

EAST BETHEL CITY COUNCIL MEETING

December 27, 2023

The East Bethel City Council met on December 27, 2023, at 7:00 p.m. for the regular City Council meeting at City Hall.

MEMBERS PRESENT: Kevin Lewis Brian Mundle Bob DeRoche
Tim Miller Jim Smith

ALSO PRESENT: Eric Larson, City Attorney
Rodney Sanow, Fire Chief
Aaron Berg, Community Development Director
Mike Jeziorski, Deputy City Administrator/Finance Director
Carrie Frost, Administrative Coordinator

1.0 Call to Order

The December 27, 2023, City Council meeting was called to order by Mayor Lewis at 7:00 p.m.

2.0 Pledge of Allegiance

The Pledge of Allegiance was recited.

Preliminary Plat: 1788 Viking Boulevard NE – Capstone Homes, Inc.

Lewis noted the City Attorney had advised him that the Council needed to make note that the Capstone topic that was tabled at the last meeting was being retabled to the next regular City Council meeting. Larson indicated since it had been tabled to this meeting, the Council will need to make a motion to table it to the next City Council meeting in January, 2024.

DeRoche stated I'll make a motion to table the Preliminary Plat: 1788 Viking Boulevard NE – Capstone Homes, Inc. to the next regular City Council meeting. Miller stated I'll second. Lewis asked any discussion?

Mundle inquired as to why this was not on the meeting agenda. Lewis responded he did not compose the agenda and he did not know.

Berg explained they were in the process of coordinating a meeting with MnDOT, the Anoka County Highway Engineer, and the City Engineer as the County requested that MnDOT have an opportunity to provide input. He noted they were still working on coordinating that meeting.

Mundle asked if they were still falling within the 90-day review period. Berg responded staff had sent a 60-day extension letter to Capstone letting them know it could be extended to February 28, 2024.

To the motion, all in favor say aye. **All in favor.** Lewis asked any opposed? That motion passes. **Motion passes unanimously.**

3.0 Adopt Agenda

Smith stated I'll make a motion to adopt tonight's agenda. Mundle stated I'll second. Lewis asked any discussion? To the motion, all in favor say aye. **All in favor.** Lewis asked any opposed? That motion passes. **Motion passes unanimously.**

4.0 Presentations and Public Hearings

4.0 A 2023 EDA Annual Report

Julie Lux, EDA President, gave the annual 2023 EDA report. She outlined the role of the EDA. She stated 14 single-family home permits through November compared to 19 single-family home permits

issued in 2022. She summarized what developments the EDA heard including Hidden Pines, Capstone, and Elevage. She outlined what commercial projects were started or completed in 2023. She indicated the EDA had a busy and full year in 2023.

DeRoche asked what happened to the Kwik Trip car wash. Mundle responded the site was not large enough. DeRoche asked if they could have received a variance. Mundle responded no, that the site itself was not physically big enough and that question was asked at the plan review of the Kwik Trip.

Lewis stated that made sense and he supposed they needed the ingress and egress.

Mundle thanked Lux and the other EDA Commissioners for doing a great job.

Informational; no action required.

4.0 B Anoka County Sheriff's Report

Sergeant Andrew Lindberg presented the November 2023, Sheriff's Report, stating the Sheriff's Department responded to 401 calls for service including one burglary, five theft assaults, one assault, 30 arrests for traffic enforcement, and 27 traffic citations.

DeRoche asked if the Sheriff's Department responded to any rescues on Coon Lake. Sergeant Lindberg responded he was aware of only one call when a citizen called in that cold weather gear was found piled up on shore, which turned out to be of no concern as they belonged to ice skaters on the lake.

DeRoche asked who got billed if there was an accident that required a rescue. Sergeant Lindberg responded that the Sheriff's Office did not bill for any of their services.

Lewis stated if a car was dumped in the lake, the owner would get billed for that. Sergeant Lindberg responded that the DNR would get involved at that point.

Mundle asked how did the Sheriff's Department respond to the situation with a stolen vehicle discovered in Anoka County but proceeded out of the County. He asked how was the change of jurisdiction handled. Sergeant Lindberg responded that the Sheriff's license was for the State of Minnesota, even though they were employed by the County, so they could continue to take enforcement action if it originates in or outside of Anoka County. He stated when they were on duty, they could still take enforcement action outside of Anoka County if they were on official business. He indicated jurisdictional boundaries were not too much of a barrier for them.

