



**REGULAR MEETING
UNITED LAGUNA WOODS MUTUAL LANDSCAPE COMMITTEE**

**Thursday, June 9, 2022 – 9:30 a.m.
BOARD ROOM/VIRTUAL
Laguna Woods Village
24351 El Toro Road, Laguna Woods, CA**

Laguna Woods Village owners/residents are welcome to participate in all open committee meetings and submit comments or questions for virtual meetings using one of three options:

- 1. Join in-person in the Community Center Board Room*
- 2. Join the Zoom meeting at <https://zoom.us/j/93131082872>. Please raise your “Virtual Hand” during the agenda item you wish to speak to.*
 - If you have a comment regarding a topic that is **not** on the agenda, please raise your “Virtual Hand” during the “Member Comments” agenda item.*
- 3. Via email to meeting@vmsinc.org any time before the meeting is scheduled and before the agenda item you wish to speak to during the meeting. Please use the name United Mutual Landscape Committee in the subject line of the email. Name and unit number must be included.*

FYI: All landscaping rules and regulations may be found in the United Landscape Manual on the Village website:

<https://www.lagunawoodsvillage.com/documents/view/United-Landscape-Maintenance-Manual-Updated-June-2020.pdf?v=1597776227>

AGENDA

- 1. Call to Order**
- 2. Acknowledgment of Media**
- 3. Approval of the Agenda**
- 4. Approval of Meeting Report for May 12, 2022**
- 5. Chair Remarks**

6. Department Head Update
 - a. Project Log
7. Member Comments (Items not on the agenda)
8. Response to Member Comments

Items for Discussion and Consideration

9. Selection of Members for Tree Ad-Hoc Committee
10. Tree Removal Request: 54-C Calle Aragon – One Canary Island Pine Tree
11. Tree Removal Request: 100-A Via Estrada – Four Canary Island Pine Trees, One Monterey Pine Tree and One Silk Oak Tree
12. Tree Removal Request: 220-D Avenida Majorca – One Canary Island Pine Tree

Concluding Business:

13. Committee Member Comments
14. Date of Next Meeting – Thursday, July 14, 2022
15. Adjournment

Diane Casey, Chair
Kurt Wiemann, Staff Officer
Jayanna Abolmoloki, Landscape Coordinator
Telephone: 949-268-2565

A quorum of the United Board, or more, may also be present at the meeting.



OPEN MEETING

**REGULAR MEETING OF THE UNITED LAGUNA WOODS MUTUAL
LANDSCAPE COMMITTEE**

**Thursday, May 12, 2022 – 9:30 A.M.
BOARD ROOM/VIRTUAL MEETING
Laguna Woods Village Community Center Board Room
24351 El Toro Road**

REPORT

COMMITTEE MEMBERS PRESENT: Chair- Diane Casey, Maggie Blackwell, Anthony Liberatore substituting for Lenny Ross

COMMITTEE MEMBERS ABSENT: Lenny Ross

OTHERS PRESENT:

ADVISORS PRESENT:

STAFF PRESENT: Kurt Wiemann, Eve Morton

1. Call to Order

Called to order at 9:30 a.m.

2. Acknowledgment of Media

No media were present.

3. Approval of the Agenda

Director Blackwell made a motion to add an item to the agenda called "Discuss the Proposed Canary Island Pine Tree Project and Ad-Hoc Committee." President Liberatore seconded. The committee was in unanimous support to approve the additional item.

4. Approval of the Meeting Report for April 14, 2022

Director Blackwell made a motion to approve the Report. The committee was in unanimous support.

5. Chair's Remarks

None.

6. Department Head Update

Mr. Wiemann shared some Key Performance Index slides with the committee and answered some questions.

a) Project Log

Mr. Wiemann reviewed the Project Log with the committee.

b) Graph Comparing Village Water Usage Over Time

Mr. Wiemann reviewed this report with the committee.

7. Member Comments (Items not on the agenda)

Topics included:

- The Landscape Request Form
- Questions about roots and trees
- Using herds of goats to keep grass trimmed
- Requests for new sprinkler heads

8. Response to Member Comments

Mr. Wiemann stated that he will look into each comment and address them.

Director Blackwell directed one resident to attend the Community Activities Committee to make comments about the Garden Centers.

