

COUNCIL OF THE CITY OF PHILADELPHIA
COMMITTEE ON TRANSPORTATION AND
PUBLIC UTILITIES

Room 400, City Hall
Philadelphia, Pennsylvania
Thursday, April 12, 2012
1:20 p.m.

PRESENT:

COUNCILMAN KENYATTA JOHNSON, CHAIR
COUNCILMAN WILLIAM K. GREENLEE
COUNCILMAN BOBBY HENON
COUNCILMAN CURTIS JONES, JR.
COUNCILMAN BRIAN J. O'NEILL
COUNCILMAN MARK SQUILLA

BILL 120251 - An ordinance authorizing the
Procurement Commissioner on behalf of the City
of Philadelphia, to enter into a concession
agreement for the development, operation and
maintenance of an airport advertising program
at Philadelphia International Airport...

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COUNCILMAN JOHNSON: This hearing is called to order. This is a public hearing of the Committee on Transportation and Public Utilities. My name is Councilman Kenyatta Johnson, Chairman of the Committee.

A quorum is present in the presence of Councilman Mark Squilla, Councilman Bill Greenlee, Councilman Bobby Henon.

Will the Clerk please read the title of the bill for consideration.

THE CLERK: Bill No. 120251, entitled "An ordinance authorizing the Procurement Commissioner on behalf of the City of Philadelphia, to enter into a concession agreement for the development, operation and maintenance of an airport advertising program at Philadelphia International Airport; all under certain terms and conditions."

COUNCILMAN JOHNSON: I'd like to also thank all of you for being here today.

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2 How are you doing, Mark?

3 Hey, Maryanne.

4 Will the Clerk please call the
5 first witness.

6 THE CLERK: Mr. Hugh Ortman.

7 (Witness approached witness
8 table.)

9 COUNCILMAN JOHNSON: Please
10 state your name for the record and
11 proceed with your testimony, Mr. Ortman.

12 COMMISSIONER ORTMAN: My name
13 is Hugh Ortman, Procurement Commissioner
14 for the City of Philadelphia.

15 Good afternoon, Mr. Chairman
16 and members of the Committee on
17 Transportation and Public Utilities. I
18 am Hugh Ortman, Procurement Commissioner
19 for the City of Philadelphia, and I am
20 pleased to appear before you today to
21 testify in support of Bill No. 120251.

22 Bill No. 120251 will authorize
23 the City of Philadelphia, through its
24 Procurement Department, to enter into a
25 concession agreement for the development

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2 and operation of an airport advertising
3 concession program at the Philadelphia
4 International Airport.

5 In accordance with the Home
6 Rule Charter, Section 8-201, the City,
7 through its Procurement Department,
8 engaged in a competitive process and
9 issued a Request for Proposal on August
10 12, 2011 for the development and
11 management of an airport advertising
12 concession program at Philadelphia
13 International Airport. The City received
14 five proposals, one from Clear Channel
15 Airports, Titan Outdoor LLC, JC DeCaux,
16 Elixir XES 3D LLC, and Corey Airport
17 Services. Clear Channel was selected as
18 the successful proposer.

19 The concession agreement will
20 be managed by the Division of Aviation.

21 The City requests authorization
22 to enter into an advertising concession
23 agreement with Clear Channel.

24 I greatly appreciate the
25 opportunity to speak with you today in

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2 support of this bill.

3 Thank you.

4 COUNCILMAN JOHNSON: Thank you.

5 Any members of the Committee
6 have any questions?

7 COUNCILMAN GREENLEE: Good
8 afternoon, Mr. Ortman.

9 COMMISSIONER ORTMAN: Good
10 afternoon, sir.

11 COUNCILMAN GREENLEE: I know
12 Mr. Gale is testifying too. Is there an
13 equal opportunity plan here?

14 COMMISSIONER ORTMAN: That's
15 what he's going to talk about.

16 COUNCILMAN GREENLEE: He's
17 going to talk about that? Okay. Fine.
18 Thank you.

19 Thank you, Mr. Chairman.

20 COUNCILMAN JOHNSON: Any other
21 questions from the members?

22 COUNCILMAN HENON: Yes,
23 Mr. Chairman.

24 COUNCILMAN JOHNSON: Recognize
25 Councilman Bobby Henon.

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2 COUNCILMAN HENON: Thank you,
3 Mr. Chairman.

