#### From the Outskirts to Downtown:

Taxes, Land Use & Value in 3 Southern Tier Communities

A virtual presentation by Joe Minicozzi AICP | Urban3 October 29, 2020 at 6 PM

#### **Hosted by**

Workforce Housing Coalition of the Greater Seacoast Regional Economic Development Center Nashua Regional Planning Commission







#### LEAD SPONSOR



ATTORNEYS AT LAW

#### SERIES SPONSORS





Bank









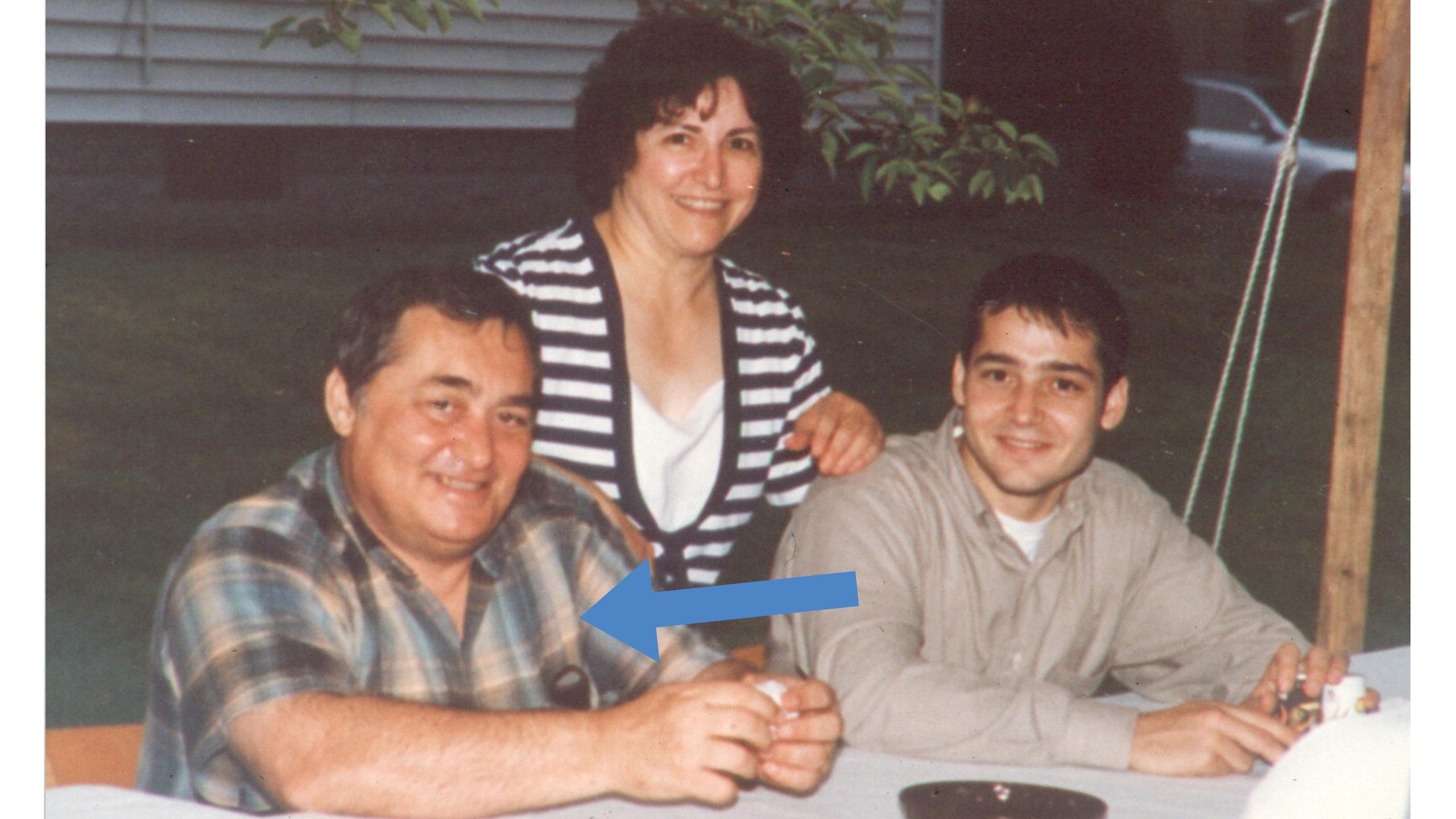


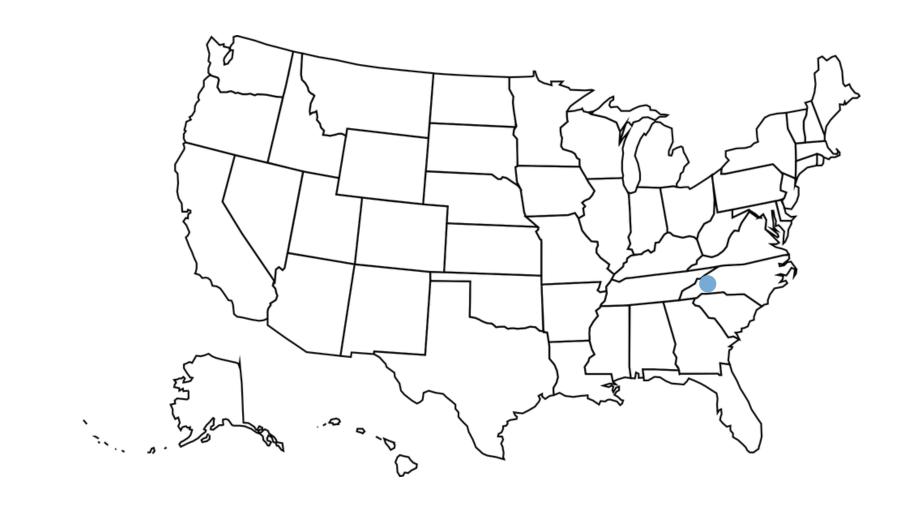




# Our thanks to all the communities that supported this study.







Case Study: Economic MRI®

# Asheville, North Carolina







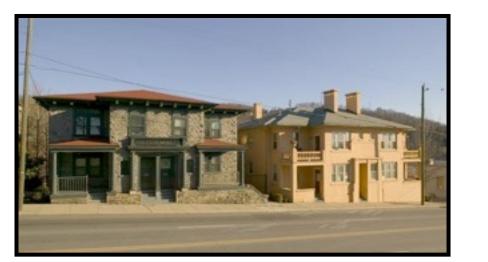


Asheville's de facto motto was:

### "That will never work here - don't even try."



1941 - 11/19/2001

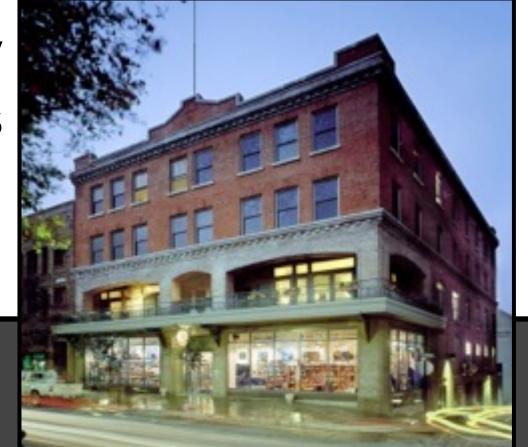


The Mountai Xpress

The Alternative Reading Room

Salsa's & Zambras

City Seeds



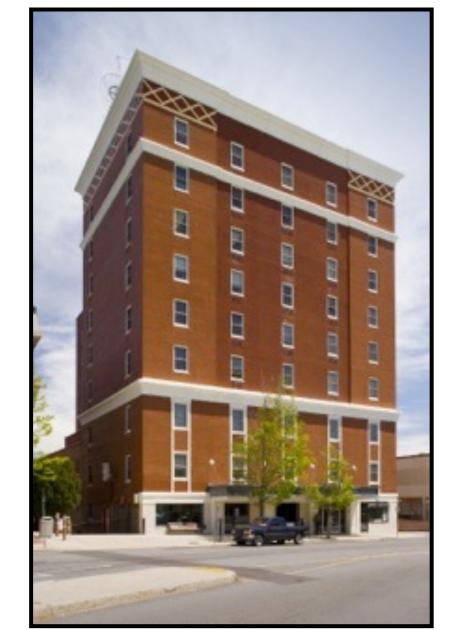


nuq

7

Dog

The



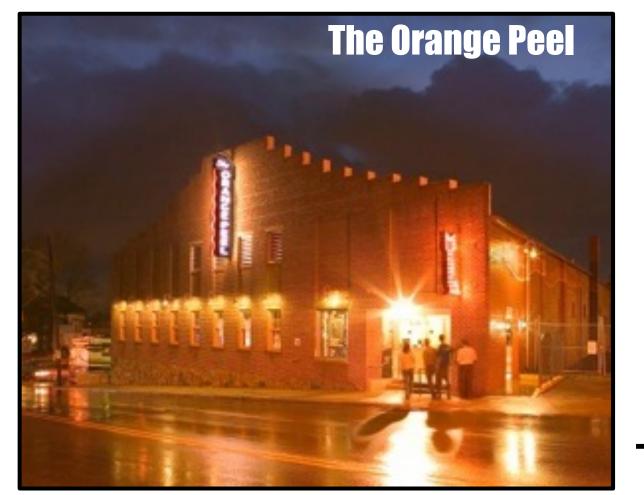


51 Biltmore



URBAN3







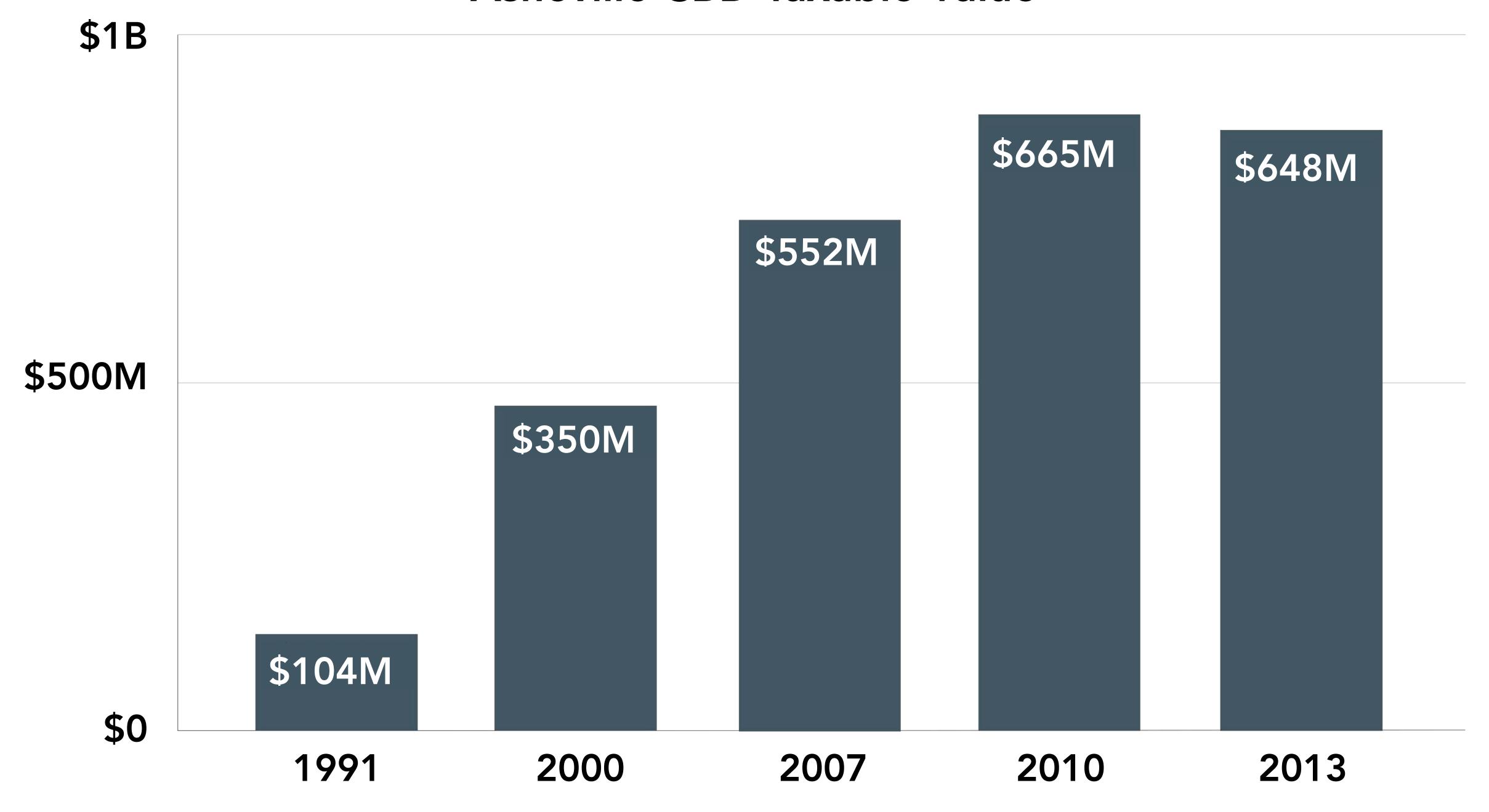
The Public Service Building



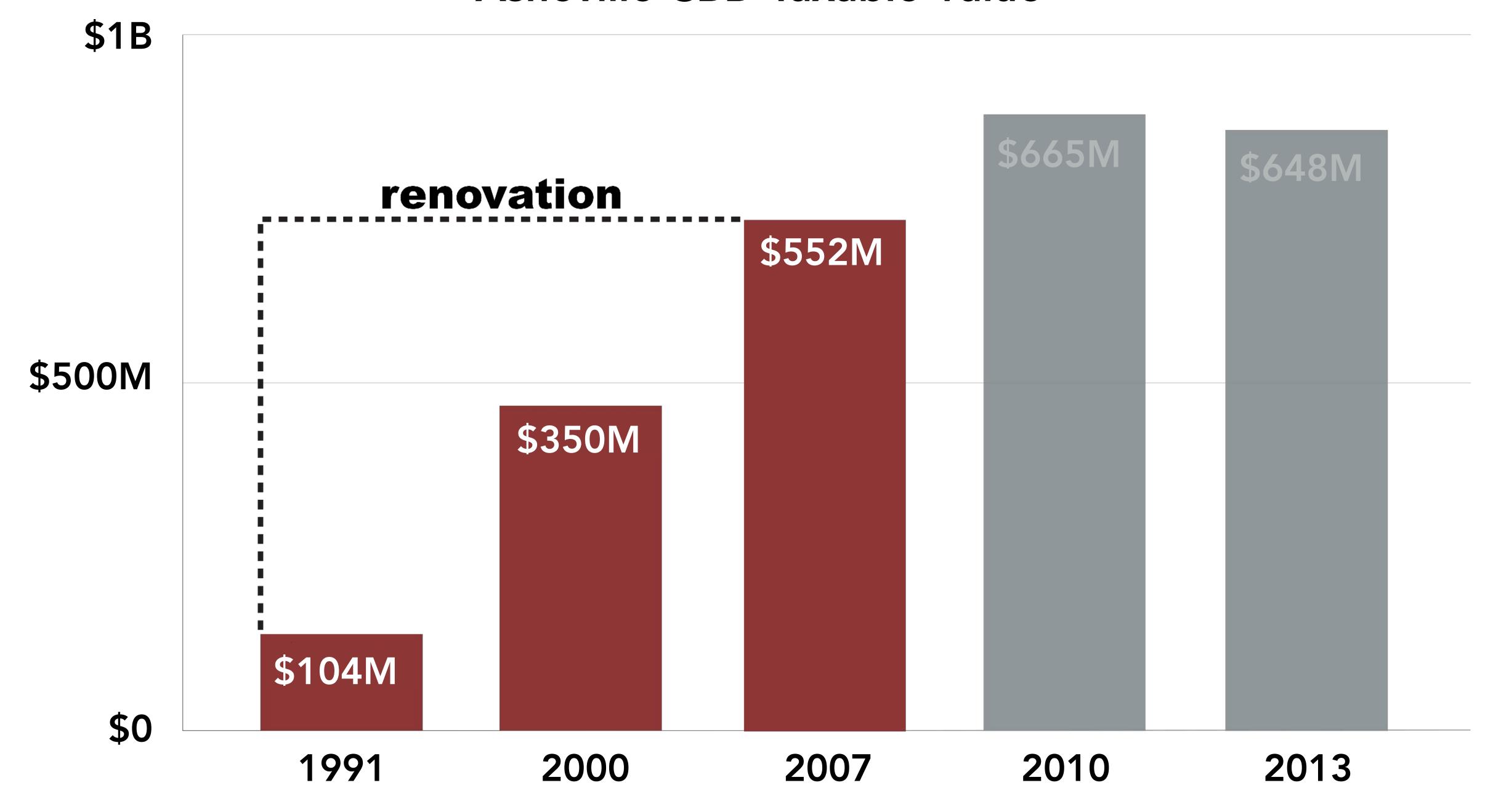
# n for We trust, GUGINOIG G SG.

Mayor Michael Bloomberg

#### Asheville CBD Taxable Value



#### Asheville CBD Taxable Value





#### THE BURDENS OF POOR DECISIONS ARE **BECOMING UNBÉARABLE!**

- Parking Garages
- Pack Square Projects
- Wall Street Project
- New Garage for Garbage Trucks
- City Hall Beautification Project

4.5 Million & Climbing 10.0 Million & Climbing

1.8 Million & Standing Empty

5 Million Plus

4.8 Willion

26.1 Million & Climbing

In 1990 Asheville City taxes were raise

#### 2 Million Dollars

to help pay for these projects for Downtown Dignitaries.

These are just a few of the failed policy decisions supported by the Old Council. The taxpayers can no longer afford the policies of the 80's. Here are your choices on November 5TH

- Gene Ellison 2 year Incumbent
- Bill Moore 2 year Incumbent
- Chris Peterson Fresh New Ideas
   Carr Swicegood Fresh New Ideas
- Charles Worley Fresh New Ideas Barbara Field Fresh New Ideas

Norma Price - 14 years Incumbent

SHOW YOUR SUPPORT FOR A NEW CITY COUNCIL.

PAID FOR BY: CITIZENS FOR A NEW CITY GOVERNMENT, DOROTHY F. WORLEY, TREASURER

Asheville's de facto motto was:

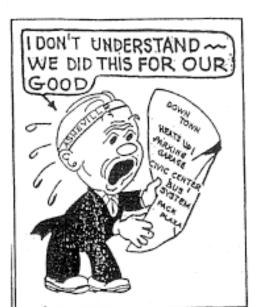
#### BLUEPRINT OF CITY HALL

THE INCUMBENTS: WHY SHOULD WE VOTE AGAINST THEM?

The decade of the 80's was controlled by the incumbents Bratton, Frank, Price, and Michalove.

During their tenure, we have witnessed the following:

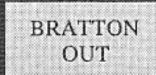
- Personal income has decreased.
- 2. Property taxes are at an all time high. In 1990 these four council members voted for a 16% increase in personal property taxes.
- 3. In 1981 water was at the top of their list of priorities. In 1991 water remains at the top of their list.
- 4. Increased crime rate. Inadequate police protection due to massive annexation during the past 10 years.
- Downtown development for bureaucrats instead of water. sewer, and streets for our citizens.



- 6. Fewer jobs for our residents. We have lost good sound industries such as Burlington, Sayles, Kellwood, Girmes and Stencil, not to mention 3000 jobs at Enka.
- 7. Enormous waste of city tax dollar and manpower within the fire department (i.e.: fire trucks being routed to fender benders, etc.).
- 8. Downtown parking fiasco. Millions of dollars wasted on unused parking decks.
- 9. Turmoil in the City School System. The only voice city residents have is through our vote for Asheville City Council.
- 10. Community favoritism. Certain communities have been ignored far too long while others have been given the royal treatment. This cannot be tolerated. All city areas are entitled to all city services.

VOTE OUT THE POLICY MAKERS OF THE 80'S.

THEY'VE BEEN IN CHARGE TOO LONG!



FRANK OUT

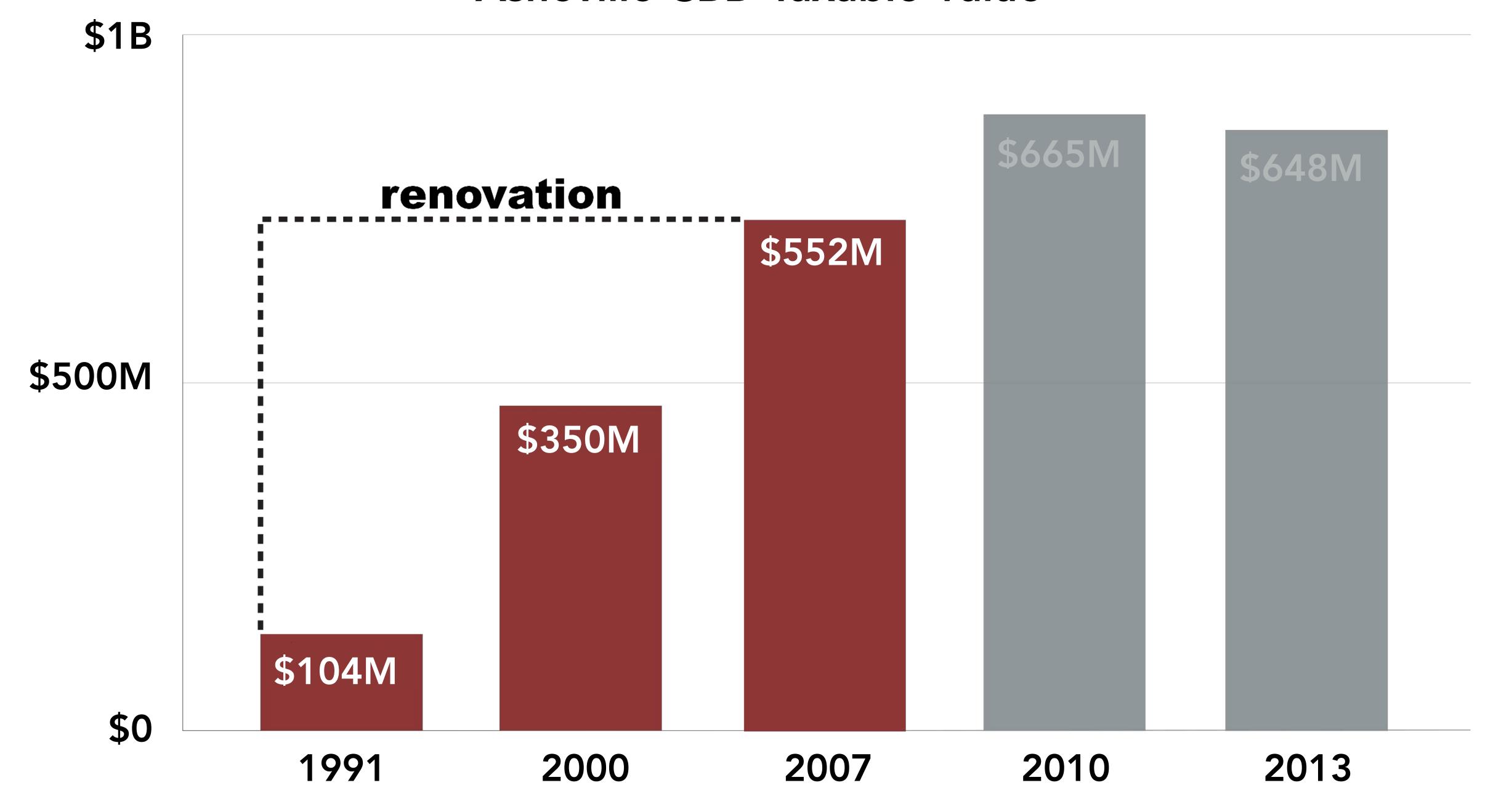
PRICE OUT

MICHALOVE OUT

PAID FOR BY THE CITIZENS TO ÉLECT A NEW CITY GOVERNMENT

"That will never work here - don't even try."

#### Asheville CBD Taxable Value



### DON'T TRUST THIS GROUP OF LYING POLITICIANS!

THE GREAT RIVER GRAB HAS BEGUN!

DON'T BE FOOLED BY THESE CHARLETANS!

THIS CORRUPT
GROUP NEEDS TO
RESIGN ALONG
WITH THEIR
AARRC RIVER
COMMITTEE

HELP US FIGHT!
AshevilleRiverGate.com

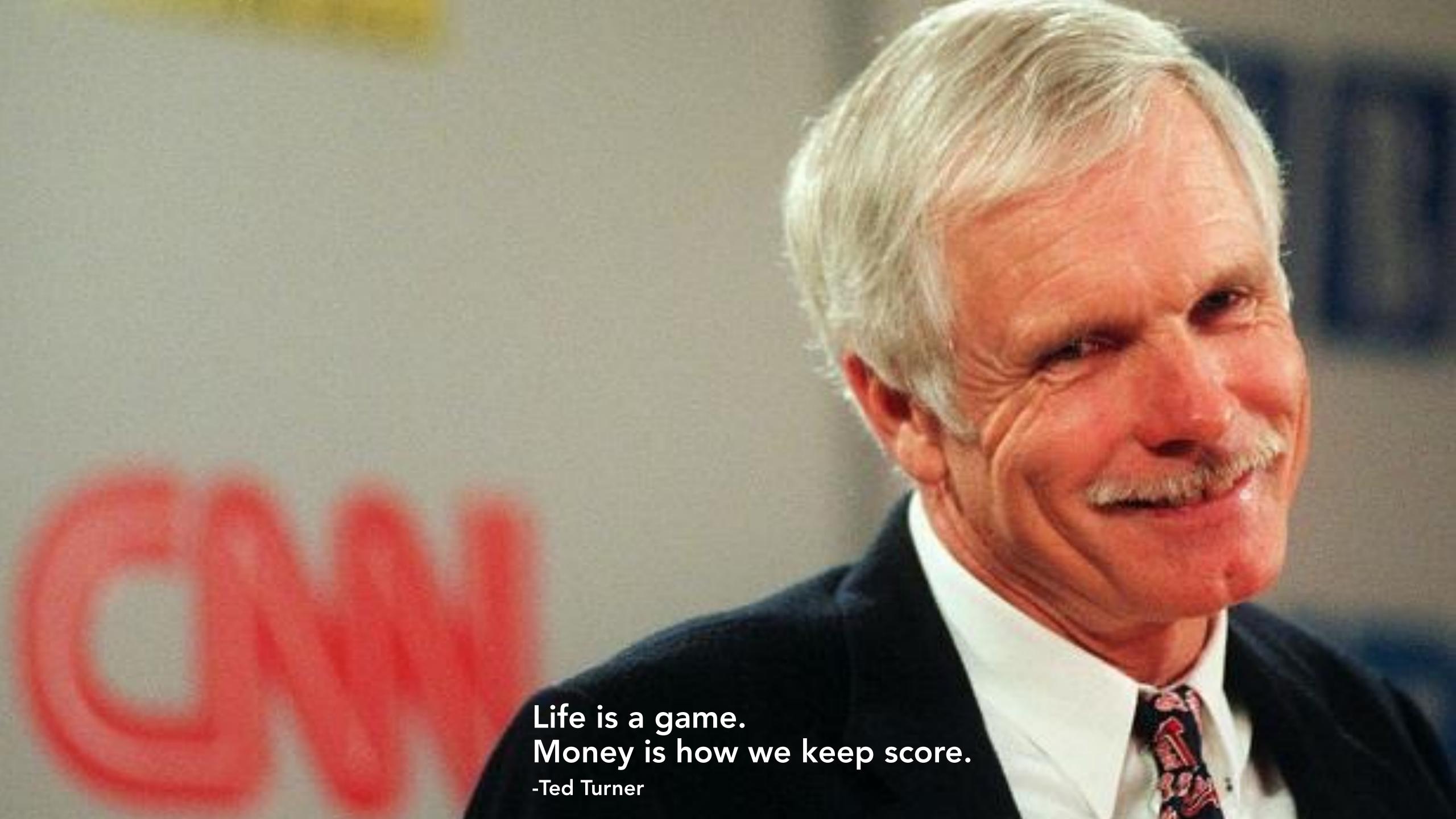


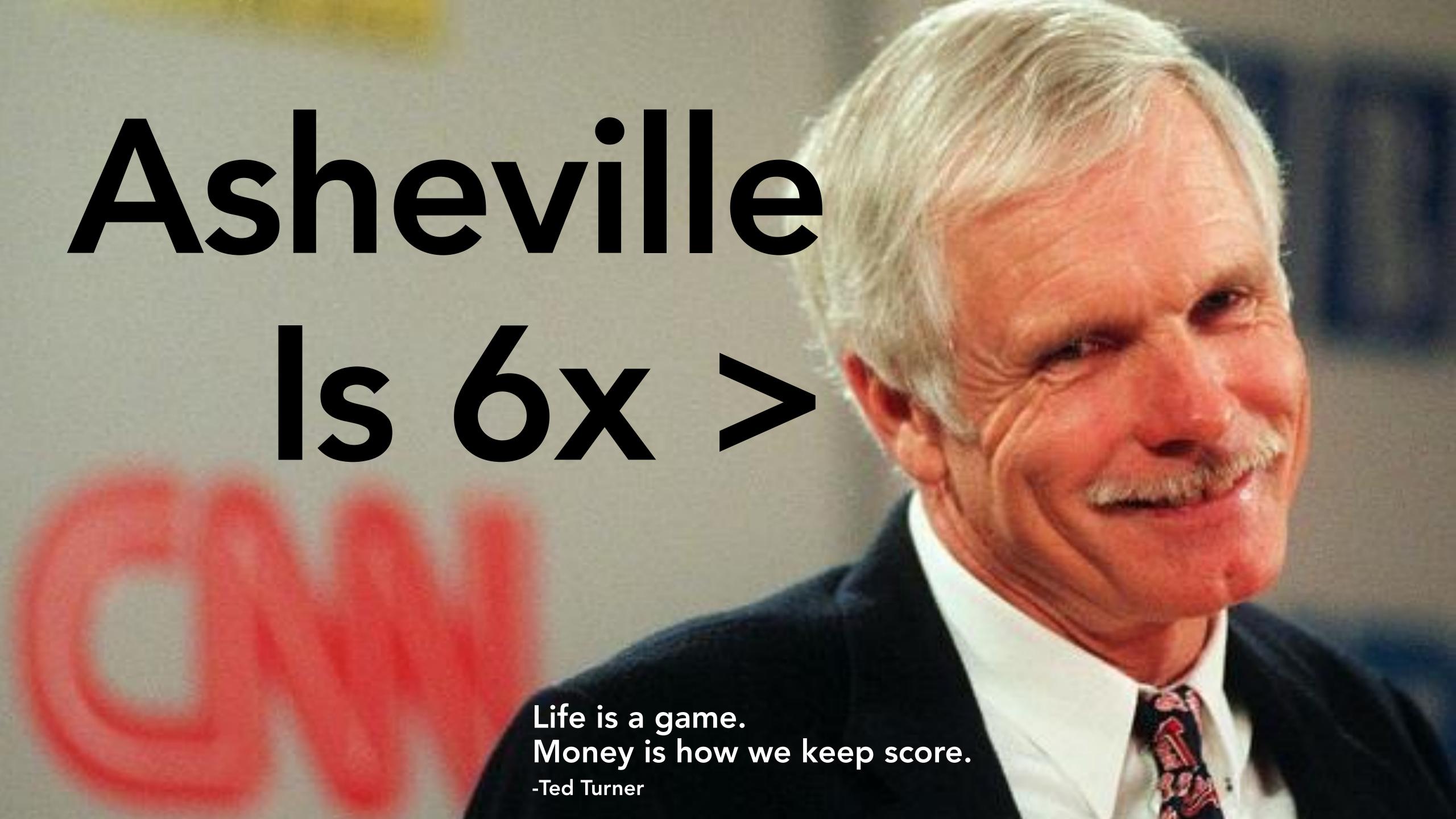












# Land Production







For 40 years this building remained vacant..... its tax value in 1991 was just over \$300,000



Today the building is valued at over \$11,000,000 an increase of

over 3500%

in 15 years

The lot is less than 1/5 acre





#### Asheville Walmart

#### Downtown



Tax Value



#### Asheville Walmart

#### Downtown



Tax Value



#### Asheville Walmart

Downtown



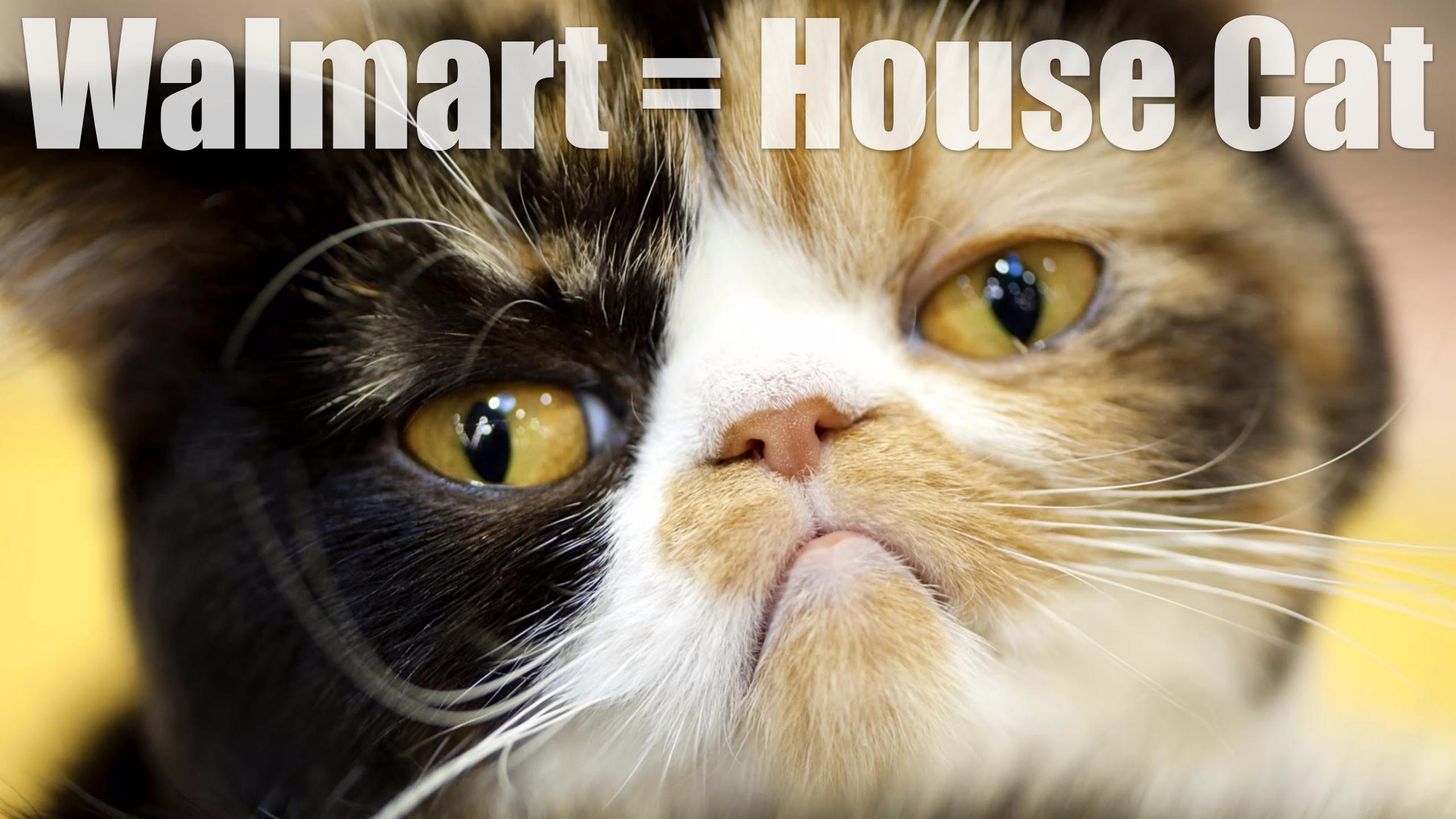
Tax Value

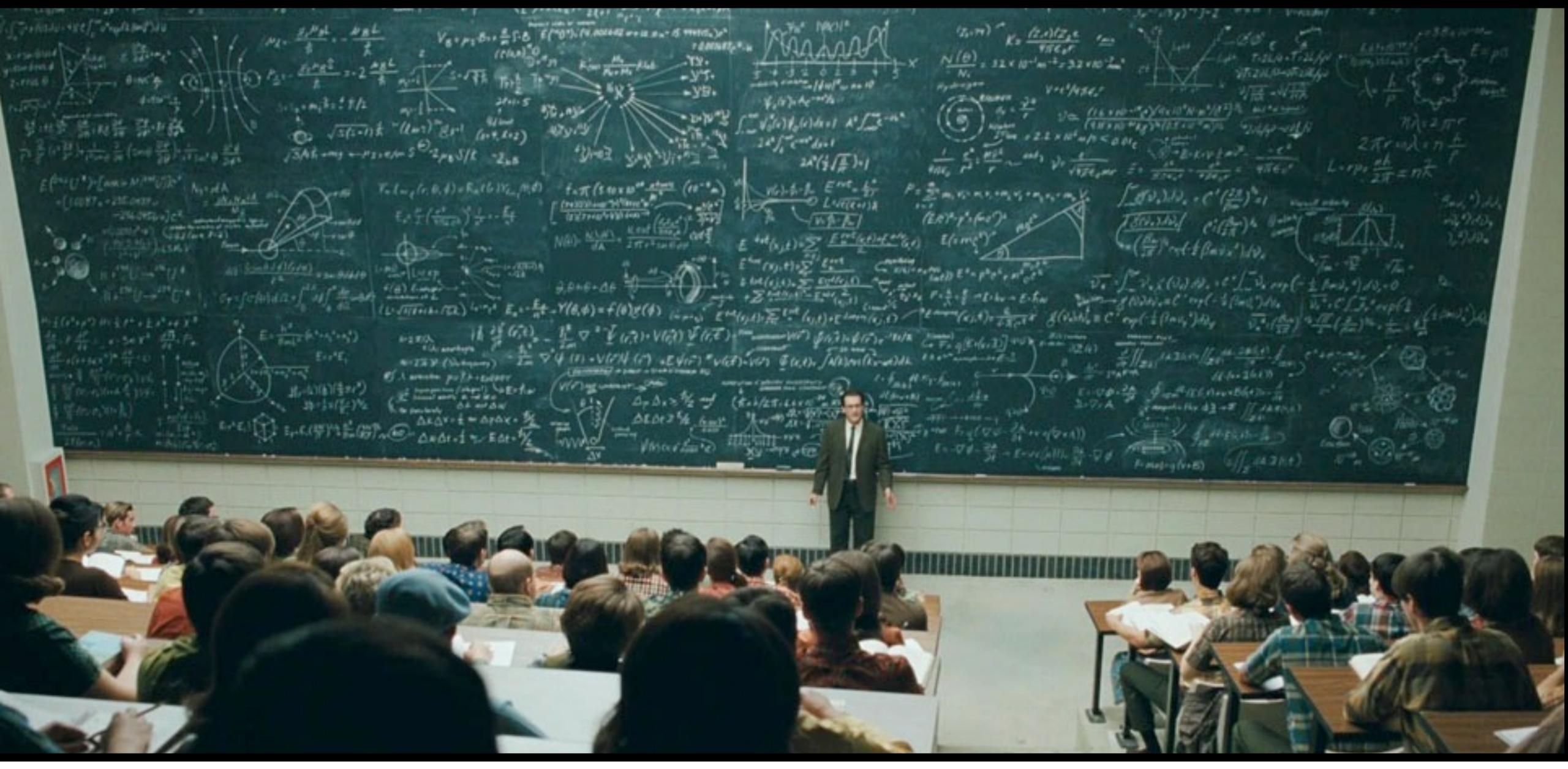
0.2

Land Consumed (acres)

34







# Scary Math

## How do you compare cars?



## How do you compare cars?

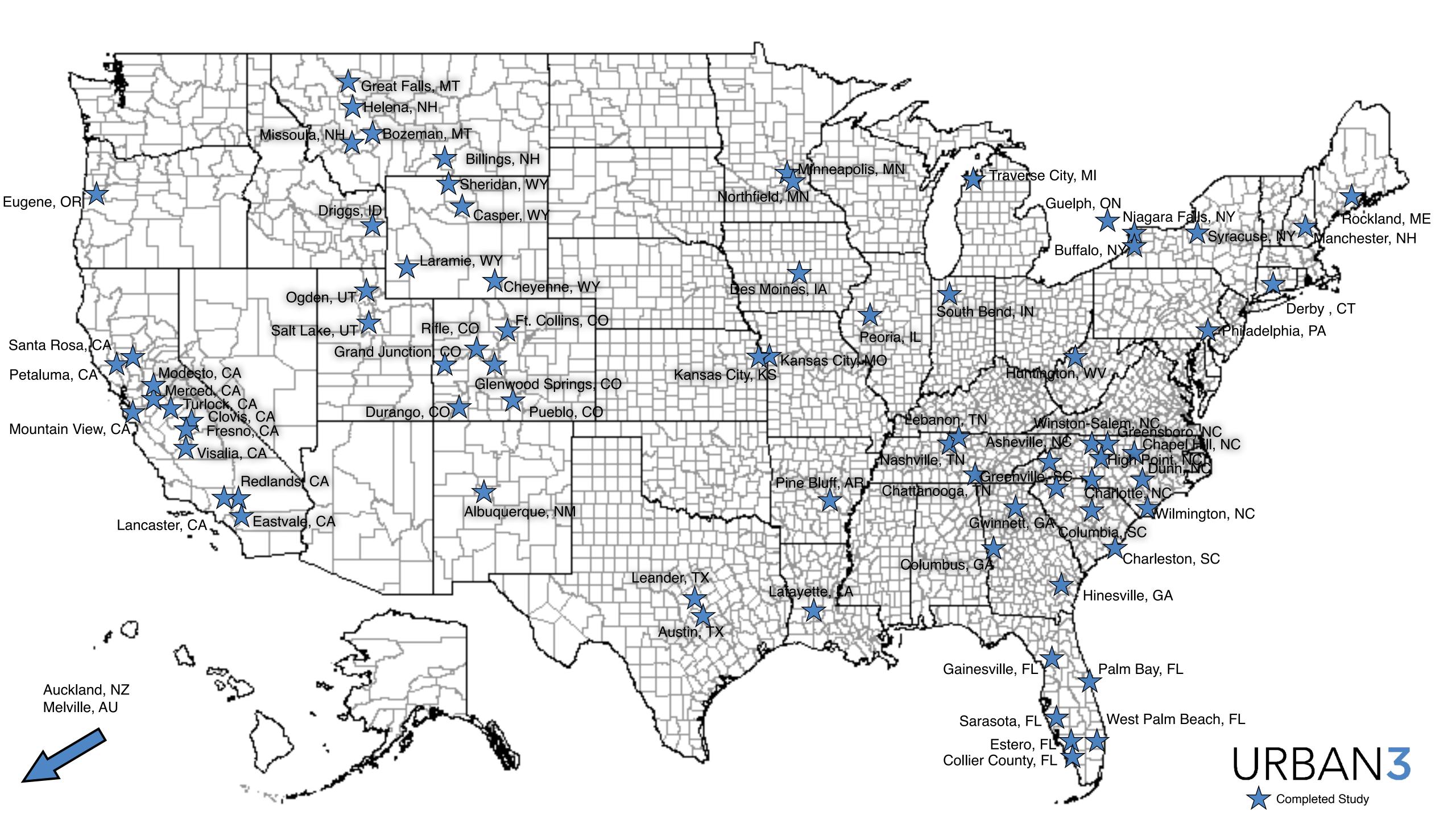


#### How do you compare cars?



#### How do you compare cars?

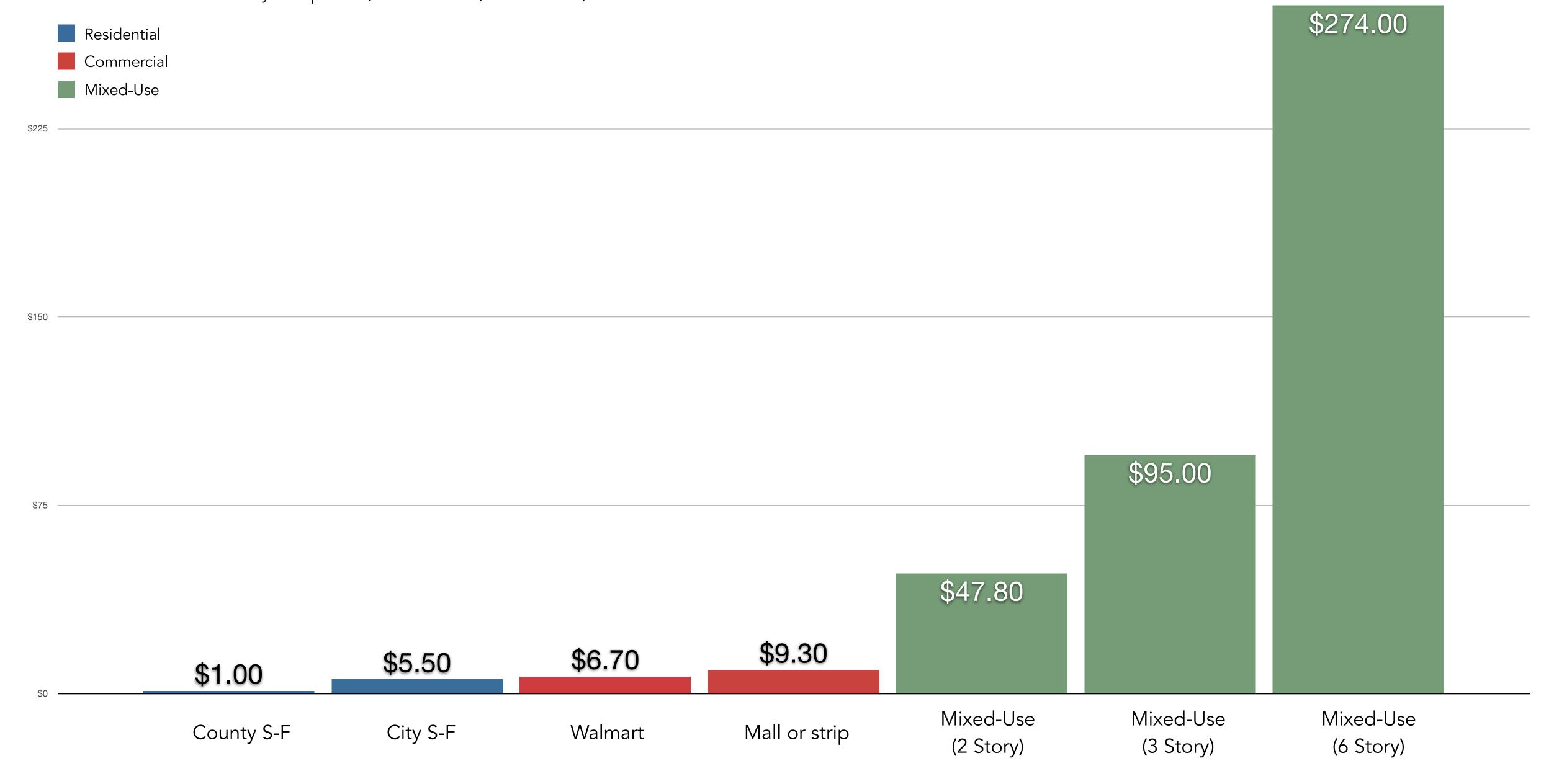


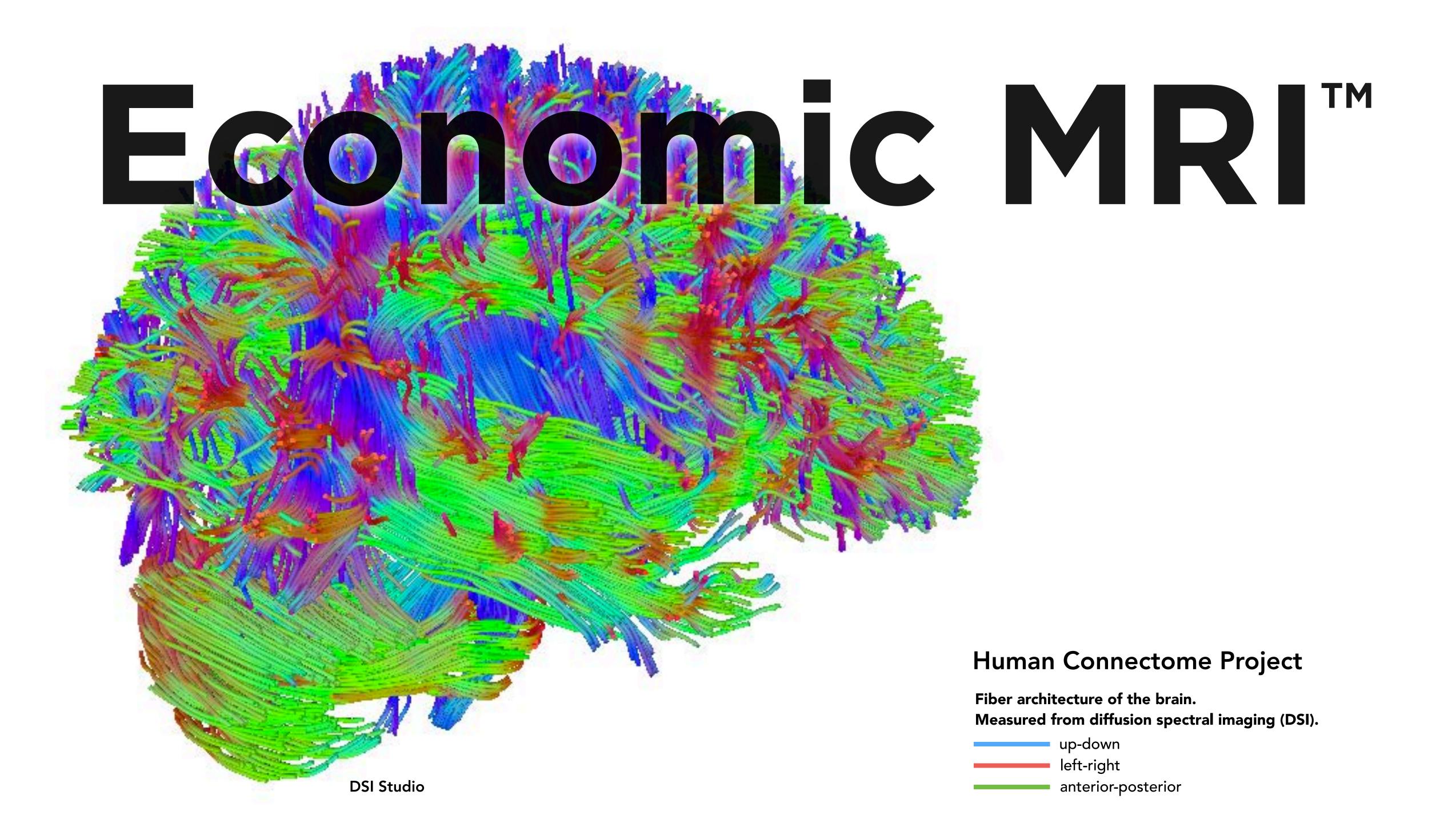


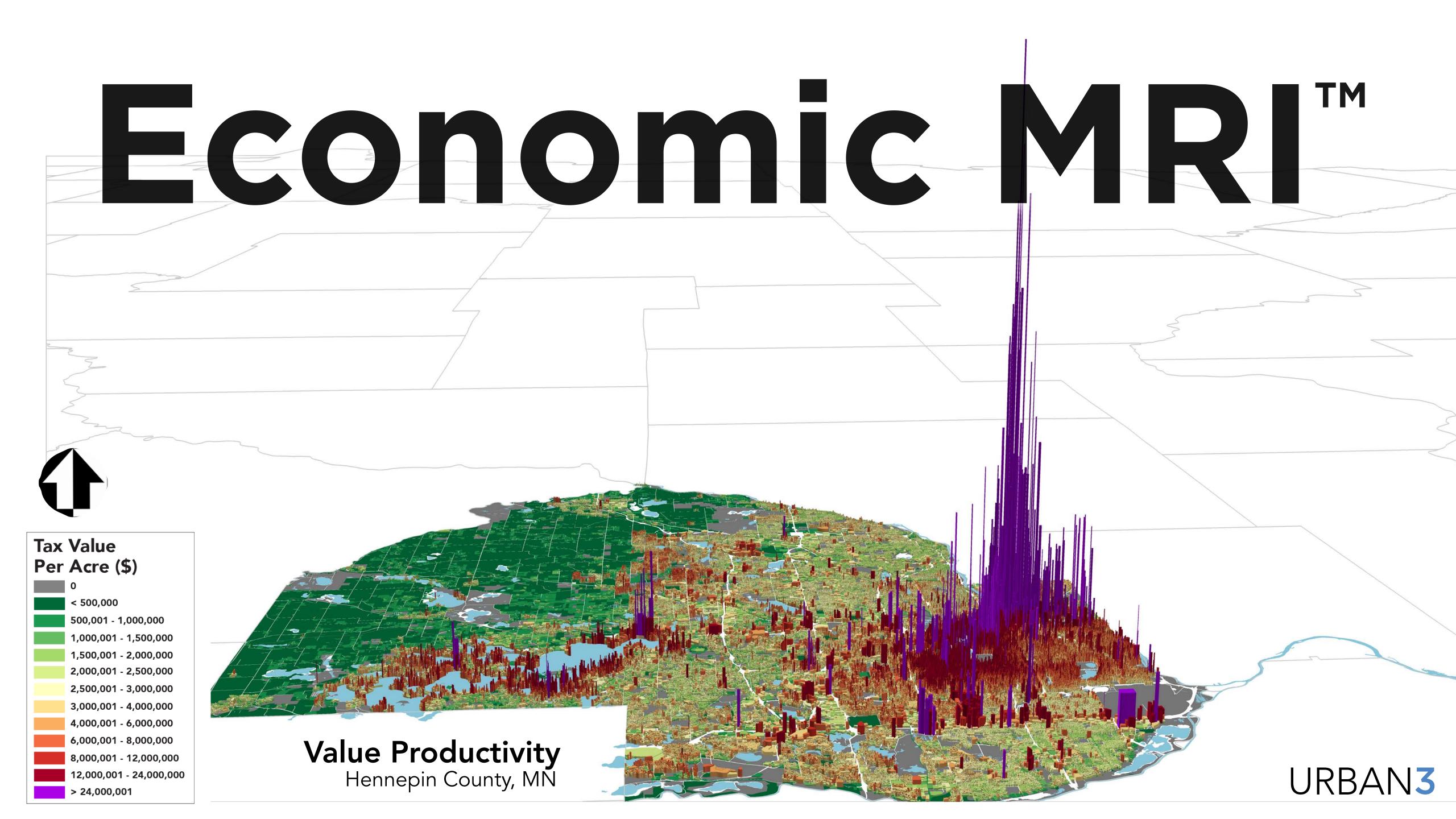
#### County Property Taxes/Acre

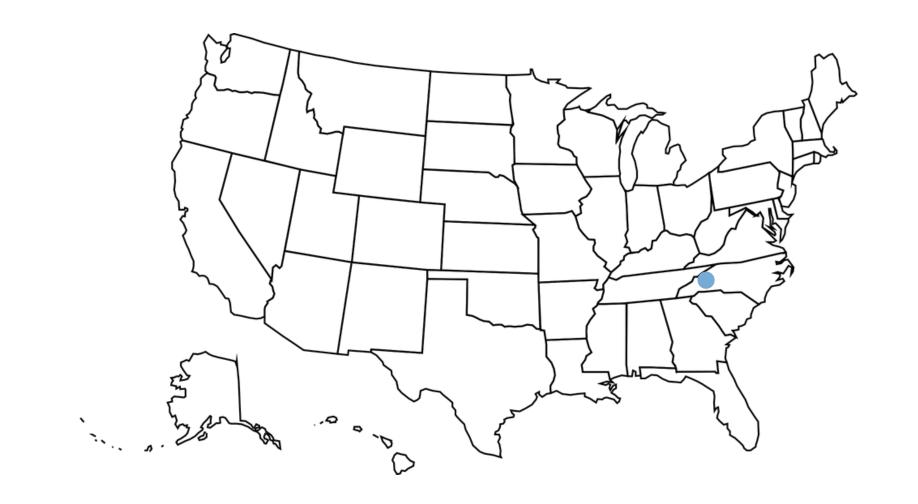


Ratio Difference of 60 City Sample Set, in 21 States (+ a Province)





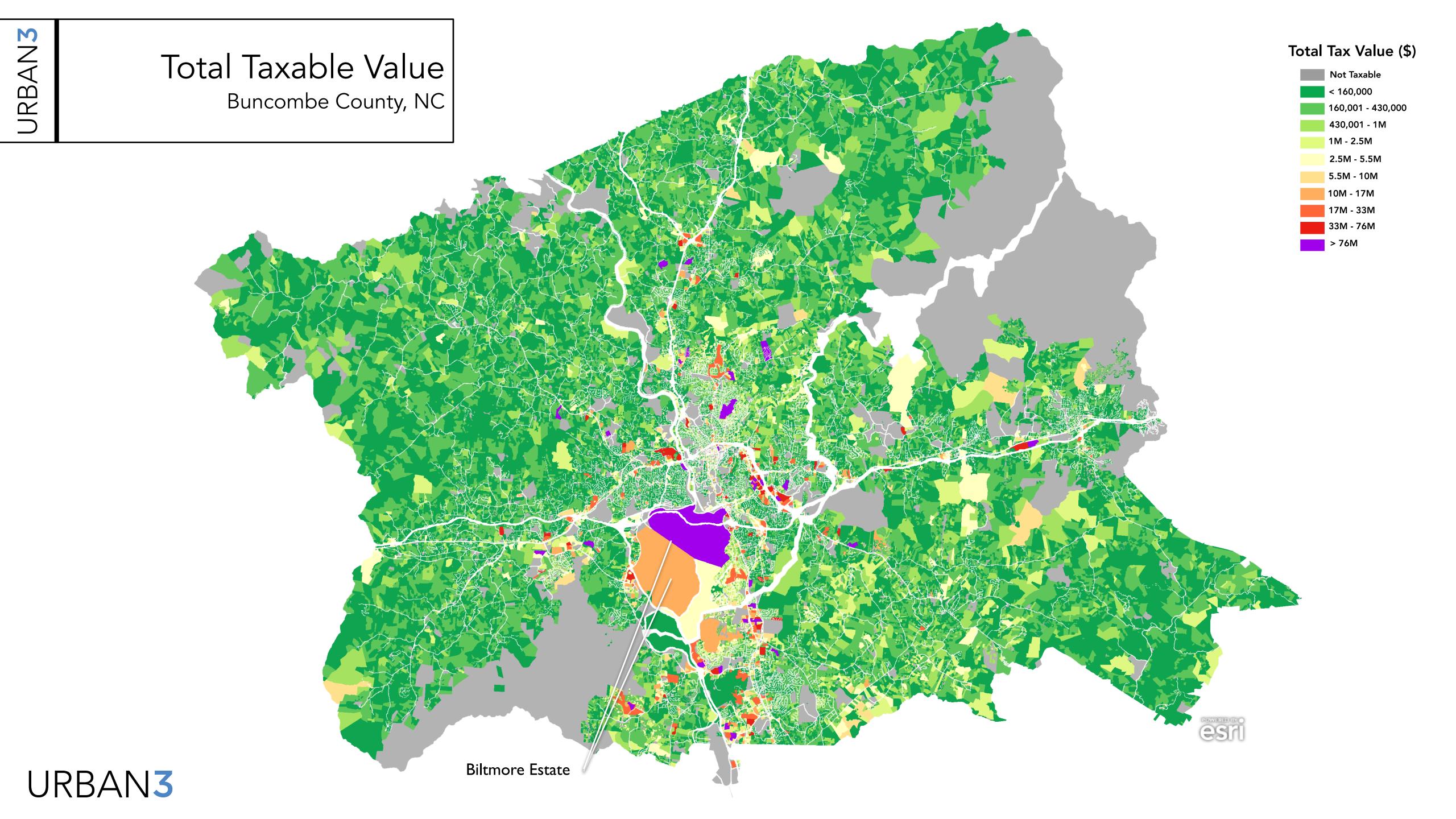


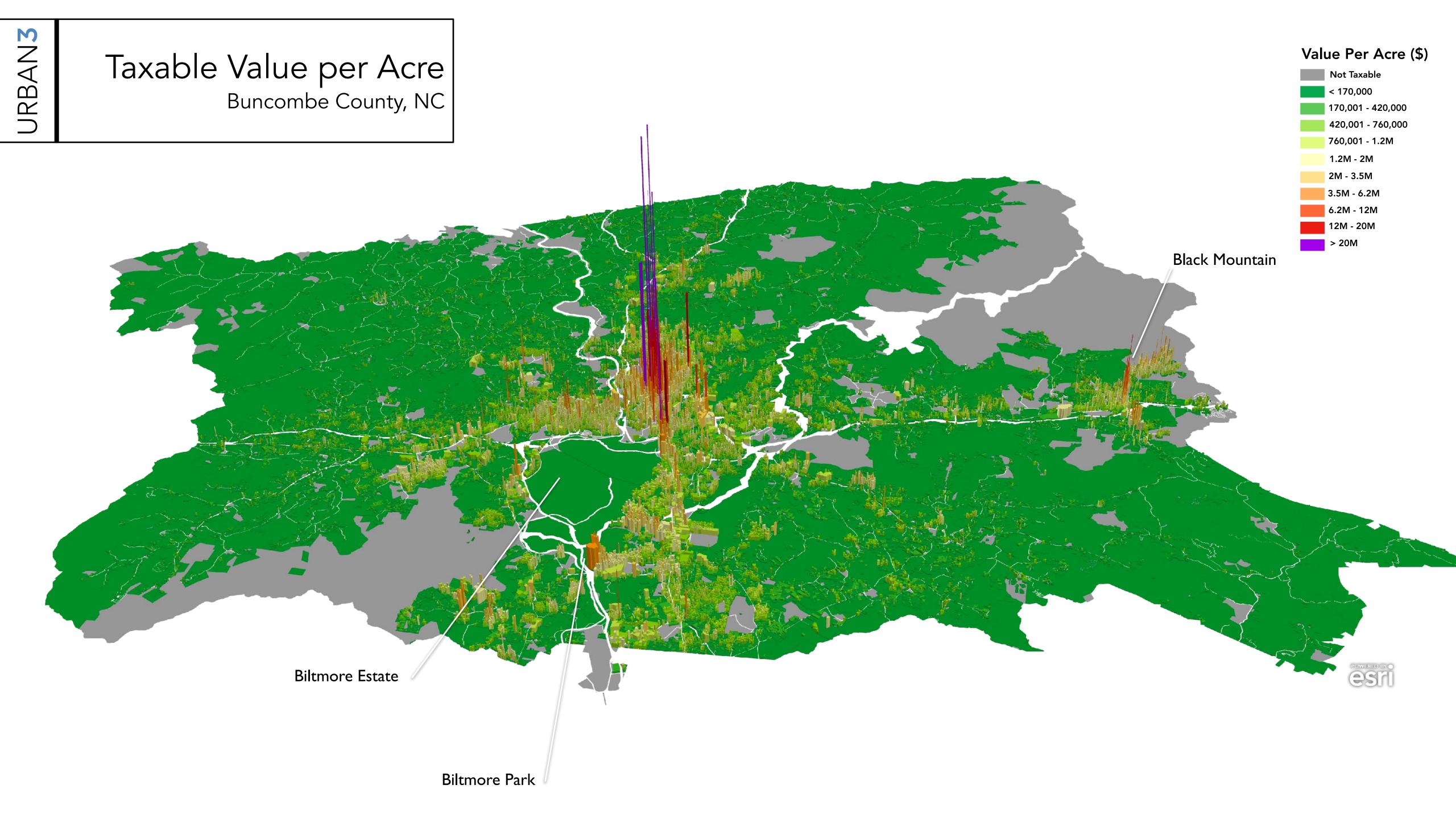


2016

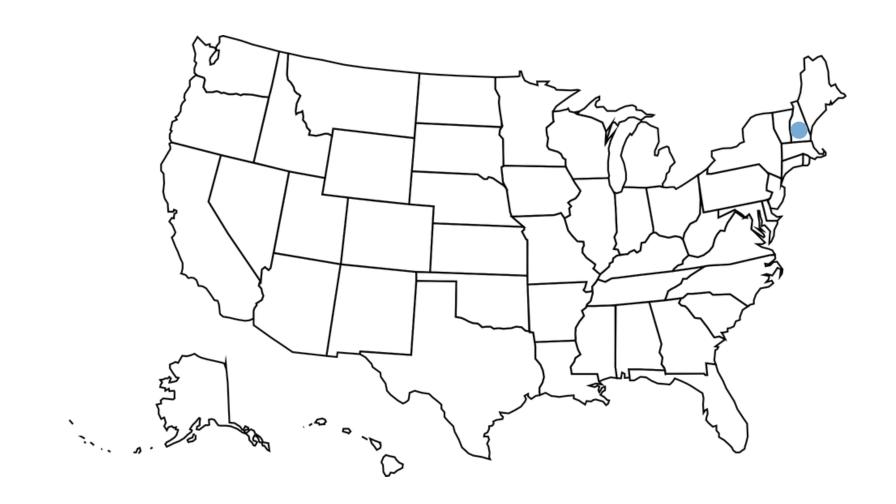
# Asheville, North Carolina











2020

### New Hampshire



FOR

### DUMMIES

A Reference for North Carolinians!



DUNNIES

Market Value

Taxable Value %

X = Taxable Value

Tax Rate %

X = Tax Bill

works.



DUNNIES

(Needed Budget - Non-property tax revenue) / City Assessed Value

Exemptions

Local Tax Rate

Assessed Value

Taxable Value

= Tax Bill

This is how NH's system works.