Mr. Wiemann requested that residents call Resident Services if they see a broken sprinkler head.

9. (Addition to agenda) Discuss Canary Island Pine Tree Reduction Project and Ad-Hoc Committee

Director Blackwell made a motion to cancel the proposed Canary Island Pine Tree Reduction Project. President Liberatore seconded. The committee was in unanimous support.

Director Blackwell made a motion to continue with an Ad-Hoc committee in order to educate interested parties about tree care. President Liberatore seconded. The committee was in unanimous support.

Chair Casey stated that the residents who have expressed an interest in being on the Ad-Hoc committee, will be emailed and asked to submit a short paragraph indicating why they feel they would be a good candidate for the Ad-Hoc committee. Responses will be given to the Directors on this committee, who will then review them, and name the eight people chosen for the Ad-Hoc committee at the June Landscape Committee meeting. Then, that recommendation must go to the Board for approval.

Member comments on this topic included:

- Questions regarding the environmental report
- Reasons for thinning of trees should be further discussed
- Ad-Hoc committee should have multiple points of view

Mr. Wiemann reviewed the process of tree removal requests submitted by Members.

President Liberatore stated that an Ad-Hoc committee is great because more residents are involved in decision making.

Mr. Wiemann report that appropriated funds will be used for environmental report and any leftover money will go to tree trimming.

Director Liberatore left the meeting at 10:40 a.m.

10. Tree Removal Request: 126-T Avenida Majorca – One Canary Island Pine Tree

Director Blackwell made a motion to deny staffs' recommendation and to approve the request for removal of this tree. The committee was in unanimous support.

11. Tree Removal Request: 698-C Avenida Sevilla – One Canary Island Pine Tree (located at 717-C Avenida Sevilla)

Director Blackwell made a motion to accept staff recommendation and deny this request. The committee was in unanimous support.

12. Tree Removal Request: 840-O Rhonda Sevilla – Two Carrotwood Trees

Director Blackwell made a motion to accept staff recommendation and deny the request to remove the 35-foot-tall Carrotwood. The committee was in unanimous support.

Director Blackwell made a motion to accept staff recommendation and approve the request for removal of the volunteer Carrotwood tree. The committee was in unanimous support.

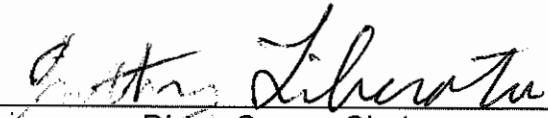
Concluding Business:

13. Committee Member Comments

Various comments were made.

14. Date of Next Meeting – Thursday, June 9, 2022

15. Adjournment at 11:10 a.m.


Diane Casey, Chair

United Mutual Landscape Project Log June 9, 2022 2022 Reserve Fund Projects (As of 04/30/2022 Preliminary)									
Project	Work Unit	Description	Status	Contract Number	Estimated Completion	Completion	Budget	YTD*	Balance
Improvement and Restoration	Staff	Replacement of plant material that is beyond it's useful life. Renovation of shrub beds adjacent to buildings.	On-going annual project using in-house crews.	n/a	Annual	12.75%	\$ 374,958	\$ 47,810	\$ 327,148
Landscape Modification/Turf Reduction	Staff	Areas to eliminate inefficient maintenance and high water usage; replace with easier to maintain/water efficient landscape with low water use irrigation.	Project locations were presented to Committee and approved on February 10, 2022.	n/a	Annual	0.00%	\$ 26,078	\$ -	\$ 26,078
Slope Renovation/Maintenance	Mission Landscape	Annual cutting back and removal of vegetation on slopes. Maintenance thereafter.	In progress, on schedule.	P100009820	Annual	0.00%	\$ 85,847	\$ -	\$ 85,847
Tree Maintenance	Great Scott Tree Services, Inc.	The annual program a combination of contracted work and in-house staff, working on a 5 year species-based trim cycle. Contractor performs mainly scheduled annual maintenance and isolated removals. Staff crew focuses on customer service.	Contracted tree crews trimmed 20 trees, removed 6, and planted 7 trees.	P100009780	Annual	3.78%	\$ 503,120	\$ 19,039	\$ 484,081
	In-House Tree Crew		As of April 30, 2022, the in-house crew trimmed 173 trees, removed 29 trees.	n/a		27.36%	\$ 444,537	\$ 121,628	\$ 322,909

*Completion based upon invoices received to-date: 5/31/2022



STAFF REPORT

DATE: June 09, 2022

FOR: Landscape Committee

SUBJECT: Tree Removal Request: 54-C Calle Aragon – One Canary Island Pine Tree

RECOMMENDATION

Deny the request for the removal of one Canary Island Pine Tree.

