



UPDATE

*The Voice of the
Washtenaw, Livingston,
Monroe, and Lenawee
County's Rental Housing
Industry!*

Volume 32, Issue 6 — June 2015

Always available at www.wa3hq.org

WA3 Golf Outing **One of our most popular event**

Friday, June 5, 2015 - Ann Arbor Country Club
4699 Loch Alpine Dr. E, Ann Arbor, MI 48103

Cost - \$89 per person — 8:30 Modified Shotgun start

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- **Dinner Sponsor: \$175 *Sponsored by HD Supply***
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President's Message: by Amy Khan

It sure has been beautiful this past month....mother nature has been kind. With the flowers in full bloom and the sun shining down brightly it really does make for a lot of smiling faces. A feeling of renewal seems to be in the air. As the flowers have been growing and the sun has been shining someone very dear to my heart has been saying good bye to this world.

As I have been sitting beside him these past few weeks he has taught me so much by sharing many stories of his 80 years on this earth. His positive energy has been a good reminder that we must cherish everyday and everyone that we get the honor and privilege to meet in our lifetime. He told me to surround myself with positive people and when life brings someone into



my life that brings me down, hold my chin up and smile at them because maybe they just need someone to bring some positive energy into their lives.

While listening to him, I have thought of many of the wonderful people that I have been blessed to meet through WA3, PMAM and NAA and the many smiling faces that I come in contact with when attending events. I am truly honored to be a part of such a great group of people, so Thank You to all of you that bring a smile and your positive energy to WAAA and to me. I hope to see many smiling faces at the next event.

Amy

Office Message: By Alice Ehn and Melinda Kaus

Wow!!! This first half of the year has gone fast. As I put the finishing touches on this newsletter I notice this is the 6th issue. Lots has been happening.

The CAMT class just ended with overwhelming success. So much so that we have interest from our membership to do another one in the Fall. The Education Committee is working on those dates with the instructor so make sure you call or email the office if you have anyone that would like to take this course. As soon as we have 6 students and are sure the class will happen we get the location and all course materials so we are ready on day one.

The Golf Outing is next week and so far we have 10 4-somes ready to have a great time and network. We will be paying prize money to 1st place, 5th place and last place. You never ever know who will get the middle prizes so you don't have to be a great golfer to come and play and win. New this year is the Bloody Mary Bar option with one of your drink tickets.

Finally, we would like to pose the question to you about your membership. Is your membership a choice if you are a property management professional? ANSWER: NO (see the "Did you know" box) Membership is still regarded as the best way for businesses to keep a collective voice that represents your interests. So what would happen to your voice if the association disappeared (i.e., no



Did you know?

Did you know that the City of Ann Arbor requires a utility usage statement in leases where the tenants pay for the heat?

Here's the actual law language: "No owner of rental property shall lease the property without furnishing to the tenant, before the time of entering into the lease, a (utility) budget plan."

How did it happen that a convenient DTE method was adopted as the proper way to disclose the required information? Our Apartment Association can take credit for that.

At the time this ordinance was being considered years ago, the City was requiring that landlords keep track of and provide to the residents historical information regarding energy usage. Our Association stepped in and negotiated with the City to amend the law to allow the DTE Budget Plan Projection to be used.

Our "Founding Fathers" maintained a working relationship with those in authority and gained their respect. Stay tuned for other examples of benefits earned by their hard work, benefits enjoyed by all rental housing providers to this day.

Of course, "all rental housing providers" includes non-members. Please remind these non-members that they should join us, for all the right reasons. That includes helping us continue this work, and thanking us for our past accomplishments earned while they were sitting on the sidelines.

members). For some associations the sociopolitical environment could change where the association is no longer needed. We cannot fathom how a shift in public policy would allow this to happen in the rental housing industry. Hence, membership is not a choice. Your voice will continue to be always needed. Get more involved to make things happen and contact your peers. **Membership is not a choice, it is a must.**

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Deadline: 15th of the month for next month's publication to newsletter@wa3hq.org. Submit all materials to Alice Ehn, Executive Officer

2015 Directors:

- Amy Khan, *President*, Corner House Apartments, 734-216-5370
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- Michelle Foley, *Secretary*, Mill Creek Town Houses, 734-971-1730
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*Contributed by: I. Matthew Miller,
Swistak & Levine, P.C.*

*Government Affairs Committee Chair for the
Property Management Association of Michigan*

On May 21, 2015, the Governor signed into law HB 4038. This bill allows landlords to serve demands for possession by "electronic transmission." In simple terms, considering the state of today's technology, this new law allows a landlord to send a 7-day notice to a tenant by email.

