

AGENDA
Main Street Board of Directors Meeting
November 12, 2020 at 6PM
HOYT SMITH CENTER
3444 N. Fulton Avenue
Dial 1-646-558-8656; Meeting ID 843 6626 9885#
Password: 244839
Zoom Web Address:

<https://us02web.zoom.us/j/84366269885?pwd=cFA5U2NSWlp3YTdWYmJpUGYwU0RZQT09>

Mission Statement: The mission of the Hapeville Main Street Program is to promote, facilitate, enhance, and encourage quality growth and development in Downtown Hapeville while preserving the City's historic character and supporting a vibrant arts district.

- I. Call to Order**
- II. Roll Call**
- III. Guest Welcome/Public Comments**
- IV. Presentations**
 - Look Up Hapeville Project
- V. Approval of Minutes**
- VI. Approval of Financial Statements**
- VII. Old Business**
 - Project Reports/2020 Workplan
- VIII. New Business**
 - Agenda Material Deadlines
 - 2020 Board Appointments (2)
 - 2021 Election of Officers
 - 2021 Board Retreat Date
- IX. Announcements**
- X. Next Meeting – Wednesday, December 9, 2020 – 6PM**
- XI. Adjourn – 7:30PM**

#lookupHapeville

Look Up Hapeville Sign Project

Concept:

Look Up Hapeville (#lookupHapeville) would be a city-wide installation that encourages people to look up from their screens, engage with the world, and find art in unexpected places. Look Up Hapeville (#lookupHapeville) would be a collaboration of local artists who hand paint signs, which are installed on wooden telephone poles around the city. Artists are encouraged to post photos of their projects on social media using the project hashtag #lookupHapeville. Installation typically happens in the evening so people wake up to surprising new art!

Fishbone Art will be responsible for recruiting artists, distributing materials, collecting and installing signs, uninstalling signs at the end of the project, and maintaining contact with artists throughout the project and compensating them upon completion.

Once installation is complete and sign locations are known, we create an interactive digital map accessible via QR code, or via the web site, which can be posted at visible locations at the Arts Alliance or in the front windows of businesses in the area. Printed hardcopies of this map can be made available as well. This ties in very well to Hapeville's existing 'Art Walk' framework. We have installed similar projects in the City of Decatur annually over the last five years (#lookupDecatur), as well as one round in Little Five Points (#lookupL5P). All of these projects have been enthusiastically received by the communities and the media.

In the past, the painted signs were 12-inch x 18-inch 'No Parking' sign blanks, which make sense in a more metro area, but given Hapeville's history of being founded on a railroad and its proximity to the airport, Fishbone Art proposes mixing it up a bit by posting classically shaped traffic signs. This ties into the sense of pride that Hapeville has as a transportation hub. There is also an opportunity to use a variety of shapes. For example:



Additional Opportunities:

In anticipation of the installation opening, there is potential to work with Arches Brewing, or another local business, to host a launch party and organize a daytime 'Art Walk'-type event. Follow up could include a curated exhibition event once the art comes down, where artists can sell their work while also supporting a local business. This has been a fun way we have closed previous rounds of these projects in the past.

Proposed Budget:

-Materials:

- (20) 18-inch Diamond Railroad Crossing Signs
\$350

OR

- (20) 18-inch Aluminum Octoganal Stop Signs, including lag bolts
\$400

OR

- (20) Circular Railroad Crossing signs
\$650

-Artist compensation:

\$50 x (20) Artists
\$1000

-Curation and Installation Fee:

Recruiting Artists
Gathering Signs
Compensating Artists upon project completion
Installation/Deinstallation
\$1000

-Digital Map (with hard copy format/file add \$50 to the below budgets)

\$250

Total Budget(s):

Diamond: \$2600

Octoganal: \$2650

Circular: \$2900

An example of a #lookup digital Art Walk map can be found on the Fishbone Art web site:

#lookupL5P Art Walk: <https://www.fishboneartdeatur.com/copy-of-lookupl5p-signs>

We hope you will agree that this project would be a good fit for Hapeville and would help further the mission of the Hapeville Arts Alliance to support local artists, while also supporting local businesses. Any feedback or suggestions are appreciated.

