



LA100 Equity Strategies
Steering Committee Meeting #9
July 20, 2022



Los Angeles Department of Water & Power (LADWP)

Project Leads



Simon Zewdu
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Agenda

Start Time	Item
10:00 a.m.	Welcome
10:05 a.m.	Meeting Purpose and Agenda Overview
10:10 a.m.	Affordability, Rates, and Revenue
	Equity Scenarios and Metrics Breakout Group Discussions
10:50 a.m.	<ul style="list-style-type: none">• Buildings• Affordability and Rates• Electric vehicle (light duty) electrification and charging
11:45 a.m.	Strategic Long-Term Resource Plan
11:55 a.m.	Wrap Up and Next Steps



Our Guide for Productive Meetings



Raise your hand
to join the
conversation
(less chat
entries, more
talking)



Help to make
sure that
everyone has
equal time to
contribute



Keep input
concise and
focused so that
others have
time to
participate



Actively listen to
others to
understand their
perspectives



Offer ideas to
address others'
questions and
concerns



Steering Committee Roster

Organization	Representative
Alliance of River Communities (ARC)	Vincent Montalvo
City of LA Climate Emergency Mobilization Office (CEMO)	Marta Segura, Rebecca Guerra
Climate Resolve	Jonathan Parfrey, Bryn Lindblad
Community Build, Inc.	Robert Sausedo
DWP-NC MOU Oversight Committee	Tony Wilkinson, Jack Humphreville
Enterprise Community Partners	Jimar Wilson, Michael Claproth
Esperanza Community Housing Corporation	Nancy Halpern Ibrahim
Los Angeles Alliance for a New Economy (LAANE)	Kameron Hurt, Estuardo Mazariegos
Move LA	Denny Zane, Eli Lipmen
Pacific Asian Consortium in Employment (PACE)	Celia Andrade, Susan Apeles
Pacoima Beautiful	Veronica Padilla Campos, Melisa Walk
RePower LA	Michele Hasson, Roselyn Tovar
The South Los Angeles Transit Empowerment Zone (SLATE-Z)	Zahirah Mann, April Sandifer
South LA Alliance of Neighborhood Councils	Thryeris Mason
Strategic Concepts in Organizing and Policy Education (SCOPE)	Agustín Cabrera, Tiffany Wong



Including Future Agenda Items

Tentative Schedule

This Meeting

- Affordability
- Feedback on scenarios/metrics
 - Buildings
 - Affordability and rates
 - Electric vehicle (light duty) electrification and charging

August 17, 2022

- Equity scenarios and metrics synthesis from June/July Steering Committee feedback

Future Meetings

- Equity metrics
 - How are we measuring success?
 - Energy justice metrics and guardrails.
 - How are we using equity metrics?
- Future meeting with Technical Leads
 - Where is offshore wind power? Why isn't it part of the future mix?
 - Better real-time information about peak energy use rates to nudge behavior / save money on energy bills.
 - Hydrogen.

Energy Affordability and Policy Solutions Analysis

Greg Pierce, Rachel Sheinberg and Paul Ong
UCLA Luskin Center for Innovation (LCI)
UCLA School of Law
UCLA Center for Neighborhood Knowledge



Affordability, rates and revenue

Customer affordability is among the most key considerations identified throughout the LA 100

ES process, and broader LADWP equity conversations

- The LA 100 transition cost necessitates additional utility *revenue*
- Revenue is primarily recovered through *rates* paid by customers
- Affordability refers to customers' ability to pay their bill, the bulk of which reflects rates
 - Rate (re)design is a primary but not the only affordability policy instrument
 - Folding in of building and transport electrification costs into LADWP bill heightens affordability concerns



LCI's Three Affordability Analyses

Task 1. Structural and Baseline Affordability Considerations

- Assembling existing data sources to assess structural energy affordability and considerations for households across LADWP territory and utility itself

Task 2. Energy Affordability Metrics

- Identifying and analyzing goals and metrics to inform actionable plans

Task 3. Energy Affordability Policy Options

- Identifying and analyzing priority policy options to inform actionable plans

Deliverables

- Each task will result in the equivalent of a report chapter, as well as briefs



Methods and Approach

General Approach

- LCI is synthesizing data from 4 types of sources: existing quantitative data, academic literature, published reports, and stakeholder input
- Complements NREL modeling emphasis, UCLA Law rate structure focus

Goals

- Focus on fewer, meaningful goals and policies, building on internal efforts
- Work with partners to set up a long-term data, analysis, and strategy architecture
- Consider but do not be entirely constrained by legal challenges



Baseline Affordability Considerations

Guiding Research Questions

- What do we (not) know about the transition cost and its impact on rates?
- What are the implications of current rate/bill structure for in-need customers?
- What are prevailing consumption/billing levels among in-need customers?
- What is general and specific points of in-need customer satisfaction with LADWP?
- What is prevailing enrollment in assistance programs among in-need customers?
- Are there barriers to procedural equity in assistance program enrollment?
- What is the ability of in-need customers to maintain thermal comfort?
- How do tenant-landlord split incentives affect customers now and in the transition?



