

>> President Lewis: All right.  
Good evening everyone and  
welcome to the February 1  
meeting the Cerritos College  
Board of Trustees at this time.  
I will take any request for  
agenda reorganization.

>> Could you please move Item  
7 to the next item of  
consideration?

>> President Lewis: Is there  
any objection? Seeing none  
we'll move to Item 7 and that  
being a Institutional  
Presentation and recognized  
Classified Employee of the Month  
and recognize the Classified  
Employee of the Month for  
December 2016. Come on up.  
Claudia Cruz.

>> Thank you for moving the  
item.

>> Thank you.

>> Dr. Fierro: Claudia begins  
her shift at 4:30 so she has to  
go to bed early. We appreciate  
-- I don't know what is going on  
with the mic -- for the item to  
be considered ahead of time. It  
goes without saying that our  
custodial team is an excellent  
team at community college and  
Claudia is obviously a shining  
example of that. Every time I  
have guests on campus including  
today actually I always get  
comments how clean and how nice  
our campus is looking so just  
team members like Claudia they  
help us maintain the campus the  
way it is so she was nominated  
by the Dean of the Library for  
going above and beyond on many  
occasion and worked on concerns  
and finding a long-term solution  
and staff considers her as part  
of a team and commend her for a  
well maintained study area which  
is essential for the students  
and a positive attitude which  
boosts morale around the

library. If you have been to the library around a busy hour I have no idea how you keep that clean because there's a million students all the time and thank you very much. Your dedication commitment and willingness to go above and beyond to meet the needs of the student and staff are exceptional. The Administration, staff and students appreciate your personal attributes and your outstanding efforts. We're proud you're an Cerritos College employee and commend you for your outstanding service and dedication. Thank you for a job well done.

[Applause]

>> Thank you very much. I really appreciate it a lot.

Thank you.

>> Thank you.

[Applause]

>> President Lewis: All right. Next we will move to comments from the audience regarding close session. Are there currently any comments at this time? Seeing none we will move to close session in which we will have two items, the President and Superintendent Mid-Year Performance Evaluation, and conference with Labor Negotiators. We will see you back at 8:00 o'clock. (closed session).

[GAVEL]

>> President Lewis: All right. Good even everyone and welcome back to the February 1 meeting of the Board of Trustees. Right now we have the pastor to give the invocation. Make sure the mic is on. Yeah, we're having issues with the mic over there.

3

>> Thank you so much. Thank you for the opportunity to be here this evening. As Trustees you have a big respons shaping the lives of many, many students and it's an honor for me to be

here tonight. Let's pray.  
Heavenly father we thank you for  
this evening that you given us.  
Thank you for the opportunity to  
be here and Lord I would pray  
and ask is that you fill this  
room with wisdom and guidance  
and direction and as students  
are impacted by the decisions  
that are made here that they  
would be comforted, pleased and  
moved forward in their lives  
because of the unity and the  
trust that is here in this room.  
Father we ask that you would  
just continue to pour out your  
grace and unity upon this land  
that we have that we live and  
work in and try to make a  
difference in. We give you the  
praise and honor for you in  
Jesus name I pray amen.

>> Thank you pastor. At this  
time we will have the Pledge of  
Allegiance lead by Trustee  
Camacho-Rodriguez.

>> I pledge allegiance to the  
flag to the United States of  
America and to the Republic for  
which it stands, one nation  
under God, indivisible, with  
liberty and justice for all.

>> President Lewis: Can we  
have the roll call.

>> Board President Lewis.

>> Here.

>> Board Carmen Avalos.

>> Here.

>> Board Member Shin Liu.

>> Here.

>> Member Camacho-Rodriguez

>> Here.

>> John Paul Drayer.

>> Here.

>> Marisa Perez.

>> Here.

>> Sandra Salazar.

>> Here.

>> Karen Patron.

>> Here.

>> And President  
Superintendent Fierro.

>> Here.

>> President Lewis: All

present. At this time we will take requests for reorganization of the agenda? Seeing none we'll move to comments from the audience. Is there anyone wishing to give -- would you prefer to speak on this item at the item's consideration or right now?

>> [INAUDIBLE] [Off Mic]

>> President Lewis: That's fine. You can go ahead and sit down. We have your card. We won't forget. Don't worry. Seeing no other comments from the audience we will move to constituent groups. Is there any constituent group to give a report? All right. Seeing none we will move to Item 8 which is -- rather the Consent Calendar Items 1 through 25.