Mundle asked which County would a case like this be heard. Sergeant Lindberg responded that if the majority of the offenses happened in Anoka County, then Anoka County would hear it. Mundle asked with respect to the robbery, did the Sheriff's office believe this was an isolated incident. Sergeant Lindberg responded that was his understanding.

Lewis asked with respect to the robbery on Coon Lake did the people know each other. Sergeant Lindberg responded he did not know that information.

Informational; no action required.

4.0 D Fire Department Monthly Report

Fire Chief Sanow presented the November 2023 report and noted that they responded to 105 calls, of which 78 were medical, 6 crashes, 4 alarms, 8 burning/smoke, 3 other, 4 fires, and 2 mutual aid. He reminded people when getting rid of their Christmas trees to contact their trash hauler to see when/if they will be picked up. He stated it was unsafe to burn Christmas trees as their needles produced toxic smoke. He indicated that burning permits were still required because of dry grass. He

asked people not to burn wrapping paper. He asked people to be safe over New Years and to not drink and drive.

Smith noted over the past three days there had been three calls to Nexus. He asked what happened. Fire Chief Sanow responded they were medical calls, but that was all he could tell him. Smith asked if there had been any other calls from Nexus. Fire Chief Sanow responded there had been one other call.

Informational; no action required.

5.0 Public Forum

There were no comments made.

6.0 Consent Agenda

~~Item A: Approve Bills~~

Item B: Approve Bill List: 2024 Invoices with checks processed

~~Item C: Approve Meeting Minutes, November 15, 2023 Town Hall Meeting~~

Item D: Approve Meeting Minutes, December 11, 2023 City Council Meeting

Item E: Resolution 2023-95, Setting 2024 LBAE Meeting Dates

Item F: Approve 2024 Garbage Haulers Licenses

Item G: Resolution 2023-81, Approve 2024 Fee Schedule

~~Item H: Approve Hire of Paid on Call Firefighters~~

~~Item I: Accept Retirement of Paid On Call Firefighter~~

Item J: Voluntary Cost Share Agreement for Anoka County Regional Economic Development (ACRED)

Lewis requested to pull Items A and C. Mundle requested to pull Items H and I.

Mundle stated I'll make a motion to approve Consent Agenda Items as amended. Smith stated I'll second. Lewis asked any discussion? To the motion, all in favor say aye. **All in favor.** Lewis asked any opposed? That motion passes. **Motion passes unanimously.**

6.0 A Approve Bills

Lewis asked Jeziorski for an explanation on the Tax Increment Financing (TIF). Jeziorski explained TIF was a public financing tool that was used as a subsidy for redevelopment, infrastructure, and other community improvement projects. He noted there were three main types of TIF districts which were economic development, redevelopment, and housing. He noted the City had three active TIF districts in 2024 and one that would become active in 2024. He summarized what the three TIF districts were and how TIF funds were generated. Lewis stated Jeziorski's summary was excellent.

Lewis noted TIF was an important tool, the Council had to understand it.

Lewis asked about the Fire Department's expenditure of \$4,400 for small tools and minor equipment advanced first aid entailed. Fire Chief Sanow responded that was for the purchase of two AEDs and to add batteries that went bad. Lewis stated he was a big believer of AEDs, with having been zapped back twice.

Lewis asked why was the City donating to the nonprofit Alexandra House. Jeziorski responded that had been in the City's budget since he had been with the City. He noted every year the Alexandra House provided the City an itemized list of the services provided to East Bethel residents and that was the City's share of the cost.

Lewis noted there had been discussion recently about changing the amount that the City Administrator could approve from \$1,000 to \$2,500. He asked what was the status of that matter. Jeziorski responded staff was still working on it and it would be presented at a future Council meeting.

Lewis asked how was the final payment to Jack Davis being handled. Jeziorski responded that was under the payroll payments on the bill list.