Baseline Affordability Considerations

Data Sources

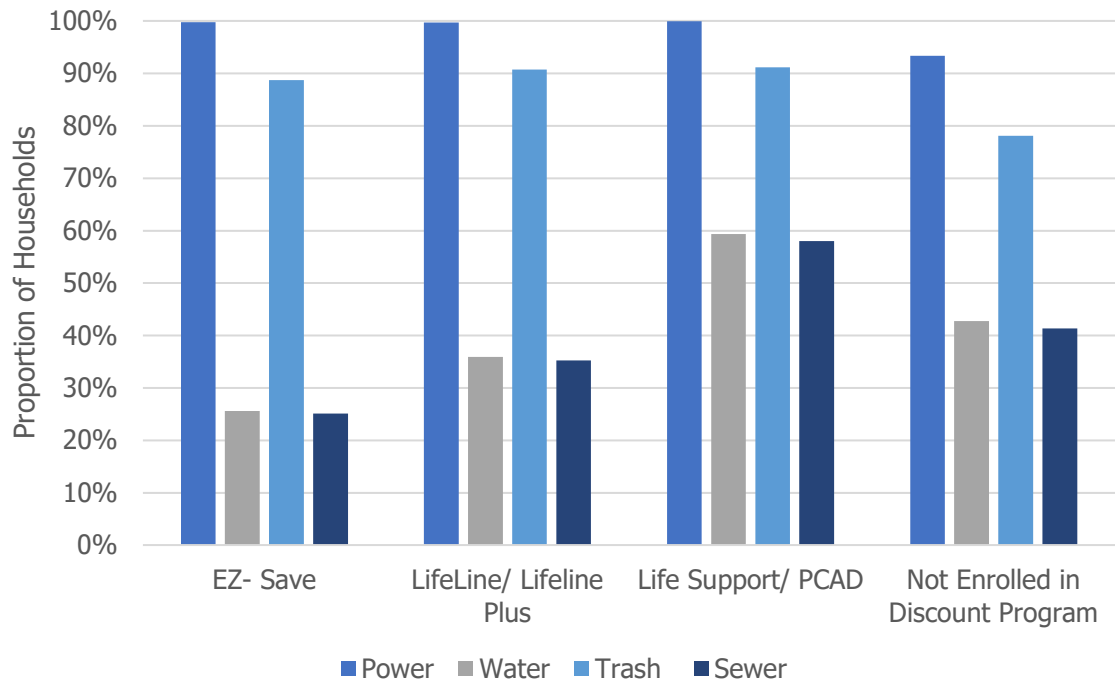
LCI is using available, representative or census-type data sources that support this assessment, including:

- Survey data from Loyola Marymount University and UCLA
- The California Energy Commission's RASS,
- LADWP CSD Service and Program Enrollment Data,
- The UCLA CCSC Energy Atlas (pending)
- NREL Model data (pending)
- OPA, City Controller several other recent city focused reports



Considerations: Whole Bill Matters

Types of Services Customers Pay for by Discount Program

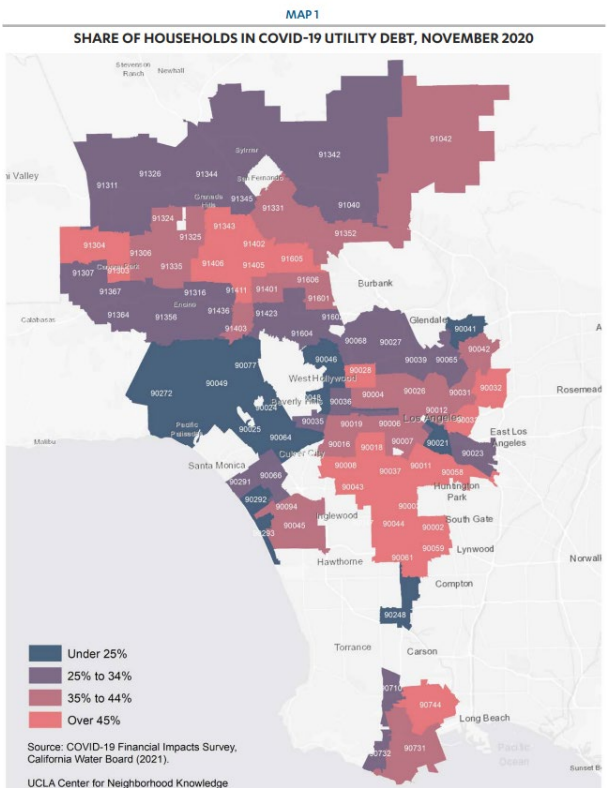


- The whole bill matters for affordability
- There are 15 combinations of the 4 services that can be on an LADWP bill
- The most common are:
 - Power only
 - Power & trash
 - Power, water, sewer & trash

