Tom Moran:

All right. We have a quorum. We lost Jim Sheehan. He'll call back in. So I guess we're waiting... I have not heard back from Carlos yet, but he did accept, so I guess we can proceed, Chris, if you want.

Chris Geldart:

Yes, sir.

Tom Moran:

Okay. All right. So first up on the agenda here, we do have a quorum. First up is to review and approve the March 22 minutes.

Chris Geldart:

I took a look so I'll put a motion out there to approve.

Bud Mertz:

This is Bud. Second.

Tom Moran:

Okay. Any further discussion?

Tom Moran:

Okay. Motion to approve the minutes. All in favor say aye.

Attendees in unison:

Aye.

Tom Moran:

Okay. Those minutes are approved. Very good.

Tom Moran:

Next up is our finance report. John Molnar. John?

John Molnar:

Tom, you mind if I share a screen here?

Tom Moran:

Not at all.

John Molnar:

So anyways, just going through a couple of the line items on the first quarter's report from January to March. Just looking at a couple of the things. The first one that kind of sticks out as the Virginia Brick grant. We'll talk about that in a little bit. But there was funding that was provided upfront by Dominion that was able to provide some of the activities that we had on several of the consulting aspects, as well as some of the movement forward to develop the initial grant that we helped with Virginia and we'll show you that here as we move through it.

John Molnar:

The only other line item that I'll talk about in regards to the income is that the grants... You'll see about 10 grants that are in play right now for about $500,000 a quarter. That will go up dramatically here. We'll probably be pushing 800,000 in the next couple quarters. And what that means, and again, I can't thank Chris enough, but really what that means is about a 9% fee to the AHC that we provide.

John Molnar:

So 500,000... Let's say it's 45,000 for the AHC, If we crank it up to 800,000 a quarter, that'll be about $72,000 that the AHC will bring in on that activity. The total is close to about $280,000 that we're bringing in from the overhead fee, the management fee that we charge for the administration of these grants for HSEMA.

John Molnar:

I'll move down to the expenses. The overhead consulting charge that you'll see there... We have about four players that we have on retainer, not even on retainer, but an hourly rate. Greg Grillo is one of those. We pay for Greg to do the exercise planning and the playbook that he has been developing. He is been a godsend to us in the support and help that we've been providing. Laura Johnson on the workshops in the summit. Dave Vanderbloemen, retired from Dominion, who is one of the key interface experts that we have with Dominion, helping on the Brick grant. And then Darrell Darnell is helping with the outreach within the Brick initiative. As you can imagine, there's quite a bit of outreach that we're going to be dealing with, especially as it relates to some of the regional efforts, whether it's the emergency managers that we need to be speaking to and what this means to the emergency managers, what it means to the facilities and what it means to some of the political aspects of this as we head into the different regions in Virginia.

John Molnar:

We talk pretty much every time, the one fee that we're dealing with, or two fees is the executive director for Tom, the PMO director for myself, for the fees for myself and Tom in a quarterly basis. And the other fee that you'll see down below is a marketing and communications, 40,000, that really was Abel's team that was working on STORM School. And so there was a bit of a bump there to get that initiated to get it into play and to get that into a format that we could try to sell.

John Molnar:

The rest of the initiative, the costs that are going to be burden on Abel's team at this group and it's now a percentage of how much he can make in regards to STORM School versus now, just pretty much paying it as we go and trying to develop this. So you'll see this big number go down, probably about 60, 70% of that. It's probably closer to 15,000 a quarter that will be hitting in this mark.

John Molnar:

Let me think if I have anything else that I want to talk about. I told you about the 500,000 moving up to 800,000. That's pretty much it on the main things I wanted to call out. Is there any questions on the finance report?

John Molnar:

All right. I'll take that as a no. Tom, the one thing, and I know you had this on the next thing, I don't know if you want to move forward or not?

Tom Moran:

Yeah, we need a motion to approve the finance report.

John Molnar:

Okay.

Ira Tannenbaum:

Motion to approve.

Chris Geldart:

Second.

Tom Moran:

Okay. All those in favor of approving the finance report, say aye.

Attendees in unison:

Aye.

Tom Moran:

Opposed?

Tom Moran:

Okay. It is approved. Okay, go ahead. We can jump into our next agenda item, which is our California topic. Just as a backdrop to this, Southern California Edison and Chris Eisenbrey, I assume, this had your fingerprints on it. I wasn't sure, but they gave us a call. They're working on an annual exercise, earthquake exercise that basically would shut off all the roadways east-west into Southern Cal. So they asked us if we would help them develop an inject for a fleet movement scenario coordinating with multiple states.

Tom Moran:

And of course we said yes. Once they understood what that was involving, they get very interested in that because California, from their perspective, is kind of islanded from a state front. So this could be an ongoing thing with that. So they're going to plug into our exercise we're doing in July, which is our second cross-sector hurricane season exercise. They really want to see how we do this. Of course they know Greg Grillo, who we've contracted that facilitates our exercise. It's very good. He does all of the electric sector exercises, the big NRE exercise every year. So Southern CalEd knows Greg. It's just a great connection up for us.

Tom Moran:

So not sure where that's going, but I have a funny feeling that's going to become a very fruitful relationship. So that as a backdrop, I talked to California's Office of Emergency Management and their private sector group and I said, "Hey, who do you work with there that you really trust that's a non-profit that we might be able to partner with?" And of course, they reference the California Resiliency Alliance, who I've known for many, many years through a number of committees that I'm part of. CRA they go by. They are nowhere as active as the consortium, but they have fantastic, trusted rapport relationships with pretty much every Fortune 500 company in California. You can imagine they produce information products really tremendous that FEMA and DHS use their products. It's really quite an interesting arrangement.

Tom Moran:

So I just wanted to create awareness at the board level, have some discussions on that, and answer any questions. We're still early in the phase, but I wanted to at least brief the board and get your all's thumbs up to at least begin the dialogue and looking at a potential partnership relation with them. Not just swapping logos. This could be something we turn... We contract them to help us with a project. We go after grants together. They're heavy, heavy, heavy into wildfire and earthquake and things like that. But they also do a lot of stuff on cyber and water shortages, droughts, pandemics, monkeypox. They do a lot of stuff.

Tom Moran:

So John, I don't know if you had anything else you wanted to add. We had a call with him yesterday, just kind of formalized some of that before I brought it up to the board.

John Molnar:

No, I think we have a weakness in at the California site. We need some friends in the California area. We certainly have some of the emergency management within California, but I think the relationship certainly within California would be very helpful as a partnership for us to grow and augment with what we have to offer within the regional concepts.

Tom Moran:

Let me open it for any questions or discussion.

Chris Eisenbrey:

So Tom, this is Chris Eisenbrey. I put this in the chat, but I'm not sure you guys are all looking at the chat. I said that I object to the insinuation that my fingerprints are all over the SCE exercise. I said it's really your expertise and reputation and that's all over it. So good for you.

