Western Conference of Architectural Registration Boards

MINUTES MARCH 7, 2014 1:15 P.M. WESTIN HOTEL, SAN ANTONIO

MEETING CONVENED BY	Chair Bob Calvani
TYPE OF MEETING	Annual Regional Meeting
ATTENDEES TO ESTABLISH QUORUM (SEE APPENDIX FOR LIST OF ATTENDEES)	Alaska_x_ Arizona_x_ California_x_ Colorado_x_ Guam_x_ Hawaii_x_ Idaho_x_ Nevada_x_ New Mexico_x_ Oregon_x_ Utah_x_ Washington_x_ Quorum Established_x_
INTRODUCTIONS	Chair Calvani asked everyone attending the meeting to introduce themselves and identify their jurisdiction. Introductions were made. There were nine new members in attendance: Pam Hopkins from Colorado; Steve Anderson from Idaho; Rick Stervick, MBE from Washington (for Lorin Doyle who was unable to attend); Scott Harm from Washington, Linda Szymarek from Washington; Kristin Wells from Oregon; Doug Sams from Oregon and Monica Harrison and Tammy Bond, board staff from Nevada. The new and returning members were welcomed.
APPROVAL OF THE AGENDA	Motion Made By: Richard Rearick Second: Mike Bodelson Vote: Passed
APPROVAL OF MINUTES	Motion to Approve Minutes from the June 2013 Meeting in Providence By: Neitha Wilkey Second: Ed Marley Vote: Passed Amendments: Add page numbers for future minutes and amend page two of June 2013 minutes to reflect the wording "broadly experienced interns," instead of "broadly experienced architects."

Agenda topics

REGIONAL DIRECTOR REPORT

GREG ERNY

DISCUSSION

WCARB Regional Director Greg Erny updated the membership on what has been happening with the NCARB Board of Directors:

- **Discussion about the Strategic Plan**: The strategic plan was discussed, how the mission statement is a reflection of the work of the Board of Directors (BOD) along with NCARB's goal of continuing to facilitate licensure, foster collaboration and its goal of providing a centralized location for credential data by having jurisdictions share its registrant/licensee data with the Council. The BOD always keeps the Vision Statement in mind while working on the leadership ideas of the Council; which is to facilitate licensure; foster collaboration and centralize credential data. The core values of the Strategic Plan are: integrity, accountability, transparency, collaboration, leadership and excellence.
- Fiscal Health: Erny gave the members a high level overview of the fiscal health of the Council. Income is ahead of budget projections despite the financial impact of the ARE blackout period. Currently there is a record number of active records being managed by the Council, and NCARB's record applications, reciprocity transmittals and intern record renewals are increasing year over year. Council expenses are about \$300,000 below budget expenses have been reduced within budgets. NCARB paid down its line of credit by \$150,000. Reserves continue to increase. The BOD made the decision to permanently fund a second delegate to both the Regional Summit and the Annual meeting for the foreseeable future. Budget discussions for the 2015 fiscal year will occur at the April 2014 board meeting. Fees: there will be no fee increases in 2014, with the exception of examination rescheduling fees. Resolution 2014-A proposes to freeze Member Board dues through 2017. NCARB has saved money by having fewer face to face meetings, conducting virtual meetings and merging committees. New technology has been invested in allowing the Council to increase its

