

IDA Meeting  
August 14, 2020

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INDUSTRIAL DEVELOPMENT AUTHORITY

ZOOM MEETING

Thursday, August 14, 2020  
10:00 a.m. - 11:03 a.m.

Stenographically Remotely Reported By:  
Karen K. Crawford, CSR, RPR, FPR

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APPEARANCES (REMOTELY):

David Barton, Chairman  
Ed Bolter, Vice Chairman  
Doug Gyure, Assistant Secretary  
Tom Hoolihan, Treasurer  
Wayne Kirkwood, Member

Sarah Owen, Southwest Florida Community Foundation  
Julie Ramirez, Executive Director of Lee County Medical  
Society

John Talmage, Lee County EDO

Sharon Brotherton, ShaBro Office Solutions

Christopher M. Traber, Esquire, Nabors Giblin &  
Nickerson, Bond Attorney

Sarah Owen, Southwest Florida Community Foundation

JoAnn Elardo, Cape Spirits, Wicked Dolphin

Matthew Lux, Cypress Cove  
Robert Gall, Cypress Cove  
Jeffrey Dunkle, Cypress Cove  
Rob Dalton Zeigler, Cypress Cove

Glen Salyer, Assistant County Manager

Grant Ostlund, Ponder & Co.

James T. Humphrey, Esquire, IDA Counsel  
George H. Knott, Esquire, IDA Counsel

Lily Dalton, Paralegal

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PROCEEDINGS

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MR. KNOTT: Will everyone identify themselves starting with the area code 678.

MR. SALYER: Good morning. This is Glen Salyer, Assistant County Manager.

MR. BARTON: Good morning, everybody.

MR. HUMPHREY: Doug, you are on?

MR. GYURE: Yes.

MR. HUMPHREY: David, as we have done in the past, if you don't mind, I would like to kind of be your substitute chairman for this telephonic Zoom meeting.

MR. BARTON: That will be fine, Jim. Thank you. I will let you take the meeting.

MR. HUMPHREY: I will follow you on some stage I am sure.

I would like to call to order the meeting of the Industrial Development Authority. It is 10:00 a.m., August the 14th, and we're conducting this meeting by a Zoom meeting.

Also, we are making provisions for anyone that would just want to call in by teleconference rather than the Zoom, that is joining by telephone only. Has anyone accomplished that? Is there anyone that

1 can give me their name that they have called in by  
2 telephone?

3 MR. BOLTER: Ed Bolter.

4 MR. HUMPHREY: Ed, good.

5 MR. GYURE: Doug Gyure has called in. Last  
6 name is G Y U R E.

7 MR. OSTLUND: Grant Ostlund from Ponder & Co.  
8 has dialed in.

9 THE REPORTER: Will you spell your last name,  
10 sir?

11 MR. OSTLUND: It's spelled O S as in Sam T as  
12 in Tom L as in Linda U as in unusual N as in Nancy  
13 D as in dog.

14 MR. HUMPHREY: Very well done. Okay. I have  
15 called the meeting to order. Now I would like to  
16 actually -- oh, wait a minute, I just saw Chris.

17 Chris, would you identify yourself, then I'm  
18 going to call the roll.

19 MR. TRABER: Sure. Chris Traber, Nabors Giblin  
20 & Nickerson, Bond Counsel for Lee County IDA.

21 I think we have got several others that have  
22 called in as well, Mr. Humphrey, down below that  
23 haven't been identified yet.

24 MR. HUMPHREY: Would you please have them  
25 identify themselves?

1 MR. KNOTT: If we could start with the number  
2 5103, if you could identify yourself.

3 MR. DUNKLE: This Jeff Dunkle, D U N K L E,  
4 from Cypress Cove.

5 MR. KNOTT: Then if we could have 7634 identify  
6 yourself.

7 MS. ELARDO: I don't know if that is me or not.  
8 I can't tell from a number on here, but my name is  
9 JoAnn Elardo.

10 MR. KNOTT: We have your name on the screen.

11 MS. ELARDO: Thank you.

12 MR. KNOTT: The number that I need identified  
13 is area code 678.794.7634.

14 MR. LUX: George, this is Matt Lux.

15 MR. KNOTT: Thank you, Matt. Matt is also with  
16 Cypress Cove.

17 MR. GALL: This is Robert Gall. My name is up  
18 on the screen. I represent Cypress Cove as well.

19 MR. HUMPHREY: George, why don't we next -- I  
20 call on you to actually give an initial  
21 introduction along with instructions.

22 Have I called the roll call yet? Let me do  
23 that first.

24 David Barton?

25 MR. BARTON: Yes, David Barton here.

1 MR. HUMPHREY: Ed Bolter?

2 MR. BOLTER: Yes.

3 MR. HUMPHREY: Doug Gyure?

4 MR. GYURE: Present.

5 MR. HUMPHREY: Wayne Kirkwood?

6 MR. KIRKWOOD: Present.

7 MR. HUMPHREY: That means we have a quorum.

8 What about Tom Hoolihan?

9 MR. BOLTER: Jim, we are not expecting Tom  
10 either.

11 MR. HUMPHREY: Yes, as it relates to Robbie  
12 Roepstorff she is out of town. And Gail let John  
13 know yesterday or a couple of days ago that she  
14 would not -- she is ill and would not be able to be  
15 there.

16 So we do have a quorum with the four of you and  
17 Tom -- John, did Tom call in or say anything about  
18 whether he would be present?

19 MR. TALMAGE: Yes, sir. I did a poll yesterday  
20 to make sure that we had a quorum.

21 MR. HOOLIHAN: I am actually here.

22 MR. HUMPHREY: So now we have a total of five  
23 Authority members.

24 With that I think the meeting is called to  
25 order. And I would like to begin by calling on

1 George Knott for the initial introduction along  
2 with the instructions. George.

3 MR. KNOTT: At the outset -- this is George  
4 Knott, Deputy Authority Counsel. At the outset I  
5 would like to provide a few instructions with  
6 respect to electronic meetings just so that we can  
7 make an accurate record.

8 For all of those in attendance, we have with us  
9 today the Florida registered stenographic reporter,  
10 Karen Crawford, who is making a verbatim record of  
11 these proceedings. Consistent with the mandates of  
12 the Center For Disease Control And Prevention  
13 regarding social distancing and the Florida  
14 Governor's Executive Order 20-69, as extended by  
15 Executive Orders 20-112, 20-123, 20-114 and 20-179,  
16 we are proceeding with this meeting in an  
17 electronic or telephonic format, as is permitted  
18 during this period in our state's history. This is  
19 a meeting format that we all have experience with  
20 now, but I would still like to refresh your  
21 recollection as to the steps we should take so that  
22 we can make an accurate and complete record.

23 If you are not speaking, we would ask that you  
24 mute your phone inasmuch as we can hear background  
25 noise from third parties. We would also request

1 before you speak that you state your name so that  
2 an accurate stenographic -- so the stenographic  
3 reporter can get an accurate record of who is  
4 speaking.

5 Any votes that will be taken at this meeting  
6 will be taken through roll call voting. Once again  
7 before you vote, you state your name.

8 This meeting has been published as a Regular  
9 Meeting of the Lee County Industrial Development  
10 Authority in the Fort Myers News-Press on July 30,  
11 2020.

12 At this point I would like to turn the meeting  
13 back to the Authority's General Counsel, Jim  
14 Humphrey.

15 MR. HUMPHREY: Thank you, George. And so now  
16 we will move forward on the agenda. And I trust  
17 everyone has a copy of the agenda, but I can cover  
18 it, Mr. Knott. I'd like to actually begin, unless  
19 there's objections -- and we need to take the  
20 agenda item 5 (b) and 5 -- actually (a) too, a  
21 status report.

22 But let me start with discussion about  
23 applications by Sarah Owen. It's important that we  
24 put this before the bond issue, Chris, so that --  
25 because both Sarah and George need to leave after



1 they make their presentation regarding the  
2 application as well as listen to Julie Ramirez on  
3 giving the status report for the medical society.

4 So, George, or, Sarah, whichever one of you  
5 want to start.

6 MR. KNOTT: I would like to approve the  
7 attendance from the last meeting first,  
8 Mr. Humphrey.

9 MR. HUMPHREY: I was going to start with you,  
10 but we can do that since you said it.

11 MR. KNOTT: That is fine. Cape Spirits has  
12 applied for Lee County personal protective  
13 equipment and frontline economic grade.

14 By way of background, the Applicant is a  
15 commercial distiller based in Lee County, Florida.  
16 The Applicant was requested by Lee Health through  
17 the permit market 2020 to defer a portion of its  
18 production capacity to producing hospital grade  
19 hand sanitizers. The Applicant pursuant to this  
20 request using 108 proof Ethyl alcohol and World  
21 Health Organization's Formula Number 1, which is  
22 the formula used to produce hand sanitizer for  
23 acute care hospitals, rose to the occasion and  
24 began producing hand sanitizers. Besides producing  
25 hand sanitizers for Lee Health, the Applicant has

1 listed as other local consumers of its product the  
2 following entities: The American Oncology Network,  
3 The Cape Coral Florida School Authority, The City  
4 of Fort Myers, DBI Services, Diamond Head Beach  
5 Resort, Florida Cancer Specialists, Gulf Care,  
6 Inc., Hope Hospice, Humana, and the Lee County  
7 Medical Society Foundation and Park Royal Hospital.

8 In addition, the applicant has submitted with  
9 their application a letter of support from Lee  
10 Health as was required by the Authority. I would  
11 like to briefly read this letter into the record.  
12 It is a letter directed to the Lee County  
13 Industrial Development Authority in care of  
14 James T. Humphrey, General Counsel, and it is  
15 written by Dr. Alex Daneshmand, Chief Quality and  
16 Safety Officer for Lee Health. I will read. I am  
17 quoting from the letter at this point.

18 "Dear Mr. Humphrey, on behalf of my colleagues  
19 at Lee Health, I write in strong support of a  
20 request to the Industrial Development Authority on  
21 behalf of Cape Spirits and owner JoAnn Elardo for a  
22 grant for the expansion of their Cape Coral  
23 distillery.

24 JoAnn and her team have been essential to the  
25 health and wellbeing of our community since the

1 very beginning of the pandemic. Within weeks, Cape  
2 Spirits and the Wicked Dolphin distillery modified  
3 their plant for the production of hand sanitizer,  
4 which was in short supply throughout our community.  
5 At Lee Health, this was especially critical. Given  
6 the ramp up of the pandemic in short order, Lee  
7 Health's supply chain was immediately impacted,  
8 including the supply of sanitizer. We immediately  
9 tried to shore up our inventory, but unfortunately  
10 the demand exceeded supply in the short term. Lee  
11 Health began saving empty bottles of hand  
12 sanitizer, transferred the empties up to JoAnn,  
13 where they were double sanitized and refilled with  
14 the Cape Spirits sanitizer. This enabled us to  
15 keep our critical areas, staff, patients and  
16 visitors safe until the original supply chain was  
17 able to ramp up. In addition, JoAnn and her team  
18 were supportive of providing hand sanitizer  
19 directly to our nurses and doctors for their  
20 personal use.

21 We understand that Cape Spirits is seeking  
22 additional funding to expand their operations to  
23 grow both their production capacity, water systems,  
24 and labeling machines. We encourage the IDA to  
25 fund these capital investments. Not only will this

1 grow the supply chain options for Lee Health, but  
2 also for our local nursing homes, independent  
3 doctor's offices, et cetera. Not only are they a  
4 critical local supply source, but they are doing  
5 this at favorable prices to Lee County facilities.

6 These investments also protect and grow local  
7 jobs. Cape Spirits, thanks to its resiliency and  
8 entrepreneurial spirit in repurposing the  
9 distillery, were able to make payroll while  
10 providing a community service. We believe this  
11 also falls in line with the IDA objectives.

12 On behalf of all of us at Lee Health, thank you  
13 for supporting this local business that helped so  
14 much during this pandemic.

15 Sincerely, Dr. Alex Daneshmand, Chief Quality  
16 and Safety Officer, Lee Health."

17 As a side note, Mr. Humphrey, I would note for  
18 the Authority members' benefit that Dr. Daneshmand  
19 has volunteered, if the Authority would like, to  
20 come in and speak to the Authority members  
21 regarding the establishment -- the need for  
22 establishing local chains of supply with respect to  
23 personal protective equipment, as this grant  
24 requires.

25 So the second requirement is that -- there was

1 inquiry from the Authority members as to what is  
2 the standard that this hand sanitizer is produced  
3 to. And according to the Applicant's grant  
4 application it is produced in accordance with the  
5 World Health Organization's Formula Number 1, which  
6 is the formula that is used throughout the world  
7 for hospital grade hand sanitizer and surface  
8 sanitizers.

9 The production capacity will be in Lee County  
10 Florida, in Cape Coral. And they wish to expand --  
11 they have attached the additional equipment to the  
12 application, as required by your application  
13 requirements.

14 I have reviewed the application. It is legally  
15 sufficient. And we are in need of -- they might  
16 have been sent to me recently. We are in need of a  
17 W-9 to complete the application. And we are also  
18 in need of a completed Public Record Request. And  
19 with those two pieces of the application submitted,  
20 then the application will be in compliance with  
21 your grant.

22 So before I turn it over to Sarah Owen, if the  
23 board is predisposed to approve this application, I  
24 would request that they approve it subject to the  
25 submission of those documents so that this can be

1 -- so that we can bring it into compliance with the  
2 requirements of the Authority's grant application.

3 At this time I would turn it over to the Grant  
4 Administrator, Sarah Owen.

5 MS. OWEN: Thank you, George. I think you  
6 covered all of the points. I think you covered the  
7 points that the board has been asking in previous  
8 discussions. The only thing that I'll add is just  
9 a lot happens in our personal and professional  
10 lives between each of our meetings, and I just want  
11 to take you back a number of months to the criteria  
12 that you originally set.

13 At the onset of COVID you took action because  
14 you really felt it was important to get PPE  
15 materials out to frontline and community workers,  
16 and you were seeking a Lee County opportunity that  
17 PPE could be distributed, but your criteria was  
18 that there was an accepted and verified supply  
19 chain portal. And with the letter and the  
20 application both of these -- this application  
21 covered both the criteria that you set.

22 I want to also introduce you to JoAnn Elardo  
23 who is the founder and president of Cape Spirits,  
24 and she is available in the event you have any  
25 questions on a technical aspect or about what's

1 happening in the community that George or I can't  
2 answer.

3 MR. HUMPHREY: Before you do that, Sarah,  
4 maybe I missed it, but I didn't hear the amount of  
5 money the grant requests, the amount to be funded  
6 by the grant request.

7 MS. OWEN: \$50,000.

8 MR. HUMPHREY: Thank you.

9 Now, JoAnn, would you like --

10 Let me first go back to the Authority members  
11 and see if there are any questions or any  
12 additional information they may want regarding this  
13 grant application and request for funding in the  
14 amount of \$50,000.

15 MR. GYURE: This is Doug Gyure. I would just  
16 like to ask is the 50,000 is that covering the  
17 entire project? I know that figure came up early  
18 on. For this much time to have gone on and the  
19 project to develop is that still an accepted  
20 figure?

21 MS. ELARDO: Hi, Doug. JoAnn Elardo speaking.  
22 I just want to say it's not, but that's okay. We  
23 are funding our business anyway. This is going to  
24 help with the extra tanks just for -- well, just  
25 that we will be using for hand sanitizer. You

1 know, our regular business is growing well and we  
2 are able to fund that, and we are a bigger and  
3 better distillery for sure.

4 MR. GYURE: I appreciate that. But I have been  
5 curious about that figure for some time. You know,  
6 stainless steel tanks and things are not  
7 inexpensive.

8 MS. ELARDO: I would say just our tank cost  
9 alone is going to be over \$60,000. And then we  
10 have a new water system that is going to be in, and  
11 that's about 7,000. We would, of course, like to  
12 put in more tanks, but we're also praying that this  
13 is going to end and that we don't have to -- you  
14 know, we could put in a much bigger distillery, but  
15 it is kind of putting the cart before the horse  
16 almost. I think with the size that we are growing  
17 to we will be able to supply the hospital and first  
18 responders with no problem.

