## ANNUAL MEETING MINUTES July 9, 2016 Keuka College

### I. Welcome & Introduction of Current Officers and Directors - Bill Laffin

Bill Laffin introduced himself and stated that as the Keuka Lake Association's President and at this time, as mandated by our By-Laws, he called the 2016 Annual Meeting of the Keuka Lake Association to order. He also wanted to state for the record that we have the quorum to conduct the KLA's business.

Bill stated that since we last convened, the Association has been very active on many fronts and that he wanted to personally thank all of our members for their support.

He stressed that this organization is very fortunate to have a committed, engaged and active **working** Board of Directors, without whose efforts the KLA would not be able to carry out its wide range of activities and he wanted to stress the word "**WORKING**". Being a Board of Directors Member is more than something nice to put on a resume. It indicates a **passion** for Keuka Lake and a desire to **diligently work** to protect and preserve it.

At this time, he recognized the KLA Board of Directors and Officers. He asked them to stand when their name was called:

Your Board of Directors: For Barrington – Mike Gow and Steve Hicks For Jerusalem –Mike O'Brien and Don Wright For Milo – Michelle Rowcliffe and Dick Osgood For Pulteney – Doug DeFranco and Al Wahlig For Urbana – John Hagreen and Monique Page And For Wayne – Wayne Hand and Steve Tomlinson Your At-Large Board Members are – Meg Cole, Charles Murphy, Candy Dietrich, Diane Edwards, Ira Goldman, Ron Lowenstein and Mark Morris.

The KLA's Officers are – Dennis Carlson - Vice President Steve Tomlinson – Treasurer Steve Hicks – Secretary Rob Corcoran - Past President

Bill recognized the very dedicated technical advisors to the Board of Directors:

- Dr. Tim Sellers, Associate Provost for Academic Innovation, Professor of Biology and Environmental Sciences, and Director of the Keuka College Center for Aquatic Research on water quality issues.
- Emily Staychock, Invasive Species Educator, Cornell Cooperative Extension Yates County
- Scott Demmin, of DSD Webworks on web design and internet issues which includes the real time lake level and water temperature displays on our web site. Scott was unable to attend.
- Laura Henderson, a recent graduate of the State University of New York College of Environmental Science and Forestry who is in her second year as coordinator of our Boat Ramp Steward Program. Laura and her team is a tremendous asset to the KLA and are doing a great job for us. There will be more about this topic later.
- Arlene Wilson, Executive Director Cornell Cooperative Extension Yates County
- Bill added that there are many past officers and Board Members in the audience. He asked them to raise their hands and thanked them for their past work on behalf of the KLA.
- Bill stated that no activity of the Keuka Lake Association would be possible without the total dedication of our Office Administrator Margo McTaggart.

Bill thanked them all for their tremendous support and efforts.

Bill proceeded to highlight recent KLA activities and concerns:

Over the past 12 months, the Board has endeavored to keep you, its members, informed of its activities via a printed quarterly newsletter, a monthly e-newsletter, the KLA web site and Facebook page.

As the members have read, the overall state of the KLA is strong and the KLA continues to try and grow its membership. However, with about 3000 dwellings around the lake and many more in the watershed, our goal of

increased membership participation is a long way from being met. The watershed is our neighborhood and we need more members to protect our neighborhood. Over the past few years it seems that membership renewal has become more like a trip to the dentist to have a tooth extracted with a lot of poking and prodding. Of last year's roughly 1700 members, we are still sending our reminder notices to 25% of them. That extra effort and cost does detract us from our primary mission. Please remind your neighbors to renew or join.

Bill stated that he was very pleased that during the past 12 months, the KLA has maintained its direction and commitment to its overall mission to Preserve and Protect Keuka Lake for Future Generations.

Bill indicated that the audience will be updated on recent activities to include reports on the state of the lake, aquatic invasive species and lake level management. Members will have the opportunity to hear from law enforcement officials, whose Marine Patrol Officers do an excellent job on Keuka Lake. In addition, they will be introduced to the Esther N. Wahlig Keuka Watershed Endowment Scholarship recipients and the annual Kaleidoscope of Keuka calendar photo winners, as well as carry out other mandated KLA business.

The KLA continues to communicate and educate both in person and in writing, with numerous groups on a variety of topics.