Source: Calculation based on LADWP Service and Program Enrollment Data



Considerations: Inequitable debt burden

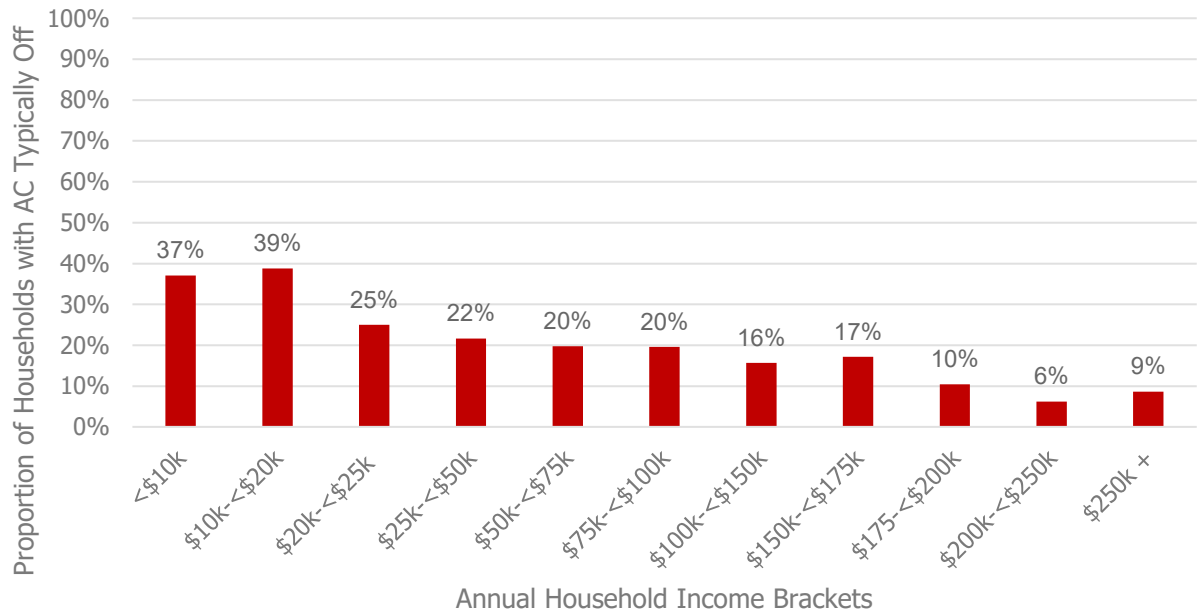


Source: Keeping the Lights and Water on: Covid-19 and Utility Debt in Los Angeles' Communities of Color (2021). Silvia R. González, Paul M. Ong, Gregory Pierce, and Ariana Hernandez. UCLA Centers for Neighborhood Knowledge and Luskin Center for Innovation



Considerations: AC Under-Consumption

LA City Households Not Using AC in the Evenings, By Income

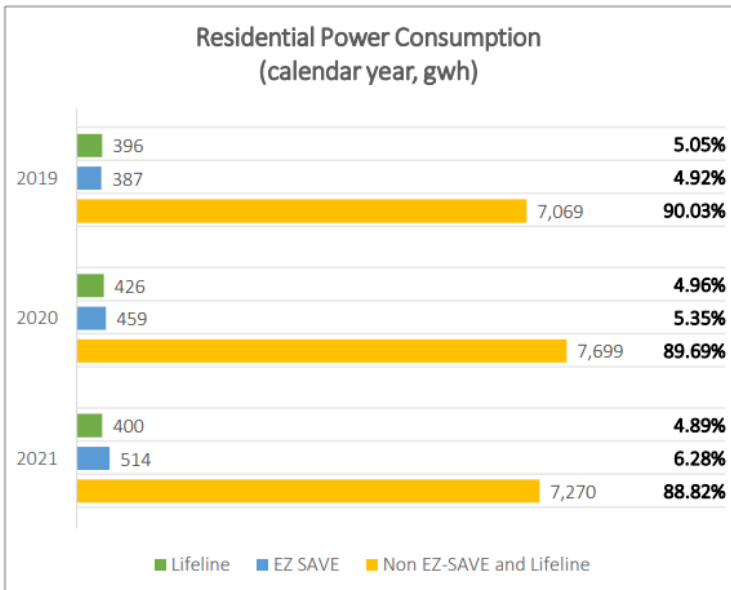
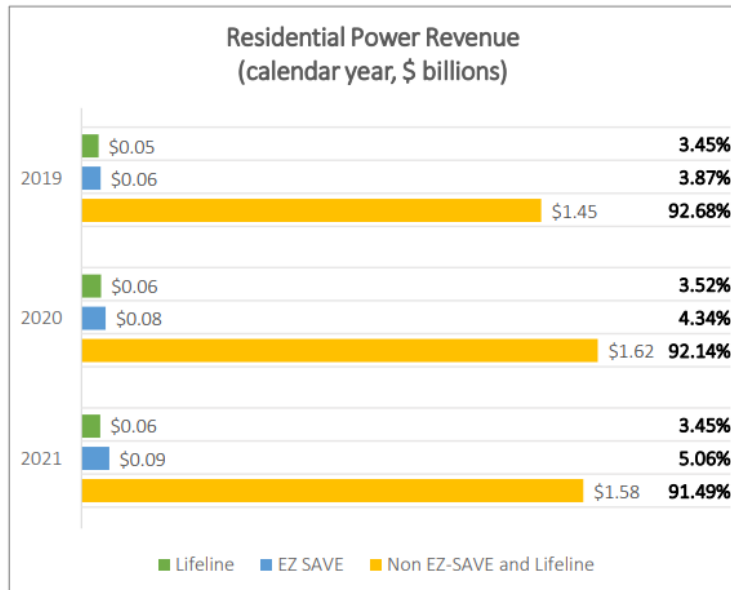


Source: CEC's 2019 Residential Appliance Saturation Survey (RASS)