Lewis stated I'll make a motion to approve Item A of the Consent Agenda. DeRoche stated I'll second. Lewis asked any discussion? To the motion, all in favor say aye. **All in favor.** Lewis asked any opposed? That motion passes. **Motion passes unanimously.**

6.0 C Approve Meeting Minutes, November 15, 2023 Town Hall Meeting

Lewis stated that this was for the folks at Timesaver who will be listening to this. He referenced page 30 of the packet, lines 13 through 15 can be deleted and move the sentence that is after it and attach it to the end of the paragraph right above. He noted this was for housekeeping because the minutes were part of the permanent record. He stated on page 31, lines 16 and 21, change Oscar Grand to Oskar Granquist.

DeRoche requested on page 5, line 36, change June 12 to June 26. He indicated this change needed to be made in three places.

Lewis stated I'll make a motion to approve Item C of the Consent Agenda. DeRoche stated I'll second. Lewis asked any discussion? To the motion, all in favor say aye. **All in favor.** Lewis asked any opposed? That motion passes. **Motion passes unanimously.**

6.0 H Approve Hire of Paid on Call Firefighters

Mundle stated the City had two new paid on call firefighters. He thanked David Bailey and Rachel Waller and congratulated them being hired as probationary firefighters for the City. He wished them luck.

Mundle stated I'll make a motion to approve Item H of the Consent Agenda. Miller stated I'll second. Lewis asked any discussion? To the motion, all in favor say aye. **All in favor.** Lewis asked any opposed? That motion passes. **Motion passes unanimously.**

6.0 C Approve Meeting Minutes (continued)

DeRoche stated going back to the minutes, where it said Davis was approached by DeRoche to see if Davis would be interested in taking the position on an interim basis on March 3, 2006. He noted he was not in office in 2006. He asked if the Minutes needed to be corrected. Larson responded if the dates were wrong, he did not see that as a material item and if someone wanted to look into the record, they could go and find out what had happened at that time. He thanked DeRoche for bringing it up.

6.0 I Accept Retirement of Paid On Call Firefighter

Mundle thanked Paul Karpinski for his 20 years and 2 months of service as a firefighter for the City. Fire Chief Sanow also thanked Mr. Karpinski.

DeRoche noted the City had a few firefighters who were approaching retirement. Fire Chief Sanow responded he believed the City had 5 or 6 firefighters who were getting close to 20 years as well as others with more than 20 years. He indicated that was the reason why the Fire Department was trying to hire more firefighters.

Mundle stated I'll make a motion to approve Item I of the Consent Agenda. Lewis stated I'll second. Lewis asked any discussion? To the motion, all in favor say aye. **All in favor.** Lewis asked any opposed? That motion passes. **Motion passes unanimously.**

7.0 New Business. Commission, Association, and Task Force Reports

7.0 A Planning Commission

7.0 A.1 Ordinance Change: Section 28, Architectural Standards

Berg stated at the April 3, 2023 City Council meeting, Councilmembers Smith and Miller recommended amendments to various City Codes which are contained in the Zoning Code. Council directed staff to route the amendments to the Planning Commission for a Public Hearing and recommendation. At the April 25, 2023 meeting, the Planning Commission discussed these amendments after holding a public hearing.

Berg indicated due to the mixed levels of support and limited amount of time for discussion of the proposed revisions, staff thought it was in the best interest to bring two of the Zoning Codes amendments back for further discussion and formal recommendation at the May 23, 2023 Planning Commission meeting. A formal recommendation on Section 24, Exterior Storage, was presented and passed at the June 26, 2023 City Council meeting.

Berg stated Section 28, Architectural Standards, had numerous revisions after input from the Planning Commission and the EDA. City staff have compiled the recommendations and created a third draft revision for review, discussion and formal recommendation or direction.

Berg requested the City Council review and discuss the proposed revised ordinance along with providing staff with direction for the preparation of a final draft ordinance for subsequent approval.

Mundle stated for items 3 and 4, properties located within 1,320 feet, he wanted the following wording added: "or connected to sewer and water," and in item 4, add "or not connected by sewer and water." He indicated there are properties outside of the 1,320 feet that were served by sewer and water and he would like to see higher architectural standards in the sewer and water districts.

Lewis stated he had never heard of an incubator district which was all within a block of Highway 65. He asked if this had been reviewed. Miller responded yes, and it was brought up.

Lewis stated he did not see what hooked into water and sewer and how that impacted the architectural standards. He stated he did not understand the connection on that. Miller stated he did not understand it either. Berg stated the incubator area was what some cities have zoned to set aside in their commercial.