- services to its members without increasing staff.
- Outreach: NCARB has been continuing its visits to the member boards, the academies and AIA component visits. Mike Armstrong has indicated that it is his goal to visit all of the member boards within four years of his taking over as NCARB CEO. Marketing and communications continues to ramp up with a greater focus being made on social media, blogging, and a new digital magazine. Additionally, the Annual Report is now electronic and can be accessed through the NCARB website. The NCARB Award was recently announced in September 2013.
- IDP news: Recent changes to the program include the elimination of the duration requirement and the modified eligibility date requirement, allowing the intern more flexibility to meet the rigors of the program. NCARB has expanded the role of the Student Coordinator Program to allow AIAS appointed representatives from architectural academies to fill the role. Other recent changes include the intern think tank, modifying the reporting rules, and the highly anticipated launch of the IDP mobile phone application, which allows interns to log their hours from their mobile phone.
- ARE news: The ARE vendor team transition was completed successfully. Prometric now handles the test delivery and Alpine handles candidate and test content management. The ARE blackout period concluded in August 2013. Affected candidates were given a 12 week extension to their rolling clock.
 - Testing volumes are the highest since 2008. Candidates now may immediately reschedule a failed exam, although they still are required to wait six months to retake a failed exam.
 - Erny announced that the ARE My Examination portal was launched in August 2013. The portal will give member boards more flexibility, transparency and access to score reports for their examination candidates. Additionally, examination candidates will have access to their examination history, authorization to test information, and the ability to view their score reports. The My Examination portals allows NCARB direct access to examination data (which they did not have previously) and improved service time for initial licensure requests.
 - Erny told the members that the ARE practice program is now a cloud based subscription service. Users of Windows 64-bit operating systems are provided access to practice programs for a \$10 annual fee. Candidates still using a 32-bit Windows operating system may still access the practice program for free.
 - The Council is now providing international delivery of the ARE. Candidates who live overseas and who have been approved to take the examination by a United States member board may now sit for the ARE in London and Abu Dhabi. Implementation of a test site in Hong Kong is pending.
 - The rolling clock final implementation will affect all candidates that passed some but not all divisions of the ARE prior to 2006. All divisions of the ARE must be taken and passed by July 1, 2014 or any divisions passed prior to 2006 will become invalid.
 - Plans for updating the ARE 4.1 to 5.0 are ramping up. A new test specification was adopted by the BOD in December 2013. The ARE 5.0 will have new performance item types. Case studies are underway. As in all the previous examinations, the new examination will be psychometrically valid, legally defensible, and financially sustainable. The new test specs increase the agility and efficiency of future ARE developments. The anticipated launch date for the ARE 5.0 will be late 2016.
- Special Projects: Changes to the IDP program that will continue to ensure that interns acquire comprehensive experience through a more concise and simplified program. The project team is multi-disciplinary to provide varied perspectives. Input on program changes will be solicited from the Intern Advisory Committee and Licensure Task Force. BOD review and discussion on this topic will take place in April 2014. BEA/BEFA: Council staff has been undergoing a multi-phase study to find ways to reduce the burden and cost of the programs. The BOD will review the study findings and discuss the matter during the April 2014 meeting. Licensure Task Force: is still exploring potential additional pathways to licensure at graduation.
- Other: In an effort to increase communication and outreach, NCARB has invested in a Legislative Tracker Notification Program to notify member board members and member board executives about pending legislation and rule changes within the member boards. Also, the International Recognition Agreement with Canada was approved by a majority of member boards and is now in effect.
- Board of Directors Composition: A Public Director search was held and John Cameron was selected to fill Lynn Axelroth's termed out position on the board. Legal Counsel: A task force was created to select a new attorney for NCARB. The BOD will review recommendations this weekend following the conclusion of the Regional Summit. Investment Advisor: RFQs/RFPs were solicited for

- a new investment advisor to guide the BOD and staff with regard to Council investments. Finally, there will be five new incoming members on the BOD this July 2014.
- Last Words: 2015 Committee Volunteers are being solicited by the President Elect. Erny encouraged WCARB members to volunteer on committees and stated that it is a rewarding experience working with great people for the betterment of the profession. Interested persons should submit their applications to NCARB staff by Monday, March 10, 2014.

Melissa Cornelius, AZ MBE, asked what kind of notification has been sent to the examination candidates about their examination scores obtained before 2006. Erny replied that NCARB notified the candidates numerous times – there were lots of notifications sent to the candidates. Jon Baker asked whether there were any continuing conversations at the BOD table with regard to the Pilot Program for Broadly Experienced Interns? Dennis Ward, who was in the room to talk to the room in support of his candidacy for 1st VP President Elect of NCARB, responded that NCARB staff is working on that topic and said that the BOD will learn more about it at the April 2014 meeting. Liza Provido, Guam MBM, asked about the NCARB app? Erny replied that NCARB IT staff was working on it. Mark McKechnie, Oregon MBM, told Ward and Erny that Oregon has not been hearing any negative feedback from their new architect registrants, which was good. Hans Hoffman, UT MBM, asked Erny why rescheduling the exams had incurred a higher fee – why was that a bad thing? Erny told Hoffman that there are limited slots for examinees to sit for the exam and a rescheduled exam prevents others from having the ability to test in that seat.