Considerations: Revenue Impacts

Power Revenues and Consumption

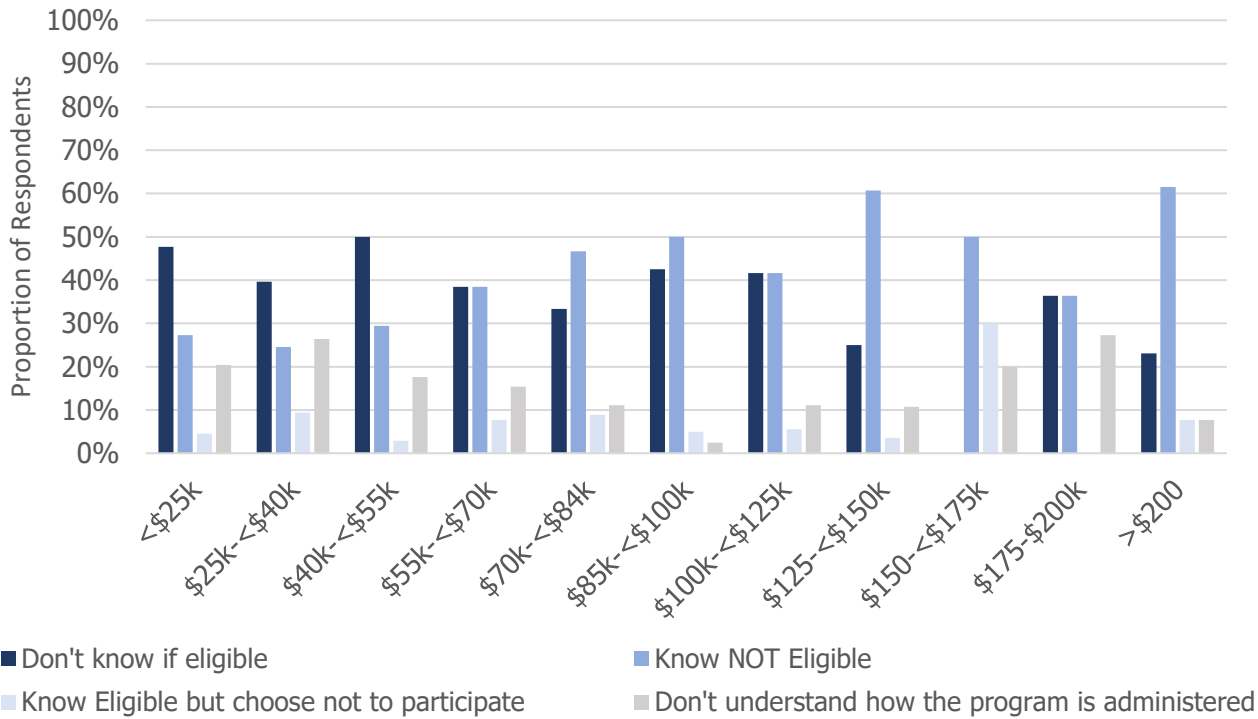


Source: LADWP CSD and FSO Estimate



Considerations: Program Barriers

Reasons for Not Participating in Discount Programs by Income



Source: Loyola Marymount University Survey Data



Metrics in 1st stage analysis

Concept	Description (potential goal)
Bill discount enrollment	30% discount on electricity portion of LADWP bill
Electricity burden/ Percentage of Income Payment Plan	Limit “in need” household expenditure on electricity to 4- 6% of pre-tax income
Household-based energy budget	Lowest rate tier set at level above necessary household consumption level
Shutoffs due to non- payment	Reduction or elimination in residential customer shutoffs
Thermal comfort	# of households reporting they can(not) keep their indoor space cool
Rating of electricity service based on cost	# of in-need households rating their service as ‘poor’ on cost basis
Electricity Insecurity	# of households reporting they need to make tradeoffs between paying electric bill and other essential services
Electricity use intensity	Unclear precedent. Helps get at equitable efficiency and use v. end service disparities

- **Analyzed by:** example goals, magnitude of impact addressed, impact ability, implementation and tracking feasibility, downsides, and precedents
- **Data:** academic literature, report review, and precedent of use by other utilities
- **Next steps:** narrow to 2-4 metric concepts for deeper analysis



Ranking of Metrics Poll

See SurveyMonkey link in Zoom chat.

Please answer the first question only.

<https://www.surveymonkey.com/r/LA100SC9>

Scan QR code to
access poll



LA100 EQUITY STRATEGIES

LA100 ES: Steering Committee Ranking Poll

1. Please rank in order (1 being most important) the metrics which you think are most important to track progress on affordability from LA 100 ES?

<input type="checkbox"/>	Bill discount enrollment
<input type="checkbox"/>	Electricity burden
<input type="checkbox"/>	Household-based energy budget
<input type="checkbox"/>	Shutoffs due to non-payment
<input type="checkbox"/>	Thermal comfort
<input type="checkbox"/>	Rating of electricity service based on cost
<input type="checkbox"/>	Electricity insecurity
<input type="checkbox"/>	Electricity reliability



Metrics Discussion

- Which metrics are a priority to consider to track progress on affordability?
- Are there metrics which we missed, or should be discarded?



Policy Categories in 1st-Stage Analysis

- **8 policy categories analyzed by:** policy mechanism, LADWP offerings and other relevant policy models, barriers to enrollment and scaling up, and impact of policy approach
- **Data:** primary data, academic literature, reports, and comparative utility offerings review (alongside Law analysis)
- **Next steps:** narrow to 3-5 policy options for deeper analysis



Policy Categories in 1st-Stage Analysis

Policy/Program	LADWP Offerings	Barriers to Enrollment/Scaling	Magnitude of Impact
Appliance Energy Efficiency	Green	Yellow	Yellow
Structural Energy Efficiency	Yellow	Yellow	Green
Demand Response	Red	Yellow	Red
Direct Assistance and Crisis Relief	Green	Green	Green
Microgrids	Red	Red	Red
Rate and Billing Design	Yellow	Orange	Green
Community Solar	Yellow	Green	Yellow
Rooftop Solar and NEM	Green	Yellow	Green



Ranking of Policy Categories Poll

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<input type="checkbox"/>	Thermal comfort
<input type="checkbox"/>	Rating of electricity service based on cost
<input type="checkbox"/>	Electricity insecurity
<input type="checkbox"/>	...



Policies Discussion

- Which policies are a priority to consider to effect progress on affordability?
- Are there policy options which we missed, or should be discarded?
- What type of further analysis would you like to see on the prioritized policies and metrics?