Lewis asked if he was wrong and was this the first time this had come up. Berg responded for use of the word 'incubator' this was the first time this had come up.

Lewis stated he meant having one block and then having a half mile and breaking it out like this. Berg referenced the light industrial zone, Items C.

Lewis stated it was like a subdivision of the mixed-use district. Berg responded the way he had it proposed was that all of the way up and down the corridor, within one block or 1,320 feet of the centerline of Highway 65, all of the way up and down the corridor would maintain...

Lewis stated that was a subdivision of the mixed-use district which went farther to the east or west than 1,320 feet. Berg noted outside of the 1,320 feet, they would loosen the standards to include the things that...

Lewis asked where did this particular innovation come from. Berg referenced page 131 of the Council's packet where this was addressed. He indicated they had some similar language already in the light industrial chapter of the Code so he brought that over to the business side of the Zoning Code so it would match that language as close as possible and one block distance off the centerline of Highway 65 would maintain a higher standard. But, anything east or west of one block (1,320 feet) could have a lesser standard to allow for home-based businesses in the City that would want to do a startup business exterior of their home and would be able to afford to build a building anywhere up and down the Highway 65 corridor. He noted once they materialized and had more employees and more capital, they could move closer to Highway 65, which had the higher standard. He also noted that was some of the interests that came out of the EDA and Planning Commissions.

Lewis stated he was not the author of these and he really didn't have a dog in the fight. He indicated he did not own, nor did he intend to build a building within a block of 65 in this lifetime, but they were and to him, it seemed like a tortuous treatment of the zoning. But again, he did not have a dog in the fight. He asked for those that proposed the changes, did they have any concerns or changes.

DeRoche stated he had written out a note today to Look asking him to speak with the City Engineer to get the standards for the forcemain that was running up to the north of the City so they can get an understanding of what size pipe that was and what it would take for a business to hook up. He wanted to see what came up because he was around when all of this stuff was discussed and that was not designed for a bunch of businesses to hook up to. Rather, it was a way to shut down the plant that was up at Whispering Aspen Castle Towers because that was a failing plant. He stated the bids were made and they said they had \$2 million so they ran a forcemain out and decommissioned the plant because they would need to do something within the next five to ten years anyway.

DeRoche noted to make plans of what they want to put there not knowing what size plant do they even have to begin with, and if they do have it big enough, what would it cost the business. He noted the question was asked once they ran the force mains. Somebody did want to add on and they were told \$75,000 for the lift stations to hook into the pipe, which was in 2011. He believed they needed to get a lot more information and to start setting up parameters close to the highway, they need to know are they going to have to run up new pipe up that direction if they are going to expand, or would they allow businesses to come in and tell them they can have a well and septic on the property without hooking up. He noted there were still some questions.

Berg responded the existing Zoning Code and business and light industrial zones all of the way up Highway 65, which had already been planned for. He noted that just because they allow 20 percent glass on the front side of a building and 80 percent brick did not have anything to do with the septic system of a business. He stated if a business wanted to come and they want to put a location in now that was not serviced by sewer and water, all they were asking was that they be allowed to have a lesser standard of the exterior finish of the material. It had nothing to do with the septic system with the way things were designed.

Berg stated they were running out of room in the Industrial Park and he had plans today for

the last couple of lots that were available in the Industrial Park. He indicated they needed to start looking at where else they could start placing things. He indicated people were going to start to realize they need a light industrial zone if they wanted to expand. He stated just because there was no sewer and water there at this point, was not stopping them from coming in and putting up a post frame construction building one block off Highway 65 and having a well and septic system. He noted the design standard had nothing to do with the well and septic.

Berg noted this was just the amount of glass on the front of the building, the amount of brick on the front of the building, whether they need to have windows on the back or not, whether they can have a metal roof, the color schemes, could they have tip up concrete panels, etc. He stated this did not have anything to do with the septic.

Berg indicated he understood what DeRoche's perspective was, but this was design standards of a building and the façade. DeRoche stated that could be a determining factor of what business...if they could put it there or would they put this here and then all of sudden they were going to come and say, "now you have to hook up to the sewer and water," which by State Law Chapter 429, it said if sewer and water ran by their house or business the City can force them to hook up. This was what they ran into down in the park and to say now they are running out of room for businesses down there, that was a crying shame, because when this fiasco was put together, there wasn't supposed to be housing down there – it was supposed to be all commercial and they were going to onion skin it out – commercial then a little lighter, then a bit of housing and then back, but now it was a hodgepodge. He stated before they told someone that it was going to be this way, they need to figure out what. It was zoned business, it was brought up to him that the City needed to look at the zoning and figure out if they were zoned the way they want to be before they get themselves into another pickle.