At the conclusion of his report, Erny asked for the Region's support as he vacates the Regional Director position and pursues the position of Secretary on the NCARB Board of Directors.

EXECUTIVE COMMITTEE/CHAIR REPORT

BOB CALVANI

DISCUSSION

Regional Chair Bob Calvani gave the following report about what the Region 6 Executive Committee has been working on over the past year:

- Calvani welcomed all the members to San Antonio for the first ever Regional Summit where all the
 regions meet in the same location and come together during plenary sessions, but still have their
 own regional meetings to conduct the work of the Region. Having all regions in one location allows
 for the cross pollination between the regions and also allows NCARB leadership and staff to meet
 with each region without having to travel to another meeting.
- The Executive Committee met in Las Vegas on December 7, 2013 to plan the agenda for this March Regional Summit. A laudatory committee was established to give Laudatories for departing WCARB members. Laudatories will be a standing item on the March and June Regional agendas. The ExCom reviewed the financial statements. The ExCom reviewed and amended the bylaws to provide for a Secretary/Treasurer within the leadership structure of the region. Adding this position on the Executive Committee allows for additional leadership opportunities within the region.
- Calvani and Spaulding attended the Regional Leadership Committee (RLC) in November 2013 and worked with the other members of the RLC to put together the agenda for the March 2014 Regional Summit. Other topics of discussion by the RLC were included a draft rotation schedule for future regional summits and decision regarding who will host the meeting keeping in mind that with the new format, it is possible that a region will host a meeting outside of its own geographical boundaries. The tentative schedule for the next two Regional Summits will be either Las Vegas, NV or Long Beach, CA, in 2015 and in Savannah, GA or Charlotte, NC in 2016.
 - June annual meetings are already set. The locations are:
 - Philadelphia 2014
 - New Orleans 2015
 - Seattle 2016
 - Boston 2017
 - Detroit (TBD) 2018
- The RLC met again in February 2014 to finalize the 2014 Regional Summit agenda and educational seminar and site visit/tour information. Other topics of discussion included NCARB branding, discussion of the work of the Licensure Task Force a pilot program that will allow an intern

- attending an academy that integrates internship/work experience into its curriculum to have the ability to complete his/her education, internship and examination while attending school with the final outcome being the issuance of an architect license by a member board upon completion of the Program.
- The Region 6 Education committee is comprised of Jim Oschwald, Committee Chair, Neitha Wilkey, Ron Abo, Ed Marley. After two telephone meetings, the Education Committee directed Gina Spaulding to work with San Antonio AIA to put together an education program originally intended solely for Region 6, but, during the Regional Leadership Committee, all of the other Regional Chairs and Execs wanted to participate in some type of educational opportunity so Region 6 stepped up and coordinated the educational component of the Regional Summit for all six regions. A good example of good leadership by WCARB.
- Calvani serves as a member of the Committee on Education. He told the Region that the education committee has been working on new item types for the new ARE 5.0. The 5.0 will have six divisions, instead of the seven that now comprise the ARE 4.1. The proposed ARE 5.0 divisions are: Practice Management, Project Management, Programming and Project Analysis, Project Planning and Design, Project Development and Documentation and Construction Phase Services and Project Evaluation.
- Calvani suggested that the one of the strategies the region might consider is one that is similar to what Region 3 has been doing for many years and that is to vote as a block for our candidates that come up from within our region so that we have the opportunity to help them achieve a spot on the NCARB Board of Directors if they have the passion and desire for it. Calvani suggested that "Region 6 Leadership Strategies" be a regular item on the March annual meeting agenda and told the membership that the item would be further discussed later today.
- One of the items that the Regional Leadership Committee identified as a potential discussion point
 was to garner feedback from the individual states regarding any emerging legislation or regulations
 that the membership could share with each other and report out at the Saturday plenary session
 with all regions present.
- Calvani showed a YouTube clip that talked about emerging professionals in this new age and the gist of the clip deliberated the title they wished to be referred to. Hint: it's not "intern."
- In closing, Calvani expressed that he has enjoyed serving as the Chair of Region 6 and asked for the region's support as he pursues the position of Regional Director.