4 Good afternoon, Mr. Ortman.

5 COMMISSIONER ORTMAN: Good
6 afternoon.

7 COUNCILMAN HENON: I just have
8 a couple of quick questions. This is a
9 seven-year term; is that correct?

10 COMMISSIONER ORTMAN: Yes, but
11 Mark will again approach the subject. It
12 is seven years.

13 COUNCILMAN HENON: But it's a
14 seven-year term. The contract, this is
15 coming out of the Procurement Department,
16 right?

17 COMMISSIONER ORTMAN: Yes.

18 COUNCILMAN HENON: Is this a
19 contract, advertising contract, that
20 has -- has it always been a seven-year
21 term?

22 COMMISSIONER ORTMAN: This is
23 the first time I've been involved with
24 it, so I don't know the answer to that
25 question, but I'm sure Mark will be able

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2 to give it to you. I've only been
3 Commissioner for three years, four years.

4 COUNCILMAN HENON: Well --

5 COMMISSIONER ORTMAN: So I
6 don't know what it was before.

7 COUNCILMAN HENON: I'll reserve
8 my questions for Mark. Thanks.

9 COUNCILMAN JOHNSON: I would
10 like to acknowledge the presence of
11 Councilman Brian O'Neill.

12 COUNCILMAN O'NEILL: Thank you,
13 Mr. Chairman.

14 COUNCILMAN JOHNSON: Any other
15 questions from members of the Committee?

16 (No response.)

17 COUNCILMAN JOHNSON: No further
18 questions, thank you very much.

19 Can we proceed to the next
20 witness, please.

21 COMMISSIONER ORTMAN: Thank
22 you.

23 THE CLERK: Mr. Mark Gale.

24 (Witness approached witness
25 table.)

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2 COUNCILMAN JOHNSON: Mr. Gale,
3 can you state your name and your position
4 for the record, please, and proceed with
5 your testimony.

6 MR. GALE: Certainly. Good
7 afternoon, Mr. Chairman and members of
8 the Committee on Transportation and
9 Public Utilities. My name is Mark Gale.
10 I am the Chief Executive Officer for
11 Philadelphia International Airport, and
12 I'm pleased to appear before you today to
13 testify in support of Bill No. 120251.

14 As you know, Philadelphia
15 International Airport is owned and
16 operated by the City of Philadelphia.
17 The Airport is totally self-supporting
18 and uses no local tax dollars. The
19 Airport is our region's premier economic
20 engine. Philadelphia International
21 Airport generates more than \$14 billion
22 in regional economic activity and
23 accounts for more than 141,000 jobs
24 within this region.

25 Bill No. 120251 will authorize

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2 the City of Philadelphia, through its
3 Procurement Department, to enter into a
4 concession agreement for the development
5 and operation of an airport advertising
6 concession program at the Philadelphia
7 International Airport, under certain
8 terms and conditions.

9 In accordance with the
10 provisions of Section 8-201 of the Home
11 Rule Charter, the City engaged in a
12 competitive process and issued a Request
13 for Proposal on August 12, 2011 for the
14 development and management of an airport
15 advertising concession program at
16 Philadelphia International Airport.
17 Clear Channel Outdoor Incorporated, doing
18 business as Clear Channel Airports,
19 submitted the successful proposal.

20 If approved by Council, the
21 advertising concession program with Clear
22 Channel would provide an innovative
23 advertising approach at the Airport and
24 will generate a significant revenue
25 stream. The minimum annual guarantee for

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2 each of the first two years is \$2.7

3 million. The minimum annual guarantee

4 will increase in each of the three years

5 through seven to \$3 million. In

6 addition, Clear Channel will make a

7 capital investment of \$3,006,939.

8 Furthermore, the traveling public will be

9 provided with useful information

10 respecting goods and services available

11 in and around Philadelphia.

12 Clear Channel has a 13.6

13 disadvantaged business enterprise

14 commitment with Trent Communications,

15 which represents \$5.3 million in sales.

16 That's over the life of the seven-year

17 contract. Trent Communications is a

18 locally owned ACDBE, which is Airport

19 Concession Disadvantaged Business

20 Enterprise, certified by the statewide

21 Pennsylvania Unified Certification

22 Program, otherwise PAUCP.

23 The Division of Aviation shall

24 manage the concession agreement for the

25 City. There will be no General Fund

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2 impact. Therefore, the City is
3 requesting authorization to enter into an
4 airport advertising concession agreement
5 with Clear Channel.

