1	CCPA PUBLIC HEARINGS
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5	MODERATED BY STACY SCHESSER
6	MONDAY, DECEMBER 2, 2019
7	10:11 A.M.
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10	CALIFORNIA ENVIRONMENTAL PROTECTION AGENCY BUILDING
11	1001 I STREET
12	SACRAMENTO, CALIFORNIA 95814
13	(916) 323-2514
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22	JOB NO.: 3609322
23	REPORTED BY:
24	GIGI CHAVEZ LASTRA, NOTARY PUBLIC
25	PAGES 1-51
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1	APPEARANCES
2	LIST OF ATTENDEES:
3	STACY SCHESSER, SUPERVISING DEPUTY ATTORNEY GENERAL
4	MARK. S. VINELLA, TRAVIS CREDIT UNION
5	CHRIS ROSA, NONPROFIT ALLIANCE
6	MIKE BELOTE, CIVIL JUSTICE ASSOCIATION OF CALIFORNIA
7	(CJAC)
8	BRENT BLACKABY, CONFIDENTLY
9	ANTHONY STARK, ZOOMINFO
10	MARGARET GLADSTEIN, AMERICAN PROPERTY AND CASUALTY
11	INSURANCE CORPORATION (APCIA)
12	MAUREEN MAHONEY, CONSUMER REPORTS
13	HEATHER SMITH, 3FOLD COMMUNICATIONS
14	JARELLE COOK, CALIFORNIA MANUFACTURERS AND TECHNOLOGY
15	ASSOCIATION (CMTA)
16	DESIREE FOSNAUGH, MERCHANTS BANK OF COMMERCE
17	JUNE COLEMAN
18	JESSICA TASSIN
19	
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1	PROCEEDINGS
2	MS. SCHESSER: Good morning. I thank
3	you for being here. On behalf of the California
4	Department of Justice and Attorney General Xavier
5	Becerra, I would like to welcome everyone to today's
6	hearing regarding the proposed regulations for the
7	California Consumer Privacy Act.
8	My name is Stacy Schesser, with the
9	Privacy Unit of the Department's Consumer Law Section,
LO	and I will be the hearing officer for today's
L1	proceedings. Also present here today with me are:
L2	Deputy Attorney General Huey Long; Special Assistant
L3	to the Attorney General, Eleanor Blume; Senior
L 4	Assistant Attorney General, Nicklas Akers; Deputy
L5	Attorney General, Lisa Kim; Privacy Specialist Joanne
L6	McNabb; and Legislative Attorney Anthony Lew.
L7	For the record, today is Monday,
L8	December 2nd, 2019, and the time is 10:11 a.m. We are
L9	at the Cal EPA Building, Coastal Room, located at 1001
20	I Street, Sacramento, California.
21	Before we begin, there are a few points
22	I would like to make. The notice of proposed of
23	rulemaking for the CCPA Regulations was published in
24	the California Regulatory Notice Register on August
25	11, 2019, and Register No. 41-C, starting at
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1	page 1341. The notice and related rulemaking
2	documents were posted on the attorney general's
3	website on October 10th, 2019 and were mailed to all
4	interested parties who had requested rulemaking
5	notices. Today is the first of four public hearings
6	that were announced in this notice. The deadline for
7	submitting written comments is this Friday, December
8	6th, 2019 at 5:00 p.m. Pacific Time. We have recently
9	posted additional resources on our website about the
10	DOJ's CCPA rulemaking process, including two documents
11	in PDF format entitled, "Tips on Submitting Effective
12	Comments and Information about the Rulemaking
13	Process." Please visit www.oag.ca.gov/ccpa for
14	further information.
15	Todays' public hearing is
16	quasi-legislative in nature and is being held pursuant
17	to the California Administrative Procedures Act. The
18	California Administrative Procedures Act specifies

quasi-legislative in nature and is being held pursuant to the California Administrative Procedures Act. The California Administrative Procedures Act specifies that the purpose of this hearing is to receive public comments pertaining to the proposed regulations. If you are speaking today, we ask that you limit your comments to the proposed regulations or the rulemaking procedures that we are following. We do not intend to answer questions or otherwise engage in dialogue in response to any oral or written comment. However, we

may ask that you speak slower or louder, or ask a limited follow-up question to clarify a point.

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Today's hearing is being audio-recorded and transcribed by a court reporter. The transcript of the hearing and any written comments presented during the hearing will be made part of the rulemaking record. Please try your best to speak slowly and clearly to help the court reporter create the best possible record. If you have brought written comments that you would like to submit during the hearing today, please give them to a staff member at the sign-in table.