Tom Moran:

No kidding.

Chris Eisenbrey:

I have nothing new...

PART 1 OF 4 ENDS [00:25:04]

Tom Moran:

No kidding, okay.

Chris Eisenbrey:

I have nothing, knew nothing about it. I mean, obviously 10 years of me pounding all hazards consortium into our members' heads as a good avenue to work through some of the travel hiccups along the way have obviously resonated. It only took a decade, but, it'd be interesting to know is, I guess it's Tom Jacobus that you're probably working closely with on that?

Tom Moran:

Yes.

Chris Eisenbrey:

Okay. Then you said you have a weakness in California? There is an association that has, it's a cross sector association of electric, gas, telecom, utilities that meet quarterly around emergency management issues. Tom Jacobus, Don Daigler at SCE are very heavily involved in it. That might be a natural group to maybe hook into, get in front of. I'll send you their information. The acronym escapes me. It dawned on me that when you said you had a gap there and it's about emergency management and wildfires and cross sector resilience, they might be a good ally going forward.

Tom Moran:

Yeah. Okay, very good. Thanks Chris. Any other questions or comments?

Kelly McKinney:

Hey Tom, I missed the name of that organization in California you're talking about partnering with.

Tom Moran:

It's cra.org. CRA is the California Resiliency Alliance. The gal that runs that is Monica Stoeffl. She's been at this for a long time, I think probably 14, 15 years and has a great trust network. I know she knows a lot of the groups that are out there, but she works very closely with Abby Browning, who's the private sector liaison in the Governor's office of California. Abby's from West Virginia. She has been at the California job for quite a while.

Tom Moran:

My guess is there won't just be one group we work with, but this is one we know is trusted by the private sector, number one. They are really, really strong at some things I think could be really be important for us, particularly in the trusted information sharing arena so we'll see. Anyway, I wanted to just create awareness at the board level and if you guys are good, we'll start talking with what we can end up doing down the road together.

Tom Moran:

I see if the thing with Southern California Electric pans out, what we will be doing is working with the border states of California and their border states. Building very similar to what we've done here where we have a work group of 19 states right now that meets every two weeks and discusses a number of issues relevant to public private stuff that goes on inside the EOCs. We would just plug those folks into that and continue working that. Maintaining those relationships as they turn over and so forth. Anyway, that's kind of the current status of that opportunity out of California.

Chris Eisenbrey:

Chris again. I put that other organization in the chat. California Utilities Emergency Association.

Tom Moran:

Yeah, awesome. Very good, thank you. I think also CRA has supported our annual summit every year, done tremendous job with that so we just know them. This is kind of to start to dialogue there. Any other further questions or comments on the California opportunity?

Tom Moran:

Okay, next up on the list here is an annual board meeting. We haven't had a meeting in quite a while. This would be the full board. The last meeting we did have was just the board officers, which we did, I think in July of '19 or '18. It was '18. I talked to Chris [inaudible 00:29:45] about how we approach, maybe we could do a virtual or in person. We might even do a combo. Anyway, I wanted to throw that out on the schedule. What would be easier and then maybe pick a time and date. We can store organizing around an agenda for that. We do need to make, it can be virtual as far as we're concerned. I just didn't want to slip too far along with summer upon us.

Chris Geldart:

Hey, Tom, I apologize. I lost you guys for a second there, but just to go back to the California thing. I'm meeting with Mark Ghilarducci out there in Sacramento next Monday, the 27th. Mark is the emergency manager for, he's the director of Cal OES, of emergency services, so he's the director of emergency management. I'll bring this up with him as well when I'm out there and make sure he knows what we're doing.

Tom Moran:

Yeah, I think working with the utility, Chris, will be a wonderful opportunity out there. I didn't realize how islanded those folks are, the utilities are in California. It's a long way to get resources to them. I didn't realize the degree to that was and if those roads were ever closed because of an earthquake, they'd be in deep, deep shit.

Jon:

You may want to send the contact that we're dealing with at California there who's on our calls just about every week there Tom. I can't think of her name on top of my head I don't think Chris will remember by the end of the week.

Tom Moran:

I'm blanking while you're saying it.

Jon:

I know I can't-

Chris Geldart:

John, I appreciate that. That would be great.

Jon:

Yeah.

Tom Moran:

All right, very good. Okay, let's go annual board meeting. What we're really trying to do is get a determination of an in person or virtual. I think virtual may be sooner, with summer and schedule, doing in person may be harder but maybe we can plan in person for next year. I'll just go around the horn and get it, any comments or feedback. Ira, I'll start with you and then go to Kelly and then Chris. Ira, any comments or thoughts?

Ira:

I think an in person would be great after so much time. I get the fact that it'd be tough to turn around quickly. From a deadline perspective, I'm good with virtual, but I think we should start [inaudible 00:32:16] hash things out.

Tom Moran:

Okay, great. Thank you Ira. Kelly, comments or input?

Kelly McKinney:

Tom, was that in person that we had in Philly, was that a board meeting?

Tom Moran:

That was the executive officers. That was president, vice president, treasurer, secretary, and we had two of our working group chairs. Smaller.

Kelly McKinney:

What's the objective of the annual meeting as compared to what we do in this meeting?

Tom Moran:

Typically, there's a couple things. One, our bylaws require us, I think to have an annual meeting. Tom Hyatt, correct me if I'm wrong. I just going through my memory banks here.

John Molnar:

You're not technically required to have an annual meeting, Tom, but the annual meeting historically is where the election of officers occurs. You can designate just by any meeting as an annual meeting. Absolutely. Good purpose to use it for that, but it doesn't have to be the tail that wags the dog.

Tom Moran:

Oh, okay, very good. That's one. I think it's important now at this point in the consortium's developmental, we've been developing for 18 years. We're entering into a new set of opportunities that I think we want to have a pretty broad discussion on, particularly mitigation and some of the efforts going on within the mitigation arena for one. I think that's a big one. Our strategy kind of going forward on how we're engaging CISA and FEMA might be changing and maybe some other issues we need to tackle.

Tom Moran:

When the officers met, Kelly, if you remember, we started the institute, the Applied Operational Research Institute and that had a couple legs on it which we've been working towards. Equity was a theme that came out of that. We wanted to do things that we're going to talk about one of those today. Training, I think let's go back and revisit our strategic plan. This would be a good year to do it with all the stuff going on so that's really the driver.

Kelly McKinney:

Yeah, it makes sense to me. I think you said it, Tom. I mean, virtual is a lot easier for me. I could get it on my calendar a lot sooner than a physical meeting, but I'm not opposed to physical meeting either, depending on where it.

Tom Moran:

Okay. Chris Geldart, Chris, comments, thoughts?