Although the Cuomo administration banned high volume hydraulic fracturing at the end of 2014, it appears that new less invasive technologies are being developed. The KLA's Hydrofracking and Well Disposal Committee continues to voice the KLA's position to various State Officials and educate them about the uniqueness and beauty of Keuka Lake Watershed and its value to our agri–tourism based economy. Since January the KLA has sent two letters to the Governor questioning the status of these new technologies and asking questions about their potential viability.

At last year's meeting, Bill reported that we were waiting for the DEC's Aquatic Invasive Species Law to be finalized. That law was completed and implemented on May 25 of this year providing the legal framework for regulating individual boater responsibility and accountability for removing visible plant life and animal matter from boats, trailers and associated running gear as well as cleaning, draining and drying all watercraft and floating docks prior to launch into a public waterbody. The KLA's communications with the DEC seem to indicate that 2016 will be a year of general public awareness and education on this topic.

Since the DEC does not have the staffing to adequately reach all boaters throughout the state, they announced a series of grants at the end of 2015 so that other groups could assist in this endeavor. The KLA applied for the maximum allowable amount and was awarded a three year grant that totals \$100,000 grant to operate a Boat Launch Steward and Educational Outreach program. Part of this grant requires the KLA to ante up matching in-kind labor, materials or money. The KLA's three year commitment is a little over \$33,000. Bill thanked those who are volunteering in 2016, but added that we are still in need of volunteers to augment our paid launch stewards. Please call the KLA office if you can volunteer. Only a couple of shifts a season will be a real benefit. We could use volunteers for other areas as well. If you feel that you could assist the KLA, please let the office know.

Educational outreach continues to be a key element of the KLA's overall mission. Whether it's distributing the boating and fishing regulations, publishing revised Invasive Species information sheets or installing signs at points of impact, the KLA continues to put resources in areas of greatest impact. The KLA continues to reap huge benefits from its funding to Yates County CCE for part of the cost of an Invasive Species Educator – Emily Staychock. In addition to all of her other ongoing programs in Keuka Lake, Emily is currently working on designing a volunteer program for monitoring aquatic plant life in Keuka. Part of our DEC Stewarding Grant also has the KLA working with the Finger Lakes Museum at their Kayak Livery in Branchport as well as assisting the Finger Lakes Institute when they experience increased activity on Seneca Lake.

The KLA continues to actively communicate with the two County Sheriff's Departments, the local DEC officers, the Keuka Watershed Improvement Cooperative (KWIC) and the Keuka Lake Outlet Compact (KLOC) on issues of concerns to our members. The KLA participates in the Finger Lakes Regional Watershed Alliance and The Land Use Leadership Alliance. The KLA was a founding sponsor of both groups and supports their efforts to develop informational outreach to municipal leaders in watershed.

Bill stated that there is one point that he believes is important for all of us to understand. While there are many vital and noble causes around Keuka Lake and in the Finger Lakes region, our activities and those that allow us to maintain our status as a 501C3 organization are spelled out in our Certificate of Incorporation. "The KLA is organized to promote the understanding, preservation and improvement of the water quality, natural habitat, and general environmental conditions of Keuka Lake and its watershed by sponsoring or undertaking scientific research, by collecting, preserving, publishing

and disseminating information concerning Keuka Lake and its watershed and by encouraging and supporting the enforcement of laws and regulations and patterns of development and technology aimed at preserving and enhancing the water quality of the lake."

Bill concluded by saying that it's been a busy year for the KLA with a lot to still accomplish. The Board of Directors and other volunteers do a tremendous job in representing the needs of Keuka Lake. Bill also thinks that it is important to emphasize that the KLA is in its 60<sup>th</sup> year of Preserving and Protecting Keuka Lake and its natural beauty for future generations. Over that time there have been hundreds of committed volunteer Board Members and Officers and everyone should all be thankful for the solid foundation of lake preservation and protection and the foresight of those people.

Bill thanked the members for their continued support.

## II. Approval of the 2015 Annual Meeting Minutes

The minutes from the 2015 Annual Meeting were distributed in the September 2015 Newsletter as well as being posted on the KLA Website. Bill Laffin asked for a motion to approve the minutes from the 2015 Annual Meeting. There was a motion from John Peck, seconded by Larry Burns to accept the minutes from the 2015 Annual Meeting. As there was no discussion, Bill asked for a vote. The motion was passed

## III. Introduction of 2016 Scholarship Winners

Bill asked Diane Edwards to come forward to present this year's Esther N. Wahlig Keuka Lake Watershed Scholarships.