After the public comment period ends, the Department will review and consider all relevant comments and recommendations provided at the public hearings and in writing. The Department will then compile a summary of each relevant comment or recommendation and prepare a response to it, which will be included in the Final Statement of Reasons. Once the Final Statement of Reasons is complete, the entire rulemaking record will be submitted to the Office of Administrative Law and a copy of the Final Statement of Reasons, along with a notification of any changes made to the proposed regulations, will be posted on the attorney general's website.

1 We are required to notify all persons 2 who provided a comment, and all those otherwise interested of any revisions to the proposed 3 regulations, and any new material relied upon in 4 5 proposing these rules. Accordingly, there is a 6 check-in table located outside of this room where speakers and attendees can sign in and provide their 8 contact information. You may sign in to speak without 9 providing your name or contact information. However, please note that we will not then be able provide you 10 11 with any notice of revisions to the rules or other 12 rulemaking activities.

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If you are intending to speak at today's hearing, you should have received a number when you signed in. When we call your number, please come up to the microphone. And if you would like to be identified, state and spell your full name and identify the organization you represent, if any. If you have a business card, please provide it to the court reporter before approaching the microphone. Each speaker will have five minutes to speak. To assist the speaker, Deputy Attorney General Huey Long will hold up a green card to alert the speaker when they have only 30 seconds left to speak. In the interest of time, if you agree with comments made by a

1	prior speaker, please state that fact, and add any new
2	information you feel is pertinent to the issue. Also,
3	there is no need to read aloud any written comments
4	submitted. All comments, whether written or oral,
5	will be responded to by our office. If we have any
6	remaining time after all the speakers have had a turn,
7	we will give the speakers the opportunity to take a
8	second turn and add to their remarks. If you would
9	like to make an oral comment today and have not yet
10	received a number, please go ahead outside to the
11	registration table and do so now.
12	Lastly, we will need to take breaks
13	during this proceeding, including at least a 30-minute
14	lunch break for our court reporter. If it appears
15	that we have no speakers waiting for their turn to
16	provide comments, we may end the hearing before the
17	lunch break.
18	At this time, can we please have the
19	first speaker come to the microphone.
20	MR. VINELLA: Good morning.
21	MS. SCHESSER: I'm sorry. Before you
22	speak, can you please make sure the green button is
23	lit on the microphone?
24	MR. VINELLA: It's flashing green and
25	red.

1	MS. SCHESSER: That's not good.
2	MR. VINELLA: It just went green.
3	Hello. Is that good?
4	COURT REPORTER: Yes. Thank you.
5	MR. VINELLA: Good morning. My name is
6	Mark Vinella, V-I-N-E-L-L-A. I am the Vice President
7	of Risk Management at Travis Credit Union, which
8	serves 210,000 members in a 12-county field of
9	membership here in northern California. I appreciate
10	the opportunity to provide comments on the proposed
11	regulations concerning the California Consumer Privacy
12	Act, or the CCPA. Travis Credit Union has a long
13	history of serving the members and consumers in our
14	field of membership. And as such, we do not oppose
15	the implementation of additional measures to secure
16	consumer privacy and confidentiality. However, I am
17	here today to urge those in attendance to consider the
18	inclusion of model forms and notices in the final
19	CCPA. The CCPA and proposed regulations creates
20	several notice requirements, including Notice at or
21	Before Collection, Notice of Right to Opt-Out, Notice
22	of Financial Incentives, Updated Privacy Notice
23	COURT REPORTER: I can't hear you.
24	It's like it shut off.
25	MR. VINELLA: Is that better?
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1	COURT	REPORTER:	Yes.

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MR. VINELLA: Notice at or Before Collection, Notice of Right to Opt-Out, Notice of Financial Incentives, Updated Privacy Notice, Requests to Know, and Requests to Delete. The proposed regulations require that the notices are easy to read and understandable by the average consumer. However, this is subjective and does not contemplate a method or metric to assess readability. Further, it's important to understand that credit unions expend tremendous effort to interpret the requirements of new and proposed regulations. As such, it is of great value when the regulatory agencies provide model forms and notices for our use. Model forms and notices serve many purposes. For example, they ensure a consistent consumer experience. They provide a safe harbor for complying organizations against regulatory criticism or legal action. They reduce the burden for organizations --

COURT REPORTER: Off again.