>> John Paul Drayer: Move to approve.

>> President Lewis: All right. Is there a second?

>> [INAUDIBLE] [Off Mic]

>> President Lewis: At this time would you like to come and speak on Item Number 8?

>> Hello. My name is Rodrigo and a second semester student at Cerritos College. I am here to introduce myself to you. I'm the Chief Justice of the Associated Students of Cerritos College. I felt it was my duty to introduce myself to you and I'm a member of the student population involved in

5

government and I am here to speak on behalf of the Dr. Haas and traveling to Ireland and as a history major it's about living it and the way the college can fill full the Mission Statement and the community and allow the professors to travel and bring the experience back to the students. As an undocumented student I am undocument to leave the country by fear of not returning but there are things

can I learn as a student and learn from others that have spoken to those in the field and things that I am passionate about and in this case he will be speak going woman in northern Ireland and achieve peace during the IRA and the United Kingdoms government and fought over independence and a specific issue in the times that we live in and consider the things while the United Nations speaks of self determination of the people and governments have the right of self governance and what is important in their interest and it's important for me that a professor can travel outside the United States and bring a international sense especially those are unavailable to that approach and governance and culture that resonates. Thank you.

>> President Lewis: Thank you. Is there any other board comments on any of the items and I want to clarify it's Items 1 through 24, not 25? Without objection this motion passes. All right. We move on to Item 25 which is the College Coordinating Committee minutes. I will entertain a motion at this time?

6

>> [INAUDIBLE] [Off Mic]

>> President Lewis. Sufficient second? All right without objection motion passes. Item 26 a three month look ahead schedule of RFP and RFQ solicitations.

>> Marisa Perez: Move to receive and file.

>> Is there a second? Without objection the motion passes. Item Number 27 the Feasibility Study Report and we will receive an update on the Feasibility Study Report.

>> Dr. Fierro: Good evening and we have our report on the feasibility study. I met with

morning at 7:00 a.m. with the Foundation Board and we had a very healthy discussion about the Feasibility Study. We conducted last year and was presented to you during the last board meeting. The foundation board was very supportive, and they are willing to move forward with the Feasibility Study.

They had a few concerns that I told them that I think we can work through them. Their first of their concerns is appointment of the board to represent the board -- the foundation board, so they are wondering obviously who will be ultimately appointed but their main concern is whether or not there will be support to appoint a Board Member or a couple of Board Members into the foundation. They feel that the collaboration that we're going to enter into will require a closer relation and looking at those positions in a different ways than we have in the past. The next item is obviously -- I don't know I -- the rest this table will be committed to do some of the leg work that is required in order to make a major gift campaign success. Obviously we all know it takes a lot of time and commitment to cultivate donors, meet people, show case the college. I told them yes they was very willing and committed to make it work. Obviously it's for the benefit of the institution and our students, and I said that I will bring that to your attention tonight, but my read from our previous conversations is that you had an interest on working on this in different capacities moving forward. The next part which has been actually a consistent team on the different commitments and studies that we made throughout campus is the

advertising and branding of our campus. If you remember last meeting we had a conversation with the educational Master Plan consultants and there was one of the top items. We need to market our campus differently. We need to tell the community what is it that we do. People know where we're are and we're a college but it seems the achievements and the good things we're doing here are not being translated into the community, and that was relatively evident a couple of weeks ago when I had a foundation member come to my office to visit and we walk around campus. I show him around, show him the buildings, talk about the programs we had and he said "I have been serving on the foundation for "X" number of years and I didn't know any of this. I had never really taken a tour into the campus" so it looks like the conversations we're seeing around campus and with some member it is of the community are accurate. We probably need to do a little -- take a different angle on branding of the college and starting to highlight more some of our achievements especially during the major gift campaign, so this was a concern of them and obviously I reassured them we had conversations. We obviously had seen some of these prior want I remember having a few conversations with Miya Walker our public information office and she's been talking about branding campaign and a way to present the college in a new look into the community so all these things are combining very nicely into a single effort that may translate into accomplishment of multiple initiatives moving into the future. Obviously you know that

working goal that was given to us last week is between ten and 12 and a half million dollars. It's a lofty goal and the major campaign and we have to build the infrastructure and including alumni base. We don't really have an alumni base. We have to build that. we have to do major donor cultivation and obviously we have to run with the infrastructure of the foundation to have the manpower to get us there which leads me into the next topic of conversation that we with the Board of Directors this morning.