Rate Structure Analysis for Affordability and Distributed Energy Access

Exploring Electricity Ratemaking for Affordability, Access, and DER Implementation

Lead: UCLA School of Law; Dr. William Boyd and Rachel Sheinberg

Goal: Inform how LADWP can implement and adapt to carbon-free energy in a way that does not further existing distributional injustices

Research Questions:

How can creative ratemaking be utilized to protect Low-Income residents from increasing energy costs?

How will LADWP's business model be impacted by increasing renewable penetration?

Tasks:

Create a high-level portfolio of rate design and utility financing strategies informed by other states' and countries' programs

Analyze impacts of potential rate structures on bills using the energy atlas and NREL modeling



26 Rate Structure Analysis for Affordability and Distributed Energy Access

Discussion Questions

Are there affordability programs that have been mentioned today or from other utilities that we should explore further?

How do you think that rate structures such as time-of-use pricing, where electricity cost varies throughout the day, would be received by your communities? Would a changing price create additional burden on residents?



Small Business Affordability

Assessing Energy Affordability Barriers and Opportunities for Ethnic Minority-Owned Small Businesses (MOBs)

Lead: UCLA Latino Policy and Politics Institute; Drs. Paul M. Ong & Silvia R. González
Leverages larger research project focused on California's ethnic businesses

Goal: formulate evidence-based policy recommendations that promote an equitable clean energy transition for racial/ethnic minority small businesses

Tasks:

1. Analysis of secondary and administrative data to identify minority-owned businesses to assess their current energy use
2. Assessment of participation in previous DWP energy savings programs
3. Design, test, and administer a survey of minority-owned businesses in Los Angeles with support from small business serving community-based organizations



Small Business Affordability

Assessing Energy Affordability Barriers and Opportunities for Ethnic Minority-Owned Small Businesses

Survey Data Collection

- **10-15 minutes**
- **Phone, internet, and in-person** in partnership with small business serving CBOs
 - Citywide
 - Prioritize ethnic economic enclaves
- **Key Modules**
 - COVID impacts and access to relief programs
 - Sustainability practices
 - Structural elements of energy burden



Small Business Affordability

Discussion Questions

- Are there particular issues facing minority-owned businesses which we should consider further examining?
- Are there other organizations that we should contact as part of the survey outreach effort?



Thank you

Equity Scenarios and Metrics Discussion

- Buildings
- Affordability and Rates
- Light duty vehicle electrification and charging



Discussion Support Material

LA100 EQUITY STRATEGIES

Steering Committee Discussion Support Material Modeling, Analysis, Strategy Development July 20, 2022 Meeting

This document outlines the modeling, analysis, and strategy development approaches the National Renewable Energy Laboratory (NREL) in partnership with the University of California, Los Angeles (UCLA) will pursue with guidance from the LA100 Equity Strategies Steering Committee. The content in this document is intended to be a reference for steering committee members as part of a transparent co-development of strategies. Strategy development approaches are outlined here by technical area, though most are interdependent and all are relevant to the following prioritized impact areas identified through the steering committee and community engagement:

- Energy affordability and burdens
- Energy access and use
- Health, safety, and resilience.

To observe the tenet of procedural justice and ensure equity strategies are developed through the guidance of community-based organizations representing underserved communities and with community input, the LA100 Equity Strategies project did not begin with a set modeling, analysis, and strategy development plan. Over 10 months of community and steering committee engagement, the following technical areas and strategy development pathways shown in Table 1 were prioritized.

Technical Areas, Technical Areas, and Equity Strategy Development Pathways

Technical Area	Prioritized Equity Strategy Development Pathway
Affordability	Low-income energy bill stability
Transportation	Reduced transportation energy burdens
Buildings	Universal access to home cooling
Buildings/Local Solar Storage	Improved access to solar/storage, energy efficiency in multifamily and/or renter-occupied buildings
Transportation	Access to equitable light duty electric vehicle (EV) and charging
Local Solar and Storage	Targeted community solar siting
Local Solar and Storage	Resiliency in disadvantaged neighborhoods through solar-plus-storage siting
Reliability	Support of electric reliability through distribution grid upgrades to enable solar, storage, and EVs in disadvantaged communities
Buildings	Building weatherization and resilience to extreme events
Quality/Health	Mitigation of medium- and heavy-duty vehicle health impacts

All the strategy development approaches NREL will pursue in 2022 with continuous guidance from the steering committee and community input for each of these areas.

Advanced buildings modeling will be conducted and used to identify equity impacts.

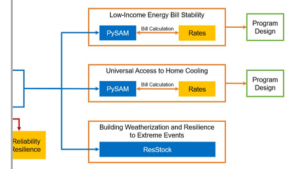
Home cooling: Technology deployment pathways, tailored to building type, neighborhood, and household tenure (renter or owner) to provide universal access while minimizing cost and bill increases.

Resilience and extreme events: Optimized weatherization measures (including building envelope improvements and HVAC systems) to increase resilience, specific to housing type, income, and tenure.

2022 will expand on previous LA100 work by differentiating all residential building types and census tract. The resulting differentiation will provide insight into equity impacts.



of how households of different income levels or in different locations consume energy. Having detailed, differentiated energy loads correlated with building characteristics (e.g., building type, building age, existing envelope quality, and appliance efficiency) is critical to model the impact of technology change and different incentive strategies on energy use and the resulting affordability.