Thank you for considering #lookupHapeville to add to the community's streetscape beautification efforts.

Respectfully,

Larry Holland
Fishbone Art Decatur
fishboneartdeatur@gmail.com
www.fishboneartdeatur.com
678-468-7249

Hapeville Main Street Board of Directors Meeting
September 10, 2020 at 6:00PM
Dial 1-646-558-8656; Meeting ID 880 0322 2395#

Present: (In-Person): Charlotte Rentz, Susan Bailey, Lorene Fey, David Burt, Lee Duke, and Bianca Howard (Staff)

Present (Via Teleconference): Melanie Rabb and Michael Gibbs

Absent: Derrick Booker and Ellen Free

Guests: Chloe Alexander (Council) and Tim Young (Staff)

Guests: (Via Teleconference): Nikki Foxx

Call to Order

- Charlotte Rentz called the meeting to order at 6:04PM and welcomed all Board members and guests.

Roll Call

- Due to teleconference, Charlotte Rentz conducted a roll call of all attendees.

Guest Welcome/Public Comments

- Charlotte Rentz asked guests to introduce themselves to the Board.

Old Business

- Project Reports/2020 Workplan –
 - Day of the Dead Event – Councilman Chloe provided a background of the Day of the Dead Special Event's inception in the City of Hapeville. To accommodate the regulations for social distancing, Chloe Alexander will make this event a ticketed event inside Jess Lucas Park. Having film screenings at different times will help monitor crowd control. Lorene Fey had questions about altars for businesses and having artists complete altars. Chloe Alexander said that altars are meant to be personal and should not be created by an artist unless they are working with the person whose altar it is. David Burt agreed with the reason why the event would be held at Jess Lucas park (to keep track of attendance numbers) but expressed concerned about downtown businesses not receiving traffic because of event location. Chloe Alexander said she confirmed \$7000 would be used for the Day of the Dead event and has presented a preliminary budget of \$5250. Chloe Alexander did say that price could go up or down, which depends on sponsors for the event and/or additional charges. The Board will make a decision on the budget once the 2020-2021 Workplan is explored. Michael Gibbs asked Chloe Alexander how much sponsorships are. Chloe Alexander said whatever donation businesses want to give are accepted.
 - Pedestrian Bridge Art Project – Charlotte Rentz asked David Burt to confirm that Main Street has completed its financial commitment for the pedestrian bridge. David

Burt confirmed and said the rest of the money will come from Tourism Product Development (TPD).

- Guerilla Marketing – Charlotte Rentz confirmed that \$875 was spent so far for this project, with a budget of \$2,000. Bianca Howard confirmed that printing was included in the \$875. David Burt suggested leaving \$500 in for a second round of printing. Making the total allocated budget for Guerilla Marketing \$1375 instead of \$2000.
- Free Art Boxes & Painted Electrical Boxes – Nikki Foxx said she has about 13 submissions. Nikki Foxx said the submissions have been pretty good and she will send them out to the Board. Charlotte Rentz wanted to know how many art boxes we would be able to do. David Burt said we would not know until we see the submissions and the artists costs. Bianca Howard provided a list of electrical boxes in the city. Susan Bailey said she had four more to add to the list and will get those over to Bianca Howard. Full list will be provided at October meeting. David Burt motioned to approve up to \$2200 for Free Art Boxes. Lee Duke seconded. All approve.
- Hapeville Western Day – Lorene Fey let the Board know that Academy Theatre has asked and received funding from the City for October 2nd – 4th and November 6th-8th. Lorene Fey said there are also pending events that the Academy is seeking funds for, including a New Year's Eve concert where money was allocated from Main Street in February 2020's Annual Retreat. Some Board Members expressed the event should continue despite COVID-19, even if there needs to be a location change. David Burt motioned approval up to \$2000 for Western Day and \$3000 for New Year's Mantra Concert. Lee Duke seconded. All approved.
- Free Art Friday Gallery Crawl – David Burt suggested combining Free Art Friday and the Interactive Gallery Crawl, making it lowkey. This event will be a possible start date of November. Budget will be \$8,000 total for the combined event.
- Interactive Gallery Crawl – see above.
- Atlanta Celebrates Photography – this year, the event is virtual. David Burt suggested working with Adam Crawford. On October 23rd, photography will be installed outside. The Main Street Board confirmed a \$4500 budget for this event. David Burt will place request on Council's agenda to approve hanging the photographs along the fence of Jess Lucas Park. Adam Crawford's previous down payment from Main Street will go towards this event. Previous down payment to Adam Crawford was \$1500.
- Arts District Lights – Charlotte Rentz confirmed that we have spent \$2000 of the \$9,000 for this project. Susan Bailey said we can proceed with the project or stop where we are and resume when the Board is ready. Allen Electric will install electrical outlets for the lighting down Dogwood Drive. David Burt suggested doing phases for this project. The Board will discuss this at future meetings.
- Chinese New Year – David Burt said he would still like to do this project and we could possibly work with a group to organize the event. David Burt suggested leaving the budget of \$5000 as a placeholder for 30-60 days to see if there is a group we can work with.