The way this works is the tenant has to "specifically consent" in writing to receiving 7-day notices by email and to provide the landlord with the email address. Then, the landlord has to send a test email to the tenant, who must respond to the landlord by email to confirm that the tenant has given consent to receive 7-day notices via that email address.

The written consent can be part of a lease or in a separate document. The hope is that tenants will want to use this electronic notification to make sure they receive notices quickly and they are not lost in the mail.

If the tenant informs the landlord in writing of a new email address or the tenant no longer uses the email address, then the landlord can no longer use the original email address. The landlord may also use a system by which the tenant receives an electronic notice which directs the tenant by hyperlink to an internet location to open and download the notice.

The new law is not clear whether it may be used for other notices, such as the 24-hour drug eviction, a 7-day health hazard, a 7-day notice for violence, or a standard 30-day notice. I do not think there is any question it may be used for non-payment, a health hazard, and a 24-hour drug eviction because the statute refers to those notices as "demands for possession." However, a standard 30-day notice and the 7-day for violence refer to the phrase "notice to quit," which may be construed as something different than a "demand for possession." After electronic notification becomes the normal manner of service, I think that distinction will fade away over time but for now, I think it should only be used where the statute refers specifically to a "demand for possession."

Finally, it is illegal to refuse to lease to a tenant who declines to provide consent to use electronic notification.

The law takes effect on August 19, 2015. A link to the bill is here: <http://www.legislature.mi.gov/documents/2015-2016/billsenrolled/House/pdf/2015-HNB-4038.pdf>

The Washtenaw Area Apartment Association disclaims any liability for information or legal advice contained in this Newsletter. Members who may have questions regarding issues contained in the newsletter should contact their own accountants, attorneys, or other professional advisors before relying upon any information conveyed herein. This newsletter is provided as a service by the Washtenaw Area Apartment Association and is intended for the exclusive use of its members. None of the articles or other information contained in this newsletter may be reproduced without the express written permission of the Washtenaw Area Apartment Association.

Presidential Contenders Reflect Factions of Their Parties



Gregory Brown, Senior Vice President of Government Affairs, and his staff, track and report on state and local government trends across the country.

Visit <http://www.naahq.org/learn/government-affairs/federal-state-local-issues> for more information.

Apartment Industry Colleagues,

In less than 20 months the next President of the United States will be sworn into office on the steps of the U.S. Capitol. Within the last month a number of aspirants for the highest office in the land have officially thrown their hats into the ring. A host

of others are making strong signals that they will do the same. Currently, the GOP has a much wider field of candidates than the Democrats competing for the chance to represent the party in the Presidential campaign. There are six declared candidates in the mix already with at least another three suspects.

If you measure status of a candidate by money, then former Florida Governor Jeb Bush is certainly the GOP front-runner at this point. The New York Times reported that Bush claimed during a recent donor event to be on track to raise "tens of millions" of dollars in the first 100 days of this year, mostly through his Super Pac "Right to Rise." Recall that since the Citizens United decision by the U.S. Supreme Court, candidates can raise unlimited funds for their Super PACs, but cannot coordinate the activities of that entity once they are a declared candidate. That last bit is important since Governor Bush has not declared yet and can still raise money directly for and coordinate with Right to Rise.

Governor Bush is also, in my opinion, the "establishment" candidate. He comes from an obviously well-established political family, is conservative though not extreme in his views and as a two-term leader of a state with the third most citizens and fourth most gross state product in the nation, has real executive experience. He should be a comfortable choice for a large portion of the Republican Party and, more importantly, a very plausible choice for the independents, undecided voters and maybe even a few Democrats during the general election. But, those attributes also make the Governor decidedly unattractive to many of the far right conservative and tea party voters in the GOP. They are looking for other options.