19 MR. GYURE: Wonderful. Thank you very much for  
20 all of your assistance through this. I have heard  
21 about it as I have family working in the hospital  
22 telling us of all of the rum smell of their initial  
23 batches of sanitizers.

24 MS. ELARDO: If you look at how it happened, we  
25 actually went right with our rum production we



1 moved it right into a very expensive sanitizing to  
2 go to the hospital for sure.

3 MR. GYURE: I certainly appreciate it.

4 MR. HUMPHREY: Doug, if I may interject, I  
5 actually mentioned earlier that the same question  
6 you had about the 50,000 and was prepared, if the  
7 other members, Authority members, would like some  
8 discussion on it, was prepared to say add at least  
9 maybe another 10,000 for a total of 60 to cover.

10 JoAnn, I hope that would help because you are  
11 supplying several public entities here. You're  
12 really meeting the intent and the legal  
13 requirements for the grants by the Lee County  
14 Industrial Development Authority.

15 MS. ELARDO: Thank you. Thank you. That would  
16 be very helpful.

17 MR. GYURE: This is Doug Gyure again. I would  
18 make a motion to increase it to 60, as long as we  
19 have the documentation representing that that  
20 amount will be going into this equipment.

21 MR. HUMPHREY: Do we have a motion?

22 MR. BOLTER: Ed Bolter with a second.

23 MR. HUMPHREY: We have a motion.

24 MR. BARTON: Yes.

25 MR. HUMPHREY: Let's state it for the record

1 first. We have a motion by Doug Gyure and a second  
2 by Ed Bolter.

3 So now, David, I can turn it over or turn it  
4 over to you, if you have any questions or comments  
5 on it.

6 MR. BARTON: Yes. Yes, it is welcome  
7 information that this organization has a product or  
8 is making a product of this type. Of course, there  
9 are -- there are many hand sanitizers on the  
10 market, as we all know, but it's good news to know  
11 that somebody in Cape Coral is able to offer the  
12 same type of product.

13 The question that I would put at this point is  
14 what is the advantage from the point of view of  
15 health people locally, the hospital and so forth,  
16 and those providing services, what is their price  
17 advantage for you guys to be able to offer them a  
18 price advantage over the other products in the  
19 market that they can choose from, because it would  
20 be from my point of view, our point of view,  
21 assisting with this project would be -- it would be  
22 good to know that our own health service would be  
23 benefiting by buying this particular -- or  
24 acquiring this particular locally made product. I  
25 wonder if you are able to offer Lee Health some

1 kind of advantage price-wise with this product.

2 MS. ELARDO: Sir, I can give you an example.  
3 They were being offered hand and surface sanitizer  
4 at \$80 per gallon, and we sold them to them for \$31  
5 per gallon. Now we're under \$24 per gallon because  
6 we are able to get plastic containers much cheaper.  
7 So we never price gouged. In fact, we offered a  
8 discount to all of Lee County from the beginning.  
9 But if you know anything about me or my business,  
10 that's how we have always operated.

11 MR. BARTON: Thank you very much. I do, of  
12 course, know your business. But that's welcome  
13 news. I think that's very comforting to know that  
14 they would -- our own health people would benefit  
15 price-wise or cost-wise with this product, and  
16 particularly since it would be made here in Lee  
17 County. Thank you for answering my question.

18 MS. ELARDO: Thank you.

19 MR. HUMPHREY: Now let me go to Wayne or Tom or  
20 Ed again, if any one of you have questions or are  
21 you ready to act on the motion?

22 MR. GYURE: Call the question.

23 MR. HUMPHREY: Okay. The question is called.  
24 I think I will move forward then with the vote on  
25 the motion. And I will do a roll call for the

1 voting, and begin with -- let me begin with the  
2 motion maker, Doug Gyure.

3 MR. GYURE: In favor.

4 MR. HUMPHREY: Ed Bolter.

5 MR. BOLTER: Yes.

6 MR. HUMPHREY: Wayne Kirkwood.

7 MR. KIRKWOOD: Aye.

8 MR. HUMPHREY: Tom Hoolihan. Tom?

9 MR. KNOTT: Mr. Hoolihan, you need to unmute.

10 MR. HUMPHREY: David Barton.

11 MR. BARTON: Aye.

12 MR. HUMPHREY: The ayes have it. In fact, it's  
13 unanimous. So with that, before we move to Julie,  
14 if she's there, but let me just say to both Sarah  
15 and to George on behalf of the IDA, and I know the  
16 members have been -- the Authority members have  
17 been very appreciative of your involvement with all  
18 of this and, of course, it's not over yet, but we  
19 want to take the time to thank you both again for  
20 your involvement with this.

21 And since the motion has passed I think we can  
22 move to Julie. Are you there, Julie?

23 MR. KNOTT: Mr. Humphrey? Mr. Humphrey?

24 MR. HUMPHREY: Yes?

25 MR. KNOTT: Before you proceed, we did not get

1 a vote from Mr. Hoolihan. He has got his phone on  
2 mute. We cannot hear him.

3 MR. HUMPHREY: Oh, okay. Tom?

4 MR. KNOTT: If you just verify that he voted  
5 affirmatively, that would be appropriate.

6 MR. HUMPHREY: Thank you, George. I thought I  
7 heard him say yes.

8 Tom, would you take it off of mute?

9 MR. KNOTT: He is not taking it off, so I think  
10 you need the make a clarification on the record.

11 MR. HUMPHREY: Okay.

12 MR. KNOTT: I would also ask, Mr. Humphrey,  
13 that the motion that I understood that was on the  
14 floor for a point of clarification was to increase  
15 the grant by \$10,000. I don't believe the grant  
16 itself has been approved, and I would request from  
17 the Authority a motion to approve the grant  
18 submitted by Cape Spirits and to increase the grant  
19 amount passed by the pleasure of the board by  
20 \$60,000 subject to submission of a revised  
21 application, a W-9 and a public records document.

22 MR. HUMPHREY: George, thank you.

23 I think, Doug, I will go back to you, since you  
24 are the motion maker, because I thought you said  
25 the 60,000 plus also the other qualifications that

1 George mentioned in his presentation. Was that not  
2 included in your motion?

3 MR. GYURE: I just included that be supported  
4 by documents and purchases.

5 MR. HUMPHREY: Okay. Then I guess we need to  
6 go back. If you would add to your motion the  
7 comments that George made, and I will call the roll  
8 again to vote.

9 MR. GYURE: I would be fine adding the notes to  
10 my motion that George Knott had represented.

11 MR. HUMPHREY: That's a motion.

12 Ed, you were the second. Would you second that  
13 motion?

14 MR. BOLTER: I would absolutely second that  
15 motion with George's notes.

16 MR. HUMPHREY: Okay. All right. Thank you.

17 Now I assume we just will call the roll again,  
18 George, unless you feel like you need additional --  
19 like Sarah, if you all need additional information,  
20 but I believe the motion was to increase it from 50  
21 to 60,000 and then make it subject to the items  
22 that you listed, George, and the fact of the  
23 application. So I will call -- let's start again  
24 to vote.

25 Doug Gyure.

1 MR. GYURE: Aye.

2 MR. HUMPHREY: Ed Bolter.

3 MR. BOLTER: Yes.

4 MR. HUMPHREY: Wayne Kirkwood.

5 MR. KIRKWOOD: Aye.

6 MR. HUMPHREY: David Barton?

7 MR. BARTON: Aye.

8 MR. HUMPHREY: Tom Hoolihan, have you joined  
9 yet? Okay. We have four votes affirmative to  
10 adopt the motion -- to approve the motion, and I  
11 think that's it, to approve the motion that is  
12 presented by George Knott.

13 And I think unless -- George, unless there is  
14 something else, I think that approves not only the  
15 50,000 but the increase to 60,000, but also  
16 continues to make it subject to the application  
17 being completed.

18 MR. KNOTT: Yes, sir.

19 MR. HUMPHREY: Okay. All right. Julie --

20 MS. ELARDO: Can I just say thank you very much  
21 and I am going to sign off, but I thank you very,  
22 very much. This is much appreciated.

23 And, George, all of other paperwork is in your  
24 in box already.

25 MR. KNOTT: We still need to revise the

1 application.

2 MS. ELARDO: You will have it by the end of the  
3 day.

4 MR. BOLTER: As one of the members of the  
5 board, this is Ed Bolter, I want to thank you for  
6 what you all have done for the community. It's  
7 people like you that get us through the tough  
8 times, so thank you very much.

9 MS. ELARDO: Thank you. Thank you very much.  
10 Have a good weekend, everybody. We really  
11 appreciate this.

12 MR. HUMPHREY: Moving to the next item. Julie,  
13 are you there?

14 MS. RAMIREZ: Yes. I want to say thank you to  
15 JoAnn because she helped our foundation supply over  
16 400 gallons of hand sanitizer that was used by this  
17 grant to help our community and our physicians. So  
18 thank you, JoAnn, it is nice to actually see what  
19 you look like. And you helped us at the end of  
20 May, beginning of June, and we got all of that  
21 distributed to our physicians, so thank you so  
22 much.

23 MS. ELARDO: Thank you. My pleasure.

24 MR. HUMPHREY: Okay. Julie, if you would give  
25 us a brief status report. We need to move forward



1 on the request for the approval of resolutions for  
2 Cypress Cove at HealthPark.

3 MS. RAMIREZ: I think your staff is going to  
4 allow me to share my screen. No? No, they did  
5 not. I have beautiful pictures to show you, but --  
6 oh, now I can, okay. Thank you. I have two quick  
7 power point slides I want to show you all because  
8 the pictures are -- as they say a picture is worth  
9 a thousand words.

10 And we had the products that we purchased for  
11 the \$50,000 grant money. We were able to get 5,000  
12 of the adult washable masks, which you see in the  
13 upper right-hand corner of myself and one of my  
14 volunteers helping us distribute all of these  
15 packages.

16 We were able to order a thousand children's  
17 washable masks, which you see in the right-hand  
18 corner that my daughter is wearing; she is 11.  
19 What we didn't know is that our children's washable  
20 masks would be the most popular item that our  
21 physicians needed. And in hindsight I would have  
22 ordered more of those because we ended up giving  
23 the children's masks to our physicians' offices to  
24 encourage them to give to their employees and their  
25 employees' children, and so that became an employee

1 benefit. And then also we had all of the pediatric  
2 offices that needed them for their patients. All  
3 three of our big pediatric offices called after our  
4 delivery and asked how they could get more, but in  
5 the end it was price prohibitive for offices that  
6 were already struggling.

7 So we were also able to order 400 gallons and  
8 260 eight-ounce bottles of hand sanitizer from  
9 Wicked Dolphin, and you can see that in the picture  
10 right there. Well, that is just a snippet of it.

11 And then -- and then a great benefit what I  
12 found out in Lee County there is a company called  
13 Apex Creations off of Metro Boulevard -- or Metro  
14 Parkway, sorry, that made hand surface sanitizing  
15 wipes, which almost all of our physician offices  
16 were in great need of them. Very strong alcohol  
17 smell, but we made them work.

18 These are just a collection of pictures of our  
19 staff who personally delivered packages of PPE to  
20 over 110 physician offices in the middle of June.  
21 Those deliveries were based on our survey. We sent  
22 a survey to over 1200 email addresses over Twitter,  
23 over Facebook, over text messaging and asked what  
24 do you need. And so people wrote in, told us what  
25 they need with the criteria that we had, and our

1 staff of three called each one of those people on  
2 our list to verify exactly what they needed. And  
3 we delivered as far north as Port Charlotte to our  
4 associate members, to Naples, to Cape Coral, to  
5 Lehigh. That included retired physicians, we had  
6 at least three of them, non-member physicians,  
7 which was great, independent groups, our largest  
8 groups such as Physicians Primary Care and  
9 Radiology Regional. And I am very thrilled because  
10 I have gone to Radiology Regional several times  
11 with my parents and saw multiple people using --  
12 wearing those green masks that you saw. So that is  
13 my report.

14 MR. HUMPHREY: Thank you. Any questions to  
15 Julie who is the Executive Director of the Lee  
16 County Medical Society?

17 MS. RAMIREZ: I just want to thank you all.  
18 Thank you so much. It was timely, because I asked  
19 my physicians last week how are you doing with the  
20 PPE, and they have been able to get their PPE that  
21 we had on back order so there isn't such a strong  
22 need for it, but back in June there was the  
23 urgency, and you all helped fulfill that need that  
24 we needed right then and there.

25 MR. HUMPHREY: Thank you. Hearing no questions

1 of Julie, and that was a report, we need no action  
2 or motion. Again, Julie, thanks for the report and  
3 also the effort you put forward for the community  
4 and, of course, the expenses of the funds in Lee  
5 County all of that was appreciated.

6 MS. RAMIREZ: Thank you so much.

7 MR. HUMPHREY: We will go back now to Number  
8 II, Approval of the Minutes. And I have a motion  
9 -- or is there any questions?

10 MR. KIRKWOOD: Jim, this is Wayne Kirkwood. I  
11 make a motion.

12 MR. GYURE: Doug Gyure I second it.

13 MR. HUMPHREY: Wayne has made a motion to  
14 approve the minutes and Doug has seconded it. Any  
15 questions? Hearing none, I will call the roll  
16 again, and start with Wayne.

17 MR. KIRKWOOD: Aye.

18 MR. HUMPHREY: Doug.

19 MR. GYURE: Aye.

20 MR. HUMPHREY: I should say last names, I'm  
21 sorry, Doug Gyure.

22 Then Ed Bolter.

23 MR. BOLTER: Yes.

24 MR. HUMPHREY: David Barton.

25 MR. BARTON: Aye.

1           MR. HUMPHREY: And Tom Hoolihan, if you have  
2 joined yet?

3           MR. HOOLIHAN: Aye. I am here, if you can hear  
4 me, this is Tom Hoolihan. I was there. For some  
5 reason my phone wasn't allowing me to talk.  
6 Anyway, I heard the whole thing so I am good.

7           MR. HUMPHREY: Good. Thank you. So the  
8 minutes are approved.

9           And now the next item is Cypress Cove at  
10 HealthPark. And let me turn it over to you, Chris  
11 Traber. I will say to the Authority members that I  
12 have reviewed, of course, the resolution that you  
13 will be reviewing with him and I am prepared to  
14 approve as to legal sufficiency. I have also  
15 reviewed the other documents to include the latest  
16 ones that you kept me up last night with dated  
17 August the 13th. So let me turn it over to you,  
18 and if you would introduce the members that are  
19 supporting the request from Cypress Cove and you  
20 may need for the -- I call her the court reporter,  
21 but you may need to spell the names for her, if you  
22 would. Chris Traber, Esquire, I will turn it over  
23 to you.

24           MR. TRABER: Thank you, Mr. Humphrey. I can  
25 give you the spellings via email afterwards, Karen,

1 if you like. We have Matt Lux from Cypress Cove  
2 on. We have Rob Dalton Zeigler, the replacement  
3 agent. We have Grant Ostlund with Ponder & Co.  
4 who serves as financial advisor. And I don't think  
5 there is anyone else still on. I hope I grabbed  
6 everyone. But that's the working group, and they  
7 are on to answer any questions you might have on  
8 this item.

9 Just to briefly recap, in June the Authority  
10 held a public hearing for this project and adopted  
11 an inducement resolution. The purpose of the bond  
12 is really to refund the 2012 and the 2014 bond  
13 issued by the Authority on behalf of Cypress Cove,  
14 as well as the other purpose is to refund a taxable  
15 loan Cypress Cove did, as well as putting monies in  
16 their hands for future projects reimbursement. All  
17 again geared for the community of Cypress Cove  
18 capital improvements that are permitted under the  
19 act. I think it is 112 million.