MR. VINELLA: I don't think it's me.

MS. SCHESSER. Technology. Just hold

on one second.

MR. VINELLA: Can you hear me?

COURT REPORTER: Yes.

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MR. VINELLA: Okay. Let's hope this one stays green. They reduce the burden for organizations which would otherwise be required to interpret the requirements of the regulation. And they provide flexibility, as organizations may still develop their own forms if they so choose. The best example of model forms are the model privacy forms required under GLBA at 12 CFR, 1016.2. I urge those proposing the CCPA to understand the value of model forms and notices, to include model forms and notices in the final regulation. Thank you again for your time today. I appreciate the opportunity to speak on this important topic. Thank you.

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MS. SCHESSER: Speaker number two?

MS. ROSA: Good morning. Chris Rosa.

My last name is spelled R-O-S-A. On behalf of the Nonprofit Alliance. Thank you for the opportunity to provide the philanthropic sector's perspective on the draft regulations of the CCPA.

The members of the Nonprofit Alliance take consumer data privacy very seriously. We believe that consumers should be able to understand what information is being collected, why and how it's being used, and have the ability to opt-out of any use of their information that they do not like. Nonprofit's

relationship with donors and beneficiaries are built on trust, and it's the foundation of nonprofit work.

Nonprofit Alliance supports responsible regulations that will give consumers accessibility and control.

In California, we want to ensure that the law does what the authors intended it to do, and to enact a balanced approach without unintended harm. To be clear, the CCPA exempts nonprofits from the direct hit of complying with the CCPA. The Nonprofit Alliance is grateful to the legislature for this exemption, but it does not, however, make us immune from its impact.

Because nonprofit organizations use

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Because nonprofit organizations use third-party data and outside data providers, costs to reach new, individual donors and other supporters and beneficiaries will increase. Access to reasonably priced data is the utmost importance to the survival of nonprofits, as it is the primary method with which we connect to prospective donors, and is the irreplaceable resource used to fulfill a charity's programmatic mission. Without data being financially accessible to nonprofits, the vitality of this sector will be damaged in the State of California, as every dollar more that nonprofits need to pay for data is a dollar less that they're spending on their programs. The cost impact to those who provide nonprofits their

much-needed data, including some of our commercial members who serve as nonprofit clients, will increase.

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These costs get passed down, even to charities. According to the State Department of Finance's report to the Department of Justice conducted by Berkeley Economic Advising and Research, the total cost of initial compliance with the CCPA, which constitutes the vast majority of compliance efforts, is approximately 55 billion dollars. This is equivalent to approximately 1.8 percent of California's Gross State Product in 2018. If the CCPA is not well clarified and cleaned up by the attorney general's office through meaningful regulations, the impact will have a dramatic, negative effect on the philanthropic sector across the country. Not only does California represent 12 percent of the U.S. population, but more importantly, 20 percent of the philanthropic giving on an annual basis. submitted written comments detail the suggested changes to the draft regulations. Currently, the related expenses and place restrictions will make it untenable for many nonprofits to raise the funds necessary to maintain and increase programs, the very services that benefit the consumers that this law aims to protect.

The Nonprofit Alliance is not looking unravel or stop privacy regulation. Consumer privacy is critically important. The Nonprofit Alliance is in support of reasonable solutions to preserve the critically important role nonprofits serve in the local and global society. Thank you for your time and interest in preserving the philanthropic community.

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MR. BELOTE: Good morning, madam, hearing officer. I am Mike Belote. That's spelled B-E-L-O-T-E, speaking today for the Civil Justice Association of California, sometimes referred to as CJAC, a leading legal reform advocacy organization for nearly a half century. I'd like to begin by thanking you for the hard work in these regulations. Throughout the conversations we've had since the enactment of CCPA, I know how -- what a chore this has been, given your ongoing responsibilities to the department. We have several suggestions for modifications on the language that does appear. And one issue that we would like to see added to the regulations to potentially head off legal liability and litigation. Parenthetically, I think you may want to take a look at the experience from the implementation of GDPR, which apparently had quite a shake-out period as covered entities were learning how