Chris Geldart:

Tom, I think as we talked and both Ira and Kelly, I think if we're going to try to get it done this summer, we're probably stuck on virtual. Real hard to match people's schedules up this late or this close or just getting into the summer. We're shooting for this summer, virtual's probably it. I'm sure we could tighten it to some key things we need to get done and want to do so the timeframe works for folks as well. Timing as well as being virtual. I'm just, I'm looking forward to, I mean you guys are about there with how hard John Mulnar is working and you're working Tom and bringing money into the All Hazards Consortium. I just know we're going to be in Davos real soon here doing our annual meeting.

Tom Moran:

I don't know if that's good or bad.

Kelly McKinney:

I'm okay with that Chris. I think that's, Yeah, that works for me. I mean I heard Davos. It was in the spring this year, but next year back in the winter. I'll get my mink lined boots and my snow bunny suit. I'm ready.

Chris Geldart:

Someone put Tom Hyatt on mute all ready, right? I should have actually asked Tom Hyatt to put earmudds on before we had that conversation

John Molnar:

In the words of Sergeant Schultz, I hear nothing, I see nothing. I see...

Tom Moran:

That's funny. Bud, thought or comments?

Bud Mertz:

Well, I've just got to agree that the short timeframe might make it impossible. I've always been an advocate of the in person meetings because I think you can have the ability to discuss more, ask more questions, have quality dialogue. We're doing a lot of programs here and being able to sit down and grasp some of them. We talk about them here for five minutes and then we're gone for another three months. I think that in person would be important for the strength of our board. The unfortunate part is the timeframe. Unless you think about something, maybe even do a hybrid where you can meet some and those that can't make it can do it online, but those are difficult as well.

Tom Moran:

Yeah. Okay. Chris Eisenbrey, thoughts or comments?

Chris Eisenbrey:

I'm with everyone else, over.

Tom Moran:

Okay, very good. Maybe we can look into a hybrid central to everybody. Seems to be geographically, still seems to be Philly. If you remember when we had our officers meeting, we met at the downtown Marriott. That was a Saturday morning. We also could meet in, but it'd be very expensive to do a hybrid there. If we did something else, we'd have to have a facility that could pipe in the audio video through Zoom and so forth. Maybe EEI or the clearing we've done in the past, something like that.

Ira:

I would just, Sorry, I would just request that it not be a Saturday morning, but other than that.

Tom Moran:

Yeah, thank you Ira, that's a good point. Yeah, we can float some. Well, as a matter of fact, we got everybody on the call. Why don't we just check calendars. We're not going to do it in June, probably not in July. Maybe you guys look at any, if you have calendars, can anybody throw out some dates here while we're on the phone?

Chris Geldart:

If we're looking at August time, it's got to be after, it's got to be the second or third week for me.

Tom Moran:

Okay. How does third week of August look for everybody?

Chris Eisenbrey:

I might be in California. Depending on time of the day and what I'm doing, I might be able to make it.

Tom Moran:

How about second, or how about, well, let's see. Third, it's four weeks, right? There's five weeks, wow.

Chris Eisenbrey:

My summer's a little upside down because of July is spoken for and August, I got to bring my son to school to start college in August.

Kelly McKinney:

Tommy, you said third week, is that the week of the 15th or the week of the 22nd?

Tom Moran:

Either 15th or 22nd, Kelly. If we can't do that, we could move it. I don't know if we want to go into September, but September we could look at.

Kelly McKinney:

I could probably make either week work.

Tom Moran:

Okay.

Ira:

I'm out of the country the last two weeks, but I can try to make it work.

Chris Geldart:

Bud had an interesting point there that being in person and all that, Kelly's not getting any younger. He was just telling me he doesn't buy green bananas anymore. Meeting in person is not a bad idea either, but I'm down for the virtual.

Tom Moran:

If we did a hybrid, we would probably need to do it in D.C. Just because we know people there that have equipment we could use for joint.

Chris Eisenbrey:

Tommy, I could look in the EEI hosting something like that if you needed. We're starting to bring more people back in.

Tom Moran:

Yeah, I mean would love to do something in person and if we could, as long as it fits calendars. It's going to be hard with travel and things like that, but we can look into it. I'll tell you what, I'll throw an email out with some potential dates and we'll look at a virtual. Chris, if you could check EEI availability for an all day, one day kind of thing would be, see what's available.

Chris Eisenbrey:

Okay, sounds good.

Tom Moran:

At least we can work the issue through email.

John Molnar:

Tom, I'll just throw in another observation if I might which is just that even if we do this one virtual or hybrid, I think it'd be a great idea to do a little bit more long range planning and go ahead and get an in person meeting on the calendar, whether it be in mid to late fall, first quarter of '23, what have you.

John Molnar:

For lots of reasons. One is you said this group just hasn't been together in a while. This is a tight group, I love this board. This board is really well connected, but there's really no substitute for at least periodically being in person. My sense of the consortium is that we're at an inflection point of sorts now. We're about to really break into some huge growth with some of the new grant opportunities and things coming along. It's just a really good time I think for the board to spend some time in person together and renew some of those connections. Even if we can't get it done in August, I'd love to see us get it on the calendar.

Tom Moran:

Yeah, Tom, that's what I was thinking. Maybe we do a virtual and we plan out from there to get a time we could do it because I think it would be valuable. Plus, there's several new leaders at DHS and FEMA that I wanted to get to meet you folks. We had one schedule but she couldn't make it. That's another component too, is getting the leadership to know who we are as people, as what we do because the consortium was getting drawn into some pretty high level discussions.

Tom Moran:

One of them is FEMA actually wants to contract, is looking at contracting the consortium to help them develop their five year strategic plan for public private partnerships. That is a public, I was approached by FEMA logistics who runs the National Business Emergency Operations Center. They're looking to hire a new director. Ira, you probably know this.

Tom Moran:

Anyway, I got a call from Jeff Dorko and then he had Kathy Hill contact me who was kind of the acting at the point. They're actually, they recognize the value the consortium brings and they want to look at how they can leverage what we do with state's private sector as well. It's early discussion, but this is a good time for us to be talking about the long term. Kelly, you'll get a kick out of this. What I told him was we put a plan together about five years ago. You remember the National Business Integration Center idea, right?

Kelly McKinney:

Yeah.

Tom Moran:

I didn't send it to them because they'd just take the idea and Booz Allen would run off and get millions to stand it up and then screw it up. I told her that. She liked the idea of a private sector run center that FEMA could plug into, but it would be governance by the private sector and government jointly, but it wouldn't be a federal program. It could be funded by the feds, but it can't be run by the feds. That was the conversation.

Kelly McKinney:

At some point it has to happen. I mean, if the supply chain issues are rising out of coronavirus and didn't highlight that issue, I'm not sure what you're going to need to get insight into it so yeah, it has to happen. Ultimately it has to happen. The question is who's going to figure out how to do it? I think FEMA needs some of these new ideas to reinvigorate it a little bit and Deanne needs it to put her stamp on the agency I think, these kinds of ideas.