And it was whether or not we're willing to seed the money that is needed to work in a Major Gifts Officer and Director of Alumni Relations so the conversation essentially revolves around providing seed money of about \$500,000 and after that the expense is transferred to the foundation within a period of two to three years. It is obviously a substantial amount of money, but the foundation will be contributing around \$200,000 for this campaign so all in all the cost of the campaign could be between \$700,000 to \$750,000 including donor cultivation and salary and benefits over a period of three years. If we look at the opportunities for renew let's assume we hit the lower end of the scale. We're talking about \$10 million the return on report is 93 cents per every dollar which is obviously the highest rate of return and investment when you do gift solicitation is usually to direct giving. Most of the things we conduct through the foundation for instance the golf tournament it's a great event and brings good revenue costs between 40 to 60 cents on the dollar so for every dollar we

have it's 40 to 60 cents we made and in the tournament it's close to 60 cents of dollar we spend. And we still have the money but a gift campaign is more efficient in that regard. Part of the idea of having a major gift officer and having an alumni relation is to be able to build infrastructure the way we currently don't have and utilize the campaign some means of increasing the power capacity of our current foundation -- it is producing revenue larger than a million dollars per year, but it is being in the same level of revenue for a number of years now meaning the capacity that we currently have has been maximized so usually what you see on the investment is somewhere between seven to ten times what you put in and we're close to that so a gift officer should be able to produce at least seven times of the cost of their salary in revenue once they have been established so what we do if we decide to go this route is essentially seed them to begin to be foundation employees and after that they're responsible for covering the cost of their own operation based on their fundraising capacity. The increase is obviously the revenue that we bring to the foundation outside of the major gift. It will help us create an endowment which we don't have one at the institution, and will help us with transition and the foundation. As mentioned today during the meeting he's likely to be here three -- maximum of four more years. He is starting to think about retirement so we will have to plan and determine whether or not we want to capitalize on the relations that he has created over the last 17 years that he has been with the

institution so part of what I have been thinking on this is obviously present it to you, get your thoughts on it, but create an operational MOU between the college and the foundation outlining what we are expecting to see on the campaign, the type of efforts we want to see, obviously what we commit to do for them because it's not only about the money. The money without the effort and knocking on the doors and making the ask will not translate into the revenues we want, and obviously leading into a MOU to tell us how we're going to operate and where we expect of them if we decide to seed them to do that type of effort. It is an ambitious initiative but I am confident if we actually put the effort into it we will be able to increase the revenues of the institution. Obviously this is a working goal -- we will know what the actual goal is once E go into the phase and calculate and work with some of our major gift donors and if we reach specific numbers once we begin the quiet phase of the campaign we will know what our end goal S usually the quiet phase of the campaign and usually about six months should produce 50% of what we expect to gain out of the campaign and we need to work hard that in the first eight months produce the highest return so we have a good chance to reach our goal but even if we didn't get -- which I hope we do get obviously to the \$12 million. Even if we fell below the 10 million threshold our return on investment is still roughly 80 -- 87, 85 cents per dollar invested.

11

>> President Lewis: Any comments?

>> What are the cons to this if we go forward with this?

>> Dr. Fierro: I'm sorry?

>> Karen Patron: We see the pros and what are the cons on this and will it affect the students in any way?

>> Dr. Fierro: They're not really any negatives unless we do nothing so if we decide to invest and we never go and solicit and invest and never do donor cultivation and invest and

don't ask for money because asking for money sound easy but it's difficult to sit down and

"Hey are you willing to five me two, two, three, \$5,000? It's comp eight caked. --

complicated and I don't see a down goal even if we don't make the goal and more than the three period we will recover the investment and the money -- the biggest chunk of the money will go to scholarships and endowments so half of the money that is collected for the scholarship will become permanent endowment generating interest so we can use those every year for scholarships, and the other part will go for immediate expenditures in scholarships. Then there is another category for faculty innovation and classroom development and different areas including CTE, Nursing and the Arts and so on and at the end of there is the corporate college initiative which resonated well with industry, so what you do in these cases have a bucket of different initiatives that appeal to particular donors and while I don't expect to see for instance citizen -- private citizen providing dollars for the corporation college I expect to see one of the our business saying this will benefit for -- going to benefit my employees so they will contribute to that type of resources. The negatives are minimum and self

inflicted essentially so if we decide not to act on it then we're in a position of not recuperating the money but as long as we're committed to the work I guess that is the caveat here if we say yes we really need to work because the only way tell go south is if we don't do our part.