20 We didn't get too much into the structure in  
21 our June meeting. Basically the structure is to  
22 have the bonds privately placed with financial  
23 institutions. Currently the documents that are  
24 attached to the agenda item reflect two of those  
25 banks, TD Bank and Hancock Whitney. There may be

1 a third bank added as we proceed forward in the  
2 process toward closing. If we do have a third  
3 bank, which is Truist, the intent is to come back  
4 at your September meeting and seek approval to add  
5 that bank as well. They were just recently added,  
6 and the proposal came in about a week and a half  
7 ago, and we are still working through negotiations  
8 with them. But again they are privately placed so  
9 there is no public offering here. The bonds are a  
10 mixture of fixed and variable rate bonds. The  
11 variable rate bonds will have interest rate (hedge)  
12 agreements attached, so they will be fixed as well.  
13 The intent is to provide a savings to Cypress Cove.

14 The resolution that's before you approves the  
15 primary documents. It authorizes the officers to  
16 execute the closing documents and kind of sets  
17 forth the parameters and requirements for the  
18 bonds.

19 After your June meeting the County Commission  
20 did approve for state and federal law purposes your  
21 temporary approval, so this would be the final  
22 approval, if we go forward with the two banks, or  
23 again we will be back in September to add that  
24 third bank, if we should deem it to be in the good  
25 interest of Cypress Cove.

1 I will open the floor for questions, if you  
2 have any, and we can go from there.

3 MR. HUMPHREY: Any questions? Any comments  
4 from the Applicant? Okay. Well, what Chris has  
5 just presented to you and prepared is the proposed  
6 resolution, which I understand you have -- the  
7 Authority members have copies so -- and as I said,  
8 I have reviewed, as Authority counsel, the proposed  
9 resolution and read documents associated with the  
10 closing that would be executed by the chairman and  
11 approved by the secretary that -- so with that, no  
12 other questions, then I would ask that -- recommend  
13 that a motion be made to adopt the resolutions and  
14 the supported documents.

15 MR. KIRKWOOD: This is Wayne Kirkwood. I will  
16 make a motion that we approve the resolution.

17 MR. BOLTER: Ed Bolter seconds.

18 MR. HUMPHREY: So we have a motion and a  
19 second. Any other questions or comments? Hearing  
20 none, I will again call the roll. And, Wayne, I'll  
21 start with you. Wayne Kirkwood.

22 MR. KIRKWOOD: Aye.

23 MR. HUMPHREY: Ed Bolter.

24 MR. BOLTER: Yes.

25 MR. HUMPHREY: Doug Gyure.



1 MR. GYURE: Aye.

2 MR. HUMPHREY: Tom Hoolihan.

3 MR. HOOLIHAN: Aye.

4 MR. HUMPHREY: David Barton.

5 MR. BARTON: Aye.

6 MR. HUMPHREY: Chris, the resolution stands  
7 approved unanimously. And unless you have some  
8 other comments, I think that concludes the points  
9 associated with the Cypress Cove at HealthPark and  
10 their financing and refunding. They are doing some  
11 capital improvements too, as I understand.

12 MR. TRABER: That's correct.

13 MR. HUMPHREY: Thank you. That would conclude  
14 the presentation and the decision under Number III  
15 of the agenda.

16 With that I guess, Mr. Chairman, I can probably  
17 turn it back over to you for the -- to start with  
18 the Treasurer's Report, Number IV, unless you want  
19 me to continue, if I am not confusing you enough.

20 MR. BARTON: I am quite happy with you  
21 continuing, Jim, if you don't mind. It suits me  
22 fine. Thank you.

23 MR. HUMPHREY: Okay. Well, thank you. Number  
24 IV is the Financials. And again Dave -- or, John,  
25 I believe they were submitted as part of the

1 agenda and the documents supporting the agenda.  
2 Any questions? I know Gail is not here. I'm  
3 sorry, is the one that does our financing is she  
4 on?

5 MR. TRABER: Sharon is on.

6 MR. HUMPHREY: Sharon, okay.

7 MS. BROTHERTON: Yes, I am here.

8 MR. HUMPHREY: I'm sorry, Sharon, I forgot all  
9 about you.

10 MS. BROTHERTON: I am the quiet one in the  
11 background.

12 MR. HUMPHREY: Any report that you want to  
13 give?

14 MS. BROTHERTON: If you would like me to, I can  
15 give you a summary of the financials, if you need  
16 it, just to basically say we have about -- we have  
17 \$454,326.00 in the bank account as of June 30. And  
18 we also then have with all of our investments we  
19 sit at \$2.4 million that we have available to be  
20 able to help with our community.

21 MR. HUMPHREY: And, Sharon, if you would also  
22 add the recent bond posting that we had, the  
23 93,000-something deposited into the IDA account.

24 MS. BROTHERTON: Yes, absolutely. It happened  
25 in the month of July and my report is through June

1 30. I am happy to have that on there, yes.

2 MR. HUMPHREY: Okay. But I don't think -- I  
3 don't know, Authority members, if I had shared that  
4 with you, but we had the closing and forwarded the  
5 funds to Edison National Bank to Robbie for  
6 deposit. Like you say, it has come in at the end  
7 of July or beginning of August. That adds another  
8 closing to your account.

9 MS. BROTHERTON: Thank you, Mr. Humphrey.

10 MR. HUMPHREY: Is there -- under IV (b) the  
11 bill.com account, is there any comments that we  
12 need to make with regards to that?

13 MS. BROTHERTON: The report with that is since  
14 we do have some regular bills that are happening  
15 with our legal bills, with the accounting bills,  
16 and especially with the onset of the pandemic, we  
17 would like to move into the electronic payment  
18 system utilizing this app. It allows for a  
19 distribution of all of the bills so that they can  
20 be approved and then make it on the agenda for the  
21 next meeting.

22 What I am looking for from the IDA is for them  
23 to approve and let me know who you would like to  
24 have for the official approvals. Of course, we  
25 would want to make one the treasurer, and then I

1 would just need to know who you would like to be  
2 able to have a second. It goes out over your email  
3 and you can do it on the phone or you can do it on  
4 email.

5 MR. HUMPHREY: Okay. Of course, as Authority  
6 counsel, the legal fees I am interested to know,  
7 but I look to the Authority members if there is any  
8 questions. If not, you can list who is to approve,  
9 other than -- if you want to add someone other than  
10 the treasurer. I know that Robbie, of course,  
11 deals with the bank accounts; you may want her  
12 name.

13 MR. KIRKWOOD: This is Wayne Kirkwood. At the  
14 very least we do -- in my opinion we need a second  
15 set of eyes; that is just good business. And  
16 logically because Robbie has it in front of her, it  
17 is going to her, at this point in time I think that  
18 she would be the logical choice as the second.

19 MR. HUMPHREY: So that's a motion then to  
20 include her under the accounts.

21 MR. KIRKWOOD: I will make that in the form of  
22 a motion.

23 MR. BOLTER: And I will second it, Ed Bolter.

24 MR. HUMPHREY: There is a motion to second.

25 Any other questions? Hearing none, I will again

1 call the roll.

2 And, Wayne, start with you, Wayne Kirkwood.

3 MR. KIRKWOOD: Aye.

4 MR. HUMPHREY: Ed Bolter.

5 MR. BOLTER: Yes.

6 MR. HUMPHREY: Doug Gyure.

7 MR. GYURE: Aye.

8 MR. HUMPHREY: David Barton.

9 MR. BARTON: Aye.

10 MR. HUMPHREY: Tom Hoolihan.

11 MR. HOOLIHAN: Aye.

12 MR. HUMPHREY: Approved unanimously.

13 And so next, Sharon, I guess we would go to the  
14 IV (c), the Horizon Foundation invoice. And I  
15 don't know who -- are you going to address that?

16 MS. BROTHERTON: I can certainly address it.  
17 What we have in front of us for approval is the  
18 annual \$20,000 membership investment that helps the  
19 Horizon Foundation and their efforts.

20 MR. HUMPHREY: It goes back to the members and  
21 ask if there are any questions or are they ready to  
22 approve?

23 MR. KIRKWOOD: Jim, this is Wayne Kirkwood  
24 again. It is inappropriate for me to make the  
25 motion being that I sit as one of the officers on

1 the Horizon Foundation, but I would support that  
2 and encourage the other members to.

3 MR. GYURE: Doug Gyure. I am happy to make the  
4 motion to continue our support of the Horizon  
5 Foundation at 20,000.

6 MR. HOOLIHAN: This is Tom Hoolihan. I will  
7 make a second.

8 MR. HUMPHREY: Okay. We have a motion, second.  
9 Any questions or comments? Hearing none, then I'll  
10 call the roll. And start with, let's see, who did  
11 make the motion?

12 MR. GYURE: Doug Gyure.

13 MR. HUMPHREY: Doug. Okay, Doug, we will start  
14 with you then. Doug Gyure.

15 MR. GYURE: Aye.

16 MR. HUMPHREY: And then I think Tom Hoolihan  
17 seconded it.

18 MR. HOOLIHAN: Correct. Aye.

19 MR. HUMPHREY: Wayne Kirkwood. I think you can  
20 vote, because nothing really inures to your  
21 personal interest.

22 MR. KIRKWOOD: I understand that, but I didn't  
23 think it was appropriate for me to make the motion.

24 MR. HUMPHREY: Okay. You said aye?

25 MR. KIRKWOOD: Yes, sir.

1 MR. HUMPHREY: Mr. Barton? David?

2 MR. BARTON: Aye.

3 MR. HUMPHREY: So again that decision, Sharon,  
4 is unanimous.

5 MR. BOLTER: Do I get to vote?

6 MR. HUMPHREY: Oh, I'm sorry, Ed, I thought I  
7 called on you.

8 MR. BOLTER: No, that's all right. Hoolihan  
9 jumped in there on the second.

10 MR. HOOLIHAN: I was trying to race you.

11 MR. BOLTER: Ed Bolter, yes.

12 MR. HUMPHREY: Good. Thank you, Ed. You know,  
13 I am not quite there with technology, so you guys  
14 have to bear with me.

15 I think now that goes into Old Business, status  
16 report from Lee Health. I don't believe anyone  
17 from Lee Health, other than the letter from -- that  
18 was quoted that the doctor wrote, I don't think  
19 there is any other status report, unless, Lisa, are  
20 you on this call by chance? Is there anyone from  
21 Lee Memorial that desires to give us discussion or  
22 give us a status report?

23 Okay, hearing none, then I think we can move to  
24 the next item. We have actually finished all of V,  
25 the status report from Lee Medical Society and the

1 discussion of the application.

2 Now the report from the IDA representatives to  
3 the Horizon Council who would give us that report?

4 MR. KIRKWOOD: Typically it would be Robbie,  
5 but she is not here.

6 MR. HUMPHREY: Okay. Well then, John, I think  
7 you are last but not least, Lee County Economic  
8 Development Office, comments before we adjourn.

9 MR. TALMAGE: We are in our second phase. Our  
10 PPE distribution is successful. The individual --  
11 all four parts have been a terrific smash. So I  
12 think we distributed \$8 million in PPE. There is  
13 more than enough PPE floating around Lee County  
14 right now.

15 MR. HUMPHREY: Well, very good. Any questions  
16 or comments from the Authority members?

17 MS. BROTHERTON: Mr. Humphrey, I'm sorry to do  
18 this, but I think you need to approve the minutes  
19 from the last meeting.

20 MR. HUMPHREY: Sharon, thanks. I thought we  
21 approved it. We did not approve the Horizon  
22 Foundation invoice?

23 MS. BROTHERTON: No, no, the minutes from last  
24 meeting.

25 MR. HUMPHREY: Oh, I thought we did, started



1 off with that. My notes -- what about, Authority  
2 members, do you recall? My notes is that we had  
3 that motion for approval of the minutes.

4 MR. BARTON: Yes, we did, I think. I think we  
5 did.

6 MR. KIRKWOOD: Actually, Jim, this is Wayne  
7 Kirkwood, we did because I made the motion.

8 MR. HUMPHREY: Thank you. I thought we did.  
9 We also approved the Horizon Council.

10 All right. So now then that does bring us --  
11 but thank you, Sharon, always good if you didn't  
12 hear it, to raise the question anyway.

13 But is there any questions of John in regards  
14 to the comments and particularly the good work  
15 accomplished from the grants that we received --  
16 that the county received I should say?

17 Hearing none, then actually the next item on  
18 the agenda is to adjourn.

19 MR. KIRKWOOD: Jim, Wayne Kirkwood. Before we  
20 adjourn, do we need to make a motion to approve the  
21 financials?

22 MR. HUMPHREY: Yes. I thought we did. But  
23 maybe --

24 MR. KIRKWOOD: I believe what we did is we made  
25 a motion to fund the \$20,000 to the Horizon

1 Foundation. I don't believe we approved the  
2 financials, if my own memory serves me.

3 MR. HUMPHREY: I appreciate that. We did also  
4 approve that bill account, right, Sharon?

5 MR. KIRKWOOD: This is Wayne Kirkwood. I would  
6 make a motion that we approve the financials as  
7 submitted.

8 MR. HUMPHREY: As submitted, okay. There are  
9 some motions. Is this a second?

10 MR. BOLTER: Second. Ed Bolter.

11 MR. HUMPHREY: Okay. Wayne, thank you.  
12 Because I would like -- I'm glad we have a verbatim  
13 record, but let me get the vote on this, calling  
14 it. So we will start with the motion maker. I  
15 think, Wayne, you made the motion.

16 MR. KIRKWOOD: Correct.

17 MR. KIRKWOOD: Aye.

18 MR. HUMPHREY: Ed Bolter.

19 MR. BOLTER: Yes.

20 MR. HUMPHREY: Tom Hoolihan.

21 MR. HOOLIHAN: Aye.

22 MR. HUMPHREY: Doug Gyure.

23 MR. GYURE: Aye.

24 MR. HUMPHREY: David Barton.

25 MR. BARTON: Aye.

1 MR. HUMPHREY: So that stands approved.

2 Before we do adjourn, let me -- I had a chance  
3 to talk to the Chairman, and let me explain,  
4 especially since this again is a verbatim record  
5 and while Karen is still on, let me explain to all  
6 of you that from the legal perspective and  
7 particularly during this period of time while we  
8 are allowed to do the telephonic meetings, it is  
9 important that our minutes be verbatim. So we have  
10 asked Karen to join us each time to provide the  
11 verbatim record of the meetings. And that will be  
12 accomplished all of the way through until we lose  
13 the opportunity to teleconference our meetings.  
14 And I will say that it actually particularly with  
15 the grant process that you have and the other items  
16 it is to me important for you to have a public  
17 record and verbatim minutes of the actions that are  
18 taken by the Authority. So that was why I said I  
19 know it adds a little cost.

20 You are only required to do a summary, but in  
21 this case because of the present state of pandemic  
22 and the phones it's important legally that we have  
23 a verbatim record of the minutes. So with that,  
24 unless you have any questions, I would ask for a  
25 motion to adjourn.

1 MR. BARTON: I move.

2 MR. HUMPHREY: Is there a second?

3 MR. KIRKWOOD: Wayne Kirkwood I second it.

4 MR. HUMPHREY: I guess, even though it is to  
5 adjourn, I should probably call the roll because  
6 that is what George Knott told me to do.

7 We will start with David Barton, the Chair.

8 MR. BARTON: Here.

9 MR. HUMPHREY: Ed Bolter. Did he hang up  
10 already?

11 Tom Hoolihan.

12 MR. HOOLIHAN: Yes, here.

13 MR. HUMPHREY: Doug Gyure.

14 MR. GYURE: Aye.

15 MR. HUMPHREY: Wayne Kirkwood.

16 MR. KIRKWOOD: Aye.

17 MR. HUMPHREY: We stand adjourned. And thank  
18 you again, gentlemen, for being part of the call.  
19 I believe that we really did have some important  
20 items to transact.

21 And, Karen, thank you for calling in and taking  
22 the verbatim minutes. So with that --

23 MR. BOLTER: Ed Bolter is here. Yes.

24 MR. HUMPHREY: Okay, good. Have a good  
weekend, everyone.

25 (Proceedings adjourned at 11:01 a.m.)