Tom Moran:

Well, they're looking for quick wins. Virginia, Alabama, several of these states are adopting our fleet working group models. As far as governance, private sector governance, working with government because it just gets stuff done and they need a win. This is, I think a really important time for us as a group. Then we can figure out the strategy there. We'll look at a virtual and then at the virtual on the agenda will be to establish kind of face to face. Did I miss anybody for comment by the way? I was going down list.

Bud Mertz:

Tom, if I can just throw another thought into the planning the in person. You have a governor's election coming up for a couple of the states anyhow. It could be strategically planned that after, in our rule, when new people were appointed that they can be invited and brought on board of what the All Hazards Consortium is.

Tom Moran:

That's a great idea, Bud. Yeah, noted, okay. All right, next up, Laura Johnson, are you with us? Not yet. When we stood up the institute, one of the issues we talked about was the topic of equity. We didn't forget it, we just tried to figure out, and then COVID hit, COVID kind of brought everything down. One of the things we looked at was this topic or we looked at a number of things.

Tom Moran:

Laura Johnson, who runs our events, really is passionate about this women in crisis management. She works with another nonprofit that is very focused on young African-American women. The group that she does their events for raise a ton of money, number one. Number two is they help with education, mentoring, and job placement. It's a very powerful program. Small, it's not big, but they have a lot of interest in that. Laura said, with all the connections, the leadership that the consortium has with women in crisis management, this would be a great idea for the consortium to get involved with in a virtual environment.

Tom Moran:

Maybe not as broad as what the other group does, but certainly something from a training, sharing best practices or mentorship or whatever. We could kind of work through that. Chris Geldart and I talked about this on Friday and apparently Chris's wife, Heather, is already involved in several groups just like this. Chris, I just want to invite you for comment and then we'll have the rest of the board chime in on this. This is something that Laura would love to start with us. I think we could easily do some webinars and feature some speakers like that. Before we got too far to Laura, I wanted to kick it up to the board and let you guys talk. Chris, any comments from your standpoint?

Chris Geldart:

Sorry, Tom. Had to find the mute button, sorry. Yes, and Laura has already reached out to Heather that connected while we were talking about this. My wife just happened to be in earshot of the conversation. She said, do not create another group, but try to convene the groups that are out there and get them to start working better together instead of creating something else that's out there. I don't want to call it competition, but I guess there's a lot of desperate groups out there trying to do the same thing so a convening function more and all of that kind of stuff. She's engaged. I know that they've connected at least by email. I think this is a great opportunity for us because as Kelly knows, we had this conversation most recently. The community we serve is diverse as emergency management. The emergency management entities need to be as diverse as the communities that we serve. Leadership, all of that. I think it's a great opportunity for us and I really look forward to where this will go.

Tom Moran:

Okay. Let me open it up for comments from anyone else that would care to.

Kelly McKinney:

Yeah, I agree with that. Chris's wife is spot on. We don't need new groups, we just need to convene the ones that we have in an organized way and it's a leadership issue and I think AHC's been around long enough to claim credibility for that leadership. I think there's a lot of good we can do on this issue.

Tom Moran:

Okay, thanks Kelly. Okay, very good. We found great interest in our approach to storm school. Storm school was a collection of people that picked topics and jointly provided training...

PART 2 OF 4 ENDS [00:50:04]

Tom Moran:

... of people that pick topics and jointly provided training and perspective on it, so that may be an angle we could do. I'm fully on board with let's connect dots, not become a dot kind of thing. I asked Laura to join the call, but I don't see her own, so okay. Any other comments before we move on? Okay. The last topic for today is really the discussion of the BRIC Grant and the status of that both current and future, right? So this is going to be an ongoing initiative. We are also working with some organizations that are tracking the infrastructure bill, which apparently is going to be dolled out over years in different segments and things like that. So the work we do is kind of interesting and unique as you all already know, specifically in how we have successfully attracted FEMA's attention, been awarded phase one of a $20, $25 million initiative, but we've also coordinated investments, which is part of what the institute was designed to do, right?

Tom Moran:

So we didn't mix funds, but we're coordinating funds, the Dominion is already investing in storage and energy, this mobile, and those funds are already being allocated and invested. And so we're coordinating that with federal funds on this initiative, into a specific state in underserved arena as well. That's a good idea, right? How could we do more of that? How could we do that in other areas around the country that meet the requirements for that? So John, I'm going to... John Molnar, you've got some comments. I know you're really involved with DC and its BRIC Grant efforts. They heard about the mobile energy platform we did for Virginia. Now, they want to submit their own in January. And I heard that and got me thinking, "Well, DC's interested, maybe New York City would have an interest there."

Tom Moran:

I don't know, but I know Con Edison tried their own investment into this mobile energy storage. We heard from Dominion this week. And what Con Edison didn't or wasn't able to do was to get feedback from New York City Emergency Management, Police and Fire. So when they brought the cake out of the kitchen, they got some criticisms and some concerns, they canceled the project. They still want to do it, but they just got so complicated. So anyway, Con Edison is going to be on our BRIC call this week, talking about the lessons learned, what they did right, what they did wrong. On a technical issue, the issue was public-private. The issue was to make sure you got everybody's brush on the canvas before you reveal the painting, which is hard to do. I don't want to fall doing that, but-

Ira Tannenbaum:

[inaudible 00:52:52] that's interesting to hear, that's not been my experience with our relationship with ConEd. So all right, it happens [inaudible 00:52:59].

Tom Moran:

No, no. I called Carlos the minute I heard this, right? And sometimes it's just people talking the wrong people, but this is what Dominion said to us based on what ConEd told them. So I called Carlos. He was going to check, but anyway, I'm glad we're talking about because I'll follow up with you, Ira, on it. But anyway, this is a thing now. And going forward, we're talking with... Our goal is to partner with five new government entities in five new utilities and do the same project, right across a broader area so that these devices can go in and be deployed within a city or a state or be mutual aid at across state boundaries, right?

Tom Moran:

That's kind of the longer term vision of that, but John Molnar is working very closely with DC who's already got a $30 million microgrid project, they're using us to hire engineers. And John will let you brief the board on that, but I think part of our annual meeting is to look at things like BRIC, right? North Carolina told us they were in for next year. And they said, "Tom, there's many other ways to do this besides BRIC, and we are all in. We love this idea." This is North Carolina's director, Ray, talked about. So John, any comments you want to add, please jump in.