1	to comply and answering some of the questions of the
2	complexity in Europe, and that may inform what happens
3	here.
4	Several things. First, proposed
5	Section 999.313(b) deals with the 45-day requirement
6	to respond to verifiable consumer requests. Frankly,
7	we would have preferred that the 45 days run from the
8	time that the consumer's request can be verified, but
9	the statue seems to limit it to 45 days from receipt.
10	I think that the regulations might be changed slightly
11	to clarify that a delay in verification a
12	reasonable delay in verification can support an
13	additional 45 days.
14	Second, Section 999.313(d). We
15	recommend that the regulations not treat unverified
16	requests to delete as opt-out requests. The CCPA, we
17	think, should be implemented as closely as possible to
18	the statue without inferring some sort of consumer
19	intent. The various rights and obligations under CCPA
20	are distinguishable, and we think that the right to
21	delete should not be conflated with the unverified
22	request to opt-out. So we think those should be
23	separated.
24	Third, Section 999.315(c), creates a
25	scheme where browser plug-ins and settings will be

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1 treated as opt-out requests. This is basically a 2 second way to opt-out, which is not supported by the But we think that there are technical 3 problems of interoperability with these browser 4 5 settings. The systems are just not there yet to 6 effectively message that to the business, so we would like to stick with the statue in terms of opt-out 8 requests, and not have browser settings or plug-ins 9 automatically be treated as an opt-out request. 10 Fourth, Section 999.314(c)could 11 inadvertently, we think, prevent sharing with third-12 party service providers. This is one of the most 13 complicated areas of the statute, where a business 14 otherwise covered by the thresholds in the law will be 15 covered as third-party service providers. 16 think it could inadvertently prevent sharing, even where there is a legitimate business purpose and a 17 18 contractual obligation to share. So we think that some work could be done on that subdivision. 19 20 Finally, in terms of an issue not 21 covered by the regulations, which we think might be, 22 and might head off litigation risk, is this issue of 23 cure. As the CCPA was being debated -- probably, in 24 my view, no more complicated and almost mysterious an issue was what is this cure right? How does it work? 25

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How does it prevent somebody from litigation	
liability? And we noticed that the new initiative	
suggested by Mr. McTaggart deals with cure, but the	
statute is pretty silent on exactly how that is	
supposed to work, and I think that the regulations	
would be improved if you could turn to cure and build	
some flesh on those bones to help businesses	
understand when they have a potential violation, how	
they can cure it. With that, we appreciate your time,	
and again, I appreciate your hard work on these	
regulations.	

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MR. BLACKABY: Good morning. My name is Brent Blackaby, that's B-L-A-C-K-A-B-Y. I'm offering this public comment as a California resident who deeply cares about my own online privacy, as well as cofounder of a new company called Confidently. We're building products and services to help consumers take full advantage of the new privacy rights they've been granted here in California, and our aim is for consumers, as they expressly demanded, to be able to fully realize their rights to privacy.

First, I'd like to applaud, as the other speakers have, the attorney general's office and all of you for putting forth a comprehensive set of regulations to guide the implementation of the CPPA.

Thanks to the CCPA and these regulations, consumers will have powerful new rights to help them manage their personal data and enhance their privacy.

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Our own consumer research shows that consumers are very interested in having the ability to: 1) access their data, 2) to delete it, and, 3) to instruct companies not to sell it. But they really want to do these things not just with a handful of businesses, but with all of the businesses who may have some or all of their data, whether they are customers or not. And that's potentially hundreds or thousands of businesses. So I'm very optimistic that the legislation and these regulations address the key consumer concerns, but my biggest personal concern on behalf of consumers is scalability itself.

Based on the recent experience from the GDPR in Europe, most of the privacy officers that we've talked to there report receiving a handful of data access requests every week, even while they're serving millions of consumers. We believe this is, again, not because consumers don't want to, but because the process is, in many respects, very arduous and arcane. To your credit, you've taken a bunch of steps forward to make it easier, but I think there might be more room to go to make it even easier for

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consumers to take this up. In the EU many of these data requests are done in writing, e-mailing a company's chief privacy officer who can then require additional information as a back and forth. And the reality is that one really has to persist and even use legal counsel to assist them to be able to actually complete just one data request. If you take this, that's one episode. Compound this by the number of requests a consumer would have to make to make meaningful impact on their privacy; that could be hundreds or hundreds of different requests. that's whether or not they are customers. You know, they may be customers in several dozen places and have hundreds of other companies, for instance, who have their data where they're not even customers. our observation, it is daunting for most consumers to complete just one request, let alone the hundreds or thousands necessary to secure their privacy.