6 I greatly appreciate the
7 opportunity to speak with you today in
8 support of Bill No. 120251, and I, along
9 with members of my staff, are happy and
10 prepared to answer any questions that you
11 may have.

12 Thank you.

13 COUNCILMAN JOHNSON: Thank you,
14 Mr. Gale.

15 Members have any questions?

16 COUNCILMAN GREENLEE: Thank
17 you, Mr. Chairman.

18 Just reiterate my question to
19 Mr. Ortman. I see what you said about
20 the commitment, but isn't there supposed
21 to be with something this large an actual
22 EOP?

23 MR. GALE: Councilman, with
24 respect to the question regarding an EOP
25 and as it relates to ACDBE programs, I'm

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2 going to ask if Michelle Flamer would be
3 able to join me at the desk here.

4 COUNCILMAN GREENLEE: Again,
5 I'm not opposed to it. It sounds like a
6 good idea. I just want to make sure we
7 don't --

8 MR. GALE: I think she'll just
9 be able to explain it clearly as to why
10 there is or is not such a program
11 associated with this.

12 COUNCILMAN GREENLEE: Okay.
13 (Witnesses approached witness
14 table.)

15 MS. FLAMER: Thank you very
16 much. My name is Michelle Flamer, City
17 of Philadelphia Law Department, Senior
18 Attorney.

19 MS. HOPE: Good afternoon. My
20 name is Leslie Hope, Senior Attorney with
21 the City of Philadelphia Law Department.

22 MS. FLAMER: The reason why
23 there isn't an EOP is because this is a
24 federal -- the Airport is a direct and
25 primary recipient of federal U.S. DOT

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2 money, FAA monies. As such, we're
3 subject to the requirements of 49 CFR
4 Part 23 for an Airport Concession
5 Disadvantaged Business Enterprise
6 program. So in lieu of the EOP program
7 requirements, there was a 12 percent
8 ACDBE goal expressed in the contract.
9 Caleb Gaines is here from the Airport.
10 He could certainly go into more detail
11 about the contents of that commitment by
12 Clear Channel. It's a 13.6 percent
13 commitment for ACDBEs. So they actually
14 exceeded the 12 percent ACDBE goal, and
15 the contract -- Clear Channel is awarding
16 the contract to Trent Communications, a
17 firm that is owned by a local African
18 American male.

19 COUNCILMAN GREENLEE: Okay.
20 What you're talking about, is that in
21 writing? Can we have a copy of it?

22 MS. HOPE: Actually, Paragraph
23 21 of the contract requires the 13.6
24 percent participation requirement through
25 the federal ACDBE program. That is

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2 actually written by City of Philadelphia
3 Airport officials pursuant to the federal
4 regulations.

5 COUNCILMAN GREENLEE: I'm still
6 not clear, but is there a copy of what
7 that plan -- the commitment is, is what
8 I'm saying.

9 MS. HOPE: Yes. It is actually
10 written into their agreement that they
11 must provide 13.6 percent diversity
12 participation, and they have identified
13 Trent Communications, which is a local
14 ACDBE --

15 COUNCILMAN GREENLEE: I
16 understand that.

17 MS. HOPE: -- as the
18 participant. They also have to sign an
19 exhibit, Exhibit C to the contract, which
20 certifies that participation. And going
21 forward through the program, there are
22 monitoring and reporting requirements
23 that must be completed by the contractor
24 and the subcontractor.

25 COUNCILMAN GREENLEE: I'm just

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2 wondering, do we have a copy of the
3 contract? That's what I was asking the
4 Chairman.

5 MS. HOPE: Yes.

6 COUNCILMAN GREENLEE: We do?
7 All right. Somewhere. Okay. That's
8 fine. I just want to make sure the T's
9 and the I's and all that good stuff.
10 Thank you.

11 Thank you, Mr. Chairman.

12 COUNCILMAN JOHNSON: Any other
13 questions from members of the Committee?
14 Councilman Henon.

15 COUNCILMAN HENON: Thank you,
16 Mr. Chairman.

17 Good afternoon. I'll try this
18 again. Mr. Gale, how are you? Welcome.
19 I just have a few brief questions.

20 Is this seven-year term
21 agreement standard? Was there a
22 seven-year -- is this a new agreement for
23 advertising or has the Airport -- is this
24 a standard practice for a seven-year
25 contract with the Philadelphia Airport?

