a review which will affect their future ability to get a short term rental. So, they behave and treat the neighborhood and home very well. It is ridiculous to think that is a long term rental, with no rules, much less rent, no invested interest, and would keep the neighborhood and the home better and cleaner. Please do not opuses this ordinance, it is a clear violation of my rights as a homeowner.”

Elena Levine – 418 Hoyt Street, Buffalo NY 14213

“To Whom It May Concern,

My name is Elena Levin, and I’m an owner of STRs both in Niagara Falls (460 Memorial) and Buffalo. I have moved initially to Niagara Falls from Russia back in 2009 to pursue individual

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and entrepreneurial freedom. I worked hard for the last 12 years and saved up enough money to invest in a STR property in Niagara Falls with my business partner in 2019. However, in the last two years, the local government has stifled my freedom as an entrepreneur and a member of the community trying to make a positive impact on Niagara Falls. The number of pressing regulations that Niagara Falls is trying to impose makes me feel like we, the people who are trying to make a change on the grassroots level, are not welcome in the city. That includes regulations like trying to impose unlawful taxes and limiting areas where STR can exist and operate. In the last few months, I have invested in two properties in Buffalo and Florida. Those could be the money invested in the Niagara Falls community that I chose to take somewhere else due to the uncertainty of current government regulation. I respectfully ask you to reconsider imposing limitations for a single zone for STRs and instead support the opportunities for a local entrepreneur to invest and revitalize different parts of the city that is in dire need of care and improvement”

Marina Dorka-Salansky – 2578 LaSalle Avenue

“My name is Marina Dorka-Salansky. I moved to USA just four years ago from Zheleznodorozhny, Russia. I came here for 4 days, which turned into 5 months and now forever. My second day in Western NY was spent with a kind stranger who is now my husband and father of our two little girls. He loves showing the beauty of our area. We fell in love with each other in Niagara Falls and have invested in two properties. One in the “zone” and another outside the zone. We see the beauty and potential in this city. I cry about the struggles this potential ordinance would place on my properties. I’ve spent every last dollar in my pocket (twice) to help revitalize this city. I am not sure if we’re safe here. I love both houses. I love my guests. I love USA. This is my job, my retirement, my college savings plans for my girls. I get sick watching the City Council on YouTube. This is unfair, will someone listen to me or my husband? Thank you.”

BOB PASCAL, resident at 1321 James Avenue, spoke. He stated that the ordinance zone would make it difficult for people who want to invest in houses in the STR community. He also said the insurance requirement would be difficult. He stated he owns another property that was previously rented to long term tenants. He says his neighbors are happy – as he is - to have this property as a short term rental as it allowed him to make improvements to the property. He further stated that he believes there are many extra houses in the community currently deteriorating, many bad properties. He believes we should do what we can to find and allow people to invest in these properties.

ERICA BURNS, owner of 18 Cleveland Avenue and 1424 Walnut Avenue, spoke. She moved to Niagara Falls because it was affordable. She bought and originally rented her property to a long term tenant who trashed it. She said that operating her property as a short term rental allowed her to purchase another home and to be the first person in her family to be an entrepreneur. She further stated that STR’s provided an extra level of safety during the COVID-19 pandemic and the revenue brought in during that time was due to STR’s. Finally she stated that STR’s are safer for tourists during the COVID emergency than are hotels.

ANTHONY KUTIS, resident at 921 Creekside Drive, spoke. He believes he is the only person in the room that lives directly adjacent to an AirBnB. He said this neighboring AirBnB has become the talk of the neighborhood due to music and pool parties. He stated that AirBnBs, when run properly, aren’t even

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noticeable in the community. He stated that certain AirBnB's made him uncomfortable in his own neighborhood. He stated that residents should not come second to a lucrative business. He believes people have different opinions about living next to AirBnB's and those that do not want this should not be treated the same as those that do. He believes whole blocks of homes are concerned about AirBnB's.

COUNCILPERSON SPAUNBAUER said he was thrilled to see so much communication on the ordinance issue. He further asked that people read what was submitted to the Niagara County Planning Board and to note that it was unanimously approved by the Niagara County Planning Board.

ALICIA N, resident at 2259 Willow Avenue, spoke about the ordinance. She stated that she recently got a new job hosting AirBnB's and is a property manager for her boss. She is in the process of rehabbing 8 homes, 3 of which were condemned. She said that her neighbors love the AirBnB and she does not allow properties. She believes AirBnB's are allowing the condemned housing to be brought back to life.

BOB PASCAL, resident at 1321 James Avenue, spoke again. He believes there is commonality between the two groups in the audience. He said as the Chair of the Niagara Falls Landlord group, they tried to identify violations and unsightliness to be remedied. He said we should correct existing violations before adding new rules.

With no other speakers, the Public Hearing for Zoning Amendment relative to Chapter 1328.13: Short Term Rental Units was closed at 7:15pm

ACTION ITEMS:

1. Approval of the 2022 Niagara Falls Planning Board Meeting Schedule

CHAIRPERSON PALMER asked if anyone had any issues with the listed dates for 2022. MR. COOPER asked if anyone had any issues with the meeting on November 23rd, 2022 with it being the day before Thanksgiving. He asked if the Planning Board wanted to leave it on the schedule. CHAIRPERSON PALMER said they could wait until the October 9th meeting to see if they wanted to cancel the November 23rd, 2022 meeting. It was decided that the meeting would be left on the schedule.

OLD BUSINESS:

NEW BUSINESS:

CHAIRPERSON PALMER brought up the next meeting on December 22nd at 6:00 PM. He asked if the members were ok with holding this meeting or if they felt it should be cancelled with the next meeting being January 12th. MR. POLKA asked if it could be rescheduled to December 29th at 6:00 PM. With board consent, CHAIRPERSON PALMER said they would reschedule the December 22nd meeting to December 29th.

PLANNING REPORT:

MR. COOPER wanted to keep CHAIRPERSON PALMER updated with the DRI Project (Downtown Revitalization Initiative) He stated there was not much movement. MR. COOPER stated that the work plans were still being finalized with the state. MR. COOPER reminded the board of the three current

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projects, Small Project Grant Fund, Street Scape Project along Main Street and the Freedom Overlook Plaza.

CHAIRPERSON PALMER asked what the status of Blue Cardinal was. MR. COOPER said he hadn't received any updates as of late. MRS. CELIK stated that the Blue Cardinal had been looking for permits for their historic rehab project in early spring. MRS. CELIK stated that it was a loose timeline that changed frequently.

ADJOURNMENT:

A motion to adjourn was made by CHAIRSPERSON PALMER and seconded by MR. POLKA.

Motion: UNANIMOUSLY APPROVED

Meeting adjourned at 7:18 PM.