\*The city tax rate is established by the State

DUNNIES

Assessed Value = \$600k



Commercial

2.332%



Residential



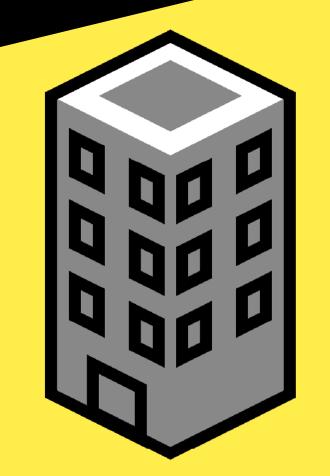
2.332%

DUNNIES

Assessed Value = \$600k



\$13,992



Commercial

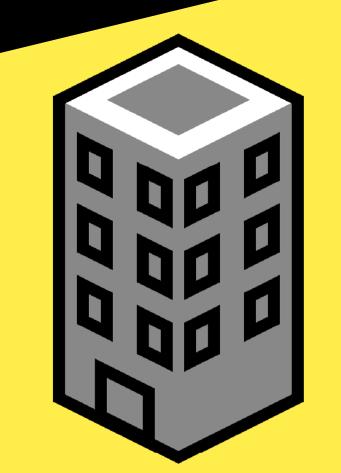


Residential



DUNNIES

Assessed Value = \$600k



Commercial

Strafford County Tax Rate

0.13%



Residential

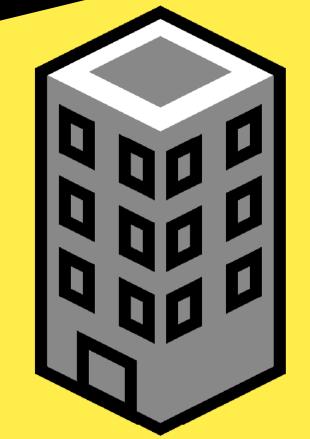


0.13%

DUNNIES

Assessed Value = \$600k





Commercial

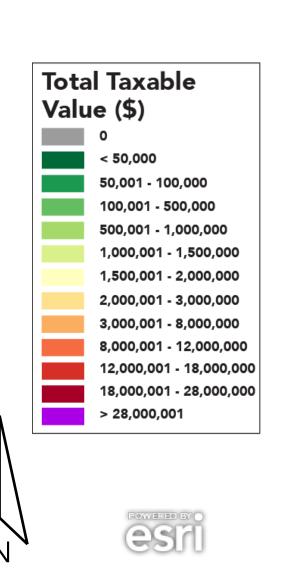
\$780

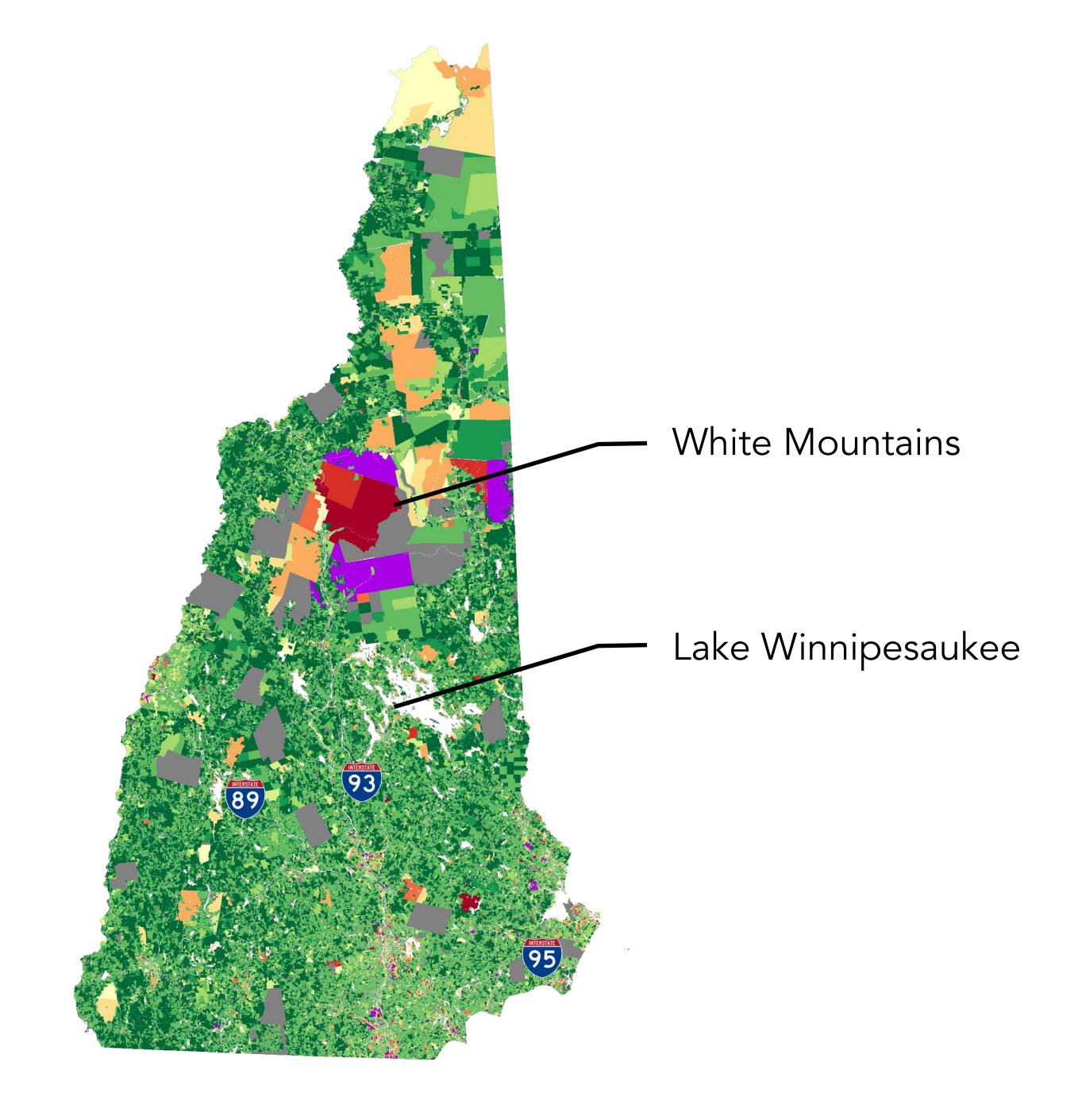


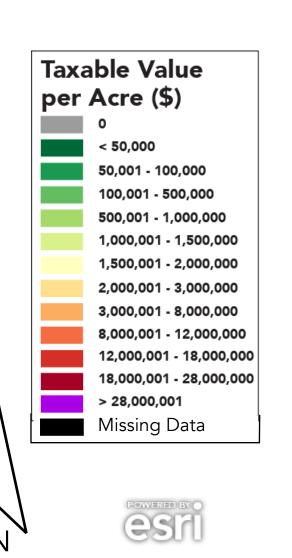
Residential

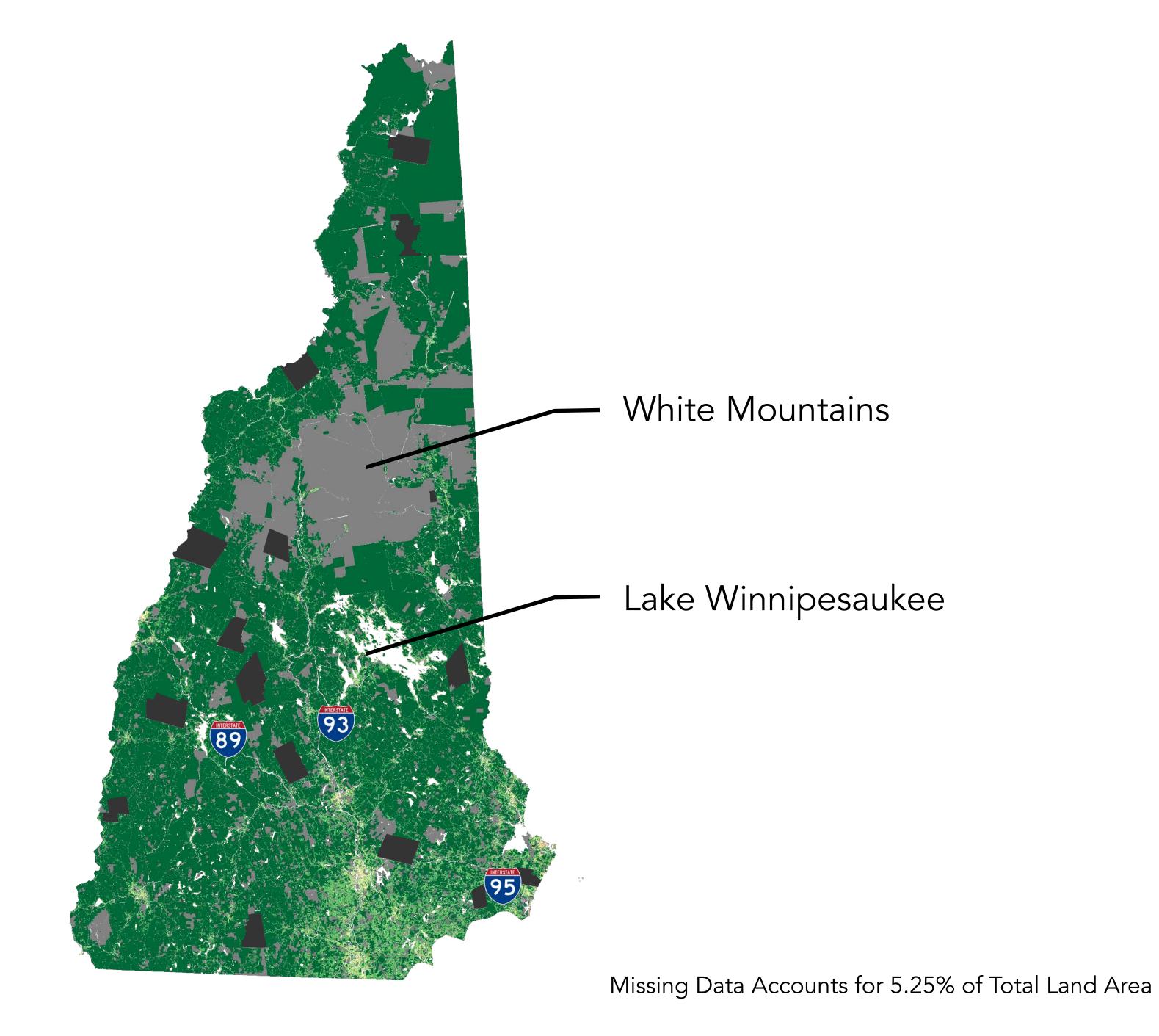


#### **Total Value**New Hampshire

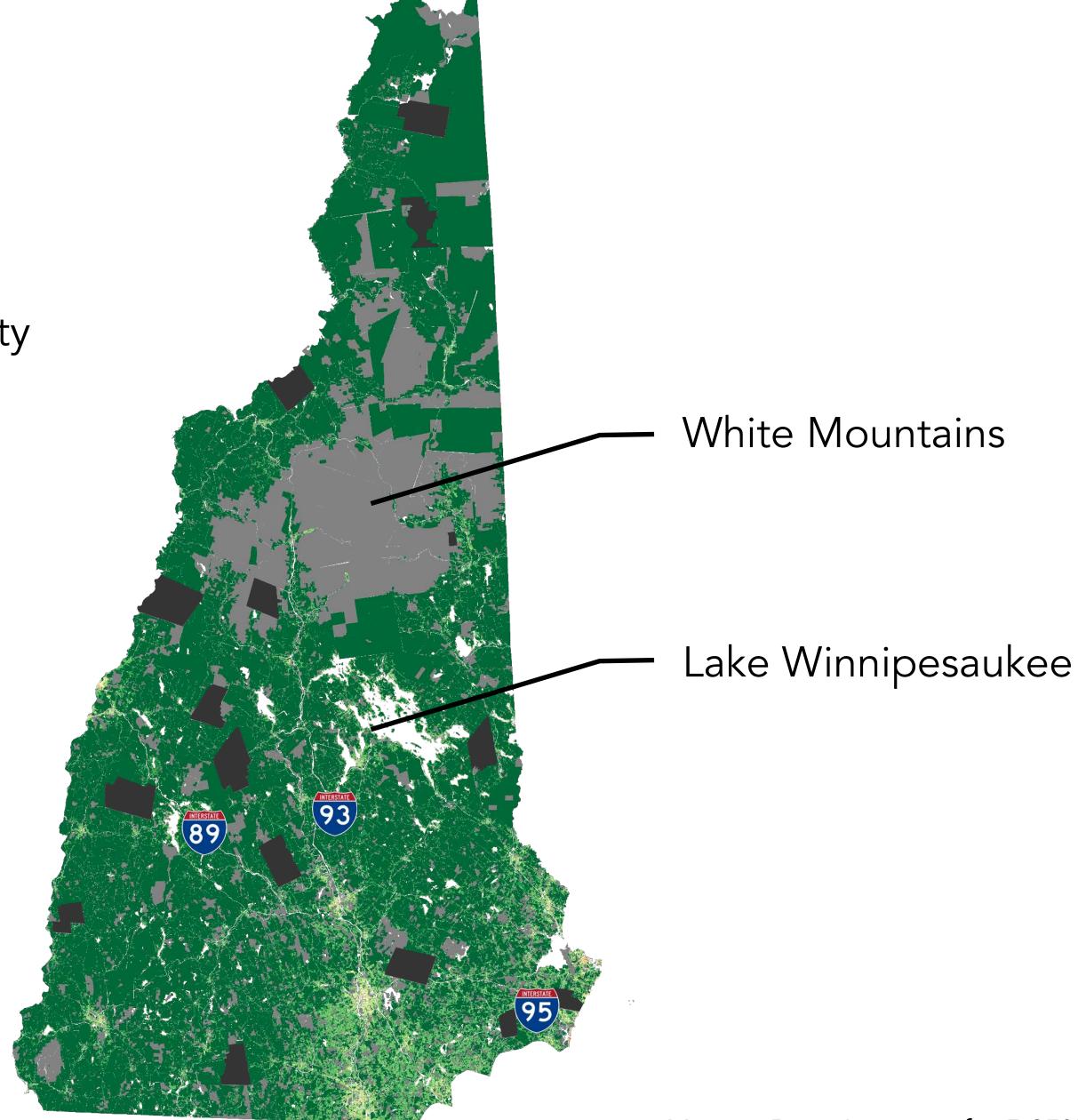








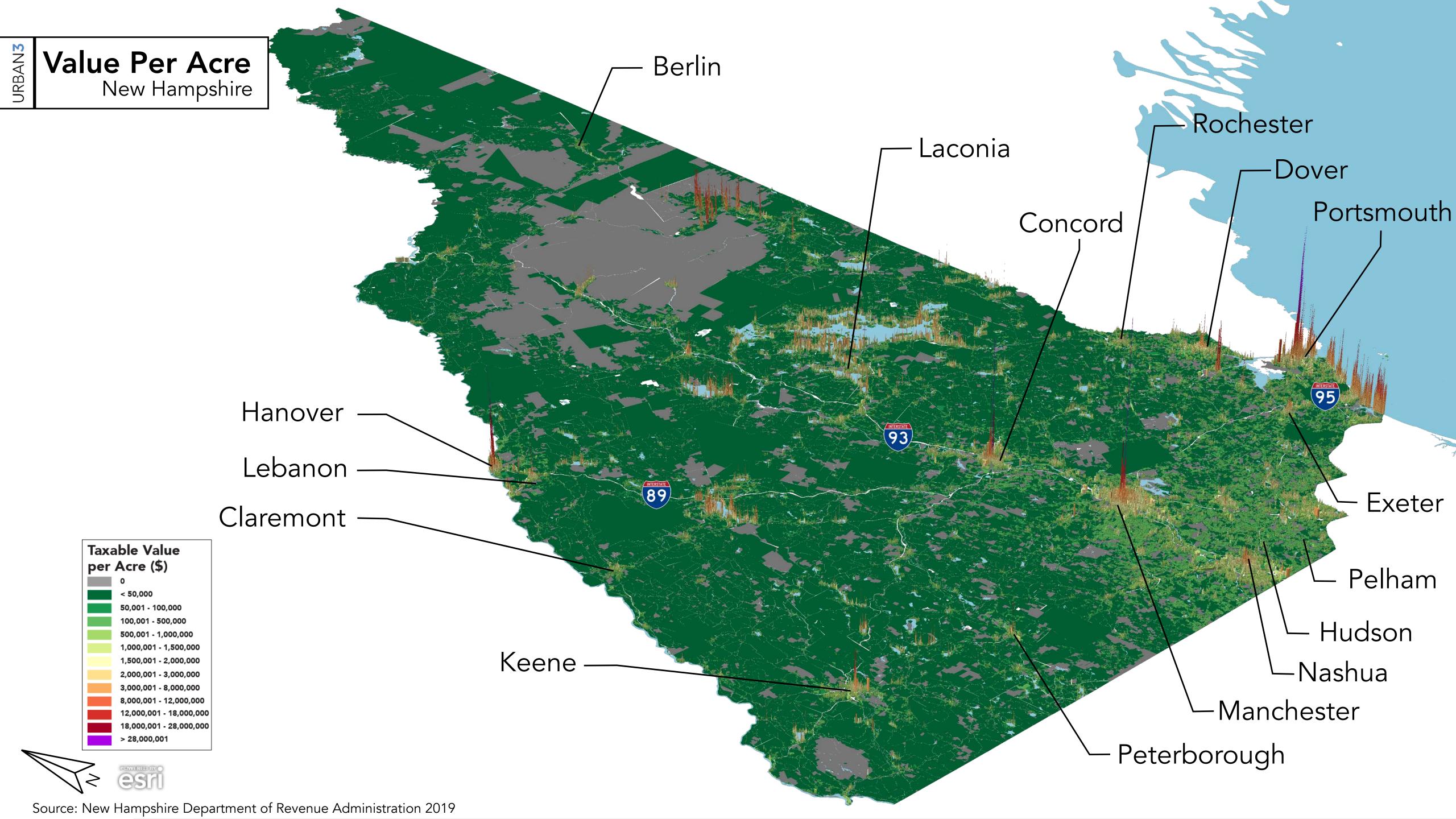
Missing Data: the property is there and paying taxes but isn't mapped.
Significantly rural and undeveloped.

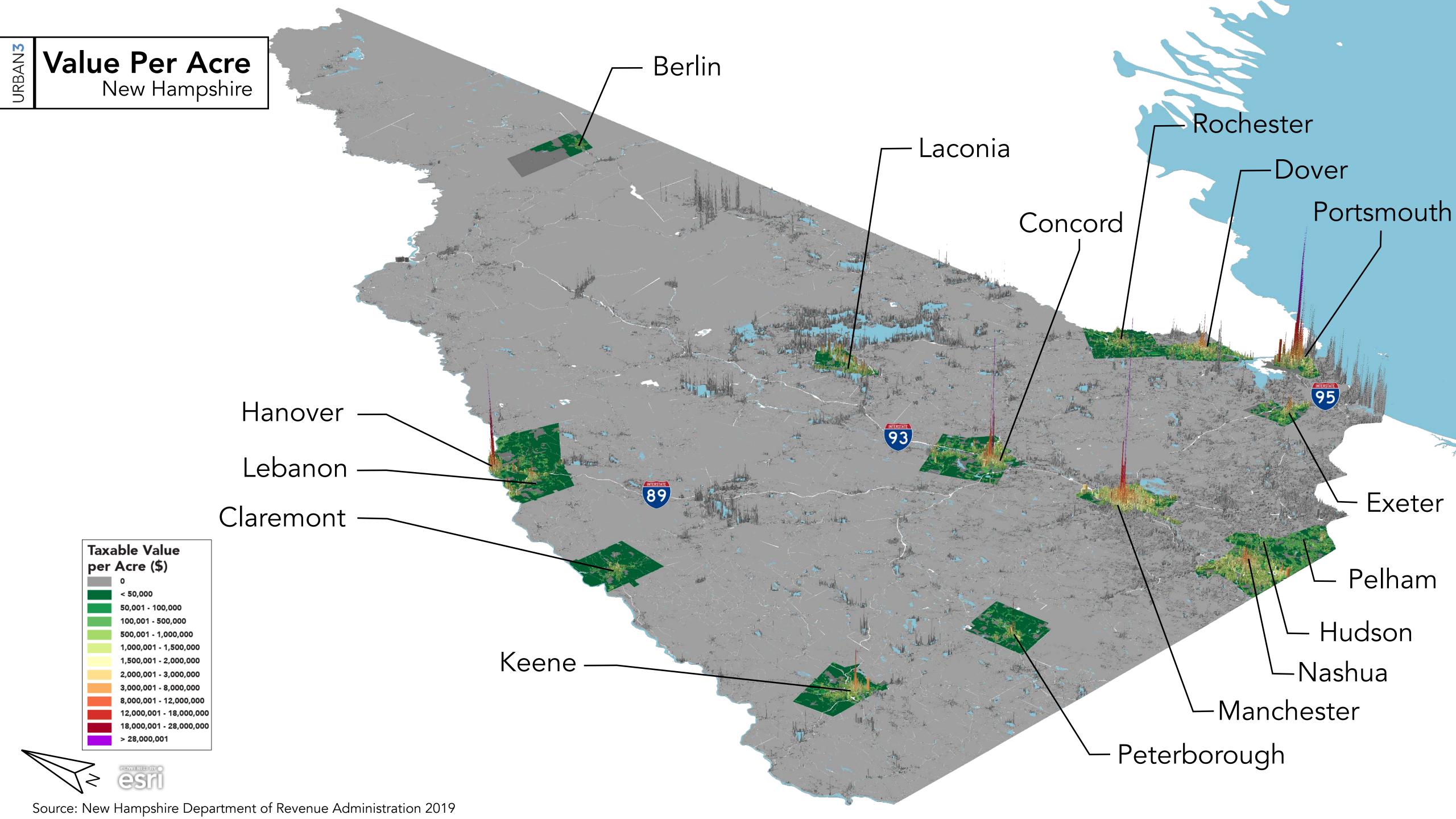


Taxable Value
per Acre (\$)

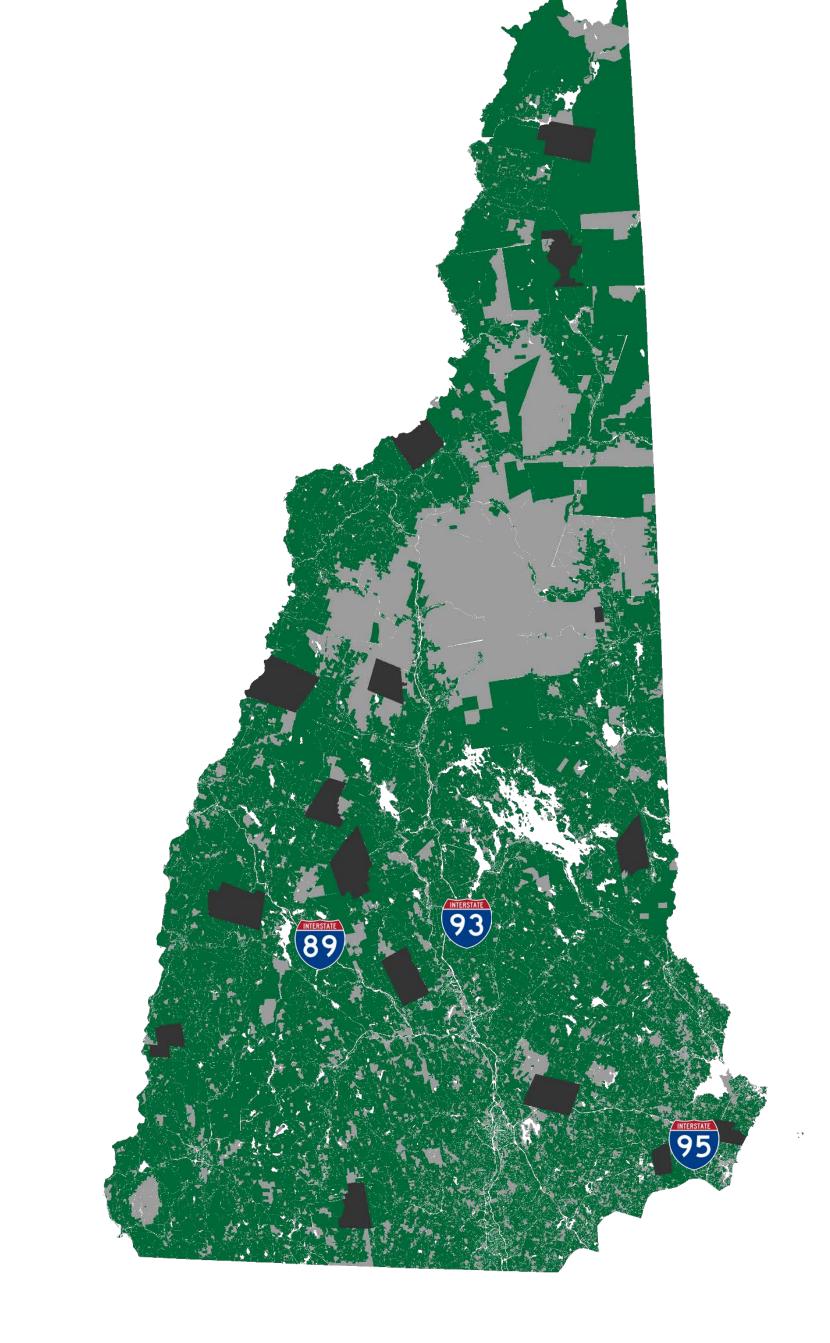
0
< 50,000
50,001 - 100,000
100,001 - 500,000
500,001 - 1,000,000
1,000,001 - 1,500,000
1,500,001 - 2,000,000
2,000,001 - 3,000,000
3,000,001 - 12,000,000
12,000,001 - 18,000,000
12,000,001 - 28,000,000
> 28,000,001
Missing Data

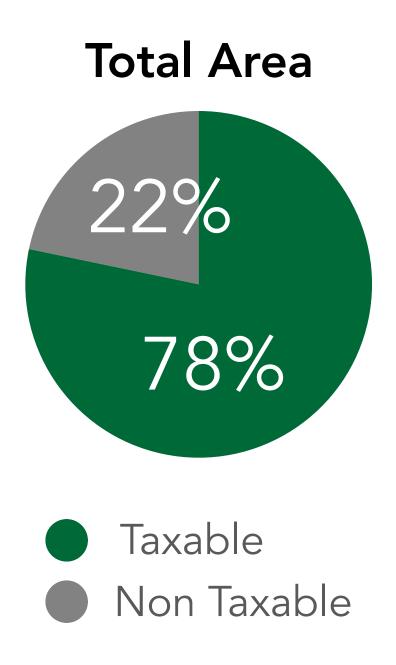
Missing Data Accounts for 5.25% of Total Land Area

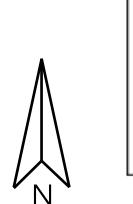




#### Taxable Area New Hampshire

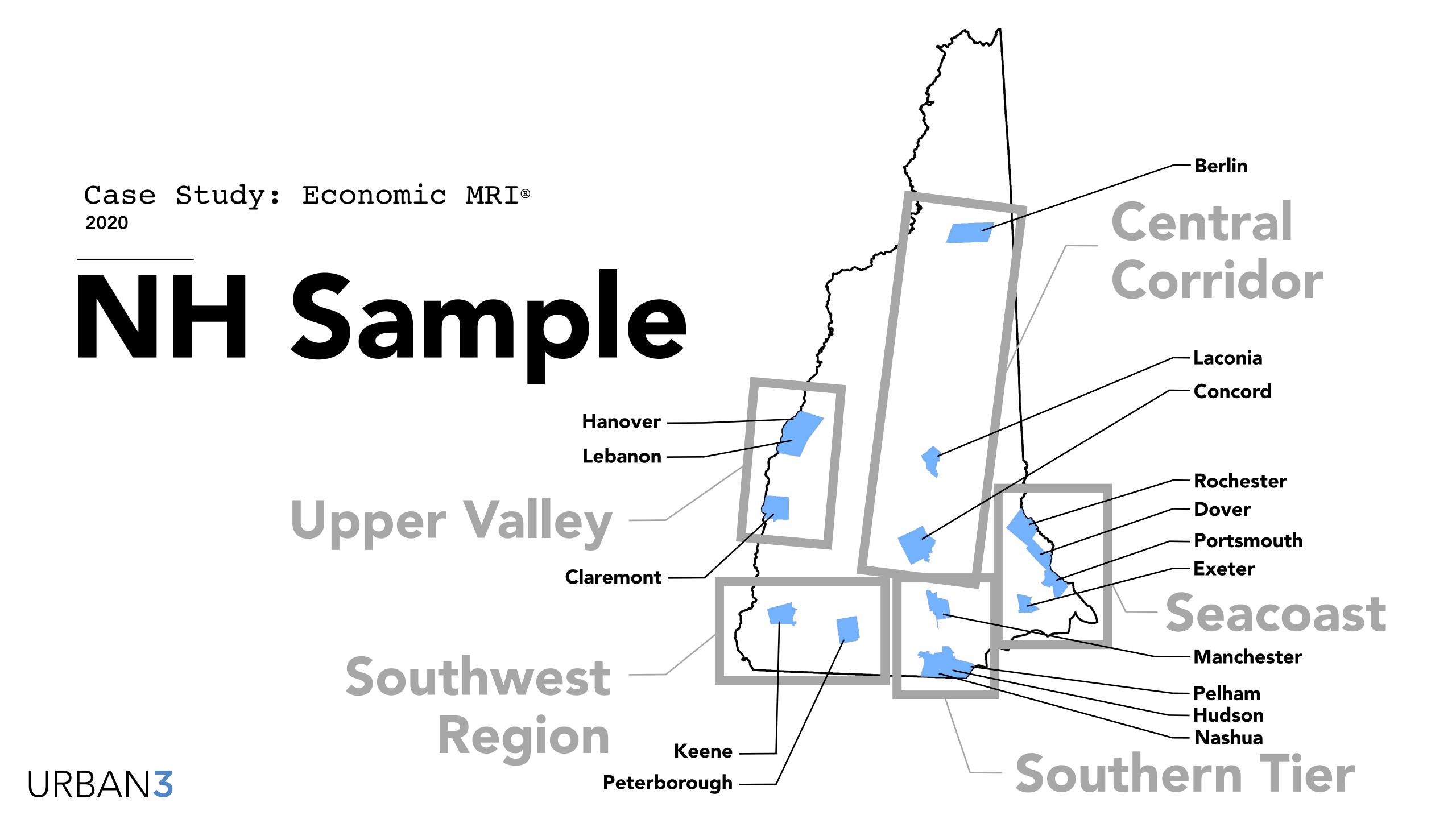




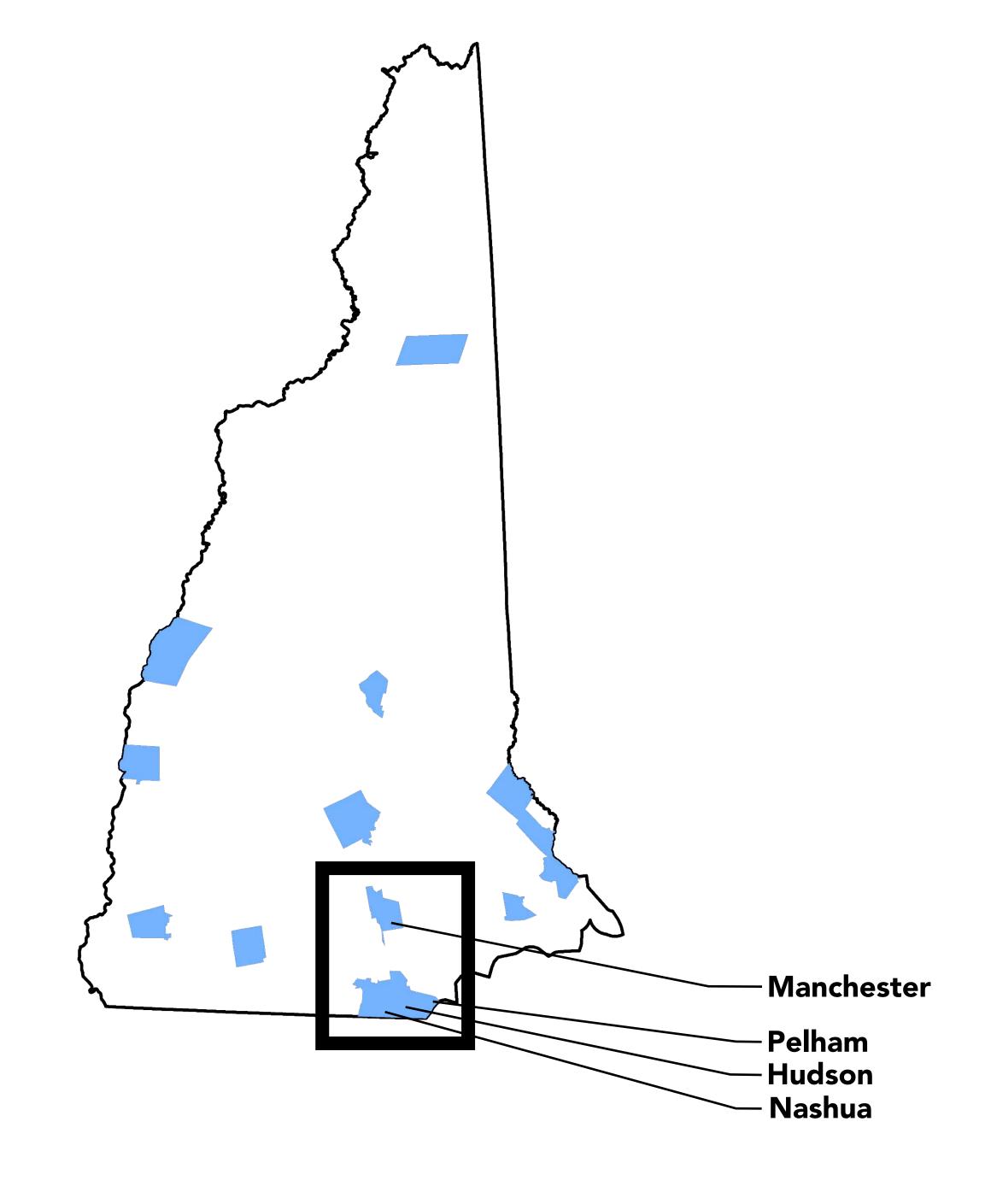


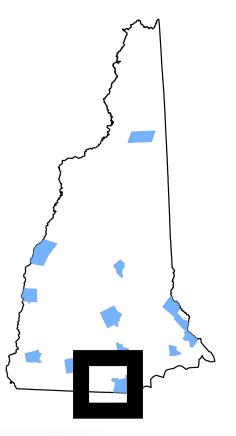


Case Study: Economic MRI® Central 2020 Corridor NH Sample **Upper Valley** Seacoast Southwest Region Southern Tier URBAN3

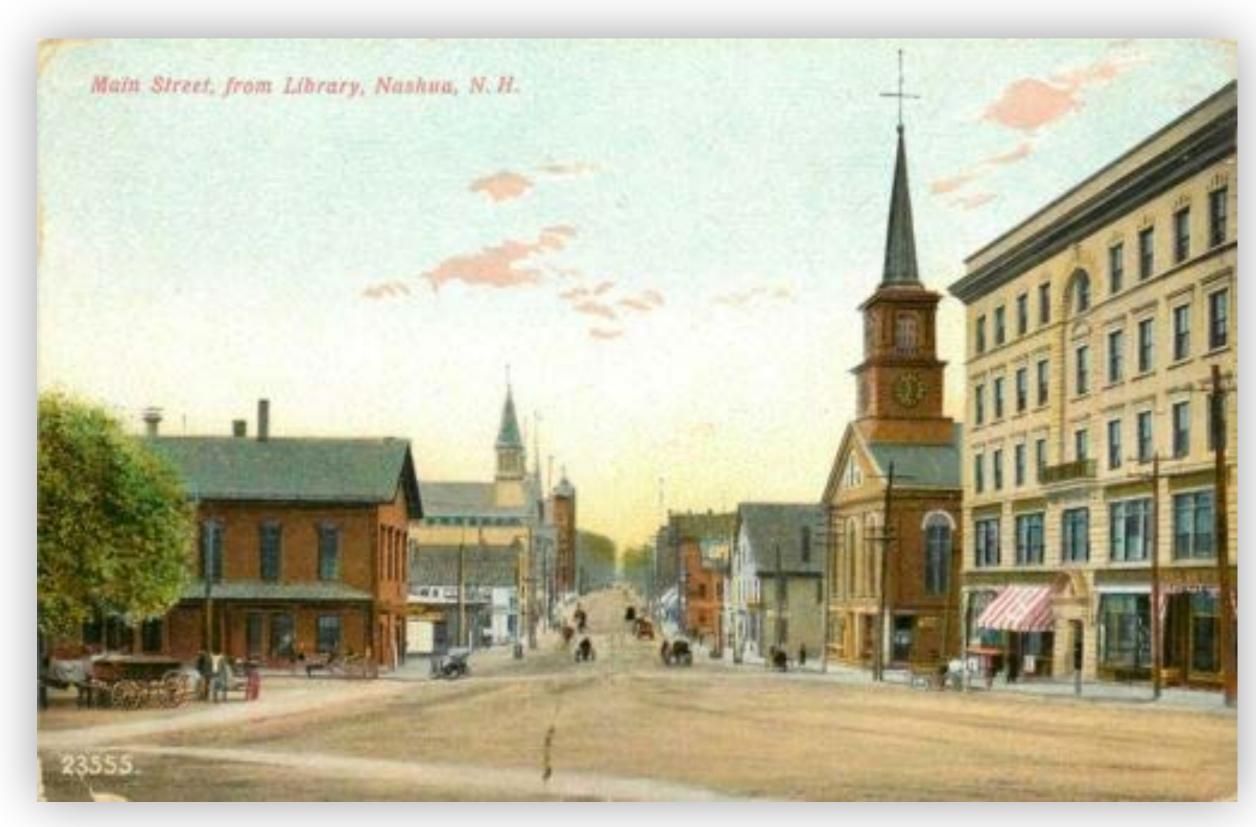


#### Southern Tier

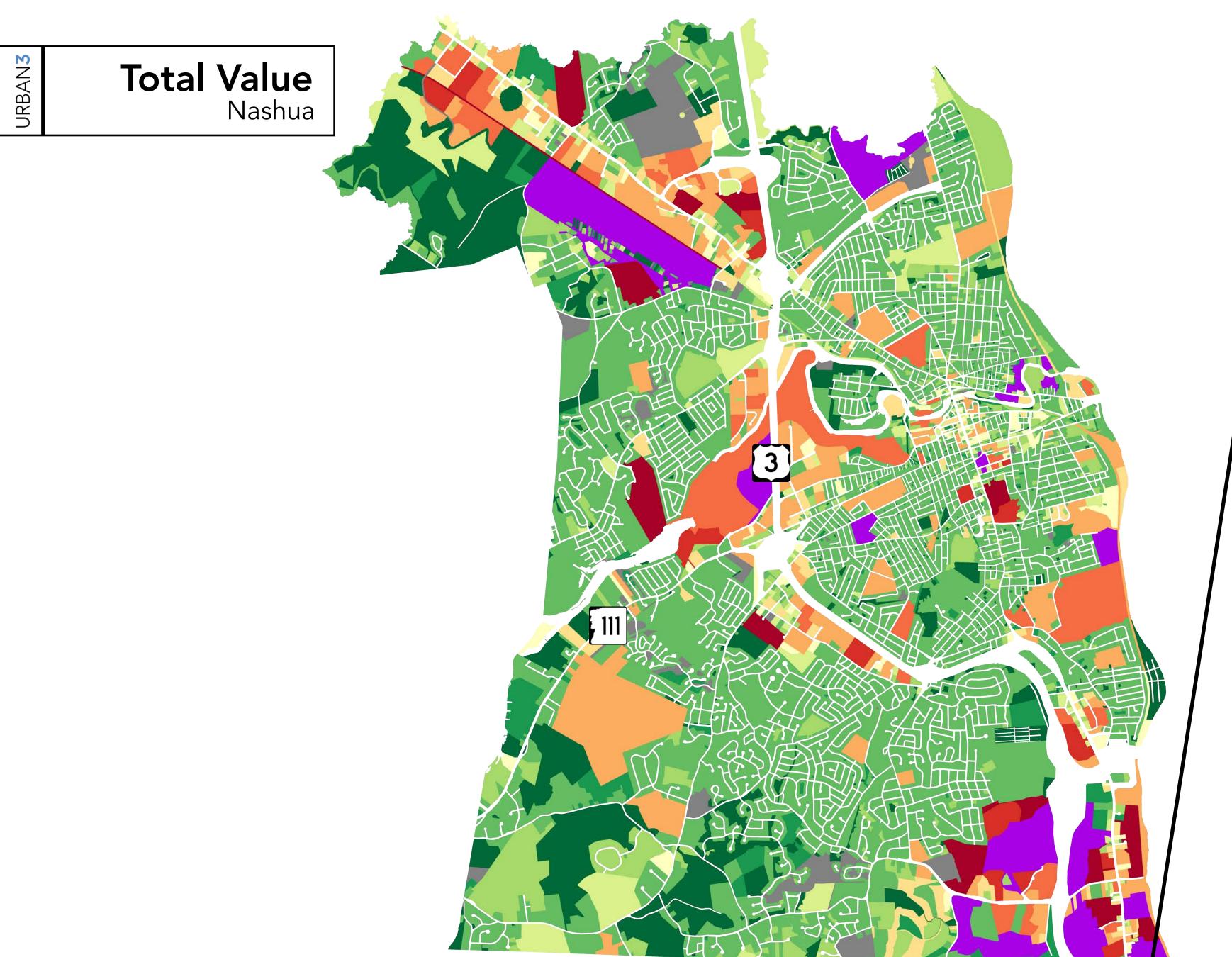


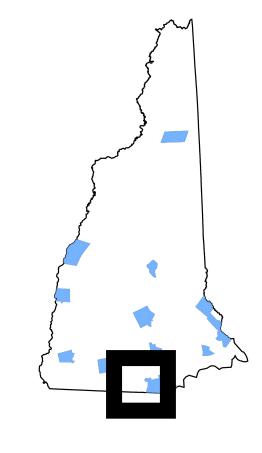


#### Nashua

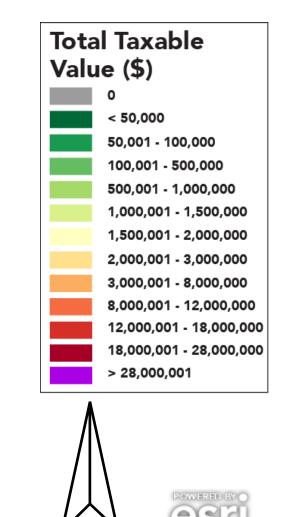




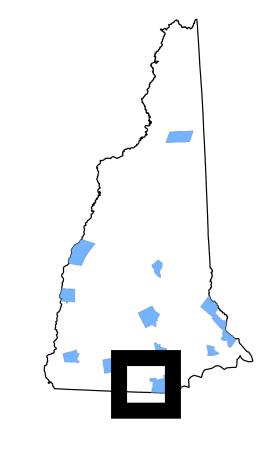


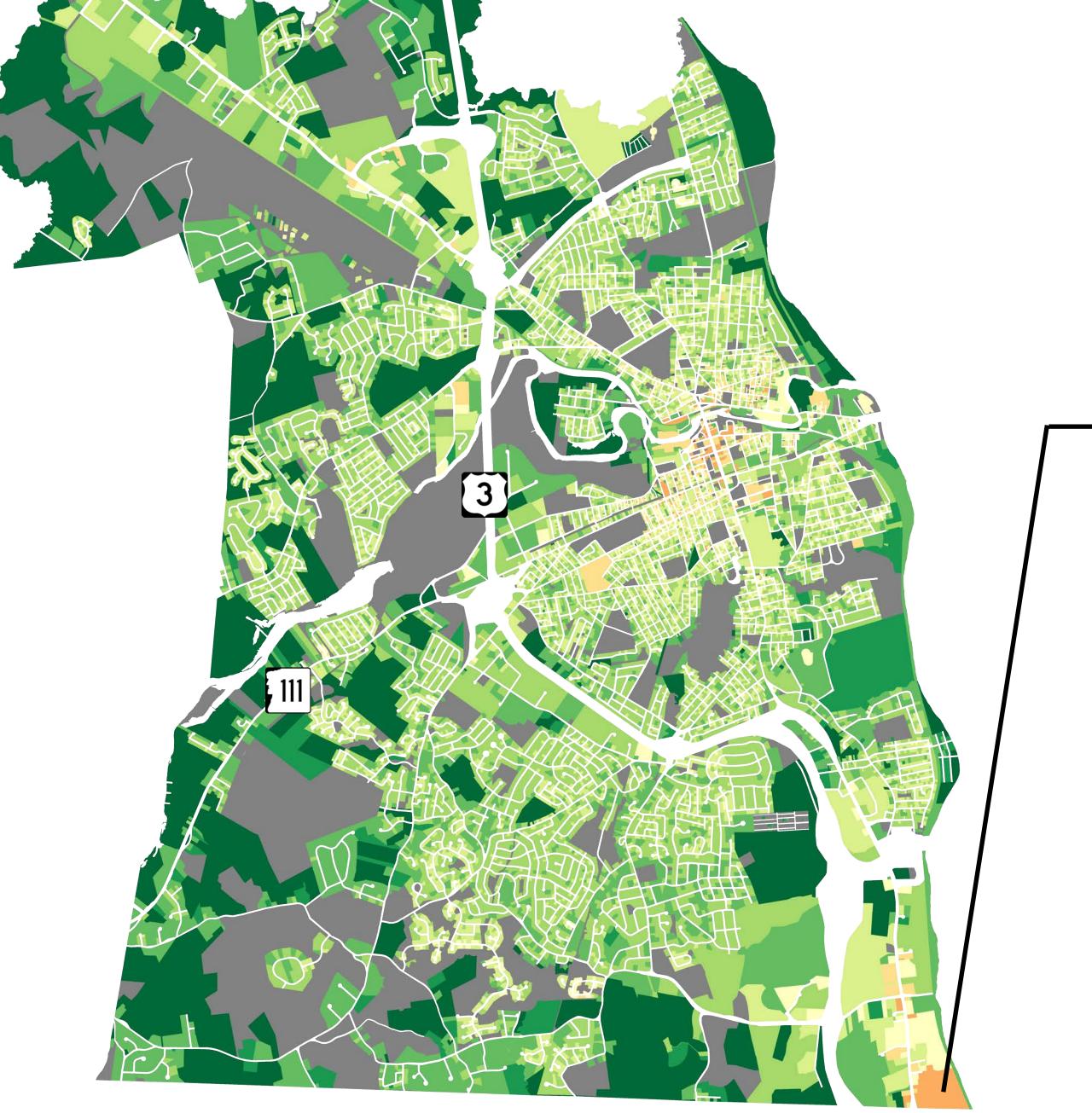




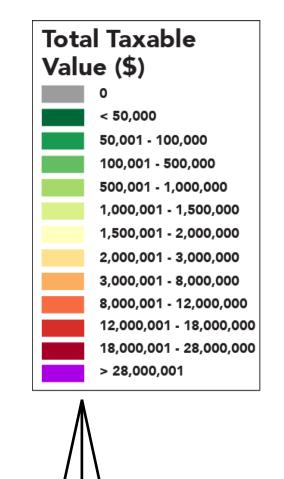


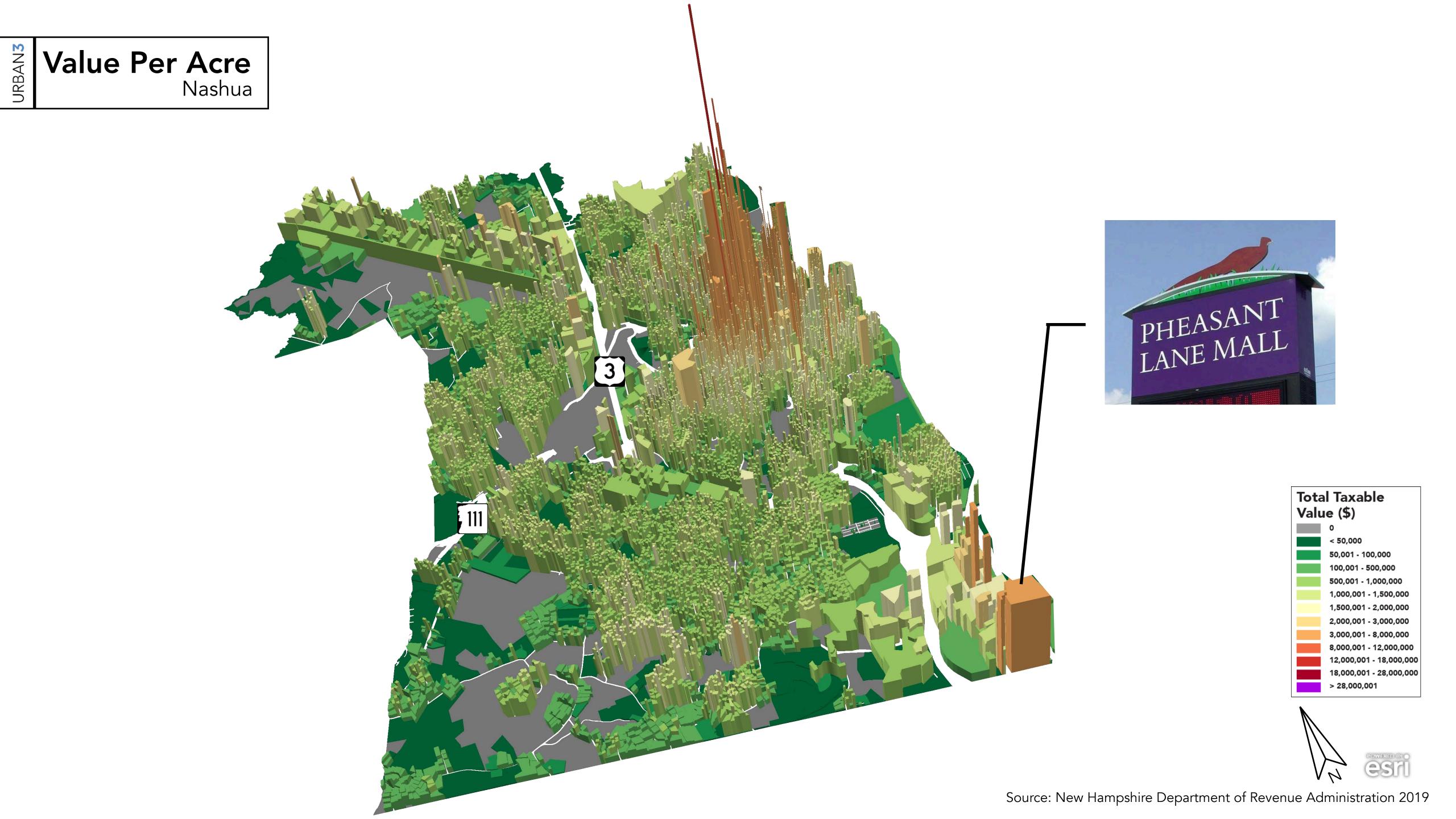
#### Value Per Acre Nashua

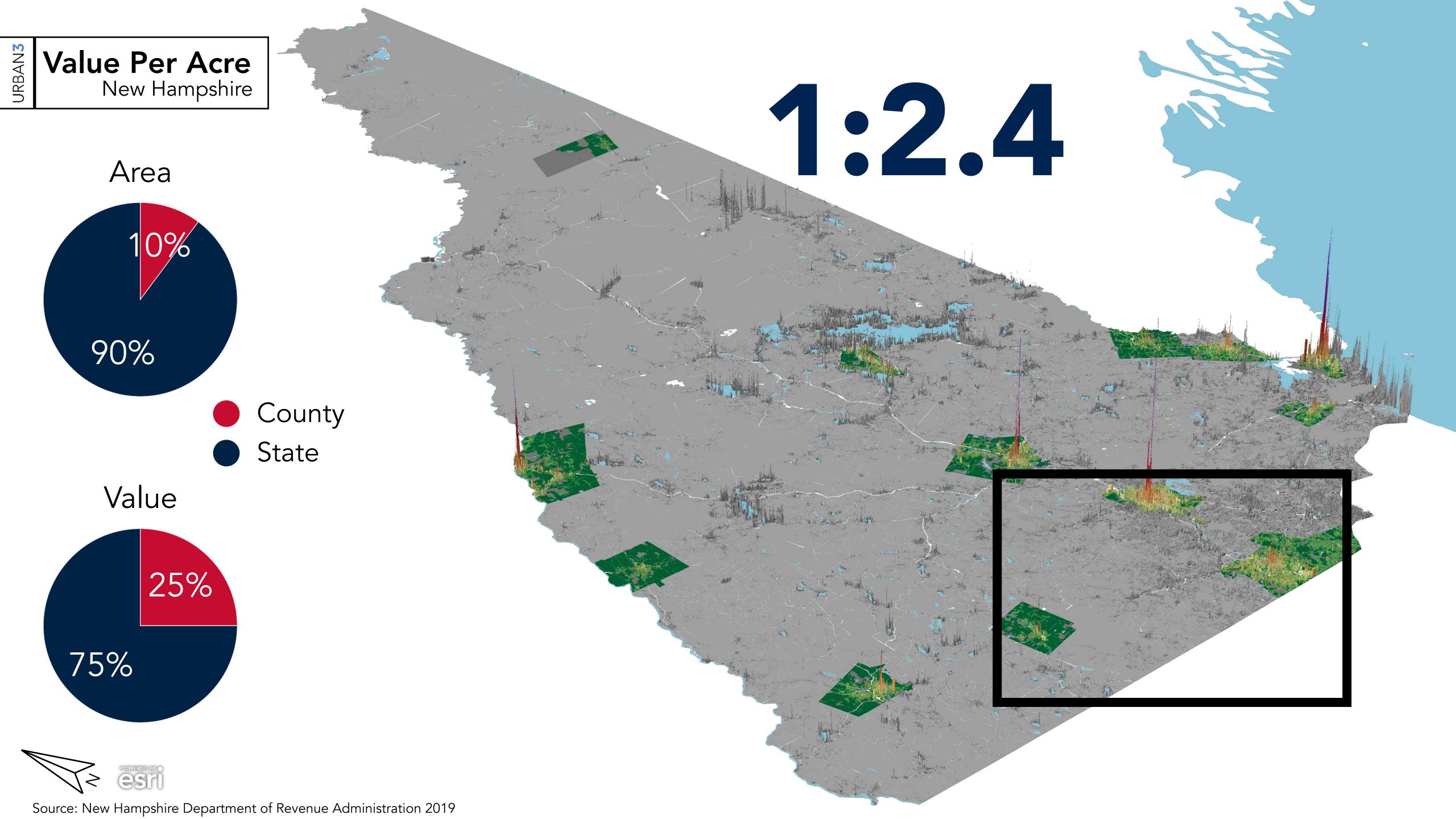




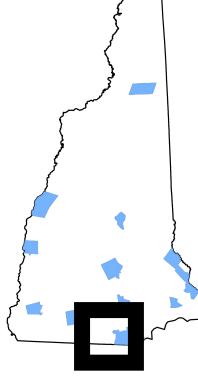


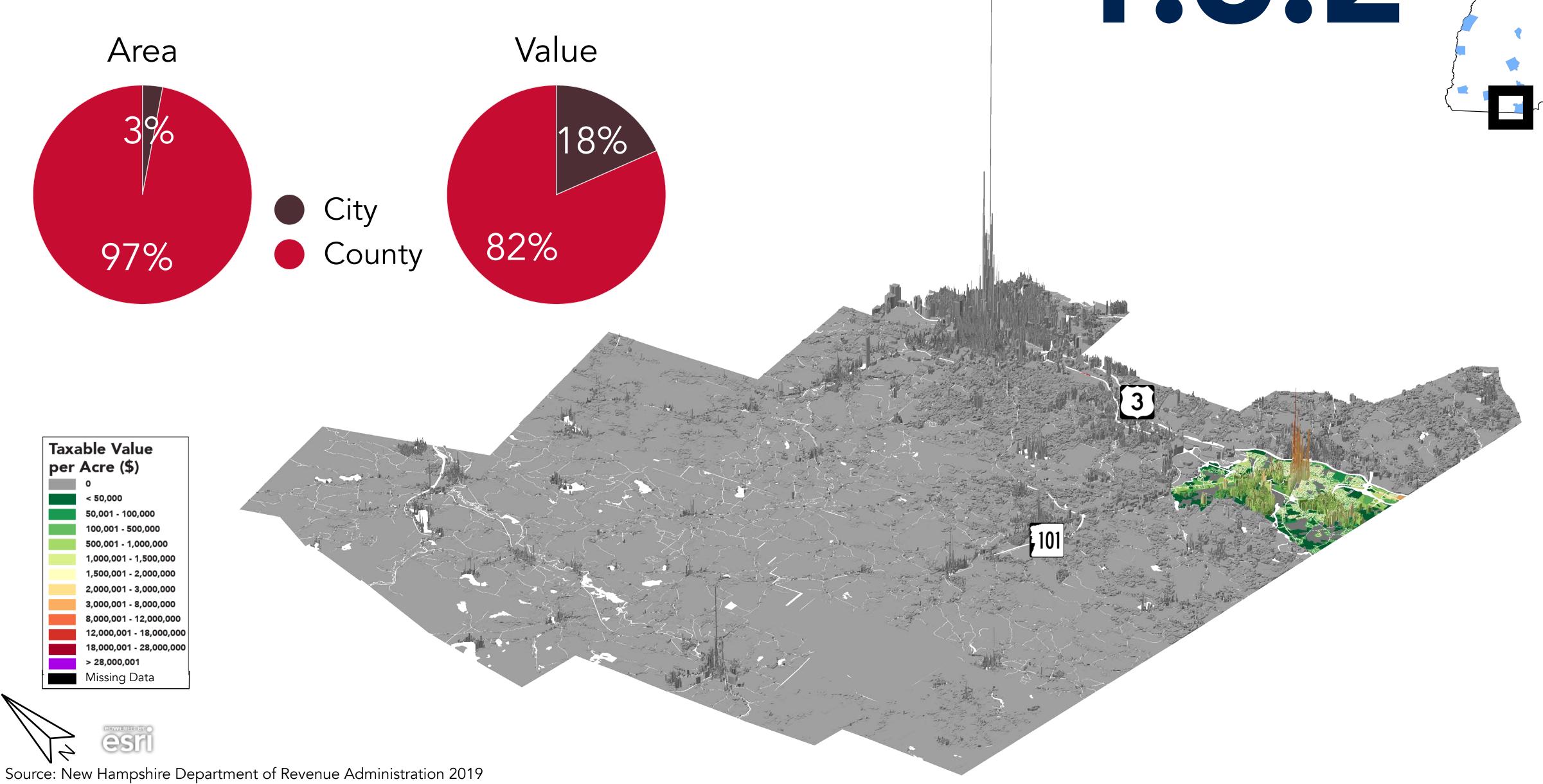














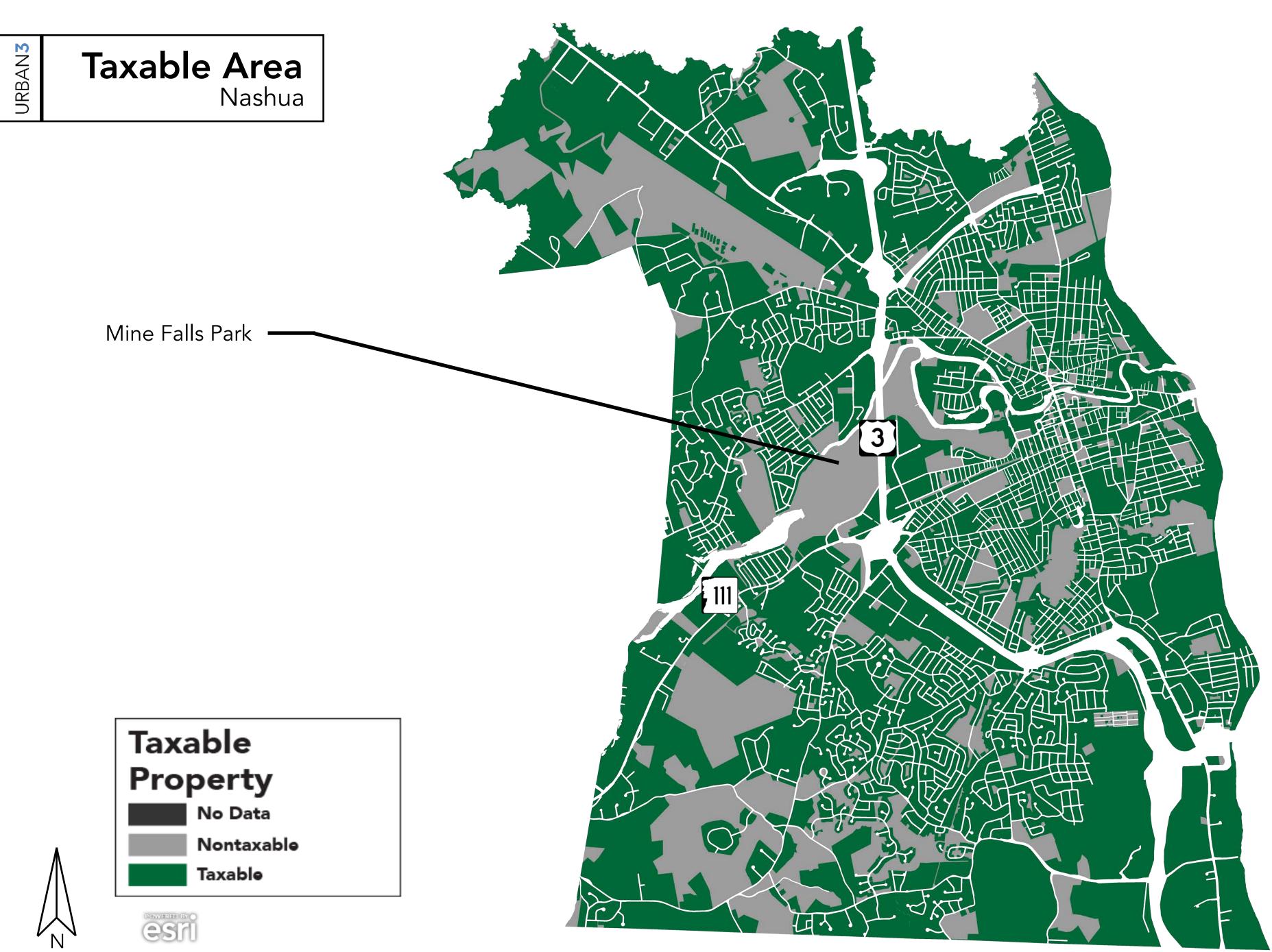
Source: New Hampshire Department of Revenue Administration 2019

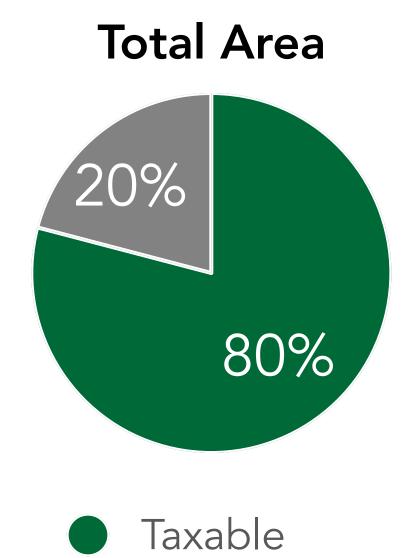
Taxable Area
Hillsborough County

**Taxable** 

esm

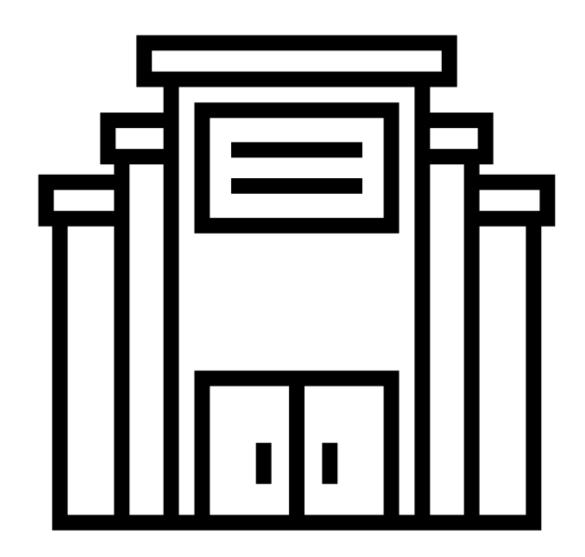






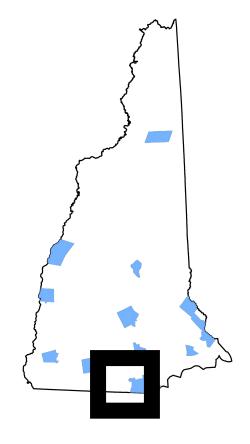
Nontaxable

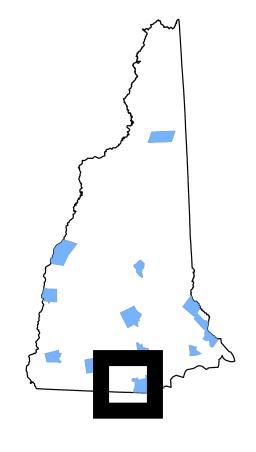




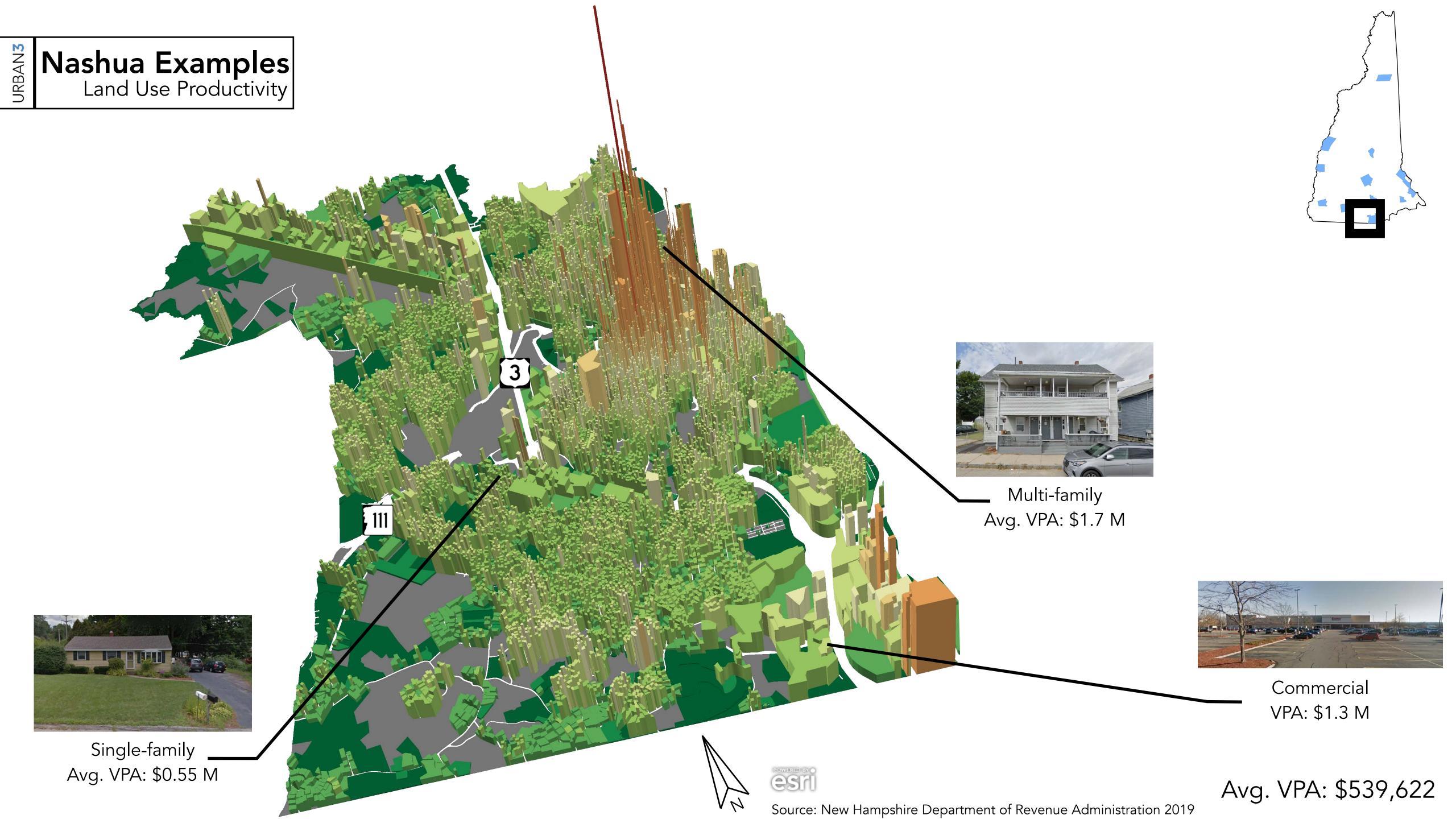
# Land Use Types

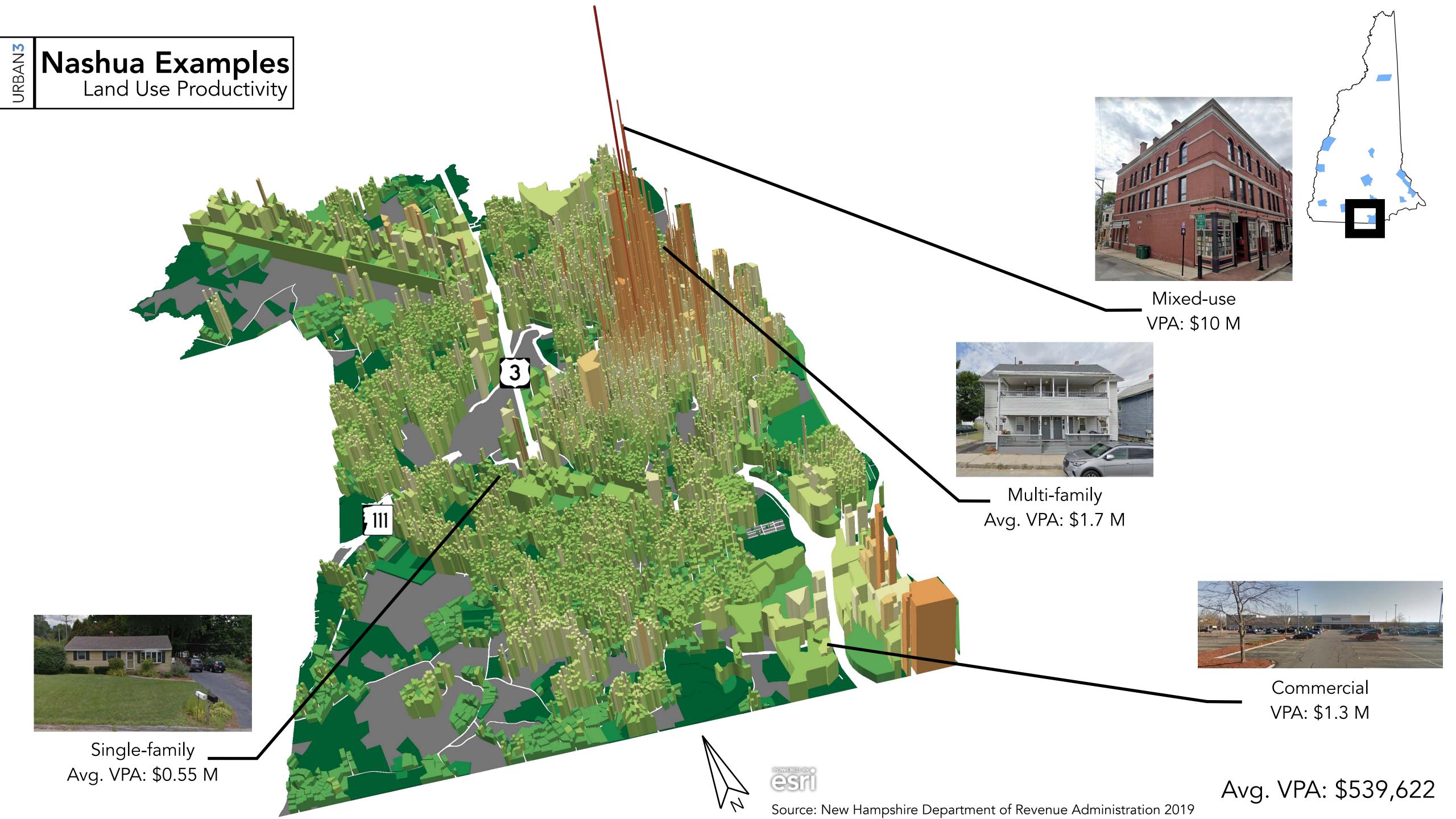
Local samples of buildings and development types

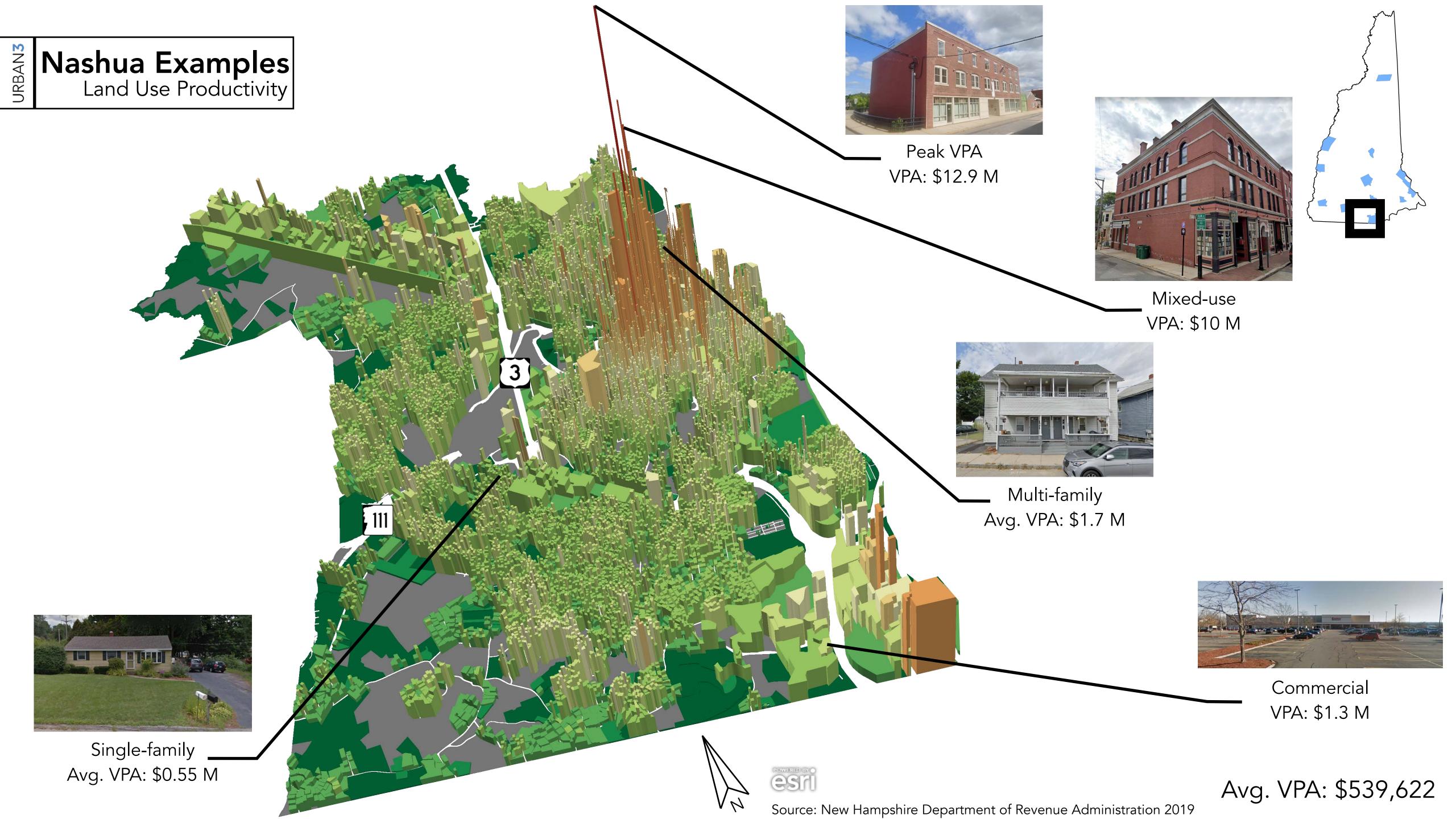












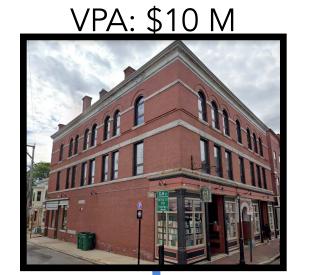
## Nashua Examples Land Use Productivity