FINANCIAL REPORT

GINA SPAULDING

DISCUSSION

Gina Spaulding gave the current financial report:

- The 2013-2014 budget previously approved by the membership in June 2013 for the fiscal period of October 1, 2013 September 30, 2014 was provided for review and information purposes. In response to Calvani's suggestion to fund the Education Committee for use in planning educational programs for the region, a line item of \$4,000 was included in the current budget. Also, future budgets will include a line item for Education purposes for the region. Also provided was a copy of last year's budget for comparison and information purposes. It was noted that the current budget is not balanced by \$3,600 due to adding the Education line item. A copy of the 2013-2014 budget has been appended to this document as Appendix "B."
- The Balance Sheet through February 28, 2014 was provided in the agenda packet for the membership. This statement is appended to the end of this document as Appendix "C." The Profit and Loss statement for October 1, 2013 through February 28, 2014 was also provided and is appended to this document as Appendix "D." The Profit and Loss statement for the previous fiscal year of October 2012 through September 30, 2013 was provided and is appended to this document as Appendix "E."
- As of February 28, 2014, total assets from both the checking and savings account total \$179,384.06.
 The region is in good financial shape.

NOMINATIONS – FROM THE FLOOR & NOMINEE SPEECHES

DISCUSSION

Chair Calvani opened the floor for nominations for the Regional Director and Executive Committee Members for WCARB Region 6:

Jay Cone, ID, nominated Bob Calvani for the position of Regional Director, seconded by Neitha Wilkey, WA. As there were no more nominations, Chair Calvani closed the nominations for Regional Director.

Bob Calvani noted that there currently are four open positions becoming available on the Executive Committee, one of which would be for Calvani's remaining year on the ExCom. Calvani opened the floor for nominations:

Bob Calvani nominated Jon Baker from California and Mark McKechnie seconded. Liza Provido nominated Jim Oschwald from New Mexico and Bert Yumol seconded. Jay Cone nominated Hans Hoffman from Utah and Terrance White seconded. Steve Turney nominated Ed Marley from Arizona and Doug Whitneybell seconded. Neitha Wilkey nominated Richard Rearick from Alaska and Jeff Koonce seconded.

As there were no more nominations, Chair Calvani closed the nominations for the Executive Committee.

Each of the nominated candidates gave their speeches to the group – sharing their educational and work history background information along with their reasons for wishing to serve on the WCARB Executive Committee.

BRIEF STATE REPORTS

DISCUSSION

The State Reports are listed on the WCARB web site. Additional information reported from

the members boards is as follows:

- **Colorado**: Joyce Young, MBE told the membership that the Division of Professions and Occupations are moving towards doing away with renewal cards.
- **Oregon**: The board registers firms and is currently working on clarifying those requirements and streamlining the process to make it easier on the registrants.

STATE LEGISLATIVE ISSUES FOR REPORT OUT AT SATURDAY PLENARY SESSION

DISCUSSION

Chair Bob Calvani explained to the membership that the Regional Leadership Committee came up with this agenda items during one of their meetings. The purpose of this item is information sharing between the regions and to provide learning opportunities that are "regulatory" in nature. Each region will ask their members to share any legislative or regulatory concerns, issues, etc. and the Chair of each region will report the information out to the entire body during the Saturday plenary session.

- **Idaho**: It appears their legislature is going to pass a bill that takes away design/review from the cities. Purely aesthetic concerns.
- **New Mexico**: The legislature is addressing a Military Licensing and Use Act, which allows for a disabled preference.
- California: State law now currently allows peer review for the cities and counties.
- **Guam**: Legislature potentially will be looking at Guam's statutes of limitation. Currently the statute of limitation is ten years.

RESOLUTIONS DISCUSSION

DISCUSSION

Chair Calvani led the discussion regarding the draft resolutions for the 2014 NCARB meeting:

- Resolution 2014-A The membership was in favor of this proposal to freeze member board dues until 2017.
- Resolution 2014-B The membership was in favor of these incidental bylaw changes.
- Resolution 2014-C This bylaw change amends the qualifications of regional directors. McKechnie stated that the two new additions to the qualifications for regional director were unreasonable and onerous. Oschwald told the membership that with all the pathways open for architects now, he can't imagine a scenario where an architect cannot obtain an NCARB certificate. Baker mentioned that he thinks NCARB has a bigger problem that this bylaw change isn't going to solve. Rearick said he thought there were lots of ways to serve NCARB without having a certificate, although he personally thinks it's a good idea.
- Resolution 2014-D The membership was in favor of this proposal to modify certain BEA requirements.
- Resolution 2014-E The membership was in favor of this proposal to modify certain education requirements.