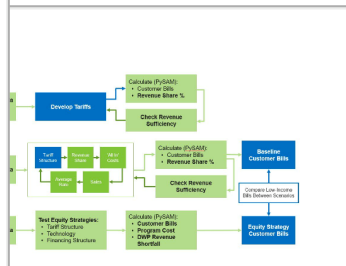
Energy bill stability: Building loads differentiated by building characteristics, income, tenure, and location. Grid reliability and resilience, rates, and buildings analysis to identify technology change and incentive strategies on affordability and inform program design.

Utility Revenue

Utility revenue impacts across customer types and under multiple rate and tariff structures. Identification of equity strategies to achieve:

Energy bill stability: Suites of technology, efficiency, and billing interventions to reduce household energy bills, tailored by household type, tenure, and income, metrics and costs through 2035.

described above will be used to model customer bills for different household types differentiated by income level, owner-occupied versus renter-occupied, and disadvantaged census tracts. These bills, which represent revenues to the utility and modeled and forecasted utility costs to ensure the modeled retail revenue sufficiency. The baseline set of customer bills will enable estimation of residential customers by sociodemographic factors. The bill calculator model from electrification and technology adoption scenarios. The analysis will then assess rate design modifications and novel ratepayer-funded incentives to low-income households, while also calculating associated program costs and P for each measure (see Figure 2).



Utility revenue analysis: Customer bills and utility revenue will be calculated under multiple rate and tariff structures, technologies, and financing structures impact on utility revenue, owner versus renter, and disadvantaged and non-disadvantaged communities.

Storage

Energy adoption in multifamily and renter-occupied buildings will be modeled and then analyzed and used to inform specific program improvements to achieve LA100 technology deployment levels and achieve:

Local solar/storage and energy efficiency in multifamily and renter-occupied buildings: Strategies and deployment metrics to deliver solar, storage, and energy efficiency and benefits to renters and residents of multifamily buildings.

Resilient neighborhoods through siting of solar-plus-storage technologies: If solar-plus-storage technologies for increased resilience and reduced energy costs in disadvantaged communities.

Utility solar siting: Pathways for location-specific community solar in communities that provide cost savings to low-income households and localized benefits (e.g., backup power during a grid outage). It will include deployment metrics like LA100 clean electricity by 2035.

Analysis will be modeled under multiple incentive scenarios and household demographic types as well as PV ownership versus virtual-net-metering or net-billing scenarios. Modelers will represent households by income, tenure type (including multifamily), and location to identify the bill savings.



Modeling, Analysis, & Strategy Development

Equity Outcomes & Metrics

The goal of today's discussions is to hear feedback on **how we should measure success** in just distribution of:



Building efficiency upgrades and electrification



Rates and affordability



Light duty vehicle electrification and charging

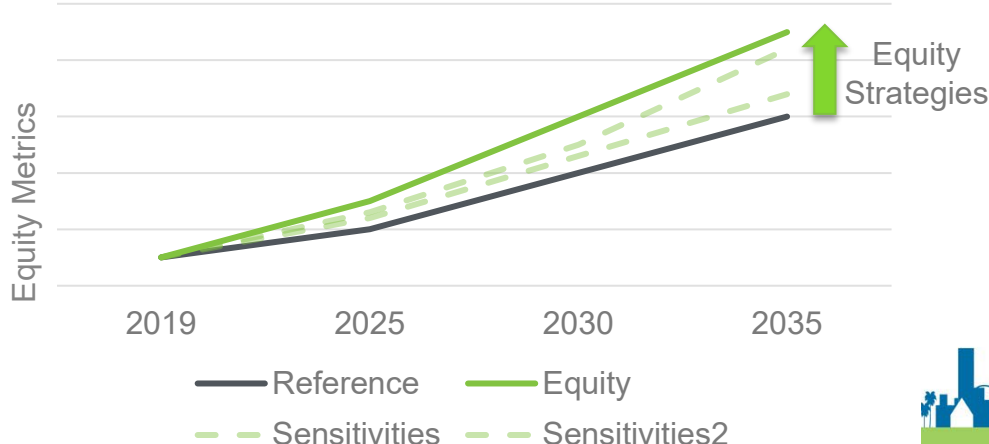


Modeling, Analysis, & Strategy Development

Shared: 100% clean electricity by 2035 with high electrification and efficiency

LA100 Equity Strategies **common scenarios:**

- **Reference:** LA100 (100% by 2035 with High electrification) without equity considerations
- **Equity strategies:** Achieve LA100 in ways that improve energy justice
- Some topics will explore variations (sensitivities) to explore which strategies achieve greater equity



Breakout Groups

- Buildings
- Affordability and Rates
- Light duty vehicle electrification and charging



Breakout Groups

Group	1	2
Steering Committee Member	Alliance of River Communities (ARC)	City of LA Climate Emergency Mobilization Office (CEMO)
	The South Los Angeles Transit Empowerment Zone (SLATE-Z)	Move LA
	Strategic Concepts in Organizing and Policy Education (SCOPE)	RePower LA
	Pacific Asian Consortium in Employment (PACE)	South LA Alliance of Neighborhood Councils
	DWP-NC MOU Oversight Committee	Community Build, Inc.
	Climate Resolve	Pacoima Beautiful
	Esperanza Community Housing Corporation	Enterprise Community Partners
	Los Angeles Alliance for a New Economy (LAANE)	



Buildings

How do we measure success?

- Does success in improving access to energy efficiency in multifamily and/or renter-occupied housing mean prioritizing
 - Resident-owned technologies or
 - Building or utility-owned technologies?
 - What would an impactful and compelling strategies look like to:
 - ensure universal home cooling?
 - deploy weatherization measures for health and comfort?
- How might they be differentiated by community or housing type?