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2 MR. GALE: First, good
3 afternoon, Councilman. I'm fine. Thank
4 you. I hope you're well the same.

5 No. This is actually the
6 second time that we've done this, and the
7 first agreement for the advertising
8 concession program is also the seven-year
9 term length. It is fairly typical to
10 have the advertising contracts at
11 airports at that length, particularly
12 when there's a capital investment
13 involved on behalf of the provider to be
14 able to amortize their investments over a
15 reasonable period of time and provide the
16 return both to the Airport as well as to
17 themselves.

18 COUNCILMAN HENON: Has the --
19 not specifics. Generally asking, has the
20 terms of the agreement changed much from
21 the previous contract to the seven-year
22 contract?

23 MR. GALE: I would ask my
24 Deputy Director for Property Management
25 and Business Development, James Tyrrell,

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2 to answer those questions, but generally
3 speaking, I think the terms and the
4 change really have to do with both the
5 level of capital investment as well as
6 the actual return, the minimum annual
7 guarantee dollar figures that are listed
8 in the contract. He can speak to them
9 much more explicitly than I.

10 But at the same time, the
11 Airport is continuously striving to
12 provide the latest and the greatest in
13 pretty much everything we do, and
14 technology and actually getting away from
15 displaying ads and whatnot in films and
16 transparencies to more of an electronic
17 media has become kind of our norm.
18 That's been one of the major changes, and
19 the investment in some of that
20 infrastructure has become apparent to us
21 to move forward with it.

22 COUNCILMAN HENON: That's what
23 I'm leading into. Their capital
24 investment is significant, so we
25 appreciate their dedication and the

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2 ability to give back to the Airport and
3 provide better service to the passengers
4 that are going to be using the Airport on
5 a daily basis. My question was -- and
6 I'm leading into moving towards more
7 digital as opposed to static signs, and
8 in anticipation of this body, the City of
9 Philadelphia, moving towards generating
10 more monies for the City and more
11 opportunities possibly for advertising in
12 its more technical ways, would the
13 contract reflect the opportunity for more
14 flexibility if this body seems to agree
15 on some creative ways to generate more
16 money for the City?

17 MR. GALE: And I think Jim can
18 address the media, the outlet devices
19 that we use. It's a combination, and the
20 contract is written with different terms
21 and percentages for how the media is
22 displayed. And I'll ask Jim to just
23 touch upon that.

24 COUNCILMAN HENON: It's an
25 agreement, right? So we can always go

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2 back and do it, because obviously their
3 commitment is significant and well
4 received. I just want to state for the
5 record that in anticipation of technology
6 changing and the ability to use it more
7 is always better.

8 (Witness approached witness
9 table.)

10 MR. TYRRELL: Councilman, good
11 afternoon. My name is James Tyrrell.
12 I'm the Deputy Director for Aviation for
13 Property Management and Business
14 Development. And, yes, the contract --
15 the reason the capital investment is as
16 significant as it is is because Clear
17 Channel has proposed in response to our
18 request for proposal to install
19 cutting-edge mediums to enhance the
20 advertising program at the Airport. That
21 does include digital as well as possibly
22 some 3D programmatic mediums as well. In
23 addition, there are some of the normal --
24 one of our goals was to reduce the number
25 of displays, but enhance the program. So

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2 what we did was -- or what Clear Channel
3 proposed to do was replace some of the
4 older static, stationary advertisements
5 that you might see there today with new
6 state-of-the-art digital monitoring
7 equipment.

8 COUNCILMAN HENON: That's
9 great. It's a serious commitment, and I
10 applaud them and the Airport for
11 recognizing that. And it's important
12 from our Council President in his
13 revenue-generating concepts as we move
14 forward that we're prepared and
15 anticipate it.

16 On a personal standpoint, Clear
17 Channel has been great on a
18 neighborhood -- in the neighborhood
19 concerns and some of their non-profits,
20 and it reflects within the City of
21 Philadelphia.

22 So thank you.

23 COUNCILMAN JOHNSON: Recognize
24 Councilman Curtis Jones.

25 COUNCILMAN JONES: Thank you,

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2 Mr. Chairman, and thank you for having
3 this hearing. A couple of quick
4 questions, as former Chair of the
5 Committee and now Vice Chair and I came
6 from a great Vice Chair that I had that
7 was former Chair, so this kind of floats
8 around, this chairmanship.