BACKGROUND

The requestor became a Member in August 2007, and is requesting the removal of one Canary Island Pine tree, *Pinus, canariensis*, located in the planter area at the side of the unit. The reasons cited for the removal are proximity to the building, structural damage, litter/debris, overgrown, and poor condition. There are six additional signatures on the Mutual Request Form in favor of the removal (Attachment 1).

The tree was last pruned in May 2018. Future trimming is tentatively scheduled for fiscal year 2022. This tree species is on a four-year trimming cycle.

The height of the tree is approximately 70 feet with a trunk diameter of approximately 27 inches. The tree is leaning away from the unit and is growing approximately two feet from the unit (Attachment 2).

DISCUSSION

Currently, the tree has developed a very dense canopy with a large number of dead needles, and is currently overhanging the roof by 10 feet.

At the time of the inspection, there was no noticeable damage to the trunk, no signs of pests or previous pest damage, or visible structural damage. There is an overcrowding issue with a nearby Carrotwood tree, *Cupaniopsis, anacardioides* that would be corrected with a trimming of the Pine tree.

There have been a number of multiple fixture stoppages at this unit over the last three years, however, there has been no mention of root activity during the clearing of the sewer line(s).

Staff is recommending an alternate solution to the removal of the tree; to perform a clearance and thinning trim of this tree.

FINANCIAL ANALYSIS:

The cost to remove the tree is estimated at \$2,133. The cost for a one-time clearance and thinning trim is estimated at \$900, and maintaining the tree thereafter at a cost of \$156 every four years. The estimated value of the tree is \$14,740 based on the tree inventory data.

Prepared By: Bob Merget, Landscape Manager

Reviewed By: Kurt Wiemann, Director of Landscape Services

ATTACHMENT(S)

Attachment 1: Mutual Landscape Request Form

Attachment 2: Photographs

Attention!
Bob Hegret



MUTUAL LANDSCAPE REQUEST FORM

PLEASE NOTE: THIS FORM IS NOT INTENDED FOR ROUTINE MAINTENANCE REQUESTS

For all non-routine requests, please fill out this form. Per the policy of your Mutual, if your request falls outside the scope of the managing agent's authority, it will be forwarded to the Mutual's Landscape Committee for review. If you are unsure whether your request falls into this category, first contact Resident Services at 597-4600 in order to make that determination.

PLEASE RETURN COMPLETED REQUEST FORM TO RESIDENT SERVICES.

Resident/Owner Information

You must be an owner to request non-routine Landscape requests.

540 Calle Aragon
Address

MAY 17, 2022
Today's Date

Judy Oberman
Resident's Name

949-648-6459
Telephone Number

Non-Routine Request

Please checkmark the item that best describes your request. If none apply, please checkmark "Other" and explain.

☒ Tree Removal

☐ New Landscape

and ☒ Off-Schedule Trimming

☐ Other (explain): _____

Reason for Request

Please checkmark the item(s) that best explain the reason for your request.

☒ Structural Damage

☒ Sewer Damage

☒ Overgrown

☒ Poor Condition

☒ Litter/Debris

☐ Personal Preference

☐ Other (explain):

Tree is 14" from our roof! Lower branch is 4 feet from ground, 1/2 the tree looms over our major

GUIDELINES:

☒ **Structural/Sewer Damage:** Damage to buildings, sidewalks, sewer pipes, or other facilities may justify removal if corrective measures are not practical.

☒ **Overgrown/Crowded:** Trees or plants that have outgrown the available space may justify removal.

☒ **Damaged/Declining Health:** Trees or plants that are declining in health will be evaluated for corrective action before removal/replacement is considered.