As an aside, it's worth noting that other Republican governors are contemplating Presidential runs. The most-often mentioned is Scott Walker of Wisconsin who busted unions in his state and then survived their attempt to keep him from a second term. In addition, there is Ohio Governor John Kasich. Known to be energetic, a "doer" and sometimes testy, Governor Kasich has made no secret of his aspirations, spending a lot of time in primary states like New Hampshire and South Carolina. But even he admits that he must "reintroduce himself" to the electorate and raise a lot of money.

By way of historical reference, according to the Center on the American Governor at Rutgers University, 17 -- or 40 percent -- of the 43 American Presidents were governors.

The other candidates in the GOP bring similar but also some unique benefits to the table. Former Arkansas Governor Mike Huckabee (the other guy from Hope) is the clear choice for evangelicals and is marketing himself that way. Dr. Ben Carson, a retired surgeon, has zeroed in squarely on social conservatives. Former Hewlett-Packard CEO Carly Fiorina promotes herself as the true business candidate who can turn around the ailing national economy. Texas Senator Ted Cruz is the maverick who shakes the establishment at every opportunity and has his sights on a much smaller federal government. Florida Senator Marco Rubio is the young, smart, energetic leader who can attract the next generation of conservative voters. He also could help to bridge the gap with Latino voters who the past two GOP Presidential candidates lost by wide margins. Finally, South Carolina Senator Lindsey Graham is also pondering a run. He has a more international, foreign policy focus to his narrative and also happens to be from a critical primary state.

Of course, I should not forget Kentucky Senator Rand Paul, son of

the original maverick, former Texas Representative and perennial Presidential candidate Ron Paul. Senator Paul has also earned maverick stripes during his tenure in Congress with a generous amount of libertarianism sprinkled in. His views on the Patriot Act, National Security Agency spying and interventionism overseas put him at odds with the more hawkish members of the Republican Party. But these views also put him in good stead with many tea party activists who are suspicious of domestic intelligence gathering by the federal government and are tired of wars in faraway lands.

It's telling that I can address the Democratic side of the Presidential primary in a single paragraph. Former First Lady, New York Senator and Secretary of State Hillary Clinton managed to clear the field of competition for the party's nomination until the end of April when Vermont Senator Bernie Sanders entered the race. Senator Sanders is liberal and represents the progressive base of the Democratic Party. Also in this category is Massachusetts Senator Elizabeth Warren. Also a left-wing progressive, Senator Warren has solid star power within the base of the party and could mount a serious challenge to Secretary Clinton. What she does not have is access to the blizzard of Wall Street money that will almost certainly go to the Clinton campaign.

The fun is just beginning, friends. Take your vitamins, drink your OJ, get some rest and gird your loins. Winter is coming. As always, thanks for reading. Talk with you next month.

Regards, *Greg*

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Congratulations to Denise McGinn, AE of PMAM

Best Meeting Professional Award goes to Denise McGinn, CAE, CTA, President, Association Guidance, East Lansing

Denise is the contract Association Executive for the Property Management Association of Michigan. (the following article is reprinted with permission from the Michigan Meetings & Events Magazine Hall of Fame issue this past month)



On any given day, Denise McGinn is helping her clients meet their strategic, governance, and financial goals. But it is at meetings, she says, that she has the opportunity to give them memorable experience.

"I want every meeting attendee to go back and talk about this group like (it is) the best thing in the world," Says McGinn, president of Association Guidance.

Making sure that happens means treating everyone like the most important person in the room, she says. Attendees can be cranky and complaining, but planners have to stay focused on making them happy, even if meeting a particular demand isn't the planner's job.

"If it's important to them, we'd better try to find a solution," McGinn says.

Her approach earns her plenty of fans. McGinn's company has won two Best Meeting Planning Company awards from MIM+E and was named 2014 Strategic Association

Leader by the Michigan Society of Association Executives (MSAE), an honor she calls "personal highlight I'll never forget."

McGinn is also proud of earning her Certified Association Executive designation, an 11-year process, and of the staying power of her 22-year-old company.

She is an active member of MSAE, the Michigan Non-profit Association and the Society of Government Meeting Professionals Michigan Chapter, among other groups. She's also about to enroll in a computer programming class and says planners need to position themselves for what's coming next.