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CERTIFICATE OF REPORTER

- - -

I, Karen K. Crawford, Certified Shorthand Reporter, Registered Professional Reporter, Florida Professional Reporter, certify that I was authorized to and did remotely stenographically report the foregoing proceedings and that the transcript, pages 1 through 45, is a true and complete record of my stenographic notes.

Dated this 16th day of August, 2020.



Karen K. Crawford  
Karen K. Crawford, CSR, RPR, FPR

	<b>20-123</b> 7:15		<b>act</b> 19:21
	<b>20-179</b> 7:15	<b>9</b>	30:19
<b>\$</b>	<b>20-69</b> 7:14		<b>action</b> 14:13
<b>\$10,000</b> 21:15	<b>2012</b> 30:12	<b>93,000-</b>	28:1
<b>\$2.4</b> 34:19	<b>2014</b> 30:12	<b>something</b>	<b>actions</b> 43:17
<b>\$20,000</b> 37:18	<b>2020</b> 8:11	34:23	<b>actually</b> 4:16
41:25	9:17		5:20 6:21
<b>\$24</b> 19:5	<b>260</b> 26:8	<b>A</b>	8:18,20 16:25
<b>\$31</b> 19:4			17:5 24:18
<b>\$454,326.00</b>	<b>3</b>	<b>a.m.</b> 3:20	39:24 41:6,17
34:17		44:25	43:14
<b>\$50,000</b> 15:7,	<b>30</b> 8:10 34:17	<b>able</b> 6:14	<b>acute</b> 9:23
14 25:11	35:1	11:17 12:9	<b>add</b> 14:8 17:8
<b>\$60,000</b> 16:9		16:2,17	22:6 31:4,23
21:20	<b>4</b>	18:11,17,25	34:22 36:9
<b>\$8</b> 40:12		19:6 25:11,16	<b>added</b> 31:1,5
<b>\$80</b> 19:4	<b>400</b> 24:16	26:7 27:20	<b>adding</b> 22:9
	26:7	34:20 36:2	<b>addition</b> 10:8
<b>(</b>		<b>about</b> 6:8,17	11:17
	<b>5</b>	8:22 14:25	<b>additional</b>
<b>(a)</b> 8:20		16:5,11,21	11:22 13:11
<b>(b)</b> 8:20	<b>5</b> 8:20	17:6 19:9	15:12 22:18,
35:10	<b>5,000</b> 25:11	31:6 34:9,16	19
<b>(c)</b> 37:14	<b>50</b> 22:20	41:1	<b>address</b>
	<b>50,000</b> 15:16	<b>absolutely</b>	37:15,16
<b>1</b>	17:6 23:15	22:14 34:24	<b>addresses</b>
	<b>5103</b> 5:2	<b>accepted</b>	26:22
<b>1</b> 9:21 13:5		14:18 15:19	<b>adds</b> 35:7
<b>10,000</b> 17:9	<b>6</b>	<b>accomplished</b>	43:19
<b>108</b> 9:20		3:25 41:15	<b>adjourn</b> 40:8
<b>10:00</b> 3:19	<b>60</b> 17:9,18	43:12	41:18,20
<b>11</b> 25:18	<b>60,000</b> 21:25	<b>accordance</b>	43:2,25 44:5
<b>110</b> 26:20	22:21 23:15	13:4	<b>adjourned</b>
<b>112</b> 30:19	<b>678</b> 3:4	<b>according</b>	44:17,25
<b>11:01</b> 44:25	<b>678.794.7634</b>	13:3	<b>Administrator</b>
<b>1200</b> 26:22	5:13	<b>account</b>	14:4
<b>13th</b> 29:17		34:17,23	<b>adopt</b> 23:10
<b>14th</b> 3:20	<b>7</b>	35:8,11 42:4	32:13
		<b>accounting</b>	<b>adopted</b> 30:10
<b>2</b>	<b>7,000</b> 16:11	35:15	<b>adult</b> 25:12
	<b>7634</b> 5:5	<b>accounts</b>	<b>advantage</b>
<b>20,000</b> 38:5		36:11,20	18:14,17,18
<b>20-112</b> 7:15		<b>accurate</b> 7:7,	19:1
<b>20-114</b> 7:15		22 8:2,3	<b>advisor</b> 30:4
		<b>acquiring</b>	<b>affirmative</b>
		18:24	23:9

<b>affirmatively</b> 21:5	<b>along</b> 5:21 7:1	23:10,13,21, 23 24:17,19, 20 25:10,13, 21,24,25 26:1,4,7,9, 11,23,24,25 27:2,8,9,11, 20,23,24 28:1,2,4,8, 14,16 29:1,9, 10,13,18,19 30:4,6,10,12, 25 31:4,6,7, 10,16,17,20 32:2,5,7,9, 10,13,18,20 33:7,9,10,14, 24 34:1,17, 21,25 35:4, 16,20,23,25 36:3,15,23 37:2,13,14, 19,20 38:2, 10,16 39:25 41:14 43:3,5, 6,11,14,15, 17,22 44:17, 21	<b>anything</b> 6:17 19:9 <b>anyway</b> 15:23 29:6 41:12 <b>Apex</b> 26:13 <b>app</b> 35:18 <b>applicant</b> 9:14,16,19,25 10:8 32:4 <b>Applicant's</b> 13:3 <b>application</b> 9:2 10:9 13:4,12,14, 17,19,20,23 14:2,20 15:13 21:21 22:23 23:16 24:1 40:1 <b>applications</b> 8:23 <b>applied</b> 9:12 <b>appreciate</b> 16:4 17:3 24:11 42:3 <b>appreciated</b> 23:22 28:5 <b>appreciative</b> 20:17 <b>appropriate</b> 21:5 38:23 <b>approval</b> 25:1 28:8 31:4,21, 22 37:17 41:3 <b>approvals</b> 35:24 <b>approve</b> 9:6 13:23,24 21:17 23:10, 11 28:14 29:14 31:20 32:16 35:23 36:8 37:22 40:18,21 41:20 42:4,6 <b>approved</b> 21:16 29:8 32:11 33:7
<b>after</b> 8:25 26:3 31:19	<b>already</b> 23:24 26:6 44:10		
<b>afterwards</b> 29:25	<b>also</b> 3:22 5:15 7:25 12:2,6,11 13:17 14:22 16:12 21:12, 25 23:15 26:1,7 28:3 29:14 34:18, 21 41:9 42:3		
<b>again</b> 8:6 17:17 19:20 20:19 22:8, 17,23 28:2,16 30:17 31:8,23 32:20 33:24 36:25 37:24 39:3 43:4 44:18	<b>always</b> 19:10 41:11		
<b>agenda</b> 8:16, 17,20 30:24 33:15 34:1 35:20 41:18	<b>am</b> 3:17 6:21 10:16 23:21 27:9 29:3,6, 13 33:19,20 34:7,10 35:1, 22 36:6 38:3 39:13		
<b>agent</b> 30:3	<b>American</b> 10:2		
<b>ago</b> 6:13 31:7	<b>amount</b> 15:4, 5,14 17:20 21:19		
<b>agreements</b> 31:12	<b>and</b> 3:20 6:12,14,16,25 7:12,13,15,22 8:15,16,19, 20,25 9:13, 20,23 10:6,7, 14,15,21,24, 25 11:2,13, 15,17,19,24 12:6,7,16,20 13:3,7,10,15, 17,18 14:9, 10,15,16,18, 19,23,24 15:11,13,18 16:1,2,6,9, 10,13,17 17:6,12 18:1, 15,16 19:3,4, 15,25 20:1, 15,18,21 21:16,18,21 22:4,7,21,22		
<b>alcohol</b> 9:20 26:16		<b>annual</b> 37:18	
<b>Alex</b> 10:15 12:15		<b>another</b> 17:9 35:7	
<b>all</b> 7:8,19 12:12 14:6 16:20,22 18:10 19:8 20:17 22:16, 19 23:19,23 24:6,20 25:7, 14 26:1,2,15 27:17,23 28:5 30:16 34:8,18 35:19 39:8,24 40:11 41:10 43:5,12		<b>answer</b> 15:2 30:7	
<b>allow</b> 25:4		<b>answering</b> 19:17	
<b>allowed</b> 43:8		<b>any</b> 8:5 14:24 15:11 18:4 19:20 27:14 28:9,14 30:7 32:2,3,19 34:2,12 35:11 36:7,25 37:21 38:9 39:19 40:15 41:13 43:24	
<b>allowing</b> 29:5		<b>anyone</b> 3:22, 25 30:5 39:16,20	
<b>allows</b> 35:18			
<b>almost</b> 16:16 26:15			
<b>alone</b> 16:9			

35:20 37:12	<b>aspect</b> 14:25	28:17,19,25	18:19 19:5
40:21 41:9	<b>assistance</b>	29:3 32:22	21:24 24:15
42:1 43:1	16:20	33:1,3,5	25:7,22 27:9,
<b>approves</b>	<b>Assistant</b> 3:6	37:3,7,9,11	18 36:16
23:14 31:14	<b>assisting</b>	38:15,18,24	38:20 41:7
<b>are</b> 3:8,22	18:21	39:2 42:17,	42:12 43:21
6:9 7:16,23	<b>associate</b>	21,23,25	44:5
12:3,4 13:15,	27:4	44:14,16	<b>been</b> 4:23 8:8
16,17 15:11,	<b>associated</b>	<b>ayes</b> 20:12	10:24 13:16
23 16:2,6,16	32:9 33:9		14:7 16:4
17:10 18:9,25	<b>assume</b> 22:17		20:16,17
19:6,20 20:22	<b>at</b> 7:3,4 8:5,		21:16 27:20
21:24 24:13	12 10:17,19		40:11
25:8 26:18	11:5 12:5,12	<b>back</b> 8:13	<b>before</b> 8:1,7,
27:19 29:8,18	14:3,13 16:24	14:11 15:10	24 13:22 15:3
30:7,18,23	17:8 18:13	21:23 22:6	16:15 20:13,
31:7,8,9	19:4 24:19	27:21,22 28:7	25 31:14 40:8
33:10 35:14	25:2 27:6	31:3,23 33:17	41:19 43:2
37:15,21	29:9 31:4	37:20	<b>began</b> 9:24
39:19 40:7,9	33:9 34:19	<b>background</b>	11:11
42:8 43:8,17,	35:6 36:13,17	7:24 9:14	<b>begin</b> 6:25
20	38:5 44:25	34:11	8:18 20:1
<b>area</b> 3:4 5:13	<b>attached</b>	<b>bank</b> 30:25	<b>beginning</b>
<b>areas</b> 11:15	13:11 30:24	31:1,3,5,24	11:1 19:8
<b>around</b> 40:13	31:12	34:17 35:5	24:20 35:7
<b>as</b> 3:10 4:11,	<b>attendance</b>	36:11	<b>behalf</b> 10:18,
12,13,22 5:18	7:8 9:7	<b>banks</b> 30:25	21 12:12
6:11 7:14,17,	<b>August</b> 3:20	31:22	20:15 30:13
21,24 8:8 9:2	29:17 35:7	<b>Barton</b> 3:7,14	<b>being</b> 19:3
10:1,10	<b>Authority</b>	5:24,25 17:24	23:17 37:25
12:17,23	3:19 6:23 7:4	18:6 19:11	44:18
13:1,12 16:21	8:10 10:3,10,	20:10,11	<b>believe</b> 12:10
17:18 18:10	13,20 12:18,	23:6,7 28:24,	21:15 22:20
24:4 25:8	19,20 13:1	25 33:4,5,20	33:25 39:16
27:3,8 29:14	15:10 17:7,14	37:8,9 39:1,2	41:24 42:1
30:4,14,15	20:16 21:17	41:4 42:24,25	44:19
31:1,5,12	29:11 30:9,13	44:1,7,8	<b>below</b> 4:22
32:7,8 33:11,	32:7,8 35:3	<b>based</b> 9:15	<b>benefit</b> 12:18
25 34:17	36:5,7 40:16	26:21	19:14 26:1,11
36:5,18 37:25	41:1 43:18	<b>basically</b>	<b>benefiting</b>
42:6,8	<b>Authority's</b>	30:21 34:16	18:23
<b>ask</b> 7:23	8:13 14:2	<b>batches</b> 16:23	<b>Besides</b> 9:24
15:16 21:12	<b>authorizes</b>	<b>Beach</b> 10:4	<b>better</b> 16:3
32:12 37:21	31:15	<b>bear</b> 39:14	<b>between</b> 14:10
43:24	<b>available</b>	<b>beautiful</b>	<b>big</b> 26:3
<b>asked</b> 26:4,23	14:24 34:19	25:5	<b>bigger</b> 16:2,
27:18 43:10	<b>aye</b> 20:7,11	<b>became</b> 25:25	14
<b>asking</b> 14:7	23:1,5,7	<b>because</b> 8:25	
		14:13 17:10	



<b>bill</b> 42:4	16:4,12,14	14:1 18:3,19	<b>children's</b>
<b>bill.com</b>	18:10 19:9,12	19:2 20:21	25:16,19,23
35:11	20:14,18	23:20 25:6	<b>choice</b> 36:18
<b>bills</b> 35:14,	22:20 23:15,	26:9 29:3,24	<b>choose</b> 18:19
15,19	21 25:5 26:4,	32:2 33:16	<b>Chris</b> 4:16,
<b>board</b> 13:23	17 27:22	34:14 35:19	17,19 8:24
14:7 21:19	29:21 30:6	36:3,8 37:16	29:10,22 32:4
24:5	31:8 35:2,4	38:19 39:23	33:6
<b>Bolter</b> 4:3	36:7 38:1,22	<b>can't</b> 5:8	<b>City</b> 10:3
6:1,2,9 17:22	40:5,7,18	15:1	<b>clarification</b>
18:2 20:4,5	41:11,13,22	<b>Cancer</b> 10:5	21:10,14
22:14 23:2,3	42:13 43:20	<b>cannot</b> 21:2	<b>closing</b> 31:2,
24:4,5 28:22,	<b>buying</b> 18:23	<b>capacity</b> 9:18	16 32:10
23 32:17,23,	<b>by</b> 3:21,23,24	11:23 13:9	35:4,8
24 36:23	4:1 6:25 7:14	<b>Cape</b> 9:11	<b>code</b> 3:4 5:13
37:4,5 39:5,	8:23 9:14,16	10:3,21,22	<b>colleagues</b>
8,11 42:10,	10:10,15	11:1,14,21	10:18
18,19 44:9,23	13:12 15:6	12:7 13:10	<b>collection</b>
<b>bond</b> 4:20	17:13 18:1,2,	14:23 18:11	26:18
8:24 30:11,12	23 21:15,18,	21:18 27:4	<b>come</b> 12:20
34:22	19 22:4 23:12	<b>capital</b> 11:25	31:3 35:6
<b>bonds</b> 30:22	24:2,16 30:13	30:18 33:11	<b>comforting</b>
31:9,10,11,18	32:10,11	<b>care</b> 9:23	19:13
<b>both</b> 8:25	39:20 43:18	10:5,13 27:8	<b>comments</b> 18:4
11:23 14:20,		<b>cart</b> 16:15	22:7 32:3,19
21 20:14,19	<b>C</b>	<b>case</b> 43:21	33:8 35:11
<b>bottles</b> 11:11		<b>Center</b> 7:12	38:9 40:8,16
26:8	<b>call</b> 3:18,23	<b>certainly</b>	41:14
<b>Boulevard</b>	4:18 5:20,22	17:3 37:16	<b>commercial</b>
26:13	6:17 8:6	<b>cetera</b> 12:3	9:15
<b>box</b> 23:24	19:22,25	<b>chain</b> 11:7,16	<b>Commission</b>
<b>brief</b> 24:25	22:7,17,23	12:1 14:19	31:19
<b>briefly</b> 10:11	28:15 29:20	<b>chains</b> 12:22	<b>community</b>
30:9	32:20 37:1	<b>Chair</b> 44:7	10:25 11:4
<b>bring</b> 14:1	38:10 39:20	<b>chairman</b> 3:12	12:10 14:15
41:10	44:5,18	32:10 33:16	15:1 24:6,17
<b>BROTHERTON</b>	<b>called</b> 4:1,5,	43:3	28:3 30:17
34:7,10,14,24	15,22 5:22	<b>chance</b> 39:20	34:20
35:9,13 37:16	6:24 19:23	43:2	<b>company</b> 26:12
40:17,23	26:3,12 27:1	<b>Charlotte</b>	<b>complete</b> 7:22
<b>business</b>	39:7	27:3	13:17
12:13 15:23	<b>calling</b> 6:25	<b>cheaper</b> 19:6	<b>completed</b>
16:1 19:9,12	42:13 44:21	<b>Chief</b> 10:15	13:18 23:17
36:15 39:15	<b>came</b> 15:17	12:15	<b>compliance</b>
<b>but</b> 5:8 7:20	31:6	<b>children</b>	13:20 14:1
8:17,22 9:10	<b>can</b> 4:1 7:6,	25:25	<b>conclude</b>
11:9 12:1,4	22,24 8:3,17		33:13
14:17 15:4,22	9:10 13:25		