- Litter and Debris:** Because all trees shed litter seasonally, generally this is not an adequate reason to justify removal. However, if granted, removal/replacement may be at the resident's expense.

- Personal Preference:** Because one does not like the appearance or other characteristics of the tree or plant generally does not justify its removal. However, if granted, removal/replacement is usually at the resident's expense.

8

Description & Location of Request

Please briefly describe the situation and the exact location of the subject of the request (e.g., "roots of pine tree in front of manor XYZ are lifting the sidewalk"). Attach pictures as necessary.

Southeast corner of Manor 54-C
Grass does not grow because of the
ROOTS! ALL NEIGHBORS WANT THIS TREE GONE.

Signatures of All Neighbors Affected By This Request

Because your request may affect one or more of your neighbors, it is imperative that you obtain their signatures, manor numbers, and whether they are for, undecided, or against this request.

Signature	Manor #	For	Undecided	Against
Farah F. Ghassemi	A 55	✓		
Schiller Sadeghian	55 O	✓		
David Dai	55 N	✓		
Mary M. Carroll	55-B	✓		
Ken B. [Signature]	55-P	✓		
Gay L. [Signature]	55 E	✓		

(Please attach a separate sheet if more signatures are necessary.)

Acknowledgement - Owner

By signing, you are acknowledging this request.

Judy Oberman
 Owner's Signature

Judy Oberman
 Owner's Name

OFFICE USE ONLY

MOVE-IN DATE: _____ DATE: _____ INITIALS: _____
 530 _____ 540 _____ 570 _____ LAST PRUNED: _____
 RELANDSCAPED: _____ NEXT TIME: _____
 TREE SPECIES: _____
 COMMENTS: _____
 TREE VALUE: _____ TREE REMOVAL COST: _____

ATTACHMENT 2













STAFF REPORT

DATE: June 09, 2022

FOR: Landscape Committee

SUBJECT: Tree Removal Request: 100-A Via Estrada – Four Canary Island Pine Trees, One Monterey Pine Tree and One Silk Oak Tree

RECOMMENDATION

Deny the request for the removal of four Canary Island Pine Trees and one Silk Oak Tree. Approve the removal of one Monterey Pine Tree.

BACKGROUND

The requestor became a Member in February 2015, and is requesting the removal of four Canary Island Pine trees (#1,3,4,5), *Pinus, canariensis*, one Silk Oak tree (#6), *Grevillea, robusta* and one Monterey Pine tree (#2), *Pinus, radiata*. All are located at the front and side of the manor.

The reasons cited for the removals are overgrown, poor condition, structural damage, sewer damage, and the pooling of water at the unit's planter area.

There are three additional signatures on the Mutual Request Form in favor of the removal (Attachment 1).

The trees were last pruned in May 2018. Future trimming is tentatively scheduled for fiscal year 2022. The average height of the trees is approximately 60 feet with an average trunk diameter of approximately 21 inches.

The four Canary Island Pine trees are approximately 12 feet from the unit and approximately 22 feet from the sewer line. The Silk Oak tree and the Monterey Pine are approximately six feet from the unit and 16 feet from the sewer line (Attachment 2).

DISCUSSION

At the time of inspection, all of the trees were found to be in fair condition, with the exception of the Monterey Pine which is in poor condition.

The Monterey Pine has lost major limbs in the past, has a lean away from the building, has a raised trunk flare, and the tree is in decline.

There was a large amount of dead or dying pine needles on most of the Canary Island Pines, possibly due to drought conditions. All of these trees have open canopies. There was no noticeable trunk damage, pest activity, or prior pest damage.

The Silk Oak tree, with its large raised trunk flare, is causing water to flow towards the unit. Staff will investigate the possibility of the addition of a drain.

Staff contacted the Plumbing department regarding the resident's concern about roots causing sewer line issues and a camera was run into the pipe. Small roots were found, but no obstructions. The pipe is scheduled for epoxy lining which will prevent any future roots from entering the pipe.

While conducting the inspection, the resident was notified that the epoxy lining is scheduled. They were also informed that the location of the sewer pipe is not in the landscaped area, but is running under the slab of the building. Therefore, there is no conflict with the trees. The resident agreed that the Canary Island Pines and the Silk Oak do not need to be removed.