Commercial VPA: \$1.3 M





Single-family



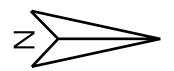
Mixed-use

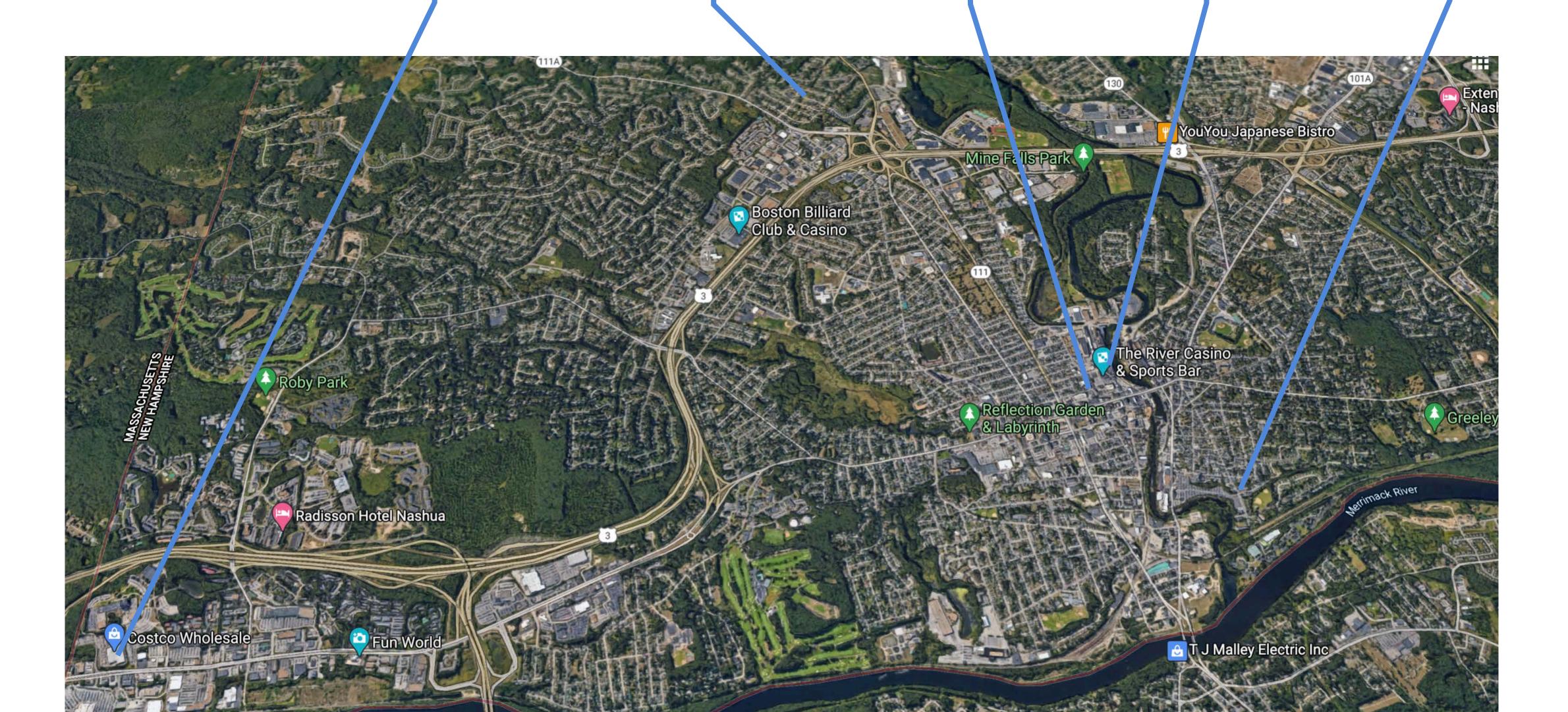


Peak VPA



Multi-family

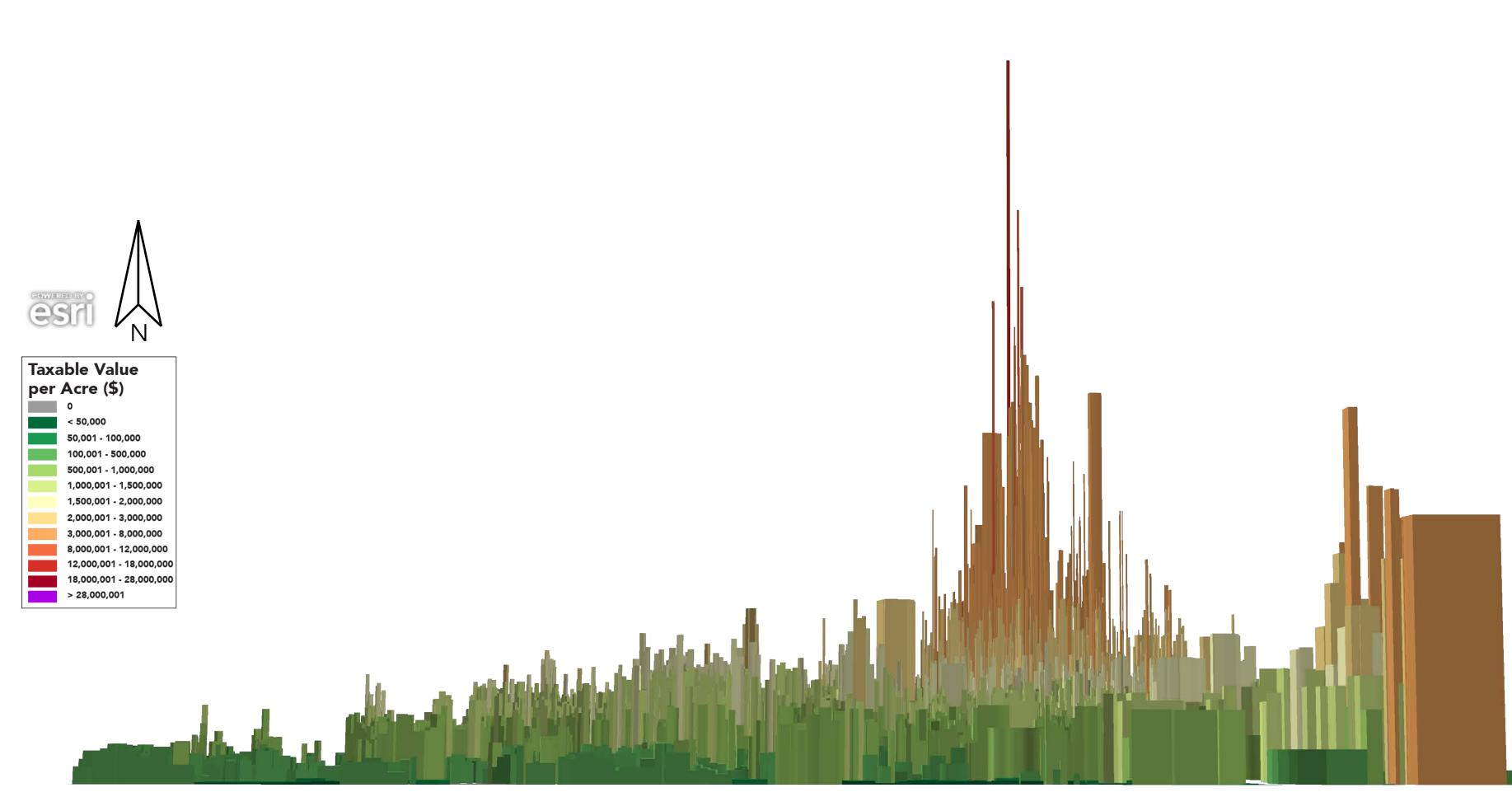


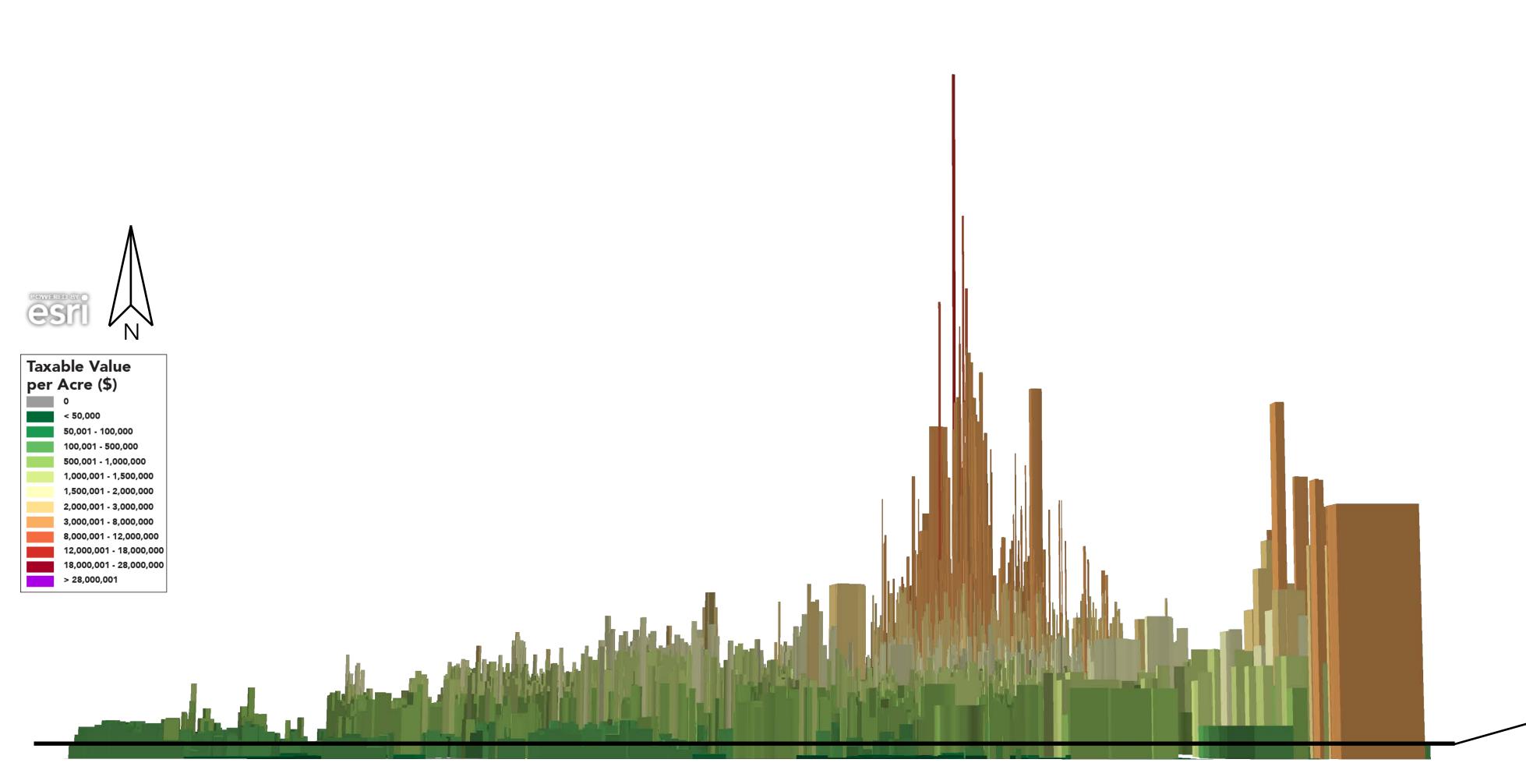




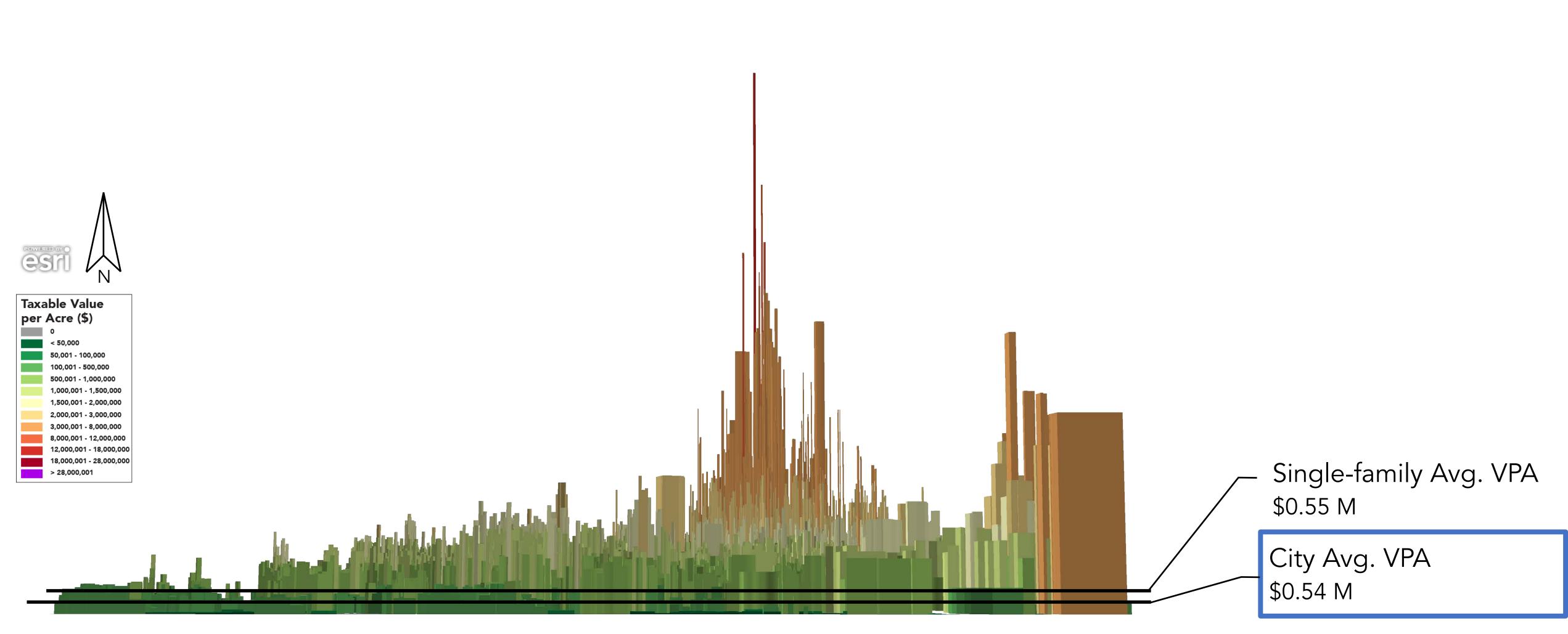


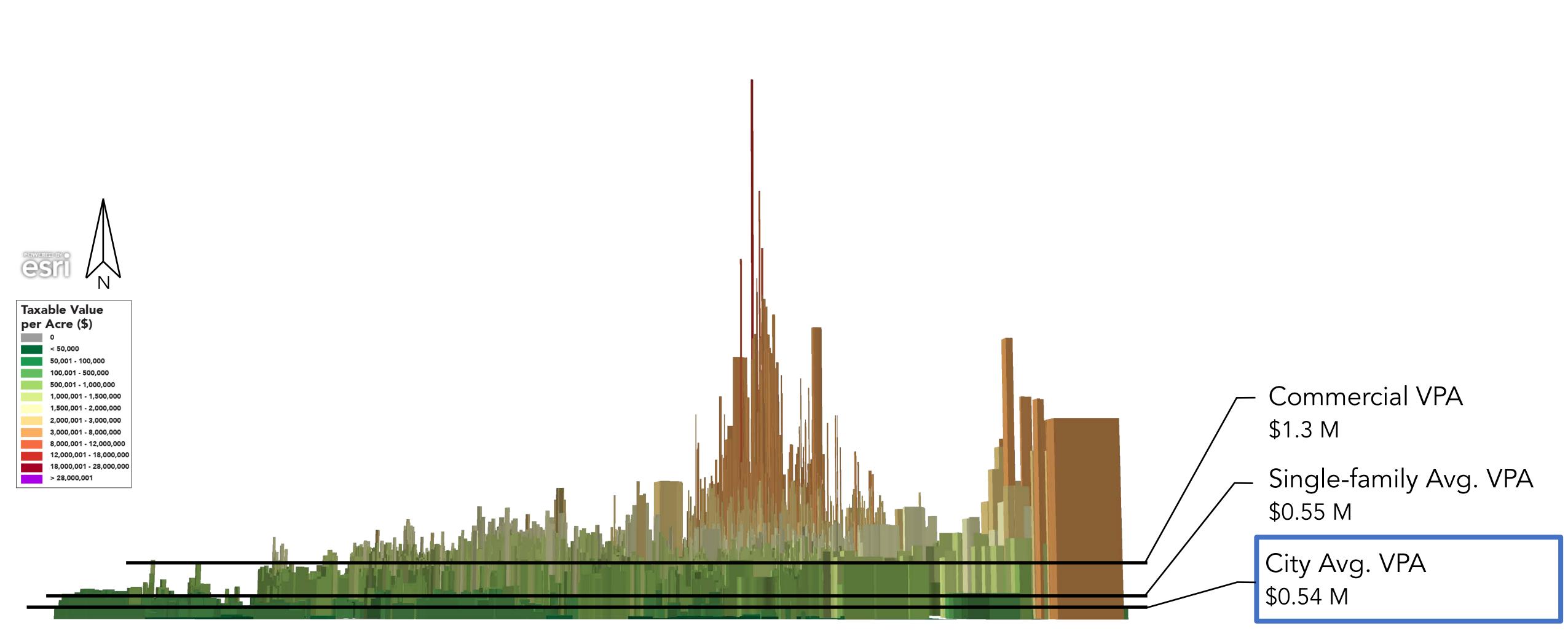
Geospatial Analysis

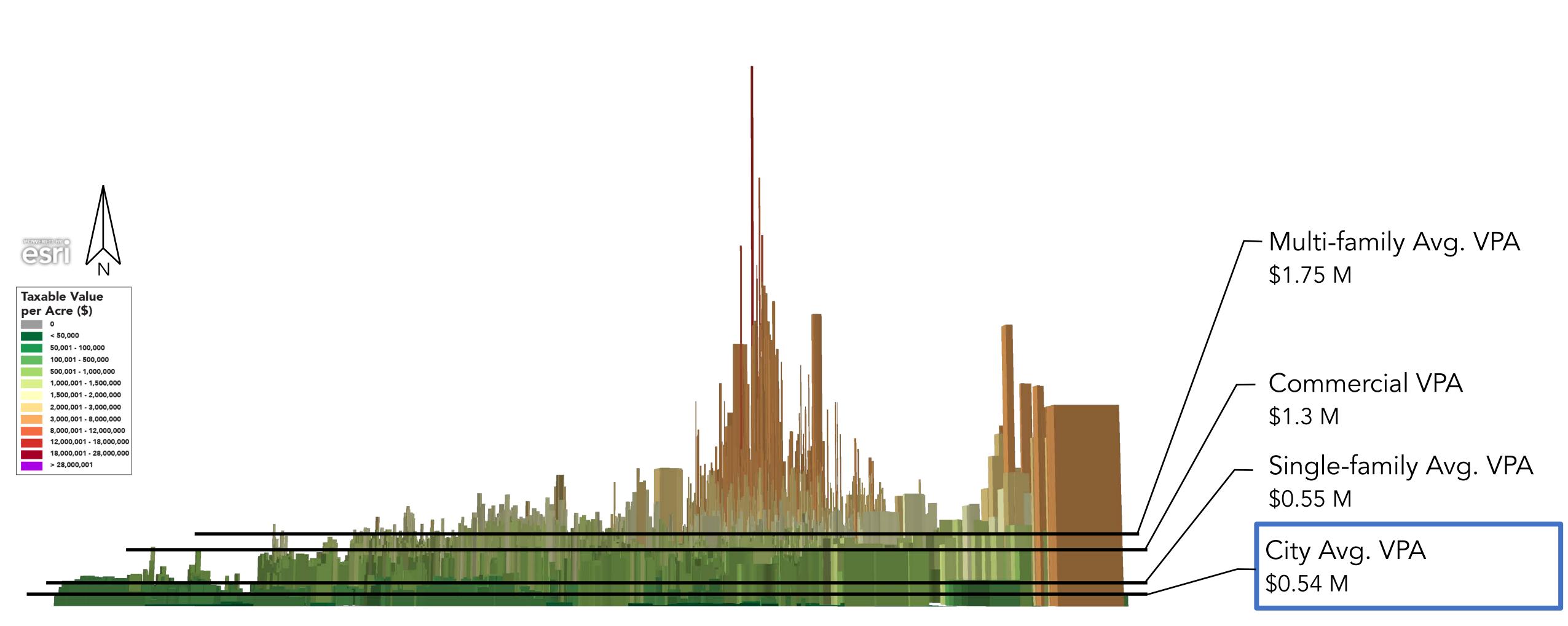


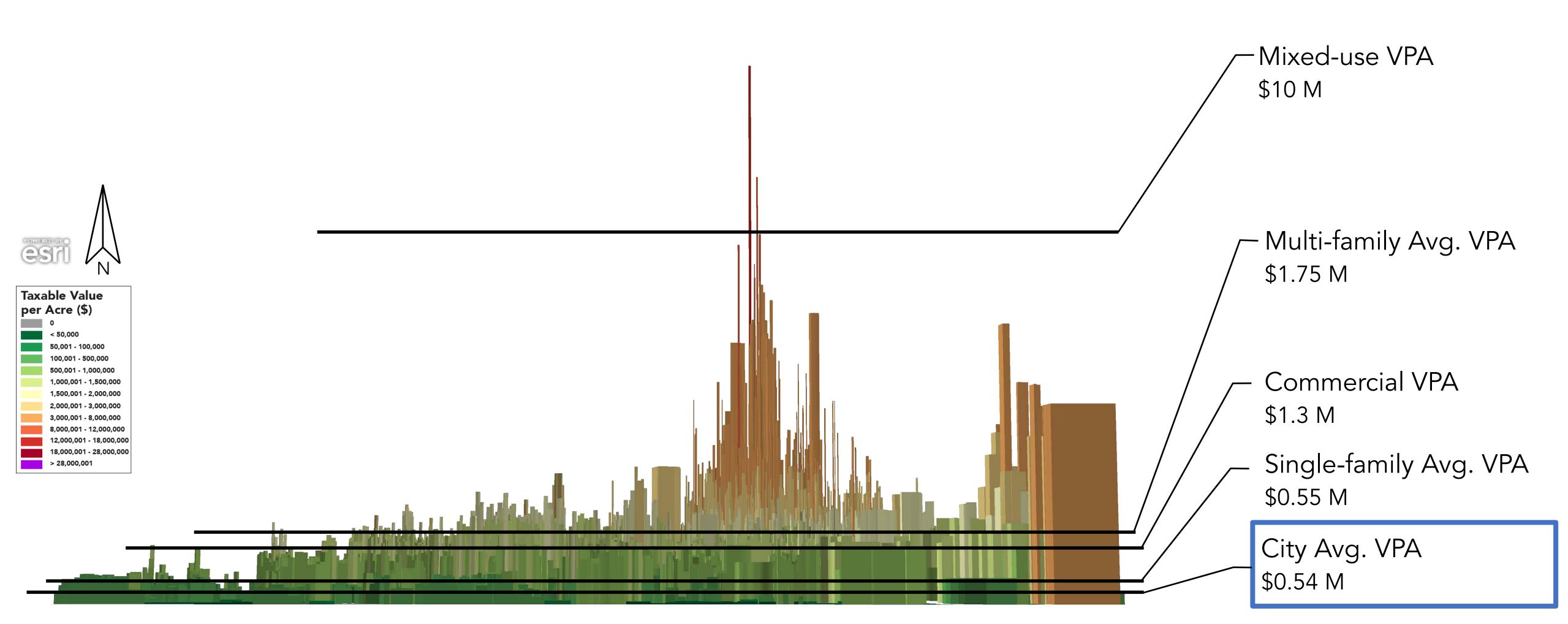


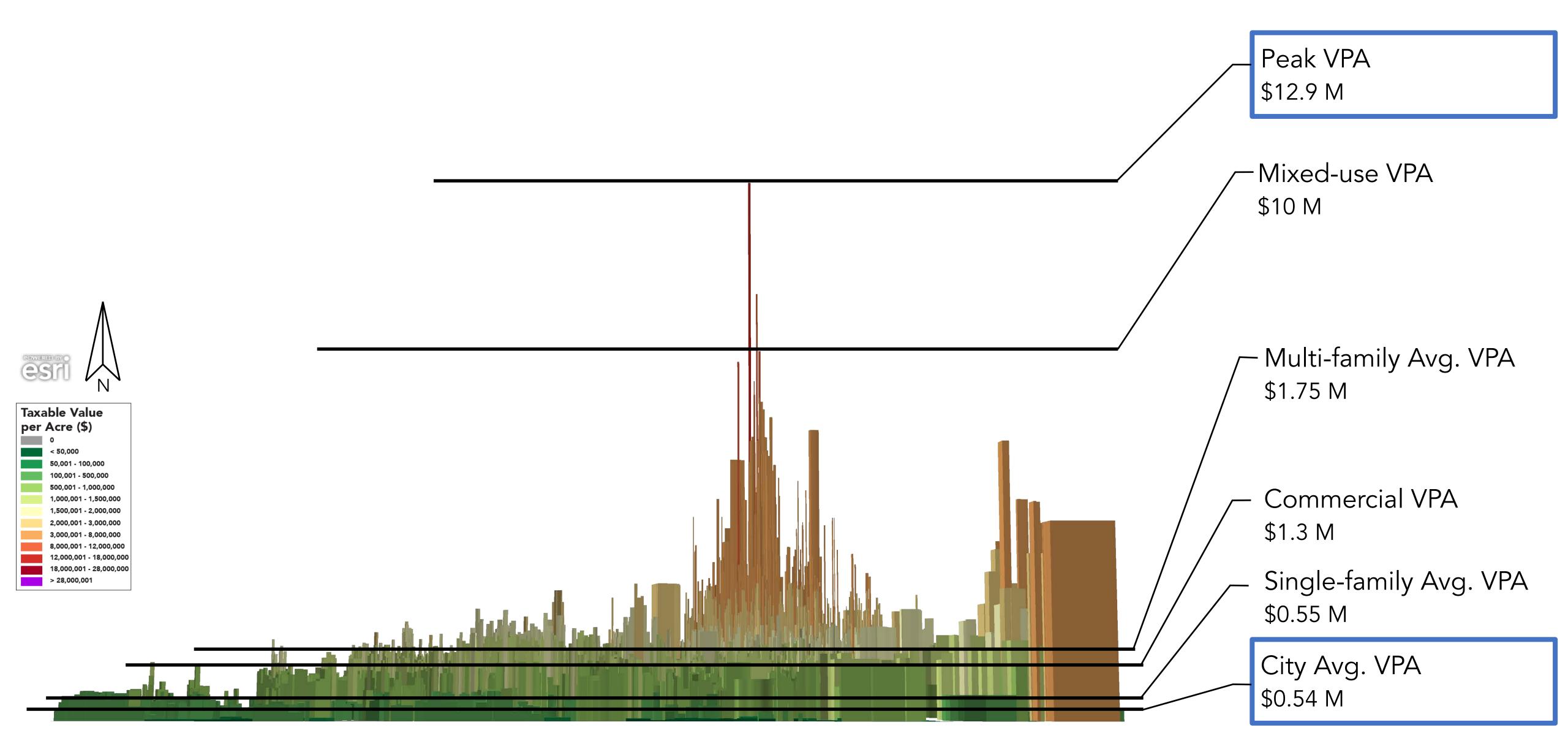
City Avg. VPA \$0.54 M







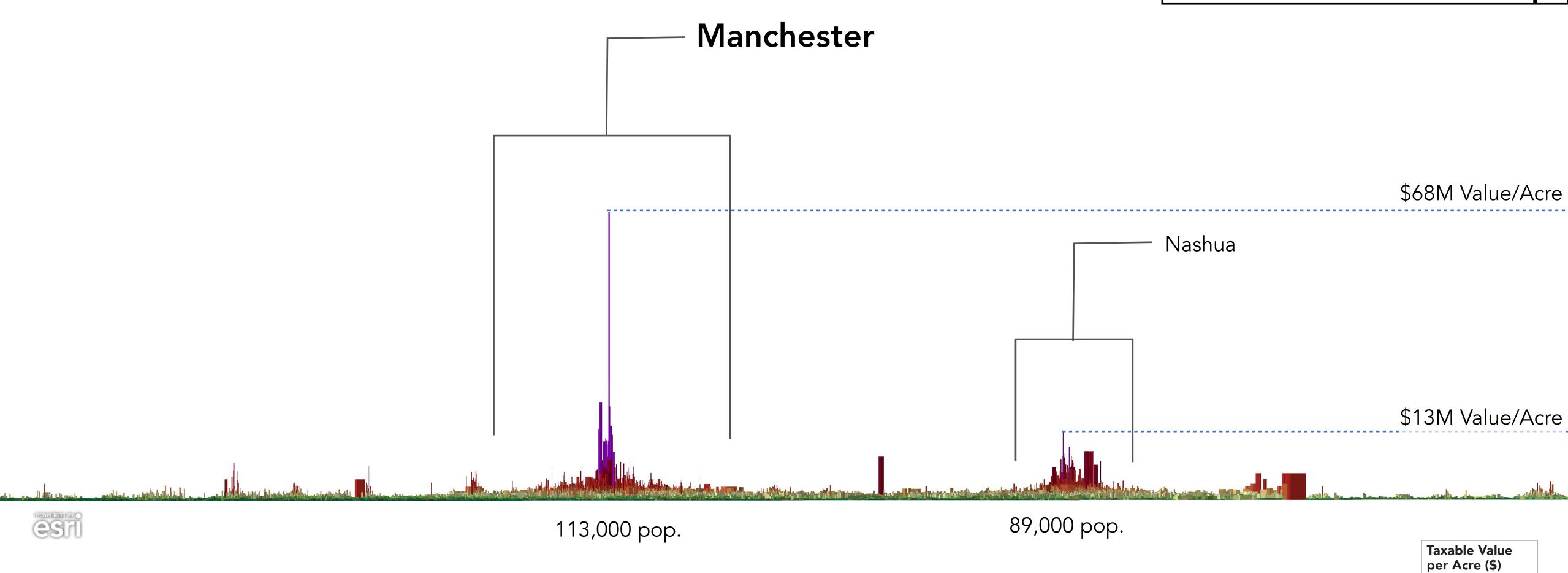


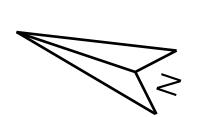




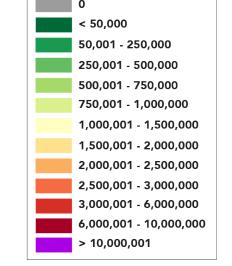
Value Per Acre Profile

Hillsborough Co, NH





Source: NH DRA and City of Manchester

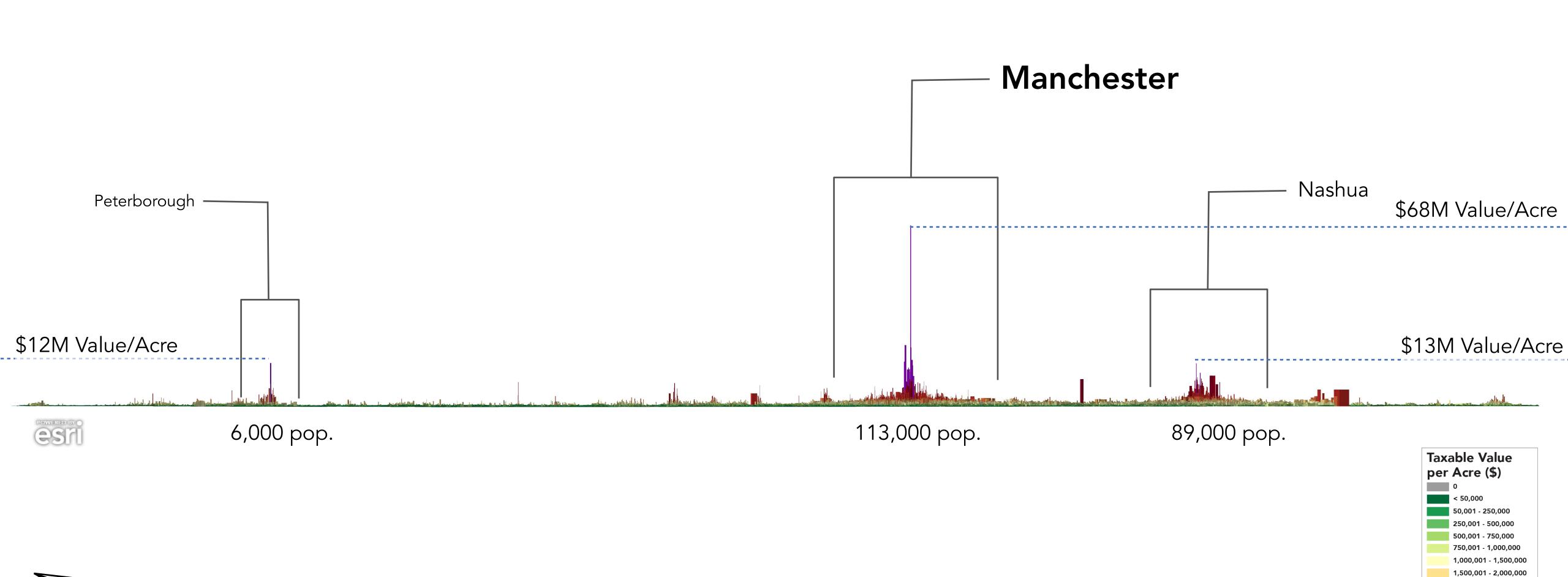


2,000,001 - 2,500,000 2,500,001 - 3,000,000 3,000,001 - 6,000,000 6,000,001 - 10,000,000

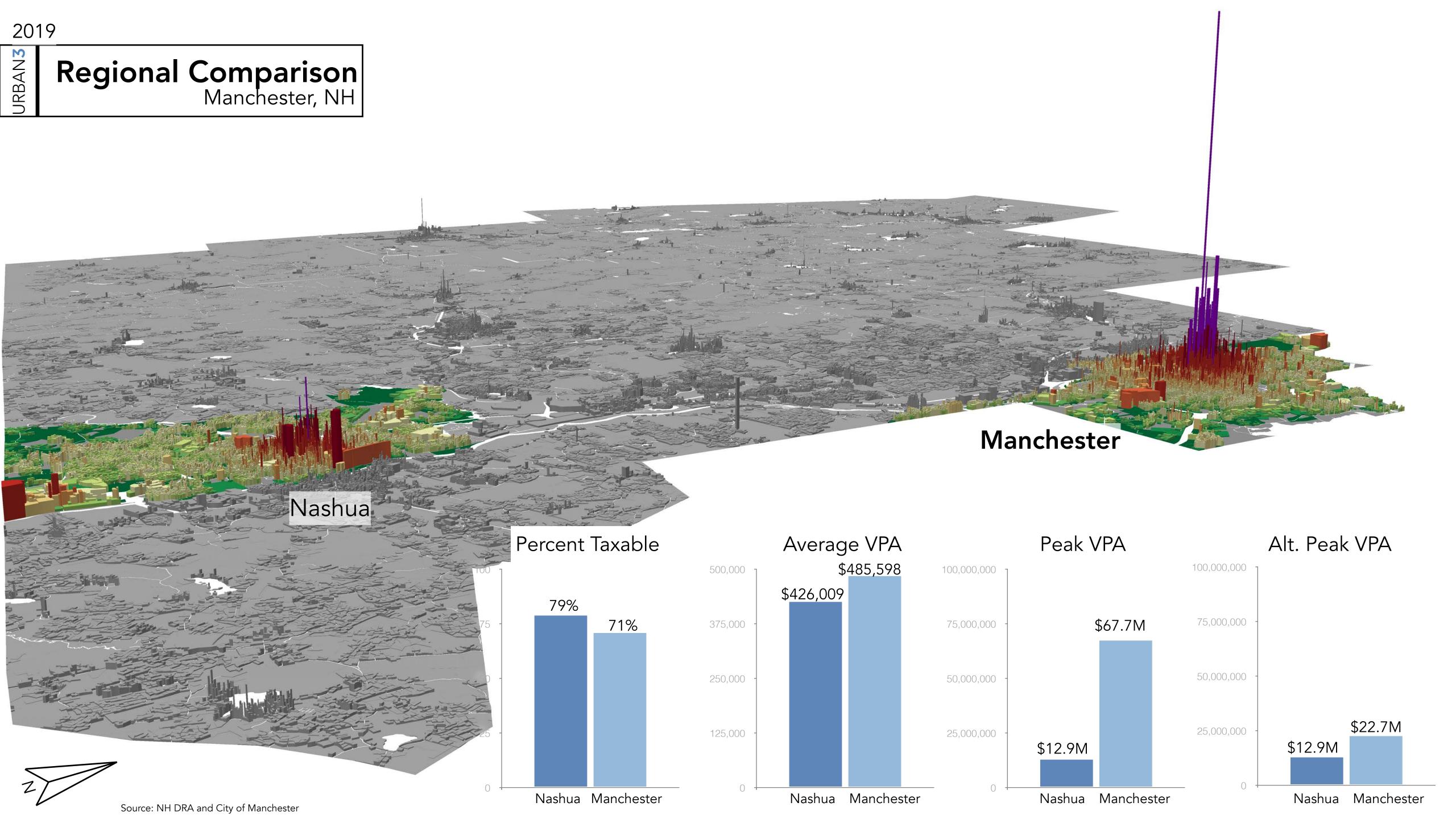
> 10,000,001

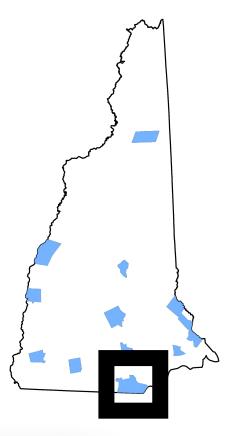
Value Per Acre Profile

Hillsborough Co, NH



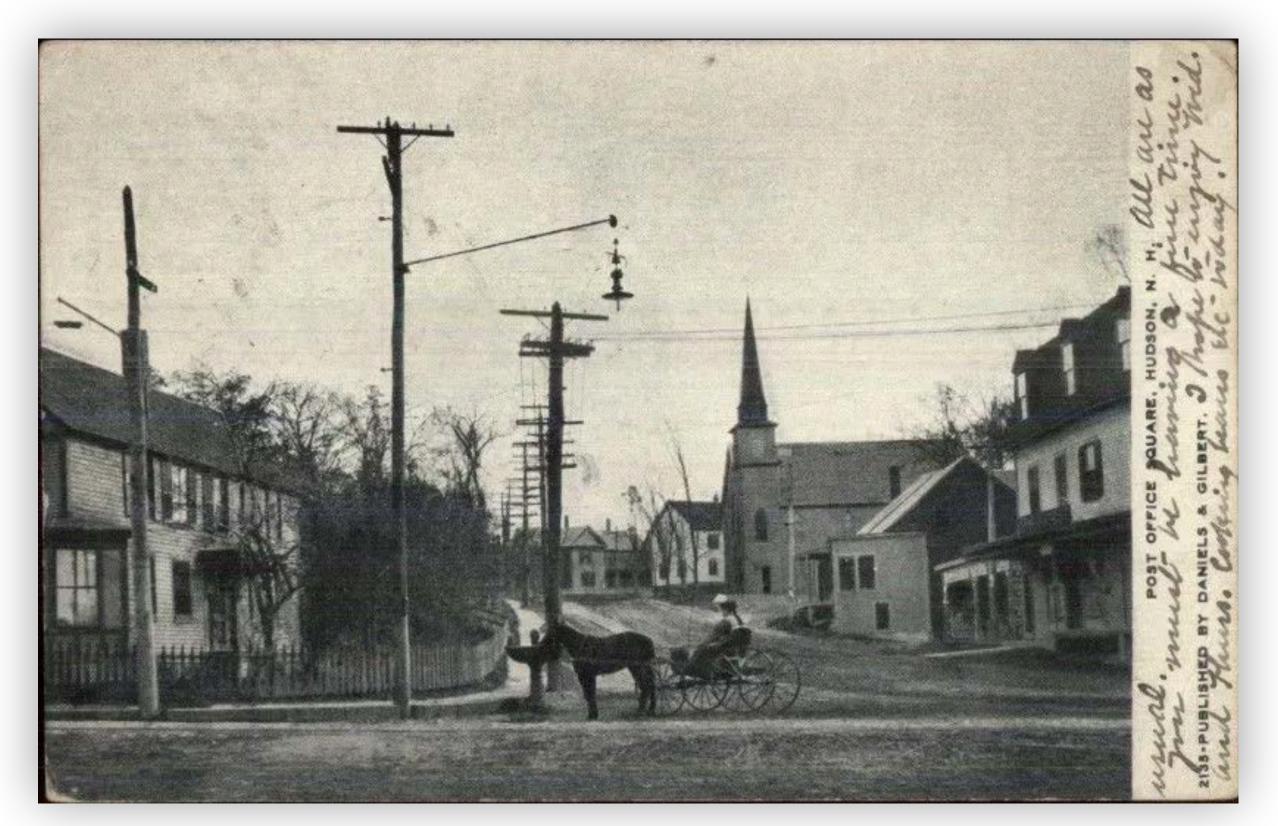
Source: NH DRA and City of Manchester





Case Study: Economic MRI® 2020

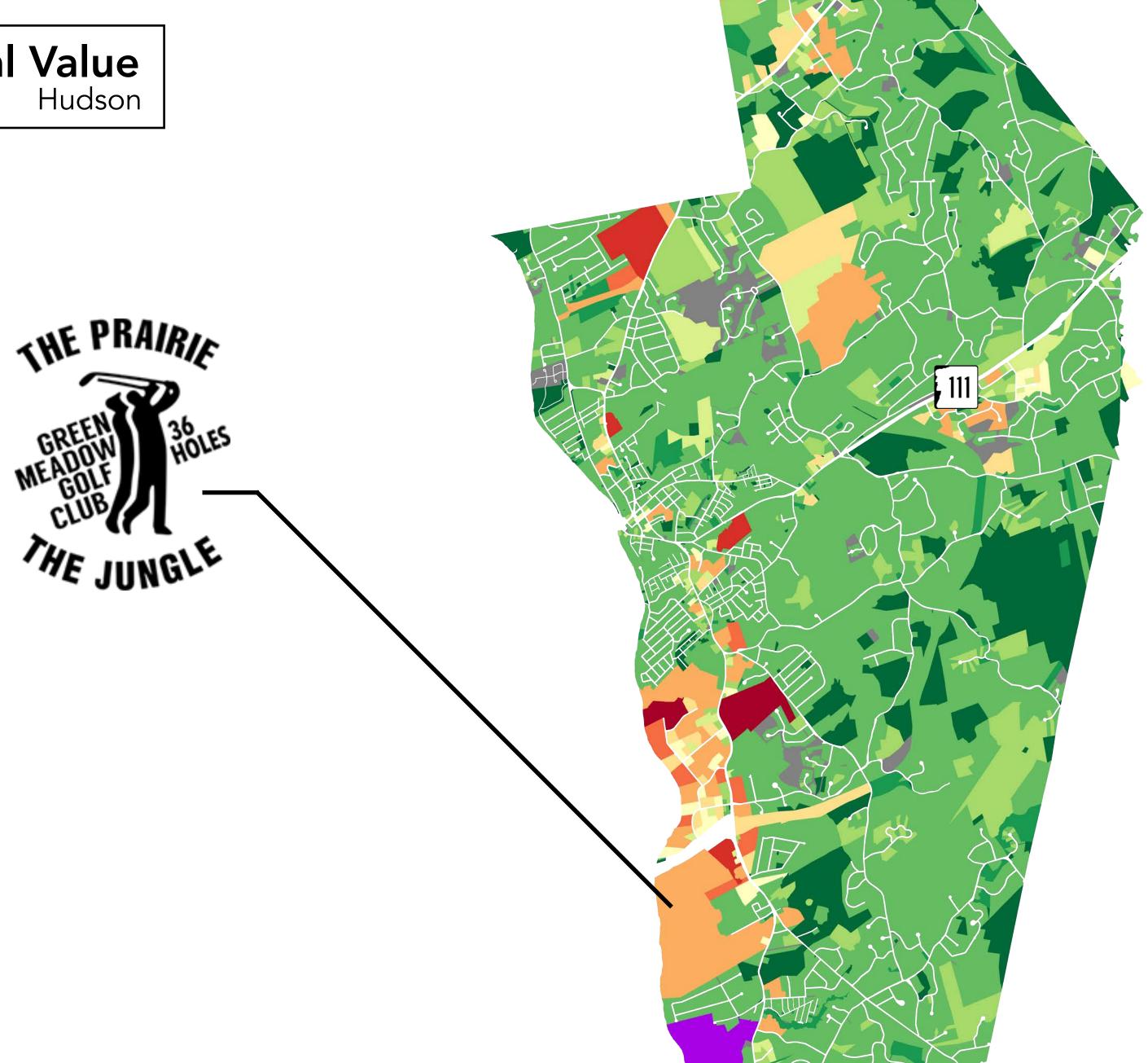
# Hudson

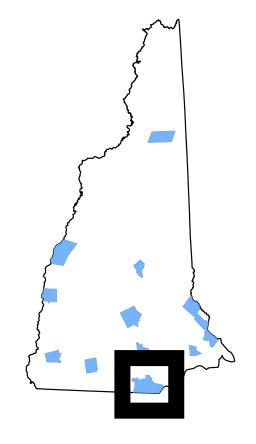


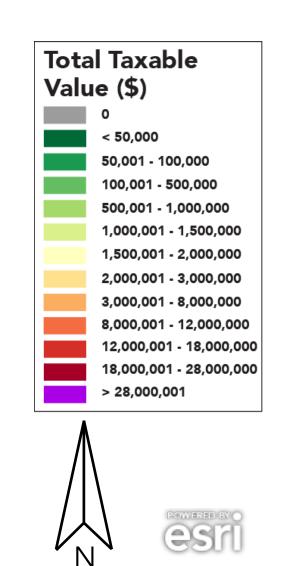




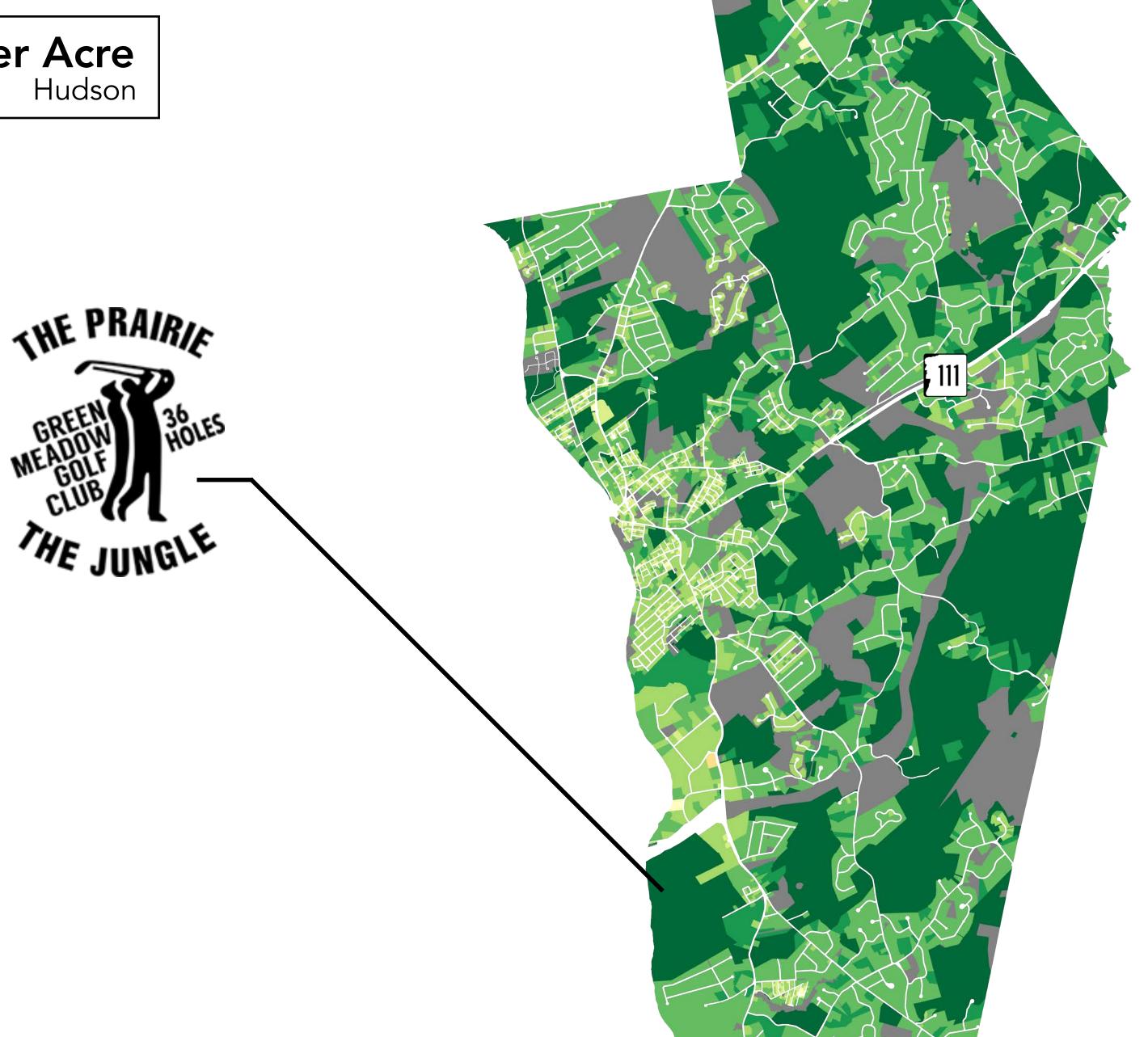
### Total Value Hudson

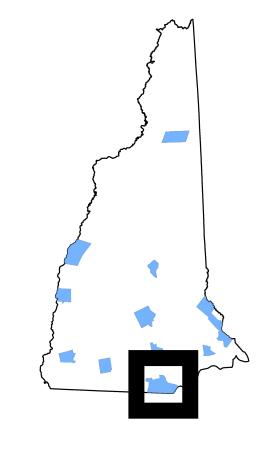


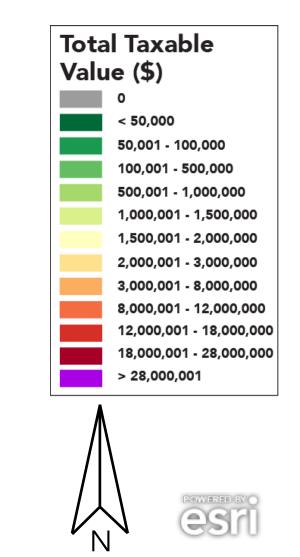




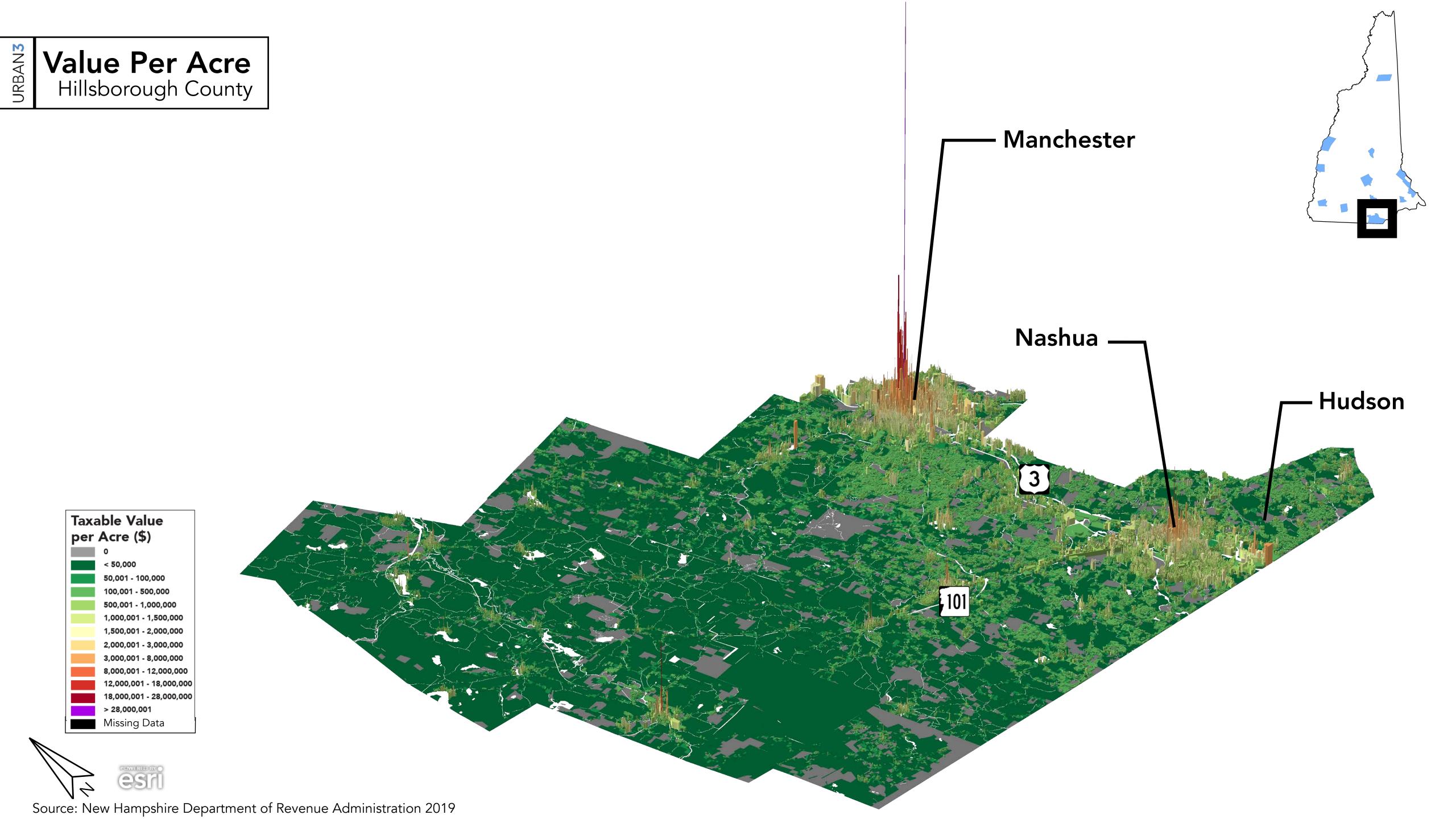


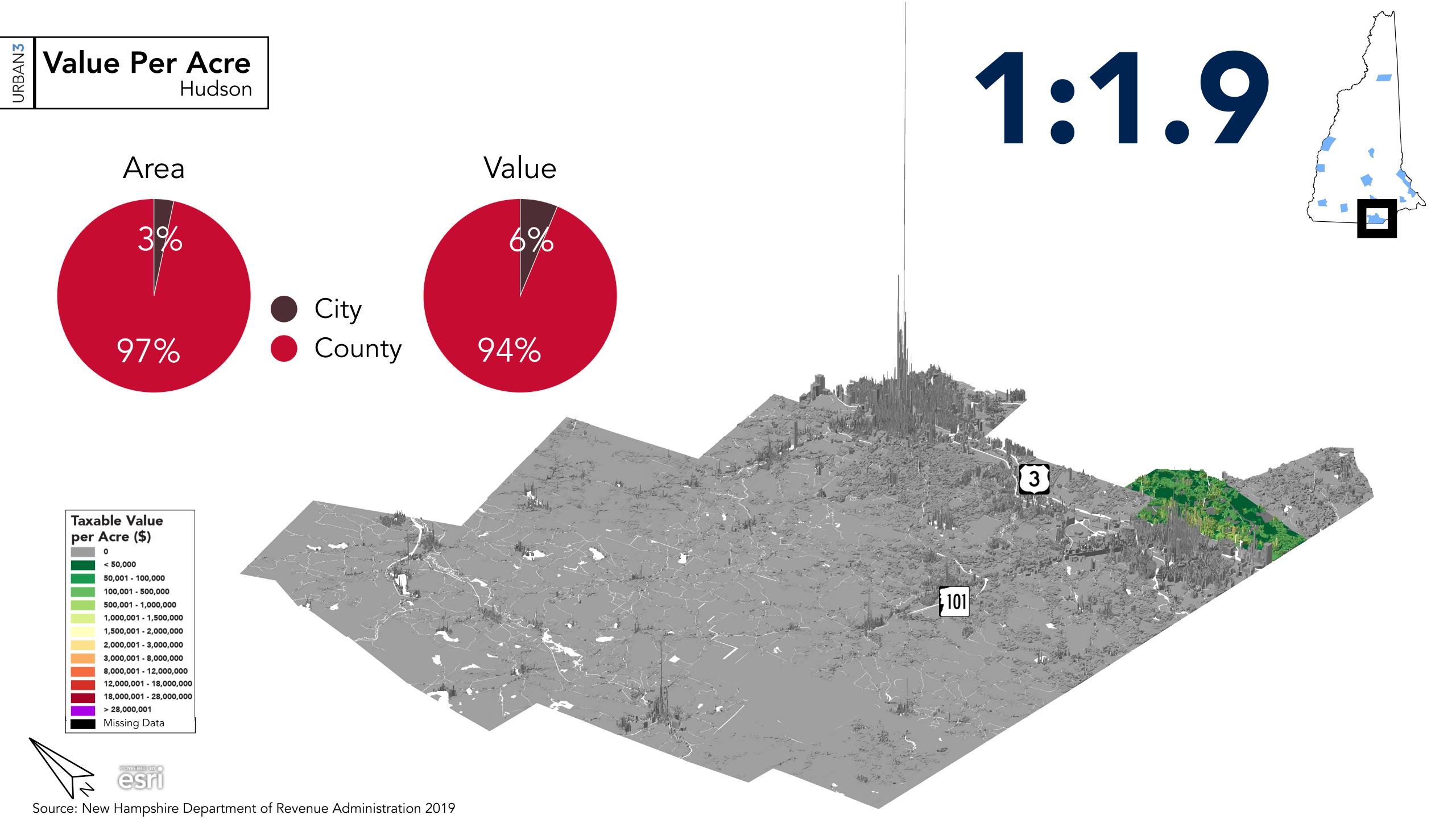


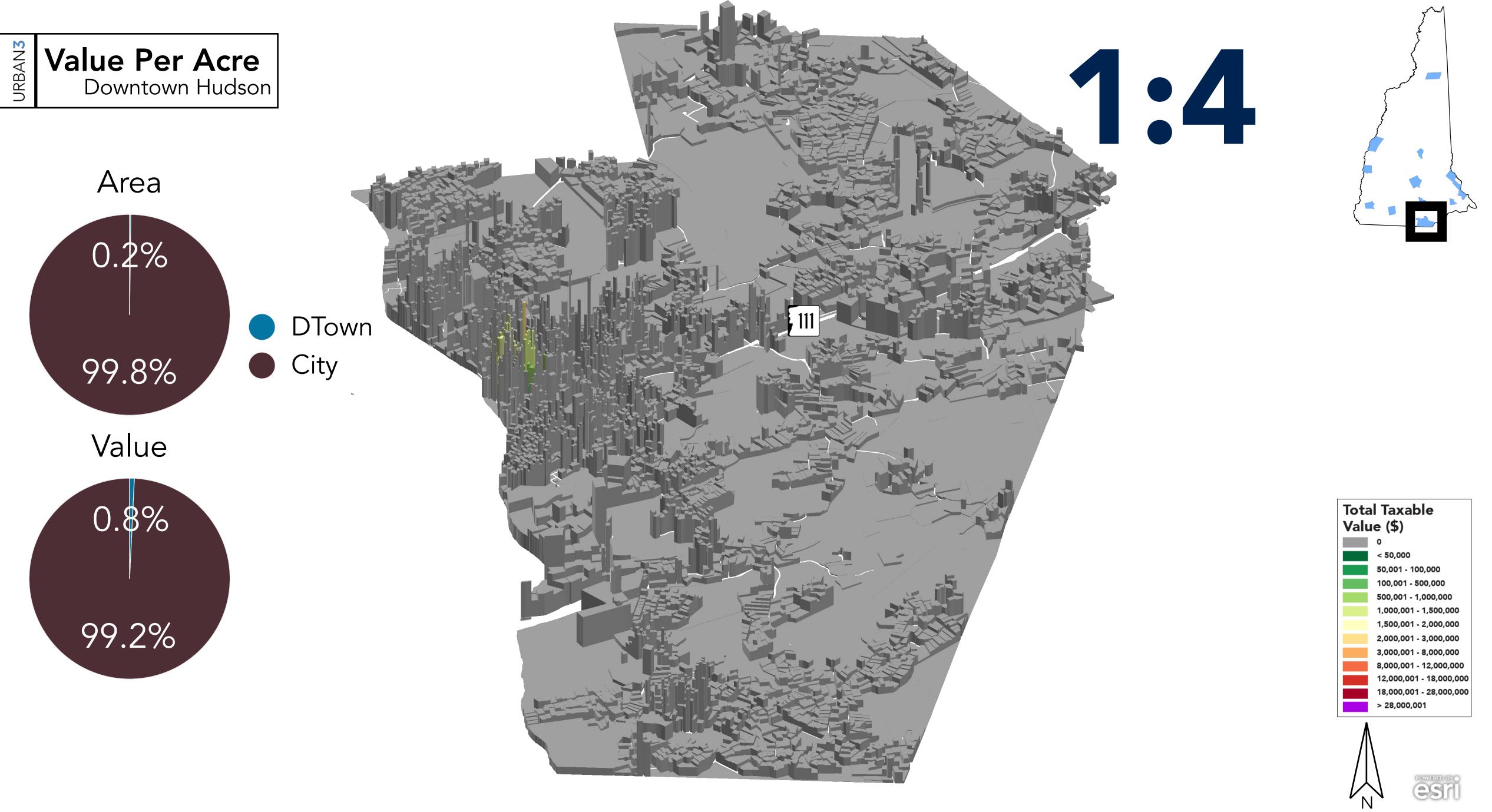


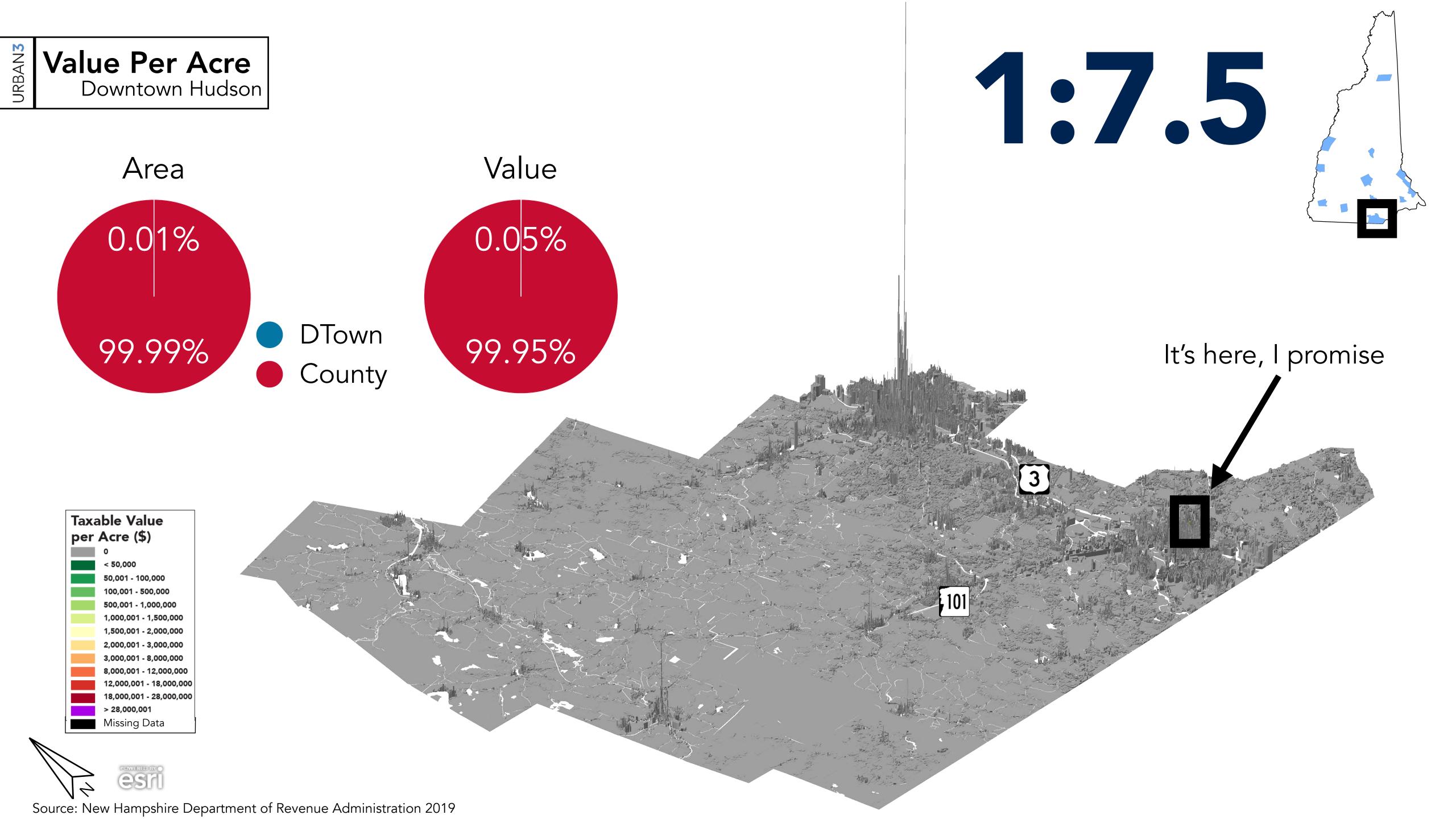






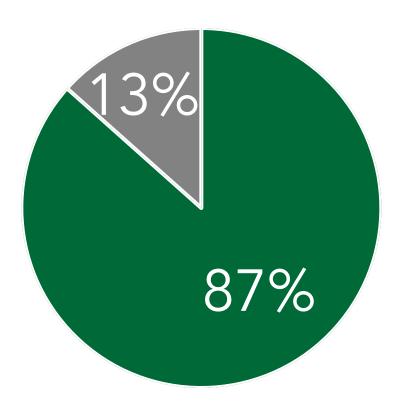






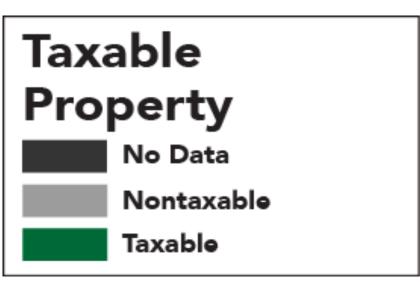
#### Taxable Area Hudson





Taxable

Nontaxable









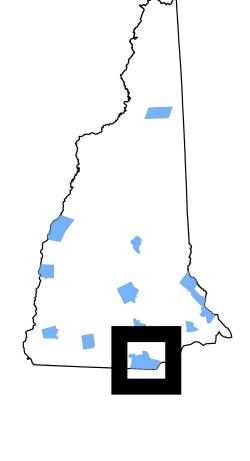


# Land Use Types

Local samples of buildings and development types

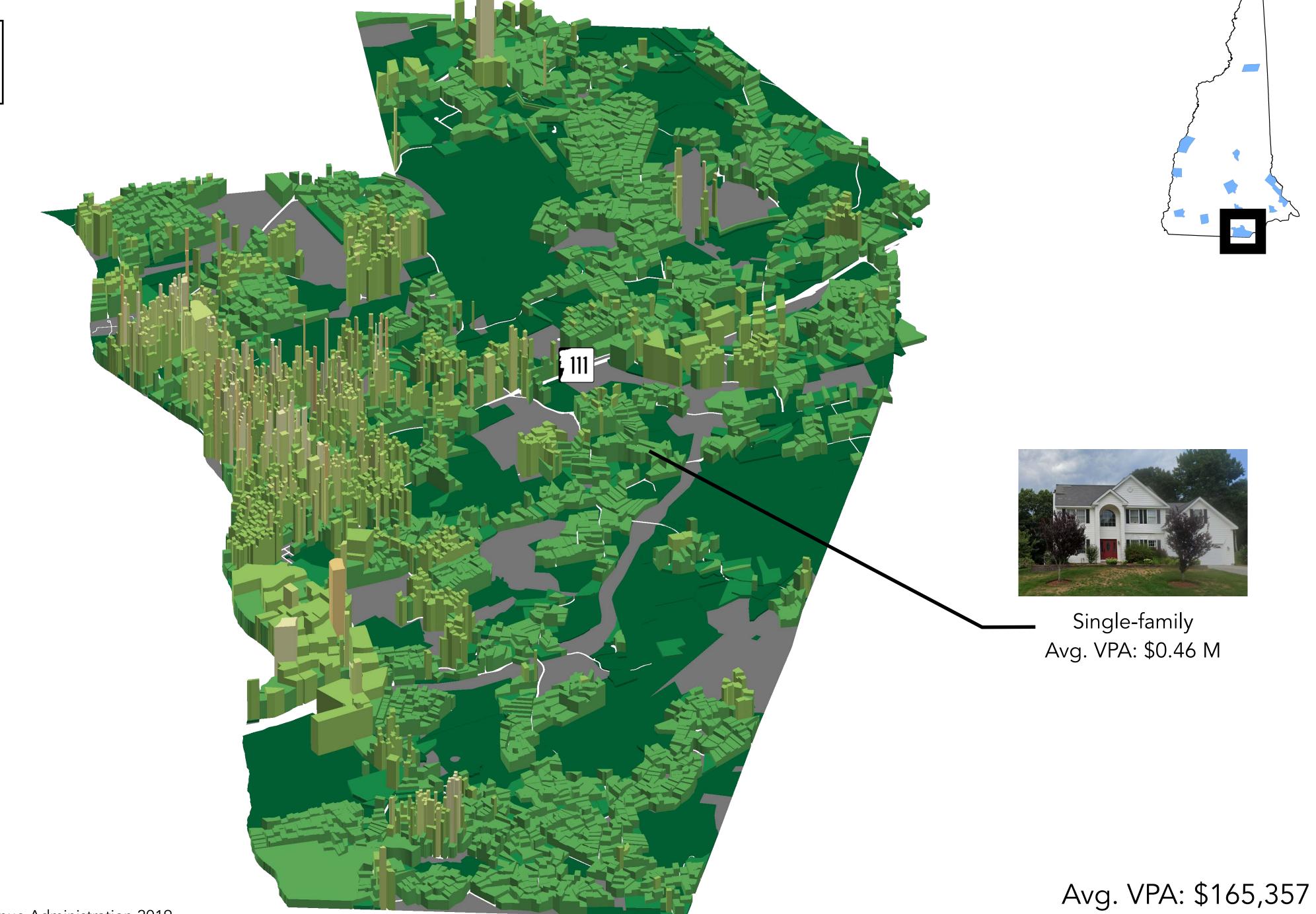
## Hudson Examples Land Use Productivity

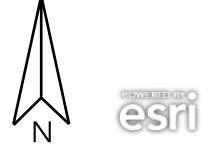






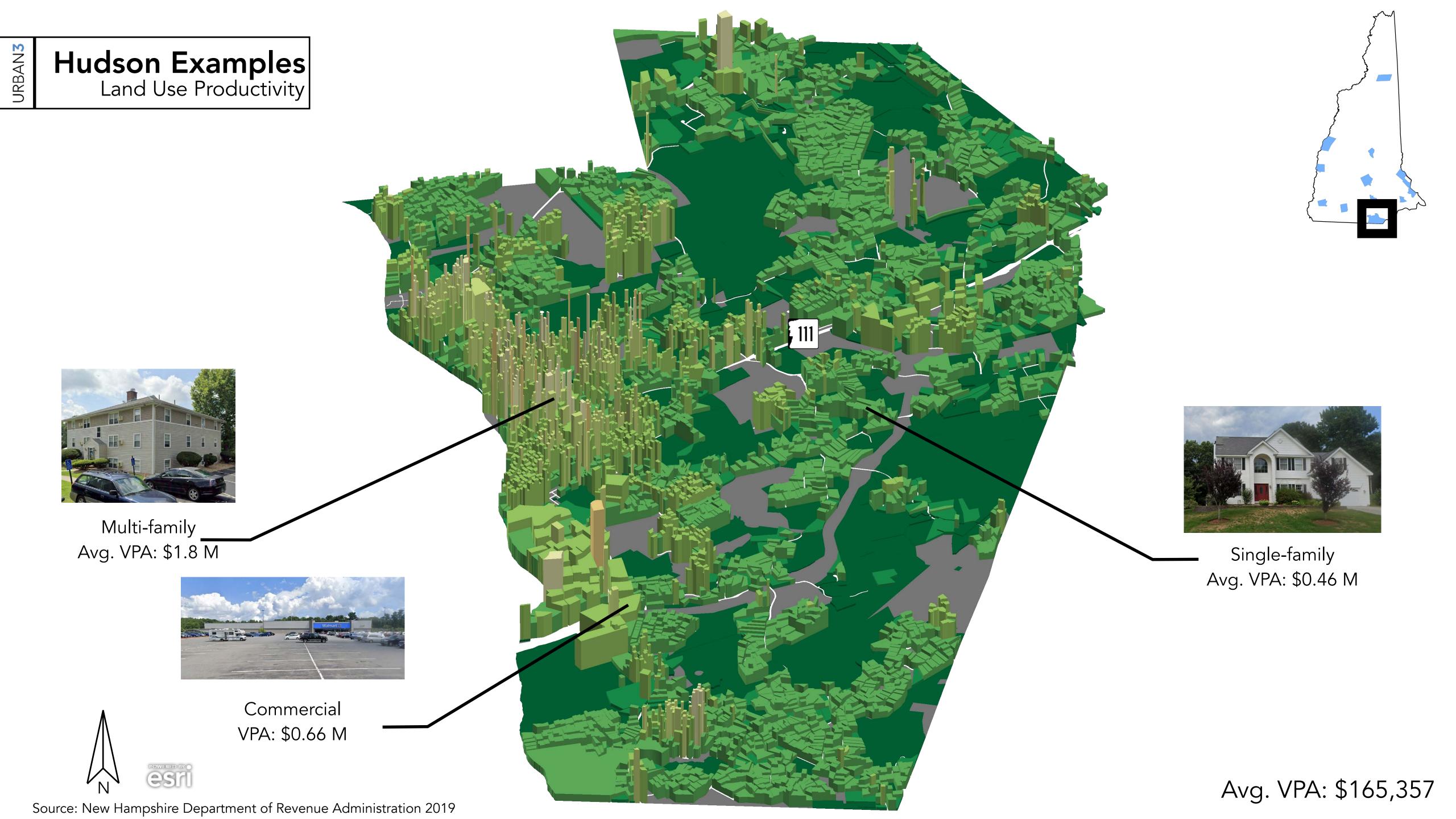
## Hudson Examples Land Use Productivity