- Latin American Print Exchange – Bianca Howard confirmed that Chloe has not mentioned any plans for the exhibit. The Board agreed that the budget of \$1000 can be removed for this project.
- May 2021 Historic Preservation Month – Charlotte Rentz suggested the Hapeville Historical Society takes monetary responsibility for this event. David Burt suggested leaving some money in just in case there is a project Main Street Board wants to do for this. David Burt and Susan Bailey agreed to leave \$1500 from the budget for this event.
- Business Initiatives – The Board decided to remove the Small Business Saturday and Breakfast from 20-21 budget. The Business Forum budget has been reduced to \$550.
- David Burt motioned to approve \$86 for Nikki Foxx's business card. Lee Duke seconded.
- Susan Bailey motioned to approve all changes to the 2020-21 budget (noted above). Lee Duke seconded the motion and all approved.

New Business

- Fall Programming for Academy Theatre – decision written above under Hapeville Western Day.

Announcements –

- Susan Bailey requested Bianca Howard sends the Board's Policy & Procedures to Council so that they are aware of the Board's processes.
- Bianca Howard will ask Community Services about trash bins for cigarette butts to be placed around Tara Club.

Approval of Minutes

- A motioned was made by Susan Bailey to approve August 13, 2020. David Burt seconded and all approved.

Approval of Financial Statement

- A motion was made by Susan Bailey and seconded by David Burt to approve the Financial Statement for the period ending August 31, 2020. All approved.

Adjourn

- A motion was made by David Burt and seconded by Lorene Fey to adjourn the meeting. Charlotte Rentz adjourned the meeting at 8:04PM.

Charlotte C. Rentz, President

Secretary

City of Hapeville
Statement of Revenues & Expenditures
 With Budget Comparisons
 Main Street Department
 Three Month Ended September 30, 2020

	Current Month	3 Month Ended 30-Sep-20	Annual Budget	Over (Under)
Revenues:				
MS Donations				
Expenditures:				
Professional				
Festivals	-	-	-	-
Advertising	5,325	5,685	20,000	14,315
Printing & binding	0	0	4,000	4,000
Travel	64	564	1,000	\$436.03
Dues & fees	0	0	5,000	5,000
Education & training	0	0	600	600
Contract Labor	0	0	1,000	1,000
Supplies	250	625	-	(625)
Other supplies	0	5	200	195
Site improvements	0	0	300	300
	0	2,000	7,500	5,500
	0	0	0	0
Total Expenditures	\$5,639	8,879	39,600	30,721

Transactions: 7
 ACP Exhibition Curator Fee - Adam Crawford \$3375
 DOTD Perez-Castro Mural Fee \$250
 DOTD Workshop Dewey McGeoch \$200
 Western Day Band Fee \$1000
 DOTD Film Fee Jesus Lugo Gomez \$500
 Western Day Poster Charge \$63.67
 DOTD Mural Fee \$250

REVENUE & EXPENSE REPORT (UNAUDITED)