Staff does recommend the removal of the Monterey Pine, as it is in decline.

FINANCIAL ANALYSIS:

The value of the Monterey Pine is estimated at \$3,040. The cost to remove the Monterey Pine tree is estimated at \$1,449. The combined value of the four Canary Island Pine trees is \$36,440 and the value of the Silk Oak tree is \$8,610 based on the tree inventory data.

Prepared By: Bob Merget, Landscape Manager

Reviewed By: Kurt Wiemann, Director of Landscape Services

ATTACHMENT(S)

Attachment 1: Mutual Landscape Request Form

Attachment 2: Photographs

For all non-routine requests, please fill out this form. Per the policy of your Mutual, if your request falls outside the scope of the managing agent's authority, it will be forwarded to the Mutual's Landscape Committee for review. If you are unsure whether your request falls into this category, first contact Resident Services at 597-4600 in order to make that determination.

PLEASE RETURN COMPLETED REQUEST FORM TO RESIDENT SERVICES.

Resident/Owner Information

You must be an owner to request non-routine Landscape requests.

Address 100 Via Estrada Unit A

5/22/22

Today's Date

Resident's Name Barbara Rush

949.637.5965

Telephone Number

Non-Routine Request

Please checkmark the item that best describes your request. If none apply, please checkmark "Other" and explain.

☒ Tree Removal

☐ New Landscape

☐ Off-Schedule Trimming

☐ Other (explain): _____

Reason for Request

Please checkmark the item(s) that best explain the reason for your request.

☒ Structural Damage ☒ Sewer Damage ☒ Overgrown ☒ Poor Condition

☐ Litter/Debris ☐ Personal Preference

☐ Other (explain): _____

GUIDELINES:

- **Structural/Sewer Damage:** Damage to buildings, sidewalks, sewer pipes, or other facilities may justify removal if corrective measures are not practical.
- **Overgrown/Crowded:** Trees or plants that have outgrown the available space may justify removal.
- **Damaged/Declining Health:** Trees or plants that are declining in health will be evaluated for corrective action before removal/replacement is considered.
- **Litter and Debris:** Because all trees shed litter seasonally, generally this is not an adequate reason to justify removal. However, if granted, removal/replacement may be at the resident's expense.
- **Personal Preference:** Because one does not like the appearance or other characteristics of the tree or plant generally does not justify its removal. However, if granted, removal/replacement is usually at the resident's expense.

Roots of trees in front of unit 9 on side of Unit A, Bldg 100
causing sewer issues (roots in pipes), structural damage
(cracks in walls), they are unhealthy for they have
outgrown space available & creating standing water pools

Signatures of All Neighbors Affected By This Request

Because your request may affect one or more of your neighbors, it is imperative that you obtain their signatures, minor numbers, and whether they are for, undecided, or against this request.

Signature	Minor #	For	Undecided	Against
Betty Johnson	100 D	X		
Xuelian Li	100 N	X		
Edgar Kwan	100 Q	X		

(Please attach a separate sheet if more signatures are necessary.)

Acknowledgement - Owner

By signing, you are acknowledging this request.