BYLAW AMENDMENTS DISCUSSION

DISCUSSION

Chair Calvani explained to the membership the reason why the Executive Committee was proposing a change to the WCARB Region 6 Bylaws:

Article XIV of the Bylaws state that Members will be given a 60-day notice requirement for any proposed Bylaw amendments, and that the purpose of each proposed amendment and the reason for it must be provided. The background, purpose and reason for amending the Bylaws is as follows:

Background: At the regional meeting in June 2013, the membership amended the name of the region from the Western Conference to the Western Council, added the new position of Secretary/Treasurer to the Executive Committee, added a definition for regional director, addressed other housekeeping items and directed the Executive Committee to draft language to break election ties and define the duties of the Secretary/Treasurer.

Purpose/Reason: The bylaws presented to the membership today include draft language to break election ties, proposed language for the duties of the Secretary/Treasurer and to indicate that the Education Committee shall be comprised of three members of the general membership and shall be chaired by the Vice Chair of the Executive Committee.

The proposed language for Article VII: Executive Committee, section 1.1 reads:

"Any candidate running for the Executive Committee shall have the opportunity to address the membership. In the event of a tie for an election to serve on the Executive Committee, the candidate shall have the opportunity to readdress the membership, followed by a brief period of time to caucus again by the membership. There shall be one more opportunity to revote. In the event of another subsequent tie, the winner will be decided by cutting a deck of cards. (The Ace of Spades is the high card)."

After a spirited discussion, the consensus of the membership was that they should have the opportunity to revote on a tied election as many times as is necessary until a clear winner is declared. Chair Calvani called a vote on the matter.

Motion made by Jim Oschwald to accept the bylaw amendments regarding Article VII, section 1.1 as written. Seconded by Richard Rearick. Vote: Yes: New Mexico, Alaska. All other member jurisdictions voted no. Motion fails.

Motion made by Mike Bodelson to rewrite the proposed bylaw amendment for Article VII, section 1.1 to include language that allows as many revotes as necessary until an election tie results in a clear winner. Seconded by Jon Baker. Vote: All in favor. Motion passes.

Motion made by Jon Baker to approve the remaining bylaw amendments as written. Seconded by Hans Hoffman. Vote: All in favor. Motion passes.

REGION 6 LEADERSHIP STRATEGIES

DISCUSSION

Chair Calvani asked the membership what kind of leadership strategies they wanted to see from their Executive Committee.

Calvani led the membership through a discussion on possible leadership strategies the region could consider as a way to promote more leaders from Region 6 up to the NCARB BOD level. Suggestions were made such as voting as a block in support of WCARB members. Other suggestions included possibly having the Executive Committee institute a mentoring program – put it under the Education Committee. It was suggested that the previous regional chairs and regional directors assist with mentoring future leaders. Others liked the idea of the Executive Committee putting together a WCARB new member orientation. It was decided that Region 6 will continue to collect suggestions and have the Executive Committee work on them.

WCARB LAUDATORIES

DISCUSSION

Chair Calvani asked Executive Committee member Richard Rearick to update the membership on any Laudatories for outgoing/termed out members

Rearick reported that there were no termed out members at this time, therefore, there are no laudatories to be presented at this meeting.

ELECTIONS

DISCUSSION

The Election Committee conducted the Elections and reported that:

- **Regional Director:** By majority vote, Bob Calvani was elected to serve as the Director of Region 6.
- **Executive Committee**: By majority vote, Jim Oschwald, Hans Hoffman and Jon Baker were elected to fill the upcoming vacancies on the Executive Committee. Ed Marley was also elected to serve the remainder of Bob Calvani's term (one year).
- **Executive Committee Chair**: By majority vote, Jim Oschwald was elected to serve as the Chair of the Executive Committee.
- Executive Committee Vice Chair: By majority vote, Jay Cone was elected to serve as the Vice Chair of the Executive Committee.
- **Executive Committee Secretary/Treasurer**: By majority vote, Jon Baker was elected to serve as the Secretary/Treasurer of the Executive Committee.