Berg stated rezoning was a much lengthier process and a lot longer discussion. He noted this was a simple zoning text amendment to the Zoning Code that changed the standards that Councilmembers Smith and Miller proposed for businesses in the Light Industrial and Commercial District.

DeRoche stated they keep going in circles. He noted he understood what Berg was saying, but he did not know why they could not leave it the way it was. He did not foresee this big mass of business coming in and saying they want to build this right now. He knows there was talk about doing something on 65 and Sims with that whole project, and ideally that was where the sewer and water should have went because then it could have hooked up to the schools and that development there, but that did not happen and so now they have to think. He stated this was not a Sims game, they cannot just hit reset, and they have to do what the Comprehensive Plan said and figure out what they want to put where that would make sense. He asked what was the reality as far as running the sewer and water. He stated in a lot of people's minds it was that the pipe would be put in the ground, which was easy to do, until when they got down to the cost and who was going to put it in. He noted the City did not own all of that property and to get at it, people had to be willing to sell or would they have to do eminent domain, which was stupid. He noted getting back to Berg's point, if he wanted to build a building he would want to know what...he did this with his daughter and son-in-law – he went into City Hall and said what was the Comprehensive Plan and what did they plan on doing in these certain areas because there was things they wanted to do. He

indicated when they were talking about bringing a business in, that was a little bit more critical than a home because a home you could just sell and get out, but when it was a business...it was you guys bill.

Berg noted on page 109 were the reasons or justification that Councilmembers Miller and Smith proposed amendment to the current standards, which were encompassed in the third draft along with comments from the EDA and Planning Commissions.

Miller stated they have done a lot of different things on this and they tried to incorporate a lot of different Commissions' ideas. He indicated it was designed to allow new businesses to come in and not have to acquire the costs of the brick and mortar. He noted they did not want to put it in the industrial park because it wouldn't fit in there, but it would allow them to get closer to Highway 65 – either expand current businesses, or help a lot of the new businesses that were thinking of coming in. He noted one of the things that came up a lot was the security aspects of it. He stated this is the third draft of this and they were trying to take everyone's aspects into account to come up with something they could start with and that was how the term incubator came up – that they could start something, see how it went, try, and grow the new businesses along with expand businesses without the cost while giving them more security.

Lewis stated unless he was wrong, virtually no changes in the architectural standards were going to occur within a block of Highway 65, but outside of this it would change. He indicated that was what seemed odd to him – that it was not based on B1, B2, B3, or zoning things, but it was based on proximity to Highway 65, which was strictly about how it looked to people moving through the City. He stated it was a different criteria and that was what threw him off a little bit.

Smith stated what they were trying to do was to make it less expensive for businesses to come to the City. He noted on the face of pole buildings now, a lot of people could not even tell it was a pole building and that was what they were trying to do. He stated for a business, especially one starting out, they were trying to make it inexpensive and that was their goal on that part of it.

Lewis stated if they won't have a concern about the criteria that are incorporated in this.

Miller stated he believed this was a good starting point to help new businesses and other businesses to expand. He noted they have been wrestling with this since May. He stated it was tough to take all of the different Commission's ideas and concerns and incorporate them into things. He believed this was a good starting point and a good way to test the market.

Berg pointed out the three different distances from the centerline of Highway 65 which were identified throughout the Code.

DeRoche asked how would they incorporate that with Coon Lake. Berg responded that this was only pertaining to the corridor of Highway 65.

Mundle recommended unifying all of those with the definition of length of block that they already have. Berg responded that made the most sense to him. He noted all of the changes could be done in the final draft of Section 28, so that everything was 1,320 feet which then cleaned up all of the different distances within the Code in design standards and architectural standards.

Lewis stated as far as the Commissions went, they were advisory groups and the Council was

not bound by what they said. He indicated it strikes him as odd that they had a subdivision now with...architectural standards can be changed outside of this 1,320 feet, but all this stuff was arbitrary to a certain degree, and it seems odd to him. But, he had already expressed his thoughts. He asked Mundle what his thing about the water and sewer was.