AS OF: SEPTEMBER 30TH, 2020

% OF YEAR COMPLETED: 25.00

100-GENERAL FUND
DEPARTMENT - MAIN STREET

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
PERSONNEL SERVICES						
100-5-7550-511400 Vacation	0	0.00	0.00	0.00	0.00	0.00
100-5-7550-511500 Sick	0	0.00	0.00	0.00	0.00	0.00
100-5-7550-511600 Holiday	0	0.00	0.00	0.00	0.00	0.00
TOTAL PERSONNEL SERVICES	0	0.00	0.00	0.00	0.00	0.00
CONTRACTED SERVICES						
100-5-7550-521200 Professional	0	0.00	0.00	0.00	0.00	0.00
100-5-7550-521300 LCI Grant Expenses	0	0.00	0.00	0.00	0.00	0.00
100-5-7550-521309 Art Grant-Fulton Count	0	0.00	0.00	0.00	0.00	0.00
100-5-7550-522000 Festivals	20,000	5,325.00	5,685.00	0.00	14,315.00	28.43
100-5-7550-522100 ARC - Sharing Our Stor	0	0.00	0.00	0.00	0.00	0.00
100-5-7550-523200 Communications	0	0.00	0.00	0.00	0.00	0.00
100-5-7550-523300 Advertising	4,000	0.00	0.00	0.00	4,000.00	0.00
100-5-7550-523400 Printing & Binding	1,000	63.67	563.97	0.00	436.03	56.40
100-5-7550-523500 Travel	5,000	0.00	0.00	0.00	5,000.00	0.00
100-5-7550-523600 Dues & Fees	600	0.00	0.00	0.00	600.00	0.00
100-5-7550-523700 Education & Training	1,000	0.00	0.00	0.00	1,000.00	0.00
100-5-7550-523850 Contract Labor	0	250.00	625.00	0.00	625.00	0.00
TOTAL CONTRACTED SERVICES	31,600	5,638.67	6,873.97	0.00	24,726.03	21.75
SUPPLIES & MINOR EQPT						
100-5-7550-531100 Supplies	200	0.00	5.00	0.00	195.00	2.50
100-5-7550-531400 Books & Periodicals	0	0.00	0.00	0.00	0.00	0.00
100-5-7550-531600 Small Equipment<5000	0	0.00	0.00	0.00	0.00	0.00
100-5-7550-531700 Other Supplies	300	0.00	0.00	0.00	300.00	0.00
TOTAL SUPPLIES & MINOR EQPT	500	0.00	5.00	0.00	495.00	1.00
CAPITAL OUTLAYS > \$5000						
100-5-7550-541200 Site Improvements	7,500	0.00	2,000.00	0.00	5,500.00	26.67
100-5-7550-542300 Furniture & Fixtures	0	0.00	0.00	0.00	0.00	0.00
100-5-7550-542400 Computers	0	0.00	0.00	0.00	0.00	0.00
100-5-7550-542410 Technology	0	0.00	0.00	0.00	0.00	0.00
TOTAL CAPITAL OUTLAYS > \$5000	7,500	0.00	2,000.00	0.00	5,500.00	26.67
OTHER COSTS (NOC)						
100-5-7550-579000 Contingencies	0	0.00	0.00	0.00	0.00	0.00
TOTAL OTHER COSTS (NOC)	0	0.00	0.00	0.00	0.00	0.00
TOTAL MAIN STREET	39,600	5,638.67	8,878.97	0.00	30,721.03	22.42

City of Hapeville
Statement of Revenues & Expenditures
 With Budget Comparisons
 Main Street Department
 Four Month Ended October 31, 2020

	Current Month	4 Month Ended 31-Oct-20	Annual Budget	Over (Under)
Revenues:				
MS Donations				
	-	-	-	-
Expenditures:				
Professional				
Festivals	3,197	8,882	20,000	11,118
Advertising	0	0	4,000	4,000
Printing & binding	48	612	1,000	388
Travel	0	0	5,000	5,000
Dues & fees	0	0	600	600
Education & training	0	0	1,000	1,000
Contract Labor	250	875	-	(875)
Supplies	0	5	200	195
Other supplies	0	0	300	300
Site improvements	2,000	4,000	7,500	3,500
	0	0	0	0
Total Expenditures	\$5,496	14,375	39,600	25,225