MIM+E: What advice would you give folks new to the industry?

DM: Know how your going to get paid, especially if you're planning to start your own company. If you don't figure out the money part first, you are going to be disappointed and frustrated.



Annual GLAStar Education and Award Conference

October 8 & 9, 2015 - Kellogg Center

[Call for Nominations is NOW!!](#)

New entry deadline: July 27, 2015

National Speaker Line UP:

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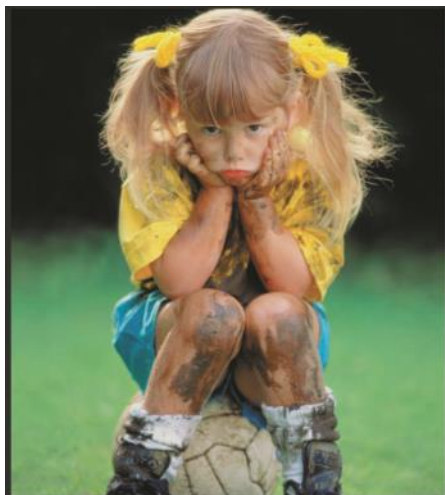
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<https://landlordappreciation.eventbrite.com>

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Join an Interest Circle or Committee



Don't have time to serve on a committee? Join an interest circle. Receive information targeted to the information you want to hear about. Whether you are part of the Livingston County group or Independent Rental Owners. If they get together, you can hear about it and join. Specific information for specific interests.

Go to the Member's Only section of wa3hq.org and put in your username and password. (Don't know your username and password?? (There is a button for that too). Click on the STAY INFORMED link and select what you are interested in. You can pick more than one. You can join a committee...even if you just have 1 hour per month. Every committee has one time things that can be done to help out. If you join a committee the chair will contact you to find a task that fits your schedule. Below is a list of committees and circles. Get involved to day and help move the association forward.

- ☐ Inspection Task Force
- ☐ Interest Circle for Affordable Housing Providers
- ☐ Interest Circle for Legislation and Advocacy
- ☐ Interest Circle for Livingston County
- ☐ Interest Circle for Maintenance Issues
- ☐ Interest Circle of Owners of Rental Housing
- ☐ Education Committee
- ☐ Legislative Committee
- ☐ Marketing the Association to the community
- ☐ Membership Committee
- ☐ Newsletter Committee
- ☐ Product and Service Council for Business Partners
- ☐ Program Committee
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News from *The Industry Insider*, an email publication you can subscribe to as part of your membership.

Millennials Prefer Affordability of the Suburbs

Digested from "Most millennials defy stereotype of downtown-living youngsters, survey finds"

The Washington Post (5/13/15) Shaver, Katherine

Half of Millennials are currently renting, with 63 percent living outside of downtown areas or in the suburbs, and 27 percent sharing space with a roommate. This preference for suburbs over hip downtown locales is a cost-saving measure --and just one of the many highlights in a new [report released by the Urban Land Institute](#).

This generation, which has been significantly affected by the Great Recession in terms of career development (or the lack thereof), is highly mobile — 45 percent have moved at least twice in the past three years — and does not think homeownership is necessarily a good investment.

The study also revealed that, although millennials may not live in the city, they value "walkability, transportation alternatives, and easy access to shopping, entertainment and places to 'hang out.'"

[Read More](#)

See more at: http://www.naahq.org/read/industry-insider/05-26-2015/millennials-prefer-affordability-suburbs?utm_source=naa&utm_medium=email&utm_campaign=industryinsider#sthash.MRTW4IFw.dpuf



May 28, 2015

Multifamily Industry Concerned Over Impact of Obama Administration's Controversial "Waters of the U.S." Final Rule

Jim Lapides
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WASHINGTON, D.C. — Statement from the National Multifamily Housing Council (NMHC) and National Apartment Association (NAA) in response to the Obama Administration announcement of the "Waters of the U.S." final rule:

"The multifamily industry is concerned about the future impact of the Obama Administration's controversial 'Waters of the U.S.' final rule announced yesterday. We support a strong Clean Water Act to protect the quality of the nation's valuable water resources. Access to clean water is essential for healthy communities and a strong economy.