<b>concludes</b> 33:8	27:16 28:5 31:19 40:7,13 41:16	<b>daughter</b> 25:18	<b>directed</b> 10:12
<b>conducting</b> 3:20	<b>couple</b> 6:13	<b>Dave</b> 33:24	<b>directly</b> 11:19
<b>confusing</b> 33:19	<b>course</b> 16:11 18:8 19:12	<b>David</b> 3:10 5:24,25 18:3 20:10 23:6	<b>Director</b> 27:15
<b>Consistent</b> 7:11	20:18 28:4 29:12 35:24 36:5,10	28:24 33:4 37:8 39:1 42:24 44:7	<b>discount</b> 19:8
<b>consumers</b> 10:1	<b>court</b> 29:20	<b>day</b> 24:3	<b>discussion</b> 8:22 17:8 39:21 40:1
<b>containers</b> 19:6	<b>Cove</b> 5:4,16, 18 25:2 29:9, 19 30:1,13, 15,17 31:13, 25 33:9	<b>days</b> 6:13	<b>discussions</b> 14:8
<b>continue</b> 33:19 38:4	<b>cover</b> 8:17 17:9	<b>DBI</b> 10:4	<b>Disease</b> 7:12
<b>continues</b> 23:16	<b>covered</b> 14:6, 21	<b>deals</b> 36:11	<b>distancing</b> 7:13
<b>continuing</b> 33:21	<b>covering</b> 15:16	<b>Dear</b> 10:18	<b>distiller</b> 9:15
<b>Control</b> 7:12	<b>COVID</b> 14:13	<b>decision</b> 33:14 39:3	<b>distillery</b> 10:23 11:2 12:9 16:3,14
<b>copies</b> 32:7	<b>Crawford</b> 7:10	<b>deem</b> 31:24	<b>distribute</b> 25:14
<b>copy</b> 8:17	<b>Creations</b> 26:13	<b>defer</b> 9:17	<b>distributed</b> 14:17 24:21 40:12
<b>Coral</b> 10:3,22 13:10 18:11 27:4	<b>criteria</b> 14:11,17,21 26:25	<b>delivered</b> 26:19 27:3	<b>distribution</b> 35:19 40:10
<b>corner</b> 25:13, 18	<b>critical</b> 11:5,15 12:4	<b>deliveries</b> 26:21	<b>do</b> 5:22 6:16 9:10 15:3 17:21 19:11, 25 26:24 31:2 35:14 36:3,14 39:5 40:17 41:2,20 43:2, 8,20 44:6
<b>correct</b> 33:12 38:18 42:16	<b>curious</b> 16:5	<b>delivery</b> 26:4	<b>doctor</b> 39:18
<b>cost</b> 16:8 43:19	<b>Currently</b> 30:23	<b>demand</b> 11:10	<b>doctor's</b> 12:3
<b>cost-wise</b> 19:15	<b>Cypress</b> 5:4, 16,18 25:2 29:9,19 30:1, 13,15,17 31:13,25 33:9	<b>deposit</b> 35:6	<b>doctors</b> 11:19
<b>could</b> 5:1,2,5 14:17 16:14 26:4		<b>deposited</b> 34:23	<b>document</b> 21:21
<b>Council</b> 40:3 41:9	<b>D</b>	<b>Deputy</b> 7:4	<b>documentation</b> 17:19
<b>counsel</b> 4:20 7:4 8:13 10:14 32:8 36:6	<b>Dalton</b> 30:2	<b>desires</b> 39:21	<b>documents</b> 13:25 22:4 29:15 30:23 31:15,16 32:9,14 34:1
<b>county</b> 3:6 4:20 8:9 9:12,15 10:6, 12 12:5 13:9 14:16 17:13 19:8,17 26:12	<b>Daneshmand</b> 10:15 12:15, 18	<b>develop</b> 15:19	
	<b>dated</b> 29:16	<b>Development</b> 3:19 8:9 10:13,20 17:14 40:8	
		<b>dialed</b> 4:8	
		<b>Diamond</b> 10:4	
		<b>did</b> 6:17,19 20:25 25:4 30:15 31:20 38:10 40:21, 25 41:4,5,7, 8,22,24 42:3 44:9,19	
		<b>didn't</b> 15:4 25:19 30:20 38:22 41:11	

<b>does</b> 34:3 41:10	39:6,11,12 42:10,18 44:9,23	<b>especially</b> 11:5 35:16 43:4	26:23 <b>facilities</b> 12:5
<b>dog</b> 4:13	<b>Edison</b> 35:5	<b>Esquire</b> 29:22	<b>fact</b> 19:7 20:12 22:22
<b>doing</b> 12:4 27:19 33:10	<b>effort</b> 28:3	<b>essential</b> 10:24	<b>falls</b> 12:11
<b>Dolphin</b> 11:2 26:9	<b>efforts</b> 37:19	<b>establishing</b> 12:22	<b>family</b> 16:21
<b>don't</b> 3:11 5:7,19 16:13 21:15 30:4 33:21 35:2,3 37:15 39:16, 18 42:1	<b>eight-ounce</b> 26:8	<b>establishment</b> 12:21	<b>far</b> 27:3
<b>done</b> 3:10 4:14 24:6	<b>either</b> 6:10	<b>Ethyl</b> 9:20	<b>favor</b> 20:3
<b>double</b> 11:13	<b>Elardo</b> 5:7,9, 11 10:21 14:22 15:21 16:8,24 17:15 19:2,18 23:20 24:2,9,23	<b>even</b> 44:4	<b>favorable</b> 12:5
<b>Doug</b> 3:8 4:5 6:3 15:15,21 17:4,17 18:1 20:2 21:23 22:25 28:12, 14,18,21 32:25 37:6 38:3,12,13,14 42:22 44:13	<b>electronic</b> 7:6,17 35:17	<b>event</b> 14:24	<b>federal</b> 31:20
<b>down</b> 4:22	<b>else</b> 23:14 30:5	<b>everybody</b> 3:7 24:10	<b>feel</b> 22:18
<b>Dr</b> 10:15 12:15,18	<b>email</b> 26:22 29:25 36:2,4	<b>everyone</b> 3:3 8:17 30:6 44:24	<b>fees</b> 36:6
<b>Dunkle</b> 5:3	<b>employee</b> 25:25	<b>exactly</b> 27:2	<b>felt</b> 14:14
<b>during</b> 7:18 12:14 43:7	<b>employees</b> 25:24	<b>example</b> 19:2	<b>few</b> 7:5
<hr/>	<b>employees'</b> 25:25	<b>exceeded</b> 11:10	<b>figure</b> 15:17, 20 16:5
<b>E</b>	<b>empties</b> 11:12	<b>execute</b> 31:16	<b>final</b> 31:21
<hr/>	<b>empty</b> 11:11	<b>executed</b> 32:10	<b>financial</b> 30:4,22
<b>each</b> 14:10 27:1 43:10	<b>enabled</b> 11:14	<b>Executive</b> 7:14,15 27:15	<b>financials</b> 33:24 34:15 41:21 42:2,6
<b>earlier</b> 17:5	<b>encourage</b> 11:24 25:24 38:2	<b>expand</b> 11:22 13:10	<b>financing</b> 33:10 34:3
<b>early</b> 15:17	<b>end</b> 16:13 24:2,19 26:5 35:6	<b>expansion</b> 10:22	<b>fine</b> 3:14 9:11 22:9 33:22
<b>economic</b> 9:13 40:7	<b>ended</b> 25:22	<b>expecting</b> 6:9	<b>finished</b> 39:24
<b>Ed</b> 4:3,4 6:1 17:22 18:2 19:20 20:4 22:12 23:2 24:5 28:22 32:17,23 36:23 37:4	<b>enough</b> 33:19 40:13	<b>expenses</b> 28:4	<b>first</b> 5:23 9:7 15:10 16:17 18:1
	<b>entire</b> 15:17	<b>expensive</b> 17:1	<b>five</b> 6:22
	<b>entities</b> 10:2 17:11	<b>experience</b> 7:19	<b>fixed</b> 31:10, 12
	<b>entrepreneuria</b> l 12:8	<b>explain</b> 43:3, 5	<b>floating</b> 40:13
	<b>equipment</b> 9:13 12:23 13:11 17:20	<b>extended</b> 7:14	<b>floor</b> 21:14 32:1
		<b>extra</b> 15:24	<b>Florida</b> 7:9, 13 9:15 10:3, 5 13:10
		<b>eyes</b> 36:15	<b>follow</b> 3:16
		<hr/>	<b>following</b> 10:2
		<b>F</b>	
		<b>Facebook</b>	

<b>for</b> 3:12,22 4:20 7:1,8,12 9:3,12,22,25 10:16,21,22 11:3,19 12:1, 2,13,17,21 13:7 15:13, 18,24,25 16:3,5,19 17:2,9,13,25 18:17 19:4, 17,25 20:19 21:14 24:5,6 25:1,10 26:2, 5 27:22 28:2, 3 29:4,20,21 30:10,16,17 31:17,20 32:1 33:17 35:5, 18,20,22,24 37:17,24 38:23 41:3 43:16,24 44:18,21	<b>from</b> 4:7 5:4, 8 7:25 9:7 10:9,17 13:1 18:14,19,20 19:8 21:1,16 22:20 26:8 29:19 30:1 32:2,4 35:22 39:16,17,20, 25 40:2,16, 19,23 41:15 43:6 <b>front</b> 36:16 37:17 <b>frontline</b> 9:13 14:15 <b>fulfill</b> 27:23 <b>fund</b> 11:25 16:2 41:25 <b>funded</b> 15:5 <b>funding</b> 11:22 15:13,23 <b>funds</b> 28:4 35:5 <b>future</b> 30:16	<b>George's</b> 22:15 <b>get</b> 8:3 14:14 19:6 20:25 24:7 25:11 26:4 27:20 30:20 39:5 42:13 <b>Giblin</b> 4:19 <b>give</b> 4:1 5:20 19:2 24:24 25:24 29:25 34:13,15 39:21,22 40:3 <b>Given</b> 11:5 <b>giving</b> 9:3 25:22 <b>glad</b> 42:12 <b>Glen</b> 3:5 <b>go</b> 15:10 17:2 19:19 21:23 22:6 28:7 31:22 32:2 37:13 <b>goes</b> 36:2 37:20 39:15 <b>going</b> 4:18 9:9 15:23 16:9,10,13 17:20 23:21 25:3 36:17 37:15 <b>gone</b> 15:18 27:10 <b>good</b> 3:5,7 4:4 18:10,22 24:10 29:6,7 31:24 36:15 39:12 40:15 41:11,14 44:24 <b>got</b> 4:21 21:1 24:20 <b>gouged</b> 19:7 <b>Governor's</b> 7:14 <b>grabbed</b> 30:5	<b>grade</b> 9:13,18 13:7 <b>grant</b> 4:7 10:22 12:23 13:3,21 14:2, 3 15:5,6,13 21:15,17,18 24:17 25:11 30:3 43:15 <b>grants</b> 17:13 41:15 <b>great</b> 26:11, 16 27:7 <b>green</b> 27:12 <b>group</b> 30:6 <b>groups</b> 27:7,8 <b>grow</b> 11:23 12:1,6 <b>growing</b> 16:1, 16 <b>guess</b> 22:5 33:16 37:13 44:4 <b>Gulf</b> 10:5 <b>guys</b> 18:17 39:13 <b>Gyure</b> 3:9 4:5 6:3,4 15:15 16:4,19 17:3, 17 18:1 19:22 20:2,3 22:3, 9,25 23:1 28:12,19,21 32:25 33:1 37:6,7 38:3, 12,14,15 42:22,23 44:13,14
<b>forgot</b> 34:8 <b>form</b> 36:21 <b>format</b> 7:17, 19 <b>formula</b> 9:21, 22 13:5,6 <b>Fort</b> 8:10 10:4 <b>forth</b> 18:15 31:17 <b>forward</b> 8:16 19:24 24:25 28:3 31:1,22 <b>forwarded</b> 35:4 <b>found</b> 26:12 <b>foundation</b> 10:7 24:15 37:14,19 38:1,5 40:22 42:1 <b>founder</b> 14:23 <b>four</b> 6:16 23:9 40:11	<hr/> <b>G</b> <hr/> <b>Gail</b> 6:12 34:2 <b>Gall</b> 5:17 <b>gallon</b> 19:4,5 <b>gallons</b> 24:16 26:7 <b>geared</b> 30:17 <b>General</b> 8:13 10:14 <b>gentlemen</b> 44:18 <b>George</b> 5:14, 19 7:1,2,3 8:15,25 9:4 14:5 15:1 20:15 21:6,22 22:1,7,10,18, 22 23:12,13, 23 44:6	<hr/> <b>H</b> <hr/> <b>had</b> 6:20 17:6 22:10 25:10 26:1,25 27:5, 21 34:22 35:3,4 41:2 43:2	