13

>> President Lewis: Anyone else with a comment? All right. Sorry. Trustee Perez.

>> Marisa Perez: Thank you very much for the report. I have a couple of questions and feedback. One just to confirm so the college itself would have to contribute approximately \$500,000 to start this effort?

>> Dr. Fierro: Correct.

>> Marisa Perez: And the foundation is contributing \$200,000 approximately. What is the likely source of funding that the college would use for the \$500,000?

>> Dr. Fierro: What I have been thinking is -- there are a couple of options. The first one since roughly 75, 80% of the resources that are going to be collected for scholarship and faculty innovation I am thinking we could tap Vintage since those have been distributed for students initiatives, and do two, three disbursements on the foundation once we have clarified what the MOU is and they're in agreement with it. The other part is right now we are -- we have an agreement on economic development with the foundation, and bill the foundation every month for some specific costs so we can say okay we're going not bill you for "X" number of months or years so you can use those resources to start of process of looking for the Major Gifts Officer and Alumni Director and not transfer as much money to

begin with so there's a couple of variables what I am looking for alternatives that are not necessarily impacting the General Fund, and to distribute it over the longest period of time as we can negotiate with them.

14

>> Marisa Perez: And the \$500,000 is over a three year period, correct?

>> Dr. Fierro: That's what I would like to negotiate it with them, correct the longer we can extend it the better especially getting close to the end of the fiscal year. Part of the early success of the campaign the faster we can start because when the consultants go and interview people they -- when they identify major donors during the introduce they probe them a lot and see if they're going to actually contribute so they shop short of asking for money at this point so we need to go quickly, present the results of the study and show the commitment and a very fast turn around to ask for money so we can't let this sit too long and people that want donate will write a check to another place of interest.

>> Marisa Perez: All right. I just have general feedback. Thank you very much for the presentation. I think the first item on branding of the college. I think that is very key. We heard that last week too when talking about the educational Master Plan moving forward and I think it's key as part of this MOU and budget development to see about resources for outside consultant to help with advertising because I think branding is something that could be very, very successful if done right and I know we have limited in house resources for that so I think supplementing our staff

15

with an external consultant who has successes already in branding particularly colleges, universities -- again in the educational field will be help. I think so I would definitely try to consider that as part of the MOU development and I think the other thing in regards to the two positions I think details when you come back to us with more details about how much they're paid at colleges, what the success rates have been? Sound like seven times their salary that sounds good but is it something that could be achievable here in this market and this district and our alumni and that is good. I think the other thing too in regards to the Foundation Board and the lack of Board of Trustees on the Foundation Board I know it's been time I know we can have three members from our board on the Foundation Board so I think right now we have zero members since Mr. Arthur is no longer on our board but I think having a discussion, whether agendizing it or seeing who wants to do it but again it's going to be part of our responsibility as a Board of Trustees to ensure this is successful because we're going to have to be there to support this and support Dr. Fierro in this effort too as well so I would like to see that we can -- I don't know if we have to agendize it, if it's a formal process or the Chairman can pick us and however so we can move forward on that and then in regards to drafting the MOU and moving forward on this what's the next step and how soon will you come back with a draft MOU or budget, next steps?

16

>> I have been working on the MOU so a couple of drafts ready and I will run it by legal and so on to make sure that

everything is okay, so if today you feel there is something you want to support I will make sure the MOU is here next time we have a business meeting and I will make sure at the same time Steve is working on his end so we can essentially as soon as say approve we're moving and like I said the initial stage is very important so if you feel it's something you want to support and have me finish drafting the MOU and bring that I will have it ready by March 1.

>> [INAUDIBLE] [Off Mic]

>> Karen Patron. .. the scholarships are they for general students or athlete and I remember we did last time for athletic.

>> Dr. Fierro: All Cerritos College students.

>> Karen Patron: That's all I need to know.

>> President Lewis: Any other comments real quick? Seeing none we will move to comments from district officials starting with Trustee Patron.

>> [INAUDIBLE] [Off Mic]

>> Yes.