9 How much does this represent as
10 an increase in advertising as opposed to
11 prior years? I saw what the amounts are,
12 2.7 low end, 3 million high end, but
13 compared to what?

14 MR. TYRRELL: The previous --
15 this is twice -- the \$2.7 million that's
16 reflected is the minimum annual
17 guarantee. And regardless of whether or
18 not Clear Channel sells \$2 million in
19 gross sales or \$20 million in gross
20 sales, they guarantee to pay the Airport
21 a minimum of 2.7 million in the first two
22 years of the contract, \$3 million in
23 years three through seven, minimum annual
24 guarantee.

25 In the event Clear Channel has

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2 great success, which we hope, in terms of
3 creating gross sales in advertising,
4 there are also percentages associated
5 with the revenue they agree to pay the
6 Airport. For example, some of the
7 infrastructure that the Airport provides,
8 such as the parking garages where you
9 might see two banners displayed on them
10 today, some wall mount displays that are
11 a 3M film attached directly to the wall,
12 where Clear Channel does not have to make
13 an investment in providing infrastructure
14 to support their advertisements, they
15 agree to pay the Airport 65 percent of
16 all revenue generated from those
17 advertising mediums.

18 COUNCILMAN JONES: Listen,
19 Clear Channel, Airport, millions of
20 people moving through there. I get it.
21 How much more, new money, does this
22 represent as to previous contracts?

23 MR. TYRRELL: It's twice as
24 much.

25 COUNCILMAN JONES: All right.

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2 Twice as much. And we're beginning to
3 get a better sense based on their
4 participation what things are worth. My
5 colleague, Councilman Henon, talked about
6 this. As we move into advertising as a
7 true means of revenue generation for the
8 City of Philadelphia, we're taking baby
9 steps. We do not have a manual by which
10 we know what things are worth. We had
11 the City Rep come in and talk about the
12 Parkway. We're doing various concerts on
13 the Parkway, Mr. Chairman, and we don't
14 know what to charge for certain things.
15 So this is a good beta testing of what
16 can be in outdoor advertising, as
17 Councilman Henon talked about.

18 So we'd like to work with you
19 to find out what lessons learned and
20 their value based on a private-sector
21 analysis to be able to apply it to a
22 public-sector vantage point. I think
23 there is a good learning tool for us and
24 probably -- and I don't mind us getting
25 gypped a little bit the first time, but

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2 as long as we learn from it. And I don't
3 mean at the Airport. I do mean in other
4 opportunities for wraparounds and things
5 that the President is talking about.

6 So your data collection is
7 critical to our decision-making as we go
8 forward in this way. So thank you for
9 that.

10 MR. TYRRELL: You're welcome.

11 COUNCILMAN JONES: Thank you,
12 Mr. Chairman.

13 COUNCILMAN JOHNSON: Thank you,
14 Mr. Leader.

15 I'd like to acknowledge
16 Councilman Brian O'Neill.

17 COUNCILMAN O'NEILL: Thank you,
18 Mr. Chairman.

19 Councilman Jones asked the main
20 question I was going to ask, which was
21 just comparing revenues of this contract
22 with the last. I would reiterate what
23 Councilman Henon said about Clear Channel
24 and also applaud you on having them have
25 a local minority-owned company. We don't

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2 see that a lot around here. When we do
3 see a minority company, it's often a
4 broker and not really somebody with an
5 office or somebody in St. Louis or
6 somewhere else that's not providing any
7 of the intended revenues. So that makes
8 a big difference. And outdoor
9 advertising companies, to get a good
10 reputation like Clear Channel, have to
11 work extra hard. I mean, there's not
12 exactly just automatically everybody is
13 welcoming them.

14 But this is what I've seen from
15 the Airport in the past. I remember
16 asking about a contract a few years ago
17 involving a huge paving contract, and
18 even the brokers, I've never seen it
19 anywhere else when I ask about different
20 contracts around here, where someone
21 complains that how can I compete against
22 this office in Upper Darby or somewhere
23 else, when I have a plant in Philadelphia
24 or a wholesale house or something where
25 I'm selling the goods, the other person

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2 is just taking a check for putting their
3 name on there. And even back then, one
4 of the contractors told me it was only a
5 fraction of the weight given to a broker.
6 It wasn't worth doing. They went out and
7 hired real -- got real minority prices
8 from minority contractors. And that is
9 something everybody should be focused on,
10 because it's been going on for years.
11 It's fake, it's wrong, it's fraudulent,
12 but it's accepted as a way to do business
13 and it's just -- it should end. But you
14 ended it apparently a long time ago, so I
15 appreciate it.