Transactions: 12

DOTD El Pariseo Band \$890.00
 DOTD A1 Equipment Rental (Popcorn, Screen, etc.) \$291.31
 DOTD Los Mariachis Band - \$686.00
 DOTD Muralist Monica A. - \$250.00

Credit DOTD Film Fee Jesus Lugo Gomez(- \$500)

Western Day Darwin Conort Services \$180
 DOTD Mural Fee Laura Vela \$500
 DOTD Print Screener Hannah B. - \$200.00
 Western Day Audio Rental - \$700.00
 Western Day Print Material - \$48.27
 DOTD Photography Anthony Bottoms \$250
 Dogwood Lighting Allen Electric \$2000

CITY OF HAPEVILLE
REVENUE & EXPENSE REPORT (UNAUDITED)
AS OF: OCTOBER 31ST, 2020

100-GENERAL FUND		% OF YEAR COMPLETED: 33.33					
DEPARTMENT - MAIN STREET							
DEPARTMENTAL EXPENDITURES		CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
PERSONNEL SERVICES							
100-5-7550-511400 Vacation	0	0.00	0.00	0.00	0.00	0.00	0.00
100-5-7550-511500 Sick	0	0.00	0.00	0.00	0.00	0.00	0.00
100-5-7550-511600 Holiday	0	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL PERSONNEL SERVICES	0	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTED SERVICES							
100-5-7550-521200 Professional	0	0.00	0.00	0.00	0.00	0.00	0.00
100-5-7550-521300 LCI Grant Expenses	0	0.00	0.00	0.00	0.00	0.00	0.00
100-5-7550-521309 Art Grant-Fulton Count	0	0.00	0.00	0.00	0.00	0.00	0.00
100-5-7550-522000 Festivals	20,000	3,197.31	8,882.31	0.00	11,117.69	44.41	0.00
100-5-7550-522100 ARC - Sharing Our Stor	0	0.00	0.00	0.00	0.00	0.00	0.00
100-5-7550-523200 Communications	0	0.00	0.00	0.00	0.00	0.00	0.00
100-5-7550-523300 Advertising	4,000	0.00	0.00	0.00	4,000.00	0.00	0.00
100-5-7550-523400 Printing & Binding	1,000	48.27	612.24	0.00	387.76	61.22	0.00
100-5-7550-523500 Travel	5,000	0.00	0.00	0.00	5,000.00	0.00	0.00
100-5-7550-523600 Dues & Fees	600	0.00	0.00	0.00	600.00	0.00	0.00
100-5-7550-523700 Education & Training	1,000	0.00	0.00	0.00	1,000.00	0.00	0.00
100-5-7550-523850 Contract Labor	0	250.00	875.00	0.00	(875.00)	0.00	0.00
TOTAL CONTRACTED SERVICES	31,600	3,495.58	10,369.55	0.00	21,230.45	32.82	0.00
SUPPLIES & MINOR EQPT							
100-5-7550-531100 Supplies	200	0.00	5.00	0.00	195.00	2.50	0.00
100-5-7550-531400 Books & Periodicals	0	0.00	0.00	0.00	0.00	0.00	0.00
100-5-7550-531600 Small Equipment<5000	0	0.00	0.00	0.00	0.00	0.00	0.00
100-5-7550-531700 Other Supplies	300	0.00	0.00	0.00	300.00	0.00	0.00
TOTAL SUPPLIES & MINOR EQPT	500	0.00	5.00	0.00	495.00	1.00	0.00
CAPITAL OUTLAYS > \$5000							
100-5-7550-541200 Site Improvements	7,500	2,000.00	4,000.00	0.00	3,500.00	53.33	0.00
100-5-7550-542300 Furniture & Fixtures	0	0.00	0.00	0.00	0.00	0.00	0.00
100-5-7550-542400 Computers	0	0.00	0.00	0.00	0.00	0.00	0.00
100-5-7550-542410 Technology	0	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL CAPITAL OUTLAYS > \$5000	7,500	2,000.00	4,000.00	0.00	3,500.00	53.33	0.00
OTHER COSTS (NOC)							
100-5-7550-579000 Contingencies	0	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OTHER COSTS (NOC)	0	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL MAIN STREET		39,600	5,495.58	14,374.55	0.00	25,225.45	36.30