Mundle reviewed what he had previously commented on for items 3 and 4. Lewis asked Council's thoughts on that.

Miller stated he did not have a problem with that.

Smith the only thing he was thinking was that it was quite a distance and it depended on what pipe they had to tie to. He asked if they were going to force them at 1,320 feet to hook up to sewer and water. He also asked where was the land going to be where they tied to. He noted if they had to go that far, that was a lot of money.

Mundle stated that would be applied towards any roadways for properties that would currently be served by existing sewer and water. He noted if somebody built right next to the Senior Living facility, the sewer and water that ran down that road so they could hook up to it. But, if it were going to be on Buchanan by the Post Office where there was no sewer and water, that would not apply to it. Smith responded okay. He noted if a business decided to build and they were the only one there he didn't want to force them to go to 1,320 feet. He understood what Mundle was saying and he had no problem with that.

Lewis asked if the Council needed further discussion. Smith stated he believed this was a good start.

Berg stated he did not need a motion, but rather a recommendation for him to come back with a final Ordinance revision at the next meeting that would have all of the changes drafted into the Ordinance where a motion could be made and approved.

DeRoche requested Berg send that out to Council by email. Berg responded as soon as he had it done, he would send it out.

7.0 B Economic Development Authority

None.

7.0 C Park Commission

None.

8.0 Department Reports

8.0 A Community Development

None.

8.0 B Engineer Report

None.

8.0 C City Attorney

None.

8.0 D Finance

None.

8.0 E Public Works

None.

8.0 F Fire Department

None.

8.0 G City Administrator Report

None.

9.0 – Other Items**9.0 A Staff Report**

None.

9.0 B Council Reports

Mundle wished everyone a Happy New Year and to not drink and drive or call a sober cab if they have been drinking.

Lewis stated once again they were waiting (like it was an Ordinance change) for the *East Bethel Bulletin* to come out and he was really fit to be tied about it. He noted he had submitted material in May that did not get out until September and Miller composed what was supposed to be the October edition and it was still now out. He stated this was just nuts. He indicated with the survey they did earlier, it was identified, and he was working on something to expand the whole survey things, but not to go through the *East Bethel Bulletin*, but through Survey Monkey with a method that could not be gamed by anybody who had a vested interest one way or another. But he was working on it so they could get more feedback from the residents on a timely basis, which he believed they needed and it was arrogant that they could presume to know what 12,300 people want on every topic and they had a means to get better information.

Lewis indicated they had to get this *East Bethel Bulletin*, which they had identified as the single most important communication tool between the City and the residents, so they need to get that dialed in so it would be reliable whether it was 4 times a year, 6 times a year; it was more important that it actually comes out. He noted it had been on the City's website for how long he did not know, but that did not do any good for the people who did not go to the website.

Lewis stated Miller had an interesting article on the Cedar Creek eco system and that it was a jewel within the City. He had lived in the City for 27 years before he even knew about it. He indicated he rode by it a hundred times on his motorcycle, it was a fascinating place with a great story, and he wanted to get it out there so people could visit it come summer.

Lewis emphasized that the City needs to get their communications dialed in and they need to get whatever methodology they were going to use to find out what the residents want beside just the two Town Hall meetings or just ad hoc. He indicated there were better ways to do this now and they needed to embrace them and dial them in.

DeRoche asked if there was any update to the AV system. Look responded Midco had come out a couple of weeks ago to look at the buzz sound on Channel 10, and he traced it back to an issue that was in the City's AV room, so it was not on the Midco end. Look indicated they had to have their video tech people come out to look at the equipment.

Smith stated Lewis was right and he agreed with what he was saying. He noted they were here to represent the residents and it was important that they hear from them so they can make a good decision that they had decided and they needed to do this. Lewis stated it was doable and it was not ordinally expensive, so there was no excuse – none.

9.0 C Other

None.

10.0 Adjourn

Mundle stated I'll make a motion to adjourn. Miller stated I'll second. To the motion, all in favor say aye. **All in favor.** Lewis asked any opposed? That motion passes. **Motion passes unanimously.**

Meeting adjourned at 8:19 PM.

Submitted by:

Kathy Altman

TimeSaver Off Site Secretarial, Inc.