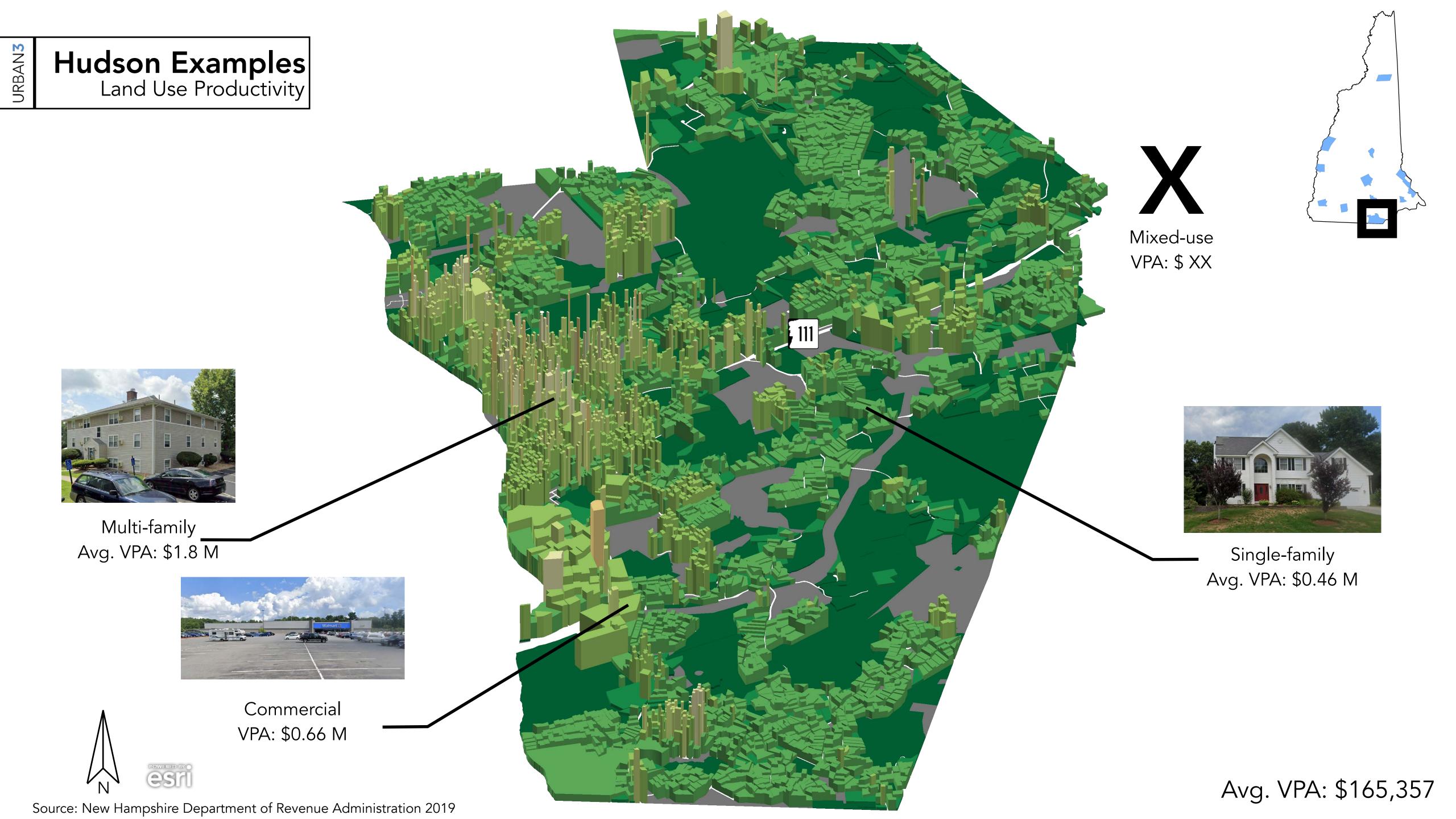


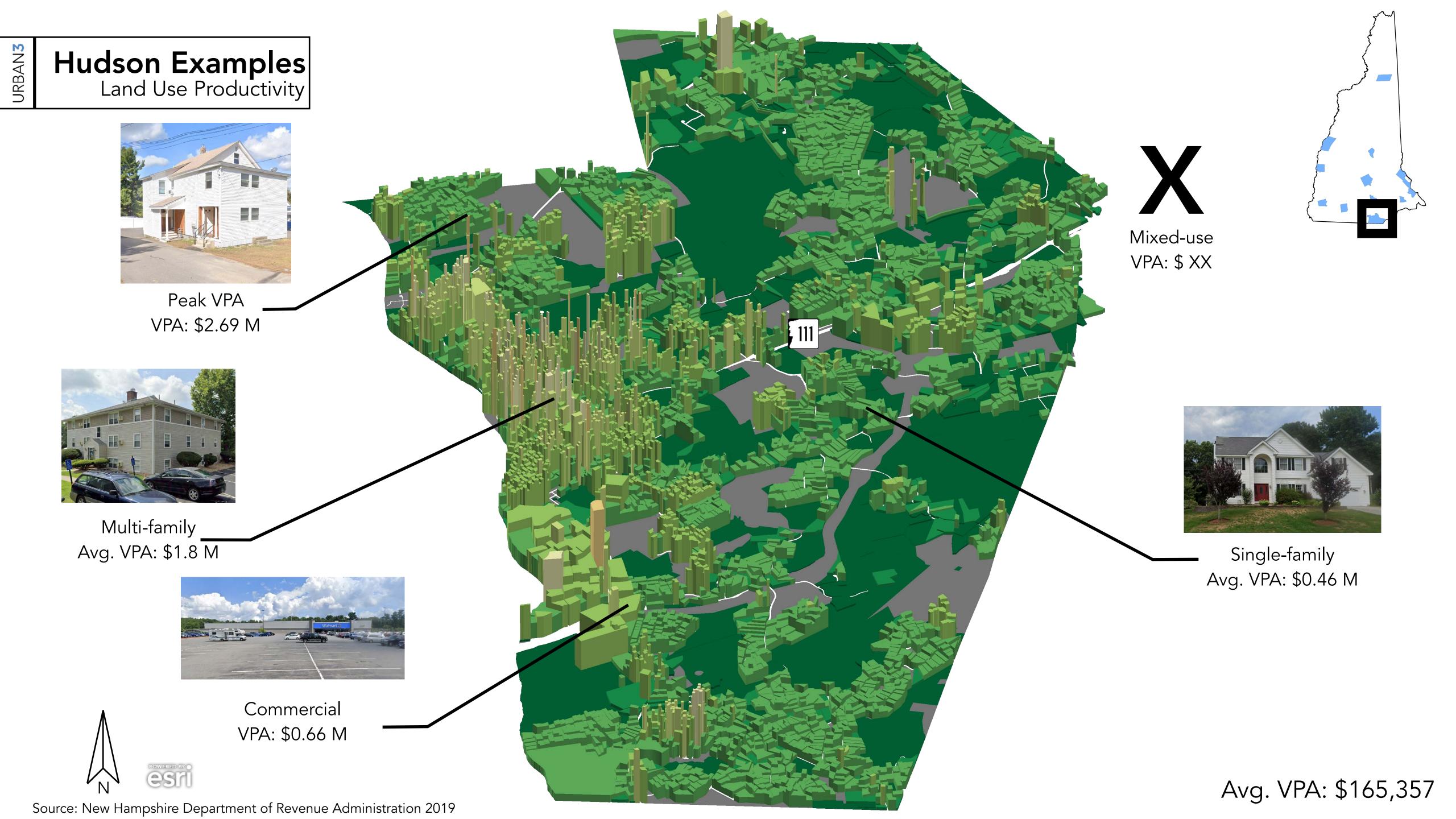


Source: New Hampshire Department of Revenue Administration 2019









# Hudson Examples Land Use Productivity

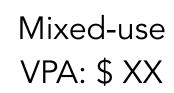


Peak VPA

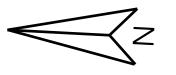


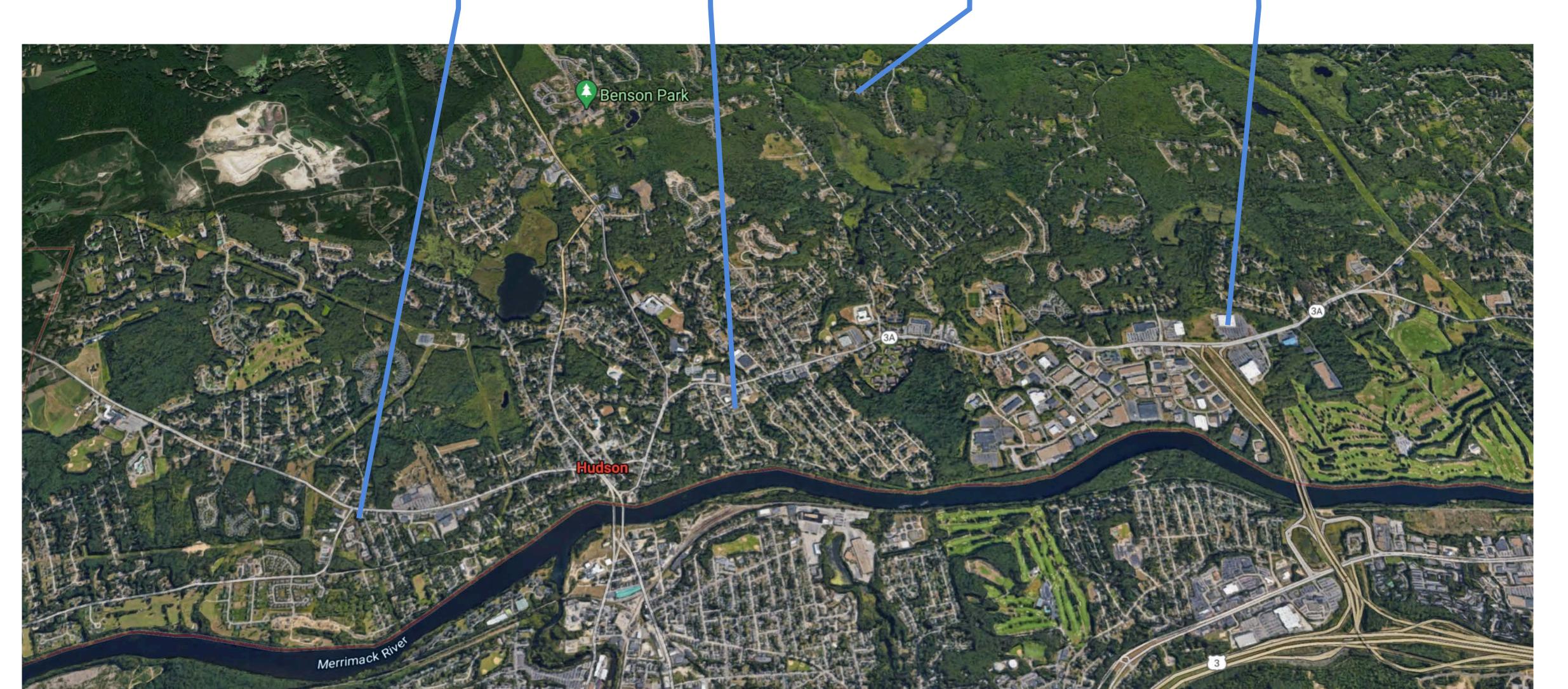








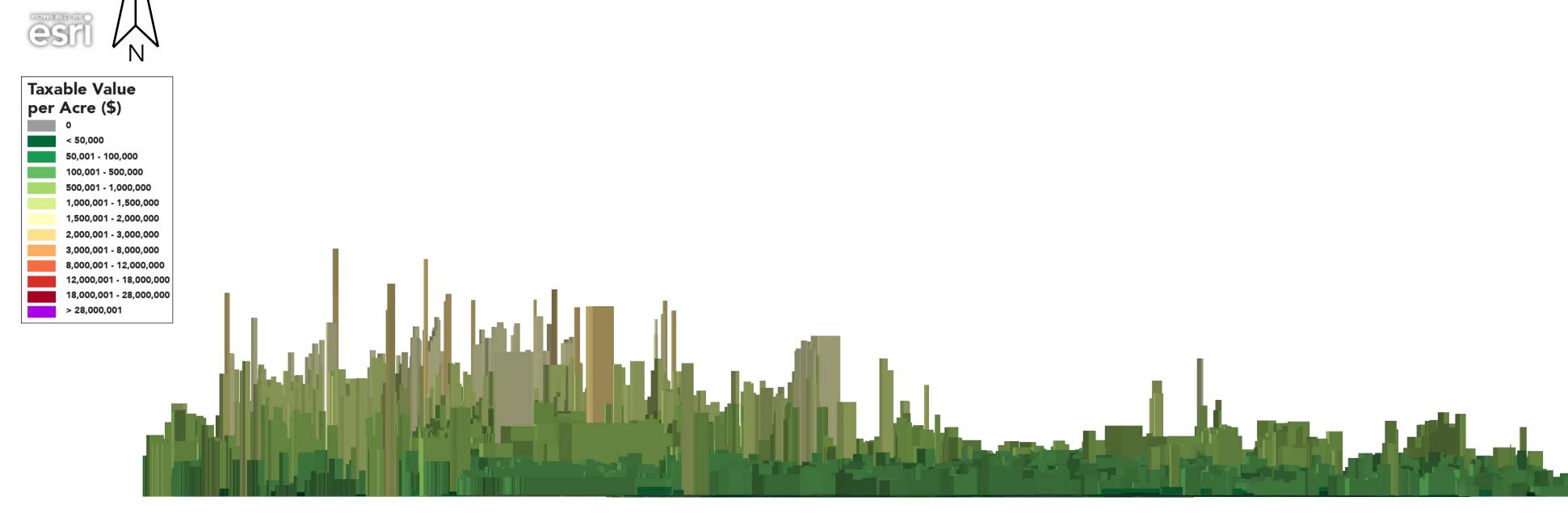




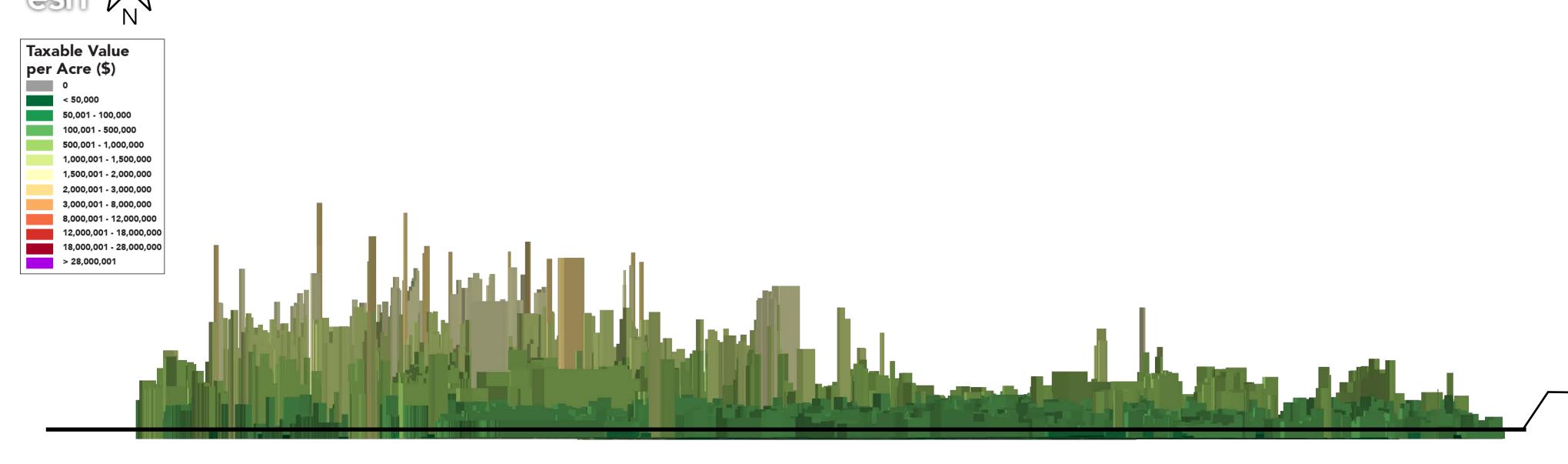




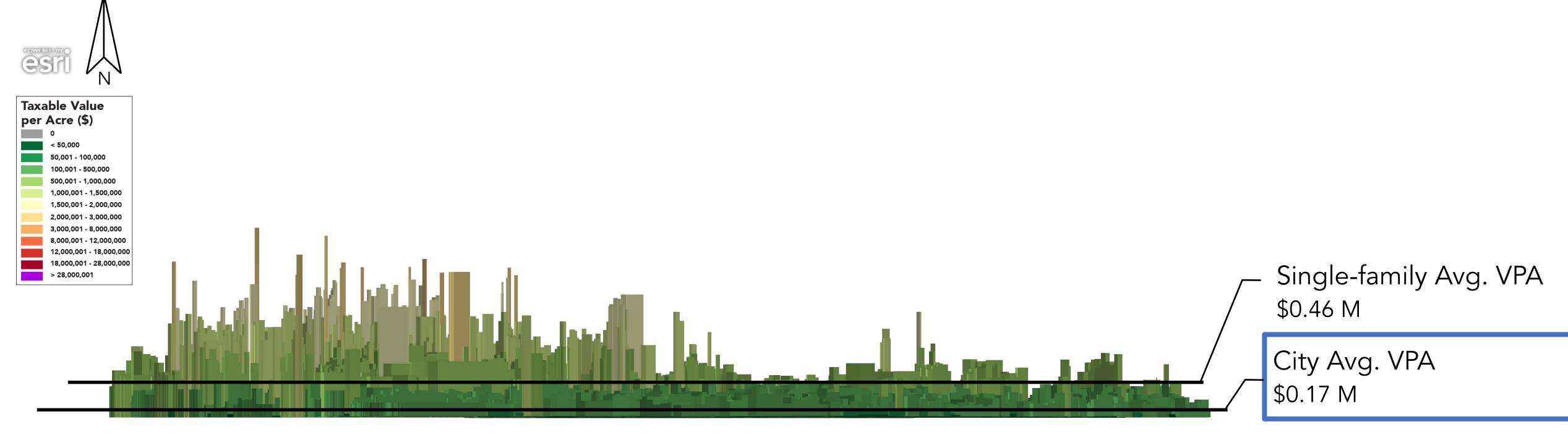
Geospatial Analysis



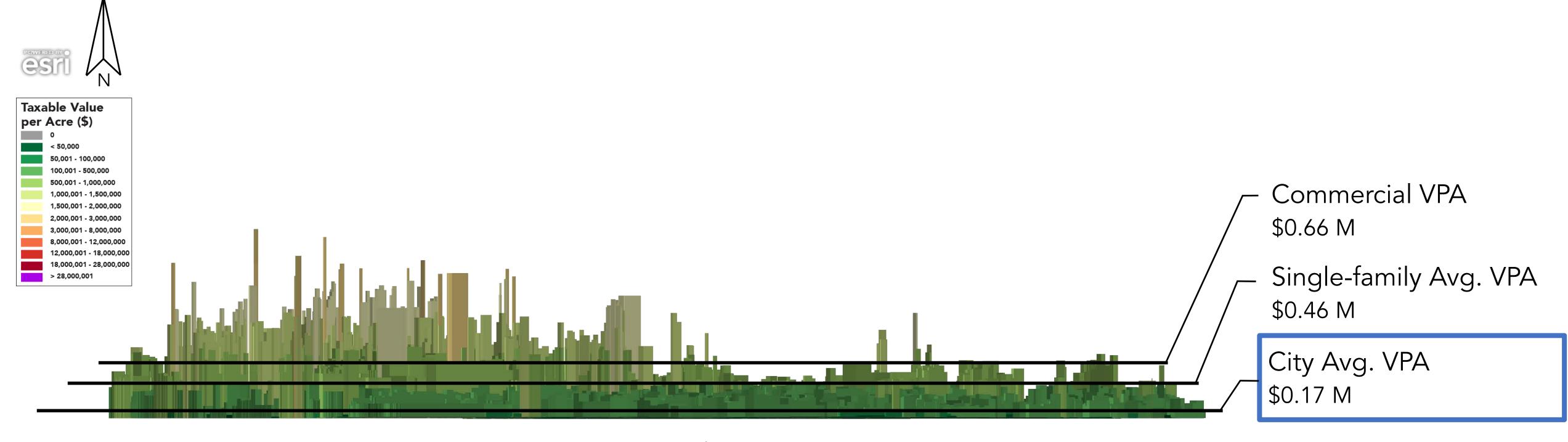
Source: New Hampshire Department of Revenue Administration 2019



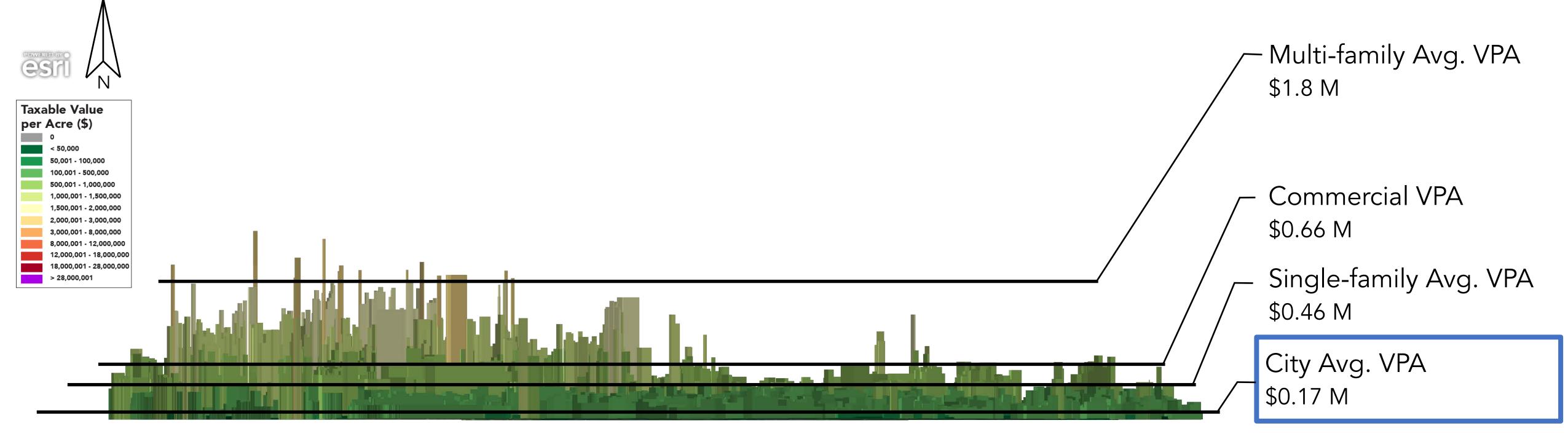
City Avg. VPA \$0.17 M



Source: New Hampshire Department of Revenue Administration 2019

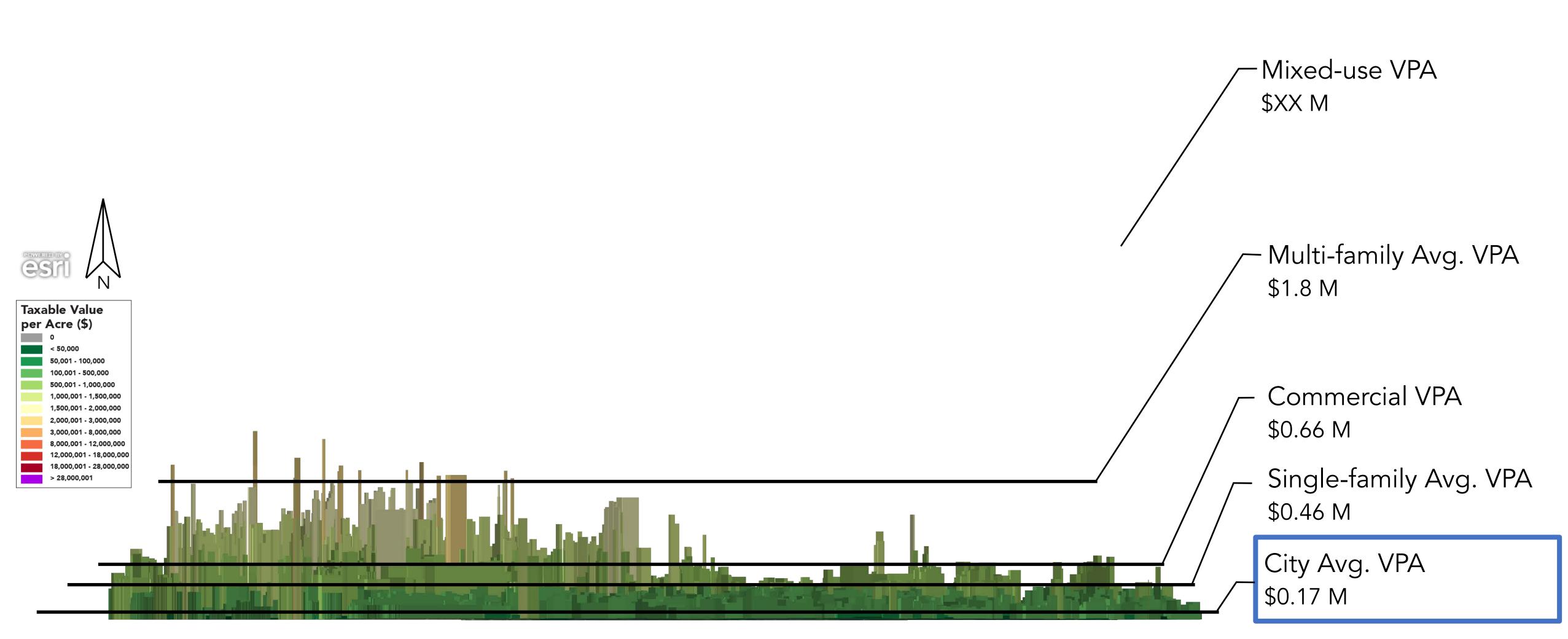


Source: New Hampshire Department of Revenue Administration 2019

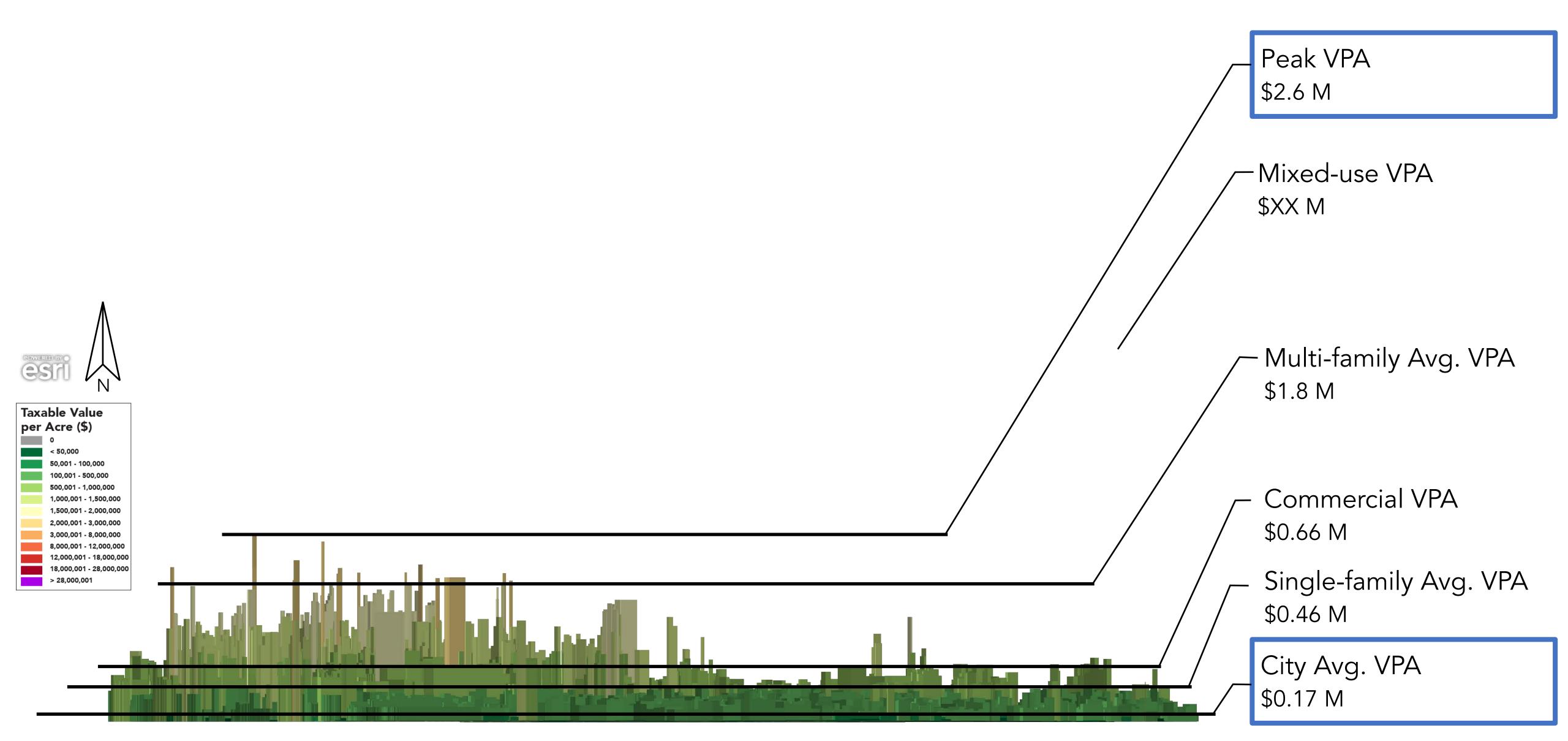


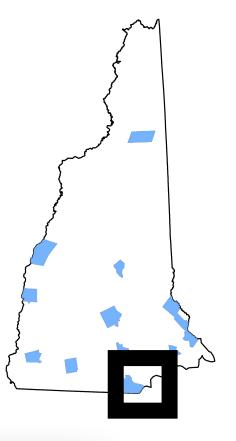
#### Hudson Profile

Land Use Productivity



Source: New Hampshire Department of Revenue Administration 2019



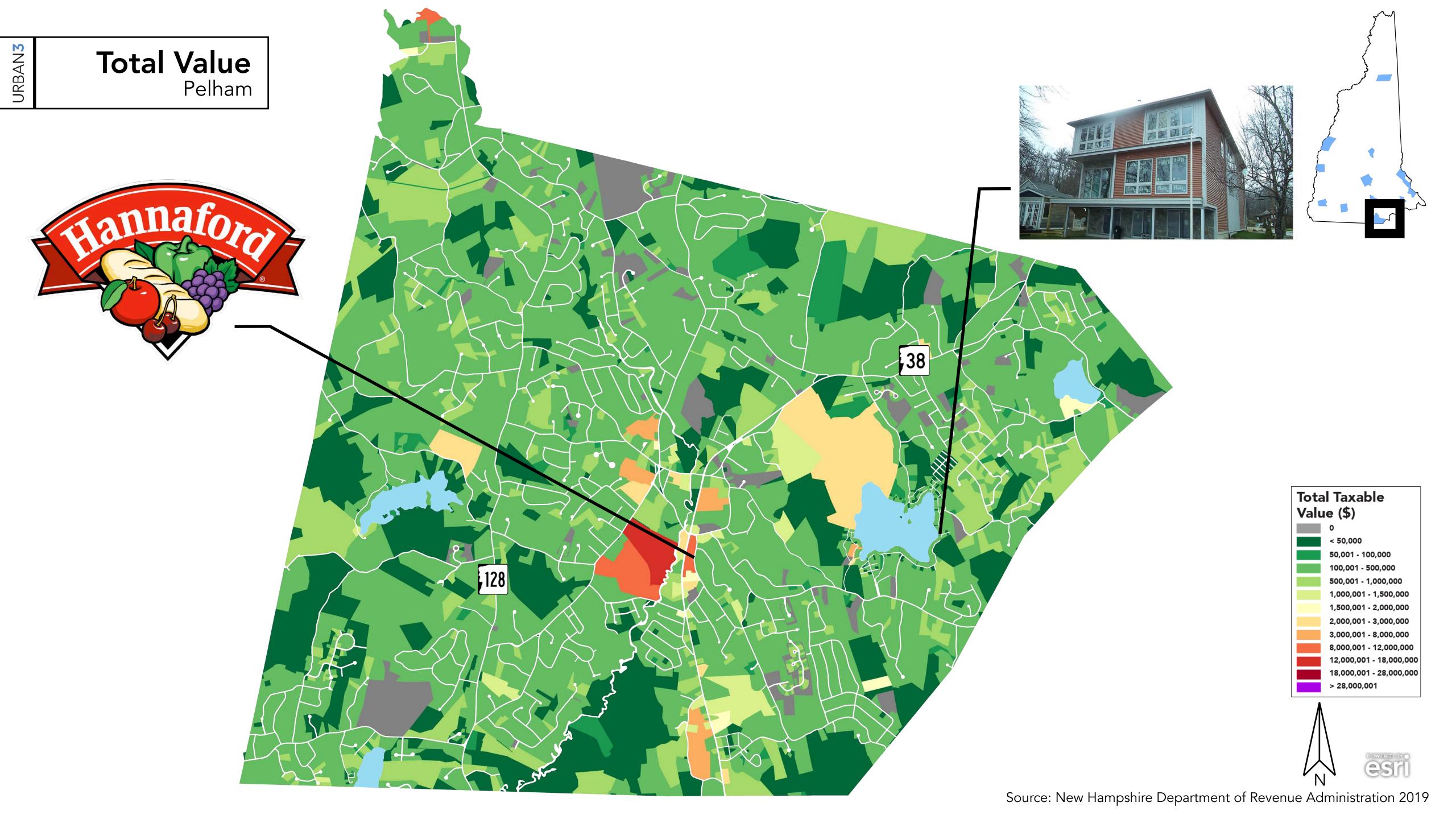


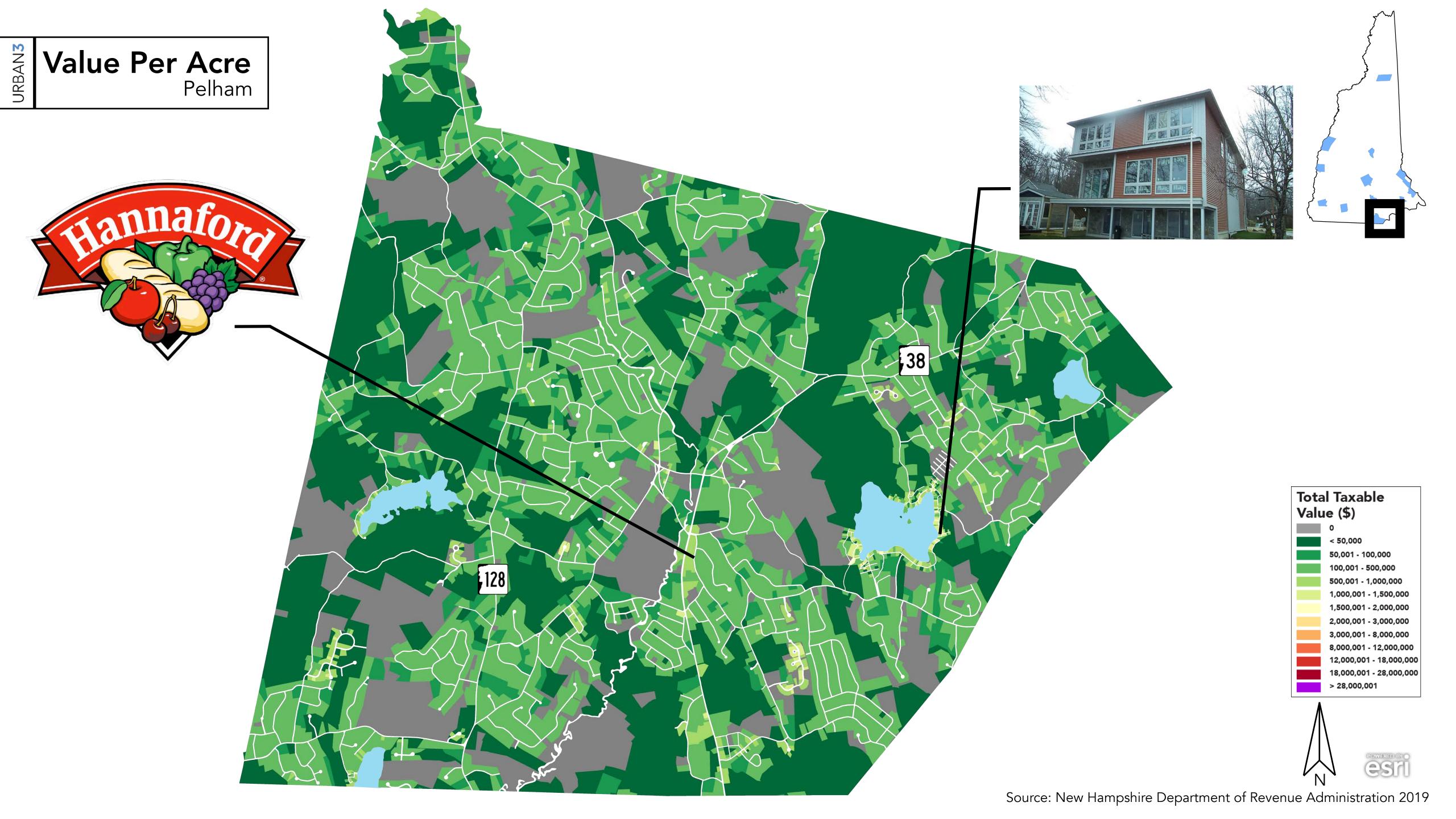
Case Study: Economic MRI® 2020

# Pelham

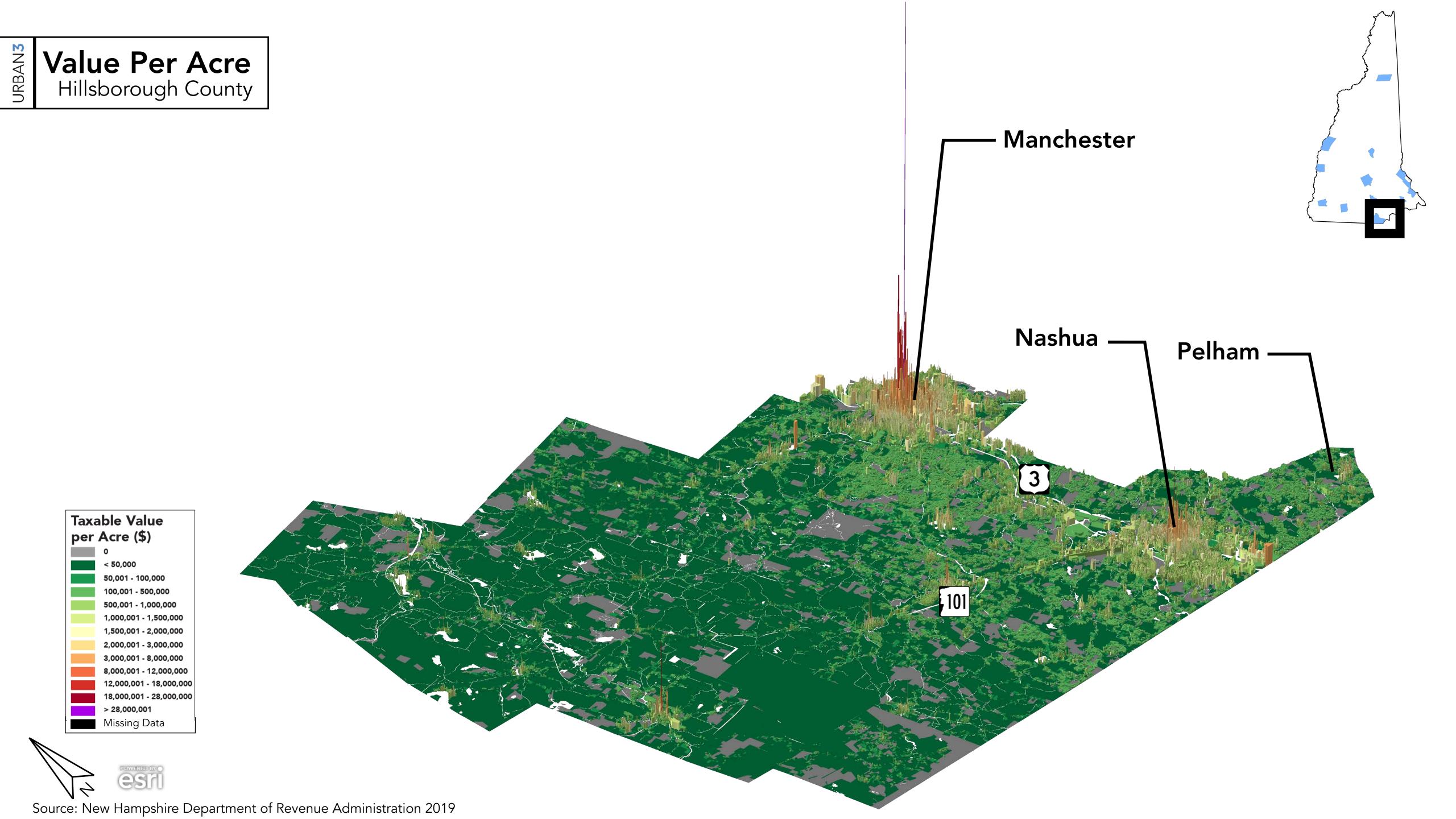


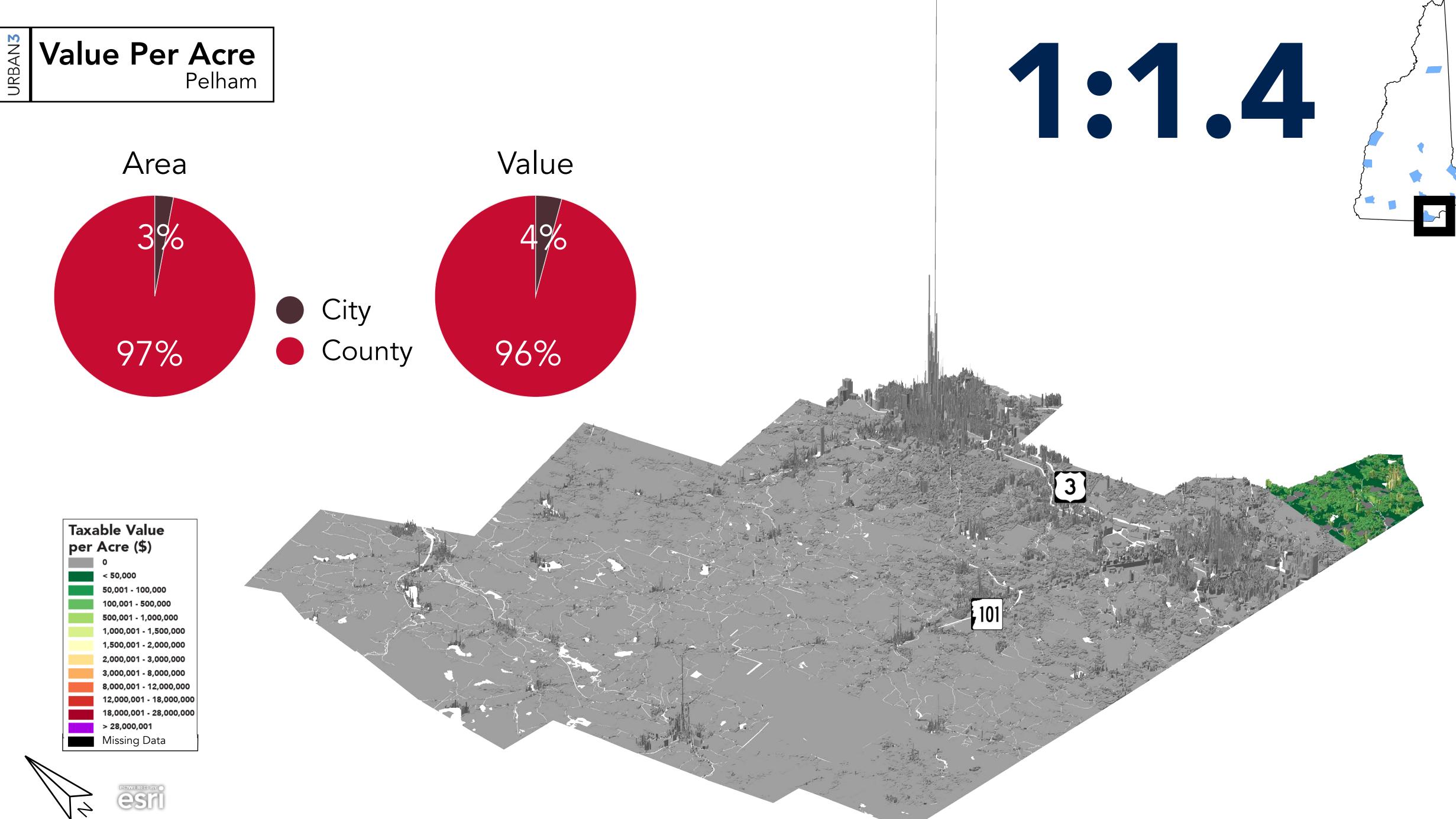




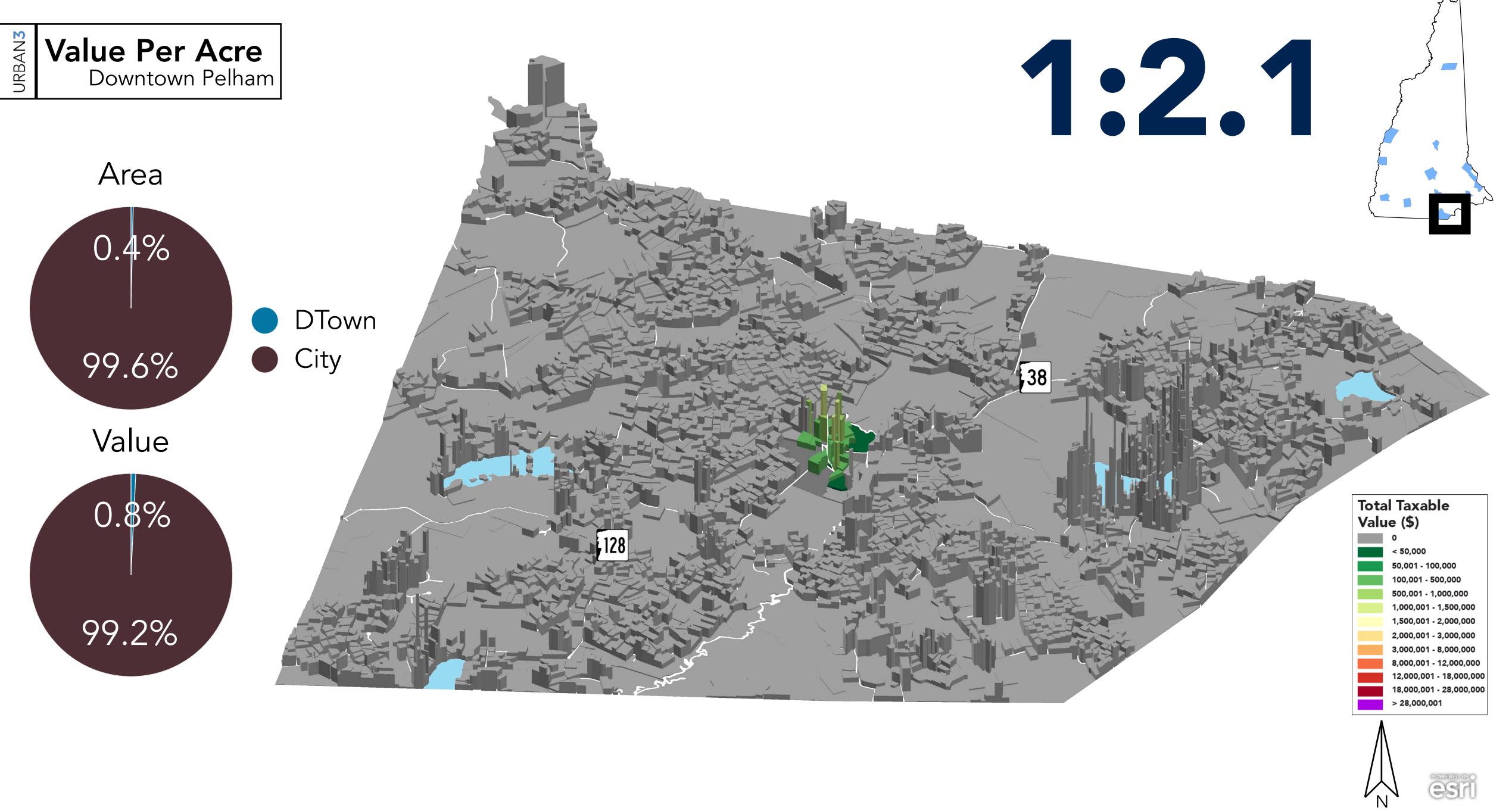


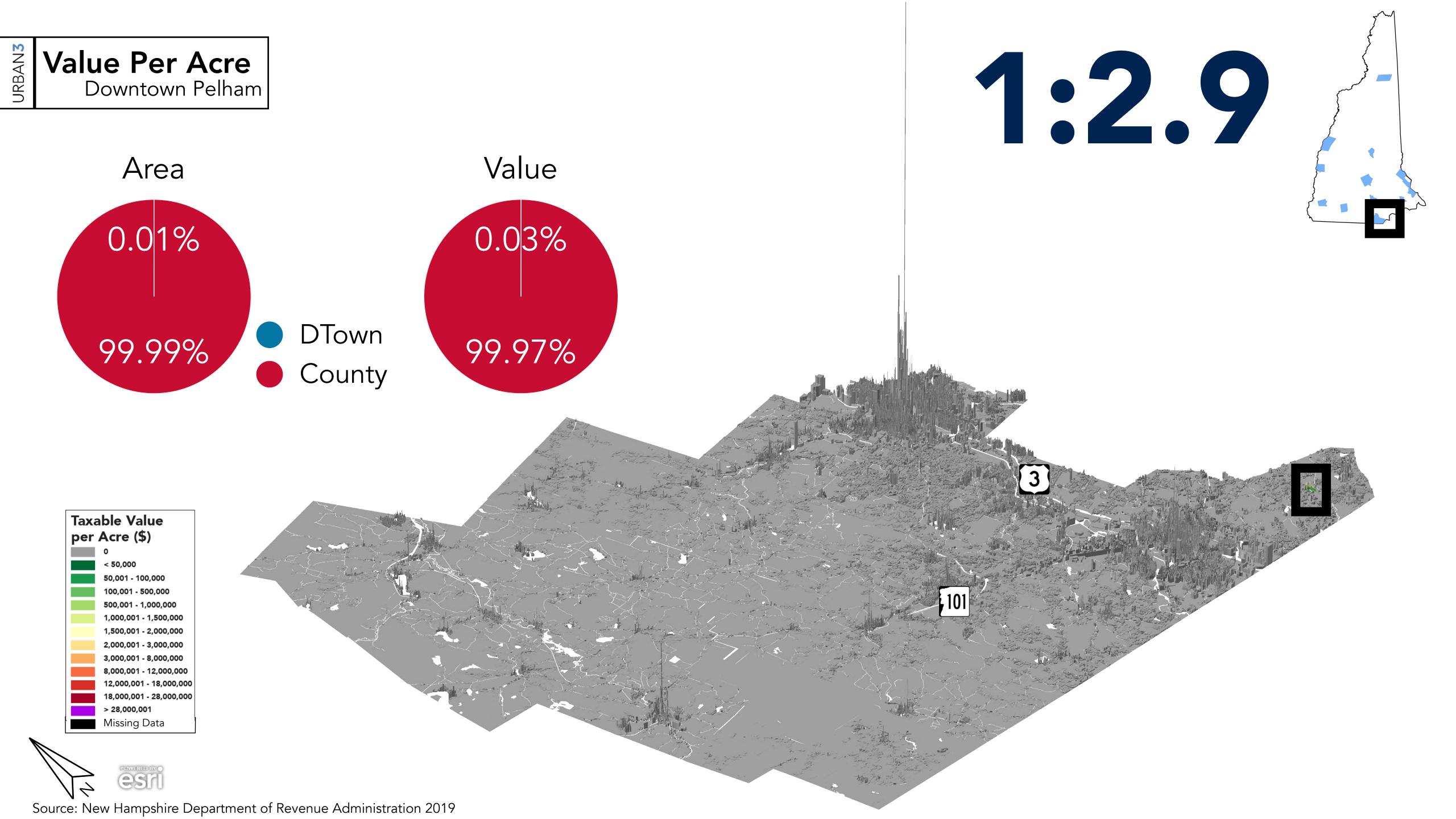






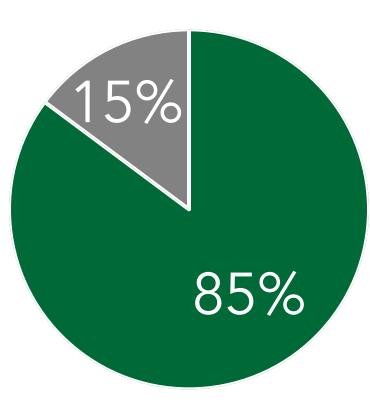
Source: New Hampshire Department of Revenue Administration 2019





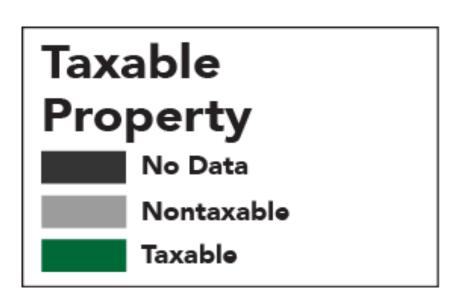
#### Taxable Area Pelham



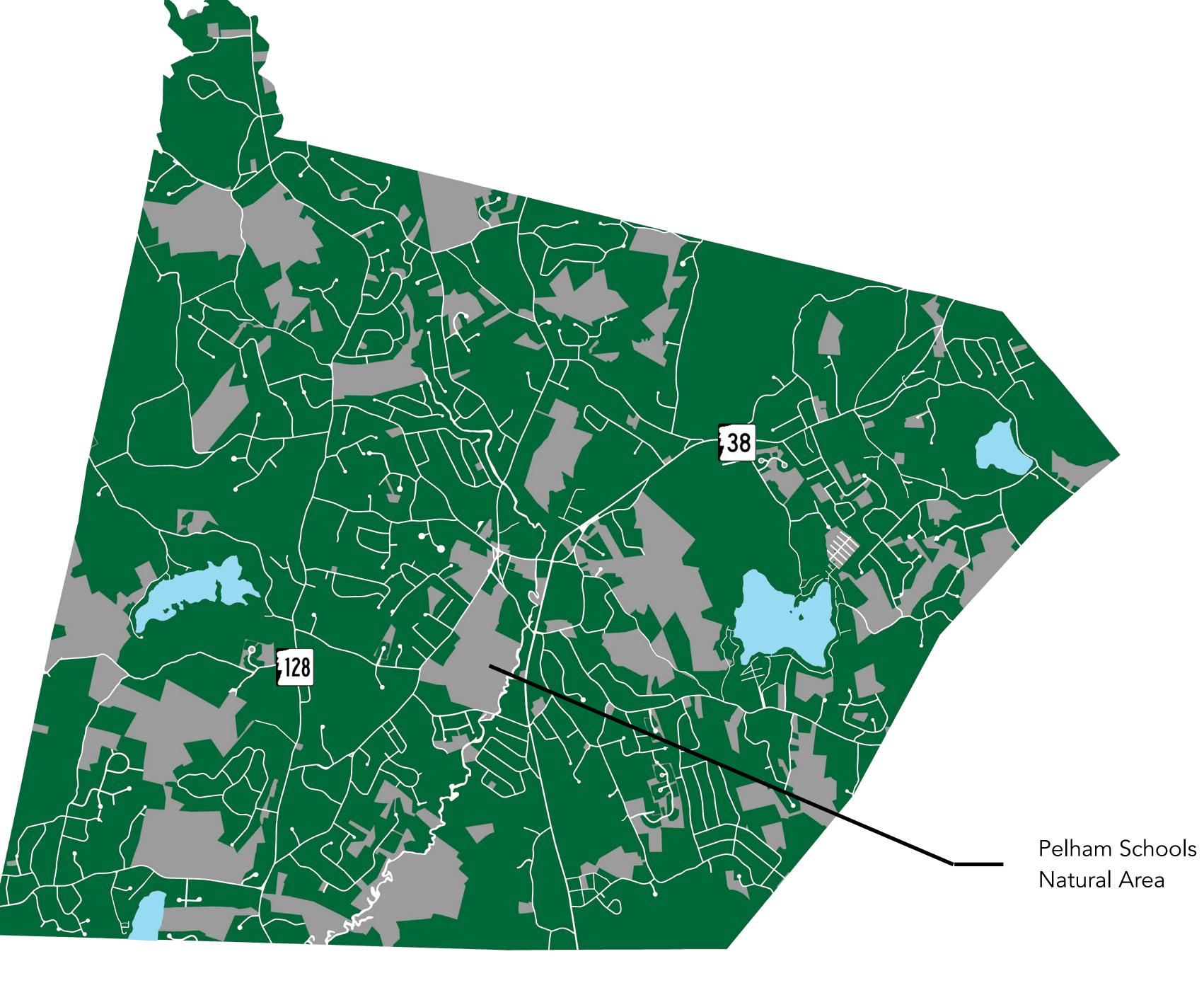


Taxable

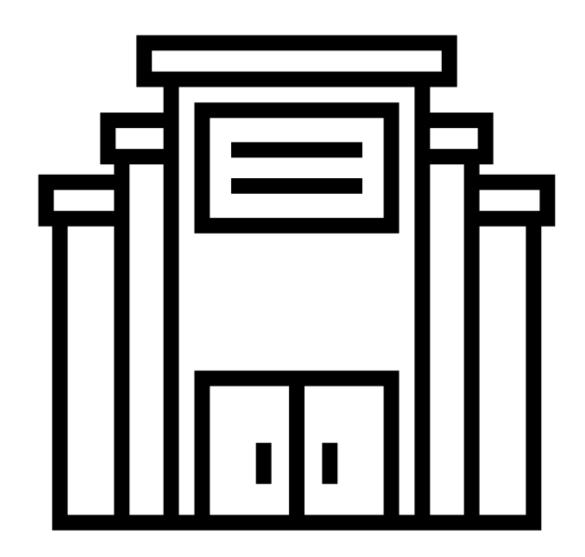
Nontaxable



es/i





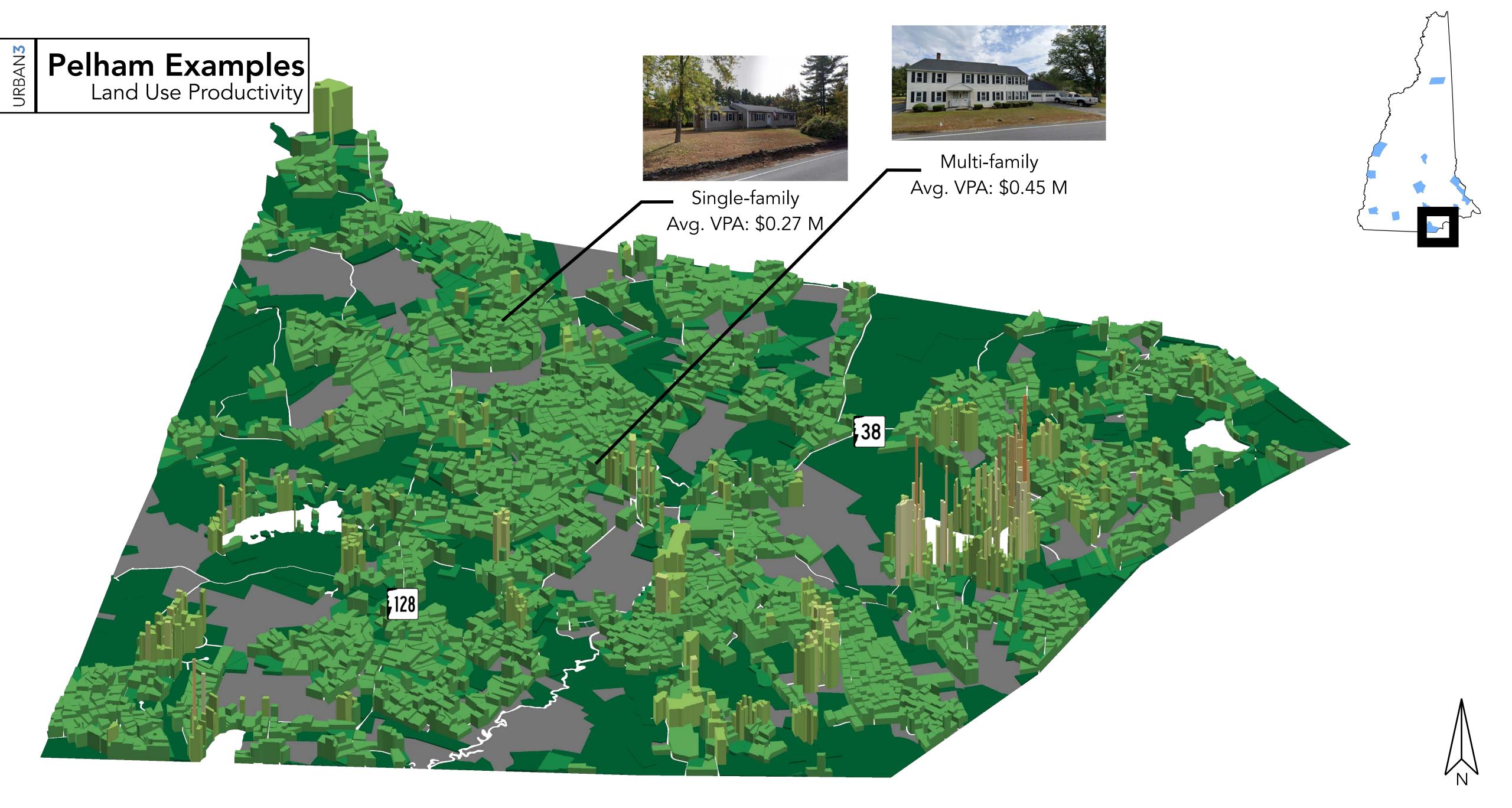


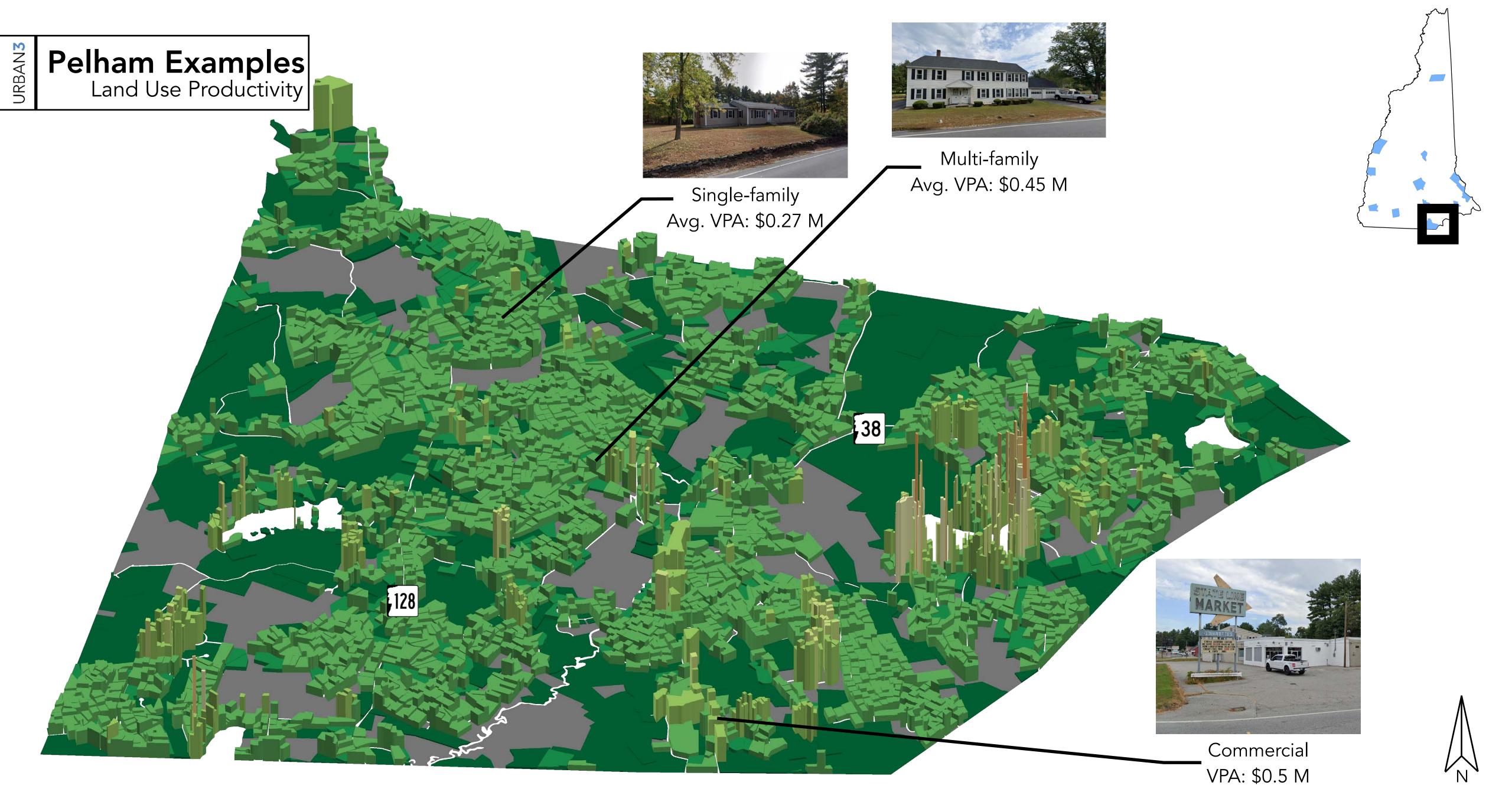
# Land Use Types

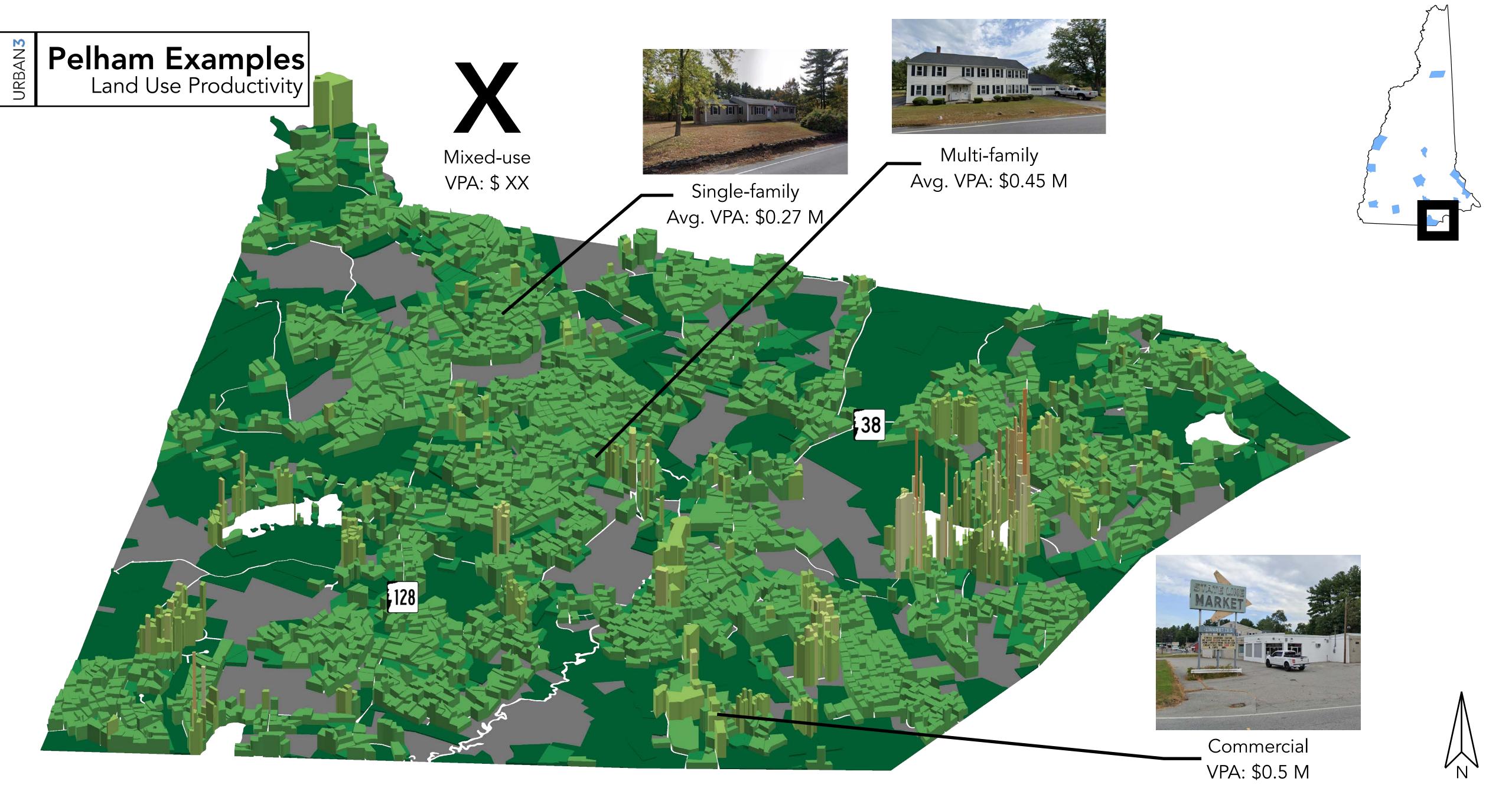
Local samples of buildings and development types