>> Karen Patron: I want to thank the board for allowing me to go to Sacramento one more time. Thank you for giving me an experience to meet public officials. I've actually never done it. I have been at the capitol and visited the rose garden in elementary school and thank you for the experience. I want to thank the ACC for the commitment to undocumented student students. They passed

today legislation that will allocate \$10,000 to fund a group for individual access to advising and counseling so if a undocumented student has questions their situation or a lower they decided to get that legal counsel available and thank Dr. Jay for allowing us

and helps us out. I appreciate it. Next week is club week. Just a reminder please attend if you're able to. Also we have black history month going on. That's a whole month, not just one day, so if you're able to attend some of the events the student body would greatly appreciate it. Thank you so much President Lewis: Trustee Perez.

>> Marisa Perez: Thank you very much. I want to recognize two guests and Cindy who is from the national association of Latino elected officials and she is here to observe and meet us so I wanted to thank her first and recognize Linda from the campaign for college opportunity. She's been here before and thank you very much for being here. We appreciate the support your organizations give our colleges and colleges across the state and thank you very much. Dr. Fierro and I had the great pleasure last Friday of attending the first Bellflower Unified School District state of the district and it was fantastic. I was just blown away about everything that Dr. Jacobs and Board of Trustees and his leadership team across the district is doing. One of the slides is all about Cerritos College and he definitely recognized everything we were doing at the college in support of their efforts and recognize everybody involved here at our college and it's well recognized and it was a really one of the highlights I believe of the achievements of the school district and recognize and thank him and everybody for hosting us. It was a fantastic breakfast. I also had a very good time along with Trustee Patron, several of us at the CCC conference in

Sacramento. It was very busy, long three days, but we had great opportunity to learn about a lot of the issues that we talk about here, talk about the state budget of course which is on the mind of everybody, and had a chance to visit with many of our legislators inside the capitol, so again I wanted to thank everybody for going. I think we learned a lot. I will let everybody else talk about it more too as well and wanted to say thank you. Yesterday I attended the state of the city in the city of Lakewood along with [INAUDIBLE] and Tony and we had a good time hearing about everything going on there so it's the start of the state of the cities for us so there's a bunch of them coming up the next few weeks so I wanted to thank the city for hosting that. I also wanted to read this wonderful Email from one of our faculty members who everybody knows. It's from professor frank [INAUDIBLE] and "I am happy to announce that the global interns project is recognized by the teachers of English as the exemplary two college program in English for the category reaching across borders. On behalf of the

19

department and the student Equity Committee we will be attending the awards in March in Portland. Thank you very much for the support. We have seven partnerships between graduate students from local universities that mentor faculty in the department and I wanted to recognize him and everything he does in the English Department in this program that he is launched especially just to thank the student Equity Committee because without the funds he couldn't launch this effort and wanted to recognize

him as well and unfortunately I wasn't able to attend because I had a board meeting but we had another college night at Mayfair High School in Bellflower Unified School District and Dr. Fierro mentioned that the room was packed and I was leaving my house I saw a lot of parents there and recognize the educational partnership programs. As you know they're doing a series of parent nights at all of the high schools in the area and they have been successful so you can probably get a Dr. Fierro to all of us to the high schools and if we have the opportunity to show your support it's well received in the community and thank everybody who working on that on behalf of the college as well so thank you everybody.

>> Thank you. I will be brief. We had a wonderful weekend and one of the events that we attended was the veterans caucus and so I am just hoping with the information we brought back consider having Board Members become members of the caucus so one of the things

20

that was interesting that maybe we could look at the Cerritos College is they had mentioned that many of the colleges are having issues when vets are having their applications completed for benefits and one error could kick their application back and set them back 30, 60, 90 days so one of the things that I am grateful Dr. Fierro for when we went to see our representatives is basically just mentioning that we should probably find a way to streamline benefits for our vets. Make it something as simple you know we have financial aid dropped into an ATM so something similar where they don't have to wait as long

for their benefits so that was just the information they got and we enjoyed the caucus.

Thank you.

>> President Lewis: Trustee Avalos.

>> Carmen Avalos: Well, I have nothing to report. I did miss the conference but I know my colleagues are going to give me a lot of information. I hope you did enjoy it. It's definitely a lot of information and exciting to connect with colleagues and legislators so I am glad you went. I think it's always one of the walk away trips and you're like wow and you're blown away and now you want to be a State Legislator; right? No, that's it. Thank you for those that went and took the time off to do that.