Diane introduced each winner, sharing some of their background, accomplishments and goals. This year's winners are Emily Eckel from Hammondsport Central School, Talon Wright from Dundee Central School and Anna Von Hagn from Bath Central School. The Committee reviewed several excellent candidates and is proud of each student's many accomplishments. The award recipients will receive a one-time \$1000 scholarship to support their continued education in the area of environmental sciences, limnology and/or water quality/watershed management. Bill asked for a round of applause for this year's Esther N. Wahlig Keuka Lake Watershed Scholarship winners – Anna, Emily and Talon. He thanked the Wahlig Family, the Scholarship Committee and gave best wishes to this year's recipients in their college careers

## IV. Annual Financial Review & Audit Report – Diane Edwards

The KLA Financial Review and Audit Committee for this past year consisted of six KLA board members:

Don Wright Ira Goldman Dennis Carlson Mike O'Brien Monique Page Diane Edwards

Those who participated in the reviews have financial backgrounds from their varied business and personal lives, are comfortable with financial statements and reports, and work together to ensure that revenue and expenses are properly used and accounted for in our internal and banking reports.

The Committee meets twice a year at the KLA office in Penn Yan, along with our Treasurer, Steve Tomlinson and our Administrative Assistant, Margo McTaggart, for the purpose of reviewing compliance with internal control issues and reviewing and reconciling all areas of financial matters within Keuka Lake Association. During these 2-3 hours sessions, the members pour over treasurer's reports, Quicken and membership reports and bank statements including checking, money market, savings, and CD accounts.

In January five members reviewed and reconciled transactions and reports covering July thru December; on July 6 four of us members reviewed and reconciled the months of January through June.

The Committee's efforts are supported on the outside by our accountants, EFP Rotenberg in Rochester, with whom Diane met earlier this year. Additionally in the spring they provide us with a report covering their review of our statements of assets and liabilities and our statements of receipts and disbursements for the prior calendar year. They are supportive of our reports and process, and concluded for the past calendar year that "they are not aware of any material modifications"

that should be made to the accompanying financial statements in order for them to be in accordance with the cash basis of accounting".

Our payroll is provided by Wheat and Fitzpatrick; payroll reports are forwarded to the KLA office and to Diane every two weeks and are reviewed for accuracy.

The most recent financial review performed this past Wednesday afternoon yielded no irregularities or areas of concern; the same is true of the financial review from January.

Diane thanked 3 people especially for protecting the assets of KLA:

Don Wright, former chair of the Financial Review Committee

Margo McTaggart, for her timeliness and accuracy in processing transactions and maintaining our many computer systems and paper files

And especially Steve Tomlinson, serving his first year as KLA Treasurer, who did a yeoman's job in producing end of the KLA year reports accurately and with so little time for our Annual Meeting.

Diane concluded by thanking all for listening and for being a part of Keuka Lake Association.

#### V. Treasurer's Report - Steve Tomlinson

Steve reported that the KLA remains in a strong financial position. He shared the following financial figures for the 12month period ending December 31st:

	12/31/14	12/31/15
Revenue	\$125,102	\$103,286
Operating Expenses	\$105,484	\$87,733
Special Items	\$6,681	\$5,863
Year End Assets	\$157,521	\$188,790
Wahlig Scholarship Balance	As of 6/30/16 We paid \$3000 in scholarships in 2015	Fund value as of 6/30/18: \$19,636

Steve added that looking at comparing 2014 to 2015, one can see that the 2014 numbers are quite a bit higher than in 2015. Revenue and expenses were higher. Both were impacted by the 2014 KLA Directory. 2015's numbers are more representative of normal activity of the KLA. In 2017, we will be putting another Directory together so there will be an expected increase in both revenue and expenses.

The Special Items category contains expenses that were not budgeted for, but the Board felt was worthwhile. Examples are life vests for Camp Cory, the Lake Patrols, water chestnut pulling, signs, etc.