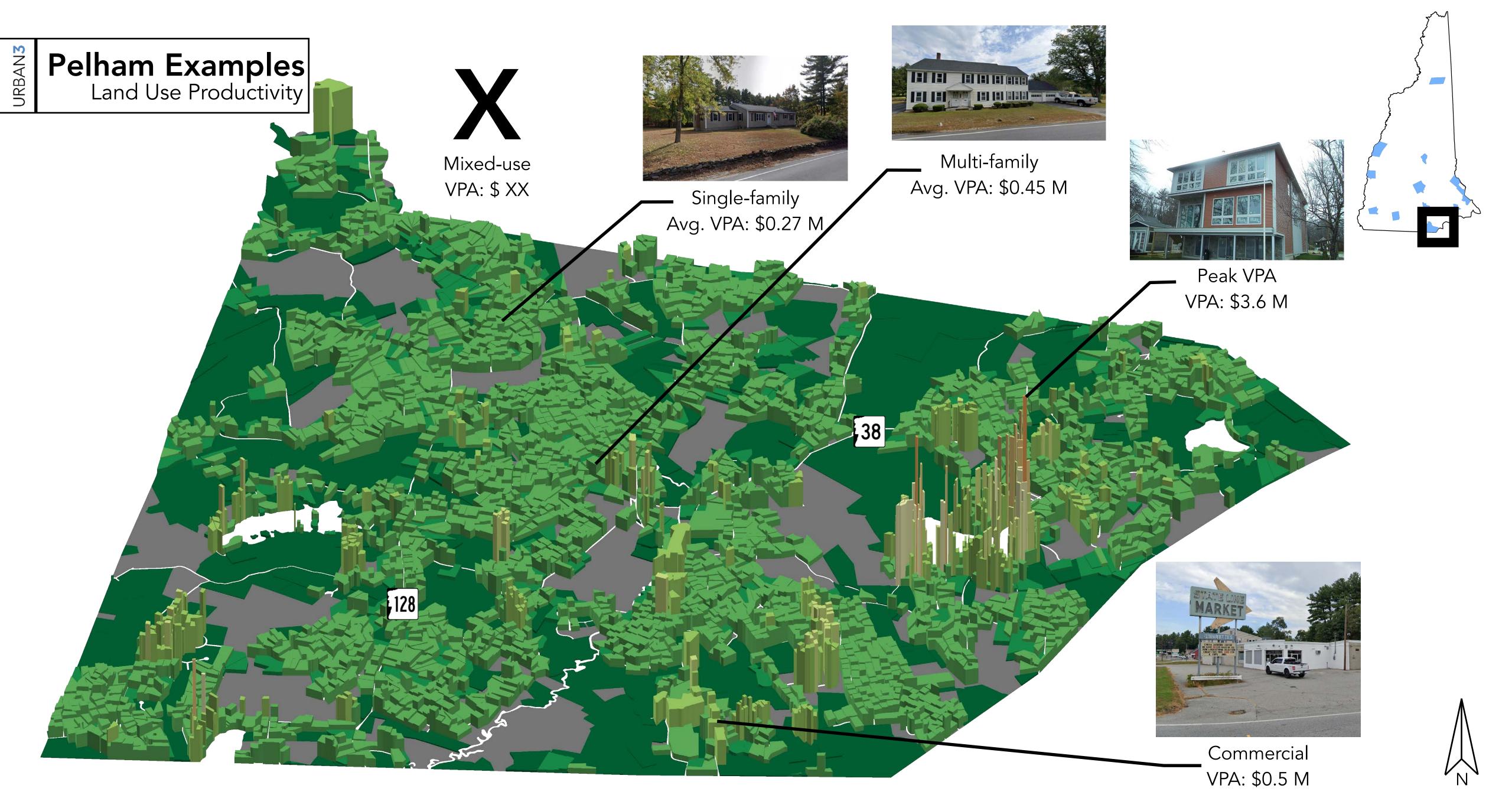


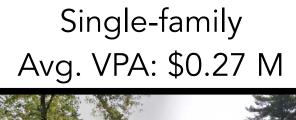














Multi-family Avg. VPA: \$0.45 M



Peak VPA VPA: \$3.6 M

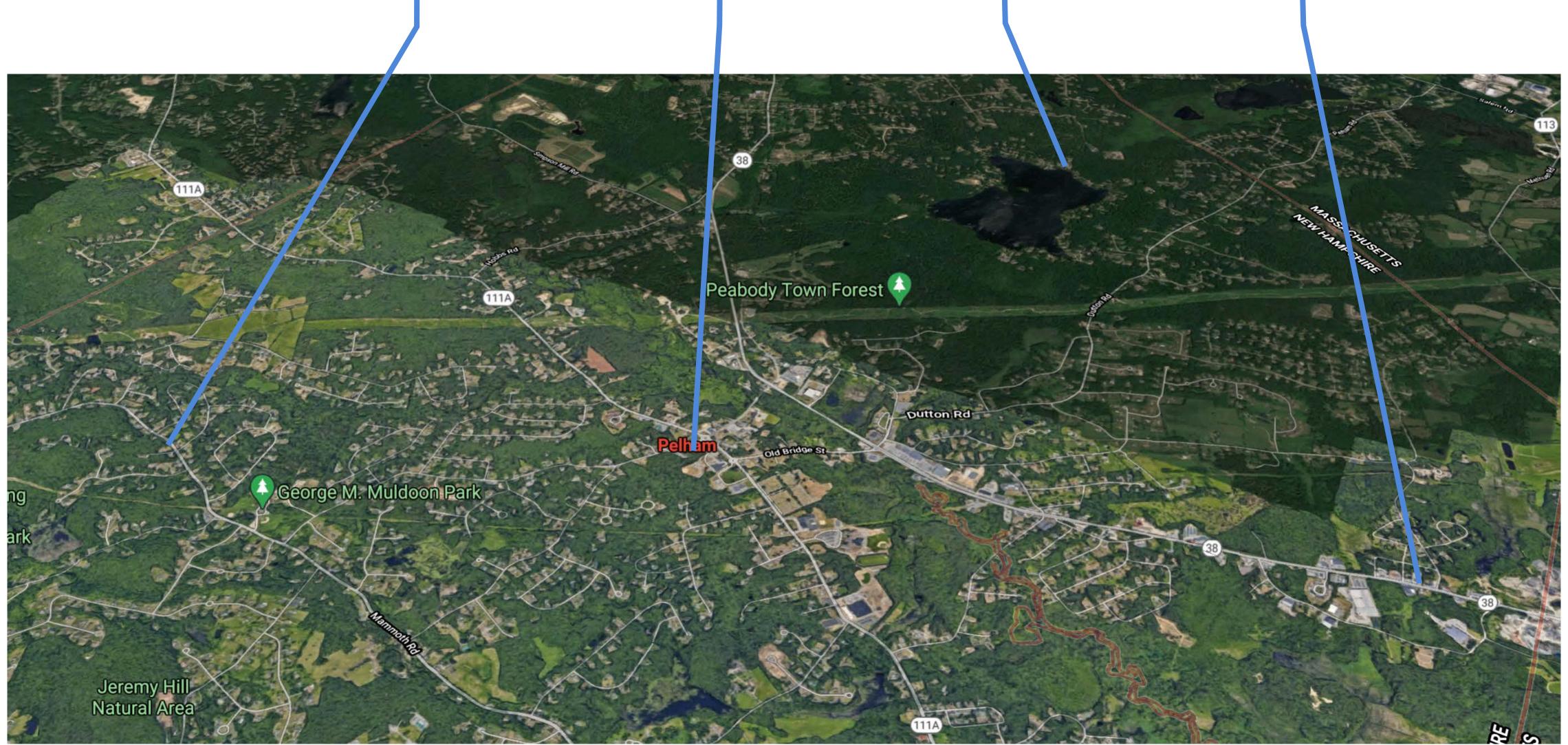


Commercial VPA: \$0.5 M





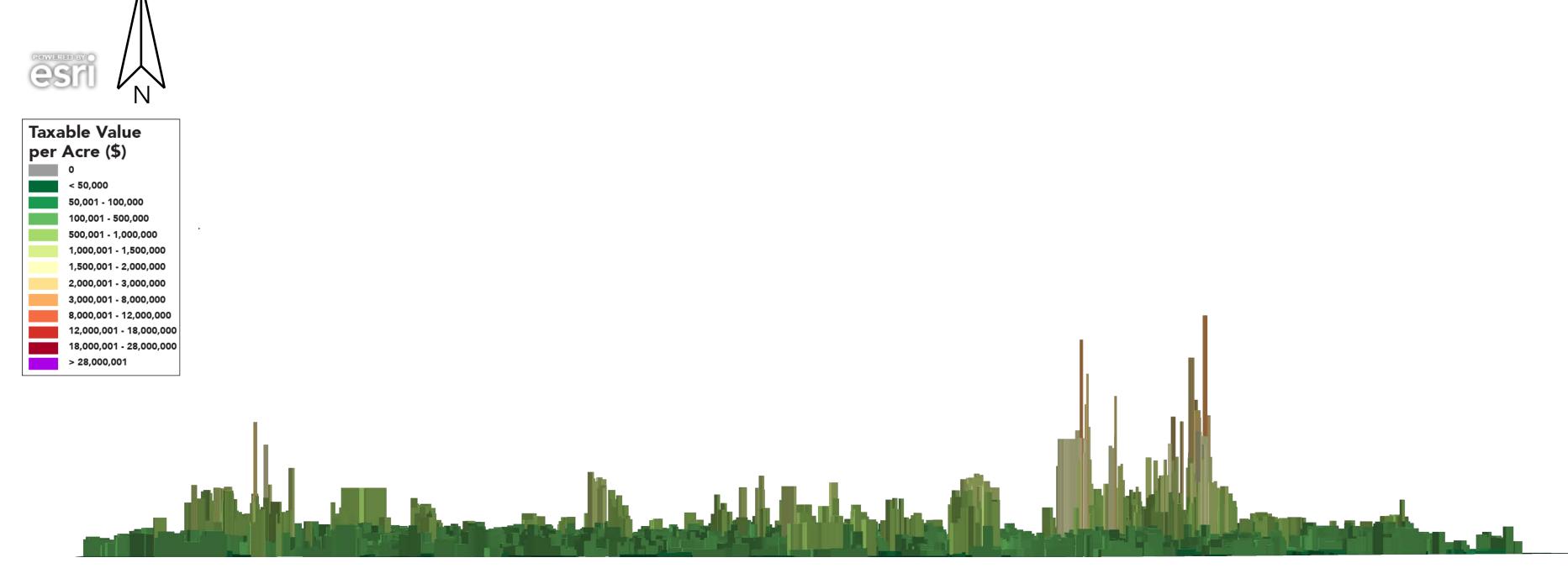
Mixed-use



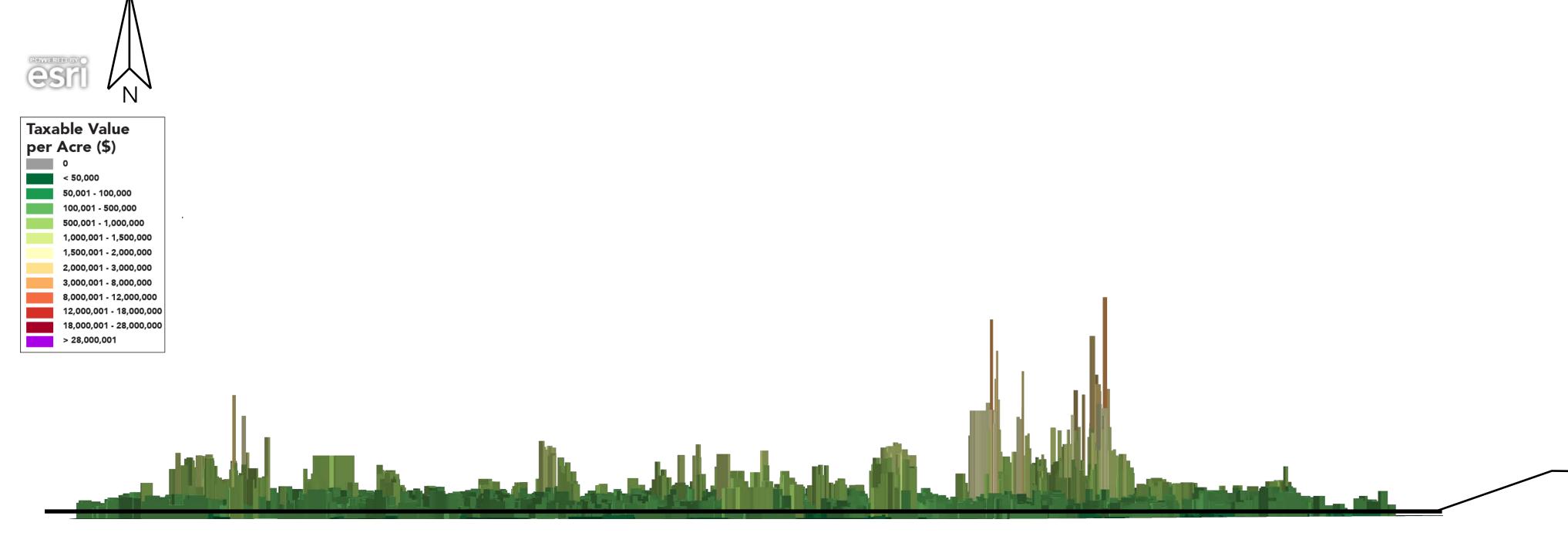




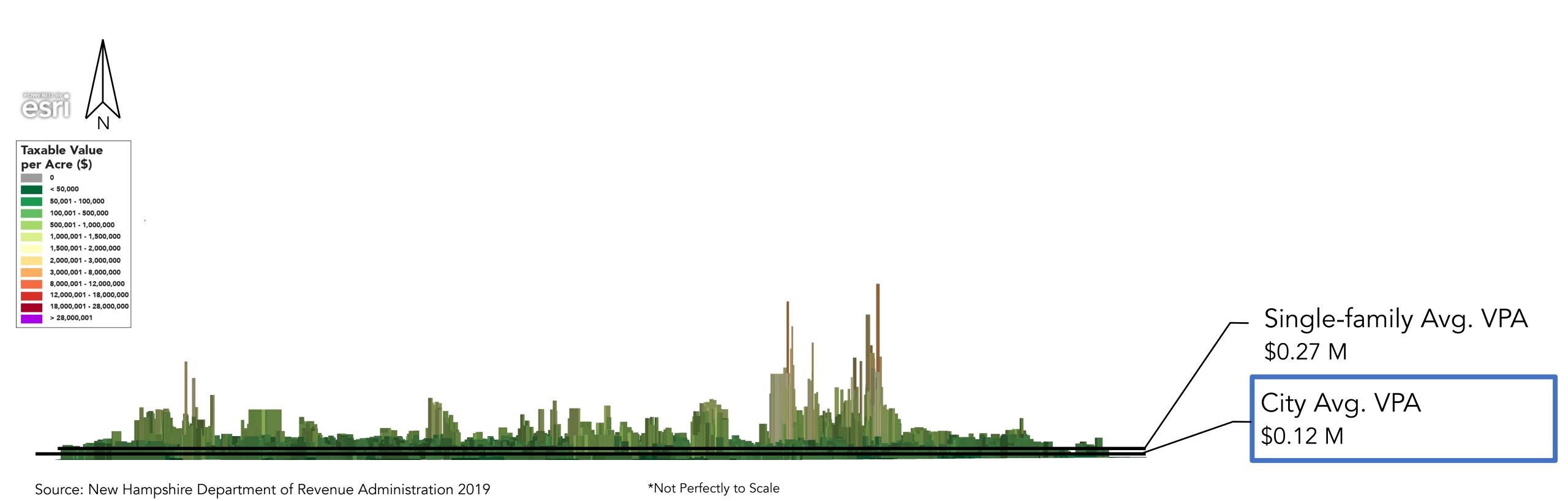
Geospatial Analysis

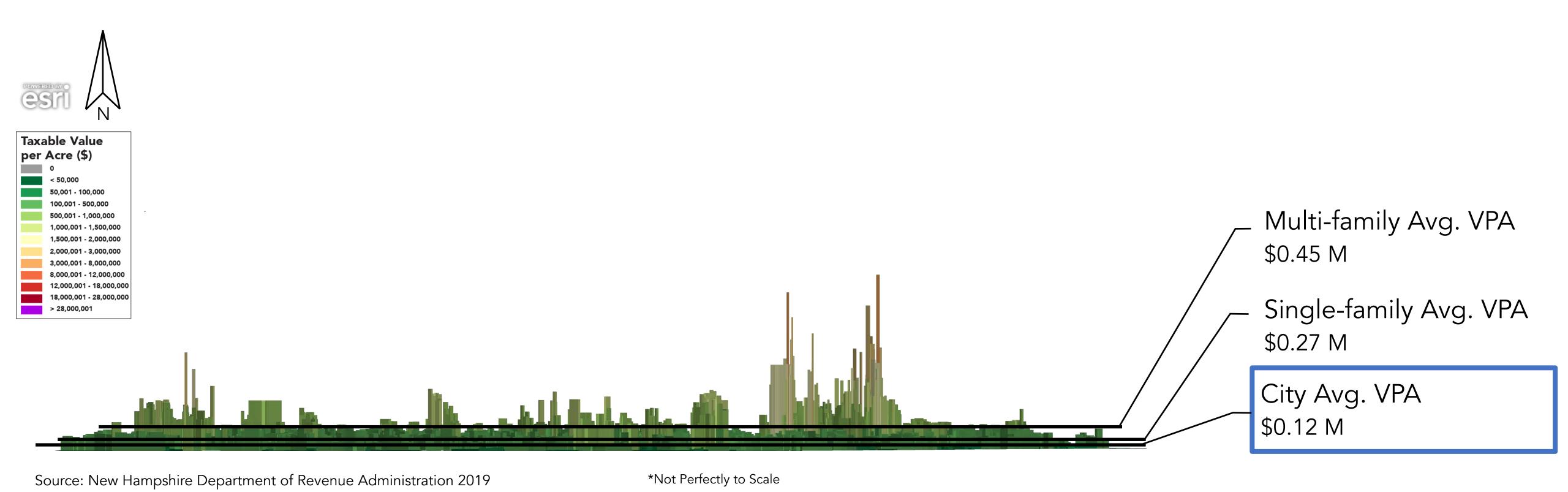


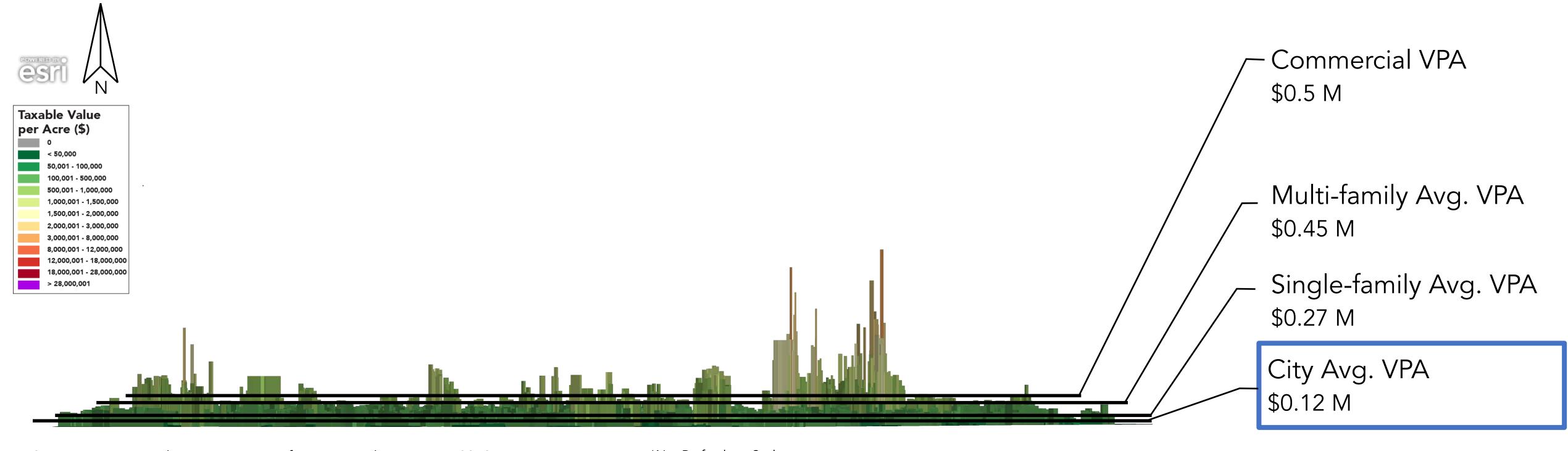
Source: New Hampshire Department of Revenue Administration 2019

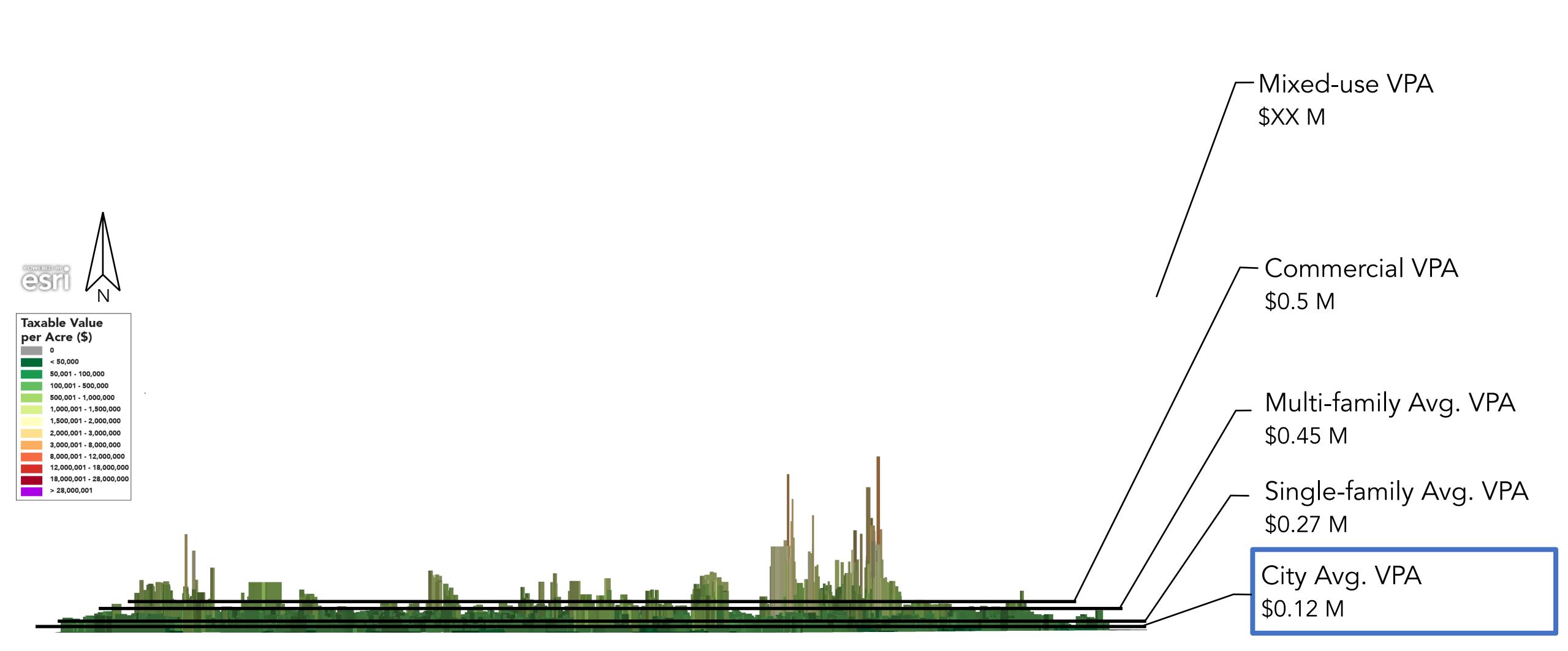


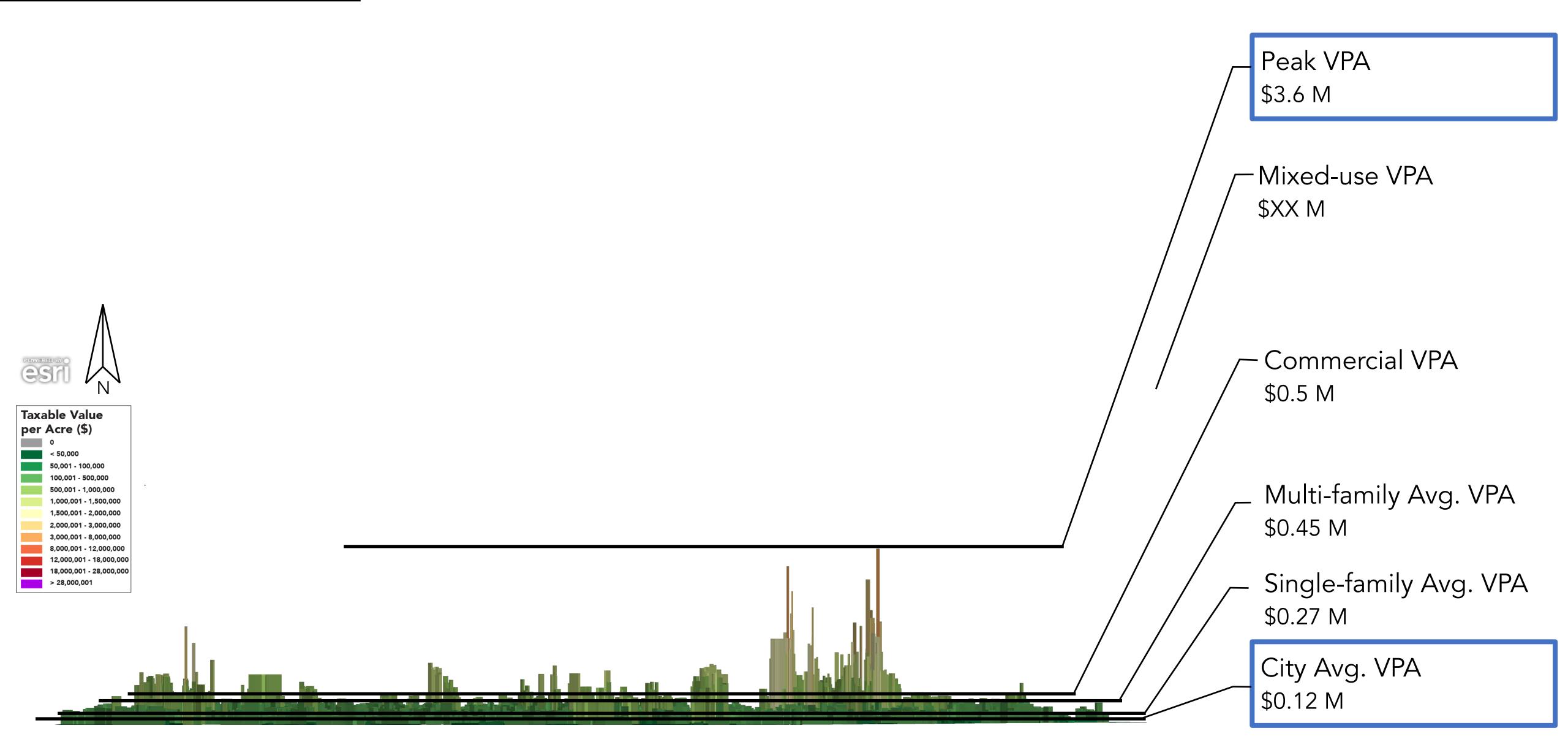
City Avg. VPA \$0.12 M



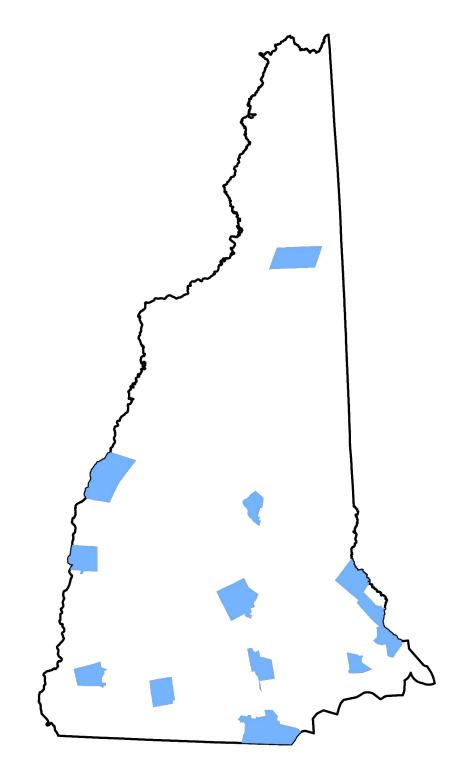






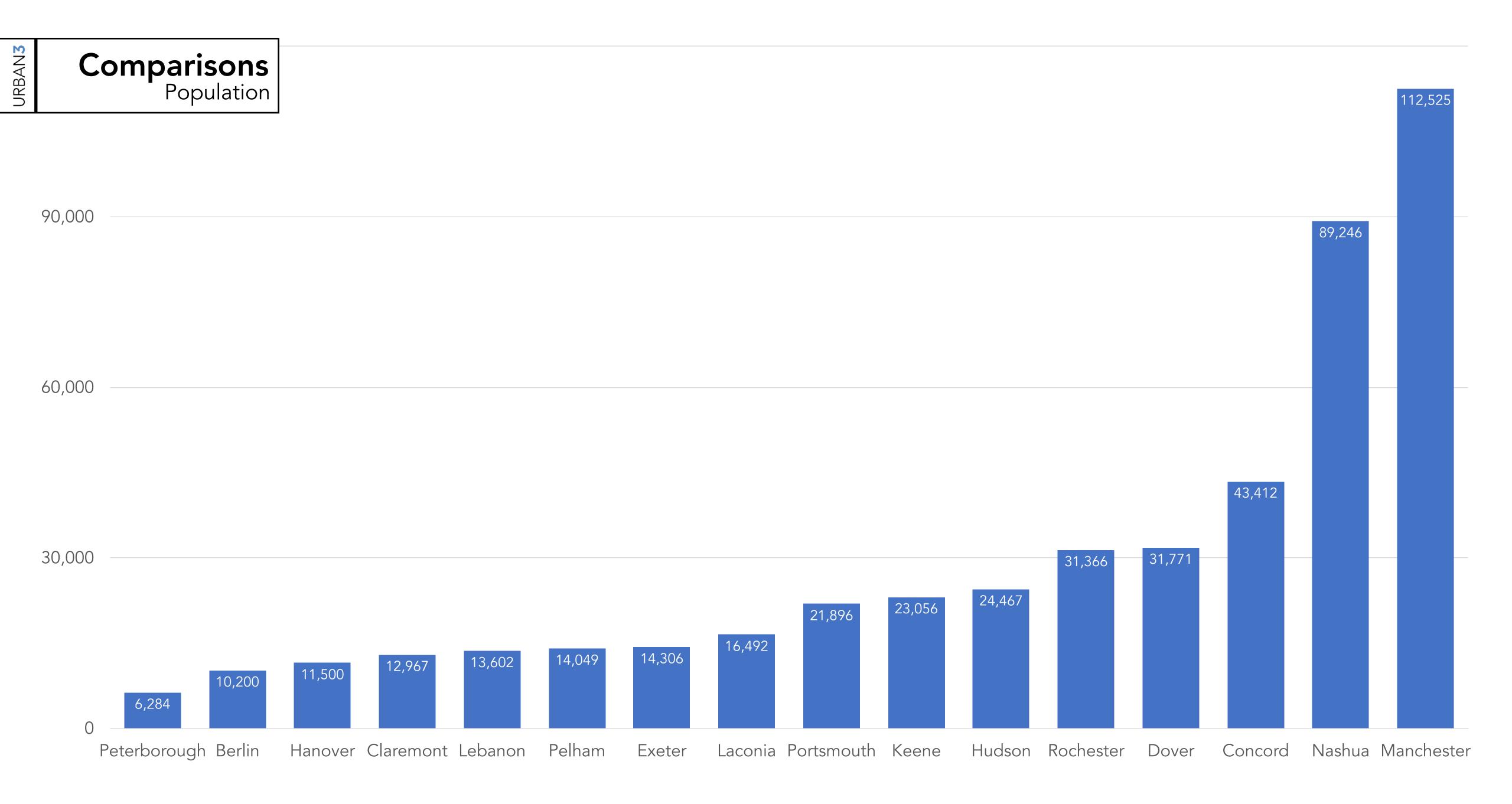


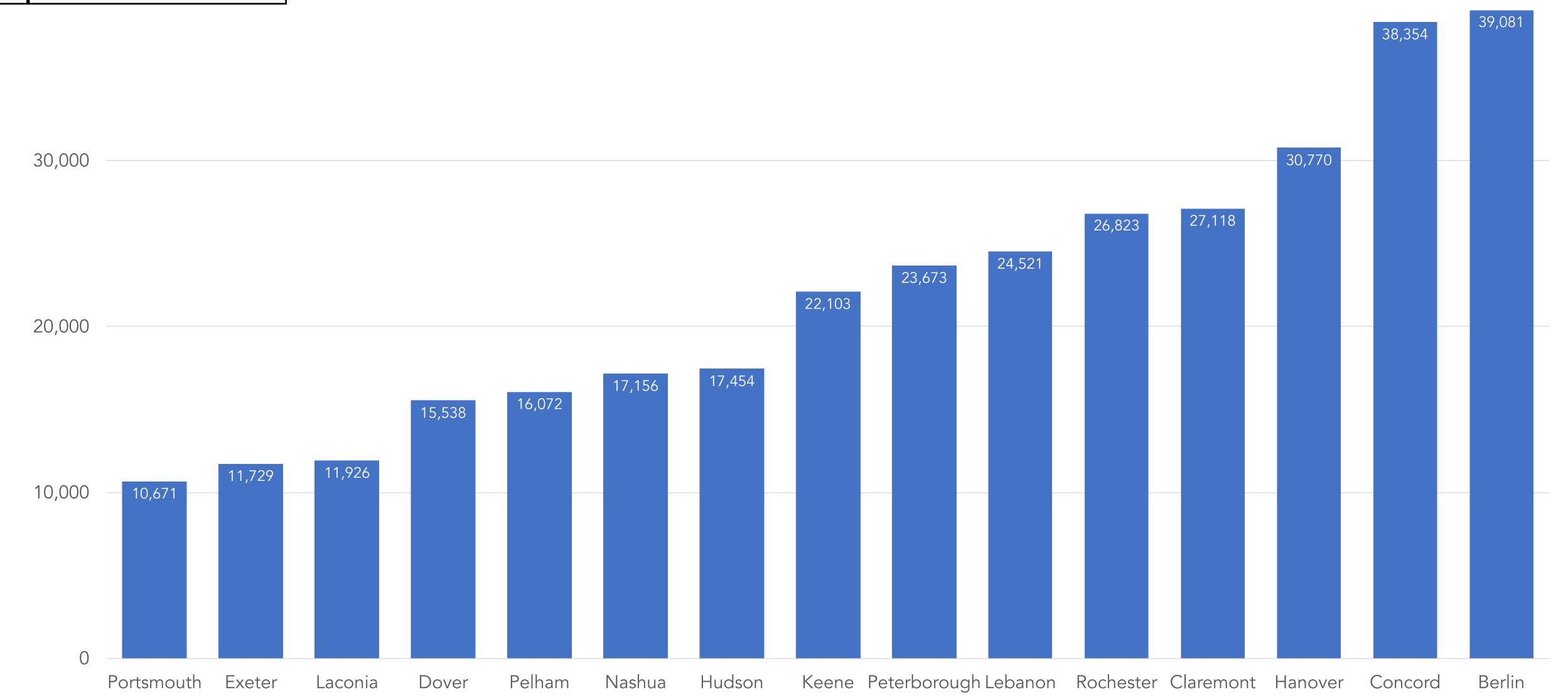


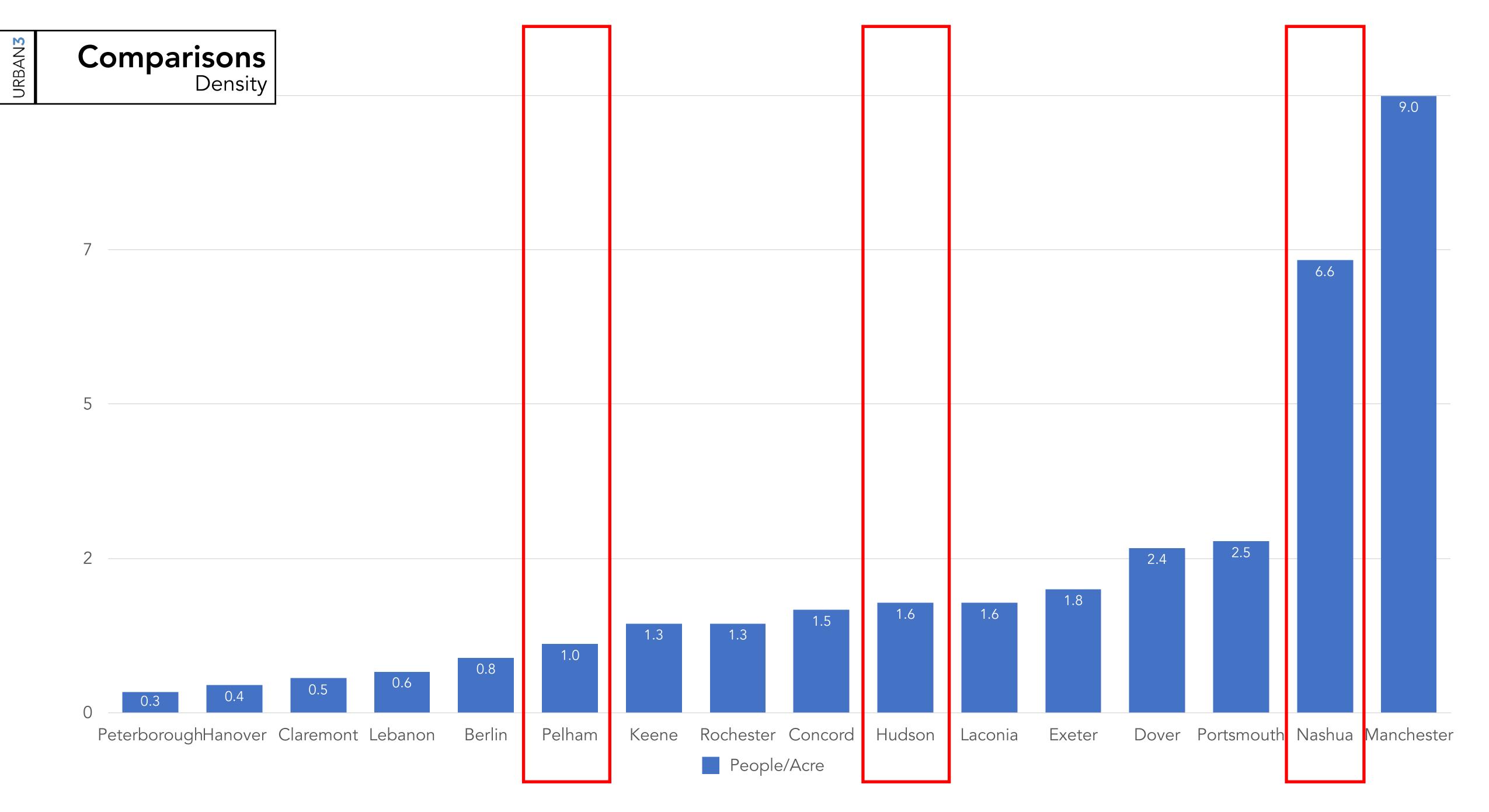


## Comparing Communities

15 municipalities from across New Hampshire

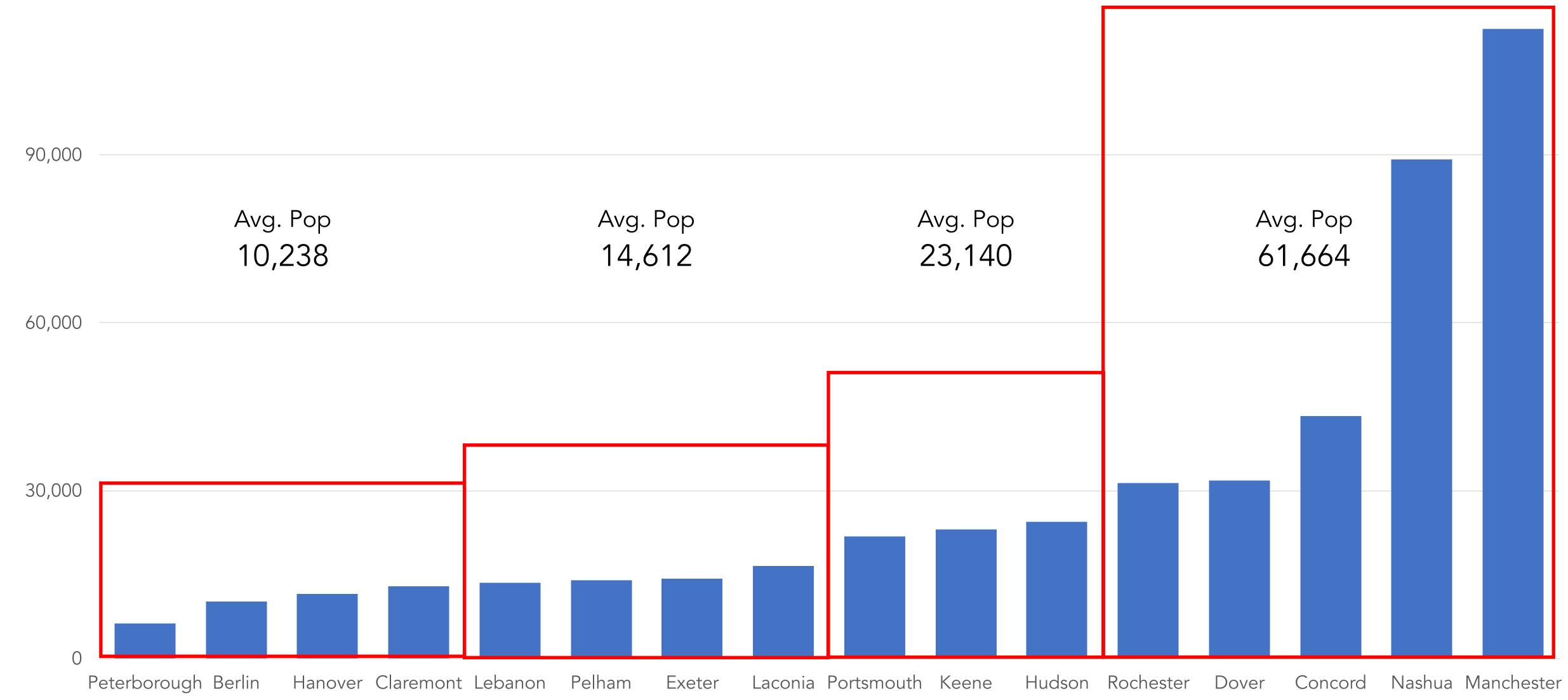


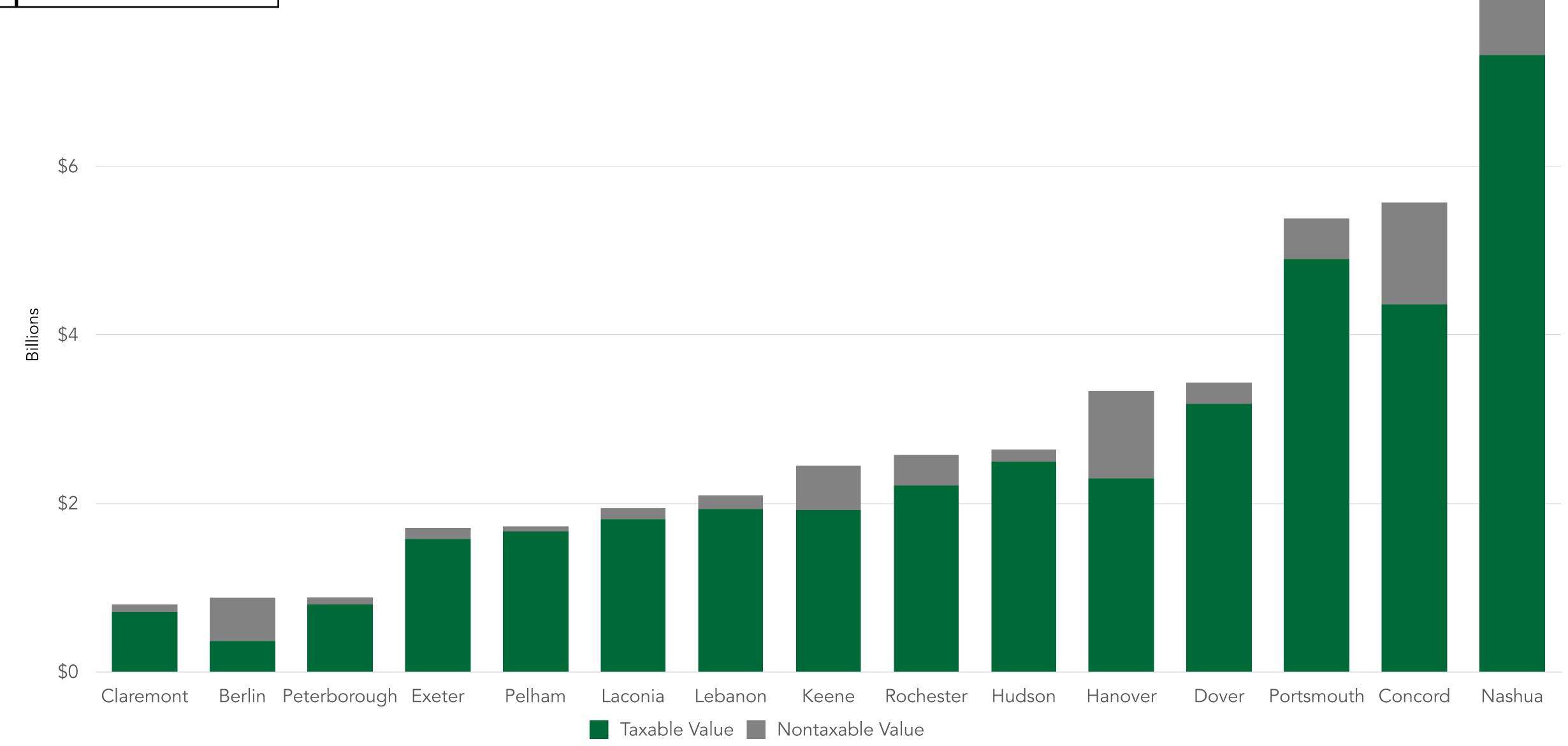


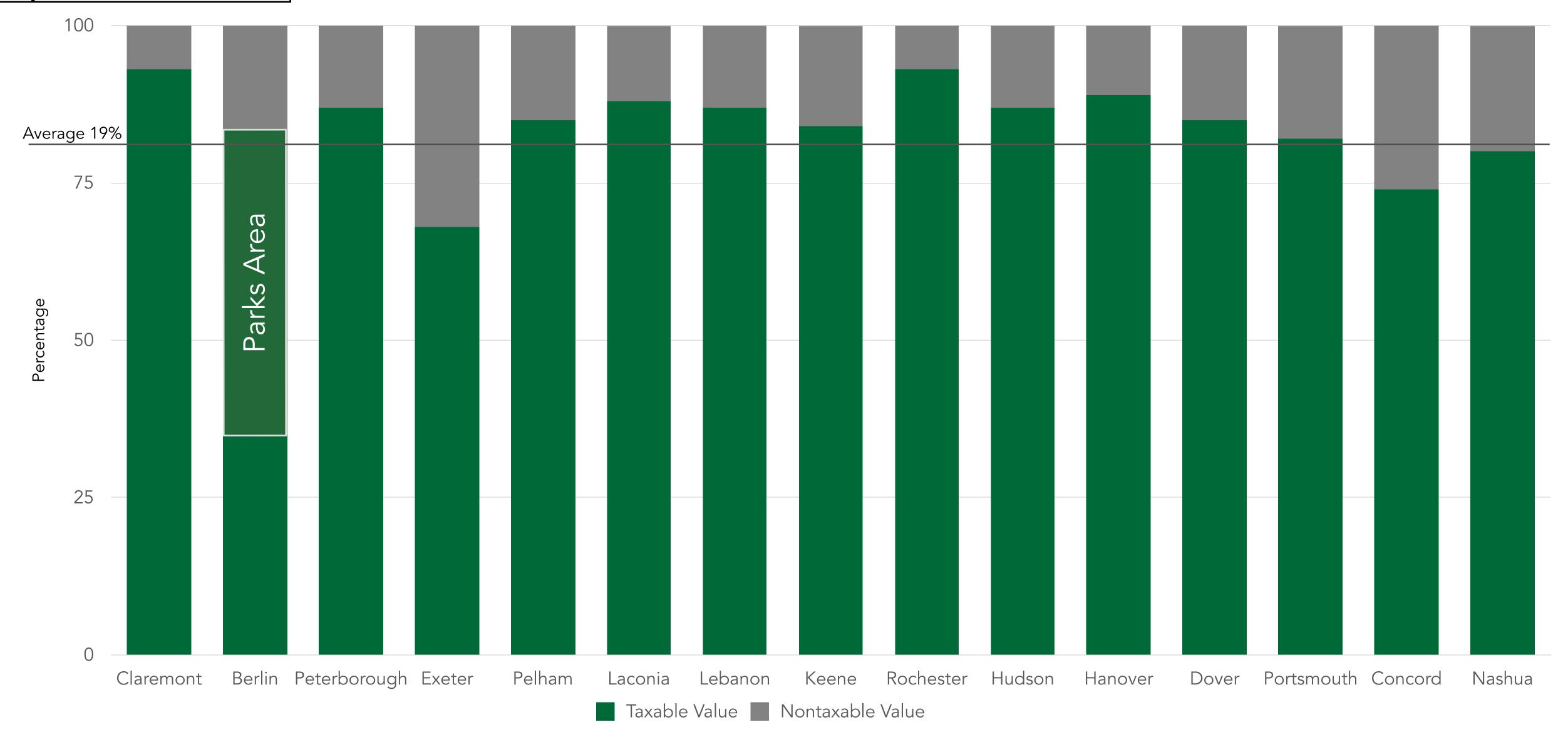


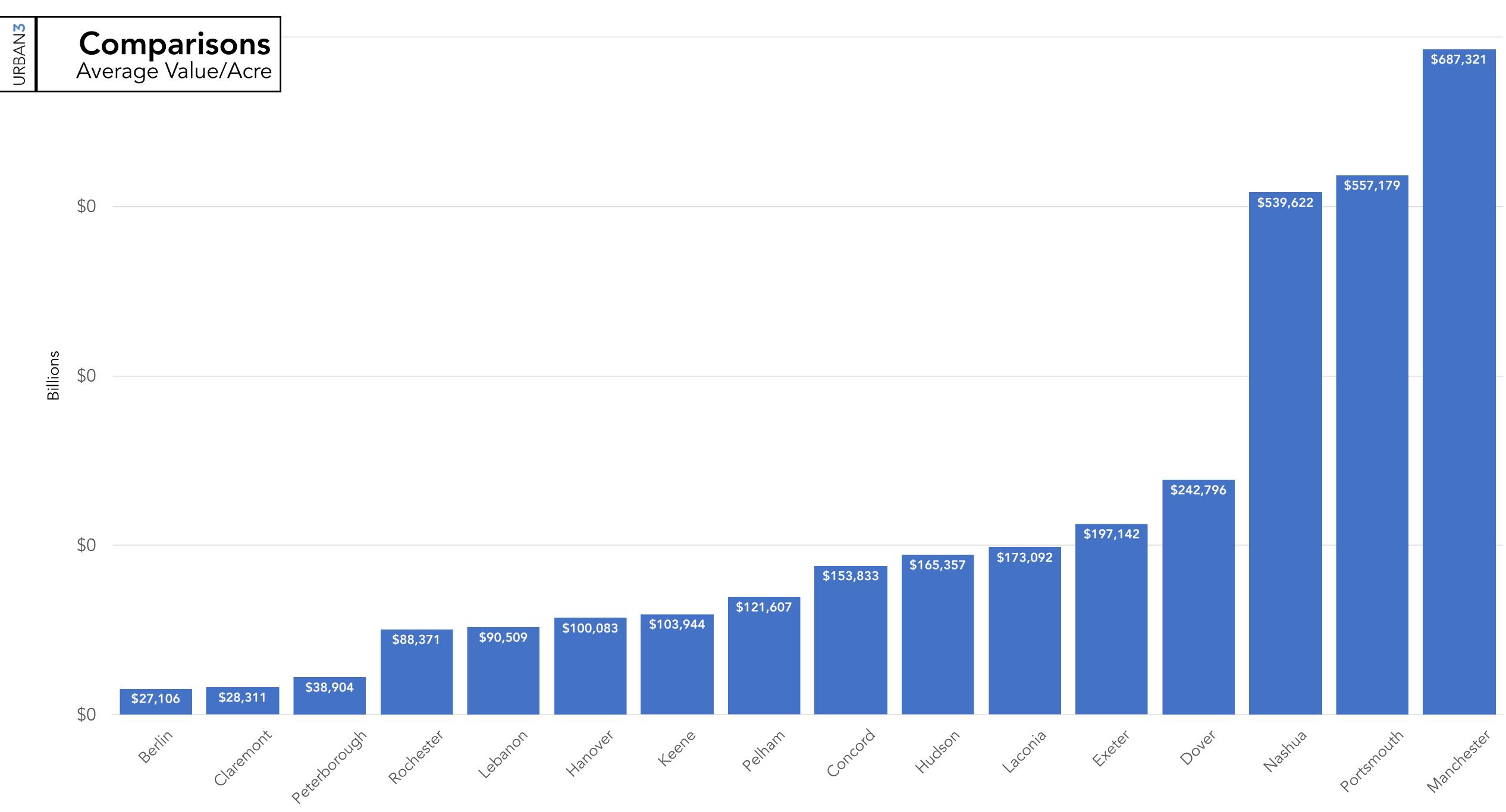


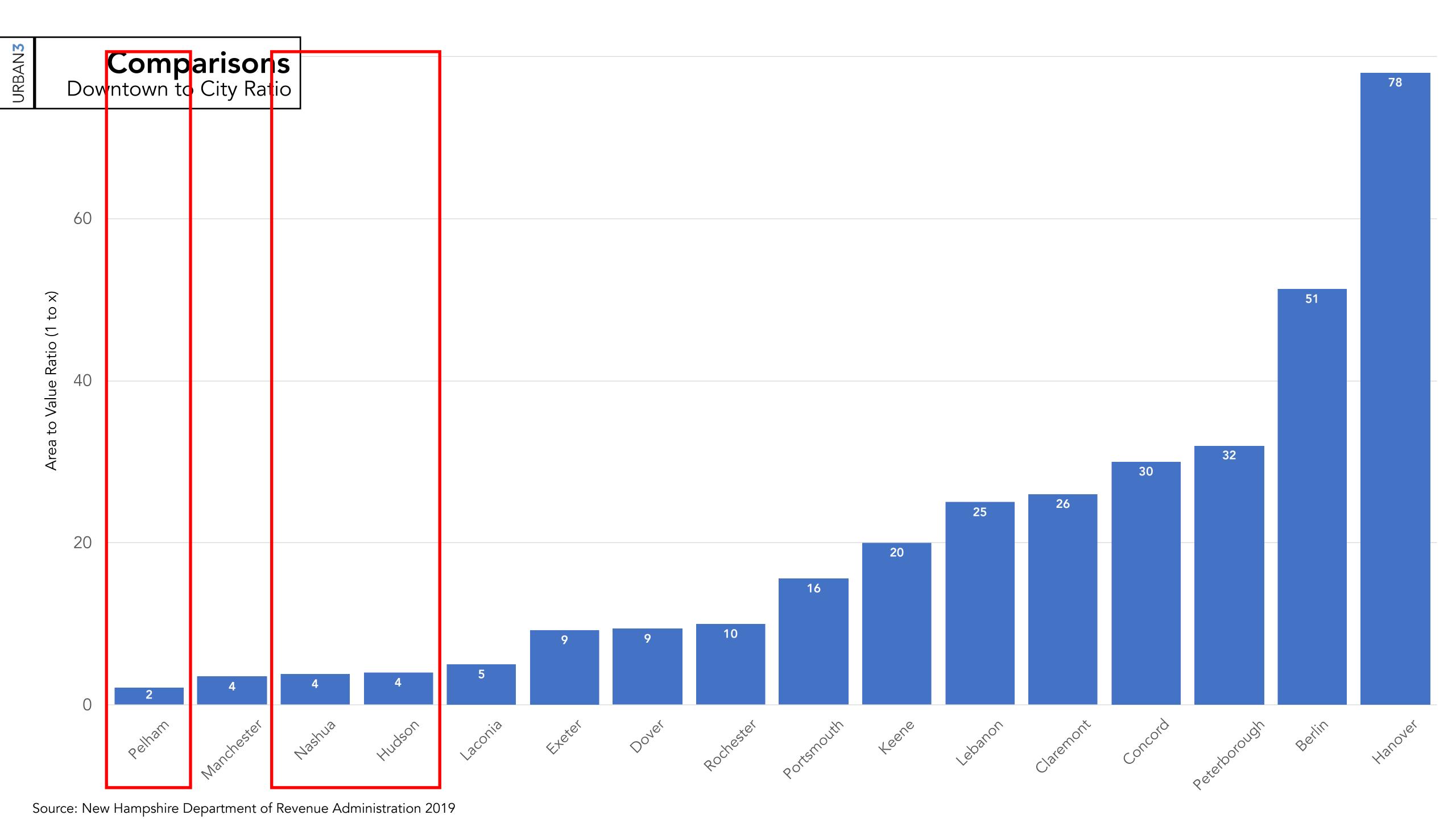
#### Peer Groups Population

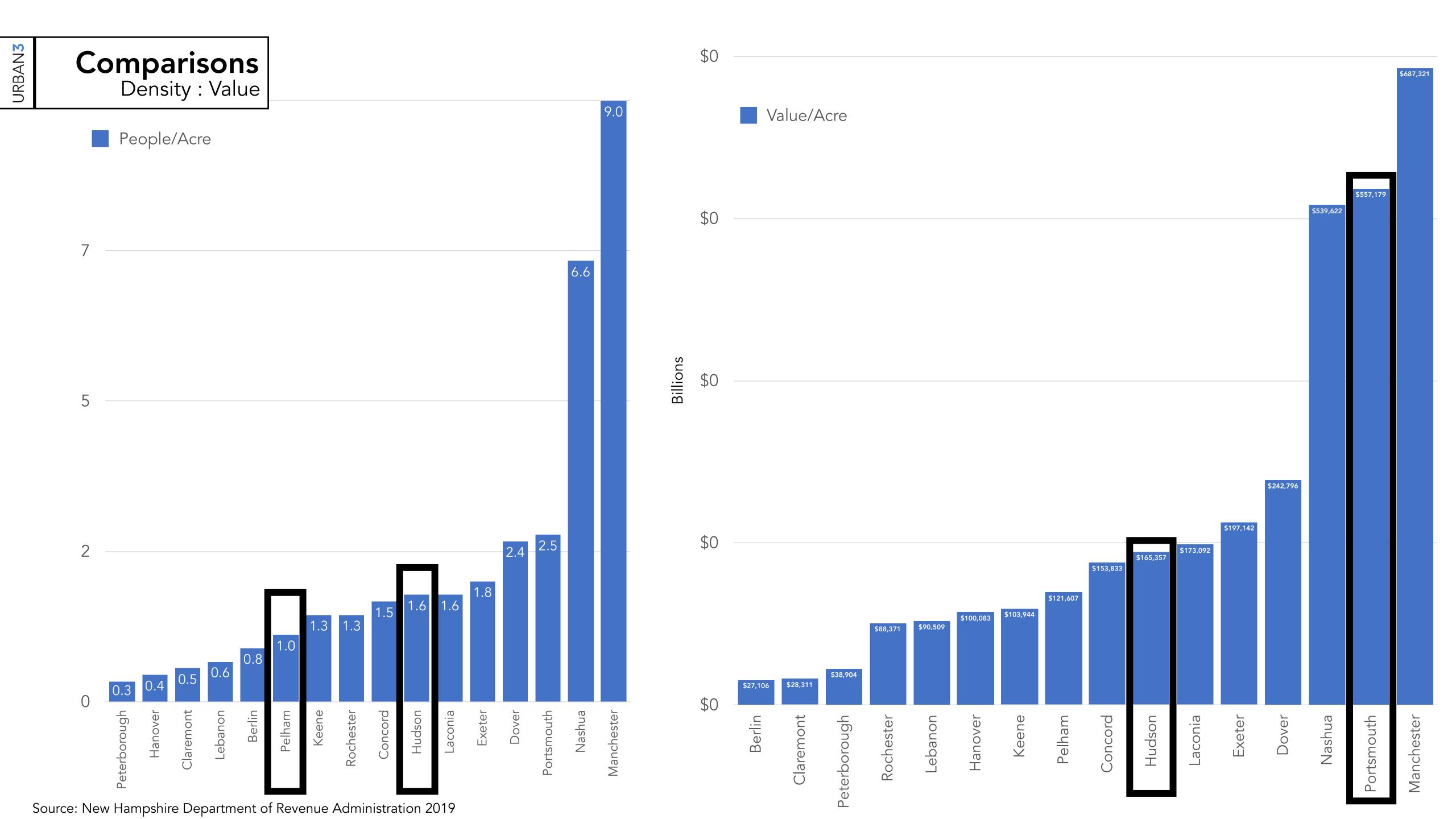








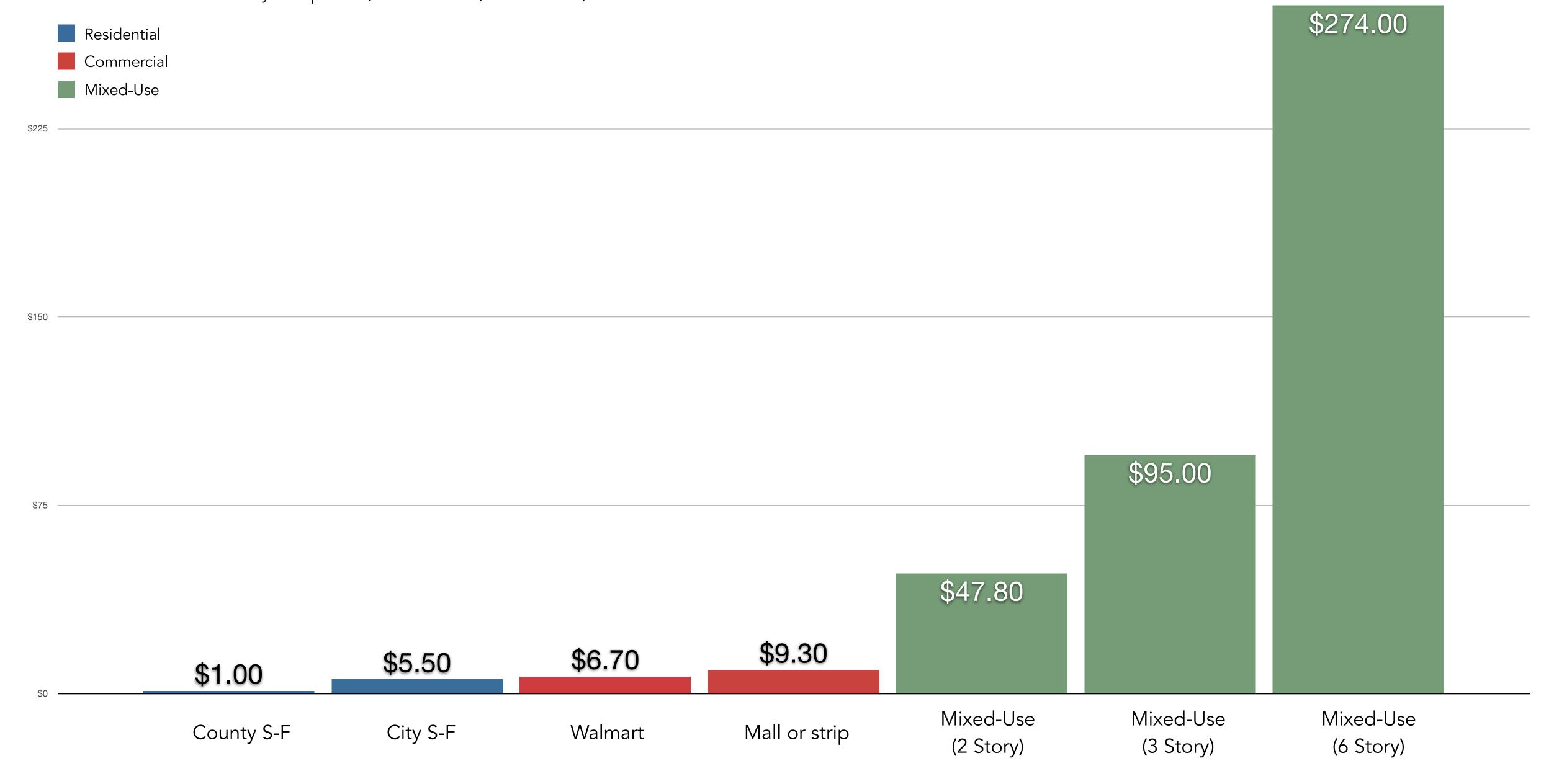




#### County Property Taxes/Acre



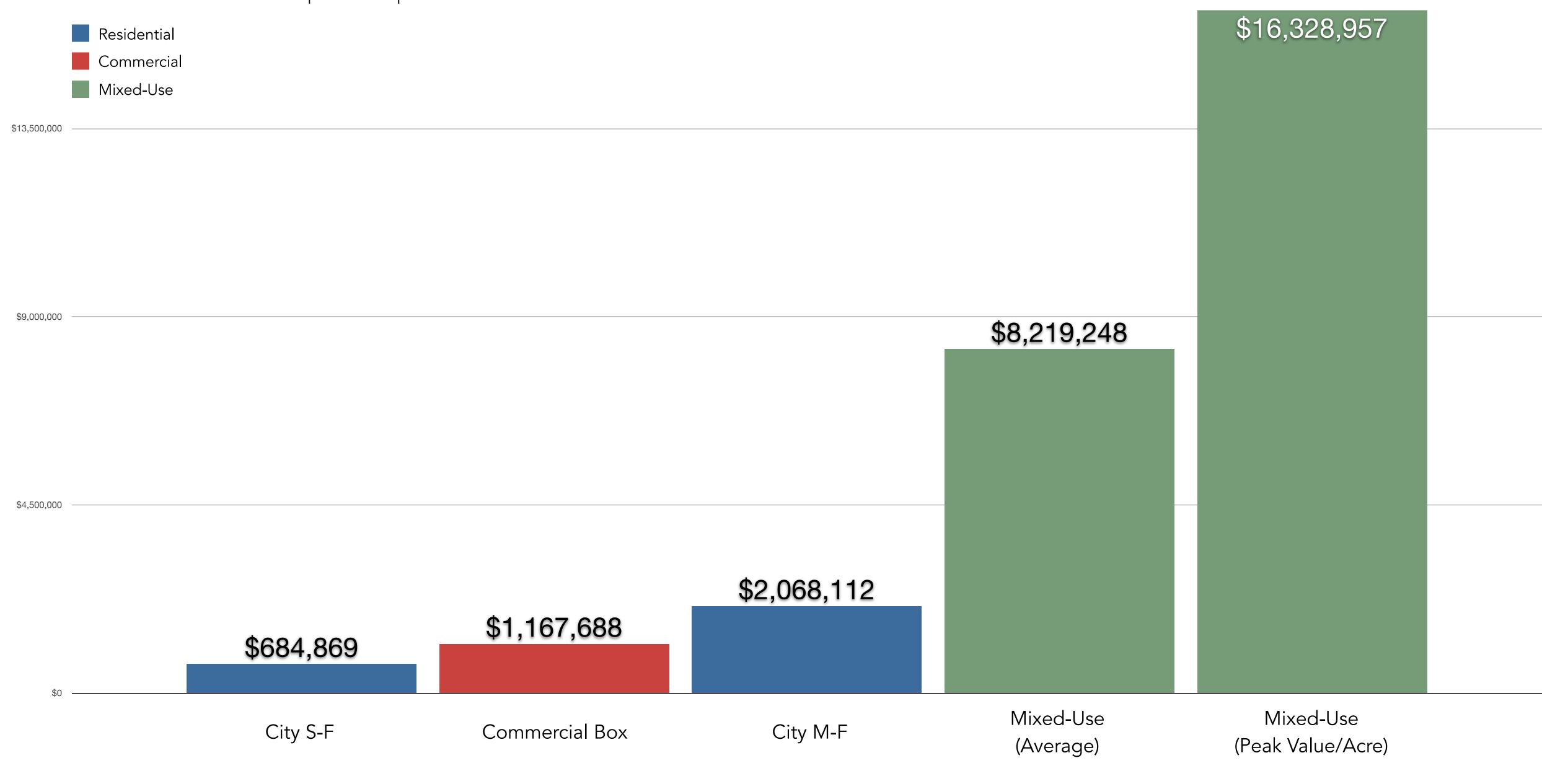
Ratio Difference of 60 City Sample Set, in 21 States (+ a Province)



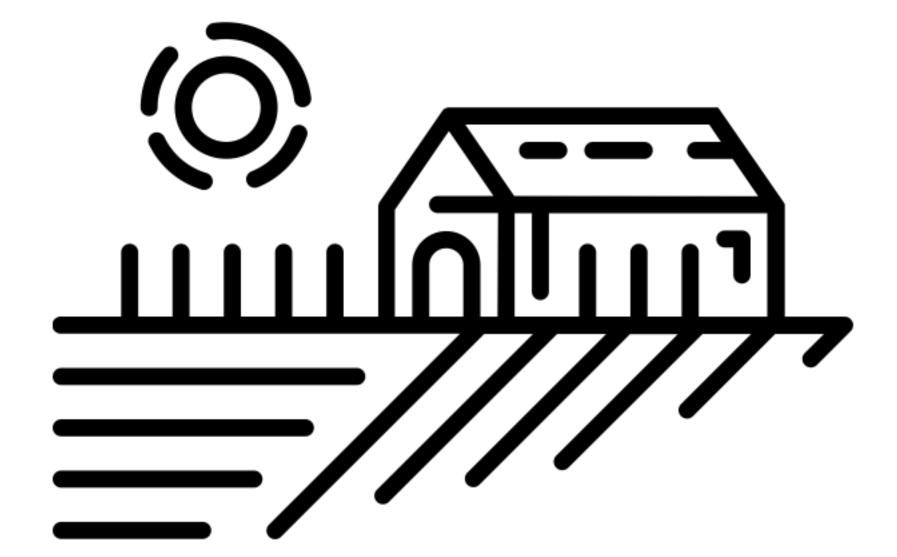
#### Property Value/Acre



Ratio Difference of New Hampshire Sample Set

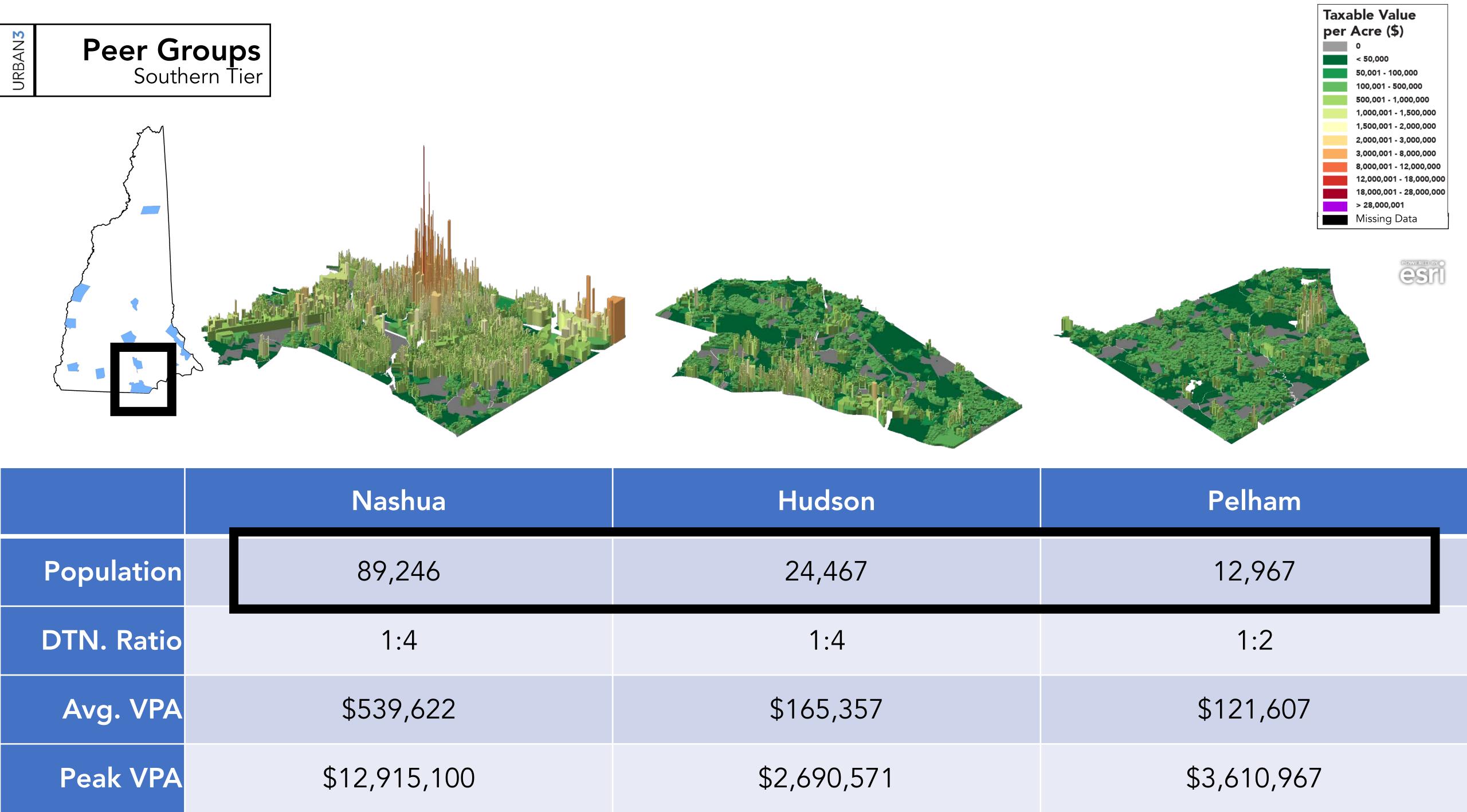


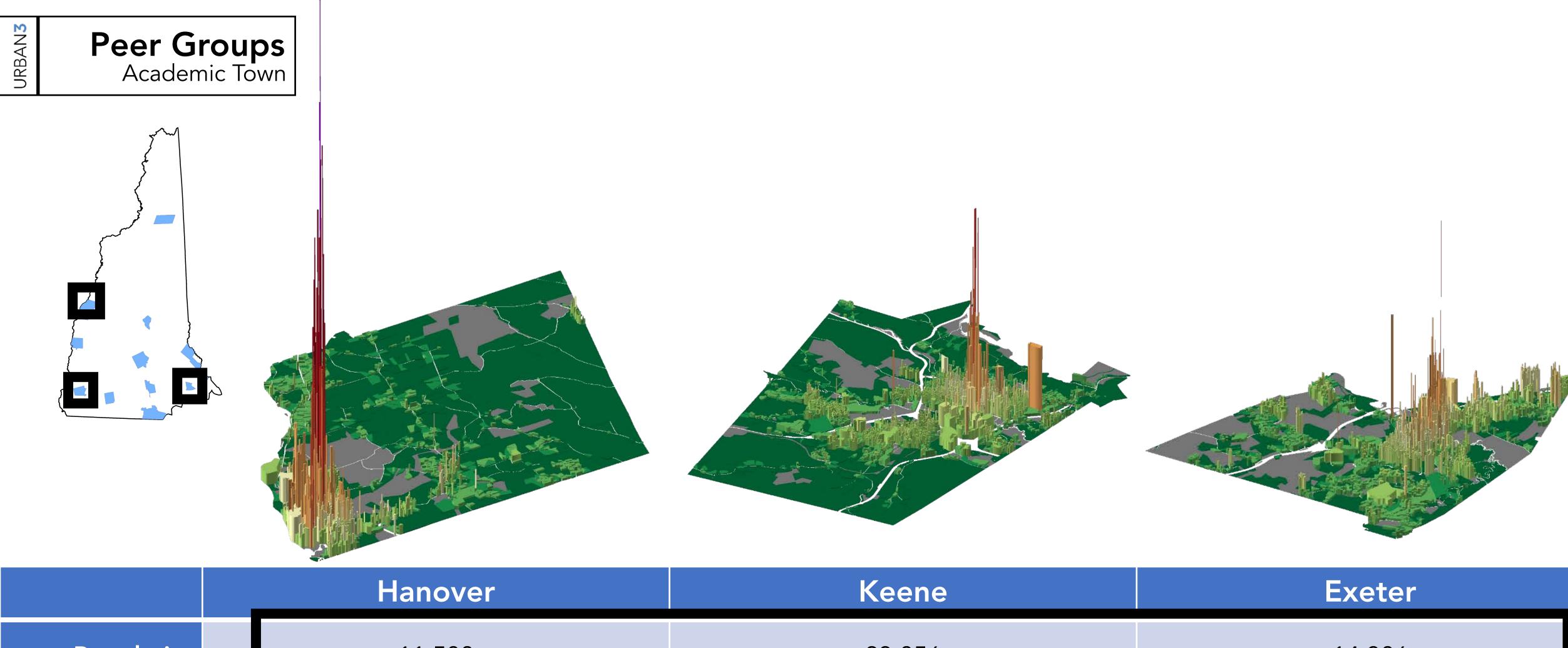




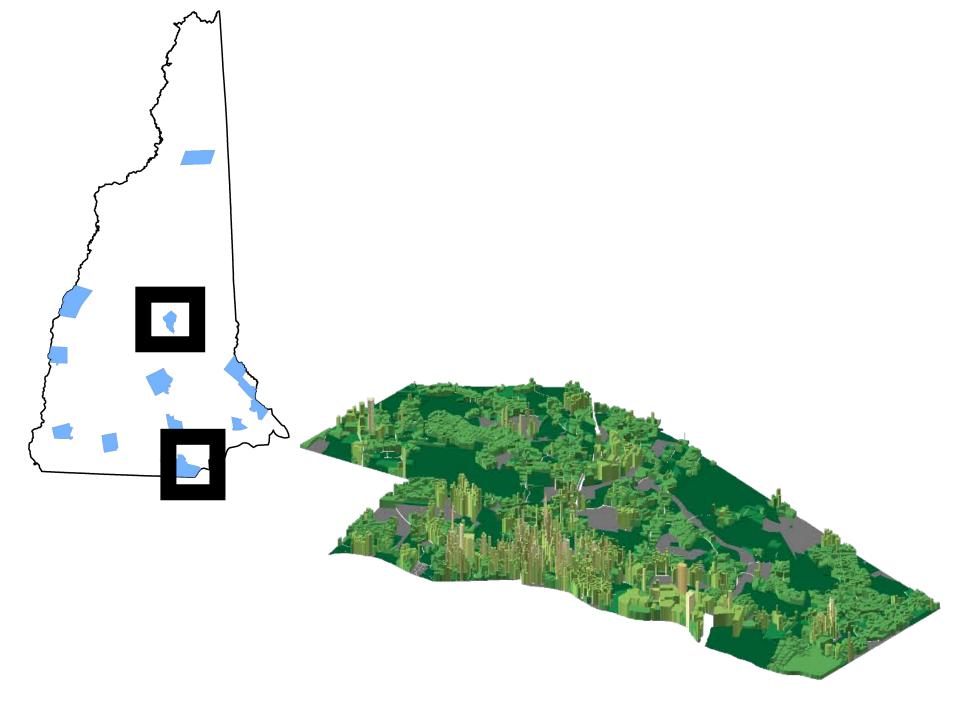
#### Peer Clusters

Similar characteristics of places & learning from each other.