Owner's Signature Barbara Rush
Owner's Name

OFFICE USE ONLY

NOVE IN DATE	DATE	INITIALS
530	540	LAST PRELIM
RELANDSCAPED		NEXT TIME
TREE SPECIES		
COMMENTS		



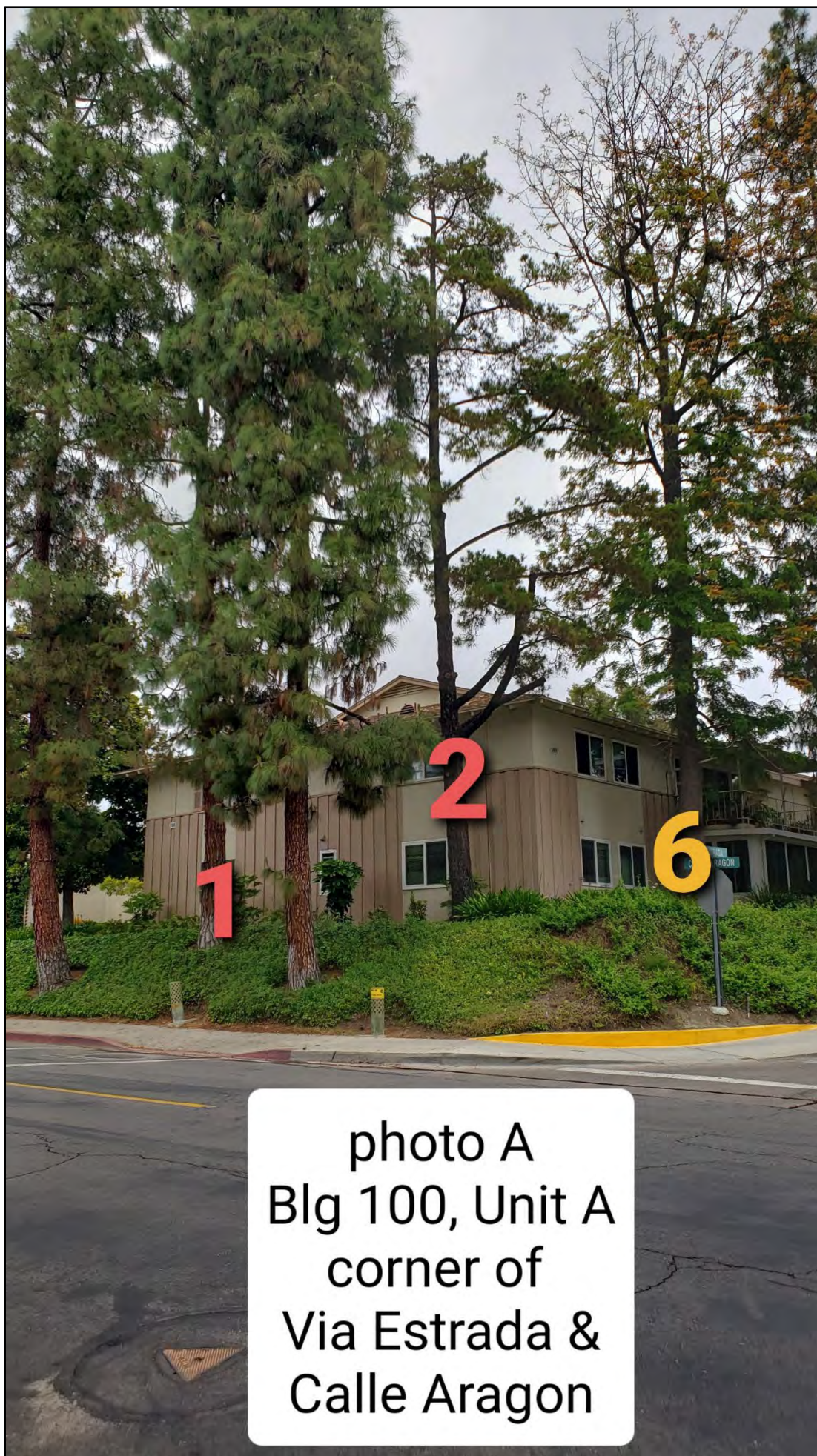
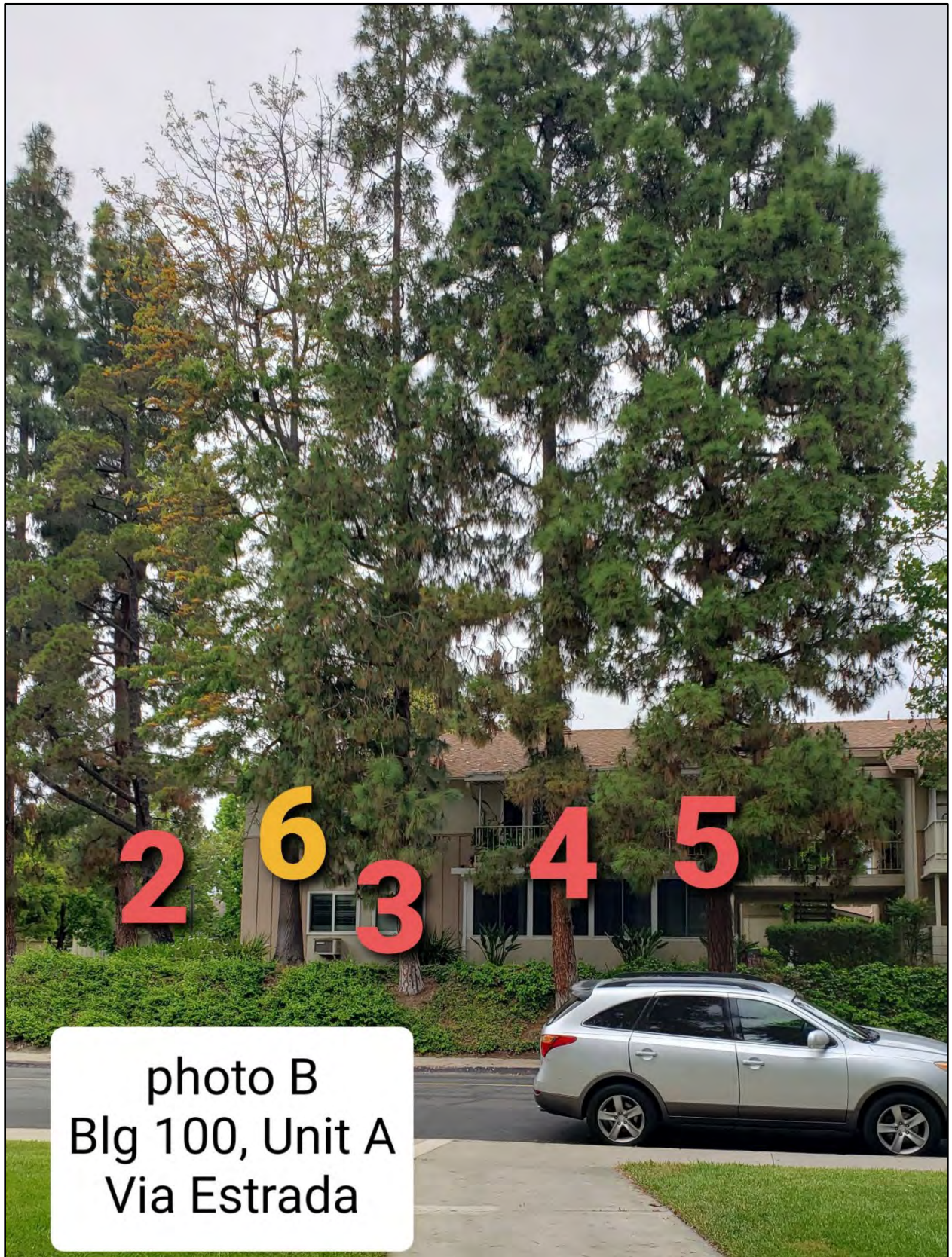