John Molnar:

Yeah, very quickly, Tom. I won't play around here a lot. I just wanted to show what we actually had received. This is the grant that was approved. It's not 771,000 that you see on the sheet. You can see the last line item there, it's about 200,000 of in kind. So it's about 600 or it's $670,000 is what we have in play. On the grant, you'll see what it is, site selection, trying to figure out how big these generators will enable a small to medium site, certainly Langone or something like that is not going to be in the equation, Kelly, like what we're talking about a large hospital like that. We're not going to carry that on a tractor trailer. So trying to figure out the technology within that arena, the interconnect that needs to be standardized across the state. And certainly, hopefully, across the regions that haven't been developed yet, that's all going to be part of this technology aspect.

John Molnar:

The operational changes of who owns what. Who makes a decision? The state makes a decision. At this point in time, the electric company owns the equipment and then getting into the legal aspects of that are certainly going to be interesting as well as you can imagine, that's going to be an area that we're going to have to focus in on. The community outreach of why did others get selected and some did not, that question is going to be brought up. We got to be ready for that question when we hit some of these areas across the various states. But anyways, I just kind of wanted to put the sort of... This is the initial grant. This is just the... It's not even the pilot phase. The pilot phase will probably be about a $10 million grant that we will be putting in at the December timeframe. They must be submitted by January 21st, somewhere in there of 2023 will be the 10 million grant.

John Molnar:

We will only get this money, the 600,000, around the December timeframe, and so that'll basically carry us for the next eight months doing this, and then we will wait the approval of the 10 million. And again, I'm just estimating that on DHS's part, and they will approve that or not approve it in the July timeframe. We will find out. So we just found out in July that this project here has been approved at this stage of the game. The other thing that Tom was talking about, we are working the microgrid project for HSEMA, the mitigation activities that are Vermecia Alsop... I'm sure Chris knows Vermecia. She is working that with several of the different contractors at the St. Elizabeths' facility up on top of the hill there within DC, bringing in a lot of the DHS and FEMA personnel into that area.

John Molnar:

The other large grant that we are getting into at this point in time right now, and we're actually enabling several of these contracts with the outreach is the flood mitigation activities that are going on in the Anacostia River, that's another... I think that's a $16, $17 million project that is going on within HSEMA as well. So it's about a $20 million one for the microgrid at this point in time, $16 million mitigation project. I think there some of the largest ones that the nation has approved at this point in time. So we're trying to step it up here on several of these different initiatives. And I did talk to Vermecia about what we are doing here in Virginia. She said that we are probably about six months ahead, but where she needs to have somebody six months ahead, because she's going to have to put this in the December timeframe.

John Molnar:

And again, we could put the initial pilot, paying probably not the $10 million one, but another one of these $700,000 ones in play within the HSEMA environment as well is what we're hoping to achieve along with other states that seem to be interested at this point in time. Does that help guys? Hopefully, that gives you an idea of what we're trying to work through. It's just not a plug and play type of thing, and we call it up. This technology has not been developed at this point that I know about. I don't think any of the electric companies have said, "Here's the answer to the questions." They're writing up RFIs and submitting those right now as they speak, as we speak, and they're finding out the technology at this point in time, to be honest with you.

Tom Moran:

Yeah.

John Molnar:

So it's interesting stuff to say the least.

Tom Moran:

Yeah, I'll add another comment here. I think what we collectively are doing is we're bringing governance to investment coordination. This has not been done readily with states like this. And from our perspective, that's what makes this whole thing work. You've got to build trust, right? Hey, we not bet in the middle between VDEM and Dominion. This probably would never happen, right? There's just distrust. Somebody says something wrong. And we kind of had to work them in separate rooms for a while, we got agreement to bring them together. We had to lean on all the things we learned through the catastrophic planning grant years, which is clearly why this happened, right? It's really fantastic how it's coming about.

Tom Moran:

But anyway, you can see this is a big new direction for us. So we're just really getting our feet wet. So this, I think, will be a key part of our... When we get together, a key part of our agenda is where are we now, where would we like to go, who could help us get there. So any comments on? We just wanted to bring you guys up to speed on this. Any comments on the BRIC FEMA Grant status? Okay. Hearing none, we'll go to our next item, which is our legal update. Tom Hyatt?

Tom Hyatt:

Yeah, really steady as she goes this quarter, Tom, nothing new to report on legal.

Tom Moran:

Okay, very good. Well, next up is new business. Anybody got anything that they want to put out on the table?

Kelly McKinney:

I guess I'll just say it. I've actually got to jump in a couple minutes, but Chris alluded to it before we are both... We've been invited, we're participating in this Vanguard Fellows Program. It's a FEMA program. Jeff Stern, I think most of the folks on this call know Jeff. He's now... I don't know what is he, commandant of EMI or something like that, and he's a convenience program with RAND Corporation and with Crystal Group. We were in DC a couple of weeks ago, and we're going to Santa Monica next month, but what they're really doing is trying to create order out of the chaos of this business of emergency management that has been exacerbated by this experience of coronavirus over the last two years. And he's trying to find the best and brightest and put them in a room together and see if magic will happen, and so far I wouldn't call it magic.

Kelly McKinney:

I would say Chris and I have done our best to sort herd the cats, but I think that the mission of All Hazards Consortium is something that needs to be in that mix, right? If we're going to talk about what the future of emergency management is on a national level, it's got the plug into the private sector more effectively, and there's no sort of easy way to do it really. The model is here. It's a use case model. I don't want to say... It's not a slow and steady model, but it has to be thoughtful and measured and there's no quick fix. There's no technology solution for this. It's all about building relationships in a sustained way, and just building upon the successes that this group has had. So I don't know, Chris, I think we should figure out some way to try to talk about AHC in that group and see if we can somehow get this to be a part of that conversation.

Chris Geldart:

No, I agree, Kelly, 100%, particularly for me, an interest in that would be not just where we are today and what we most recently had, but the origins of why the AHC at the time when it was brought on. And Tom, not necessarily the fact that we need to fill space for a tech expo that was supposed to be going on, but more what we actually did though with that first... I was telling that story to somebody the other day, here it is, 2003 I think it was or 2004, and that's just when all the money was coming out to the state and Urban Area Security Initiatives. And I'm sitting out there in a state and saying, "I got all this money coming in," and I got people coming up to me and telling me here's the next best Homeland Security pen. And I know if I need a pen, a pencil or a crayon at that point.

Chris Geldart:

And so the fact of bringing a region plus worth of states together to say, what are you working on that successful, what are you working on that successful, why, and I mean, kind of grounded a lot of folks at least from about New York down to North Carolina in some of the good things people were doing. Anyway, that backstory, Kelly, for me kind of... Because we got a lot of different success, a lot of different directions that we've taken along the way, but the point of it is these were entities trying to do things, learning from each other in utilizing the private sector as much as we could within it. So I do agree with you 100% in getting it into that mix.