Affordability and Rates

How do we measure success?

- What strategies/approaches should be analyzed:
 - Expansion of existing programs?
 - e.g., Low-Income, Lifeline programs
 - Income-adjusted rates?
 - Maximum bills as fraction of income?
 - Rental/leasing/direct install with attractive financing for high energy efficiency equipment?
- Should strategies look for higher impacts in fewer, greatest need households, or look for reduced impacts for a larger group of the population?



Electric vehicles (bikes, scooters and personal cars) and charging

How do we measure success?

- **Access**

- The number of people or households in disadvantaged communities who can access EV chargers – home, workplace, and public?

- **Use (Adoption)**

- The number of people or households in disadvantaged communities who use EVs (e-bikes and/or personal cars) and electric vehicle charging? Or another metric?

- **Affordability**

- Potential economic impact on or benefits of using or owning EVs for disadvantaged communities in terms of household income-expenditure?



LADWP's Strategic Long-Term Resource Plan

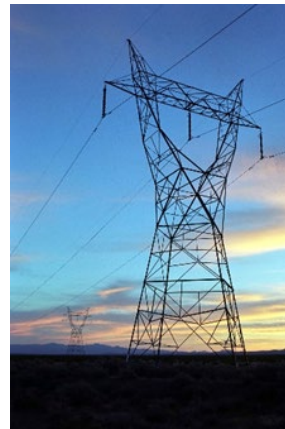
Roadmap to an Equitable Carbon-Free Future



SLTRP Outcomes

Outcomes of 2022 SLTRP

- High-level roadmap to 100% carbon free by 2035, driven by LADWP with stakeholder input
- Focus on big buckets of resources (large-scale renewables and energy storage, small-scale local solar and storage, EE and demand response, etc.)
- Modeling scenarios to determine best path to meet our mandates based on the guiding principles
- Integrates total Power System costs, infrastructure, resource planning, etc.



SLTRP Examples that relate to LA100 Equity Strategies



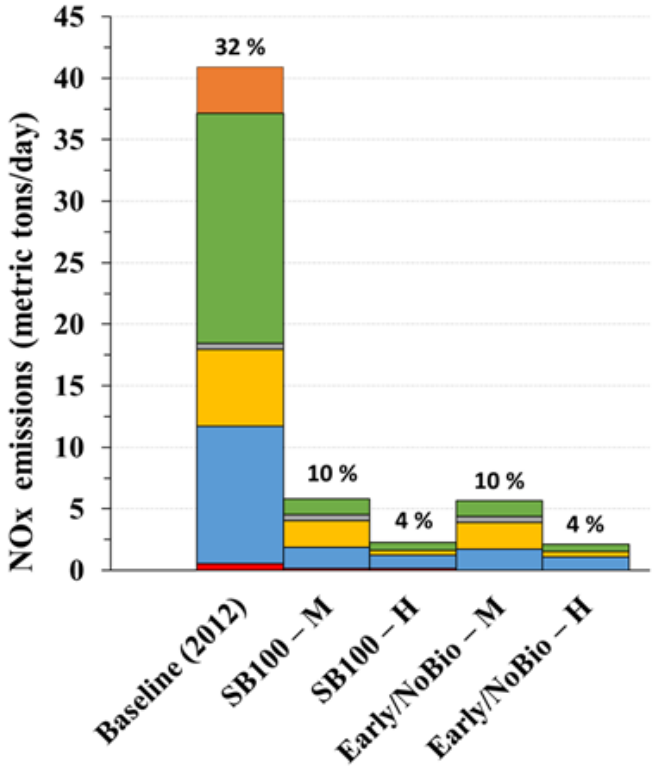
Reducing Use of Valley Generating Station

- LADWP to dramatically reduce utilization of Valley Generating Station:
 - The combination of **80% renewables** by 2030, **Haynes recycled water cooling**, and **Scattergood capacity** reduces Valley usage
 - Valley usage to be reduced from 30% to 5% thereby reducing adverse impacts on the local community
- Utilize significant space at Valley Generating Station for future clean energy projects