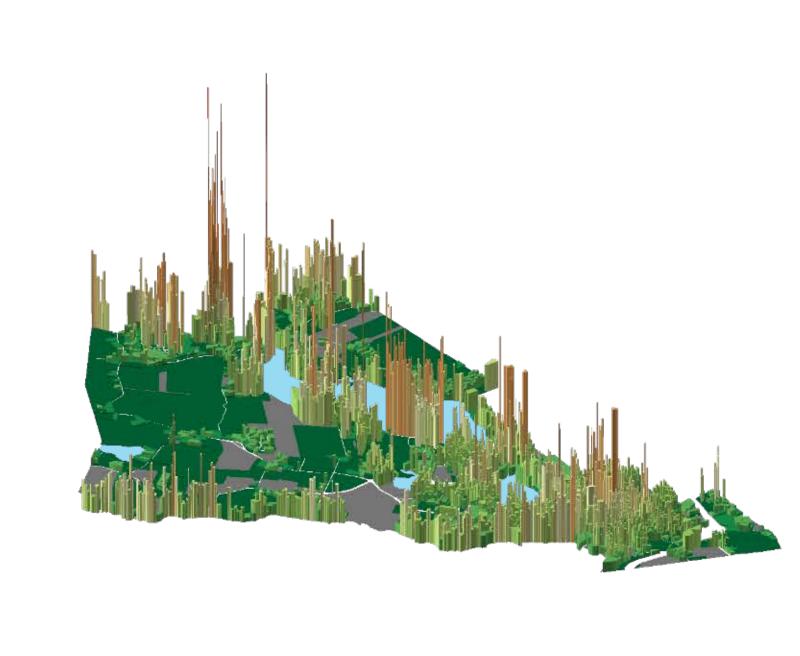




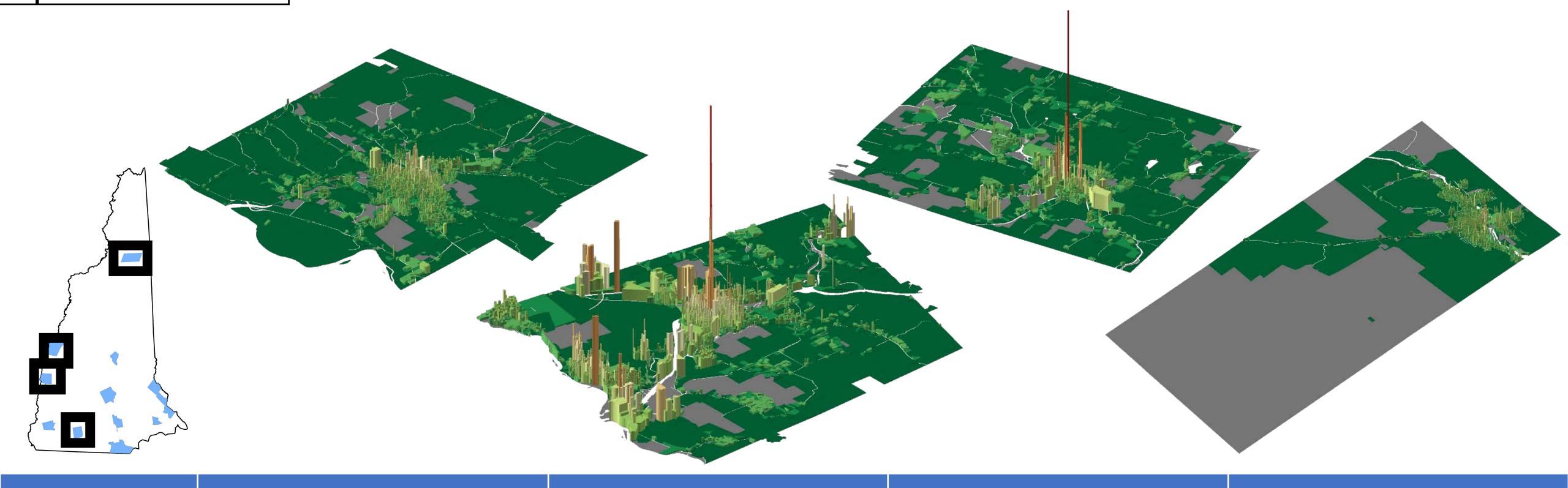
Population	11,500	23,056	14,306
Non Tax %	11%	16%	32%
Avg. VPA	\$100,083	\$103,944	\$197,142
Peak VPA	\$37,827,184	\$14,050,950	\$13,578,189



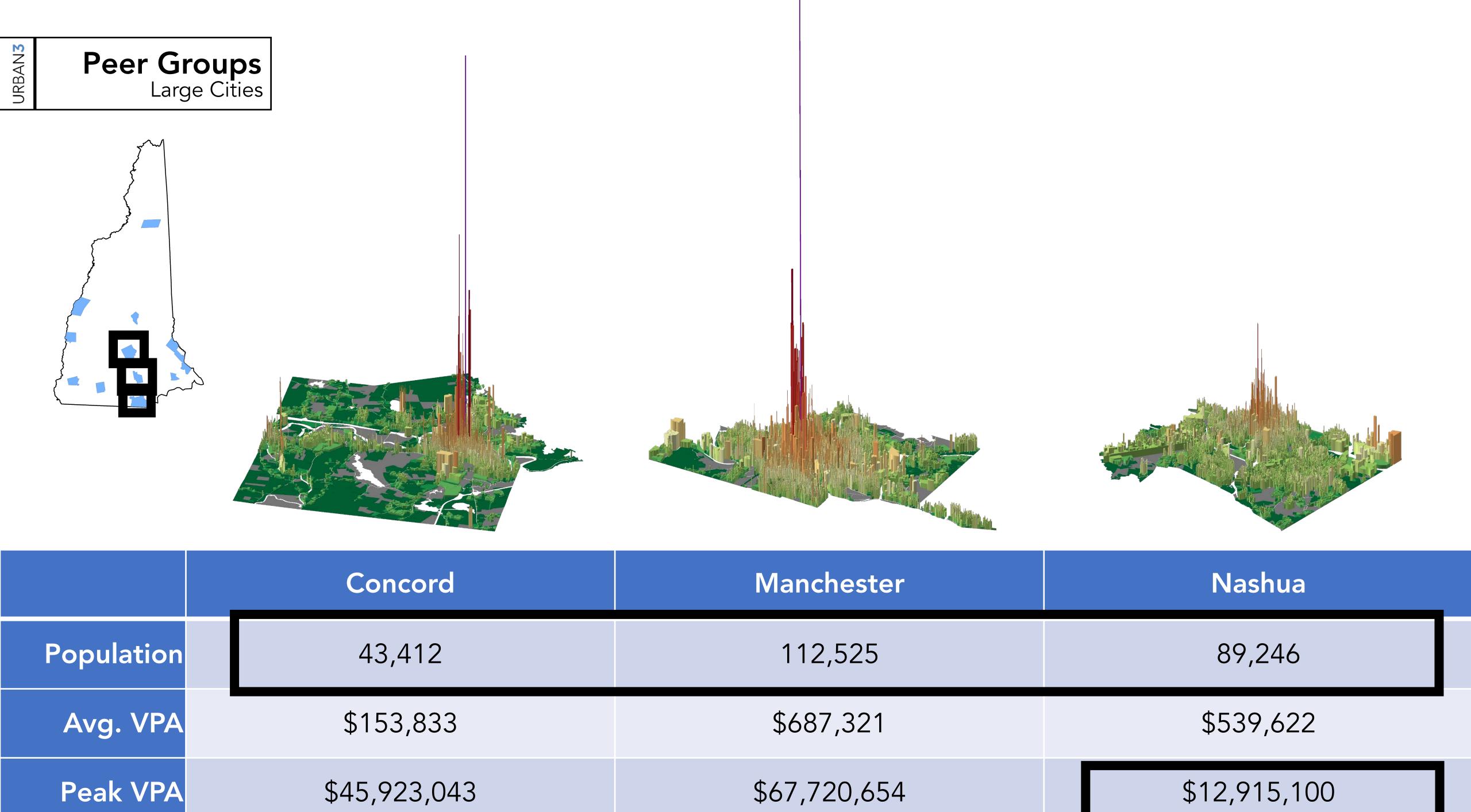




	Hudson	Pelham	Laconia
Population	24,467	14,049	16,492
Avg. VPA	\$165,357	\$121,607	\$173,092
Peak VPA	\$2,690,571	\$3,610,967	\$10,897,320



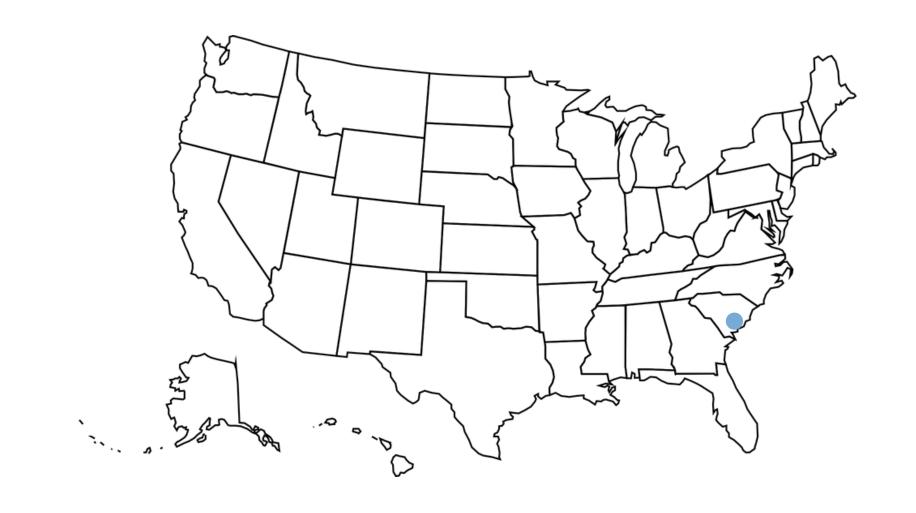
	Claremont	Lebanon	Peterborough	Berlin
Population	12,967	13,602	6,284	10,200
Avg. VPA	\$28,311	\$90,500	\$38,904	\$27,106
Peak VPA	\$2,606,428	\$14,427,351	\$12,205,874	\$2,537,768



Lesson:

#### Historic Value

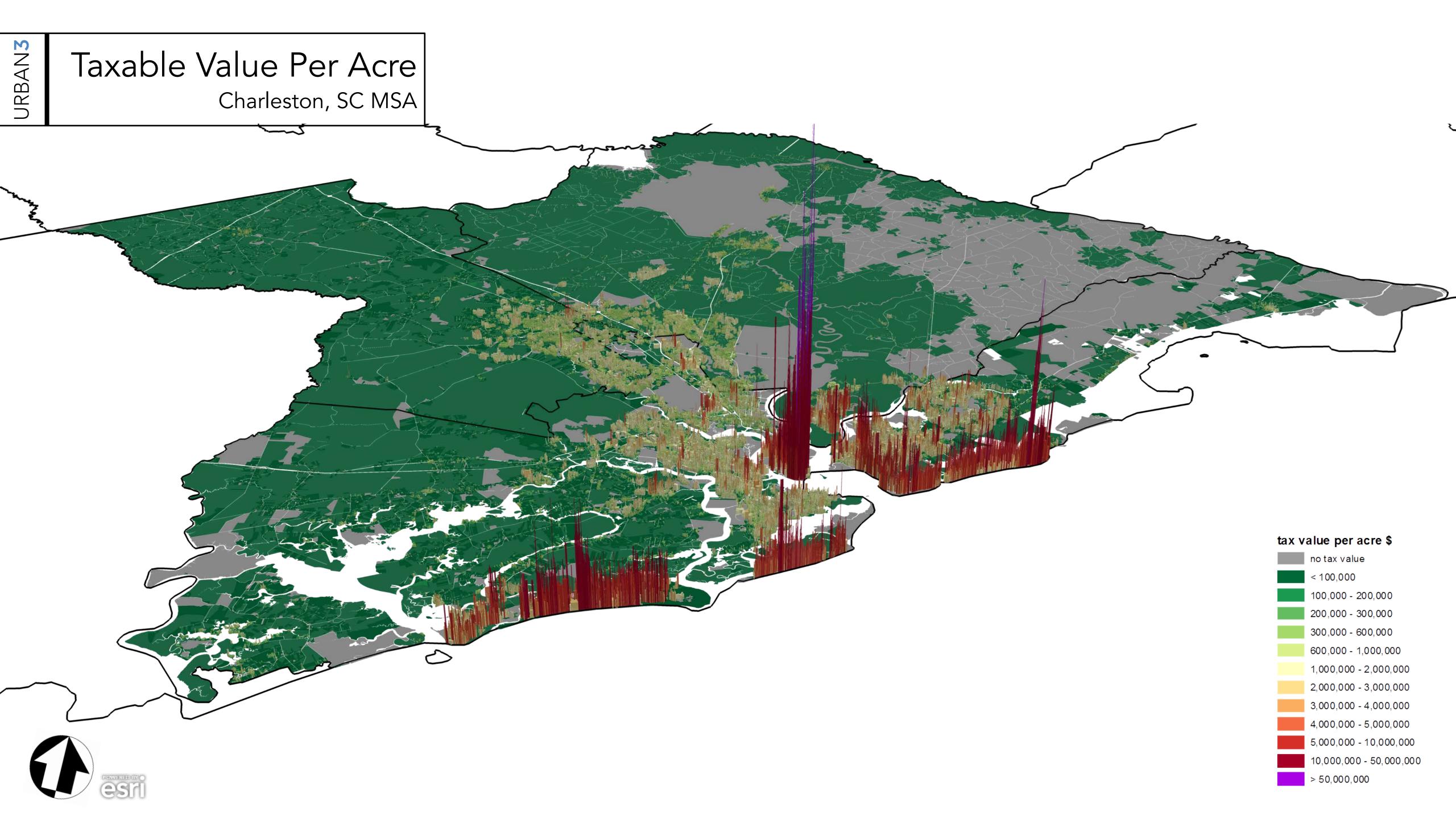


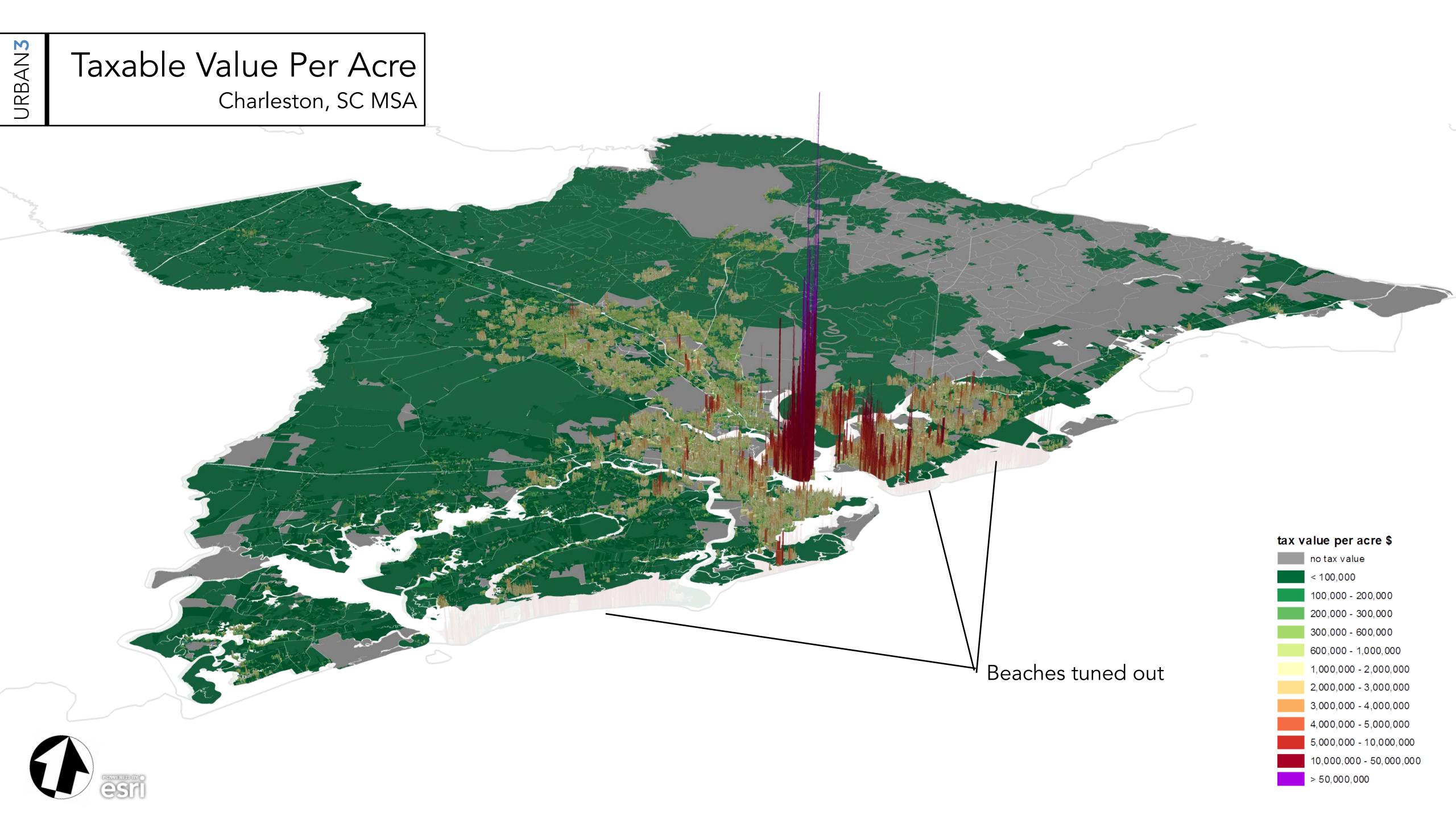


Case Study: Economic MRI®, Value Capture Analysis 2015

# Charleston,<br/>South Carolina







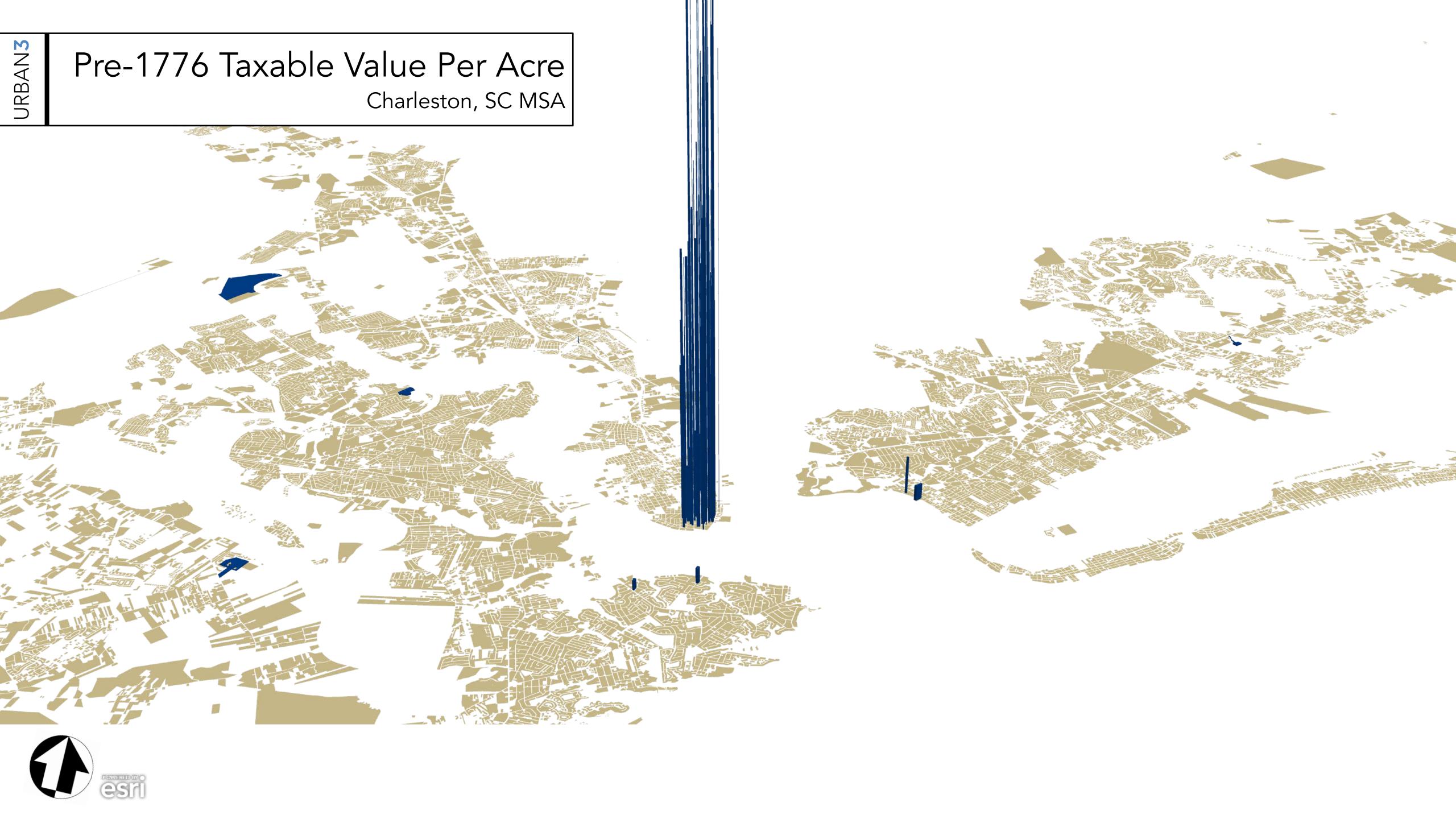


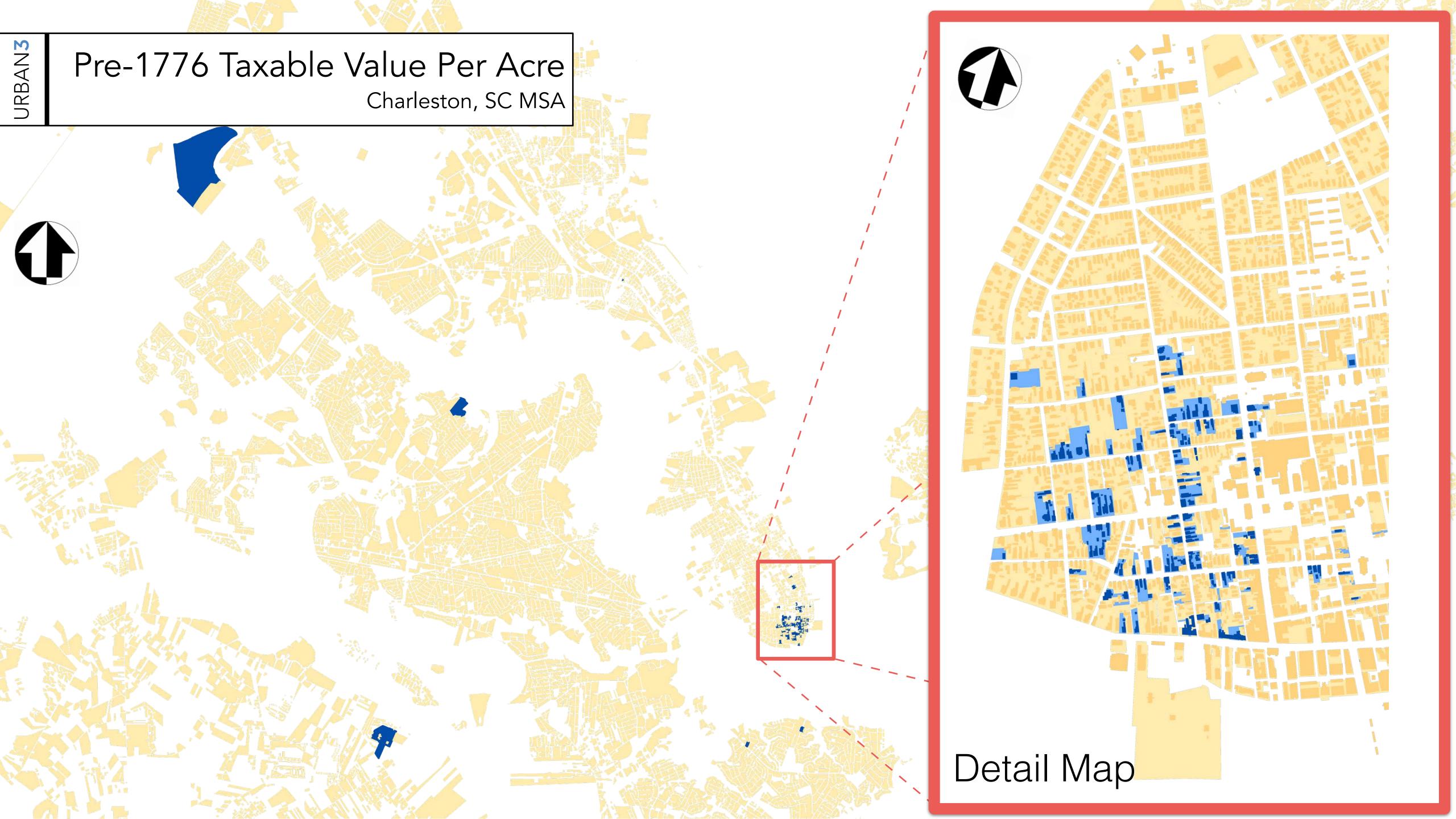




Walmart \$866,760 value per acre

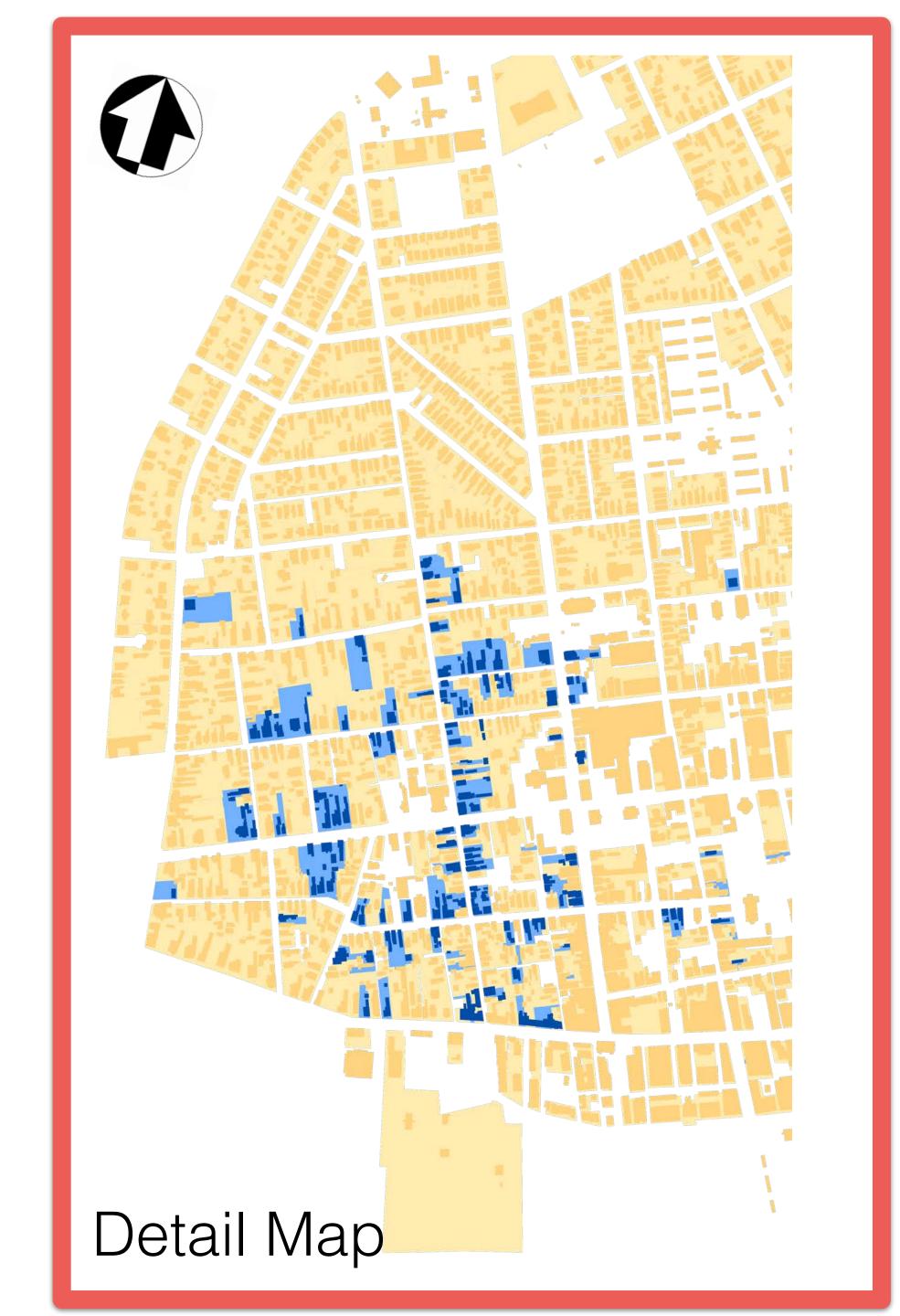
Tavern Wine and Spirits \$13,394,415 Value per Acre





#### Pre-1776 Tax Productivity Charleston, SC MSA

	> 1776
Acres	20.95
Value	\$344M
Value/Acre	\$16,440,700
County Taxes 2015	\$631,000

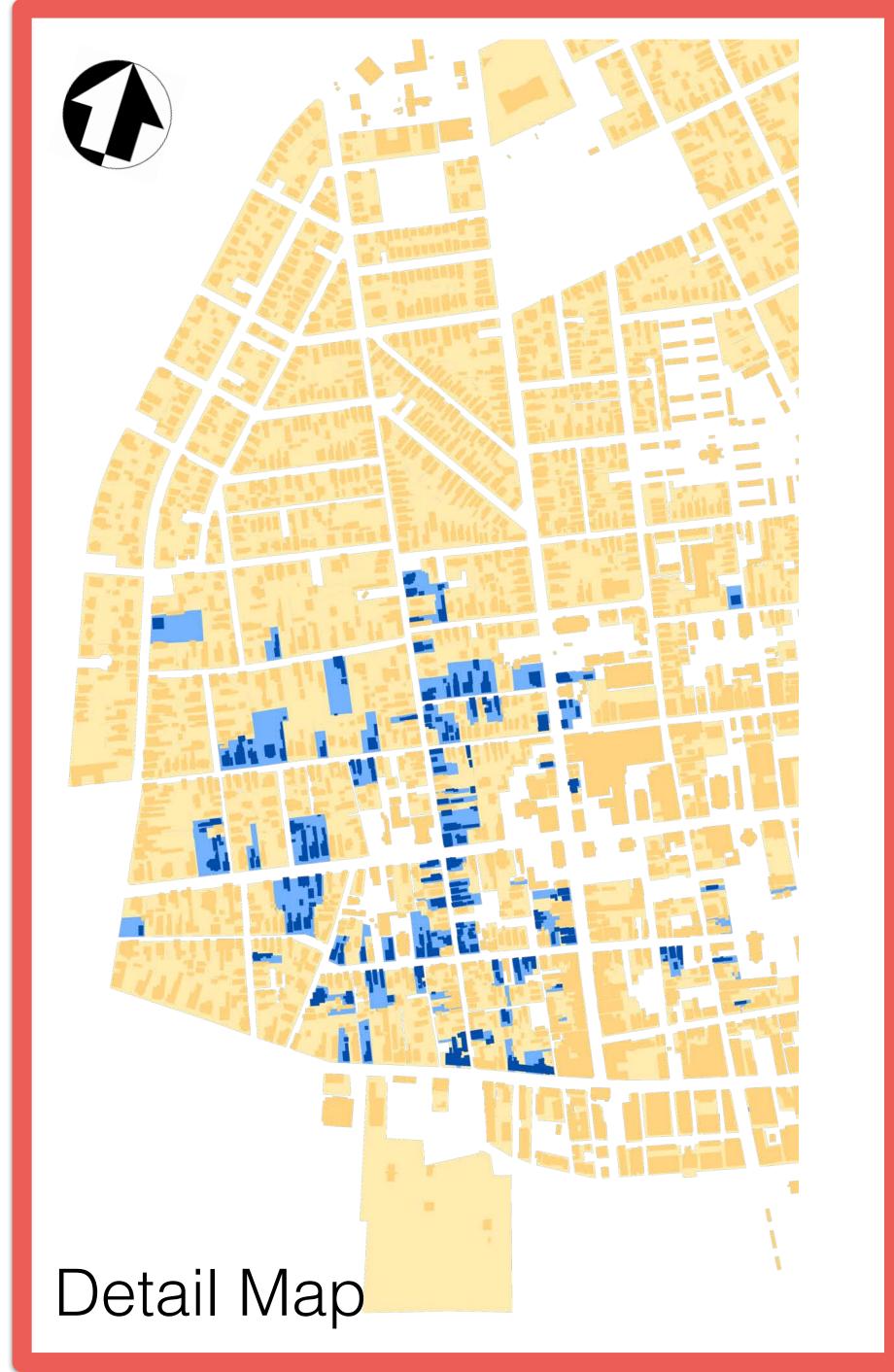


#### Pre-1776 Tax Productivity

Charleston, SC MSA



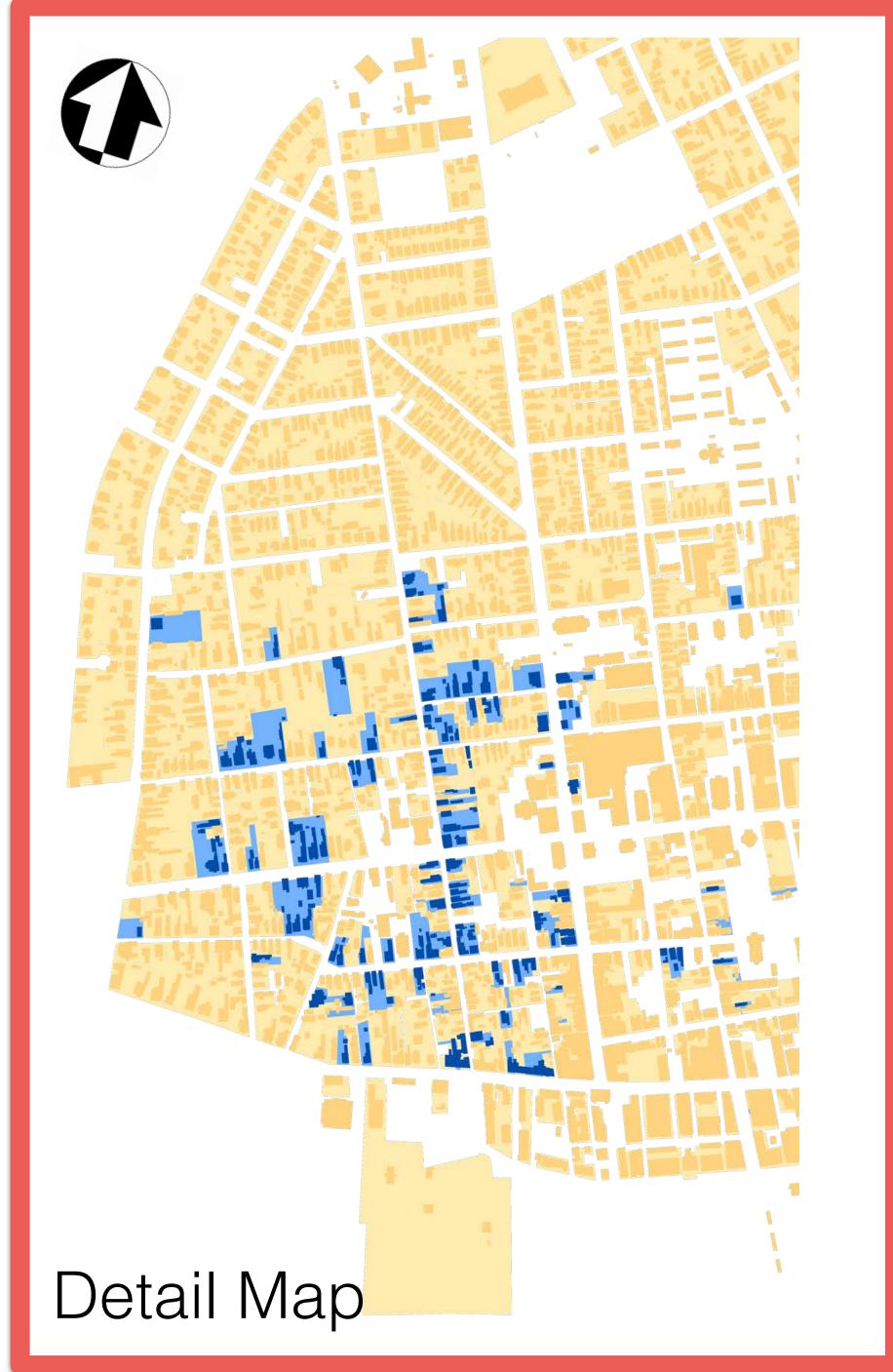
	> 1776
Acres	20.95
Value	\$344M
Value/Acre	\$16,440,700
County Taxes 2015	\$631,000



#### Pre-1776 Tax Productivity Charleston, SC MSA



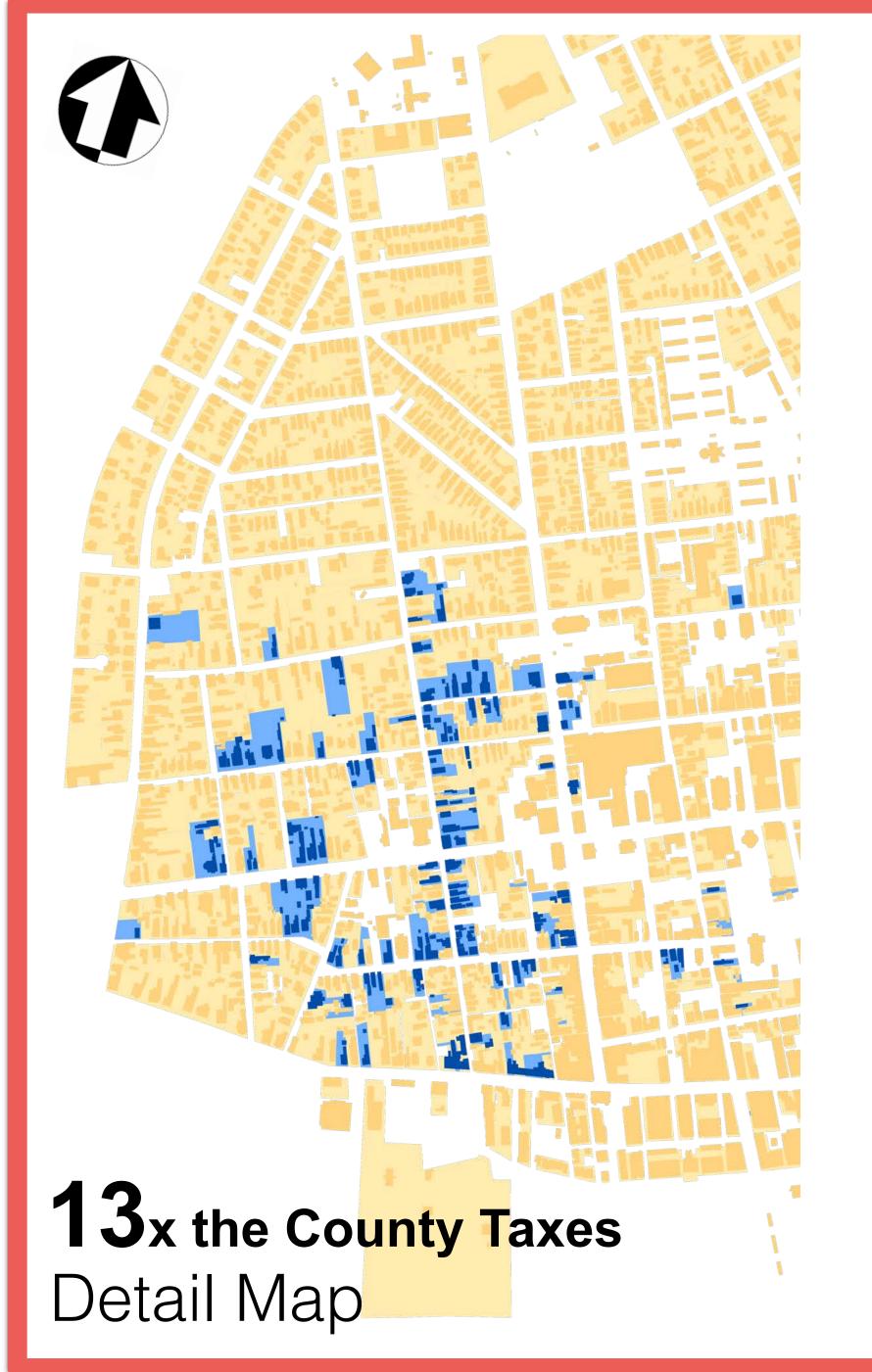
	Walmart	> 1776
Acres	20.58	20.95
Value	\$18M	\$344M
Value/Acre	\$866,760	\$16,440,700
County Taxes 2015	\$47,000	\$631,000



#### Pre-1776 Tax Productivity Charleston, SC MSA

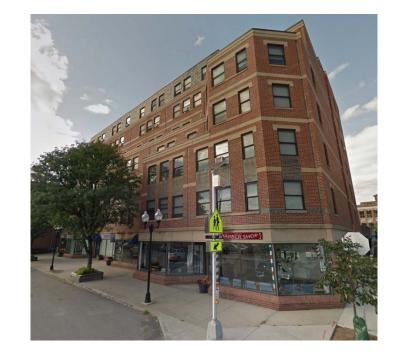


	Walmart	> 1776
Acres	20.58	20.95
Value	\$18M	\$344M
Value/Acre	\$866,760	\$16,440,700
County Taxes 2015	\$47,000	\$631,000



#### Value Per Acre

Traditional Commercial



Keene Peak VPA VPA: \$14 M



Lebanon Mixed-use VPA: \$6.2 M



Laconia Mixed-use VPA: \$3.7 M



Hanover Mixed-use VPA: \$12 M



Concord Mixed-use VPA: \$7.6 M



Nashua Mixed-use VPA: \$10 M



Exeter
Peak VPA
VPA: \$13.5 M



Dover Mixed-use VPA: \$9.6 M



Berlin Peak VPA VPA: \$2.5 M



Peterborough Peak VPA VPA: \$12.2 M



Rochester Mixed-use VPA: \$3.9 M



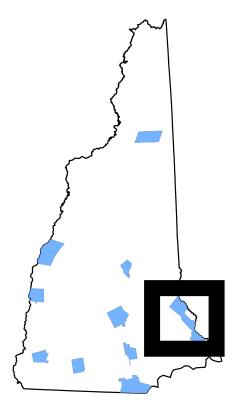
Portsmouth Mixed-use VPA: \$29.3 M

Sample average: \$8,300,000 value/acre

Lesson:

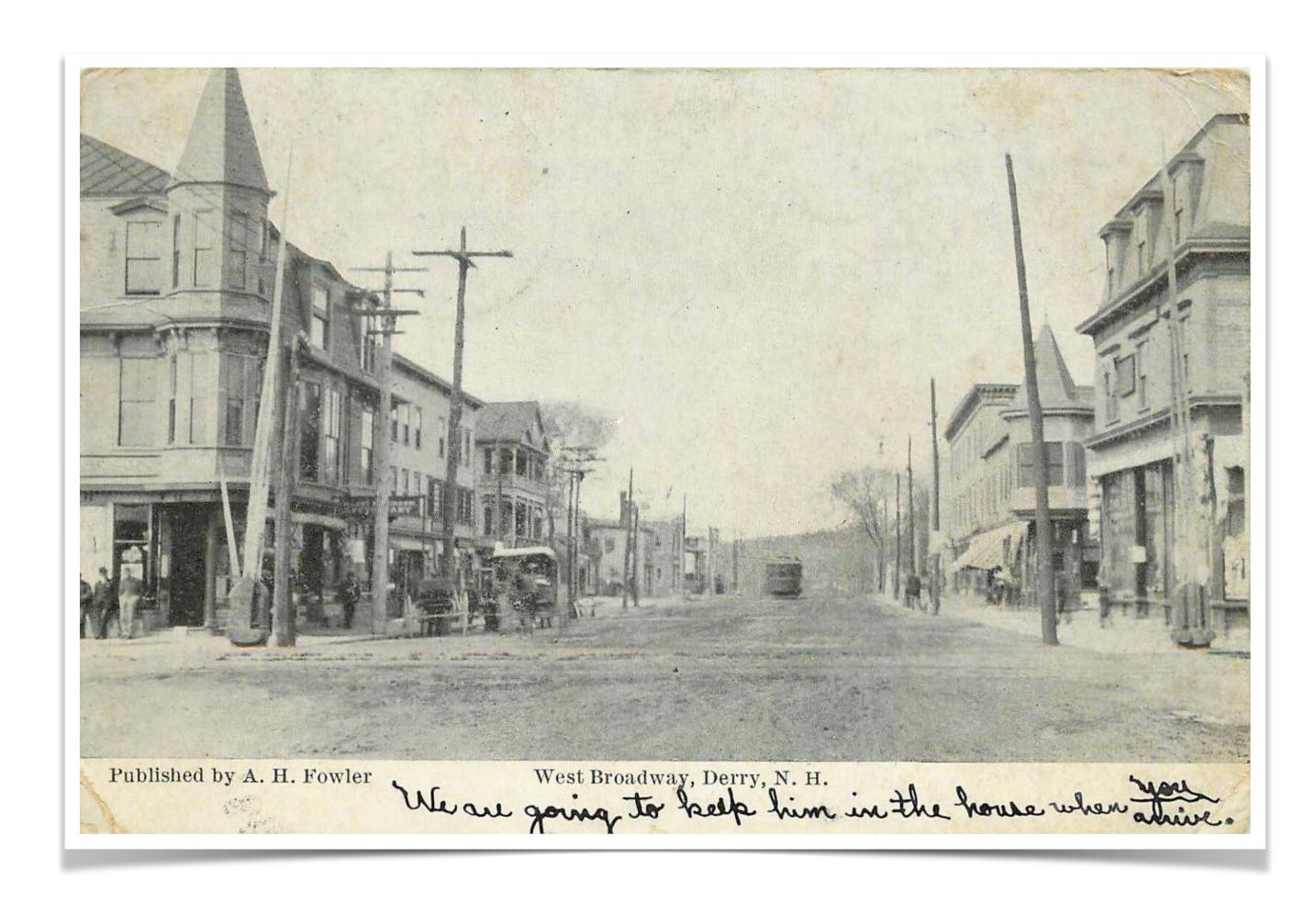
### The Value of Urban Design

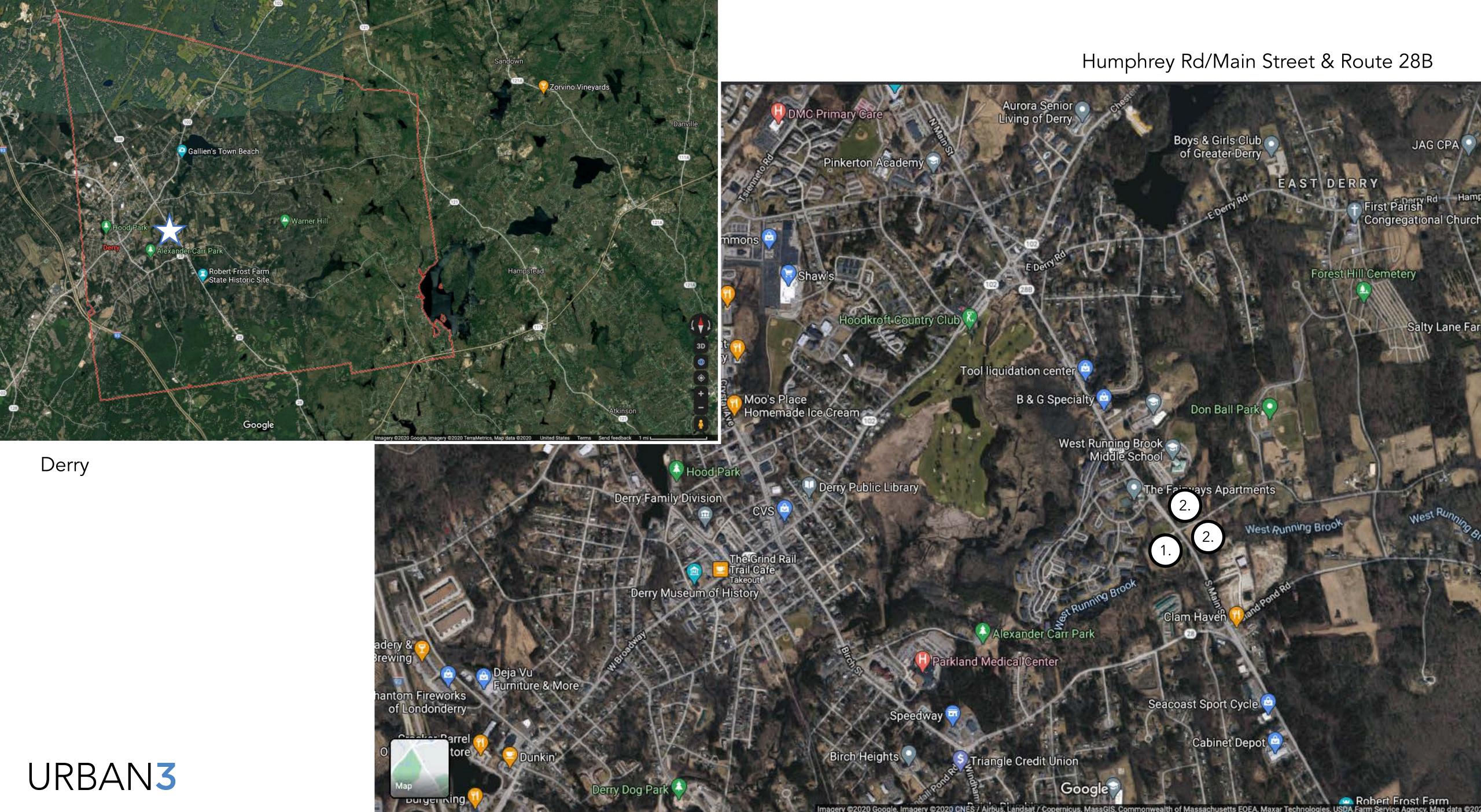


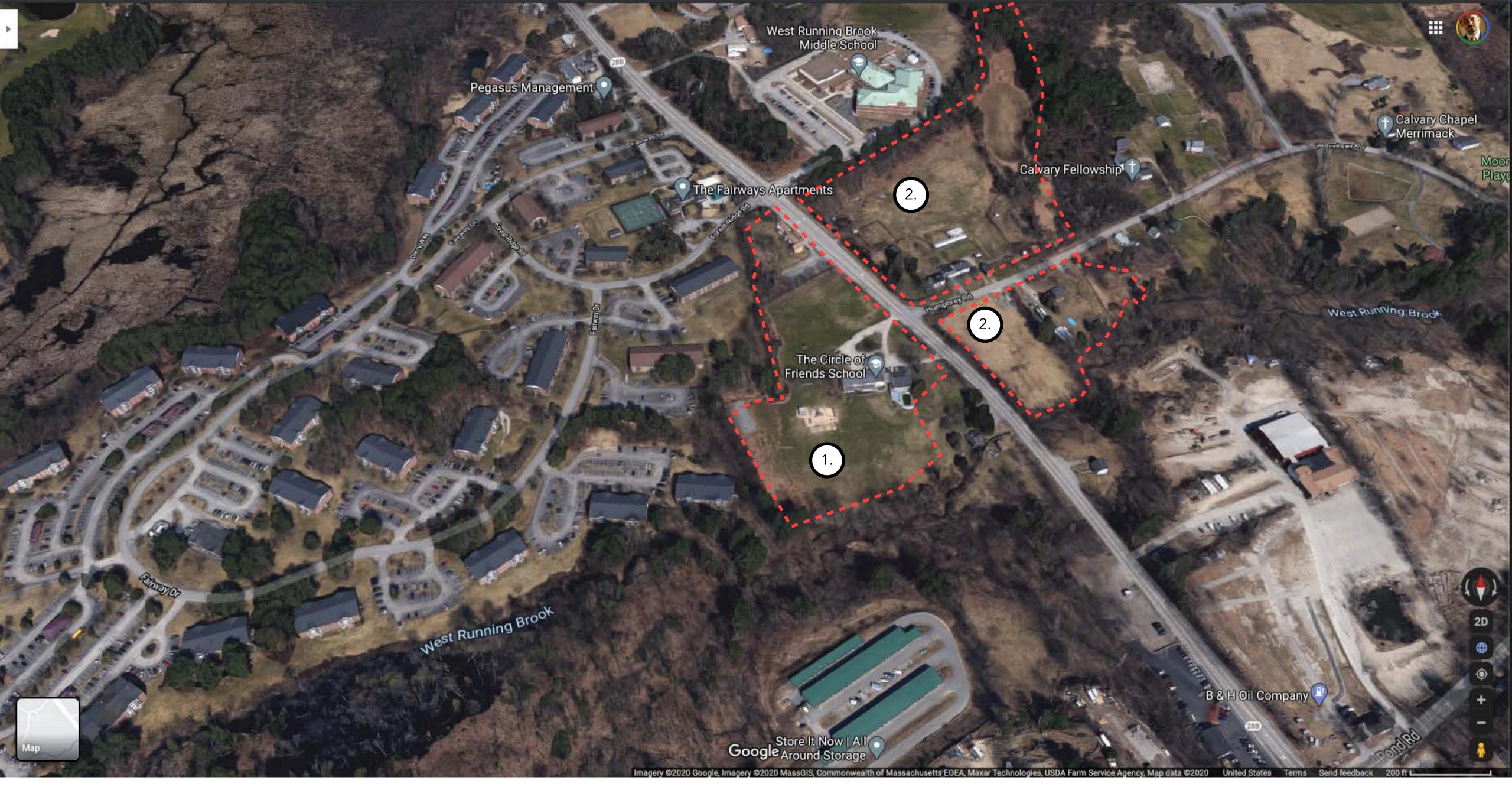


Case Study: Economic MRI® 2020

# Derry



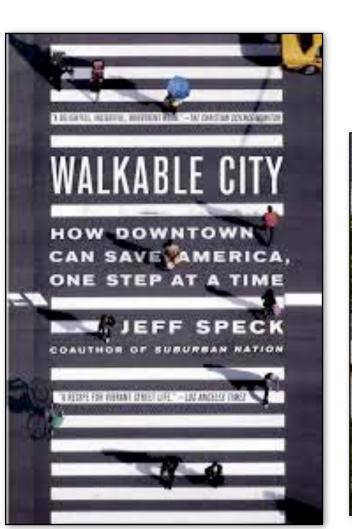


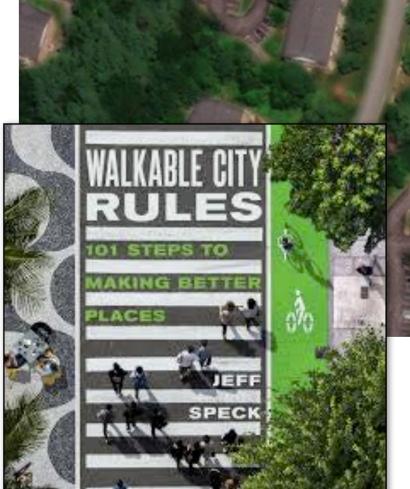






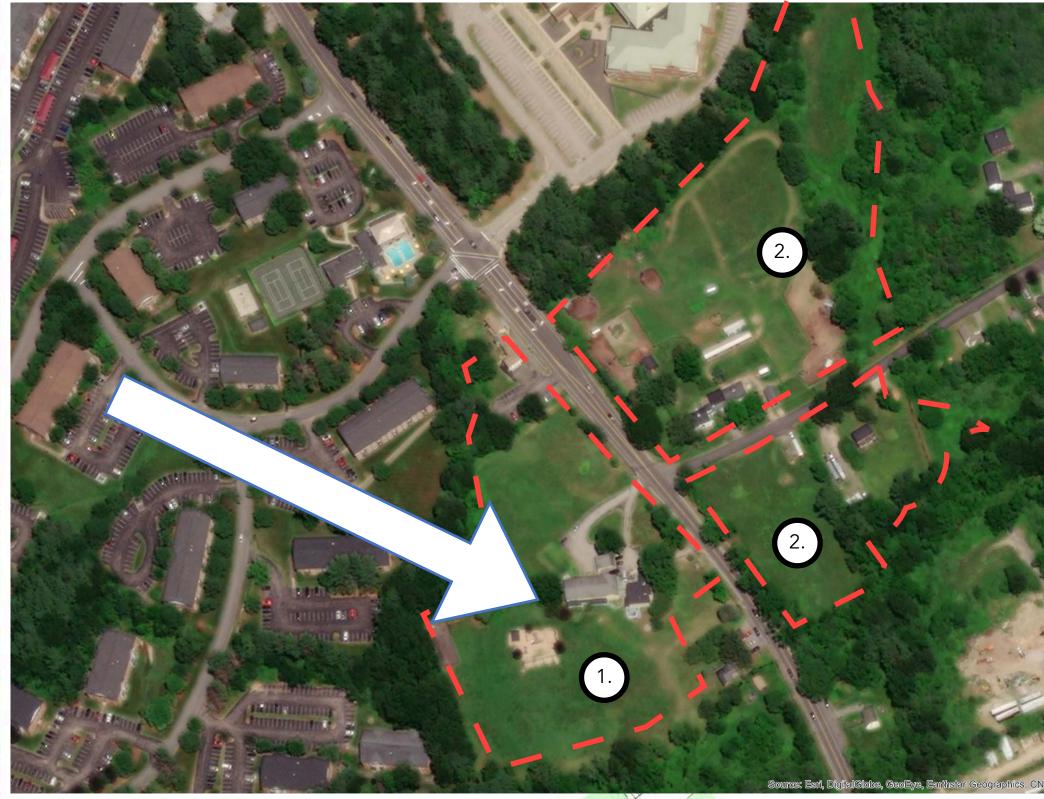


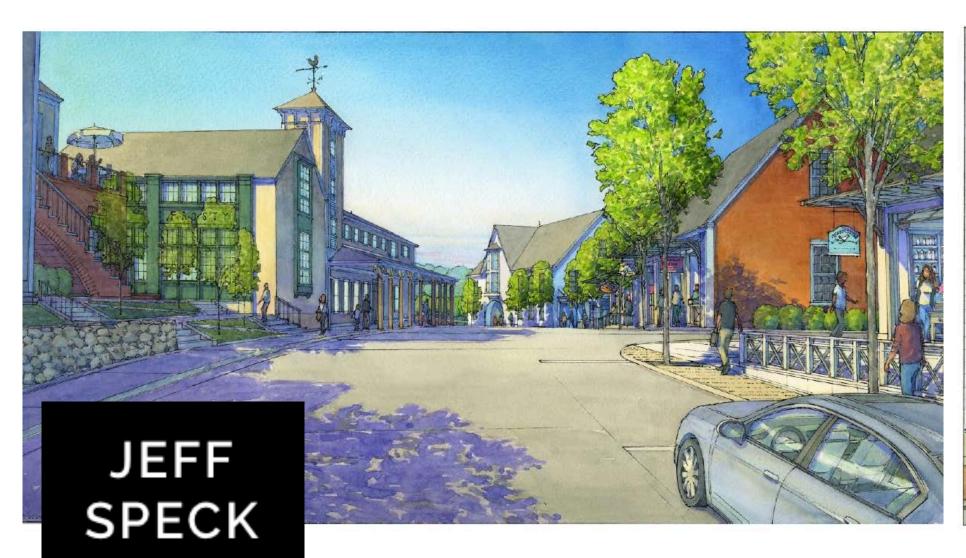


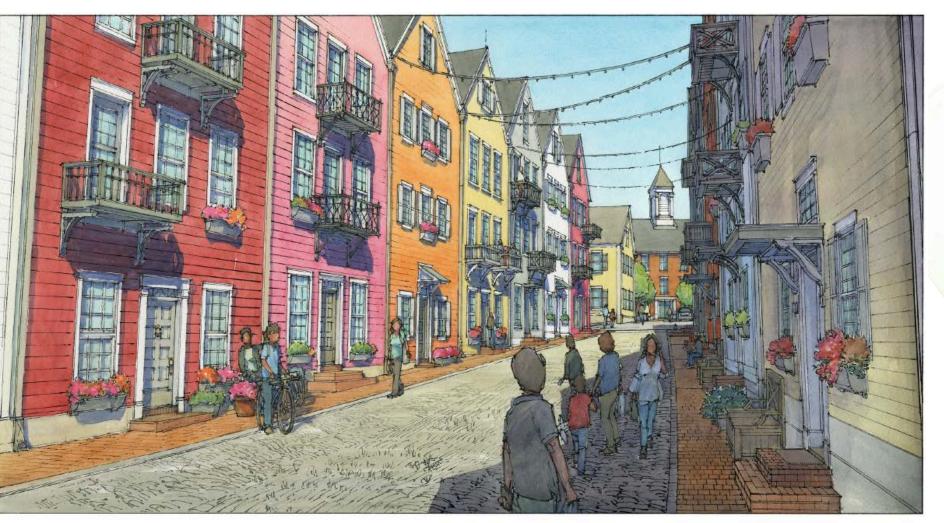


Source: Esri, Digital Clobe, Geo Eye, Earthstar G

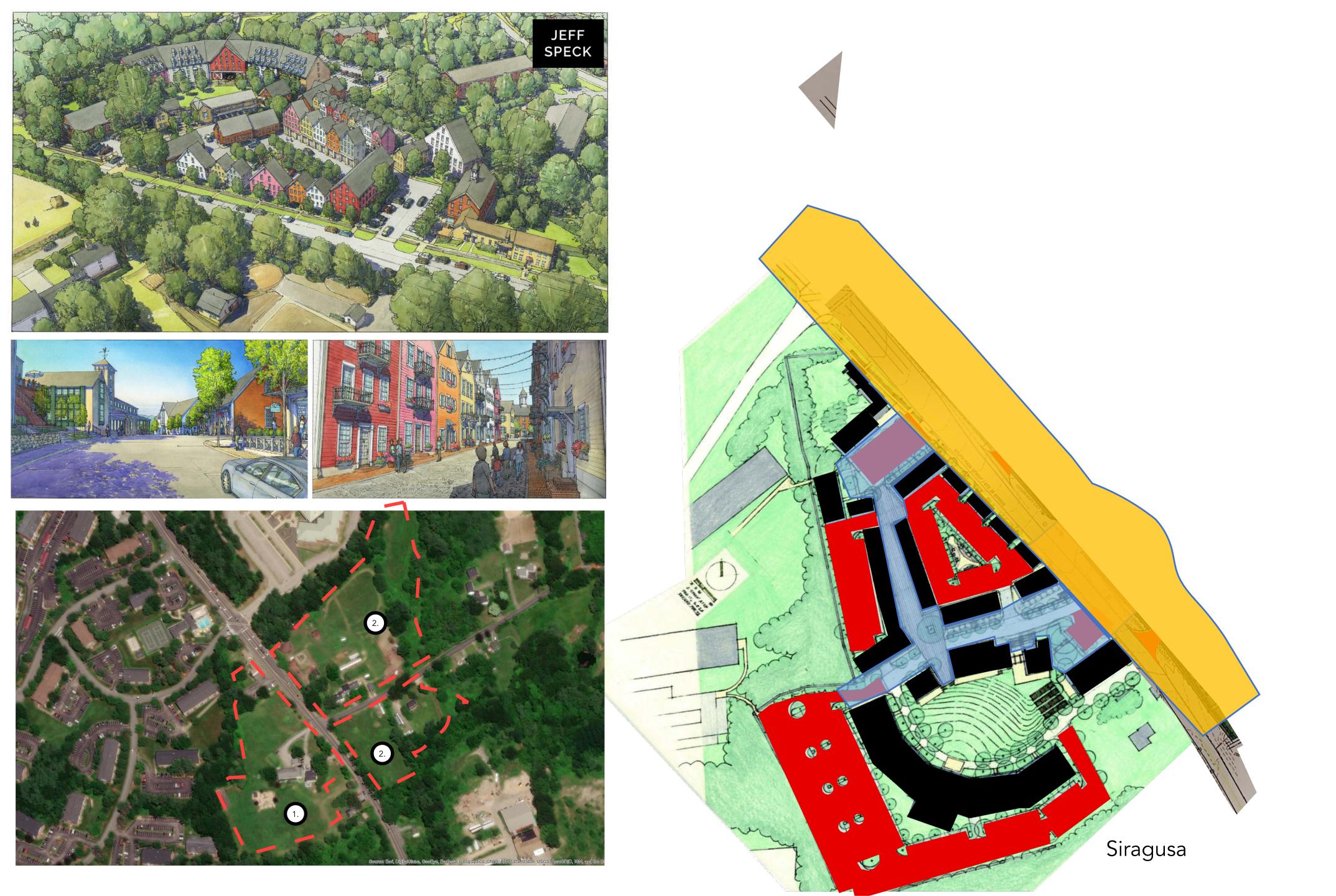




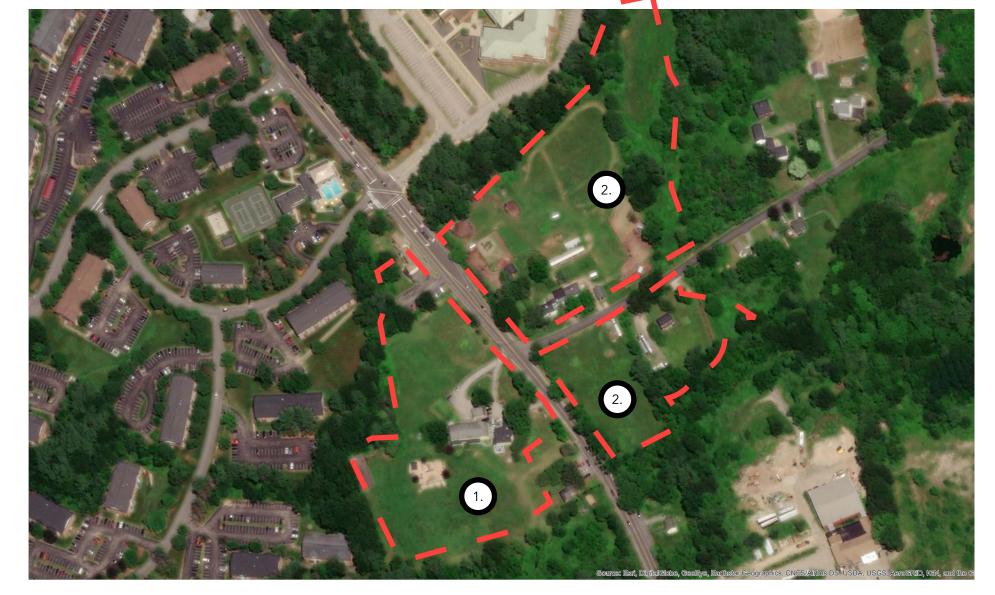


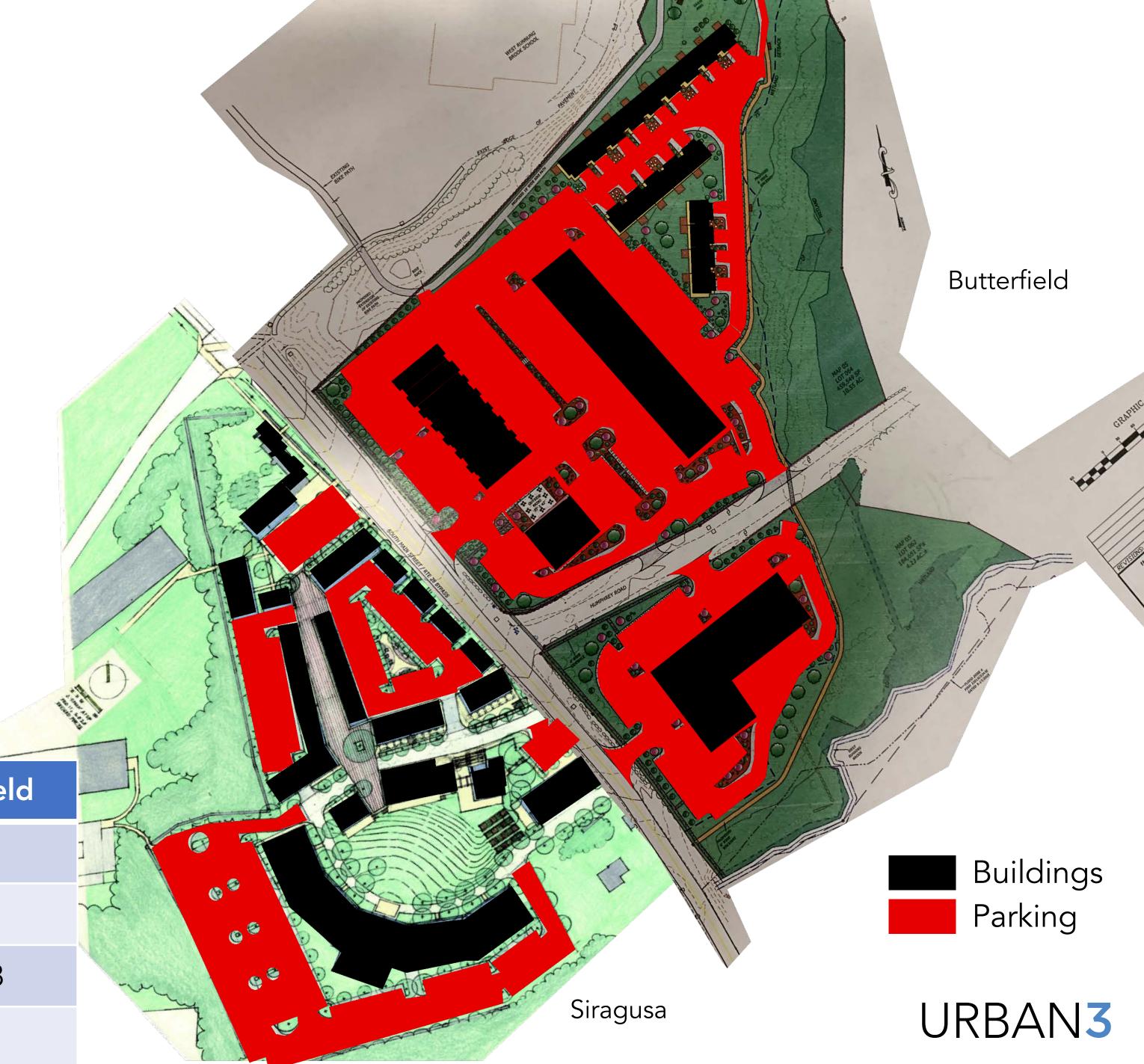












	Siragusa	Butterfield
Building Footprint (Acres)	1.92	2.13
Parking Acres	2.65	5.95
Building:Parking Ratio	1:1.4	1:2.8