#### How are we doing so far this year?

	Revenue	Expenses
6/30/16	\$81,501	\$63,284
6/30/15	\$84,941	\$54,317

Now looking at the first 6 months of 2016, compared to 2015, our revenue is slightly off primarily due to Membership revenue being down. Expenses so far are higher than in 2015, mostly attributed to the Boat Steward Program. We will be receiving funds for this from the state.

## VI. <u>Recognition of Retiring Board Members – Bill Laffin</u>

Bill stated that one of the duties of the KLA President is the recognition of those members of the Board of Director who have reached the end of their elected term. It is bittersweet to say farewell to these Board members who have been great volunteers and who have given tirelessly to the KLA over the past several years. He asked the following retiring Members of the Board of Directors to come forward: Mike Gow, Doug DeFranco, Wayne Hand, Steve Hicks and Don Wright.

In addition to the KLA's losing the volunteerism of these fine people, we are also losing the chairs of the Membership, Communications, Lake Level, Well Drilling and Hydrofracking and Financial Review and Audit Committees, as well as our liaison to the Finger Lakes Regional Watershed Alliance.

The commitment of these individuals to the KLA has been phenomenal and should be a lesson for all current and future Board members. We will miss their talents and commitment to the organization.

I should mention that Steve Hicks stays with us as our Corporate Secretary.

Bill thanked them all for their service to the lake and the KLA. They each received a pottery wine cooler with the KLA logo on it. Bill asked for a round of applause.

## VII. Nominating Committee Report – Dennis Carlson

The Nominating Committee would like to thank the KLA Members who responded to our call for volunteers to serve on the Board of Directors. The biography of the proposed new Board Members was in the letter announcing the annual meeting. Ray Dell, Scott Drake, Winona Flynn, Thom Love and Ellen Shaw Maceko all have strong professional backgrounds and bring many years of interest and support for Keuka Lake and the Watershed. Proxy cards have been distributed and received from members who are eligible to vote and will be voted by President Bill Laffin and Secretary Steve Hicks. Dennis made a motion to elect the following first term members of the Keuka Lake Association Board of Directors:

At Large	Ray Dell
At Large	Scott Drake
At Large	Winona Flynn
At Large	Thom Love
Urbana	Ellen Shaw Maceko

And to re-elect the following current Board of Directors members:

Town of Barrington	Diane Edwards
Town of Jerusalem	Mike O'Brien
Town of Milo	Dick Osgood
Town of Pulteney	Al Wahlig

The motion was seconded by **Bill Laffin** and approved by the membership. The Nominating Committee Thanked the membership for their support.

## VIII. Special Reports

- A. Lake Patrol Reports Yates and Steuben County Sheriffs Bill introduced Ira Goldman Chair of the Navigation and Recreation Committee to introduce this portion of our agenda. Ira introduced the County Sheriffs.
  - 1. Yates County Sheriff Ron Spike spoke first. He introduced Deputies Ed Nemitz and Pam Housel. Sheriff Spike's main points were:
    - Education of young boaters, including education of AIS
    - Signage address on lake side of property; additional signage needed to emphasize 5 mph speed limit within 200' of shoreline or object in the water this is unique to Keuka Lake.

- Chinese lantern reminder that they are illegal in NYS unless tethered. On has already caused a fire.
- Call the Sheriff if you see a problem anonymous tip line app is "tip411"
- The heroin problem is huge in our area so the tip line is very important. Yates has one investigator whose only job involves the drug issue. Sheriff Spike stated that "It is epidemic".
- He concluded by mentioning the recent shootings in Dallas and then thanked the KLA and its members for their support.
- 2. Steuben County Undersheriff James Allard spoke next. His main points were:
  - He feels there is an increase in the use of alcohol while boating, as they have issued both a BWI and a DWI recently.
  - He added that there is an excellent partnership with the Yates County Sheriffs in reinforcing the laws.
  - He thanked the KLA for training its officers in recognition of AIS.
  - They are offering Boater Safety courses monthly.
  - He complimented the KLA on selecting former officers Ray Dell and Scott Drake as new board members.
- 3. The Sheriff's drug hotline contact information:
  - Yates County Text to 847411 Keyword Yates or you can download the Yates Tip App from iTunes or Google Play.
  - Steuben County 844drugtip.com or call 844 drug tip (844 387 4847)
- 4. The Sheriffs fielded several questions concerning the following topics: big, noisy, powerful ski boats, regulating Chinese lanterns, volume of music coming from some boats, shoreline erosion caused by large boats' wakes. Several complaints concerning the same subject can be considered a "public inconvenience" and then can be investigated.