16 MR. GALE: Thank you,
17 Councilman.

18 COUNCILMAN JOHNSON: Thank you,
19 Councilman O'Neill.

20 Any other questions, comments
21 from -- I recognize Councilman Mark
22 Squilla.

23 COUNCILMAN SQUILLA: Good
24 afternoon, guys. I appreciate you for
25 coming here.

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2 My question is, you mentioned,
3 I guess, the parking garages, you'll be
4 advertising inside those. How about the
5 outside of the parking garages facing
6 like 95?

7 MR. TYRRELL: That's actually
8 where we do have our advertisements,
9 Councilman. There are two banners
10 currently up on the outside of the
11 parking garages as we speak. One is for
12 U.S. Airways, one is for Virgin America.

13 COUNCILMAN SQUILLA: Are they
14 going to be digital?

15 MR. TYRRELL: They're not
16 digital; they're fabric.

17 COUNCILMAN SQUILLA: Can they
18 be?

19 MR. TYRRELL: We've had a
20 difficult time getting approval from our
21 Department of Licenses and Inspections to
22 hang advertisements on the garages, and
23 there's very specific criteria we had to
24 follow based upon fire protection.

25 COUNCILMAN JONES: Point of

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2 information, if I may.

3 That wasn't based on the
4 PennDOT people?

5 MR. TYRRELL: No.

6 COUNCILMAN JONES: It's my
7 understanding that anything near a
8 federal highway also, do you have to --

9 MR. TYRRELL: I mean, you see
10 digital billboards all over I-95. That's
11 not an issue. The issue is really fire
12 protection in the event of an emergency
13 in the garage.

14 COUNCILMAN SQUILLA: So that's
15 something that you will not be able to do
16 moving forward?

17 MR. TYRRELL: I don't believe
18 so.

19 COUNCILMAN SQUILLA: I was just
20 thinking for revenue purposes, I think
21 you can generate a lot more revenue if
22 you had something like that on the side
23 of the building.

24 MR. TYRRELL: Absolutely.

25 COUNCILMAN SQUILLA: Thank you.

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2 MR. TYRRELL: You're welcome.

3 COUNCILMAN JOHNSON: Any other
4 questions, comments, concerns from
5 members of the Committee?

6 (No response.)

7 COUNCILMAN JOHNSON: Thank you
8 very much.

9 Anyone else here to testify?

10 (No response.)

11 COUNCILMAN JOHNSON: Okay.

12 That ends this hearing on Transportation
13 and Public Utilities. We will now go
14 into our public meeting. Thank you.

15 MR. GALE: Thank you,
16 Mr. Chairman. I appreciate it.

17 COUNCILMAN JOHNSON: The Chair
18 now recognizes Councilman Mark Squilla.

19 COUNCILMAN SQUILLA: Thank you,
20 Mr. Chairman. I move that Bill No.
21 120251 be reported from the Committee
22 with a favorable recommendation and
23 further move that the rules of Council be
24 suspended to permit first reading of this
25 bill at the next session of Council.

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2 (Duly seconded.)

3 COUNCILMAN JOHNSON: All in
4 favor signify by saying aye.

5 (Aye.)

6 COUNCILMAN JOHNSON: Opposed?

7 (No response.)

8 COUNCILMAN JOHNSON: It has
9 been moved and properly seconded that
10 Bill No. 120251 be reported from this
11 Committee with a favorable recommendation
12 and further moved that the rules of
13 Council be suspended to permit first
14 reading of this bill at the next session
15 of Council.

16 All those in favor of the
17 motion will signify by saying aye.

18 (Aye.)

19 COUNCILMAN JOHNSON: Opposed?

20 (No response.)

21 COUNCILMAN JOHNSON: The motion
22 carries.

23 Thank you very much.

24 (Committee on Transportation
25 and Public Utilities concluded at 1:45

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2 p.m.)

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CERTIFICATE

I HEREBY CERTIFY that the
proceedings, evidence and objections are
contained fully and accurately in the
stenographic notes taken by me upon the
foregoing matter on April 12, 2012, and that
this is a true and correct transcript of same.

MICHELE L. MURPHY
RPR-Notary Public

(The foregoing certification of this
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