<b>half</b> 31:6	39:14,24	6:21 17:11	21,23,25
<b>Hancock</b> 30:25	40:11 42:12	19:16 29:3	19:19,23
<b>hand</b> 9:19,22, 24,25 11:3, 11,18 13:2,7 15:25 18:9 19:3 24:16 26:8,14	43:9,15,16, 22,24 44:19, 24	31:9 34:2,7 40:5 44:8,12, 23	20:4,6,8,10, 12,23,24 21:3,6,11,12, 22 22:5,11,16 23:2,4,6,8,19 24:12,24 27:14,25 28:7,13,18, 20,24 29:1,7, 24 32:3,18, 23,25 33:2,4, 6,13,23 34:6, 8,12,21 35:2, 9,10 36:5,19, 24 37:4,6,8, 10,12,20 38:8,13,16, 19,24 39:1,3, 6,12 40:6,15, 17,20,25 41:8,22 42:3, 8,11,18,20, 22,24 43:1 44:2,4,9,13, 15,17,24
<b>hands</b> 30:16	<b>haven't</b> 4:23	<b>Hi</b> 15:21	
<b>hang</b> 44:9	<b>he</b> 6:18 21:1, 4,9 44:9	<b>him</b> 21:2,7 29:13	
<b>happened</b> 16:24 34:24	<b>Head</b> 10:4	<b>hindsight</b> 25:21	
<b>happening</b> 15:1 35:14	<b>health</b> 9:16, 21,25 10:10, 16,19,25 11:5,11 12:1, 12,16 13:5 18:15,22,25 19:14 39:16, 17	<b>his</b> 21:1 22:1	
<b>happens</b> 14:9	<b>Health's</b> 11:7	<b>history</b> 7:18	
<b>happy</b> 33:20 35:1 38:3	<b>Healthpark</b> 25:2 29:10 33:9	<b>homes</b> 12:2	
<b>has</b> 3:25 4:5, 8 8:8,17 9:11,25 10:8 12:19 14:7 18:7 20:21 21:1,16 28:13,14 32:4 35:6 36:16	<b>hear</b> 7:24 15:4 21:2 29:3 41:12	<b>Hoolihan</b> 6:8, 21 20:8,9 21:1 23:8 29:1,3,4 33:2,3 37:10, 11 38:6,16,18 39:8,10 42:20,21 44:11,12	
<b>have</b> 3:10 4:1,14,21,24 5:5,10,22 6:7,16,22 7:8,19 10:24 13:11,14,16 14:24 15:18 16:4,10,13, 20,21 17:19, 21,23 18:1,4 19:10,20 20:12,16 23:8,9 24:2, 6,10 25:5,6, 21 27:10,20 28:8 29:1,12, 14 30:1,2,3, 7,22 31:2,11 32:2,6,7,8,18 33:7 34:16, 18,19 35:1, 14,24 36:2 37:17 38:8	<b>heard</b> 16:20 21:7 29:6	<b>hope</b> 10:6 17:10 30:5	
	<b>hearing</b> 27:25 28:15 30:10 32:19 36:25 38:9 39:23 41:17	<b>Horizon</b> 37:14,19 38:1,4 40:3, 21 41:9,25	
	<b>hedge</b> 31:11	<b>horse</b> 16:15	
	<b>held</b> 30:10	<b>Hospice</b> 10:6	
	<b>help</b> 15:24 17:10 24:17 34:20	<b>hospital</b> 9:18 10:7 13:7 16:17,21 17:2 18:15	
	<b>helped</b> 12:13 24:15,19 27:23	<b>hospitals</b> 9:23	
	<b>helpful</b> 17:16	<b>how</b> 16:24 19:10 26:4 27:19	
	<b>helping</b> 25:14	<b>Humana</b> 10:6	
	<b>helps</b> 37:18	<b>Humphrey</b> 3:8, 10,16 4:4,14, 22,24 5:19 6:1,3,5,7,11, 22 8:14,15 9:8,9 10:14, 18 12:17 15:3,8 17:4,	
	<b>her</b> 10:24 11:17 29:20, 21 36:11,16, 17,20		
	<b>here</b> 5:8,25		
			<b>I</b>
			<b>I'D</b> 8:18
			<b>I'LL</b> 14:8 32:20 38:9
			<b>I'M</b> 4:17 28:20 34:2,8 39:6 40:17 42:12
			<b>IDA</b> 4:20 11:24 12:11 20:15 34:23 35:22 40:2
			<b>identified</b> 4:23 5:12
			<b>identify</b> 3:3 4:17,25 5:2,5
			<b>if</b> 3:11 5:1, 2,5,7 7:23 12:19 13:22

15:11 16:24 17:4,6 18:4, 25 19:9,20 20:14 21:4 22:6,19 24:24 29:1,3,18,21 30:1 31:2,22, 24 32:1 33:19,21 34:14,15,21 35:3 36:7,8,9 37:21 41:11 42:2	36:14,16,17, 21 37:17 39:9 40:9,12 41:13 43:20 44:21 <b>inappropriate</b> 37:24 <b>inasmuch</b> 7:24 <b>Inc</b> 10:6 <b>include</b> 29:15 36:20 <b>included</b> 22:2,3 27:5 <b>including</b> 11:8 <b>increase</b> 17:18 21:14, 18 22:20 23:15 <b>independent</b> 12:2 27:7 <b>individual</b> 40:10 <b>inducement</b> 30:11 <b>Industrial</b> 3:19 8:9 10:13,20 17:14 <b>inexpensive</b> 16:7 <b>information</b> 15:12 18:7 22:19 <b>initial</b> 5:20 7:1 16:22 <b>inquiry</b> 13:1 <b>institutions</b> 30:23 <b>instructions</b> 5:21 7:2,5 <b>intent</b> 17:12 31:3,13 <b>interest</b> 31:11,25 38:21 <b>interested</b> 36:6	<b>interject</b> 17:4 <b>into</b> 10:11 14:1 17:1,20 30:20 34:23 35:17 39:15 <b>introduce</b> 14:22 29:18 <b>introduction</b> 5:21 7:1 <b>inures</b> 38:20 <b>inventory</b> 11:9 <b>investment</b> 37:18 <b>investments</b> 11:25 12:6 34:18 <b>invoice</b> 37:14 40:22 <b>involvement</b> 20:17,20 <b>is</b> 3:5,19,24, 25 4:6 5:7,8, 13,14,15,17 6:12,14,24 7:3,10,17,18 8:3 9:11,14, 21 10:12,14 11:21 12:25 13:1,2,4,6, 14,23 14:8, 23,24 15:15, 16,19,23 16:1,9,10,13, 15 17:17 18:6,8,11,13, 14,16 19:23 21:9 23:11, 13,22,23 24:5,18 25:3, 8,18,19 26:10,12 27:12,15 28:9,10 29:4, 9 30:5,12,14, 19,21 31:3,9, 13 32:5,15	33:24 34:2,3, 5,25 35:10, 11,13,22 36:7,8,13,15, 17,24 37:17, 23,24 38:6 39:4,19,20 40:5,10,12 41:2,6,13,18, 24 42:5,9 43:4,5,8,16 44:2,4,6,23 <b>isn't</b> 27:21 <b>issue</b> 8:24 <b>issued</b> 30:13 <b>it</b> 3:19 6:11 8:18 9:10 10:12,14 13:4,14,22,24 14:1,3,14 15:4 16:15, 21,24 17:1,3, 8,18,25 18:3, 5,6,19,21 19:16 20:12 21:8,9 22:20, 21 23:11,16 24:2,18 26:5, 10 27:18,22 28:12,14 29:10,17,22 30:19 31:15, 24 33:17,21 34:16,24 35:6,18,20 36:2,3,16,23 37:16,20,24 38:17,23 40:4,21 41:12 42:14 43:8, 14,16,19 44:3,4 <b>it's</b> 4:11 8:23 15:22 18:10 20:12, 18 24:6 43:22 <b>item</b> 8:20 24:12 25:20 29:9 30:8,24
---	---	---	---

39:24 41:17	16:8 20:14		18 9:6 10:11
<b>items</b> 22:21	21:4 22:3,17		12:19 15:9,16
43:15 44:20	23:20 26:10,		16:11 17:7
<b>its</b> 9:17 10:1	18 27:17 30:9		22:18,19
12:7	31:5 32:5		24:7,19 30:1
<b>itself</b> 21:16	34:16 36:1,15		34:14 35:6,
<b>IV</b> 33:18,24			17,23 36:1
35:10 37:14			42:12
			<b>Linda</b> 4:12
			<b>line</b> 12:11
			<b>Lisa</b> 39:19
			<b>list</b> 27:2
			36:8
			<b>listed</b> 10:1
			22:22
			<b>listen</b> 9:2
			<b>little</b> 43:19
			<b>lives</b> 14:10
			<b>loan</b> 30:15
			<b>local</b> 10:1
			12:2,4,6,13,
			22
			<b>locally</b>
			18:15,24
			<b>logical</b> 36:18
			<b>logically</b>
			36:16
			<b>long</b> 17:18
			<b>look</b> 16:24
			24:19 36:7
			<b>looking</b> 35:22
			<b>lose</b> 43:12
			<b>lot</b> 14:9
			<b>Lux</b> 5:14 30:1
			<b>M</b>
			<b>machines</b>
			11:24
			<b>made</b> 18:24
			19:16 22:7
			26:14,17
			28:13 32:13
			41:7,24 42:15
			<b>make</b> 6:20
			7:7,22 9:1
			12:9 17:18

21:10 22:21	9:7 17:12	<b>monies</b> 30:15	23 20:3,4,5,
23:16 28:11	30:21 31:4,19	<b>month</b> 34:25	6,7,8,9,10,
32:16 35:12,	35:21 40:19,	<b>months</b> 14:11	11,12,23,24,
20,25 36:21	24	<b>more</b> 16:12	25 21:1,3,4,
37:24 38:3,7,	<b>meetings</b> 7:6	25:22 26:4	6,9,11,12,22
11,23 41:20	14:10 43:8,	40:13	22:3,5,9,11,
42:6	11,13	<b>morning</b> 3:5,7	14,16 23:1,2,
<b>maker</b> 20:2	<b>members</b> 6:23	<b>most</b> 25:20	3,4,5,6,7,8,
21:24 42:14	12:20 13:1	<b>motion</b> 17:18,	18,19,25
<b>making</b> 3:22	15:10 17:7	21,23 18:1	24:4,12,24
7:10 18:8	20:16 24:4	19:21,25	27:14,25
<b>Manager</b> 3:6	27:4 29:11,18	20:2,21	28:7,10,12,
<b>mandates</b> 7:11	32:7 35:3	21:13,17,24	13,17,18,19,
<b>many</b> 18:9	36:7 37:20	22:2,6,10,11,	20,23,24,25
<b>market</b> 9:17	38:2 40:16	13,15,20	29:1,3,7,24
18:10,19	41:2	23:10,11	32:3,15,17,
<b>masks</b> 25:12,	<b>members'</b>	28:2,8,11,13	18,22,23,24,
17,20,23	12:18	32:13,16,18	25 33:1,2,3,
27:12	<b>membership</b>	36:19,22,24	4,5,6,12,13,
<b>materials</b>	37:18	37:25 38:4,8,	16,20,23
14:15	<b>Memorial</b>	11,23 41:3,7,	34:5,6,8,12,
<b>Matt</b> 5:14,15	39:21	20,25 42:6,	21 35:2,9,10
30:1	<b>memory</b> 42:2	14,15 43:25	36:5,13,19,
<b>may</b> 15:12	<b>mentioned</b>	<b>motions</b> 42:9	21,23,24
17:4 24:20	17:5 22:1	<b>move</b> 8:16	37:3,4,5,6,7,
29:20,21	<b>messaging</b>	19:24 20:13,	8,9,10,11,12,
30:25 36:11	26:23	22 24:25	20,23 38:3,6,
<b>maybe</b> 15:4	<b>Metro</b> 26:13	35:17 39:23	8,12,13,15,
17:9 41:23	<b>middle</b> 26:20	44:1	16,18,19,22,
<b>me</b> 4:1 5:7,22	<b>might</b> 13:15	<b>moved</b> 17:1	24,25 39:1,2,
8:22 13:16	30:7	<b>Moving</b> 24:12	3,5,6,8,10,
15:10 19:9,19	<b>million</b> 30:19	<b>Mr</b> 3:3,5,7,8,	11,12 40:4,6,
20:1,14 25:4	34:19 40:12	9,10,14,16	9,15,17,20,25
29:4,5,10,16,	<b>mind</b> 3:11	4:3,4,5,7,11,	41:4,6,8,19,
17 33:19,21	33:21	14,19,22,24	22,24 42:3,5,
34:14 35:23	<b>minute</b> 4:16	5:1,3,5,10,	8,10,11,16,
37:24 38:23	<b>minutes</b> 28:8,	12,14,15,17,	17,18,19,20,
39:14 42:2,13	14 29:8	19,25 6:1,2,	21,22,23,24,
43:2,3,5,16	40:18,23 41:3	3,4,5,6,7,9,	25 43:1 44:1,
44:6	43:9,17,23	11,19,21,22	2,3,4,8,9,12,
<b>means</b> 6:7	44:22	7:3 8:15,18	13,14,15,16,
<b>medical</b> 9:3	<b>missed</b> 15:4	9:6,8,9,11	17,23,24
10:7 27:16	<b>mixture</b> 31:10	10:18 12:17	<b>MS</b> 5:7,11
39:25	<b>modified</b> 11:2	15:3,8,15	14:5 15:7,21
<b>meeting</b> 3:13,	<b>money</b> 15:5	16:4,19 17:3,	16:8,24 17:15
15,18,21 4:15	25:11	4,17,21,22,	19:2,18 23:20
6:24 7:16,19		23,24,25 18:6	24:2,9,14,23
8:5,8,9,12		19:11,19,22,	25:3 27:17
			28:6 34:7,10,



14,24 35:9,13 37:16 40:17, 23 <b>much</b> 12:14 15:18 16:14, 19 19:6,11 23:20,22 24:8,9,22 27:18 28:6 30:20 <b>multiple</b> 27:11 <b>mute</b> 7:24 21:2,8 <b>my</b> 5:8,17 10:18 18:20 19:9,17 22:10 24:23 25:4, 13,18 27:11, 13,19 29:5 34:25 36:14 41:1,2 42:2 <b>Myers</b> 8:10 10:4 <b>myself</b> 25:13	41:20 <b>needed</b> 25:21 26:2 27:2,24 <b>negotiations</b> 31:7 <b>Network</b> 10:2 <b>never</b> 19:7 <b>new</b> 16:10 <b>news</b> 18:10 19:13 <b>News-press</b> 8:10 <b>next</b> 5:19 24:12 29:9 35:21 37:13 39:24 41:17 <b>nice</b> 24:18 <b>Nickerson</b> 4:20 <b>night</b> 29:16 <b>no</b> 16:18 25:4 27:25 28:1 31:9 32:11 39:8 40:23 <b>noise</b> 7:25 <b>non-member</b> 27:6 <b>none</b> 28:15 32:20 36:25 38:9 39:23 41:17 <b>north</b> 27:3 <b>not</b> 5:7 6:9, 14 7:23 11:25 12:3 15:22 16:6 20:18,25 21:9 22:1 23:14 25:5 33:19 34:2 36:8 39:13 40:5,7,21 <b>note</b> 12:17 <b>notes</b> 22:9,15 41:1,2 <b>nothing</b> 38:20 <b>now</b> 4:15 6:22 7:20 8:15	15:9 18:3 19:5,19 22:17 25:6 28:7 29:9 39:15 40:2,14 41:10 <b>number</b> 5:1,8, 12 9:21 13:5 14:11 28:7 33:14,18,23 <b>nurses</b> 11:19 <b>nursing</b> 12:2	13,17,24 31:10,16,25 33:15,25 34:15,17,18, 25 35:7,16, 19,24 36:5, 10,15,16,21 37:17,25 38:4 39:24 40:1 41:3,13 43:6, 7,11,12,17, 21,23 44:18 <b>off</b> 21:8,9 23:21 26:13 41:1 <b>offer</b> 18:11, 17,25 <b>offered</b> 19:3, 7 <b>offering</b> 31:9 <b>Office</b> 40:8 <b>Officer</b> 10:16 12:16 <b>officers</b> 31:15 37:25 <b>offices</b> 12:3 25:23 26:2,3, 5,15,20 <b>official</b> 35:24 <b>oh</b> 4:16 21:3 25:6 39:6 40:25 <b>okay</b> 4:14 15:22 19:23 21:3,11 22:5, 16 23:9,19 24:24 25:6 32:4 33:23 34:6 35:2 36:5 38:8,13, 24 39:23 40:6 42:8,11 44:24 <b>Old</b> 39:15 <b>on</b> 3:8,16 5:8,10,18,20 6:25 8:10,16 9:2 10:18,20
<hr/> <b>N</b> <hr/>		<hr/> <b>O</b> <hr/>	
<b>Nabors</b> 4:19 <b>name</b> 4:1,6,9 5:8,10,17 8:1,7 36:12 <b>names</b> 28:20 29:21 <b>Nancy</b> 4:12 <b>Naples</b> 27:4 <b>National</b> 35:5 <b>need</b> 5:12 8:19,25 12:21 13:15,16,18 20:9 21:10 22:5,18,19 23:25 24:25 26:16,24,25 27:22,23 28:1 29:20,21 34:15 35:12 36:1,14 40:18			