Main Street Board Annual Work Plans FY 2019-20 & FY2020-21 @20201030				
	Board Approved			
	FY19-20	FY20-21	Spent	
	≤	≤	@20201030	
Board Administration & Training				
	\$100		Meet & Greet (February 3, 2020)	Bianca Howard
			MSB Retreat Dec 2019	Bianca Howard
		\$5	Misc Brd Expenses	
		\$86	Bus Cards-Nikki	
Marketing & Signage				
	\$2,000	\$1,375	\$875	Guerilla Marketing (GM) - (Artists, Images, & Web Site(s) & Printing)
	\$9,000	\$9,000	\$2,000	Lighted MS/Arts District
				David Burt, Nikki Foxx & Melanie Rabb (Funding may come from TPD. See 20191211 MSB Mtg Minutes); Bianca: Coord call for & supplying GM Ambassadors
				Susan Bailey
Public Art				
	\$2,200	\$2,200		Free Art Boxes & Painted Electrical boxes (Suggested budget of \$500 per box)
	\$9,000 (\$9,000)	\$0		Public Art: Pedestrian Bridge
	\$0	0		Creative Crosswalks (TPD funding of \$3,500 & expenses but MSB recommend (Apr 2020) winning submission (Deadline Mar2020) from artist call)
				David Burt; 20-21 Funding From TPD
				David Burt; Funding from TPD
				Nikki Foxx & David Burt-progress report needed; Bianca report on light boxes inventory
ArtsEvents				
	\$2,500	0		Black History Month Feb-Mar 2020
	\$18,000			Gallery Crawls/FY2019-20 n=3 (Cateye_\$1,000 each for Clamshell, Depot, & 2 art containers) + (Music@\$1,000 per Crawl)
	\$2,700			Gallery Crawl Docents for Thursday & Friday Night Experiences (2 hours each night) for 3 weeks of each Month for 3 Months
	\$3,250	\$2,000	\$928	Western Day in Hapeville Event in Oct2020 (@20201030 \$880+\$48.27 new expenditures added)
	\$2,500 (\$2,150)	\$360	\$360	Patriotic Music Crawl In July 2020
				Academy Theatre - MSB Partnership
				Academy Theatre - Music Event Supported by MS (Note: \$2,150 spent FY19-20 & \$360 expenditure applied to FY20-21 account shown here as budgeted))

Main Street Board Annual Work Plans FY 2019-20 & FY2020-21 @20201030				
	Board Approved			
	FY19-20	FY20-21	Spent	
	≤	≤	@20201030	
	NNA	\$8,000		Free Art Friday/Saturday Galaxy Crawl, Aug 2020
		\$0		Interactive Art Show/Gallery Crawl Sep 2020 (See Free Art Friday/Saturday Galart Crawl)
		\$4,500	\$3,375	ATL Celebrates Photography/Gallery Crawl October 2020
		\$7,000	\$3,067	Day of the Dead Celebration - Main Street Oct-Nov Events (@20201030 \$2,817.31 new added to \$250 expenditures to date)
		\$0		Latin American/Print Exchange Art Exhibit Nov 2020
		\$3,000		New Year's Mantra Concert
		\$5,000		Chinese New Year Feb 2021
				Historic Preservation
	\$250	0		May 2020 Historic Preservation Month Coloring Sheet (Budget for micro-artwork)
		\$1,500		May 2021 Historic Preservation Month Project
				Local Business Support
	\$1,100	\$550		Business Forums FY 2020-21 n=1 (\$300 each); Business Spotlight Videos (250 for n=2); and & Business Association Health Insurance Pgm
		\$0		Small Business Saturday Nov 2020
		\$0		Small Business Breakfast Dec 2020
				Christmas 2019: Corner Tavern Tinsel Towne
	NA	\$0		Fascade Grant Program (FY 20-21)
	NA			Operational Support For Southern Circuit Film Series
		?		Chapman's 100th Anniv June 7, 2021
		\$44,571	\$10,610	FY 2020-2021 Total (minus Fascade Grant Pgm)
				(FY20-21 funds not yet allocated to a budget item = \$429) (Budget at present only allocates \$86 for business cards, but no other miscellaneous or administrative expenses.)