Kelly McKinney:

I mean, the last thought I have is I think there's 12 or 13 of us. And sometimes I feel like Chris and I are speaking, I don't know, Greek and they're speaking Swahili or something. And it has to do with the fact that, I mean, Gildan in particular, you want to talk about having to deliver in a very real, granular way on the streets of Washington, DC. It's not like you can write a policy statement and you've done your job. I mean, it's very tangible. It's 24/7. It's so super real and immediate, you have to deliver and it's tactical, it's operational, it's strategic. It cuts across the entire environment and then others in the room are not quite... They're not in that same mission space. I mean, there's academics in the room and there's others, so I don't know. I guess it's all about how do we bring those folks together.

Kelly McKinney:

I mean, when you talk about the fleet working group, for instance, I mean, that's a example of people are either going to get their power fixed or they're not going to get their power fixed depending on whether those power crews cross out state lines. So again, I think there's this element of realism that we bring to the conversation, that sometimes I think it's being lost. So, Tom, that use case mission that you always talk about, right? It's not really conceptual. It's real. So anyway, at this point, I'm just sort of babbling, but I do want us to figure out how to bring this approach into a larger conversation with people who are trying to set to be a voice, a leadership voice in the nation. So we can get this business sort moving in an organized direction because it's a little bit all over the place right now in the aftermath of COVID and what's going on. Not just COVID, but all of the struggles that we've had with these disasters and social unrest, et cetera.

Tom Moran:

Right. So Kelly, were you [inaudible 01:08:34]. I'm sorry [inaudible 01:08:34].

Chris Geldart:

No, Tom, I was just going to take what Kelly's saying and agree wholeheartedly and take it kind of the next step in that conversation as well or to add to which is with... You want to call it climate change, you want to be on board with that or not, the bottom line is our disasters, the places that are drought prone are much more deeper in drought right now or going that direction. Those that flood are in much more direction of getting more flooding, so disasters are getting more complex. They're getting larger. They're getting more expensive. And as we're looking at that, the role of emergency management in a lot of different ways is either going to progress and take a real role or it's not. But as we look at resilience in what people are trying to do with that, the mitigation world where we're going with, how do we truly look at, I mean, the disaster relief fund is exponentially.

Chris Geldart:

Dave Kaufman gave a presentation and Kelly could probably talk more to it than I can because he's much smarter than I am. But the pace of our disasters, the cost of our disasters and the size of our disasters are just exponentially increasing. And either emergency management gets in front of that and owns it and does something for real with it or we don't and we respond and that's all we do, and somebody else or multiple others will be taking that on. Emergency management being the convener I believe is the right place for that, but unless we have a professionalized organization that can do things like the Consortium's been able to do to bring people to the table, to work together at the table, we're never going to get to that point of people trusting in the entity. We are at the preface of it now coming off of COVID in many places. So for me, just expounding on what Kelly was saying, agree and wholeheartedly, we either take our role seriously and soon, or we don't and other people will.

Tom Moran:

Okay, so if you guys would like we could... If there's a meeting involved, maybe we could have a discussion offline, but I also have one with the guys from the private sector. I think to what we stumbled into was this use case model and the beauty of that is government can lead use cases and the private sector can lead use cases if government lets them, right? And they don't have to let them, but that's the mindset of government is, "No, they need our permission. No, they can do this without you." As a matter of fact, they'll do 10 to one, okay?

Tom Moran:

So I think Kelly you're right, maybe the model. And I know Mike Sapone and some of these guys, they would love the opportunity to move this ball forward from the private sector standpoint because, Chris, I think you're right on the money. We're just going to sit here and continue to react, react, react. And we're not solving this stuff in dark sky day, this has to be constant year round, never ending planning, trust building all the time, right? It can't just be reading books and taking courses and backing up credits. Oh, by the way there's stuff happening we never even thought about. But boy, I can tell you about the emergency management cycle. I got that down [inaudible 01:12:05].

Jim Sheehan:

Tom. Tom?

Tom Moran:

Yeah.

Jim Sheehan:

It's Jim Sheehan.

Tom Moran:

Hey, Jimmy.

Jim Sheehan:

The statement I'm going to make usually is what gets me uninvited from a lot of meetings, but the reality of... And one of, I think, really the major impediments that doesn't really get discussed and, Chris, you may not really view it that well from your vantage point. And certainly, Kelly, when you were at New York city, you don't see it, but just like in law enforcement, 18,000 law enforcement agencies, most of them were really small. I don't know the number of emergency management agencies at the local level and the county level, but I probably close to the same as law enforcement and really these agencies have kind of like... How would I put it?

Jim Sheehan:

They always kind of posture and they're making a lot of the agreements or they affect a lot of the agreements with the private sector yet when something happens, they all just throw their hands up and have an expectation of this top down kind of savior. I see that as a major impediment to professionalizing emergency management and professionalizing law enforcement, which I have much more experience with. I'm just throwing it out there. I think that the decentralized way we operate, not just in federalism, not just in 50 different states and territories, but within those states, tremendous amount of disparate capabilities and attitude and policies.

Tom Moran:

Mm-hmm. Well, it's a big challenge, so-

Chris Geldart:

Hey, Tom, Jimmy, you nailed it. Jimmy, you nailed it. This is what Kelly and I are talking with this group about. And Jeff Stern and the folks, really the conversation for us is professionalizing the field of emergency management because unlike law enforcement who hasn't professionalized it, there are certain things you have to do to be a law enforcement officer, right? We don't have that, so that's where we're going with that.

Jim Sheehan:

But Kelly, you... I mean, I'm sorry, Chris. That is not actually true even in law enforcement, that's why we're seeing Uvalde, and we're seeing those kind of conditions [inaudible 01:14:33]. People run around saying, "They just took the FBI's active shooter course," and look what it did? [inaudible 01:14:40] expectation.

Chris Geldart:

Oh, you're right.

Jim Sheehan:

[inaudible 01:14:45] department. [inaudible 01:14:49] because I've seen it, and I see it now in the position I'm in. In this UASI region, there's 240 municipalities. Some of them kind of fireside just like municipalities but fire districts that are almost like government-

PART 3 OF 4 ENDS [01:15:04]

Jim Sheehan:

Municipalities would like fire districts that are almost like government entities. New York State probably has that also, but northern New Jersey doesn't really have too much of that, but throughout the state there is a lot of that. I think it's difficult. Right now we're dealing with our utilities just in mounting [inaudible 01:15:25]. Every utility in New Jersey has a different policy and we're finding out that in regions within those utilities there's different policies. That's not just coming from the utilities, that's coming from the people that they got to deal with in government. It's difficult, and I think it's a tremendous impediment to professionalizing. Certainly in emergency management like in New Jersey, that's like a mayor appoints somebody to be their emergency manager for that municipality. He might have been the Boy Scout leader and that's his expertise.

Tom Moran:

Yeah. Hey Chris, just one question. What is Jeff's mission to reinvent the training to drive the change? He's a training guy. He's a training institute, right? What do you think he's being asked to do? What's the big picture?