"However, the Environmental Protection Agency and Army Corps of Engineers have failed to fully assess the financial impact of the rule on the economy, including housing affordability.

"As part of a coalition of real estate groups, we have argued against including ditches, and other conveyances that are federally regulated parts of Municipal Separate Storm Sewer Systems, as 'Waters of the U.S.' We have also expressed concern that certain green storm water retention features, like rain gardens, could become subject to federal jurisdiction, creating significant financial and permitting burdens.

"The agencies have stated that the final rule does not change



News from *Apartment Advocate*, an email newsletter from NAA Government Affairs staff. Also available to you as a member

Budget Winners and Losers in the \$55B House THUD Bill

The House Appropriations Committee passed the more than \$55 billion FY 2016 Transportation, Housing and Urban Development, and Related Agencies (THUD) funding bill on May 13. The bill falls \$1.5 billion short of what HUD has said it needs to maintain current programs and is nearly \$10 billion less than President Obama's budget request. Ultimately, with a recently agreed-to Budget Resolution between the House and Senate dictating funding levels for all federal agencies, HUD's multifamily programs were not spared from certain cuts.

Losers

The HOME Program was cut from \$900 million to \$767 million, and a new funding method for the program was introduced, diverting dollars currently slated for the Housing Trust Fund into HOME. This provision was hotly contested and was the subject of an amendment by Rep. Barbara Lee (D-Calif.). Some are calling it a "raiding" of the Housing Trust Fund, so this is likely to continue to be a subject of debate as the bill moves forward.

The Tenant Based Rental Assistance Program also received a significant cut from more than \$19 billion last year to over \$18 billion. But THUD Subcommittee Chairman Mario Diaz-Balart (R-Fla.) stressed that funding priority will be given to existing vouchers in circulation to prevent payment interruptions for voucher holders and property owners.

Winners (Sort of)

The Project-Based Rental Assistance Program received a modest increase, but is still below the anticipated need for the next fiscal year due to changes in the calendar year/fiscal year funding method for the program. The Federal Housing Administration's multifamily programs received \$30 billion of lending authority in the bill, well in excess of what they anticipate needing for the coming year.

The THUD bill now heads to the House floor for consideration and will provide Senate appropriators with a marker for their own legislation when they take it up in the near future.

Provided by NMHC as part of the NAA/NMHC Joint Legislative Program

how these sewer systems will be treated and encourages the use of green infrastructure. However, we want to conduct a thorough analysis of the rule to determine whether the concerns of the multifamily industry have been fully addressed.

"This rulemaking is the culmination of efforts to clarify the scope of waters subject to federal jurisdiction. Our industry has been among those that have regularly raised serious concerns about the flawed rulemaking and called upon the agencies to withdraw the proposed rule."

Learn more about apartments at www.weareapartments.org.

View this release online at www.nmhc.org/News/Multifamily-Industry-Concerned-Over-Impact-of-Controversial-WOTUS-Final-Rule

For more than 20 years, the National Multifamily Housing Council (NMHC) and the National Apartment Association (NAA) have partnered on behalf of America's apartment industry. Drawing on the knowledge and policy expertise of staff in Washington, D.C., as well as the advocacy power of 170 NAA state and local affiliated associations, NAA and NMHC provide a single voice for developers, owners and operators of multifamily rental housing. One-third of Americans rent their housing and 37 million people live in an apartment home. For more information, contact:

NMHC at (202) 974-2300 or info@nmhc.org or www.nmhc.org.

NAA at (703) 797-0616 or carole@naahq.org or www.naahq.org/governmentaffairs.

Real Estate License Continuing Education - New Law! PA 106 of 2014

Effective January 1, 2105, continuing education courses will no longer require State pre-approval. The continuing education provider will not be required to report the hours to the State of Michigan.

However, within each 3-year license cycle, a licensee must still complete at least 18 clock hours of continuing education courses that involve any subjects that are relevant to the management, operation, and practice of real estate or any other subject that contributes to the professional competence of a licensee or applicant, including 2 hours per calendar year involving law, rules and court cases regarding real estate.

It will be the licensee's responsibility to retain documentation that he or she has met the continuing education requirements for at least 4 years after the date of that certification. The licensee must provide this documentation to the State of Michigan if requested. All courses will still be required by law to meet Department standards for the management and practice of real estate.