photo A
Blg 100, Unit A
corner of
Via Estrada &
Calle Aragon









STAFF REPORT

DATE: June 09, 2022

FOR: Landscape Committee

SUBJECT: Tree Removal Request: 220-D Avenida Majorca – One Canary Island Pine Tree

RECOMMENDATION

Deny the request for the removal of one Canary Island Pine Tree.

BACKGROUND

The requestor became a Member in March 2016, and is requesting the removal of one Canary Island Pine tree, *Pinus, canariensis*, located at the rear of the unit, in the planter area. The reasons cited for the removal are the potential for structural damage, litter/debris, overgrown, and a conflict with the building, roof, gutters, and the air conditioning unit. There are five additional signatures on the Mutual Request Form in favor of the removal (Attachment 1).

The tree was last pruned in May 2018. Future trimming is tentatively scheduled for fiscal year 2022. This tree species is on a four-year trimming cycle.

The height of the tree is approximately 72 feet with a trunk diameter of approximately 26 inches. The tree has a slight lean towards the building and is growing approximately six feet from the unit (Attachment 2).

DISCUSSION

At the time of inspection, the tree was found to be in fair condition with an unbalanced canopy due to overcrowding with an American Sweetgum, *Liquid Amber, styraciflua*. The tree has a favorable trunk flair, however, there is bending of the trunk close to ground level. There was indication of a stress point.

There was no noticeable trunk damage, current pests, or past pest damage.

There is some dieback on one side of the canopy, possibly due to the conflict with the American Sweetgum tree and the lack of favorable sunlight.