NCARB VISITING TEAM AND BOD CANDIDATE VISITS

DISCUSSION

Throughout the day, WCARB Region 6 had visitors from BOD Candidates as well as the NCARB leadership. The synopsis of the conversations generated during the meeting are below:

Dennis Ward, Candidate for EVP President Elect: Ward thanked Region 6 for allowing him to serve on the NCARB Board of Directors. He greatly appreciates all the nurturing, mentoring and relationship building over the past few years. Ward stated that he would like to see NCARB continue to work on being more

nimble. He mentioned that the next ARE 5.0 will launch in less than five years. It will be a much better examination and candidates will love it. The next ARE will streamline all processes. Also coming are more apps and increased marketing of the NCARB brand. Neitha Wilkey asked Ward if he had any new ideas. Ward responded that he wants to focus on branding of the Certificate and creating more value to the Certificate along with a renewed development of the mini-monographs. Pat Bickler asked where NCARB was at regarding the national certificate. Ward replied that he thinks it's a jurisdictional issue. Ward reported that NCARB has selected a new legal counsel that has experience advising organizations, which will be very helpful. Jon Baker stated that he is fearful that NCARB will issue an RFP for the Licensure Pilot Program that will cause academic programs to vie to participate in the pilot program. This will make the programs more competitive and less likely to share information. Has NCARB discussed this? Ward replied that it was a complicated question, but he suspects that the pilot program will have less than a five percent impact on students. The RFP will be so broadly worded to be as inclusive as possible – but the Council is just starting to scratch the surface on this topic.

Kristine Harding, Candidate for Treasurer: Harding thanked Region 6 for making time for her to visit. She complimented Greg Erny as a BOD member – said he does a great job and asks a lot of good questions. She is working on the Audit Committee and the Investment Task Force, whose job is to select the next investment advisor to assist the Council in making good financial decisions. Calvani asked Harding what the savings were when the Council moved from the ARE 3.1 to the 4.0. Harding replied \$4.6 million and the Council is using that money to help candidates. McKechnie said that he understands that the ARE is the gold standard in the US, but is the Council trying to make it the gold standard internationally? Harding replied that Stephen Nutt is working on that in at least one country, but the Council is hoping to see that increase. Provido asked whether the current revenue surplus was a long term trend. Harding replied mostly yes. The four year forecast helps make assumptions so the Council can anticipate future costs. Oschwald thanked Harding for answering the specific financial questions. It's good to have a Treasurer that really understands the financial situation of the Council.

John Sorrenti, Candidate for Secretary: Sorrenti shared his background information with the Region. He said that he would like to see the NCARB brand enhanced. Sorrenti stated that it was his feeling that the goal of NCARB should be to help license more architects. Calvani asked Sorrenti what was his big passion. Sorrenti said that it probably is cross-collatorization to move the profession forward. Also to improve communication and make licensure easier for architects.

Margo Jones, Candidate for 2nd VP: Jones thanked the Region for allowing her to visit. She reported that NCARB has had the same investment advisor for the past 15 years and has put out an RFP to ensure that the Council is getting the best investment advice. Baker asked her why NCARB was interviewing a new investment team. Jones replied that it's best business practices, and that the current advisor is on the short list.

NCARB Visiting Team: The visiting team consisted of Blake Dunn, current NCARB President, Dale McKinney, 1st VP President Elect and Mike Armstrong, NCARB CEO. Dunn handed out the committee service certificates and thanked all the volunteers for their service. Various topics were discussed, and Calvani thanked the visiting team for making time to visit with Region 6.

- Calvani announced that WCARB was scheduled to meet with Region 3 for the networking hour, and the Regional Dinner would follow the networking hour at the Rio Rio Cantina, located on the San Antonio Riverwalk.
- Tomorrow's WCARB Region 6 meeting will follow the morning plenary session and will be an Educational Lecture and Site Visit to the Pearl: A Case Study in Urban Revitalization. He told the members that the learning objectives were designed to provide participants with a unique case study of how adaptive reuse can be a catalyst for neighborhood revitalization and economic development. The site visit will allow participants to explore a wide range of sustainability solution and healthy community initiatives as well as delineate preservation efforts as they relate to the reuse of buildings throughout the campus.

OTHER

MEETING ADJOURNED AT 5:38 PM On a motion approved by unanimous acclaim Chair Bob Calvani declared this meeting of WCARB adjourned.