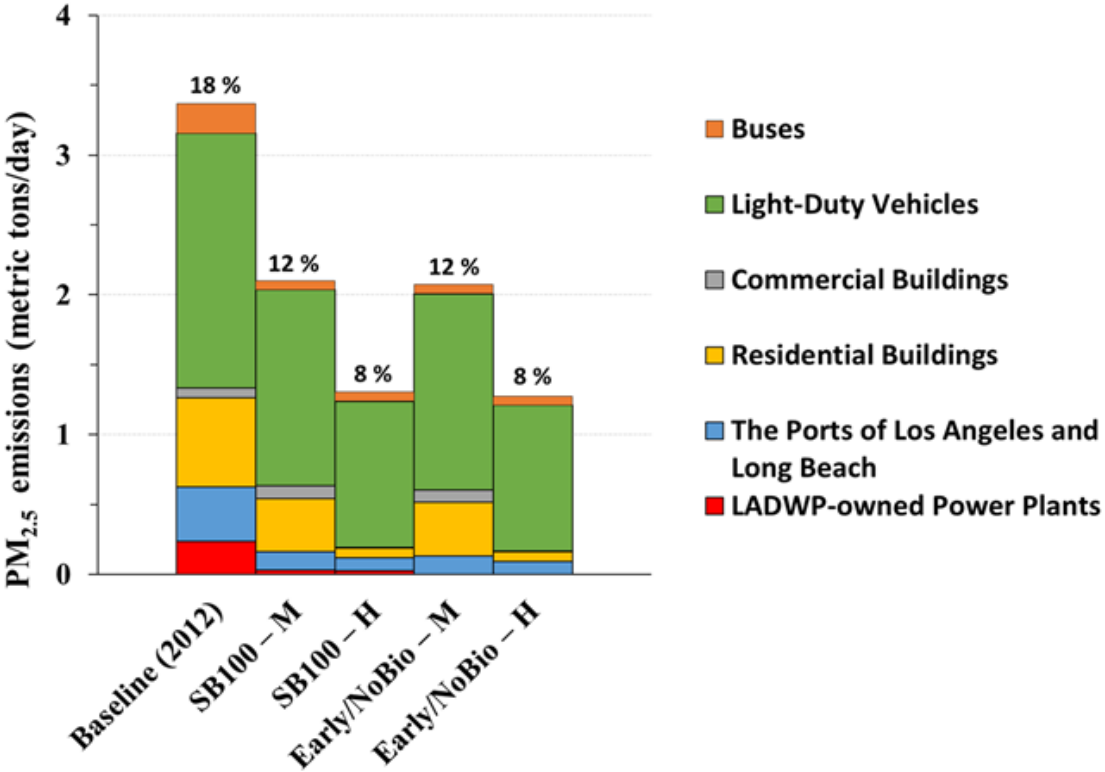


Electrification Drives Air Quality and Health Benefits

a)



b)



Deploying Distributed Energy Resources Equitably

- We need: 1,000 MW of local solar, 500 MW of demand response, double energy efficiency, and support 580,000 electric vehicles by 2030.
- Progress:
 - LA100 Equity Strategies study through 2023
 - Expanded FiT from 150 MW to 450 MW
 - Launched FiT+ allowing energy storage
 - Launched VNEM Pilot Program
 - Expanded Power Savers (residential DR program)
 - More DER proposals under negotiations



Key Takeaways on the 2022 SLTRP

- SLTRP is a living document; updated each year with stakeholder engagement every 2 years.
- 2022 SLTRP will identify the buckets for achieving goals. Within these buckets, LADWP will incorporate the LA100 Equity Strategies findings.
- Expect to fully incorporate LA100 Equity Strategies recommendations in 2024 SLTRP update.
- LA100 Equity Strategies recommendations will inform future programs designs and bulk power development.

Communications & Public Affairs


- Website: ladwp.com/sltrp
- Email address: powerSLTRP@ladwp.com

LADWP > About Us > Power > Strategic Long-Term Resource Plan

Power

- Past & Present
- Facts & Figures
- Power Content Label
- Clean Energy Future
- Strategic Long-Term Resource Plan**
- Documents
- FAQs
- Power Reliability
- Wildfire Mitigation Plan
- Power Quality
- Renewable Energy
- Projects
- Energy Efficiency & Rebates
- Electric Safety
- Advanced Metering Infrastructure
- Rates

Strategic Long-Term Resource Plan



L.A.'s energy future is guided by the Power Strategic Long-Term Resource Plan (SLTRP), a roadmap for providing reliable and sustainable electricity to our customers with a 25-year planning horizon, while also transitioning to a 100% carbon-free power supply by 2035. The SLTRP is updated periodically and incorporates community input through robust outreach and engagement.

Overview

Developing a robust and actionable power plan is essential for LADWP to achieve a clean energy future for Los Angeles. The Power Integrated Resource Plan (IRP) was expanded into the SLTRP, which has a 25-year horizon that aligns with state goals for greenhouse gas (GHG) emissions reductions. LADWP continues to produce an IRP that is submitted to the California Energy Commission every five years.

Following the results of the [LA100 study](#) →, the City Council established an accelerated goal for all of the city's electricity to come from zero-carbon energy by 2035, [City Council Motion](#) and a [Hiring Plan City Council Motion](#).

+ Advisory Group

- AG Meetings and Presentations

Advisory Group Meeting #8 (April 28, 2022)

- [SLTRP Agenda Meeting #8](#)
- [SLTRP Presentation Meeting #8](#)

Advisory Group Meeting #7 (December 17, 2021)

- [SLTRP Meeting Summary AG #7](#)
- [SLTRP Agenda Meeting #7](#)
- [SLTRP Presentation Meeting #7](#)
- [SLTRP Energy Storage Update](#)
- [SLTRP LA100 Equity Strategies Overview](#)

Advisory Group Meeting #6 (November 17, 2021)

- [SLTRP Meeting Summary AG #6](#)
- [SLTRP Agenda Meeting #6](#)
- [LA100 Next Steps Scenario Matrix](#)
- [SLTRP Presentation Meeting #6](#)
- [SLTRP Distribution Automation Meeting #6](#)

Advisory Group Meeting #5 (November 10, 2021)

- [SLTRP Meeting Summary AG #5](#)
- [SLTRP Meeting #5 Agenda](#)
- [2022 SLTRP Presentation](#)
- [LA100 SLTRP NREL Presentation](#)

Q&A



Wrap Up and Next Steps



Going Forward

Tentative

Steering Committee Meetings

August 17, 2022

Virtual

- Update on project progress
- Summary and metrics synthesis from June and July breakout groups and the impact on equity scenario development

September 21, 2022

Virtual

- Air quality and health medium- and heavy-duty vehicle emissions impact modeling approach – presentation and feedback
- Workforce development

Subsequent Meetings

- **Third Wednesday of each month, 10:00 a.m. – 12:00 p.m. PT**
- **Virtual** for near-term

What would you like to discuss in upcoming meetings?
Drop your agenda suggestions in the chat!



Thank you!