Staff is recommending a clearance trimming and thinning of the Canary Island Pine tree to balance the canopy and to remove any deadwood and dieback. Staff further recommends some trimming to the American Sweetgum to create separation between the two trees.

FINANCIAL ANALYSIS:

The cost to remove the tree is estimated at \$2,054. The cost for a clearance and thinning trim is estimated at \$575, and the estimated value of the tree is \$14,740 based on the tree inventory data.

Prepared By: Bob Merget, Landscape Manager

Reviewed By: Kurt Wiemann, Director of Landscape Services

ATTACHMENT(S)

Attachment 1: Mutual Landscape Request Form

Attachment 2: Photographs

ATTACHMENT 1

MUTUAL LANDSCAPE REQUEST FORM

For all non-routine requests, please fill out this form. Per the policy of your Mutual, if your request falls outside the scope of the managing agent's authority, it will be forwarded to the Mutual's Landscape Committee for review. If you are unsure whether your request falls into this category, first contact Resident Services at 597-4600 in order to make that determination.

PLEASE RETURN COMPLETED REQUEST FORM TO RESIDENT SERVICES.

Resident/Owner Information

You must be an owner to request non-routine Landscape requests.

220-D Avenida Majorca

Address

5-17-2022

Today's Date

Esther Chiang

Resident's Name

541-735-7166

Telephone Number

Non-Routine Request

Please checkmark the item that best describes your request. If none apply, please checkmark "Other" and explain.

☒ Tree Removal

☐ New Landscape

☐ Off-Schedule Trimming

☐ Other (explain):

Reason for Request

Please checkmark the item(s) that best explain the reason for your request.

☒ ^{Potential} Structural Damage ☐ Sewer Damage ☒ Overgrown ☐ Poor Condition

☒ Litter/Debris ☐ Personal Preference

☒ Other (explain): Building conflict with roof, gutters and air condition unit

GUIDELINES:

- Structural/Sewer Damage: Damage to buildings, sidewalks, sewer pipes, or other facilities may justify removal if corrective measures are not practical.
- Overgrown/Crowded: Trees or plants that have outgrown the available space may justify removal.
- Damaged/Declining Health: Trees or plants that are declining in health will be evaluated for corrective action before removal/replacement is considered.
- Litter and Debris: Because all trees shed litter seasonally, generally this is not an adequate reason to justify removal. However, if granted, removal/replacement may be at the resident's expense.
- Personal Preference: Because one does not like the appearance or other characteristics of the tree or plant generally does not justify its removal. However, if granted, removal/replacement is usually at the resident's expense.

Description & Location of Request

Please *briefly* describe the situation and the exact location of the subject of the request (e.g., "roots of pine tree in front of manor XYZ are lifting the sidewalk"). Attach pictures as necessary.

The height of the Pine tree behind manor 220-D is 3-4 times higher than the manor; its trunk is tilted towards the building; its branches are over the roofs, gutters and the air condition unit. It concerns us should the branches break and fall into our building one day since we are constantly hearing pine cone drops, squirrels running, even frog singing on top of our roof at one time. There is debris problem for our air condition unit during windy days. Pictures are attached. Please evaluate the situation. Thanks.

Signatures of All Neighbors Affected By This Request

Because your request may affect one or more of your neighbors, it is imperative that you obtain their signatures, manor numbers, and whether they are for, undecided, or against this request.

Signature	Manor #	For	Undecided	Against
<i>[Signature]</i>	220 ←	X		
<i>Edith Kupperman</i>	221B	✓		
<i>Michael Jannanato</i>	219-D	✓		
<i>[Signature]</i>	219-D	✓		
<i>Gustav Pro</i>	221 B	✓		

(Please attach a separate sheet if more signatures are necessary.)

Acknowledgement - Owner

By signing, you are acknowledging this request.

Owner's Signature _____

Owner's Name _____

OFFICE USE ONLY

MOVE-IN DATE: _____ DATE: _____ INITIALS: _____

530 _____ 540 _____ 570 _____ LAST PRUNED: _____

RELANDSCAPED: _____ NEXT TIME: _____

TREE SPECIES: _____

COMMENTS: _____

TREE VALUE: _____ TREE REMOVAL COST: _____