Chris Geldart:

I'll take a swing and Kelly may be more articulate than I on this, but I think what he's doing is bringing together some of the more, well folks that he knows well that are out there to try to create more of the capstone type of entity for emergency management, kind of like they have in DOD. How do you bring together the senior leaders to get them in a room to do a little bit of coaching with them, but also pull from them experiences that they have and ideas that they have for the, in the DOD sense, the force and all that sort of stuff, the future and all that. It's a two-step thing there, but I think he's really trying to model it off of the capstone that DOD does general officers.

Tom Moran:

Is private sector even on his radar screen to do that?

Chris Geldart:

There's private sector in there.

Tom Moran:

There is. Okay, cool.

Bud Mertz:

If I can just throw something in there and into the discussion. I'm been more of an operations guy than I've been a planner and a deep thinker, but I've also been doing it for 43 years now. I've been in emergency management at every level of government from local to now county, was state and federal as I was the SCO for two large disasters we had in for nine months. I got to see it. Everybody's hit the nail on head when they said that the diversity's out there. As a county director right now I have 65 municipalities that I have to oversee to try to bring their capability level up to some degree of equality, but you got a mayor that nominates the former fire company president that's 90 years old. Then when the time disaster hits, the mayor's calling me.

Bud Mertz:

When I was at the state level, I seen it there because of the diversity that we have in Pennsylvania of having nine different classification of counties by size and stuff like that. The bottom line to the whole thing is disasters are not going to go away. We just have to find a better way to organize ourselves, educate ourselves to handle it ourselves. Like I said, I've been there 42 years every level possible. I can tell you that the disasters aren't going away. It's just the management level is going to be diverse no matter where it's at.

Tom Moran:

Okay. Great Chris, Kelly had to jump off-

Chris Geldart:

Look, can I just follow up what Bud said. Bud, you nailed exactly what my whole point was in this thing with Jeff, and why do we need to look at professionalizing emergency management, those exact reasons. We had one of our timeframes there was with Fugate and what was his name, the last director. He actually went up and was the secretary for a little bit there at the end of the Trump administration.

Tom Moran:

I can see his face, I can't remember his name.

Chris Geldart:

I've known him for years, we were Marines together. Anyway, I brought this conversation to them saying look, "What I really drive with this cohort here when we're looking at what our project is at the end of this thing is how do we professionalize emergency management? Craig's like, "Well, why don't you take on something that's actually of a size you can accomplish because that's way too big." Then he went on too about FEMA and blah blah, blah. I told Craig, I said, "Craig, I don't care about FEMA, quite frankly, because when you look at the amount of people who say they're emergency managers in this country, FEMA is the smallest representation in that. There're different missions. Anyway, long story short, you're 100%. It is a huge undertaking.

Chris Geldart:

My point in this is somebody's got to lay out at least what would be the start point so that it can be picked up on from that start point, how would you start to organize? What would that look like. I mean we can do this. We spend, what, $2 billion a year in Homeland Security grants, UASI grants and all that kind of crap. We spend $300 million a year on EMPG when we all know EMPG is what's kept emergency management alive for the last 20 years. There's an immediate change that we should look at.

Bud Mertz:

I think EMPG kept it alive, but on life support too. Sorry to interrupt. You're on a roll here with this.

Chris Geldart:

No, no. You're 100%. You're absolutely right. But it's on life support. Why? Because all that money that's going out, the billion, probably even a trillion dollars, but I don't know; the billions of dollars that have gone out in Homeland Security grant funds, UASI grant funds, that now all they're doing is providing sustainment in most areas and maybe paying for three or four more, five, 10, whatever, depends on where you are, people in your emergency management, homeland security enterprise. Hey, if that just for sustainment, then put that on the local dollar and move those grants over to the EMPG to start to pay for the professionalizing. Or you don't get any of these grant money unless you start to be professionalizing within your blah blah blah. That's what the primary should be coming...

Chris Geldart:

Anyway, it's not an easy undertaking. You're 100% right. The whole thing of most emergency managers are appointed positions no matter what level of government you're at. Now you're relying on the elected official to appoint the right person to the job. You got to put a hook into it somehow. You got to put a hook into it through staff or you got to put a hook into it through something where we got to start professionalizing.

Jim Sheehan:

Chris, the dollar piece. I mean, as somebody in a tier one UASI where we get a good chunk of money, I've oftentimes even with our FEMA rep said like, "Do we have any measurement of efficacy in any of these programs?" Really the whole measurement of success in a grant program is spending all the money.

Chris Geldart:

This is true.

Tom Moran:

You're right on the money. Unbelievable.

Jim Sheehan:

The problem comes in is you're the guy crying out in the wilderness. Sometimes I feel like Charlton Heston in Soylent Green. It's like, why are [inaudible 01:24:03] something that really doesn't work? Because somebody likes it or we've got 10 jobs over there or something like that? I don't want anyone to lose their job, but they should be doing it.

Chris Geldart:

I mean, how many extra sets of turnout gear we pay for in different jurisdictions, you know what I mean? It's like, come on.

Jim Sheehan:

We've had the situation, it's anecdotal, but where one of our Hazmat Team, so we have a decon hazmat, we have a big program, mutual aid and whatnot, but we went to eight Hazmat Teams that were there and we said, "No, we don't provide any kind of everyday usage. This is only extraordinary in training and whatnot." We've had governments come back to us and say, "Hey, unless you buy these ropes for our Hazmat Team, we're not going to be a Hazmat Team anymore.

Chris Geldart:

That's right.

Jim Sheehan:

It's kind of a mentality that happens and you know that budgets get shifted because there's an expectation that grant funding's going to pay for that, not the budget.

Chris Geldart:

Jimmy, I'm with you. At five years I go our council and said, "For five straight years, look, we got to start moving this stuff over on to local funds because these grants are going to start going away." 90% of it's still on grant funds. Back to your point though, you hit it, it is a huge problem. Until we start to figure out, or people start to get serious about we got to do this, we're just going to keep kicking that can down the road. That's what I basically told Fugate.

Bud Mertz:

I just want to say that to throw the other problem in there... I'm sorry about the background noise. Yeah, that's great. I have a grandson with me now. No, just to throw that too, the unfortunate part is it's like you're building a plane as you're flying it because boom, you're in the seat and then all of a sudden you're taking off, you got hazard mitigation to worry about and you got the operations to worry about and all these different things that come at you. In the meantime, how do you get that time to bring that professional level in?

Bud Mertz:

I'm the president of the Pennsylvania Keystone Emergency Management Association; KEMA, it's called. One of our missions obviously is the professionalism of emergency management at all levels including private sector and academia and all that other stuff. We have a nice membership and all that, but again, you're dealing with now people got to take time away from flying that aircraft to maybe throwing a couple pieces to build it together. That just becomes even more difficult that you can't focus on becoming that professional level.