The following will be considered acceptable evidence under this subsection:

- The name and contact information of the continuing professional education program sponsor
- The participant's name
- The course title and course field of study.
- The date the course was offered or completed.
- If applicable, the location of the course.
- The type of instruction or delivery method used for presenting the course.
- Verification by a representative of the continuing professional education program sponsor of the participant's completion of the course.
- A time statement from the continuing professional education

program sponsor that states that continuing professional education credits for the course were granted on a 50-minute hour.

An applicant for license renewal is subject to audit by the State of Michigan for compliance with and may be required to submit the documentation described above on request.

For a complete list of changes and the current regulations, visit the State of Michigan website at www.michigan.gov/realestate and click on **Important Changes Regarding Real Estate Continuing Education** in the Spotlight section.

http://www.michigan.gov/lara/0,4601,7-154-35299_61343_35414_60647_35475-343335--,00.html

Note: In response to the changes to the Real Estate License Continuing Education Reporting requirements, WA3 will offer a certificate that qualifies for your requirements at every educational opportunity. Going forward, if you attend a Fair Housing Class or a designation class or a General Membership Meeting with a speaker of interest, we will qualify that as your continuing education requirement and make available to you certification proving it. We will still offer the 6 hour continuing education class on October 20th that is totally focused on property management this year as well. The information provided in this class is very good information and you will have your requirement done in one day. This Real Estate Class also qualified for 6 CEC's for any NAA designation.

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*June 5—Annual Golf Outing at
Ann Arbor Country Club*

After Hours Summer Mixers

- June 11th, [Sponsored by Solar](#)
- July 23rd [sponsored by Full House Marketing](#)
- August 13th [Sponsored by Solar](#)



*September 15th, 17th, 22nd and 1/2 day 24th
NALP, National Apartment Leasing Professional
Designation.*

*September 17, 2015- General Membership Net-
working Pub Crawl - Downtown Ann Arbor*

*Real Estate Con Ed for Property Management
October 20 - qualifies for 6 CEC's for designa-
tions.*

*October Month - Repeat of CAMT classes, dates
and location to be determined*

*October 8th and 9th - GLAStar Education and
Awards Event Lansing*

*October 15, 2015 - Wine and Euchre Night
at All About Furniture
Lessons available...Super Fun Networking
event*

*October 22 thru 28, 2015 - CAM designation
Class
Become a certified Success!!!!*

*November 19, 2015 - Annual General Member-
ship Lunch voting for 2016 Directors*

**Cost to sponsor: \$150 per meeting. Get 5 mi-
nute presentation, name in all publications and
links in newsletter, logo tent cards on all ta-
bles, and exclusive rights to dispense litera-
ture.**

*December 3, 2015 - Holiday Awards Evening at
Aubree's for pool and shuffleboard*

**Pictures from April GMM with Greg
Brown from NAA and Mia McNeil from
Kelley Cawthorne, Lobbyist for PMAM**



**Pictures from Meet the Buyer/
Reverse Trade Show in May at
All About Furniture**



June 2015

Monday	Tuesday	Wednesday	Thursday	Friday
1	2	3	4	5 Annual June Golf Outing Ann Arbor Country Club 4699 Loch Alpine Dr. E Ann Arbor, MI \$89 per person members 8:30 Shotgun Start Bloody Mary Bar and donuts
8	9 Membership Committee Legislative Committee	10	11 Mixer at Windemere Park Apts Sponsored by: Solar Contract Carpet Education Committee	12
15	16 Program Committee	17	18 BOD Meeting Landlord Breakfast - Sponsored by: Housing Coordinator Network FREE — 8:00 to 10:00 am Zingerman's Roadhouse - See page 6	19
22	23	24	25	26
NAA June Education Conference - Committee meetings - June 23 Education Wednesday, June 24 thru Saturday, June 27th Click to Learn More				
29	30 PMAM Lansing			

JULY PREVIEW

- **23rd After Hours Mixer**
at **Dominik's** on Monroe,
Next to the Law Quad
Sponsored by:

[Full House Marketing](#)
[Free to all members](#)



JUNE 24-27, 2015
Mandalay Bay Resort &
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