Case Study: Economic MRI® 2018

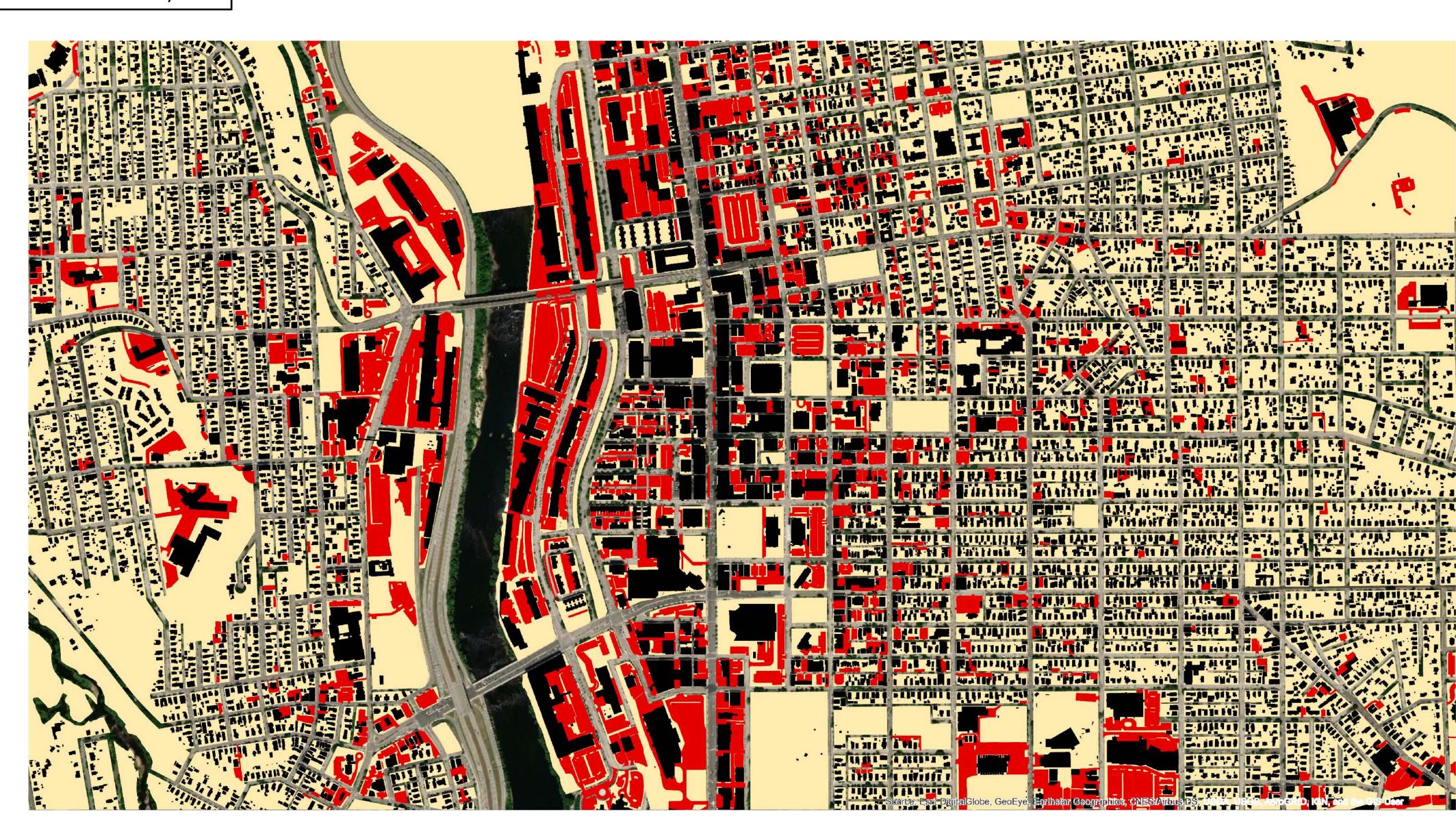
# Manchester, New Hampshire



### Land Use Analysis Manchester, NH

# City of Mancheste





### Land Use Analysis Manchester, NH

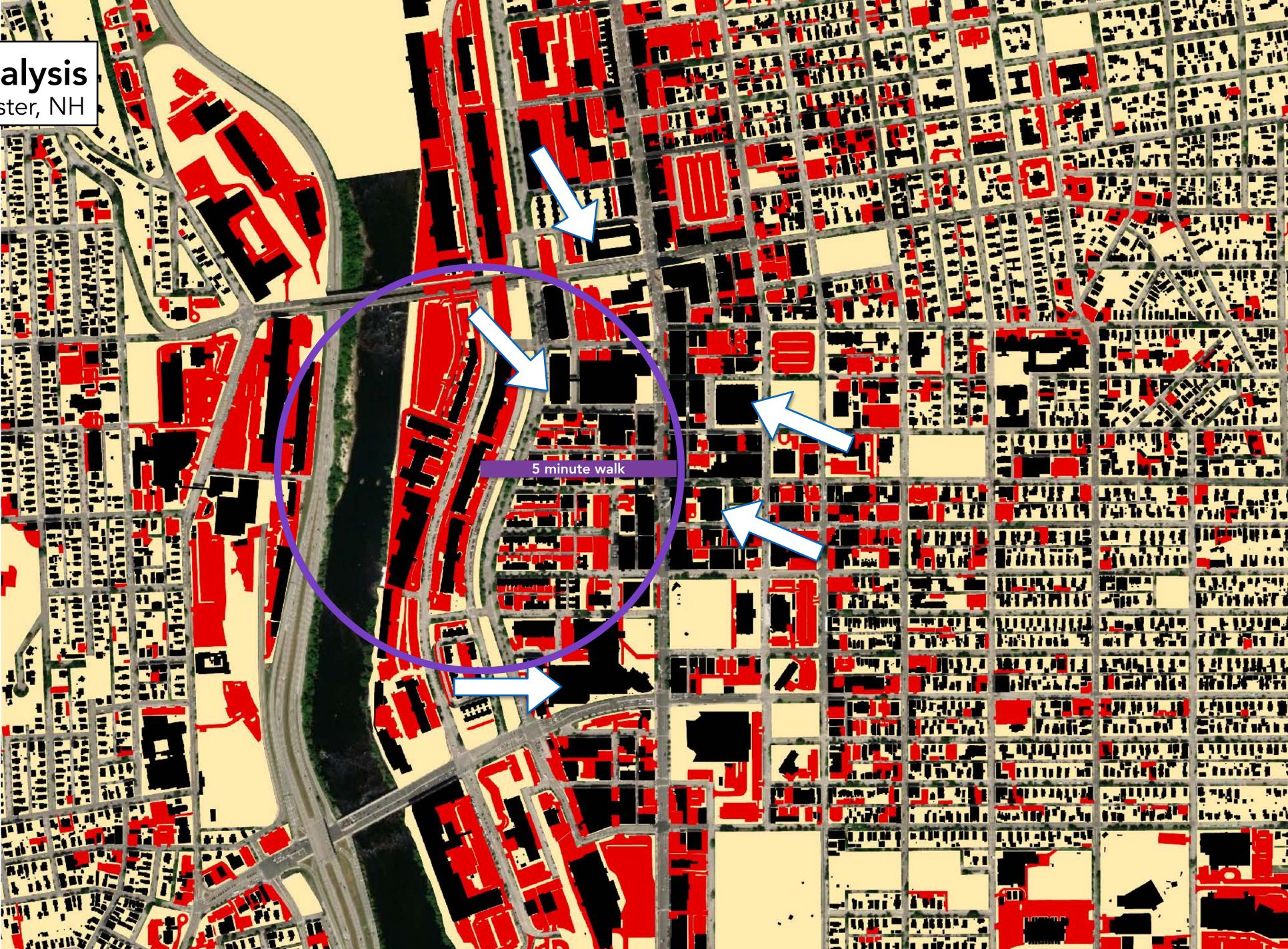
of Mancheste

Parking

Buildings

Other

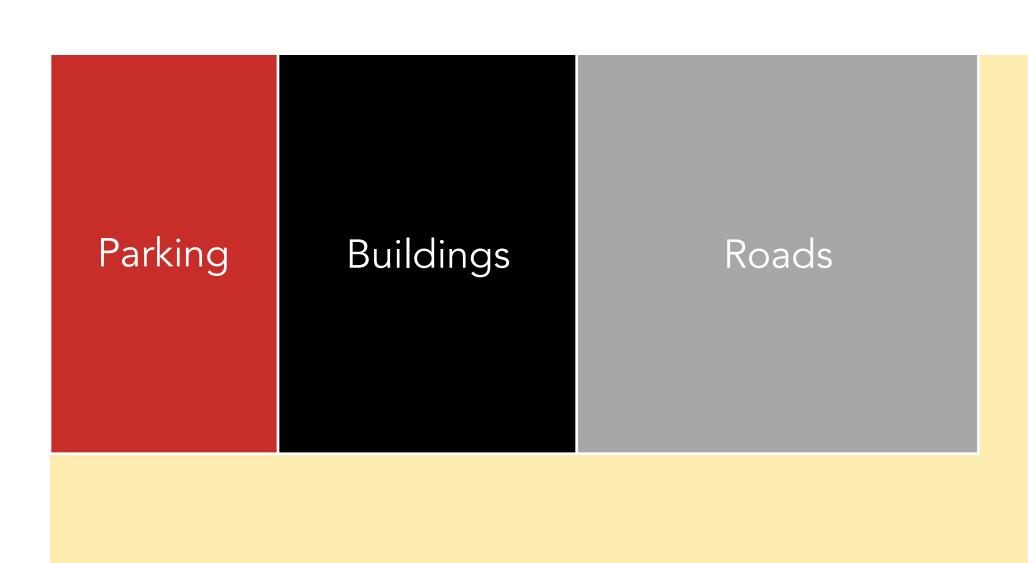
Roads



URBAN3

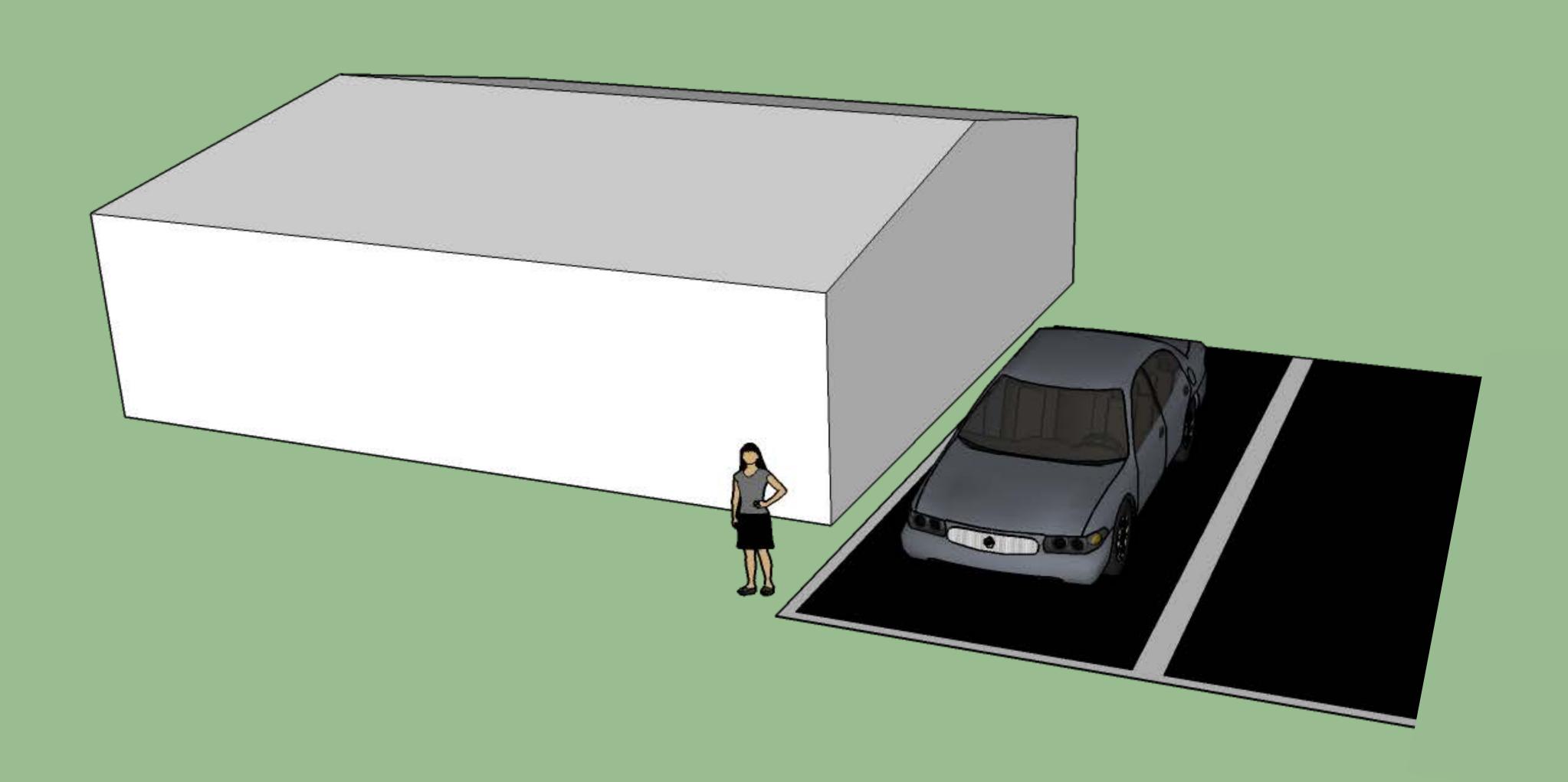
### Land Use Analysis Manchester, NH

City of Manchester



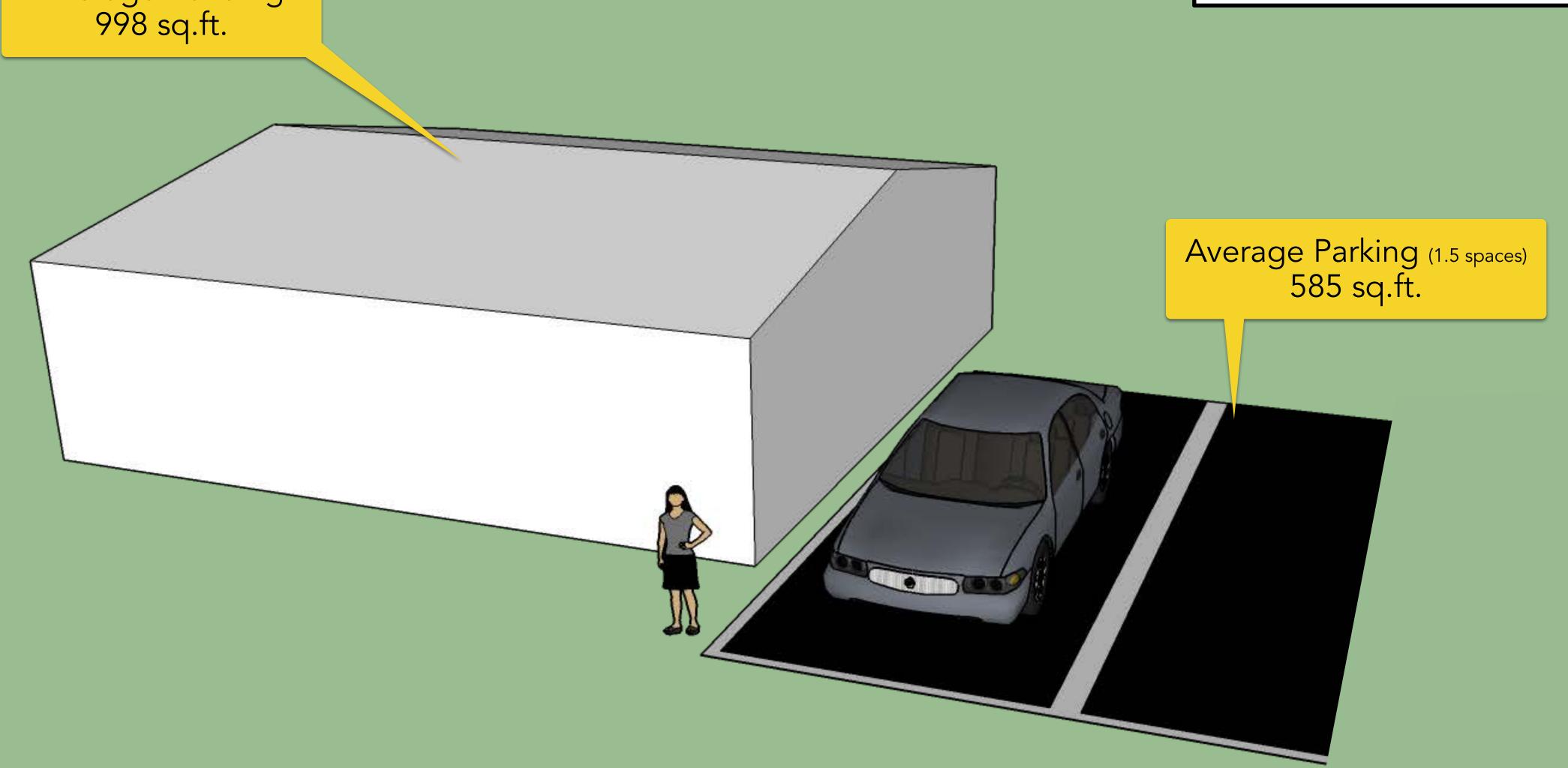
Other land

# What is Parking? Measuring space



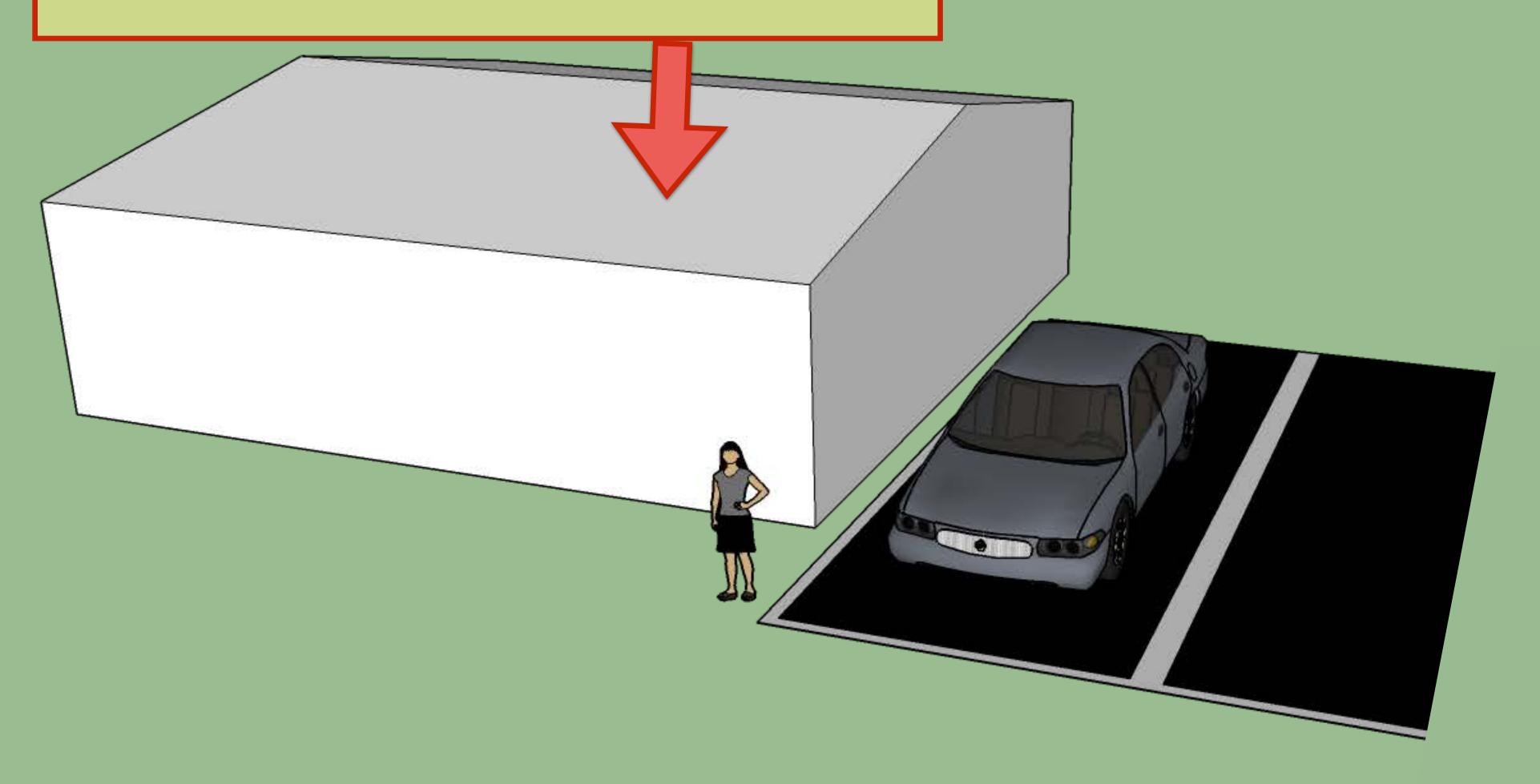
# What is Parking? Measuring space

Average Building 998 sq.ft.



\$90/square foot

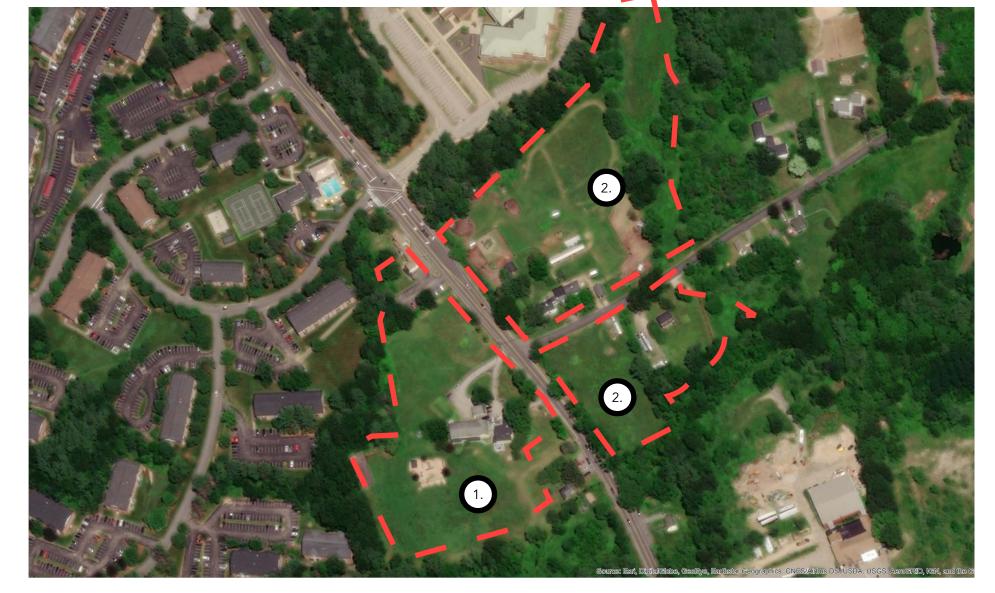
# What is Parking? Measuring Manchester space

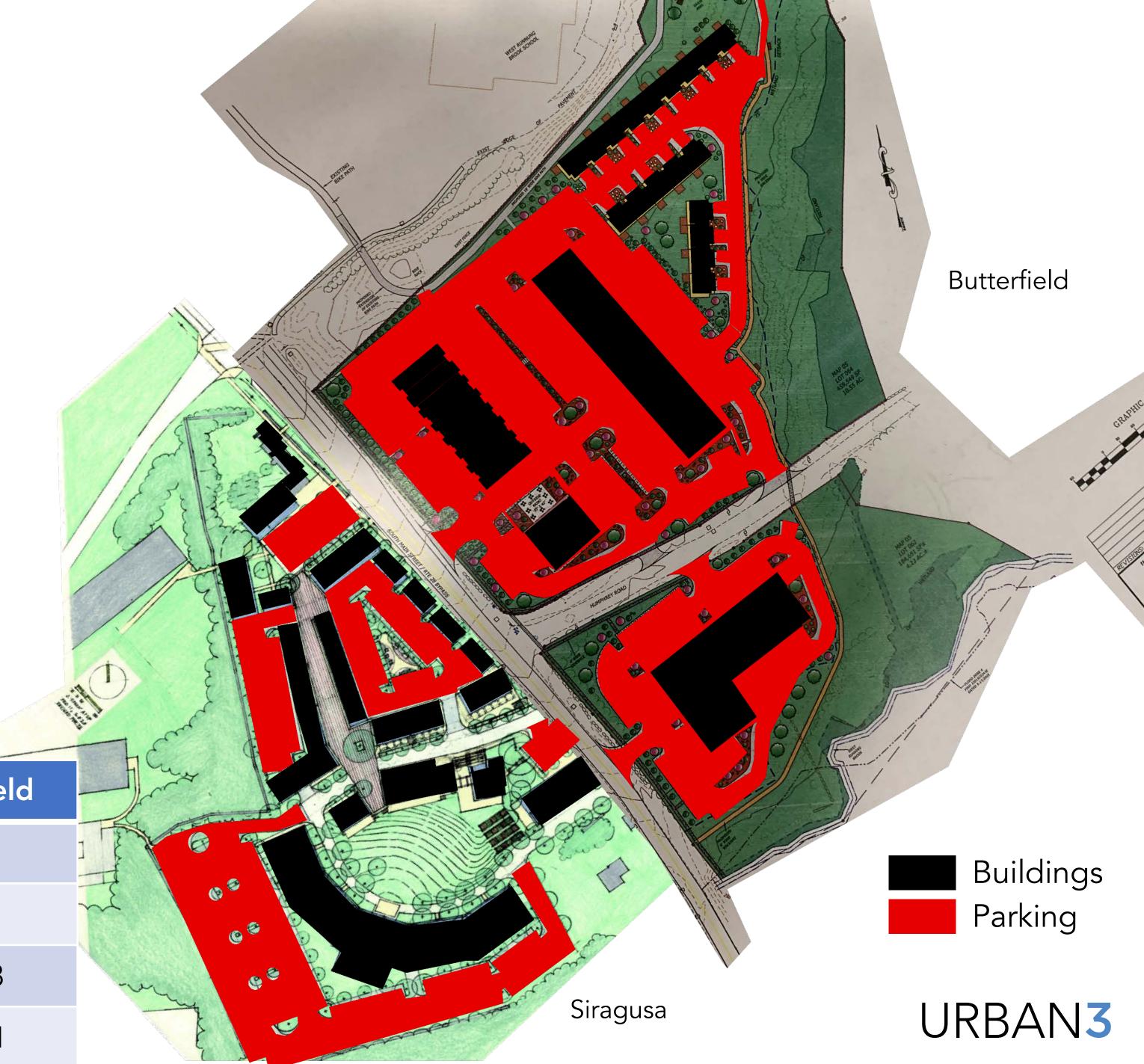


\$90/square foot

What is Parking?
Measuring Manchester space

\$1.20/square foot\* \* (75X) - Data from Assessment data on Pearl Street parking lot -\$20/square foot /square foot



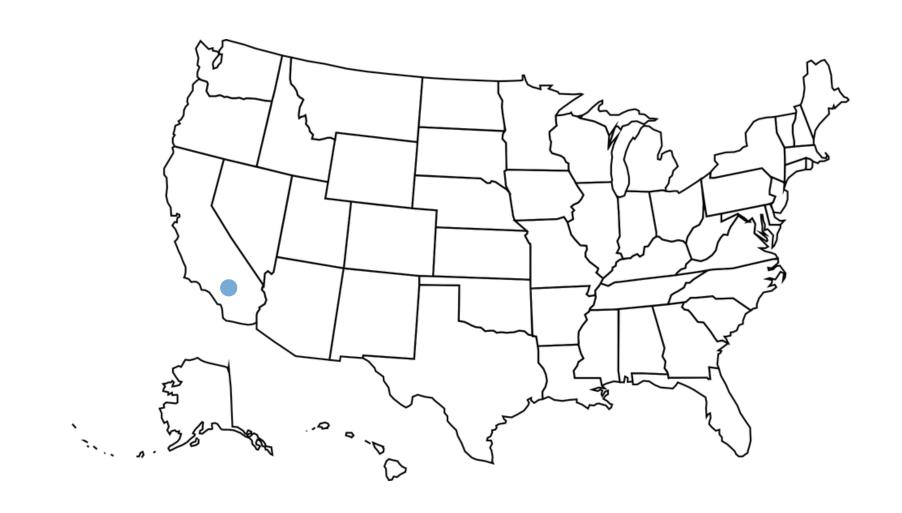


	Siragusa	Butterfield
Building Footprint (Acres)	1.92	2.13
Parking Acres	2.65	5.95
Building:Parking Ratio	1:1.4	1:2.8
Value Per Acre	\$4.6M	\$2.5M

Lesson:

# What are you carrying?





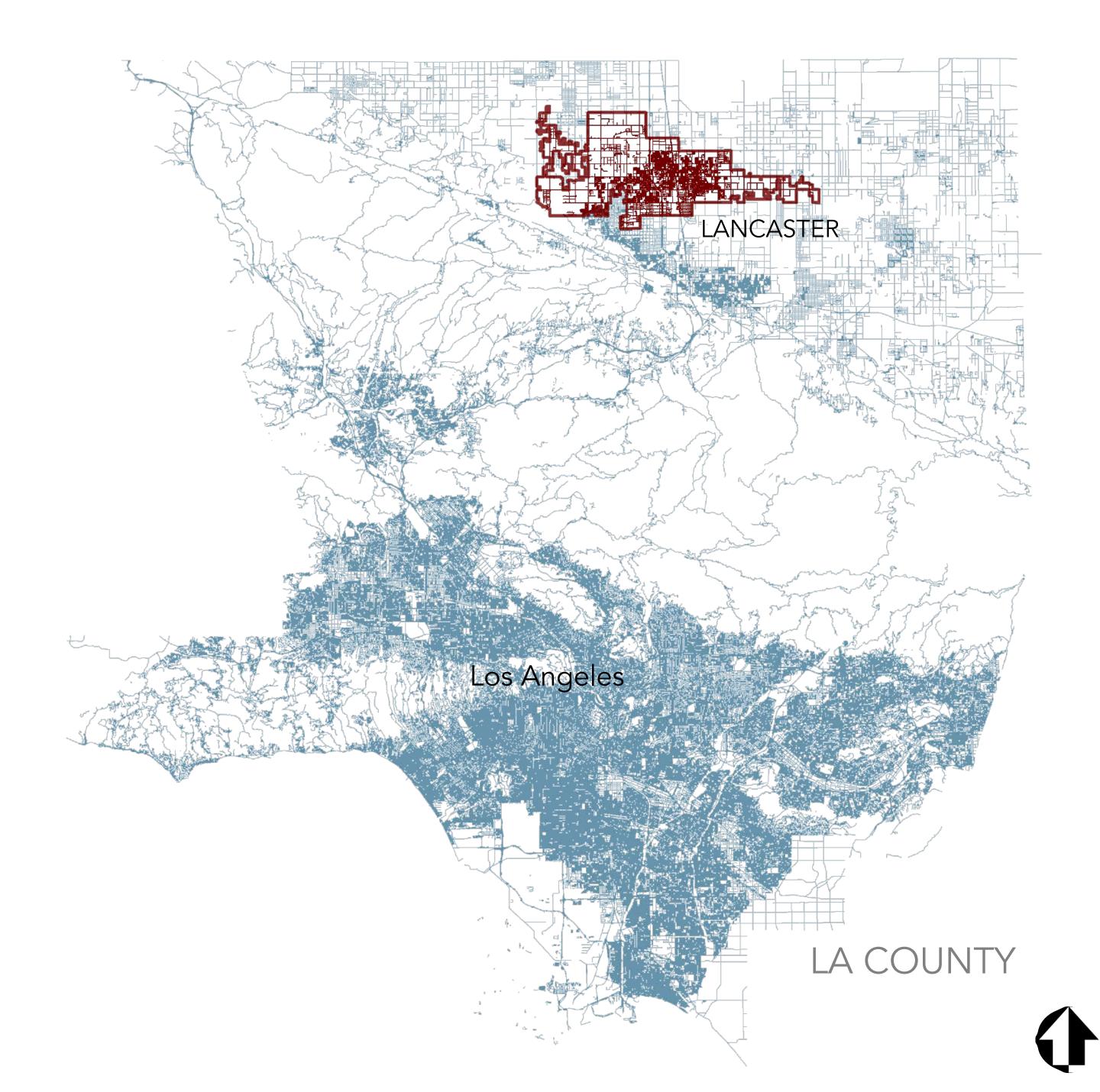
Case Study: Economic MRI®, Fiscal MRI®, Policy Analytics 2014-2019

# Lancaster, California

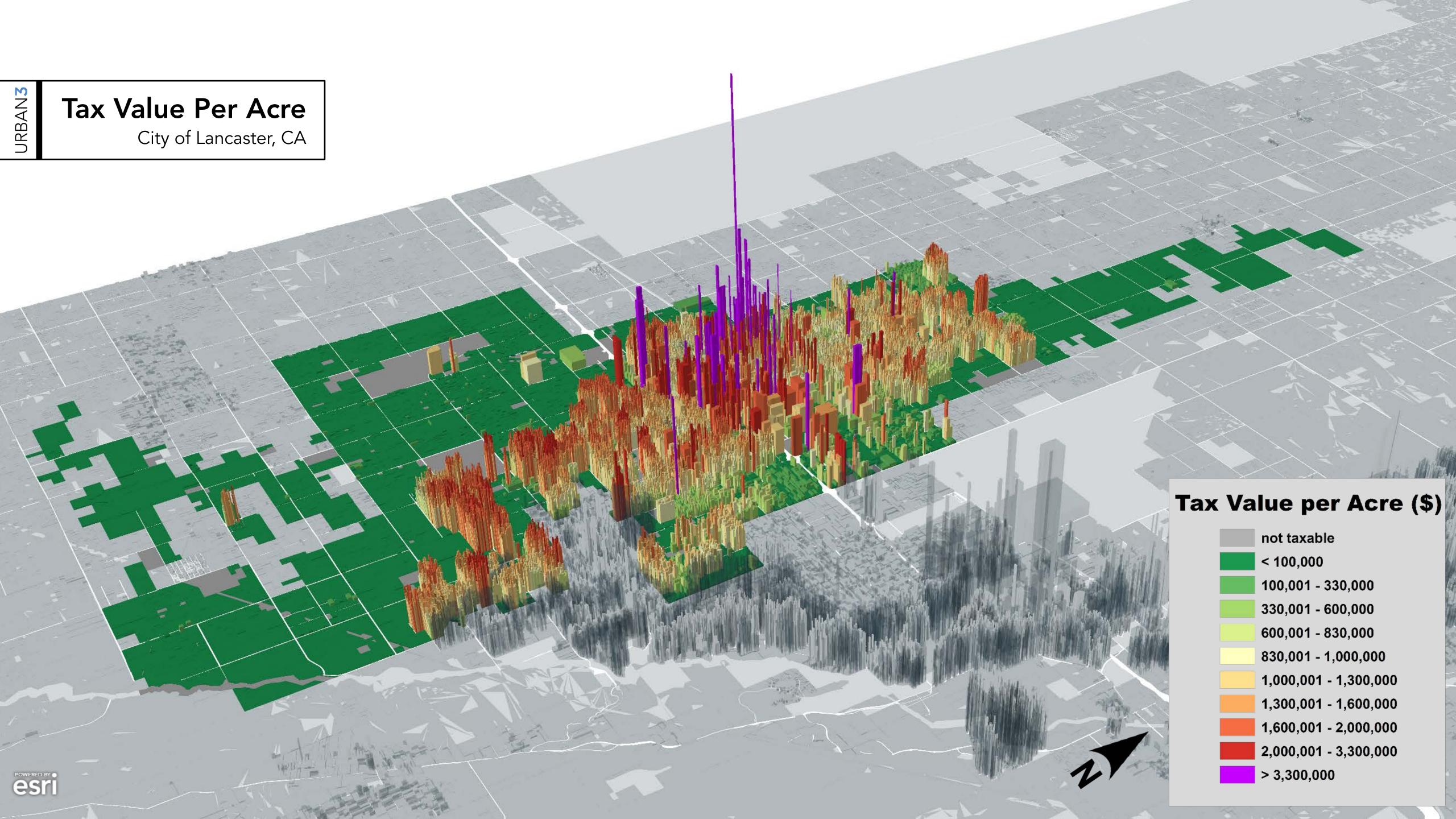


#### Paved Roads

City of Lancaster, CA

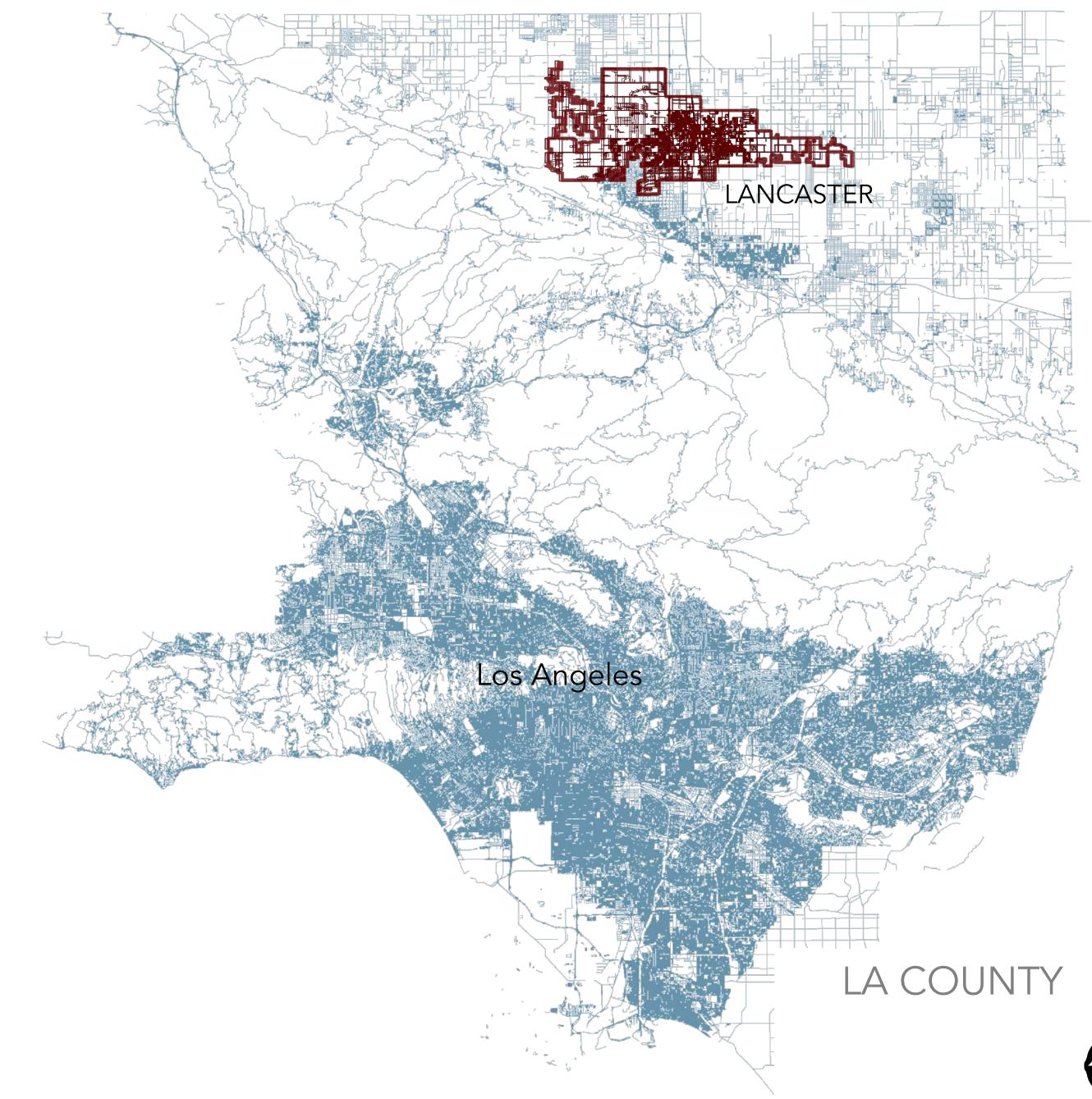


#### LANCASTER:



#### Paved Roads

City of Lancaster, CA





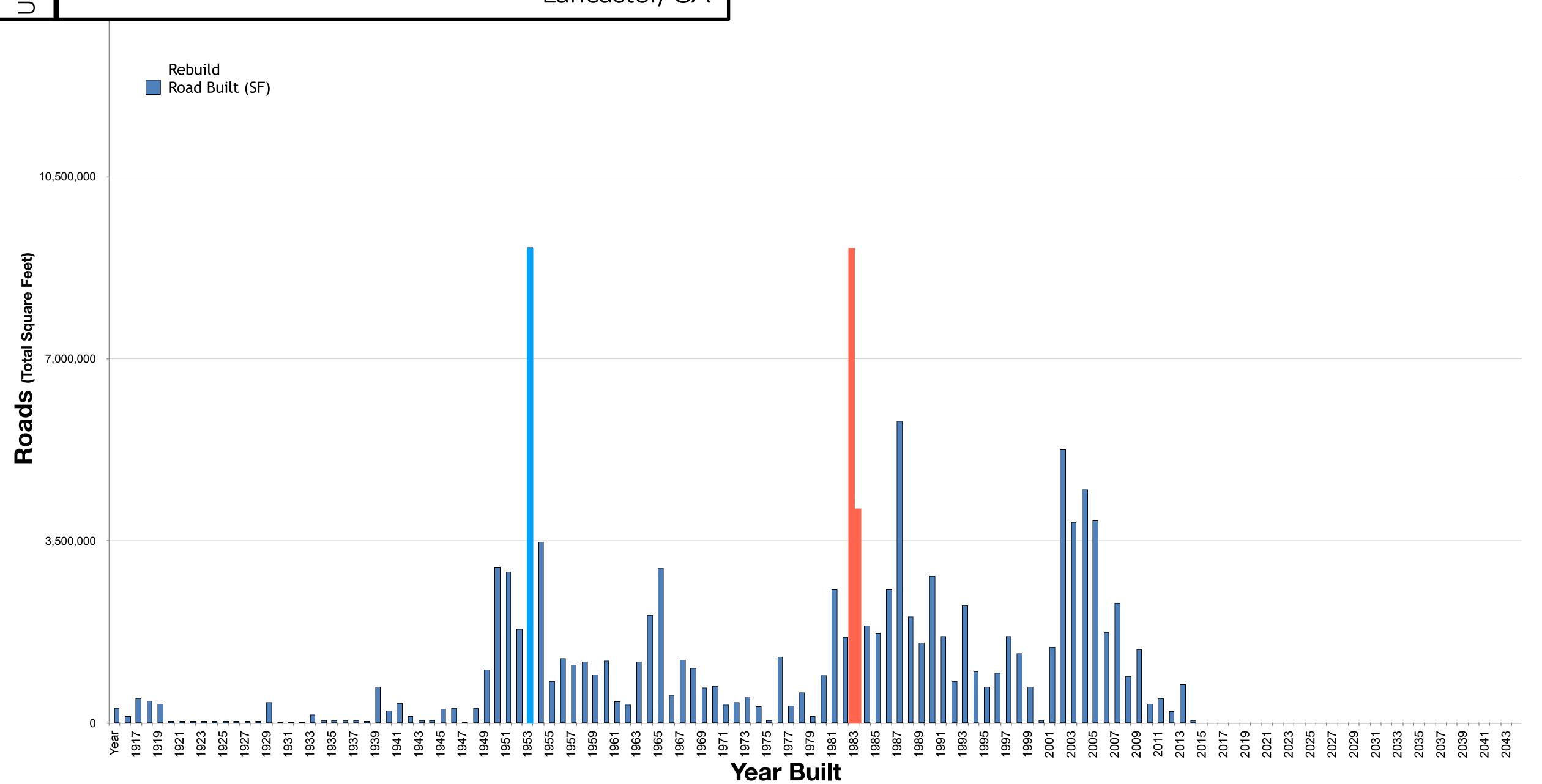
LANCASTER: 953 MILES

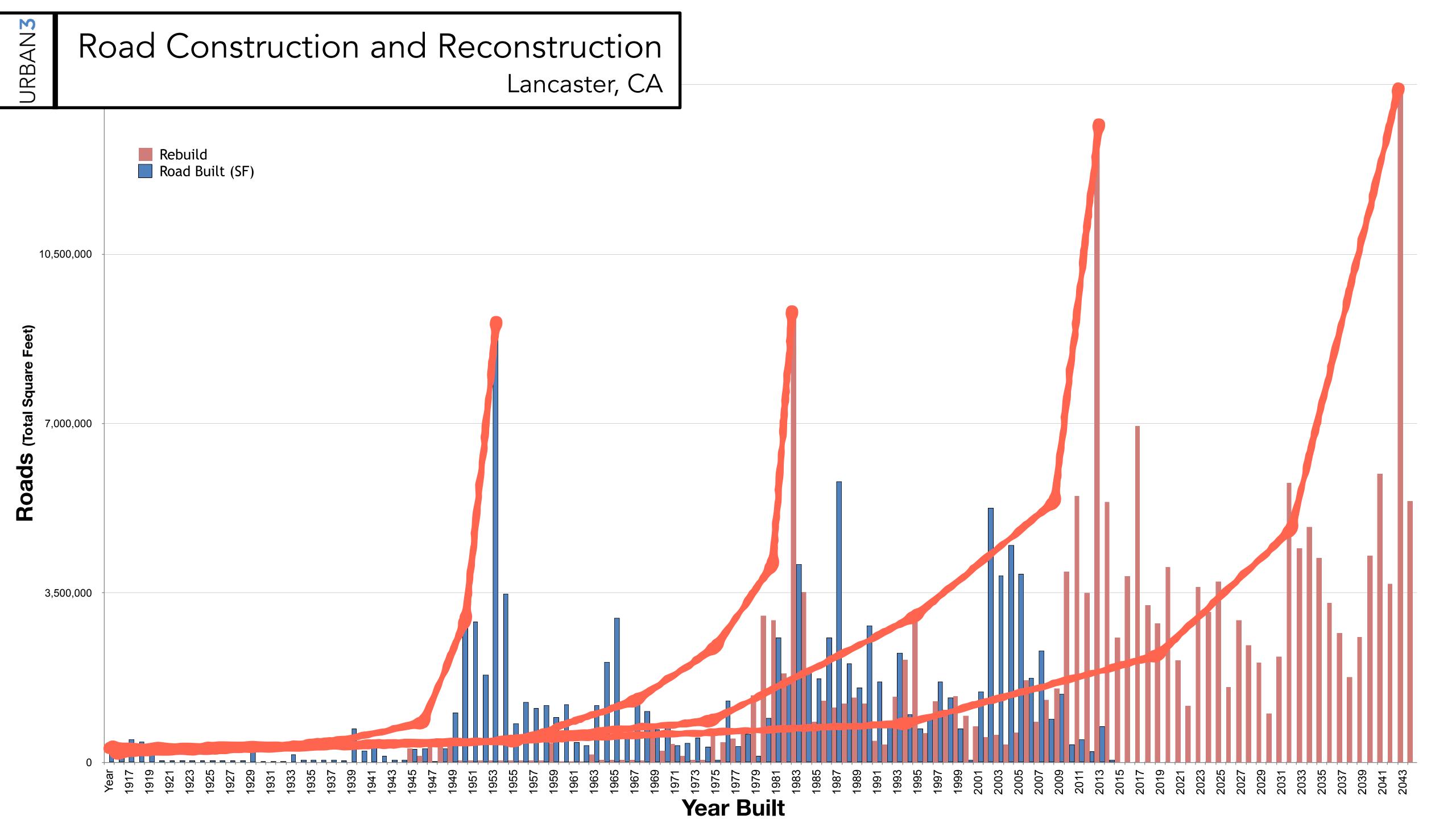




#### Road Construction and Reconstruction

Lancaster, CA





# What Roads Can You Sustain?

Based on revenue flow, what can we afford? About half the network.



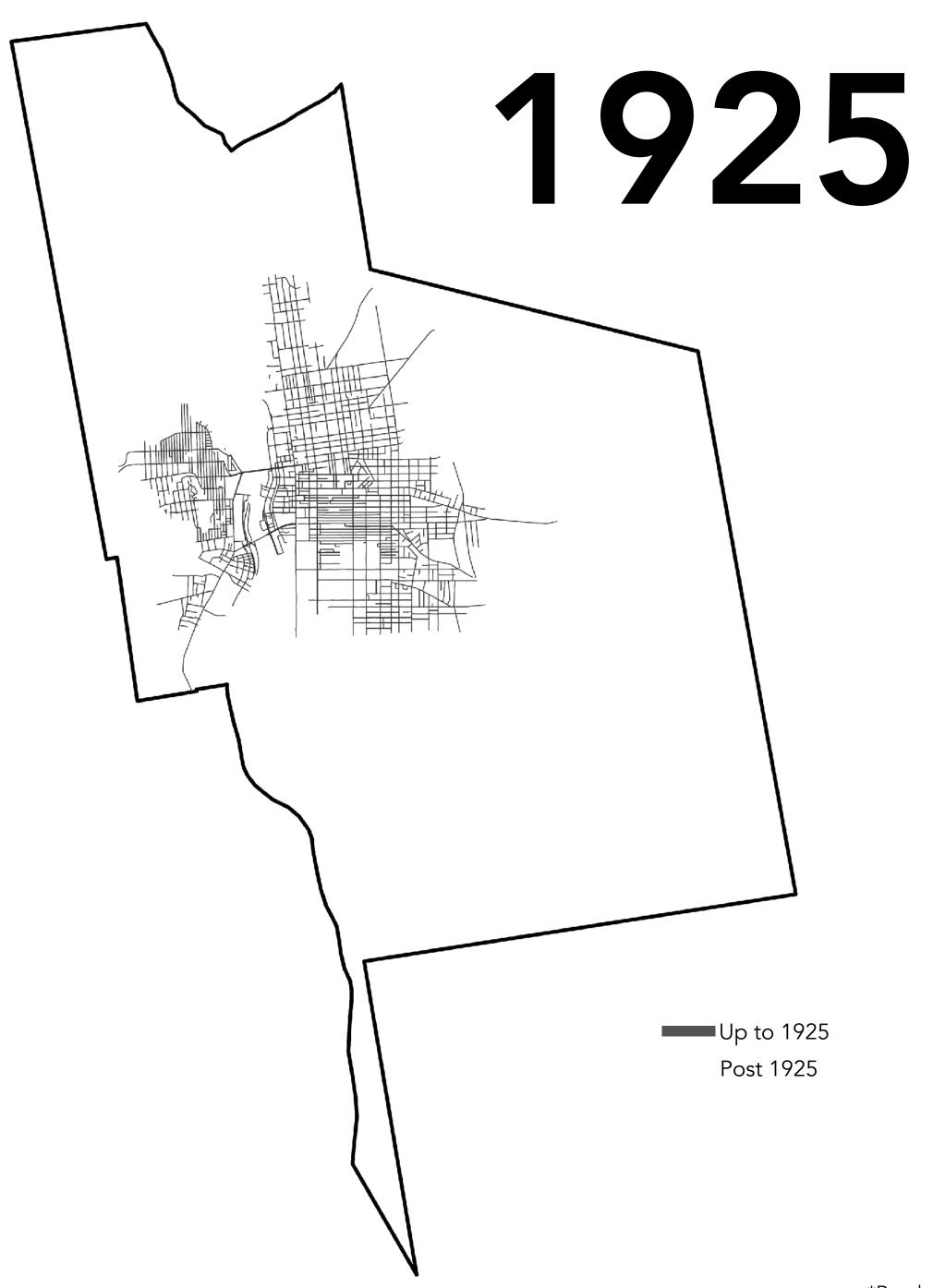
#### Roads over Time

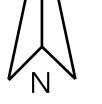
Manchester, NH

77,000 people

140 miles\* of road

9.6 feet of road per person





\*Road centerline miles

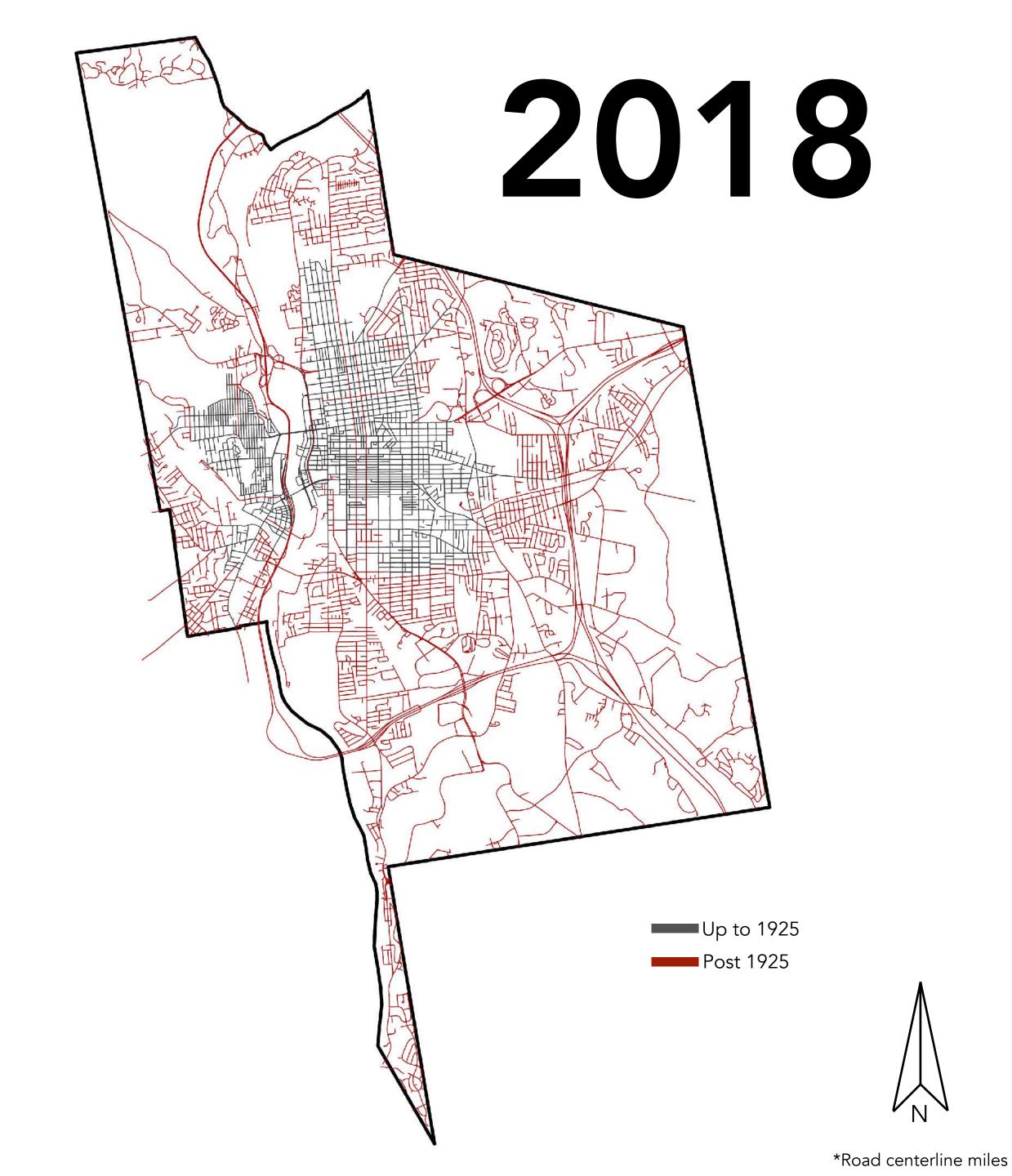
535 miles\* of road

25.4 feet of road per person

Feet per person

163% Increase

Population 44%



Question:

## OK. So now what?



What you can do:

# 1. Do more analytics.



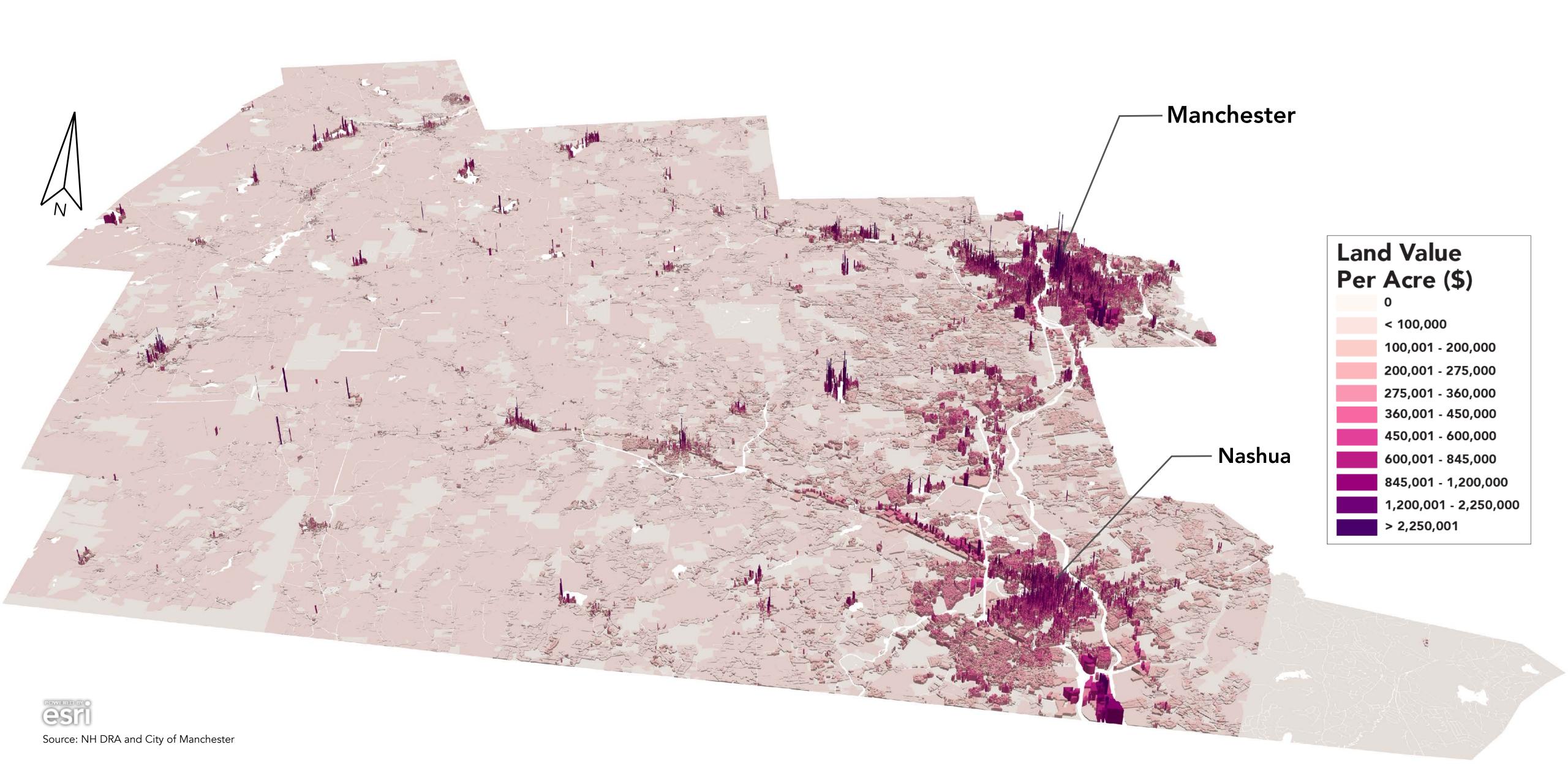


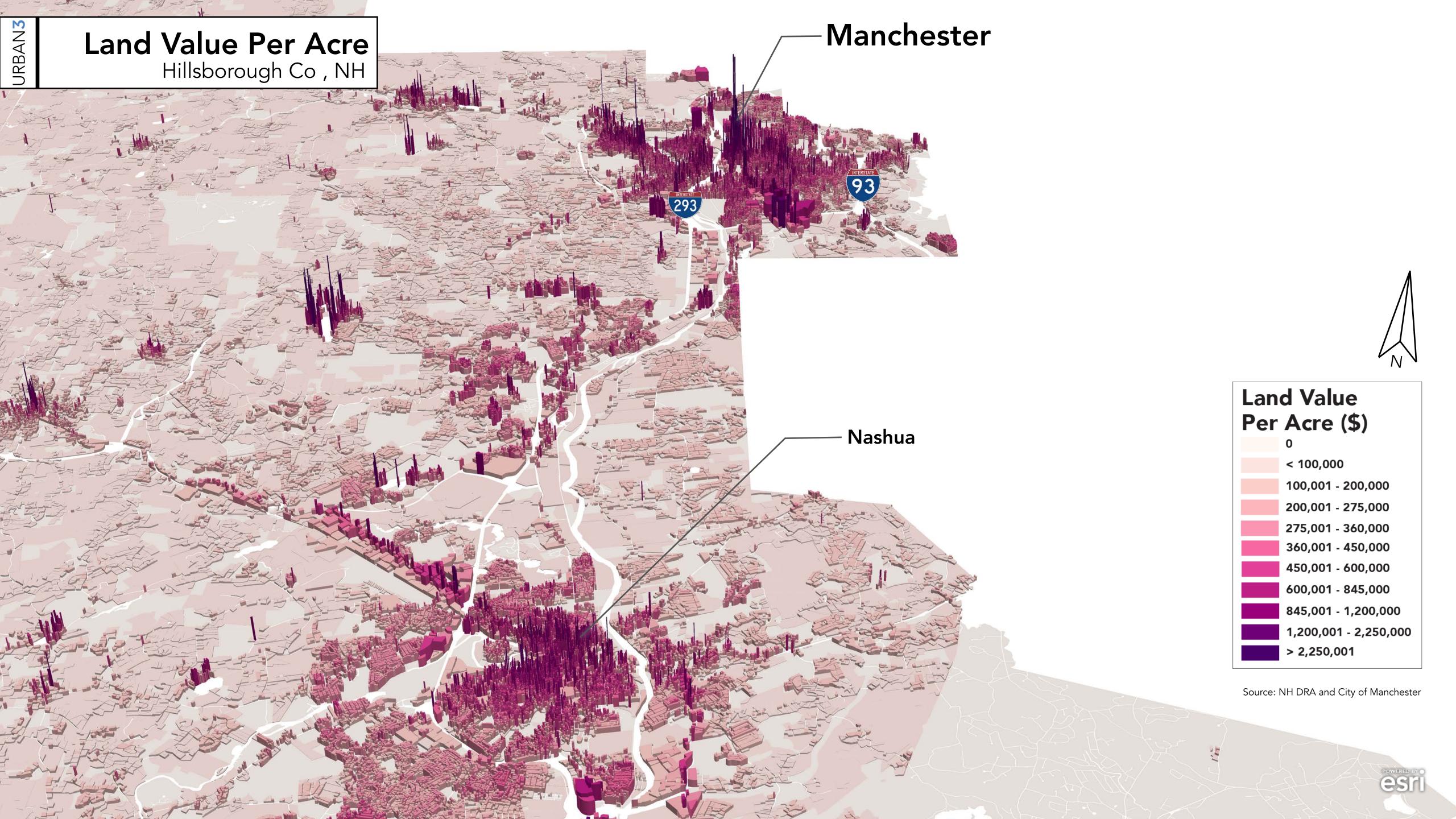


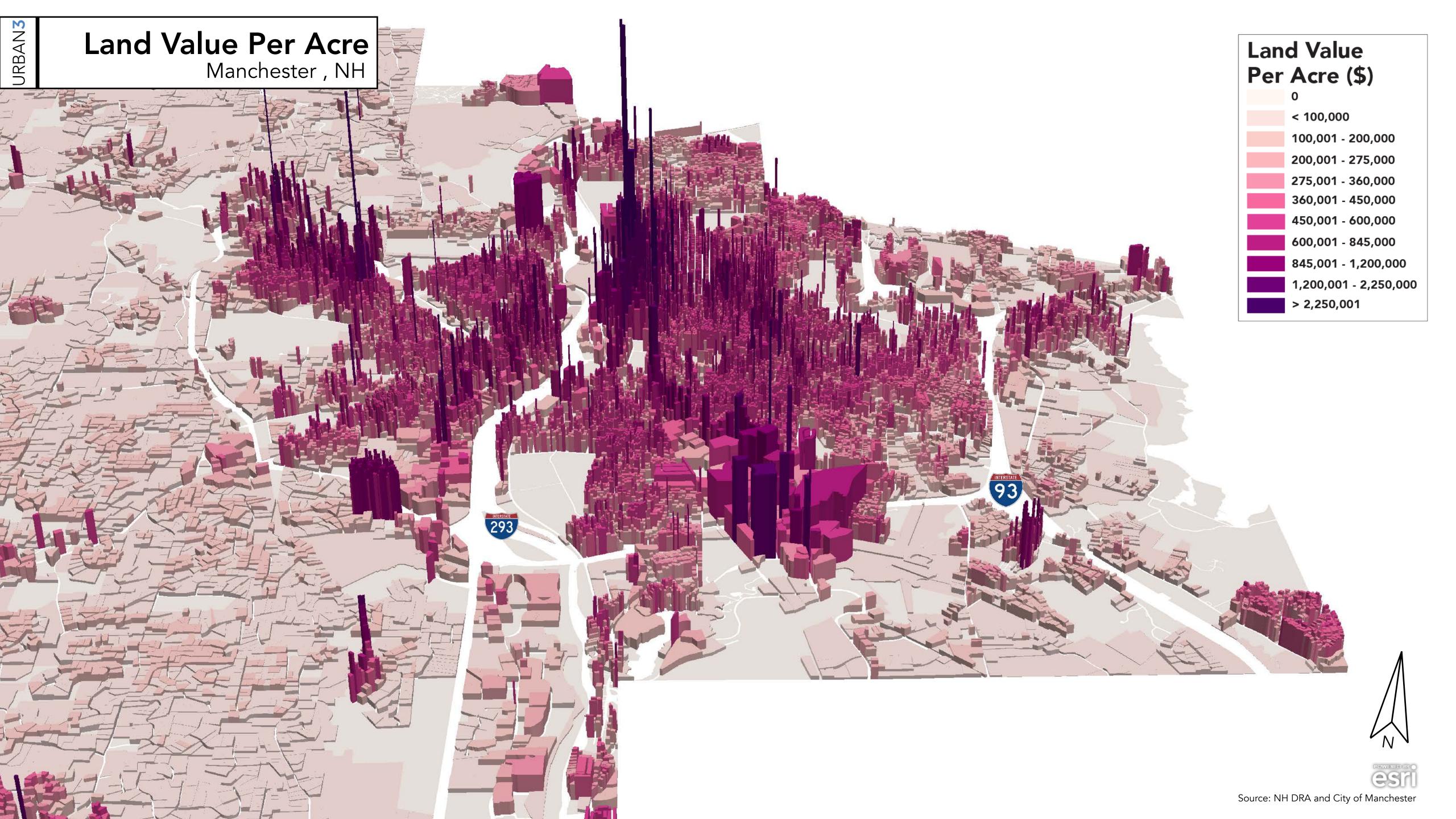


#### Land Value Per Acre

Hillsborough Co, NH



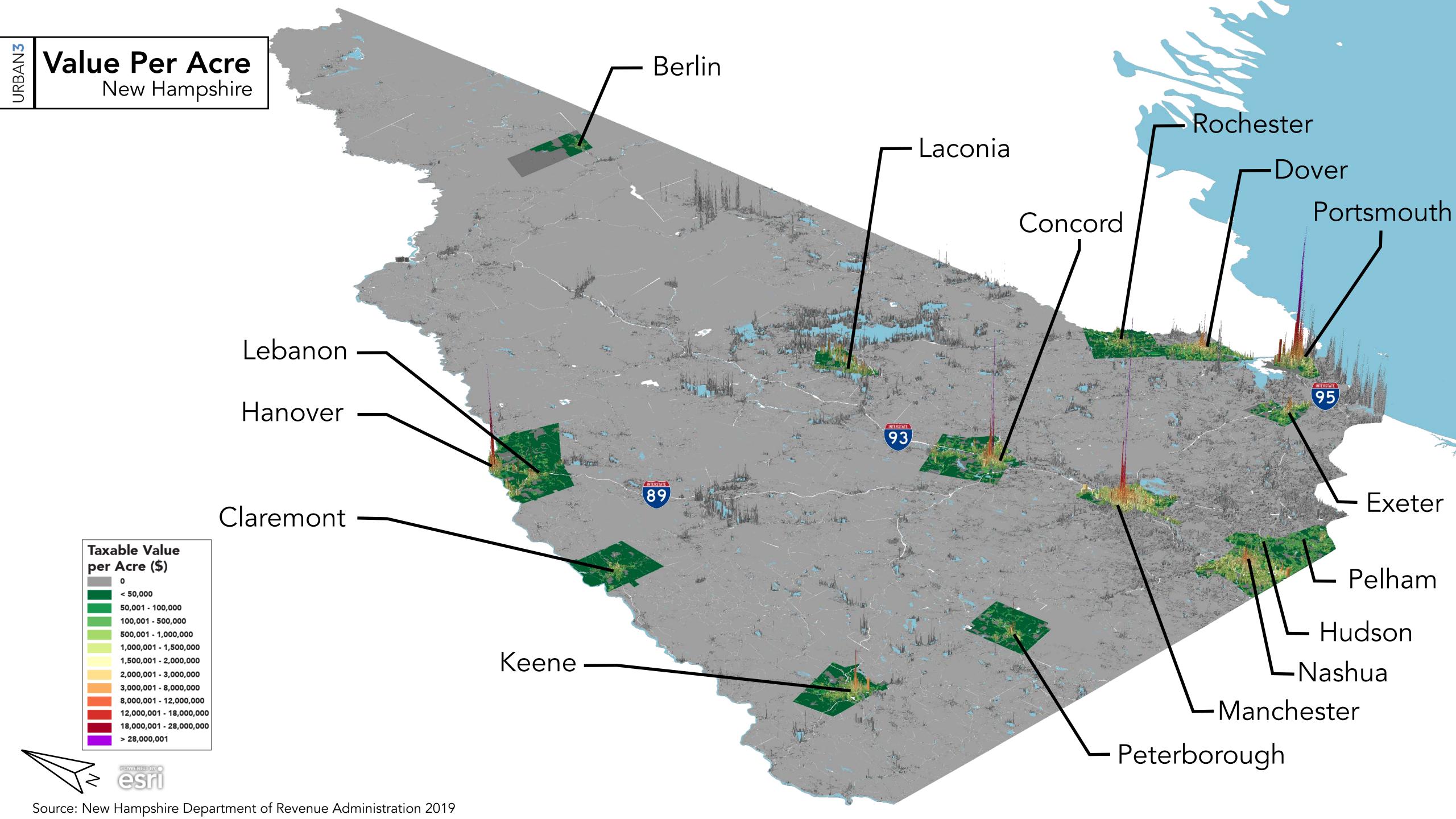


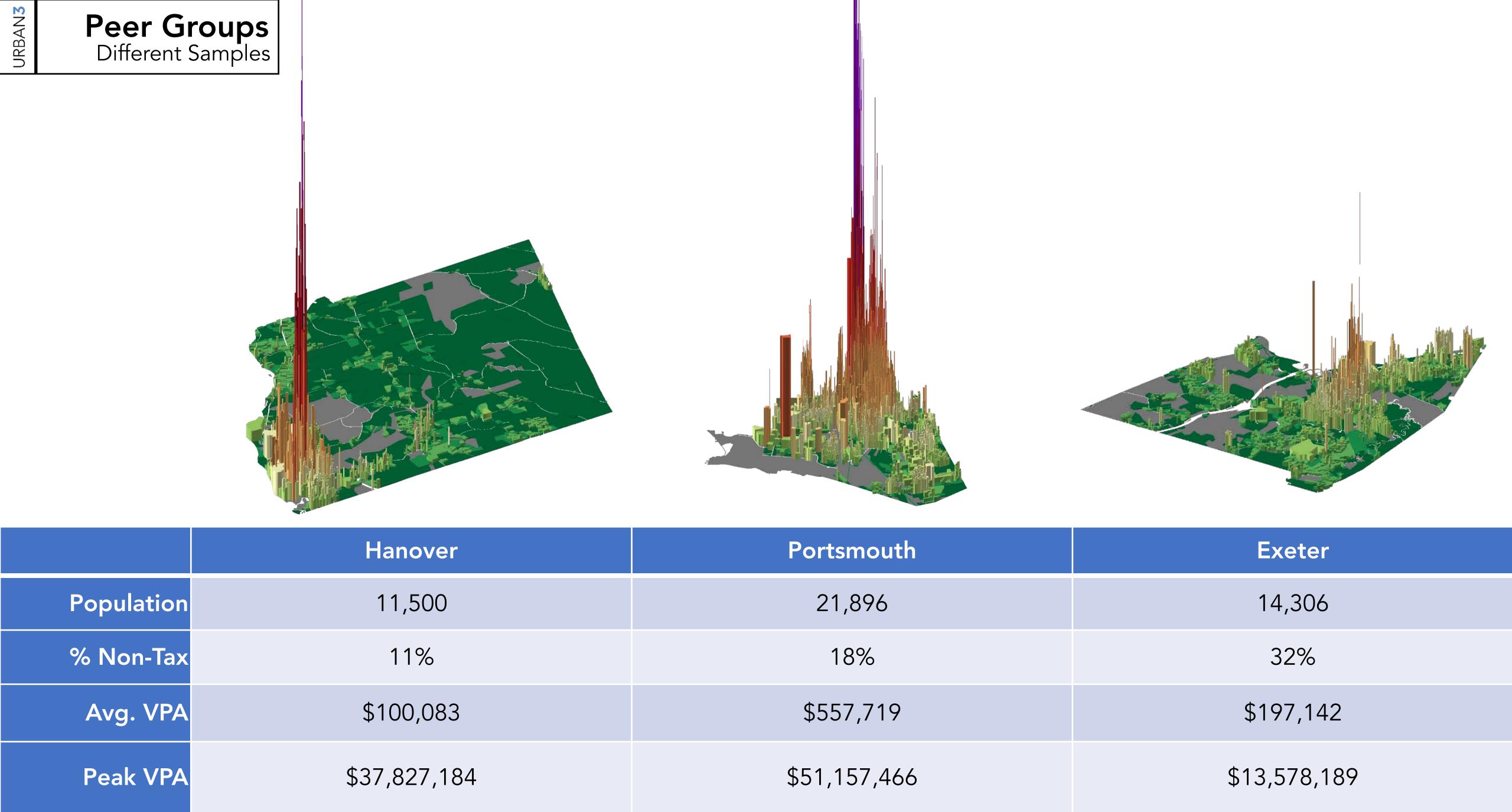


What you can do:

# 2. Learn from your neighbors







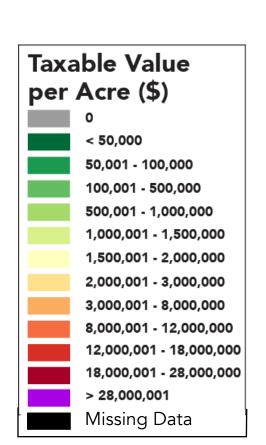
# 3. Maintain/Recreate Historic Value

















Portsmouth
Mixed-use
VPA: \$29.3 M

Portsmouth, long term success.