12:12 14:25 15:18 17:8 18:5,9 19:21, 24 20:15 21:1,10,13 25:1 26:21 27:1,21 30:2, 5,7,13 34:4,5 35:1,20 36:3 37:25 39:7,9, 20 41:17 42:13 43:5 <b>Once</b> 8:6 <b>Oncology</b> 10:2 <b>one</b> 9:4 19:20 24:4 25:13 27:1 34:3,10 35:25 37:25 <b>ones</b> 29:16 <b>only</b> 3:24 11:25 12:3 14:8 23:14 43:20 <b>onset</b> 14:13 35:16 <b>open</b> 32:1 <b>operated</b> 19:10 <b>operations</b> 11:22 <b>opinion</b> 36:14 <b>opportunity</b> 14:16 43:13 <b>options</b> 12:1 <b>or</b> 5:7 6:13, 17 7:17 9:4 14:25 15:1,11 18:3,4,7,23 19:9,15,19,20 26:13 28:2,9 31:22 32:19 33:24 35:7 36:3 37:21 38:9 39:21 40:16 <b>order</b> 3:18 4:15 6:25 7:14 11:6	25:16 26:7 27:21 <b>ordered</b> 25:22 <b>Orders</b> 7:15 <b>organization</b> 18:7 <b>Organization's</b> 9:21 13:5 <b>original</b> 11:16 <b>originally</b> 14:12 <b>Ostlund</b> 4:7, 11 30:3 <b>other</b> 10:1 17:7 18:18 21:25 23:23 29:15 30:14 32:12,19 33:8 36:9,25 38:2 39:17,19 43:15 <b>others</b> 4:21 <b>our</b> 7:18 10:25 11:4,9, 15,19 12:2 14:9,10 15:23 16:1,8,25 18:20,22 19:14 24:15, 17,21 25:19, 20,23 26:3, 15,18,21,25 27:2,3,7 30:21 34:3, 18,20 35:15 38:4 40:9 43:9,13 <b>out</b> 6:12 14:15 26:12 36:2 <b>outset</b> 7:3,4 <b>over</b> 13:22 14:3 16:9 18:3,4,18 20:18 24:15 26:20,22,23 29:10,17,22	33:17 36:2 <b>Owen</b> 8:23 13:22 14:4,5 15:7 <b>own</b> 18:22 19:14 42:2 <b>owner</b> 10:21 <hr/> <p style="text-align: center;"><b>P</b></p> <hr/> <b>packages</b> 25:15 26:19 <b>pandemic</b> 11:1,6 12:14 35:16 43:21 <b>paperwork</b> 23:23 <b>parameters</b> 31:17 <b>parents</b> 27:11 <b>Park</b> 10:7 <b>Parkway</b> 26:14 <b>part</b> 33:25 44:18 <b>particular</b> 18:23,24 <b>particularly</b> 19:16 41:14 43:7,14 <b>parties</b> 7:25 <b>parts</b> 40:11 <b>passed</b> 20:21 21:19 <b>past</b> 3:11 <b>patients</b> 11:15 26:2 <b>payment</b> 35:17 <b>payroll</b> 12:9 <b>pediatric</b> 26:1,3 <b>people</b> 18:15 19:14 24:7 26:24 27:1,11 <b>per</b> 19:4,5 <b>period</b> 7:18 43:7	<b>permit</b> 9:17 <b>permitted</b> 7:17 30:18 <b>personal</b> 9:12 11:20 12:23 14:9 38:21 <b>personally</b> 26:19 <b>perspective</b> 43:6 <b>phase</b> 40:9 <b>phone</b> 7:24 21:1 29:5 36:3 <b>phones</b> 43:22 <b>physician</b> 26:15,20 <b>physicians</b> 24:17,21 25:21 27:5,6, 8,19 <b>physicians'</b> 25:23 <b>picture</b> 25:8 26:9 <b>pictures</b> 25:5,8 26:18 <b>pieces</b> 13:19 <b>placed</b> 30:22 31:8 <b>plant</b> 11:3 <b>plastic</b> 19:6 <b>please</b> 4:24 <b>pleasure</b> 21:19 24:23 <b>plus</b> 21:25 <b>point</b> 8:12 10:17 18:13, 14,20 21:14 25:7 36:17 <b>points</b> 14:6,7 33:8 <b>poll</b> 6:19 <b>Ponder</b> 4:7 30:3 <b>popular</b> 25:20
--	--	---	--

<b>Port</b> 27:3	<b>produce</b> 9:22	<b>purposes</b> 31:20	<b>ramp</b> 11:6,17
<b>portal</b> 14:19	<b>produced</b> 13:2,4	<b>pursuant</b> 9:19	<b>rate</b> 31:10,11
<b>portion</b> 9:17	<b>producing</b> 9:18,24	<b>put</b> 8:24 16:12,14 18:13 28:3	<b>rather</b> 3:23
<b>posting</b> 34:22	<b>product</b> 10:1 18:7,8,12,24 19:1,15	<b>putting</b> 16:15 30:15	<b>read</b> 10:11,16 32:9
<b>power</b> 25:7	<b>production</b> 9:18 11:3,23 13:9 16:25		<b>ready</b> 19:21 37:21
<b>PPE</b> 14:14,17 26:19 27:20 40:10,12,13	<b>products</b> 18:18 25:10	<hr/> <b>Q</b> <hr/>	<b>really</b> 14:14 17:12 24:10 30:12 38:20 44:19
<b>praying</b> 16:12	<b>professional</b> 14:9	<b>qualifications</b> 21:25	<b>reason</b> 29:5
<b>predisposed</b> 13:23	<b>prohibitive</b> 26:5	<b>Quality</b> 10:15 12:15	<b>recall</b> 41:2
<b>prepared</b> 17:6,8 29:13 32:5	<b>project</b> 15:17,19 18:21 30:10	<b>question</b> 17:5 18:13 19:17, 22,23 41:12	<b>recap</b> 30:9
<b>present</b> 6:4, 6,18 43:21	<b>projects</b> 30:16	<b>questions</b> 14:25 15:11 18:4 19:20 27:14,25 28:9,15 30:7 32:1,3,12,19 34:2 36:8,25 37:21 38:9 40:15 41:13 43:24	<b>received</b> 41:15,16
<b>presentation</b> 9:1 22:1 33:14	<b>proof</b> 9:20	<b>proposal</b> 31:6	<b>recent</b> 34:22
<b>presented</b> 23:12 32:5	<b>proposal</b> 31:6	<b>proposed</b> 32:5,8	<b>recently</b> 13:16 31:5
<b>president</b> 14:23	<b>protect</b> 12:6	<b>protective</b> 9:12 12:23	<b>recollection</b> 7:21
<b>Prevention</b> 7:12	<b>provide</b> 7:5 31:13 43:10	<b>quick</b> 25:6	<b>recommend</b> 32:12
<b>previous</b> 14:7	<b>providing</b> 11:18 12:10 18:16	<b>quiet</b> 34:10	<b>record</b> 7:7, 10,22 8:3 10:11 13:18 17:25 21:10 42:13 43:4, 11,17,23
<b>price</b> 18:16, 18 19:7 26:5	<b>provisions</b> 3:22	<b>quite</b> 33:20 39:13	<b>records</b> 21:21
<b>price-wise</b> 19:1,15	<b>public</b> 13:18 17:11 21:21 30:10 31:9 43:16	<b>quorum</b> 6:7, 16,20	<b>refilled</b> 11:13
<b>prices</b> 12:5	<b>published</b> 8:8	<b>quoted</b> 39:18	<b>reflect</b> 30:24
<b>primary</b> 27:8 31:15	<b>purchased</b> 25:10	<b>quoting</b> 10:17	<b>refresh</b> 7:20
<b>privately</b> 30:22 31:8	<b>purchases</b> 22:4		<b>refund</b> 30:12, 14
<b>probably</b> 33:16 44:5	<b>purpose</b> 30:11,14	<hr/> <b>R</b> <hr/>	<b>refunding</b> 33:10
<b>problem</b> 16:18		<b>race</b> 39:10	<b>regarding</b> 7:13 9:1 12:21 15:12
<b>proceed</b> 20:25 31:1		<b>Radiology</b> 27:9,10	<b>regards</b> 35:12 41:13
<b>proceeding</b> 7:16		<b>raise</b> 41:12	<b>Regional</b> 27:9,10
<b>proceedings</b> 3:1 7:11 44:25		<b>Ramirez</b> 9:2 24:14 25:3 27:17 28:6	<b>registered</b> 7:9
<b>process</b> 31:2 43:15			

<b>regular</b> 8:8 16:1 35:14	<b>resolution</b> 29:12 30:11 31:14 32:6,9, 16 33:6		<b>second</b> 12:25 17:22 18:1 22:12,14 28:12 32:19 36:2,14,18, 23,24 38:7,8 39:9 40:9 42:9,10 44:2, 3
<b>reimbursement</b> 30:16	<b>resolutions</b> 25:1 32:13	<b>s</b>	
<b>relates</b> 6:11	<b>Resort</b> 10:5	<b>safe</b> 11:16	
<b>replacement</b> 30:2	<b>respect</b> 7:6 12:22	<b>Safety</b> 10:16 12:16	
<b>report</b> 8:21 9:3 24:25 27:13 28:1,2 33:18 34:12, 25 35:13 39:16,19,22, 25 40:2,3	<b>responders</b> 16:18	<b>said</b> 9:10 21:24 32:7 38:24 43:18	
<b>reporter</b> 4:9 7:9 8:3 29:20	<b>retired</b> 27:5	<b>Salyer</b> 3:5,6	<b>seconded</b> 28:14 38:17
<b>represent</b> 5:18	<b>reviewed</b> 13:14 29:12, 15 32:8	<b>Sam</b> 4:11	<b>seconds</b> 32:17
<b>representative</b> <b>s</b> 40:2	<b>reviewing</b> 29:13	<b>same</b> 17:5 18:12	<b>secretary</b> 32:11
<b>represented</b> 22:10	<b>revise</b> 23:25	<b>sanitized</b> 11:13	<b>see</b> 15:11 24:18 25:12, 17 26:9 38:10
<b>representing</b> 17:19	<b>revised</b> 21:20	<b>sanitizer</b> 9:22 11:3,8, 12,14,18 13:2,7 15:25 19:3 24:16 26:8	<b>seek</b> 31:4
<b>repurposing</b> 12:8	<b>right</b> 16:25 17:1 22:16 23:19 26:10 27:24 39:8 40:14 41:10 42:4	<b>sanitizers</b> 9:19,24,25 13:8 16:23 18:9	<b>seeking</b> 11:21 14:16
<b>request</b> 7:25 9:20 10:20 13:18,24 15:6,13 21:16 25:1 29:19	<b>right-hand</b> 25:13,17	<b>sanitizing</b> 17:1 26:14	<b>sent</b> 13:16 26:21
<b>requested</b> 9:16	<b>Rob</b> 30:2	<b>Sarah</b> 8:23,25	<b>September</b> 31:4,23
<b>requests</b> 15:5	<b>Robbie</b> 6:11 35:5 36:10,16 40:4	9:4 13:22 14:4 15:3 20:14 22:19	<b>serves</b> 30:4 42:2
<b>required</b> 10:10 13:12 43:20	<b>Robert</b> 5:17	<b>saving</b> 11:11	<b>service</b> 12:10 18:22
<b>requirement</b> 12:25	<b>Roepstorff</b> 6:12	<b>savings</b> 31:13	<b>services</b> 10:4 18:16
<b>requirements</b> 13:13 14:2 17:13 31:17	<b>roll</b> 4:18 5:22 8:6 19:25 22:7,17 28:15 32:20 37:1 38:10 44:5	<b>saw</b> 4:16 27:11,12	<b>set</b> 14:12,21 36:15
<b>requires</b> 12:24	<b>rose</b> 9:23	<b>say</b> 6:17 15:22 16:8 17:8 20:14 21:7 23:20 24:14 25:8 28:20 29:11 34:16 35:6 41:16 43:14	<b>sets</b> 31:16
<b>resiliency</b> 12:7	<b>Royal</b> 10:7	<b>School</b> 10:3	<b>several</b> 4:21 17:11 27:10
	<b>rum</b> 16:22,25	<b>screen</b> 5:10, 18 25:4	<b>share</b> 25:4
			<b>shared</b> 35:3
			<b>Sharon</b> 34:5, 6,8,21 37:13 39:3 40:20 41:11 42:4
			<b>she</b> 6:12,13, 14 14:24 24:15 25:18 34:3 36:18 40:5

<b>she's</b> 20:14	<b>society</b> 9:3	32:21 33:17	<b>summary</b> 34:15
<b>shore</b> 11:9	10:7 27:16	37:2 38:10,13	43:20
<b>short</b> 11:4,6, 10	39:25	42:14 44:7	<b>supply</b> 11:4, 7,8,10,16
<b>should</b> 7:21	<b>sold</b> 19:4	<b>started</b> 40:25	12:1,4,22
28:20 31:24	<b>some</b> 3:16	<b>starting</b> 3:4	14:18 16:17
41:16 44:5	16:5 17:7	<b>state</b> 8:1,7	24:15
<b>show</b> 25:5,7	18:25 29:4	17:25 31:20	<b>supplying</b>
<b>side</b> 12:17	33:7,10 35:14	43:21	17:11
<b>sign</b> 23:21	42:9 44:19	<b>state's</b> 7:18	<b>support</b> 10:9, 19 38:1,4
<b>since</b> 9:10	<b>somebody</b>	<b>status</b> 8:21	<b>supported</b>
10:25 19:16	18:11	9:3 24:25	22:3 32:14
20:21 21:23	<b>someone</b> 36:9	39:15,19,22, 25	<b>supporting</b>
35:13 43:4	<b>something</b>	<b>steel</b> 16:6	12:13 29:19
<b>Sincerely</b>	23:14	<b>stenographic</b>	34:1
12:15	<b>sorry</b> 26:14	7:9 8:2	<b>supportive</b>
<b>sir</b> 4:10 6:19	28:21 34:3,8	<b>steps</b> 7:21	11:18
19:2 23:18	39:6 40:17	<b>still</b> 7:20	<b>sure</b> 3:17
38:25	<b>source</b> 12:4	15:19 23:25	4:19 6:20
<b>sit</b> 34:19	<b>speak</b> 8:1	30:5 31:7	16:3 17:2
37:25	12:20	43:5	<b>surface</b> 13:7
<b>size</b> 16:16	<b>speaking</b> 7:23	<b>strong</b> 10:19	19:3 26:14
<b>slides</b> 25:7	8:4 15:21	26:16 27:21	<b>survey</b> 26:21, 22
<b>smash</b> 40:11	<b>Specialists</b>	<b>structure</b>	<b>system</b> 16:10
<b>smell</b> 16:22	10:5	30:20,21	35:18
26:17	<b>spell</b> 4:9	<b>struggling</b>	<b>systems</b> 11:23
<b>snipit</b> 26:10	29:21	26:6	
<b>so</b> 6:16,22	<b>spelled</b> 4:11	<b>subject</b> 13:24	T
7:6,21 8:1,2, 15,24 9:4	<b>spellings</b>	21:20 22:21	<b>take</b> 3:15
12:13,25	29:25	23:16	7:21 8:19
13:22,25 14:1	<b>spirit</b> 12:8	<b>submission</b>	14:11 20:19
18:3,15 19:7	<b>Spirits</b> 9:11	13:25 21:20	21:8
20:13 21:9	10:21 11:2, 14,21 12:7	<b>submitted</b>	<b>taken</b> 8:5,6
22:23 24:8, 17,21 25:25	14:23 21:18	10:8 13:19	43:18
26:7,24	<b>staff</b> 11:15	21:18 33:25	<b>taking</b> 21:9
27:12,18,21	25:3 26:19	42:7,8	44:21
28:6 29:6,7, 17 31:8,12,21	27:1	<b>substitute</b>	<b>talk</b> 29:5
32:7,11,18	<b>stage</b> 3:17	3:12	43:3
35:19 36:19	<b>stainless</b>	<b>successful</b>	<b>TALMAGE</b> 6:19
37:13 39:3,13	16:6	40:10	40:9
40:11 41:10	<b>stand</b> 44:17	<b>such</b> 27:8,21	<b>tank</b> 16:8
42:14 43:1,9, 18,23 44:22	<b>standard</b> 13:2	<b>sufficiency</b>	<b>tanks</b> 15:24
<b>social</b> 7:13	<b>stands</b> 33:6	29:14	16:6,12
	43:1	<b>sufficient</b>	
	<b>start</b> 5:1	13:15	
	8:22 9:5,9	<b>suits</b> 33:21	
	22:23 28:16		