Ira thanked the officers. He introduced ECO Paul Blanton, who stayed available in the display area to answer questions. Bill also thanked the Sheriffs for their participation.

- B. State of the Lake Dr. Tim Sellers Bill stated that The KLA is very fortunate to have Dr. Tim Sellers as our Science Advisor. As I stated previously he is the Associate Provost for Academic Innovation, Professor of Biology and Environmental Sciences, and Director of the Keuka College Center for Aquatic Research. Tim will now report on the state of Keuka Lake.
  - Keuka Lake Looking Back and Looking Ahead
  - State of the Lake 2015 Tim's complete slide presentation will be available on the KLA website.

**C. Aquatic Invasive Species – Emily Staychock –** Bill stated that with all of the KLA focus this year on Invasive Species, it important that we present you with an update on this topic as well as a brief update on the Boat Watercraft Steward Program's season to date findings. Bill introduced Emily Staychock from CCE Yates. Through a grant to CCE, the KLA continues to fund a portion of Emily's work.

- Emily began her presentation by using photos and descriptions to warn us to be on the lookout for starry stonewort and Chinese mystery snail
- Emily described the Keuka Lake Watercraft Steward Program and used slides to illustrate it: 1. the volunteers involved and photos of them at work; 2. Locations and photo of one of the boat launches involved; 3.Comparison of the data from 2015 through June 27, 2016.
- She thanked Laura Henderson for her work as coordinator/steward and the three full-time stewards: Ryan Eckel, Bryan Hill and Christopher Gilbert. These positions are possible because of the Grant. that the KLA received from the DEC. The Grant is managed by Bill Laffin, Dennis Carlson, Diane Edwards and Emily Staychock. She also named and thanked the 10 volunteer boat stewards. She asked that if anyone is interested in volunteering to contact the KLA Office.
- Emily finished by describing two future training programs for lake and stream monitoring.

**D. Lake Level – Wayne Hand -** Next on the agenda Wayne Hand, Chair of the Lake Level Committee will provide an update on this important topic. Given that year to date the region is several inches of precipitation below normal, this is topic should be of interest to everyone.

Lake Level Topics:

- Lake level control & performance vs. objectives
- Communication of lake level, gate setting, & water discharge information
- Calculated water discharge thru gates
- Lake level curve objectives
- Outlet dredging project

Keuka Lake Level Control

- The lake level is controlled by 6 gates at outlet in Penn Yan, owned and managed by Keuka Lake Outlet Compact (KLOC), along with guidance from NY Dept. of Environmental Conservation (DEC)
  - KLOC board consists of 6 town supervisors & 2 village mayors from the lake shore municipalities
- Gates are operated by village of Penn Yan, per instructions from KLOC and the Reservoir Regulation Manual (developed by US Army Corp of Engineers)
  - Min. outflow is 20 cfs (15 CFS required for PY village waste treatment)
  - Max. normal outflow is 1,000 cfs (min. any downstream flooding)

KLOC's Primary Objectives:

- · Maintain the lake level within the defined objectives
- Minimize potential flooding resulting from extreme precipitation events

Level Objectives, 2016 & 2015 Actuals



Level Control Performance

- KLOC and the Penn Yan village gate operations team have done an excellent job in maintaining lake level within the objectives. Wayne thanked them.
- However, without some help from Mother Nature, the lake level could fall further below minimum guide.
- Watch your boat lift heights & shallow areas until level gets back to normal

KLA Level Monitoring Process

- Lake level monitored continuously at the Penn Yan Water Plant
- KLA web site retrieves level data every 2 hours.
- Web site automatically calculates the theoretical water outflow thru the gates, posts the level, gate settings & flow information, and updates the chart
- Need Flash app to view all functions, or can view mobile version
- Communication of Lake Level, Gate Setting, & Discharge Data
  - Level sensing equipment downtime is zero
  - Periodic Time Warner issues restricting transfer of data to KLA web site
  - A few software issues, but quickly resolved (excellent support from DSD Webworks)
  - NOAA and NYS Canal Corp. retrieve live data from web site, utilize, and post on their sites

Communication of Lake Water Temperature

- Lake water temperature is measured at PY Water Plant intake daily, and automatically retrieved by the KLA web site.
- Since the water temperature can vary significantly resulting from wind and other influences, what is charted on the web site are 5 day running averages

Gate Outflow Calculations

 USGS maintains a flow gauge where the Keuka Outlet enters Seneca Lake. This data revealed an oversight in Army Corps of Engineers manual calculations, which overstated the true water flow during full gates open very high flow conditions (impact of "tailwater"). USACOE has now provided correction factors to adjust.