>> President Lewis: Thank you. Dr. Fierro.

>> Dr. Fierro: So of course we as you hear we were quite busy visiting our legislators in Sacramento. The more I understand how the system work and so on the more productive I found these conversations and the more comfortable I felt speaking with them and advocating for some of the issues that I feel that are relevant, and seeing Karen when going to the different visits -- it almost, almost, made me think maybe I should do this one day and then I changed my mind again and this is not for me so it's different ways to advocate and different ways to present issues, and starting to see more and more how the system work and how to present the different information to the legislators and it's very nice to have them listen and actually take note of some of the items that we were bringing forward. We didn't have a big list but we had items that we found to be relevant for

students and for the health of the system as a whole so we weren't going to places with a long list but very targeted pieces. I felt for the most part every person we spoke with had a about and kept us longer than the time we were supposed to be there trying to get additional background because it looked like we were one of the fee people presenting non repetitive information so it was a good trip all and all. On January 30 I received this Email and usually when I don't find a title I skip through it or you know don't read it and I for some reason I just pay more attention and I read it and said "I'm a local high school teacher who thought it would be a long shot to get someone from community college to come out to speak to my colleagues and

myself. [INAUDIBLE] was a true professional and show kindness and desired to help high school teachers to better prepare the students for Cerritos College. After his visit today I felt the need to pass the message along so there is obviously good work that is being done that we have no idea is happening, and I will not have known he went out of his way to go to the high school without telling anyone and hold a professional development session for some of our high school instructors, so that was really nice to see. I am glad I didn't skip over it because it didn't have a title, so thank you Sunday if you're listening and that's it -- or I forgot. Thank you for everyone that participated in the fair. It was great.

>> President Lewis: Trustee Liu.

>> Shin Liu: Happy Chinese New Year.

[SPEAKING FOREIGN LANGUAGE]

Yeah, and I want to tell you that Cerritos College we always want to promote diverse culture and last year we have Lunar New Year Celebration. We did it so much so we were invited by the city of Artesia to cohost this event February 18. It will be on the Pioneer Boulevard and the Pioneer Boulevard will be closed from 186 to 188 so Cerritos College will be there and we will have the lion dens and the dragon dens and the whole night free food -- food. Remember that but we want to have another one just you know advertise right now. We will have another one for our students during the lunchtime that will be April 19 that we will call the Asian

Cultural Festival and bring the students and community and celebrate together on February 18 and I want to appreciate Miya Walker and Tony, the three of us working very hard with the city of Artesia. Thank you and hopefully we will see you there.

>> President Lewis: Trustee Salazar.

>> Sandra Salazar: Okay. This week I attended NCLR, the presentation on the state of Latinos in California and one of the stats that stood out was that 46% of Latino students in California in the fourth grade were proficient in English in 2015 which again makes sense as to why when we get to Cerritos College it goes up to 88% so there's a lot to be done and I think Dr. Fierro's leadership in talking about really reaching out to middle schools and really trying to address the problem early on instead of just high school, and the other thing I did attend the bizarre with my family. My children loved the event. I want to thank Dr. Fierro and James McDeffot for

the vision. It was really a community builder. You saw people of all ages. You had art for all tastes and preferences. It was a fabulous event and very proud to be part of the college with an event like that and wanted to thank everybody who put that together because I am sure it must have taken a lot of work and thank everyone for that.

>> President Lewis: I also attended both conferences of the effective Trustee workshops as well as the legislative conference up in Sacramento and

both were enlightening in terms of meeting other league colleague and legislators and getting to know best practices of what other colleges can do and essentially having a smaller version of federalism for community colleges that we learn what is working well and other colleges and they can learn from us, and I like to think there's more of the latter than the former, on that so definitely grateful for all the Trustees that came up and got to see the sights and got to learn especially of the roles and best practices that we have undertaken as Trustees entrusted with the position that we have in order to bring the best student success that we can to our community, so I want to thank you for that, and looking forward to -- I just noticed that the Tabor Venitsky Tournament which is February 17-19 and hosted here at Cerritos College and I am looking forward to attending one of those days as I did last year and looking forward to the good speeches, good debates and friendly competition between the various colleges that will be on our campus and the last thing is that I have these Girl Scout

cookies that Trustee Perez is  
selling on behalf of her  
daughter and I am -- (lost  
audio). (end of meeting).