<b>taxable</b> 30:14	7:6,19,21,23	<b>their</b> 4:1 9:1	25:4,8 26:4,
<b>TD</b> 30:25	8:1,5,23,24	10:9,22 11:3,	25 27:2,20
<b>team</b> 10:24	9:10,11 11:21	19,22,23	30:6 31:5,8,
11:17	12:13,18,25	16:22 18:16	12 33:10,25
<b>technical</b>	13:2,6,24,25	25:24 26:2	35:19 37:21
14:25	14:1,7,8,12,	27:20 30:16	<b>thing</b> 14:8
<b>technology</b>	16,18,21	33:10 37:19	29:6
39:13	15:1,3,16,17,	<b>them</b> 4:24	<b>things</b> 16:6
<b>teleconference</b>	19,25 16:2,4,	18:17 19:4	<b>think</b> 4:21
3:23 43:13	5,10,12,13,16	25:24 26:2,	6:24 14:5,6
<b>telephone</b>	17:5,10,15,19	16,17 27:6	16:16 19:13,
3:24 4:2	18:7,11,13,	31:8 35:22	24 20:21
<b>telephonic</b>	19,22 19:13	<b>themselves</b>	21:9,23
3:12 7:17	20:13 21:4,5,	3:3 4:25	23:11,13,14
43:8	13,25 22:1,3,	<b>then</b> 4:17 5:5	25:3 30:4,19
<b>tell</b> 5:8	7,10,12,14,22	13:20 16:9	33:8 35:2
<b>telling</b> 16:22	23:11,14	19:24 22:5,21	36:17 38:16,
<b>temporary</b>	24:7,16,20	26:1,11 27:24	19,23 39:15,
31:21	25:10,18,19,	28:22 32:12	18,23 40:6,
<b>term</b> 11:10	20,25 26:2,5,	34:18 35:20,	12,18 41:4
<b>terrific</b>	9,10,14,25	25 36:19	42:15
40:11	27:5,12,20,23	38:9,14,16	<b>third</b> 7:25
<b>text</b> 26:23	28:1,5 29:11,	39:23 40:6	31:1,2,24
<b>than</b> 3:24	12,16,18	41:10,17	<b>this</b> 3:5,12,
36:9 39:17	30:18,23	<b>there</b> 3:25	20 5:3,14,17
40:13	31:5,23	6:15 12:25	7:3,16,18
<b>thank</b> 3:14	32:10,11,12,	14:18 15:11	8:5,8,12,24
5:11,15 8:15	13,16 33:8,	18:8,9 20:14,	9:19 10:11,17
12:12 14:5	13,16 34:3,	22 23:13	11:5,14,25
15:8 16:19	12,19,22	24:13 26:10,	12:5,10,13,
17:15 19:11,	35:1,3,7,11,	12 27:21,22,	14,23 13:2,
17,18 20:19	12,13,14,19	24 28:9 29:4	23,25 14:3,20
21:6,22 22:16	36:10,15,17,	30:5,25 31:9	15:12,15,18,
23:20,21	21 37:15,18,	32:2 35:1,10,	23 16:12,20
24:5,8,9,14,	25 38:1,22	11 36:7,24	17:17,20
18,21,23 25:6	39:3,15,17,	37:21 39:9,	18:7,8,13,21,
27:14,17,18,	18,21 40:3	13,19,20	23,24 19:1,15
25 28:6 29:7,	41:1,2,3,10,	40:12 41:13	20:18,20
24 33:13,22,	15,16 42:3,4,	42:8 44:2	23:22 24:5,
23 35:9 39:12	6 43:1,6,9,	<b>there's</b> 8:19	11,16 28:10
41:8,11 42:11	11,14,15,17,	<b>these</b> 7:11	29:4 30:8,10
44:17,21	18,22,23	11:25 12:6	31:21 32:15
<b>thanks</b> 12:7	44:6,19,22	14:20 25:14	35:18 36:13,
28:2 40:20	<b>that's</b> 15:22	26:18	17 37:23 38:6
<b>that</b> 3:14,22,	16:11 19:10,	<b>they</b> 4:1 9:1	39:20 40:18
24,25 4:1,21,	12,13 22:11	11:13 12:3,4	41:6 42:5,9,
22 5:7,12,23	23:11 30:6	13:10,11,15,	13 43:4,7,21
6:7,13,20,24	31:14 33:12	24 15:12	<b>those</b> 7:8
	36:19 39:8	18:19 19:3,14	13:19,25

18:16 25:22 26:21 27:1,12 30:24 <b>though</b> 44:4 <b>thought</b> 21:6, 24 39:6 40:20,25 41:8,22 <b>thousand</b> 25:9,16 <b>three</b> 26:3 27:1,6 <b>thrilled</b> 27:9 <b>through</b> 8:6 9:16 16:20 24:7 31:7 34:25 43:12 <b>throughout</b> 11:4 13:6 <b>time</b> 14:3 15:18 16:5 20:19 36:17 43:7,10 <b>timely</b> 27:18 <b>times</b> 24:8 27:10 <b>to</b> 3:11,18,23 4:15,18 5:20 6:11,14,20, 24,25 7:5,6, 20,21 8:12, 13,18,19,25 9:2,5,6,9,17, 18,19,22,23 10:11,12,20, 24 11:9,12, 14,17,19,22, 24 12:5,7,9, 19,20,22 13:1,3,10,11, 16,17,22,23, 24 14:3,11, 14,15,22 15:5,10,16, 18,19,22,23 16:2,9,10,11, 13,17 17:1,2, 8,9,18 18:4,	10,11,17,22, 25 19:4,6,8, 13,19,21 20:9,13,14, 15,19,22 21:14,17,18, 20,23 22:5,6, 8,9,20,21,24 23:9,10,11, 15,16,21,25 24:5,12,14, 17,18,21,25 25:3,4,5,7, 11,16,23,24 26:7,19,22 27:2,3,4,10, 14,17,20 28:7,13 29:5, 10,11,13,14, 15,17,21,23 30:7,9,12,14, 21,24 31:3,4, 13,15,23,24 32:5,13 33:17,19 34:12,14,16, 19,20 35:1,5, 8,12,17,23,25 36:1,2,6,7,8, 9,17,19,24 37:13,15,20, 21,24 38:2,3, 4,20,23 39:5, 10,14,21,23 40:2,17,18 41:12,14,18, 20,25 43:3,5, 8,10,13,16, 20,25 44:4,6, 20 <b>today</b> 7:9 <b>told</b> 26:24 44:6 <b>Tom</b> 4:12 6:8, 9,17 19:19 20:8 21:3,8 23:8 29:1,4 33:2 37:10 38:6,16 42:20	44:11 <b>too</b> 8:20 30:20 33:11 <b>took</b> 14:13 <b>total</b> 6:22 17:9 <b>tough</b> 24:7 <b>toward</b> 31:2 <b>town</b> 6:12 <b>Traber</b> 4:19 29:11,22,24 33:12 34:5 <b>transact</b> 44:20 <b>transferred</b> 11:12 <b>treasurer</b> 35:25 36:10 <b>Treasurer's</b> 33:18 <b>tried</b> 11:9 <b>Truist</b> 31:3 <b>trust</b> 8:16 <b>trying</b> 39:10 <b>turn</b> 8:12 13:22 14:3 18:3 29:10, 17,22 33:17 <b>Twitter</b> 26:22 <b>two</b> 13:19 25:6 30:24 31:22 <b>type</b> 18:8,12 <b>Typically</b> 40:4 <hr/> <b>U</b> <hr/> <b>unanimous</b> 20:13 39:4 <b>unanimously</b> 33:7 37:12 <b>under</b> 19:5 30:18 33:14 35:10 36:20 <b>understand</b> 11:21 32:6	33:11 38:22 <b>understood</b> 21:13 <b>unfortunately</b> 11:9 <b>unless</b> 8:18 22:18 23:13 33:7,18 39:19 43:24 <b>unmute</b> 20:9 <b>until</b> 11:16 43:12 <b>unusual</b> 4:12 <b>up</b> 5:17 11:6, 9,12,17 15:17 25:22 29:16 44:9 <b>upper</b> 25:13 <b>urgency</b> 27:23 <b>us</b> 7:8 11:14 12:12 16:22 24:7,19,25 25:14 26:24 37:17 39:21, 22 40:3 41:10 43:10 <b>use</b> 11:20 <b>used</b> 9:22 13:6 24:16 <b>using</b> 9:20 15:25 27:11 <b>utilizing</b> 35:18 <hr/> <b>V</b> <hr/> <b>variable</b> 31:10,11 <b>verbatim</b> 7:10 42:12 43:4,9, 11,17,23 44:22 <b>verified</b> 14:18 <b>verify</b> 21:4 27:2
---	---	--	--

<b>very</b> 4:14 11:1 16:19 17:1,16 19:11,13 20:17 23:20, 21,22 24:8,9 26:16 27:9 36:14 40:15	18 43:18 <b>washable</b> 25:12,17,19 <b>wasn't</b> 29:5 <b>water</b> 11:23 16:10 <b>way</b> 9:14 43:12 <b>Wayne</b> 6:5 19:19 20:6 23:4 28:10, 13,16 32:15, 20,21 36:13 37:2,23 38:19 41:6,19 42:5, 11,15 44:3,15 <b>we</b> 3:10,22 4:21 5:1,5, 10,19 6:7,9, 16,20,22 7:6, 8,16,19,21, 22,23,24,25 8:16,19,23 9:10 11:8,21, 24 12:10 13:15,16,17 14:1 15:22,25 16:1,2,9,11, 13,14,16,17, 24,25 17:18, 21,23 18:1,10 19:4,6,7,10 20:13,18,21, 25 21:2 22:5, 17 23:9,25 24:10,20,25 25:10,11,16, 19,22 26:1,7, 17,21,25 27:3,5,21,24 28:1,7 30:1, 2,3,20 31:1, 2,7,22,23,24 32:2,16,18 34:16,18,19, 22 35:4,11, 14,16,24 36:14 37:13, 17 38:8,13	39:23,24 40:8,9,12,20, 21,25 41:2,4, 7,8,9,15,19, 20,22,24 42:1,3,6,12, 14 43:2,7,9, 12,22 44:7, 17,19 <b>we're</b> 3:20 16:12 19:5 <b>wearing</b> 25:18 27:12 <b>week</b> 27:19 31:6 <b>weekend</b> 24:10 44:24 <b>weeks</b> 11:1 <b>welcome</b> 18:6 19:12 <b>well</b> 4:14,22 5:18 9:2 15:24 16:1 26:10 30:14, 15 31:5,12 32:4 33:23 40:6,15 <b>wellbeing</b> 10:25 <b>went</b> 16:25 <b>were</b> 11:13,18 12:9 14:16 19:3 22:12 25:11,16 26:6,7,16,21 31:5 33:25 <b>what</b> 6:8 13:1 18:14,16 24:6,18 25:19 26:11,23,24 27:2 32:4 35:22 37:17 41:1,24 44:6 <b>what's</b> 14:25 <b>where</b> 11:13 <b>whether</b> 6:18 <b>which</b> 9:21 11:4 13:5	25:12,17 26:15 27:7 31:3 32:6 <b>whichever</b> 9:4 <b>while</b> 12:9 43:5,7 <b>Whitney</b> 30:25 <b>who</b> 7:10 8:3 14:23 26:19 27:15 30:4 35:23 36:1,8 37:15 38:10 40:3 <b>whole</b> 29:6 <b>why</b> 5:19 43:18 <b>Wicked</b> 11:2 26:9 <b>will</b> 3:3,14, 15,16 4:9 8:5,6,16 10:16 11:25 13:9,20 15:25 16:17 17:20 19:24,25 21:23 22:7, 17,23 24:2 28:7,15 29:11,13,22 31:11,12,23 32:1,15,20 36:21,23,25 38:6,13 42:14 43:11,14 44:7 <b>wipes</b> 26:15 <b>wish</b> 13:10 <b>with</b> 3:4 5:1, 15,21 6:16,24 7:2,5,8,11, 16,19 8:22 9:9 10:8 11:13 12:11, 22 13:4,19,20 14:1,19 15:24 16:16,18,25 17:22 18:21 19:1,15,24 20:1,13,17,20
<hr/> <b>W</b> <hr/>			
<b>W-9</b> 13:17 21:21 <b>wait</b> 4:16 <b>want</b> 3:23 9:5 14:10,22 15:12,22 20:19 24:5,14 25:7 27:17 33:18 34:12 35:25 36:9,11 <b>was</b> 9:9,16 10:10 11:4,5, 7,16 12:25 14:14,17,18 17:6,8 21:13, 14 22:1,20 24:16 26:5 27:7,18,22 28:1,5 29:4 38:23 39:10,			



22:15 26:25 27:11,19 28:16 29:13, 16 30:3,22 31:8,22 32:9, 11,21 33:9, 16,17,20 34:18,20 35:4,12,13, 15,16 36:11 37:2 38:10,14 39:13,14 41:1 42:14 43:14, 23 44:7,22 <b>Within</b> 11:1 <b>wonder</b> 18:25 <b>Wonderful</b> 16:19 <b>words</b> 25:9 <b>work</b> 26:17 41:14 <b>workers</b> 14:15 <b>working</b> 16:21 30:6 31:7 <b>world</b> 9:20 13:5,6 <b>worth</b> 25:8 <b>would</b> 3:11, 18,23 4:15, 17,24 6:14, 18,25 7:5,20, 23,25 8:12 9:6 10:10 12:17,19 13:24 14:3 15:9,15 16:8, 11 17:7,10, 15,17 18:13, 19,21,22 19:14,16 21:5,8,12,16 22:6,9,12,14 24:24 25:20, 21 29:18,22 31:21 32:10, 12 33:13 34:14,21 35:17,23,25	36:1,18 37:13 38:1 40:3,4 42:5,12 43:24 <b>write</b> 10:19 <b>written</b> 10:15 <b>wrote</b> 26:24 39:18 <hr/> <p style="text-align:center"><b>Y</b></p> <hr/> <b>yes</b> 3:9 5:25 6:2,11,19 17:24 18:6 20:5,24 21:7 23:3,18 24:14 28:23 32:24 34:7,24 35:1 37:5 38:25 39:11 41:4,22 42:19 44:12, 23 <b>yesterday</b> 6:13,19 <b>yet</b> 4:23 5:22 20:18 23:9 29:2 <b>you</b> 3:8,11, 15,16 4:9,17, 24 5:2,11,15, 20 6:16 7:23 8:1,7,15 9:4, 9,10 12:12 14:5,6,11,12, 13,14,16,21, 22,24 15:3,8, 9,25 16:5,13, 19,24 17:6, 10,15 18:4, 17,25 19:2,9, 11,17,18,20, 21 20:9,19, 22,25 21:4,6, 8,10,22,23,24 22:6,12,16, 18,19,22 23:8,20,21 24:2,5,6,7,8, 9,13,14,18,	19,21,23,24 25:5,6,7,12, 17 26:9,24 27:12,14,17, 18,19,23,25 28:3,6 29:1, 3,7,10,12,16, 17,18,19,21, 23,24,25 30:1,7 31:14 32:1,5,6,21 33:7,13,17, 18,19,20,21, 22,23 34:9, 12,14,15,21 35:4,6,9,23 36:1,3,8,9,11 37:2,15 38:14,19,24 39:7,10,12, 13,20 40:7,18 41:2,8,11 42:11,15 43:6,15,16, 20,24 44:18, 21 <b>You're</b> 17:11 <b>your</b> 3:12 4:9 5:10 7:20,24 8:1,7 13:12, 21 14:17 16:20 19:12 20:17,20 22:2,6 23:23 25:3 31:4,19, 20 35:8 36:2 38:20 <b>yourself</b> 4:17 5:2,6 <hr/> <p style="text-align:center"><b>Z</b></p> <hr/> <b>Zeigler</b> 30:2 <b>Zoom</b> 3:12,21, 24
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