Lake Level Objectives Curve

- Beginning the fall of 2014, aided by input from the KLA membership, KLOC began to delay the fall draw down by 30 days (currently reflected on lake level guides).
- KLOC neglected to obtain formal approval from the NYSDEC and USACOE.
- KLOC is currently awaiting guidance from the NYSDEC as to what curve should be followed prior to formal approval.

Outlet Dredging Project

- NYSEG is currently remediating the old gas plant, and will be dredging contaminated soils from the outlet just upstream from the PY gates.
- The dredging plan includes segmenting the outlet using sheet piles and temporary fabric structures which can restrict the water flow through the outlet.
- If an extreme precipitation event were to happen during some phases of the project, without special measures, the resulting lake level could raise "higher than normal", and remain there "longer than normal".
- KLOC, USACOE, NYSDEC, & KLA leadership continue to work with NYSEG & contractors to ensure that
  appropriate emergency procedures exist to minimize the potential impact to lake level.
- More details will be communicated when exact plans have been finalized and approved.
- Since Mother Nature can be unpredictable, and to error on the safe side, we suggest that you monitor the lake level and be ready to raise variable height shoreline assets to higher than what may be your "normal levels".

Wayne finished by asking if you have any further suggestions for the lake level committee, or making the web site information more user friendly, or better, please let us know.

# E. Communications – Doug DeFranco

Doug shared a Power Point presentation covering the following topics:

- 1. How we reach our members Website & Mobile Website, Quarterly Newsletter, Facebook Page, Direct Email, Monthly E-Newsletter
- 2. 2016 Activities: Monthly E-Newsletters, Launch of Mobile Website, Minor website changes, Messaging on Lake Level & Temperature
- 3. Direct Email Activity 2016 -
  - 12 Monthly E-Newsletters, 4 Additional E Mail Special Announcements,
  - 1733 Email Addresses
    - ~60% Open Rate
      - ~7% Bounce Rate
  - Emails opened on:
  - Desktop 46.7%
  - Mobile 53.3%
- 4. Doug showed an illustration of the Mobile Website Home page.
- 5. He showed illustrations of the website additions/changes: a) on the home page, enlarging the indication to join/renew; b) on the application form, an added box to fill in for an additional donation; c) a new notice

for non-members when they access the temp & level charts asking if they are members and, if not, to consider joining.

- 6. Doug had a slide showing website visit numbers, reasons for visits and comparison with Canandaigua site.
- 7. Looking Ahead;
  - Evaluate quarterly email distribution due to size of file
  - Social Media Presence
  - Website & Mobile Website evaluation
- 8. Doug concluded by thanking the membership.

**IX.** *KLAeidoscope of Keuka* – 2017 Calendar Photo Contest – Candy Dietrich explained the judging process and announced this year's winners: cover- Sharlene Briggs, 1<sup>st</sup> & back cover –Pamela Howitt, 2<sup>nd</sup> – Matt Duncan, 3rd – Bob Kurz. Other monthly winners were: Marianna Fantigrossi, Jan Williams, Judy Erwin, Candy Dietrich, Luke Rague, Rod Blumeneau, Kelly Gilligan, Mike Carney & Nancy Yattaw.

## X. Questions/Comments concerned the following:

- 1. Too many tournament fishermen; fishing to close to docks
- 2. Switch July 4<sup>th</sup> Ring of Fire to 9 PM from 10 PM

3. Flare residue is phosphorus - put them on a board rather than on the beach itself

4. A question about the safety of water drawn from the lake for drinking. Dr. Sellers replied that by using all the necessary filters, the water is OK now. He stressed that the Department of Health is the final word on the treatment and drinkability of lake water.

**XI. Adjournment** – Bill asked for a motion to adjourn. The meeting was adjourned after a motion by Ray Dell, seconded by Al Wahlig and approved by all.