Chris Geldart:

Bud, I hear that. Having been a military guy is what I relate it back to, just because it's easy correlation for me, and for Jimmy hitting the police side. For me, at every level of the military organization, from initial bootcamp training through your young NCO training, to your staff NCO training, to your senior NCO, to your junior officer, to your mid-level officer, to your senior general officers, there is primary military education all along that way. They're required to do those. It's just something that we've got to be able to do in our field. I hear you. It is not going to be easy. It's a hard thing. Until we start to lay out what that looks like and start to make requirements and walk down that road, we'll never walk down the road.

Bud Mertz:

I'm on board. Let's do it.

Tom Moran:

Chris, any next thought, next action on this for now?

Chris Geldart:

No. I mean, I think from what Kelly's point was that he and I need to talk with Jeff. It may not be our cohort, because our cohort is pretty much lined up. We're the second cohort in his thing here, the Vanguard program. I think what his point was that we need to bring this to Jeff and get you all engaged in the conversation with them, and the Crystal Group, which Stan's a good dude. I've known him since you the late 1990s. Anyway, I think it's on Kelly and I to introduce what the consortium is and what it has done into that program, so it becomes a piece of what Jeff's looking at as he's talking to the Vanguard group. I think it's also a good place for him to draw on because I start thinking about the people that have interacted with us from Chris Eisenbrey's sector, from the fleet sector and other people like that, you know Doug, from the food sector, all the folks that we've interacted with. There's some really good people in that that should be in this Vanguard program. There's a couple angles in that I think.

Tom Moran:

I can tell you when we... I don't want to belabor it, but when we had these six former utility guys building these courses, one of the things they said the same thing is, "Within our profession, we don't have a certification, a formal certification program to say you're now capable to do this, capable to do that" in some areas. Now in the nuclear side, you bet; in the transmission side, partial, in the distribution side. They said, "We have the same issue. They just do it through protege mentorship, and you get up to speed and now you can handle it." Carlos could speak to this better, but this would be a really interesting joint opportunity to build some type of certification. It is a big elephant rather, which means you got to break it down into small bites.

Bud Mertz:

The IAEM has an emergency management certification program. You're going to say the same thing I am, so go ahead.

Chris Geldart:

Yeah, that came up in our conversation. The certified emergency manager CEM program. Actually, you guys brought it as well, so yeah they do. There's nothing. There's no bite to it though, right?

Bud Mertz:

Yeah, it's not the bootcamp that it really needs to be.

Chris Geldart:

Bud, look at you and I. We've been doing this for a long time and what qualifications did you and I have when we started in this field and like you, now I've done all the levels of government as well. What are my qualifications now? I'm looking at interviewing for another emergency manager job here soon, I believe. What's my qualification for that when I talk to their appointments' office and all these people? Sorry for my background noise. What are my qualifications? Well, I got a laundry list like you, but of all the disasters that I've done and all the things that I've worked on, the development programs and the preparedness and name it, we got a big laundry list of things we've done.

Chris Geldart:

It comes down to you're pulling somebody in because you got a feeling. My mayor who after I left came back to me and was like, "Okay, who do you know that could be coming in, blah, blah, blah." Her thing was, I'll know the next emergency manager for the city when he walks in or she walks in the door because they'll have the swagger, the attitude, the confidence to lead people through tough times. Okay, I guess that's a qualifier.

Bud Mertz:

I've seen worse.

Chris Geldart:

Quite frankly, it was who she ended up with.

Tom Moran:

That's funny.

Tom Moran:

Well, all right. Any next actions on this? I made some notes here for when we get together, but it seems to me somewhere in here there may be an opportunity, Chris, for us to organize something like joint public private certification. I remember Kent Kildow from Verizon said, "Tom, I spend a fortune every year educating or training 400 of just my people in my group." He said, "I would love to do that in coordination with states so we're all speaking the same language. We all know the principles, but we may apply them differently. If we could come up with some type of, not course completion, but certification", that's right out of his mouth. He's a serious guy, Kent. There may be something there. I don't know. I can follow up with you offline, but I think this is a long ball, no question about it, but you got to start somewhere.

Bud Mertz:

I like Chris's idea of boot camp. They're going to be closing bases up again. Let's just take one of them and a nice 16 week program. We get them fit and out the door, put a sign on saying, "Hire me. I'm trained."

Tom Moran:

I love it.

Bud Mertz:

Go ahead.

Jim Sheehan:

Yeah, listen Tom, I think one of the things that the consortium's done, at least from the very beginning from my involvement, is they've been involved in educating, and I don't mean training, I mean educating. We're having a conversation now about what some of the issues are. My sense is that that's not acknowledged by everyone or known or even thought through. To some degree, bringing people together, having the conversations, even the tabletops and exercises that prove it out. Let's face it, who's involved with the consortium? People that are engaged already, I'll say higher level or higher thinkers. There's a big swath of people out there that really they don't know what they don't know.

Tom Moran:

Yeah.

Jim Sheehan:

I think that's what Chris is talking about for this thing. I mean, just look at the economy of scale. If you're running an emergency management organization at any level, you've got certain positions that have to be filled. Some of those they certainly could be shared. At least in the Northeast, we don't have that kind of a mentality where we work on a regional level. I think Cal OES is kind of an example of an agency that really embraces the statewide and most of the state is, other than the lower cities is regionalized. Just something educational along that line.

Chris Geldart:

So Tom, this is my point to Craig Fugate. This is a very small example [inaudible 01:35:48] and we're all screaming basically the same thing. When Craig Fugate says, "Well, why don't you take on something... That problem's too big." I say to him, "Well, guess what? There's so much energy out there to fix this problem that it ain't too big." Somebody just needs to get out in front and say, "Hey, let's throw something down on paper that looks like some way to organize these thoughts and let everybody throw rocks at it and get in the game." Anyway, that this was just a ratifying conversation for me on what Kelly and I are trying to do with this Vanguard game.

Tom Moran:

Yeah. Okay. Well, this could be the consortium's contribution to the future of emergency management. I know we're not getting any younger.

Chris Geldart:

That's why I was saying Kelly's not buying any green bananas anymore.

Tom Moran:

All right, very good. Well, we're at the end of the agenda, so we don't have a quorum here, Chris, so I guess you could just call it. I'll follow up with you with stuff offline.

Chris Geldart:

Okay. Hey, thank you guys and thanks for the great conversation, Bud, Jim it's always great hearing from you. I think Chris may still be on.

Tom Moran:

Okay. Chris had to drop.

Chris Geldart:

Okay. Yeah, I really appreciate it. Thank you guys.

Tom Moran:

All right everybody, be safe. Have a nice evening.

Bud Mertz:

Thank you.

PART 4 OF 4 ENDS [01:37:22]