# 4. Adapt



Multi-family VPA: \$1.9 M



Mixed-use VPA: \$9.6 M



Peak VPA VPA: \$15.3 M

# 5. Realize that Parking is Subsidized.



\$90/square foot

What is Parking?
Measuring Manchester space

\$1.20/square foot\* \* (75X) - Data from Assessment data on Pearl Street parking lot -\$20/square foot /square foot

# 6. Build for Productivity



### Value Per Acre Commercial



Peterborough Commercial VPA: \$0.94 M



Exeter
Commercial
VPA: \$0.97 M



Concord Commercial VPA: \$0.84 M



Berlin Commercial VPA: \$0.31 M



Dover Commercial VPA: \$1.3 M



Portsmouth Commercial VPA: \$2.4 M



Hanover Commercial VPA: \$3.4 M



Hudson Commercial VPA: \$0.66 M



Kenne Commercial VPA: \$0.95 M



Rochester Commercial VPA: \$1.2 M



Pelham Commercial VPA: \$0.5 M



Claremont Commercial VPA: \$0.49 M



Lebanon Commercial VPA: \$1.1 M



Laconia Commercial VPA: \$0.9 M

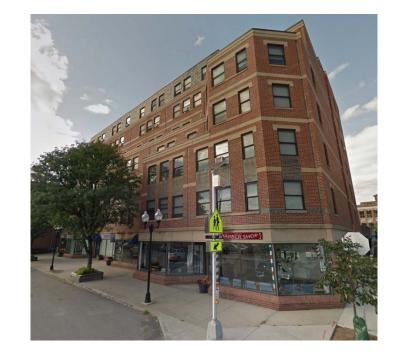


Nashua Commercial VPA: \$1.3 M

Sample average: \$970,000 value/acre

#### Value Per Acre

Traditional Commercial



Keene Peak VPA VPA: \$14 M



Lebanon Mixed-use VPA: \$6.2 M



Laconia Mixed-use VPA: \$3.7 M



Hanover Mixed-use VPA: \$12 M



Concord Mixed-use VPA: \$7.6 M



Nashua Mixed-use VPA: \$10 M



Exeter
Peak VPA
VPA: \$13.5 M



Dover Mixed-use VPA: \$9.6 M



Berlin Peak VPA VPA: \$2.5 M



Peterborough Peak VPA VPA: \$12.2 M



Rochester Mixed-use VPA: \$3.9 M



Portsmouth Mixed-use VPA: \$29.3 M

Sample average: \$8,300,000 value/acre

## 7. Patterns of Costs

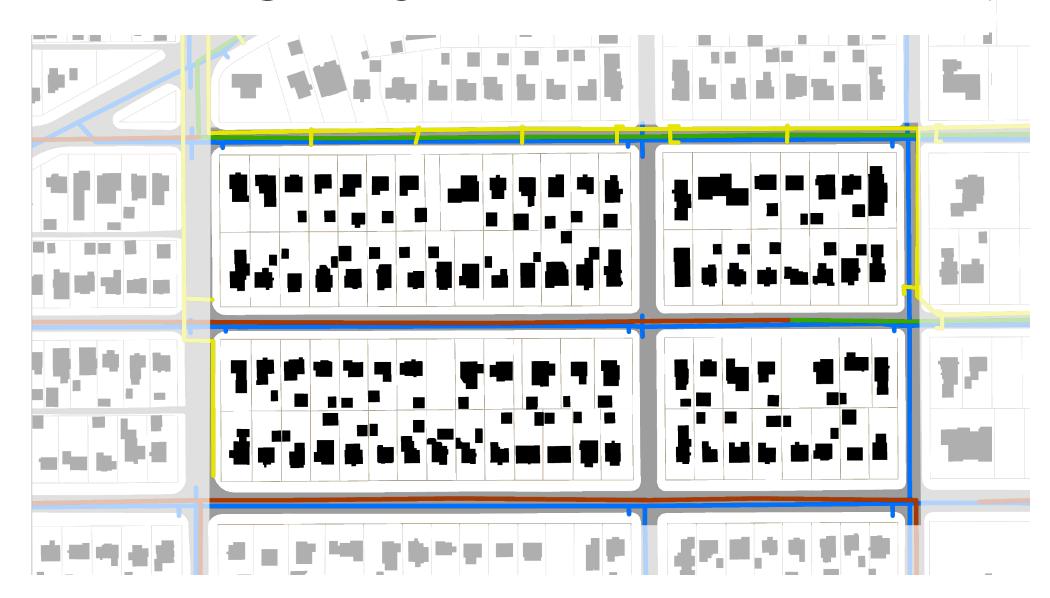


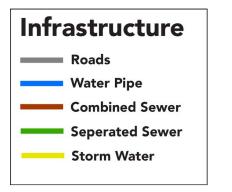








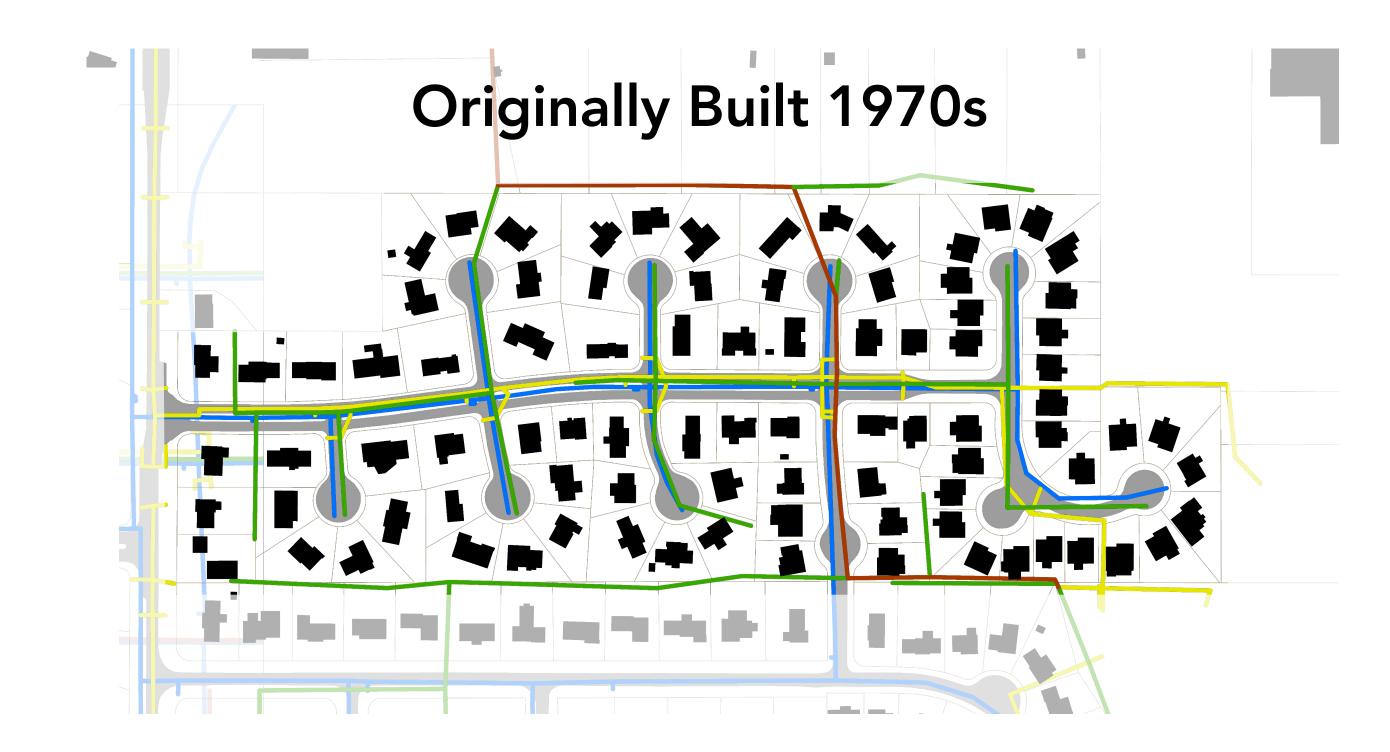


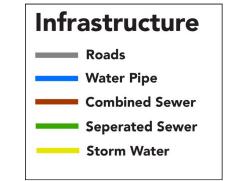




Joddi Bella, II v









#### Originally Built 1970s

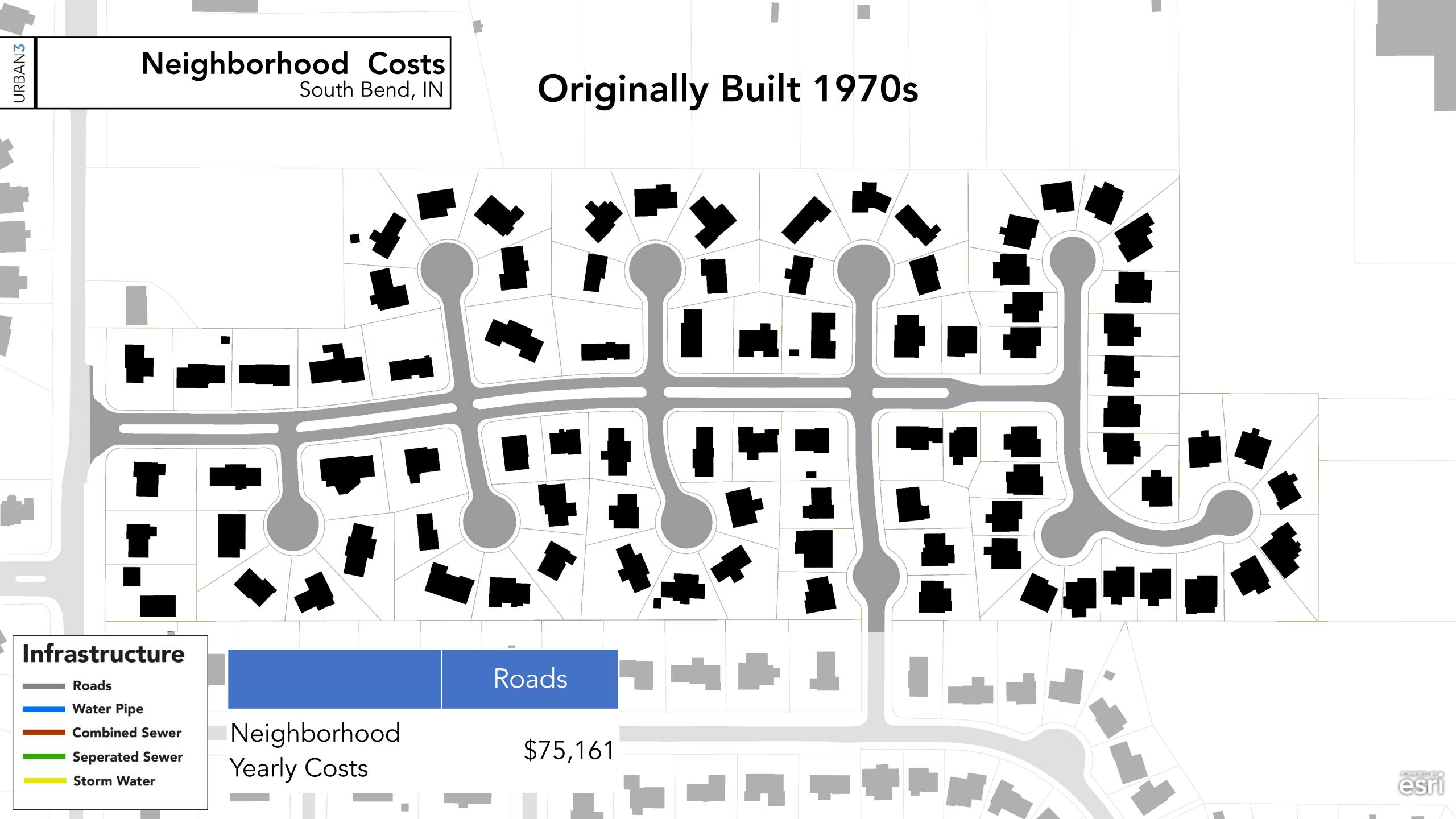


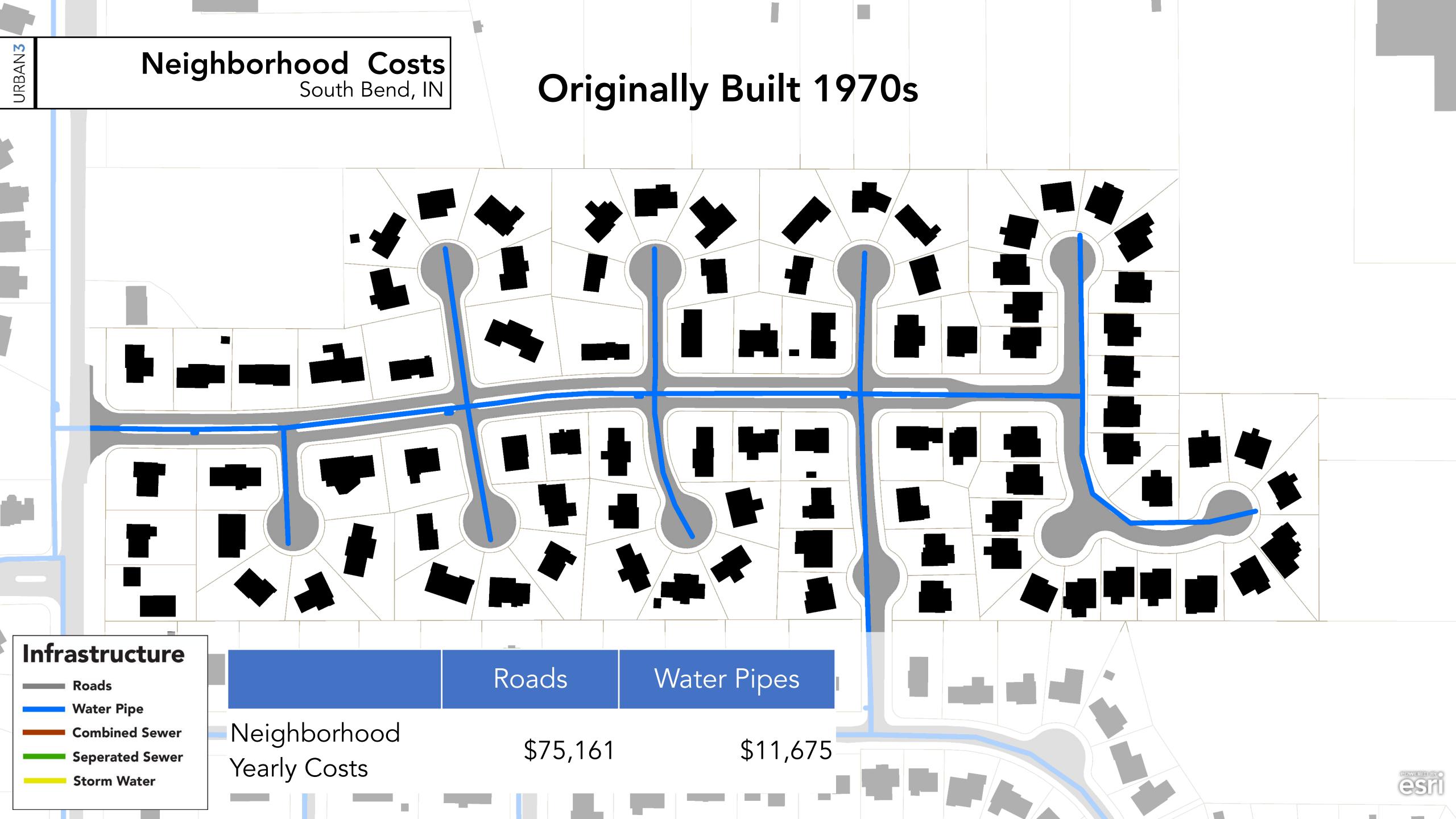


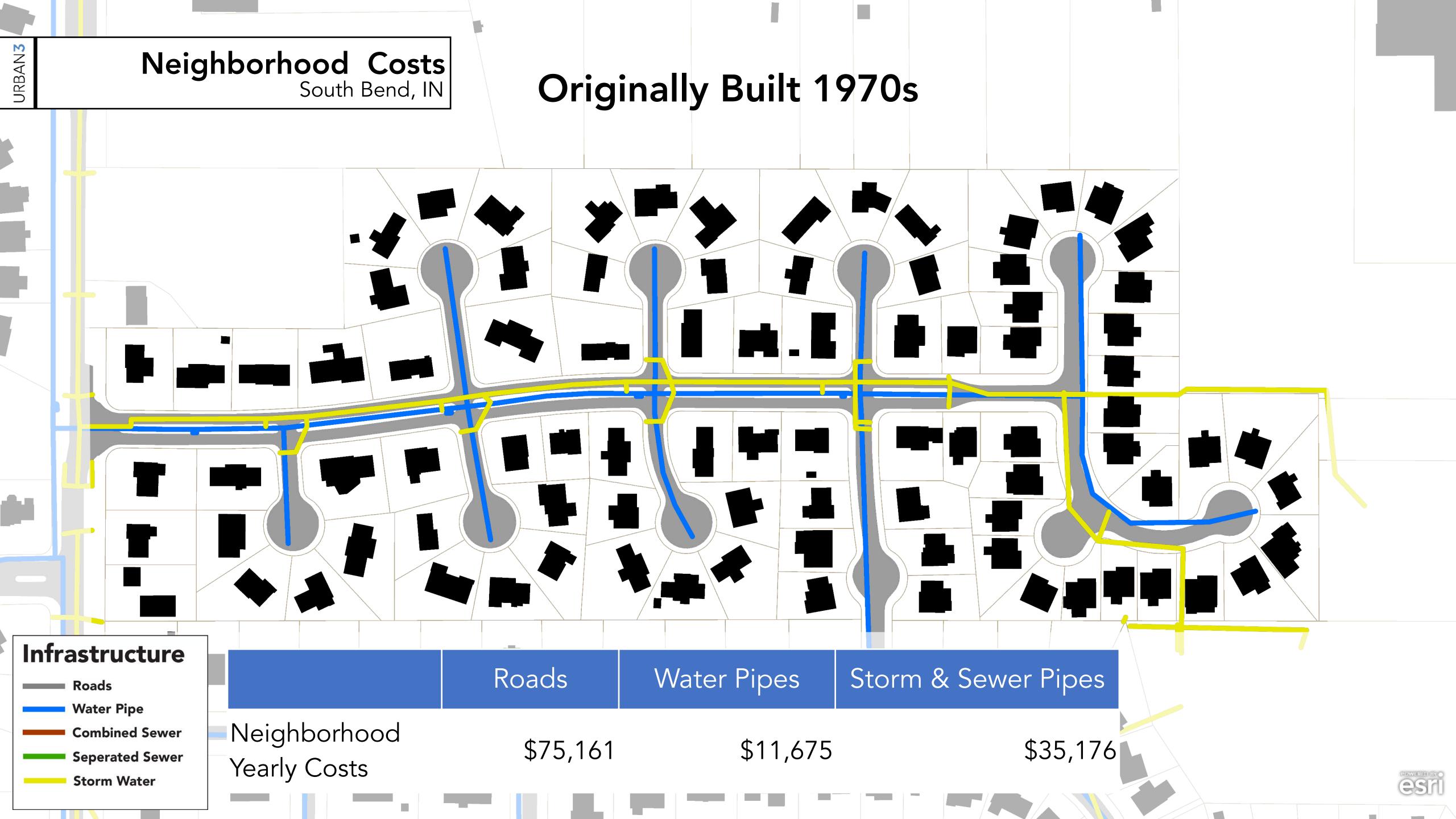
#### Originally Built 1970s

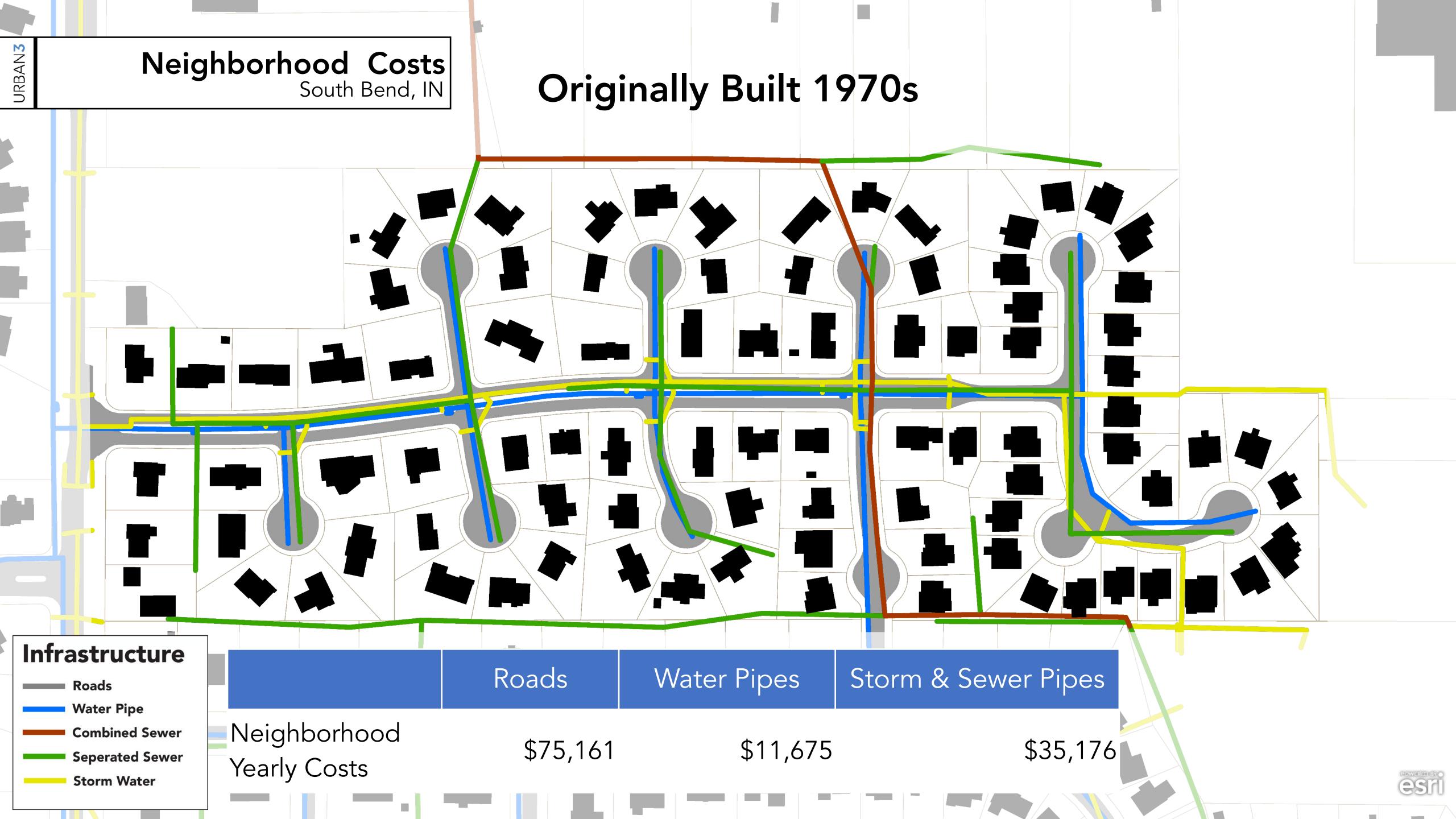


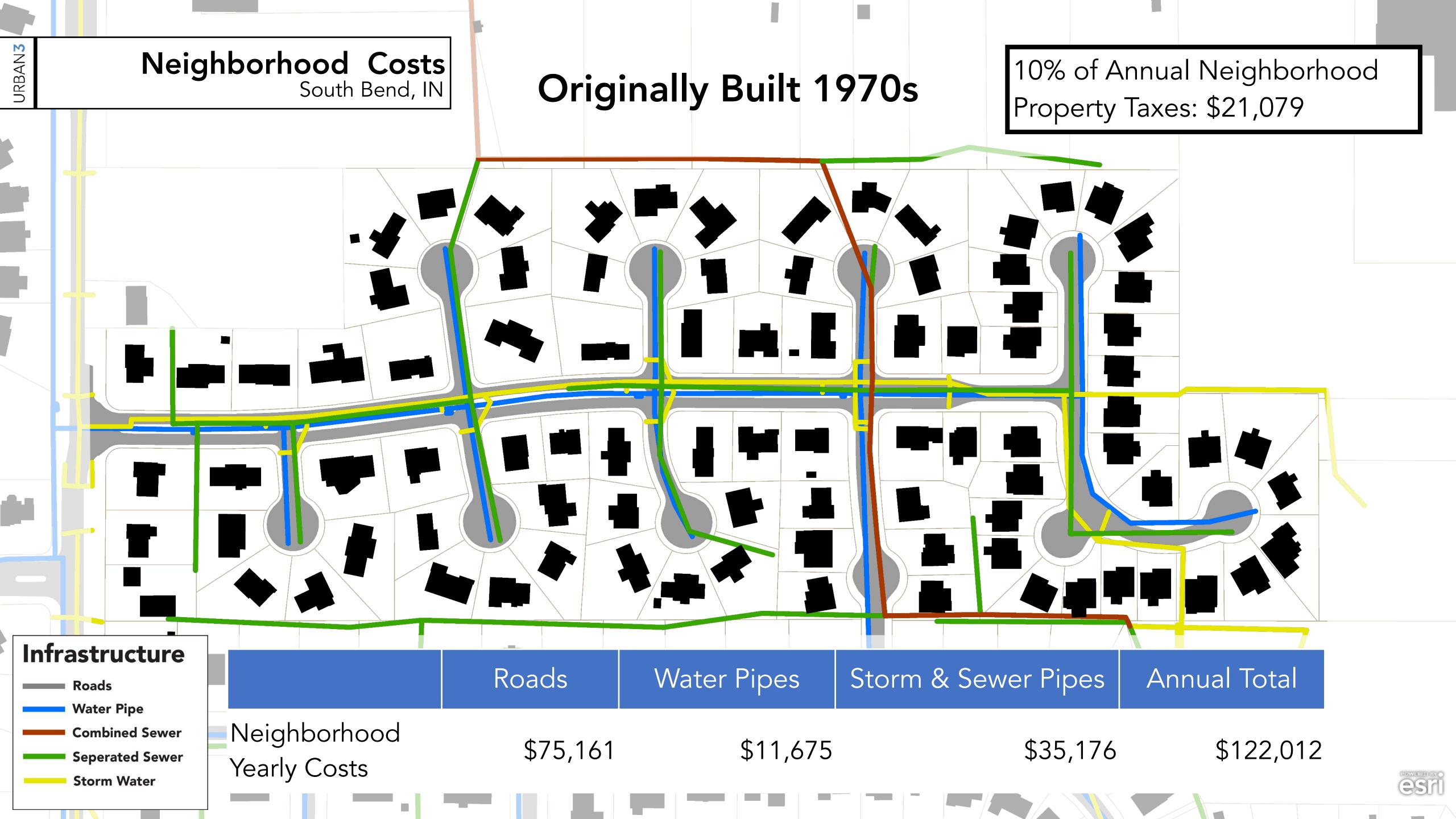


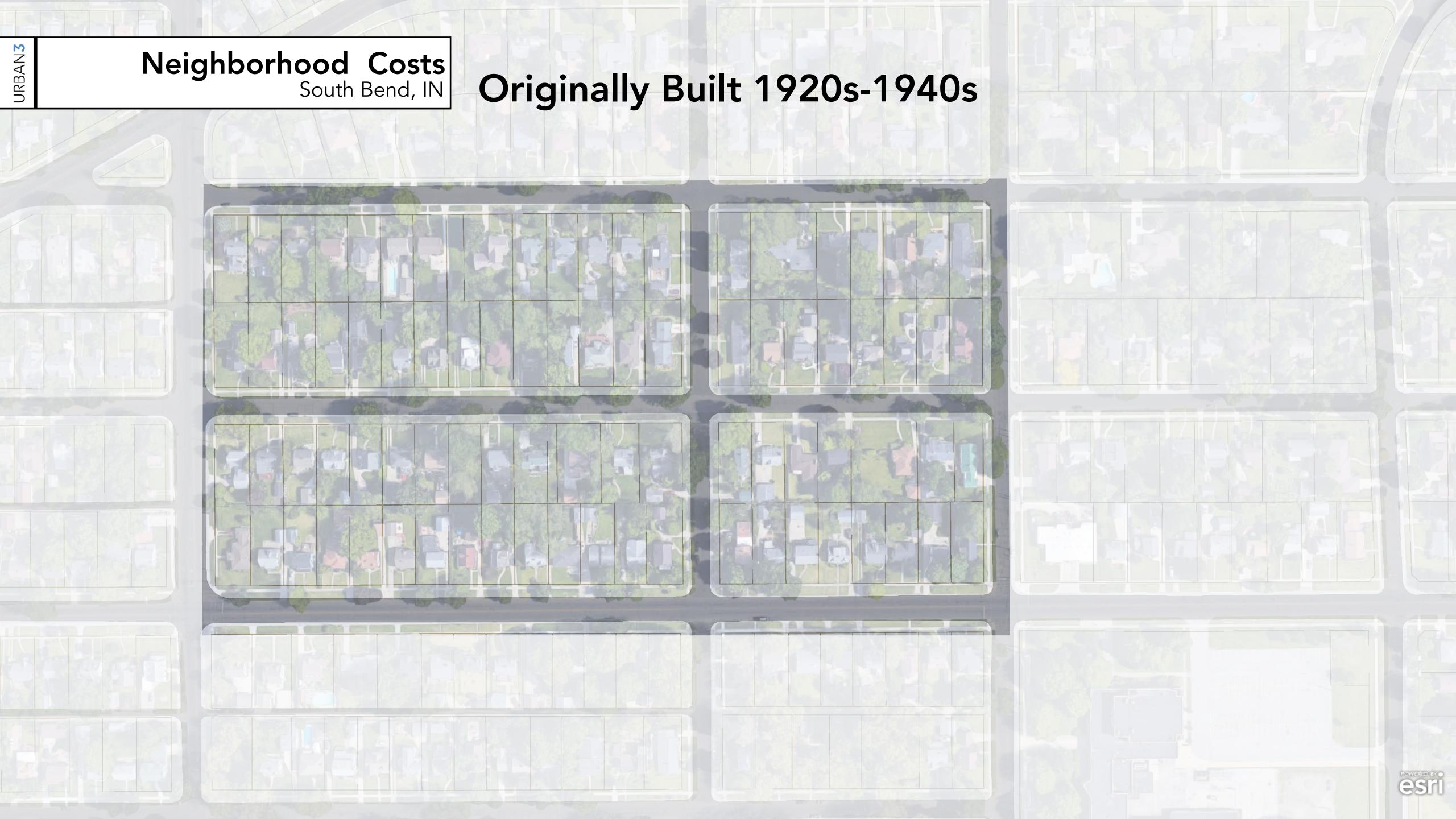


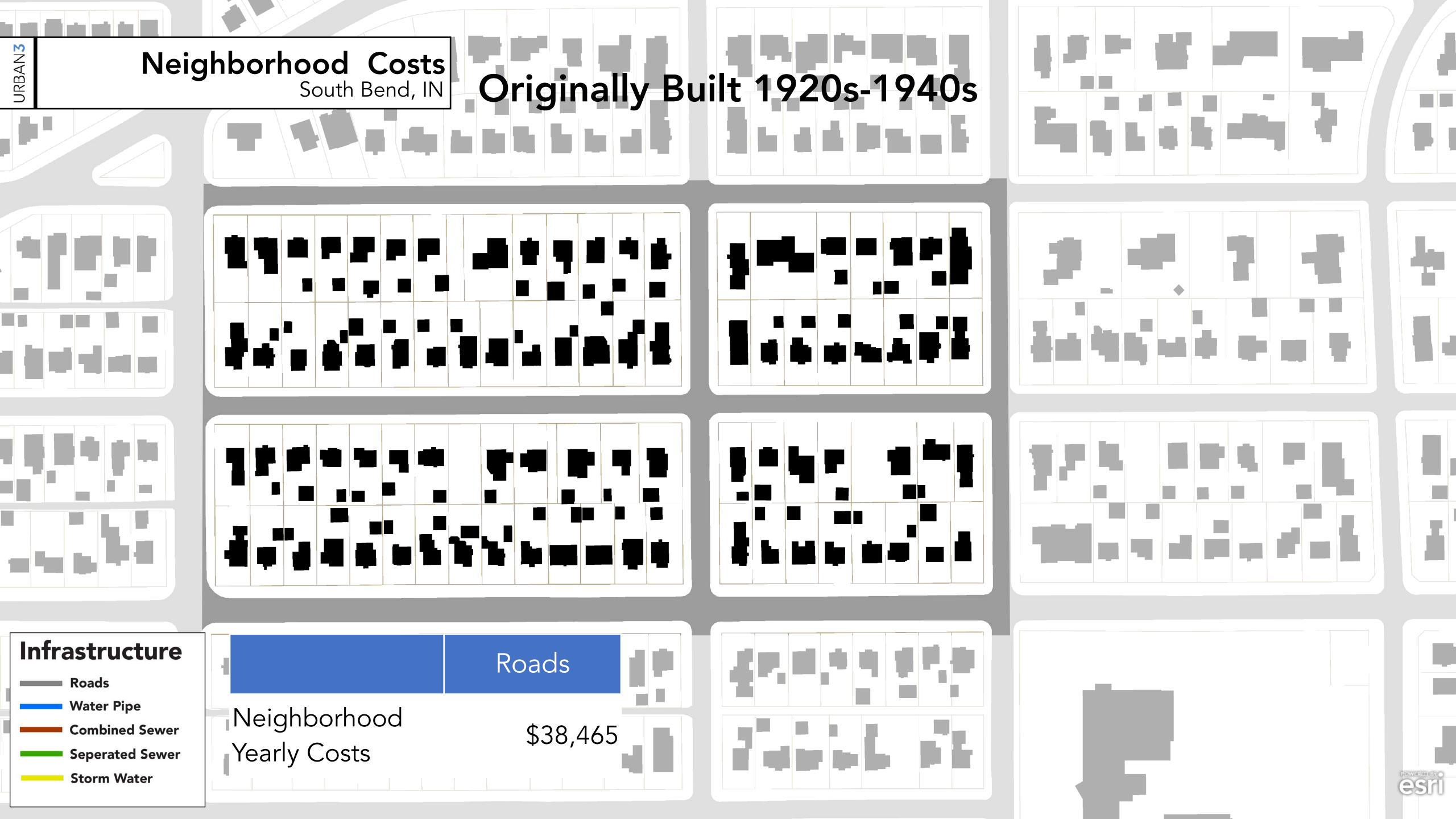


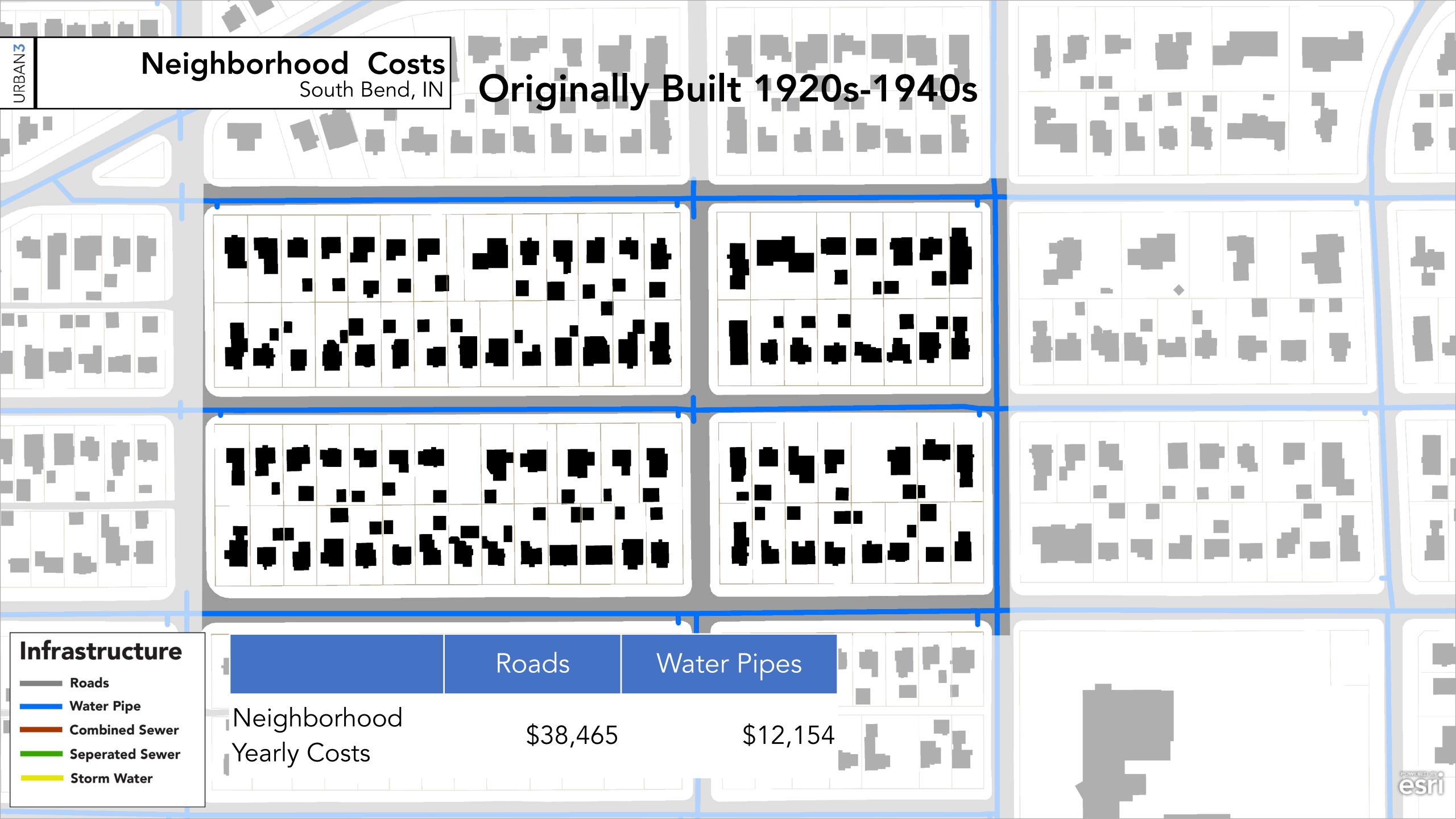


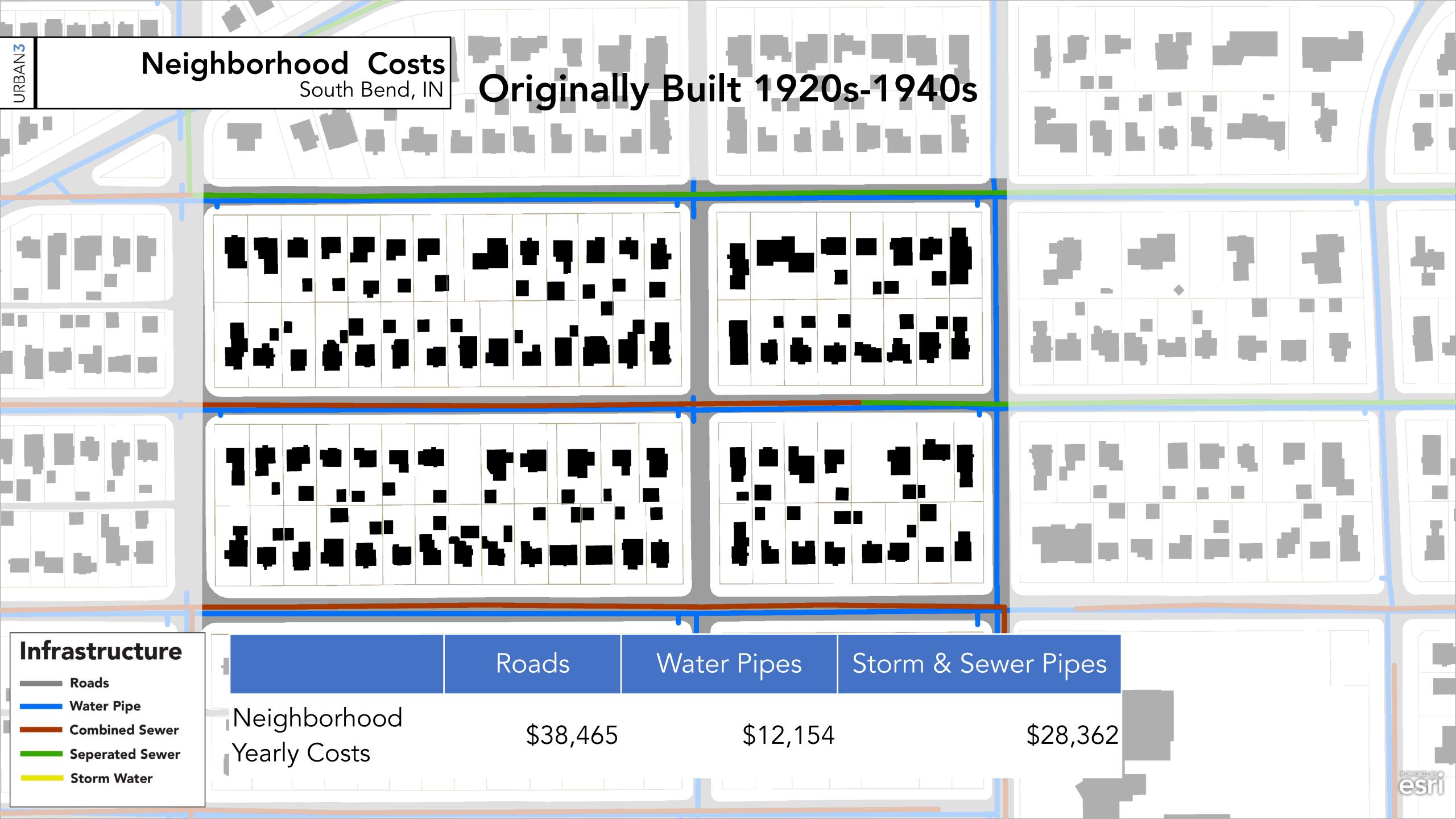


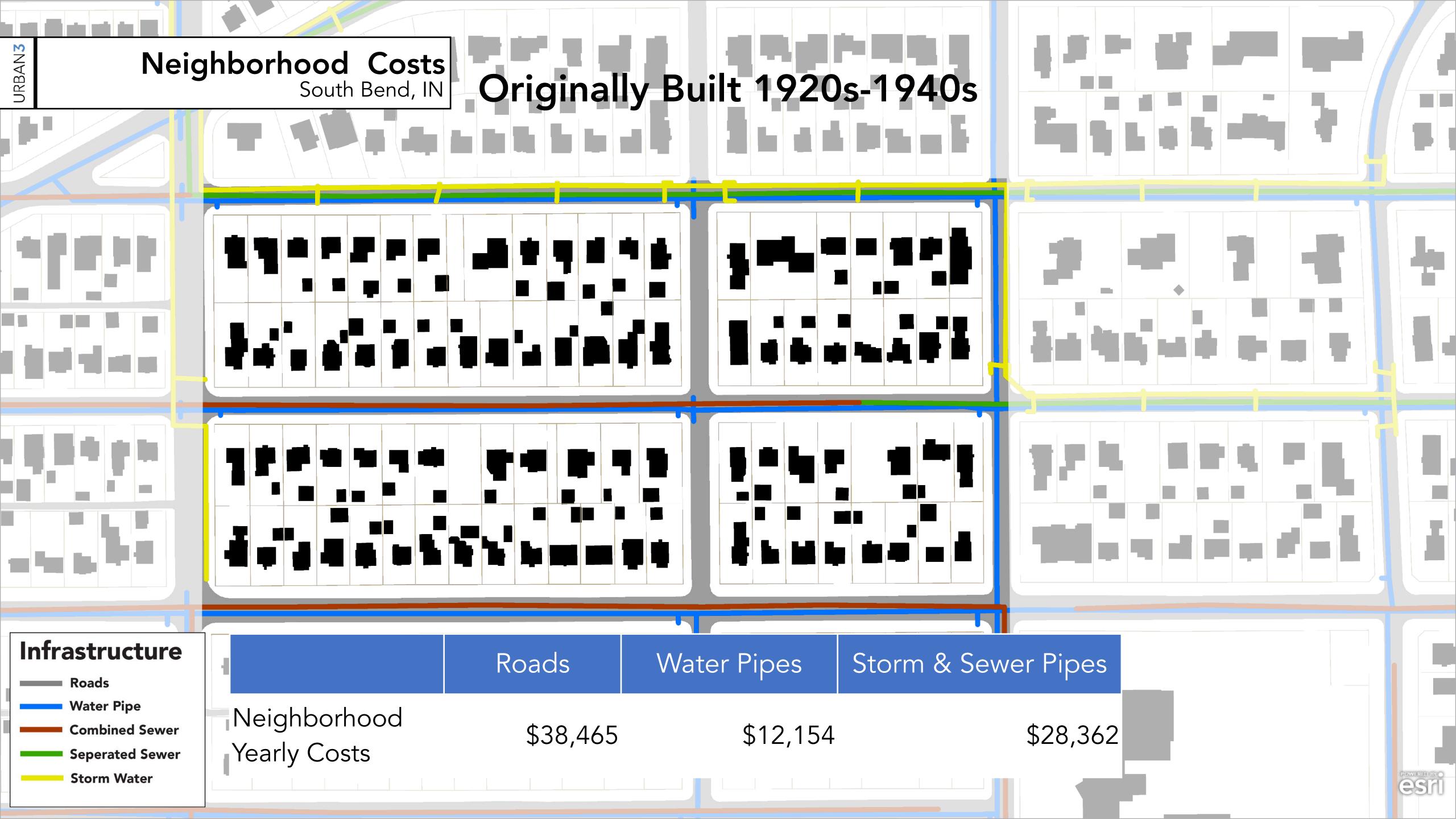


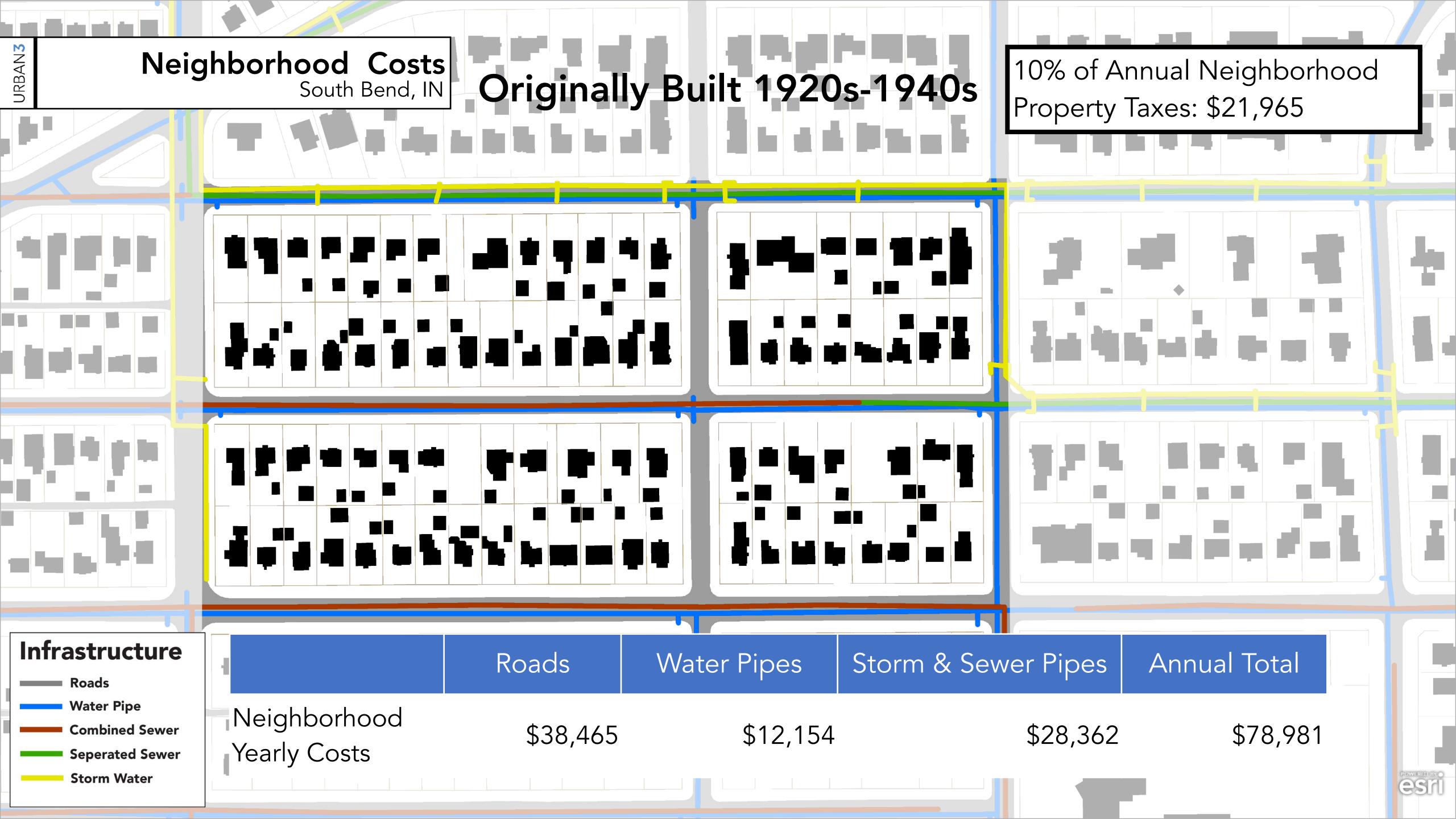




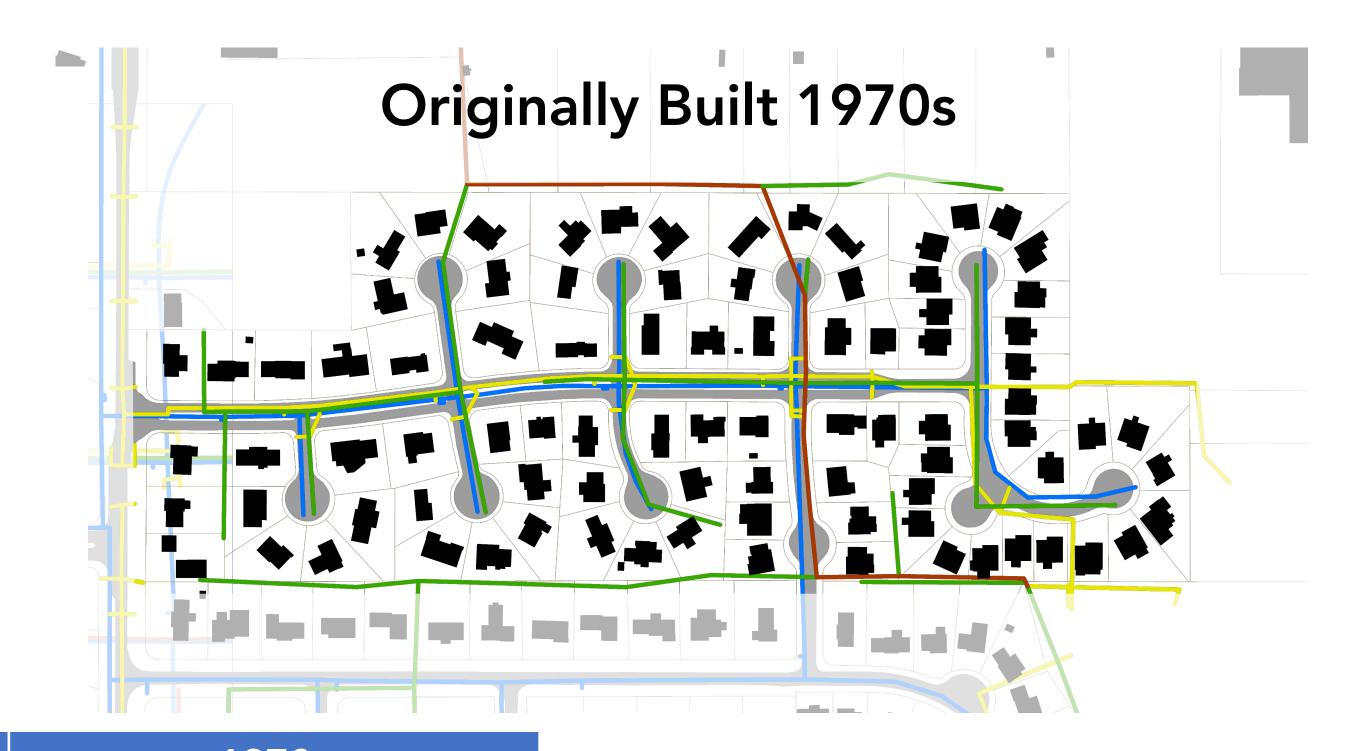




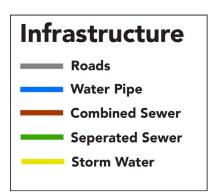






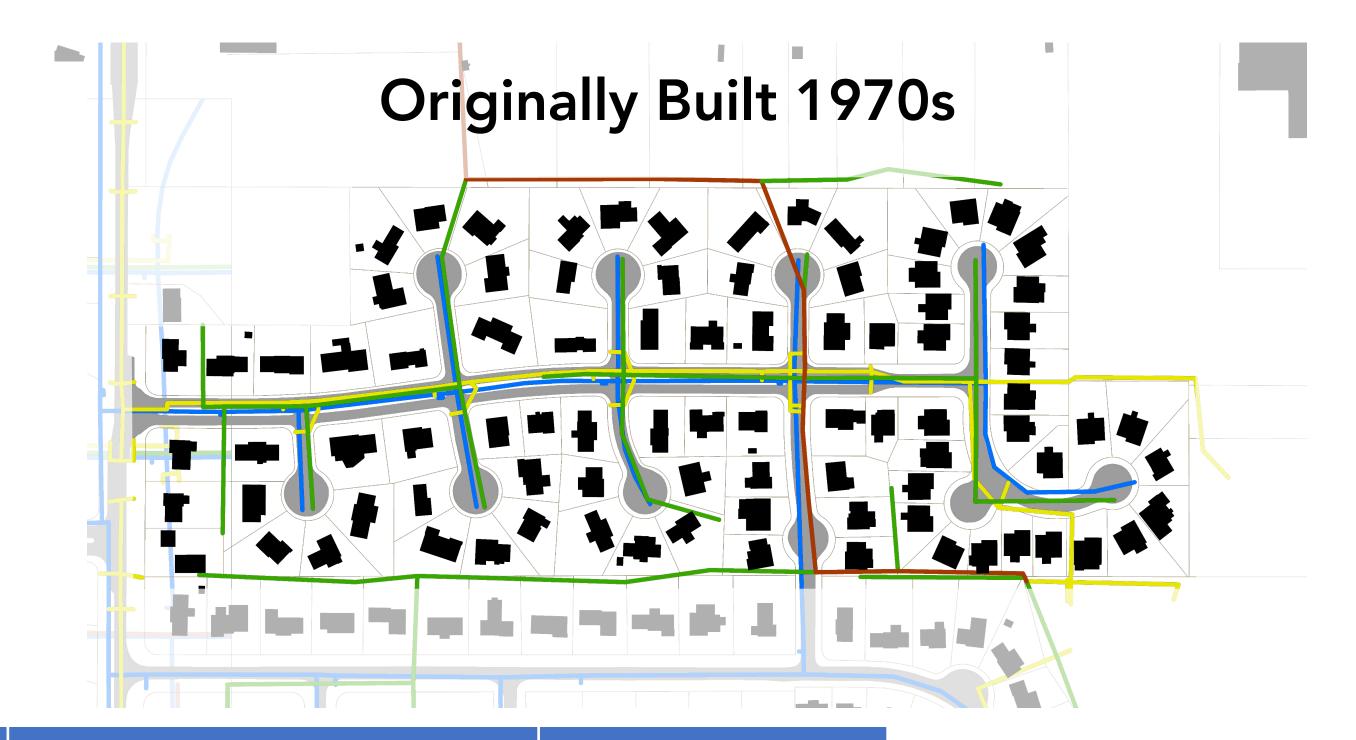


	1920-1940s	1970s
Lots	88	88
Road Cost	\$38,465	\$75,161
Water Pipes	\$12,154	\$11,675
Storm & Sewer Pipes	\$28,382	\$35,176
Annual Total Costs	\$78,981	\$122,012
10% Property Taxes	\$21,965	\$21,079
Deficit	-\$57,016	-\$100,933

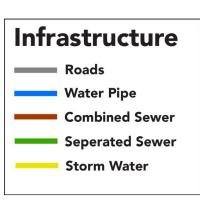








	1920-1940s	1970s	Difference
Lots	88	88	0
Road Cost	\$38,465	\$75,161	2x
Water Pipes	\$12,154	\$11,675	-0.96x
Storm & Sewer Pipes	\$28,382	\$35,176	1.2x
Annual Total Costs	\$78,981	\$122,012	1.5x
10% Property Taxes	\$21,965	\$21,079	-0.96x
Deficit	-\$57,016	-\$100,933	1.8x





## 8. Measure What You Own



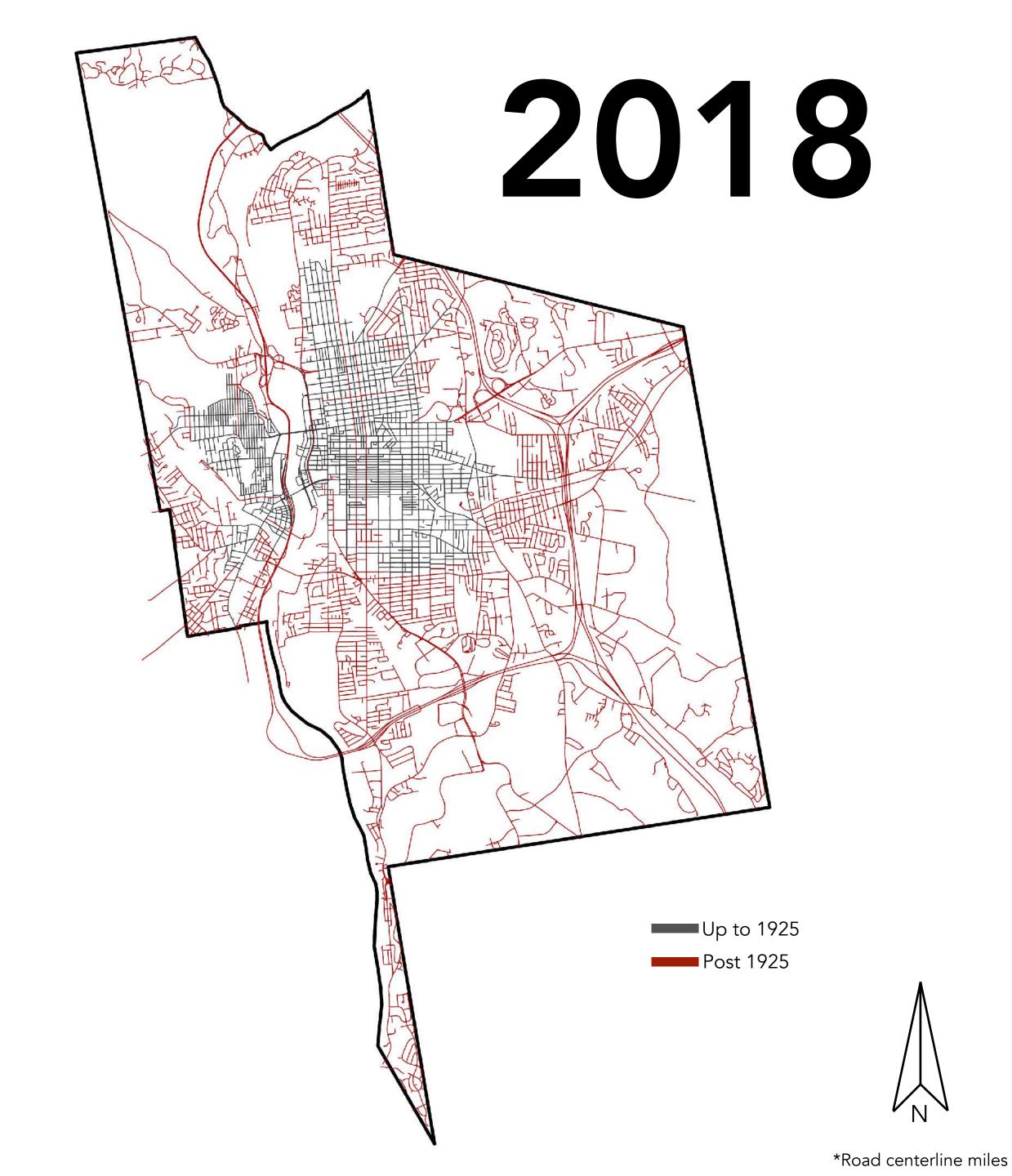
535 miles\* of road

25.4 feet of road per person

Feet per person

163% Increase

Population 44%



What you can do:

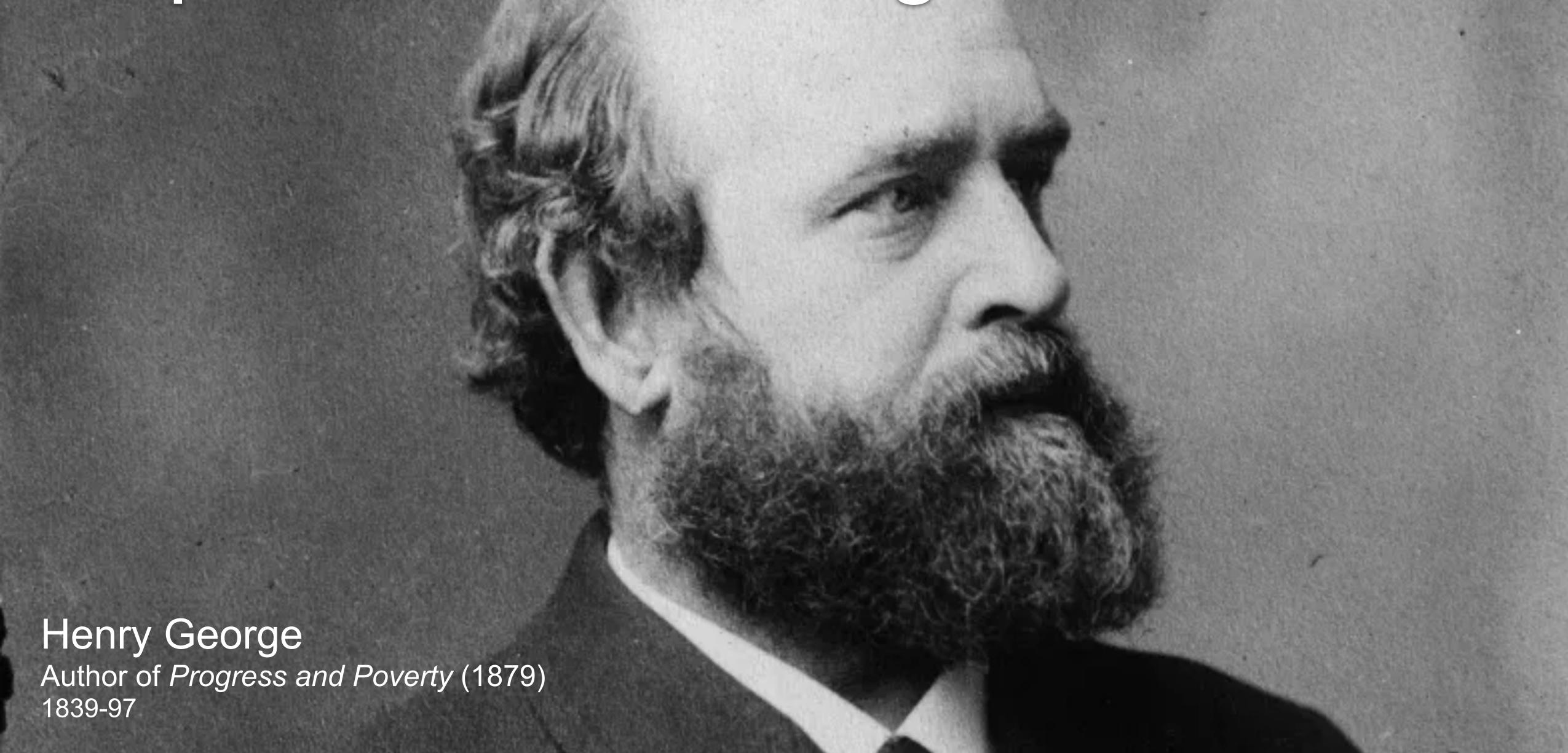
# 9. Consider the Tax System

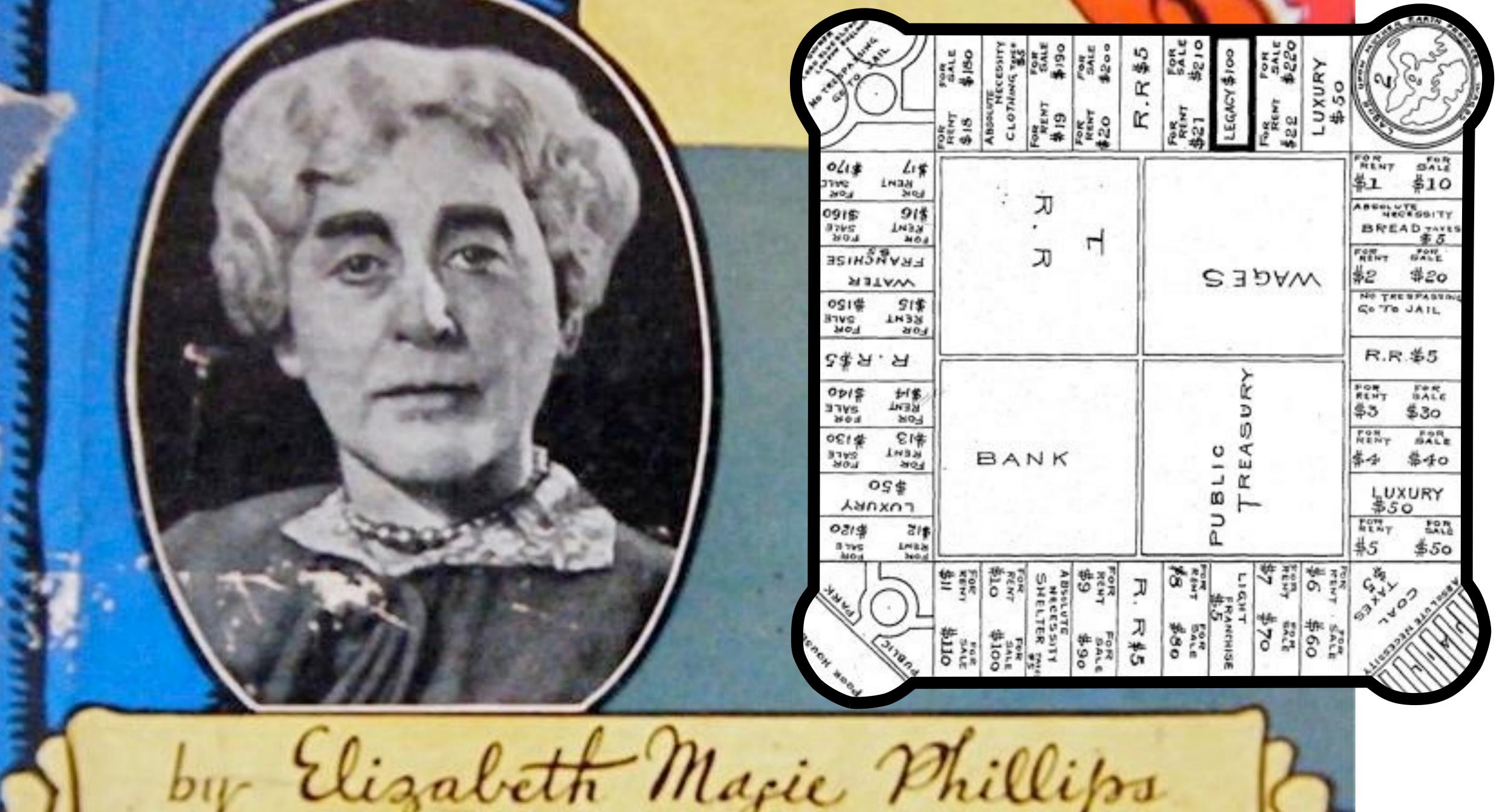


Question:

### What is an appropriate tax?

## Proponent of the "single tax" on land.

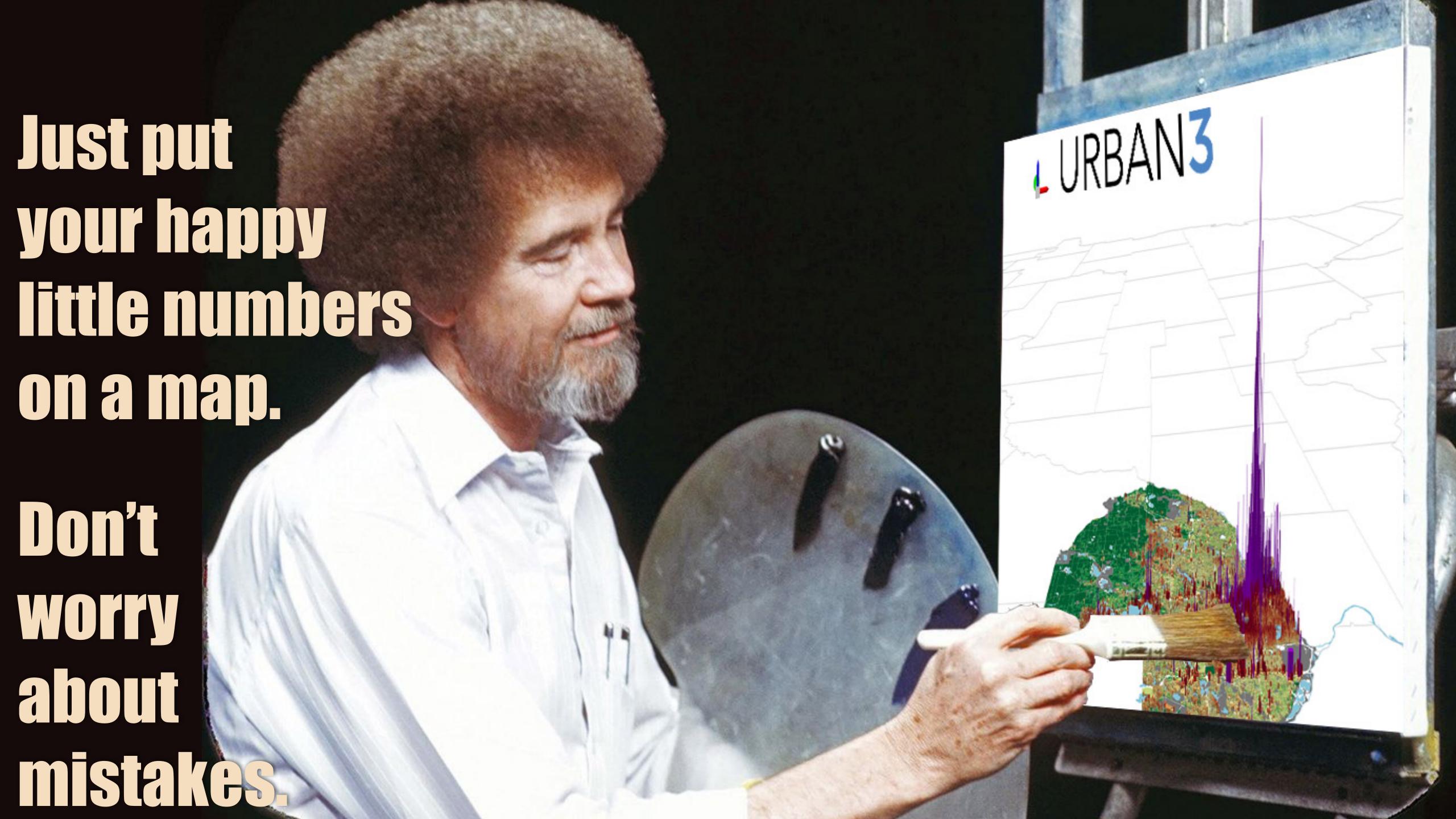




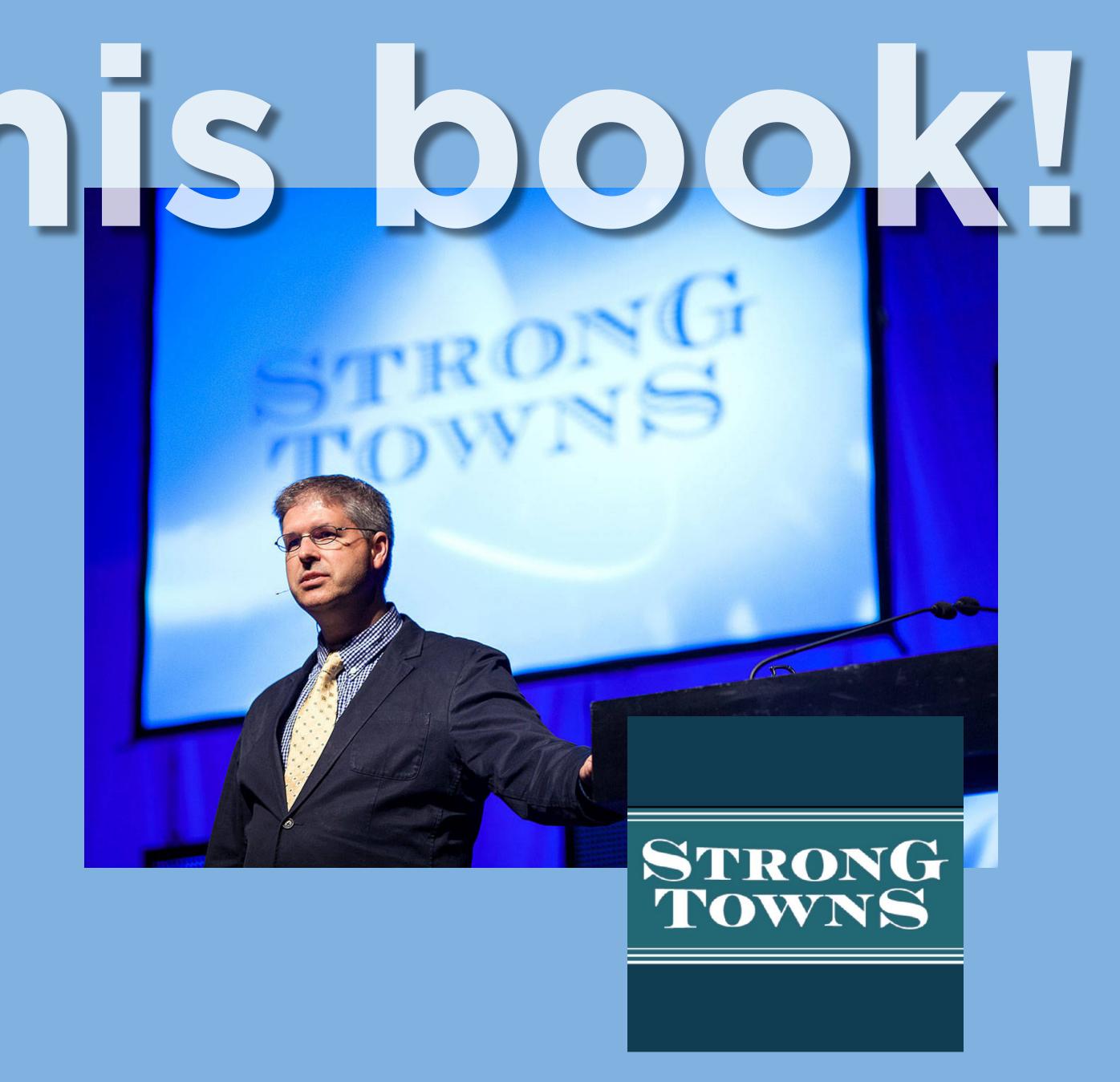
by Elizabeth Magie Phillips













# DOTHE MATH

#### From the Outskirts to Downtown:

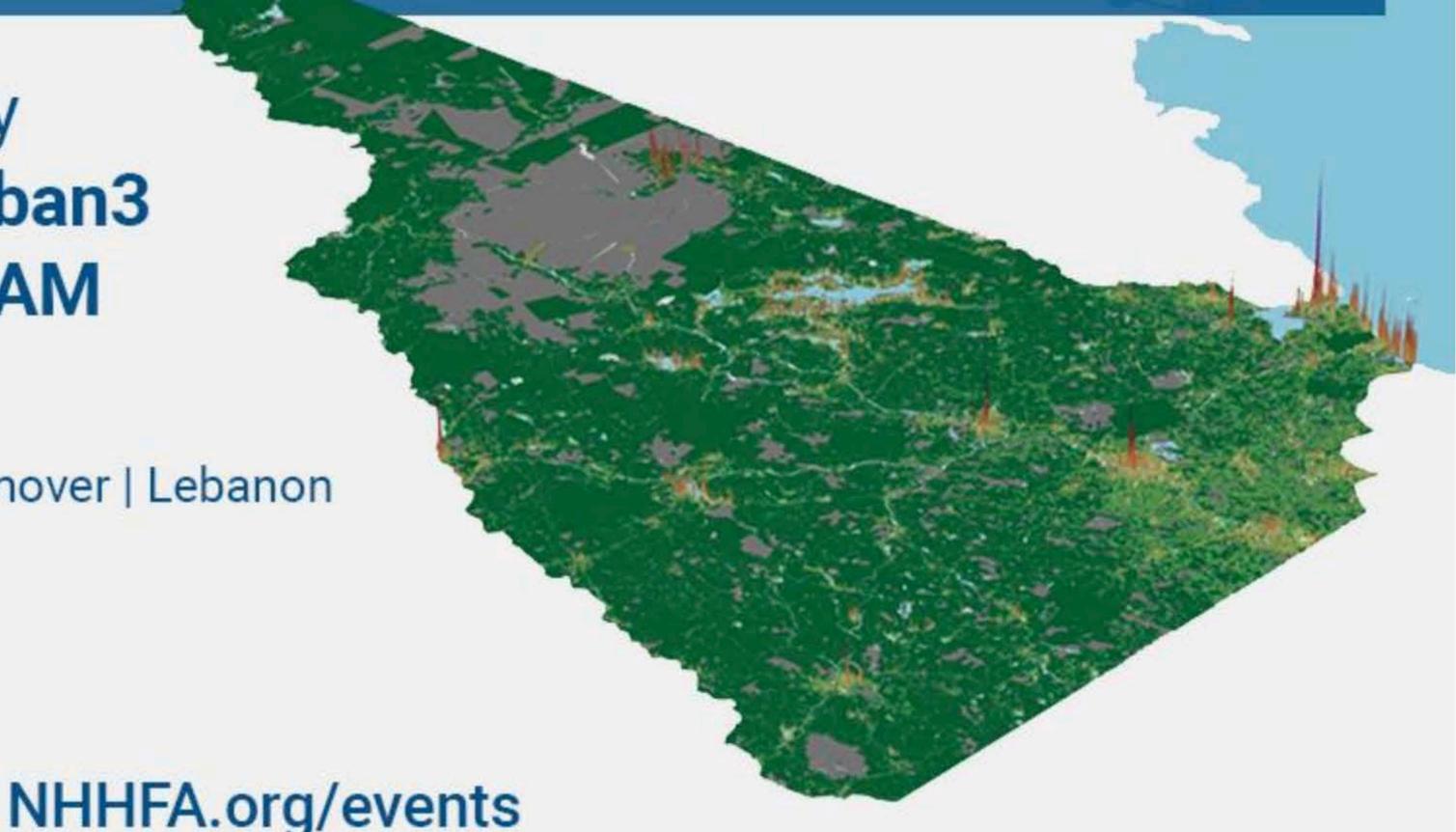
Taxes, Land Use & Value in Upper Valley Communities

A virtual presentation by Joe Minicozzi AICP | Urban3 October 29, 2020 at 11 AM

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Next:

## Questions?