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So we believe the key to success for the CCPA will be ensuring both the rigorous standards needed for verification and authentication -- we believe that's absolutely important -- as well as making it easy enough for consumers to participate at scale across their entire portfolio of digital relationships. And ultimately, the success of the

CCPA is going to be based upon that: Can consumers take up their new rights at scale?

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So fortunately, as we mentioned, the CCPA has built on the GDPR shortcomings. For example, there's definition of a global webform requirement for making do not sell requests, which will go a long But delete and access requests may still be ways. very laborious, even for companies where consumers, again, are not customers. They don't have a log-in. They don't even have credentials to access their data. So my comment focuses mostly on the question of this accessibility. And so to that end we would suggest further clarification of the regulations to make it easier for consumers, on their own or through a trusted third-party service that they designate, to submit verifiable requests; especially, again, to companies where they are not customers and the standard for authentication or verification may not be as high.

So specifically, with respect to verification, and 999.323 or 999.325, especially there, with respect to access or delete requests where a user is not a customer, and is just trying to see and potentially delete the prospect data that a company may have collected on them. We suggest

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developing a standard set of documentation, or a standard set of variables for verifying requests. For example, a scanned copy of a driver's license, a utility bill, a full name, mailing address, phone and e-mail address. This will make it easier for consumers to access or delete their data with multiple businesses where they are not customers, and do it in a standard, verifiable way, rather than having to figure out the unique requirements of each business. Because consumers are not customers and do not have accounts, we believe a reasonable degree of certainty is the appropriate standard there, as there should not usually be sensitive, personal information involved.

Additionally, we need to figure out how this would work, but we could suggest putting some of the onus for verification onto a consumer's agent. If that can be empowered, to use third-party verification services to make sure that Brent Blackaby actually is Brent Blackaby and is submitting a legitimate request, that could reduce the verification burden for both businesses and consumers at scale. We'll submit other comments to the record. Thank you very much for drafting these regulations and thank you for allowing me the opportunity to comment today.

MR. STARK: I think I'm number five,

1 Okay. Great. My name is Anthony Stark. I'm 2 general counsel for a company called ZoomInfo, 3 formerly known as DiscoverOrg. I'd like to thank the attorney general and his staff for the opportunity to 4 5 speak today, and I'd also like to thank all of you for the obvious, huge amount of work that you guys put 6 into the draft regulations. It's clear that they were 8 prepared with a great degree of care. 9 As a bit of background, ZoomInfo is a company that seeks to profile business organizations 10 11 for business-to-business sales and marketing. 12 Essentially, you can think of us as a sort of white 13 pages for business contact information. And we provide this information to our customers in order for 14 15 them to do outreach to other businesses, in order to 16 provide to critical products and services. 17 This is a huge part of the economy. Approximately 26 trillion dollars every year is spent 18 by businesses buying services and goods from other 19 businesses. And about 8 trillion of that is initiated 20 2.1 by a cold outreach. So one business calls or e-mails 22 another business and is offering their services. 23 Extrapolating that to California's share of the GDP, it means about a trillion dollars in business is done 2.4 25 every year in California based on businesses selling

and marketing to one another.

I'd also like to point out that our

data is used by nonprofits. There was a speaker

earlier who made a good point, which is that this

information is used for fundraising efforts as well. I also want to point out that our business, with or

without the CCPA, has a policy of honoring opt-out

8 requests. So we do allow anybody who's in our

recognize, would be impossible.

9 database to simply be removed upon request. And we

support the mission of the CCPA, generally, to improve

11 | consumer privacy.

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There are a few issues that I'd like to discuss today. I want to start on a positive note and express my support for the addition in Section 999.305(d). I think this is a crucial provision that addresses a widely recognized ambiguity in the CCPA. We appreciate that the clarification around pre-collection notice and not requiring that in a third-party context, which, as I'm sure you all

As to the pre-sale notice options, we do recommend adding a third option. In addition to the direct notice to the consumers, we would like to see the addition of the possibility of registering as a data broker in combination with including the

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required information in a privacy policy. We think that this may actually be more effective in allowing consumers to exercise their rights because they will be able to obtain the information that they need when they need it. Notices are great, but we all know that consumers are overwhelmed with information. Whether that be e-mails or even direct mails, this information can be lost. And if a consumer wants to exercise their rights, it's much easier for them to be able to go to a registry, find all the businesses that are selling their data, and be able to opt-out from them there, rather than have to filter through their e-mail and try to find the e-mail notifications that they received.

Another clarification that we would like in the statute is to clarify that businesses can retain information for the purposes of complying with CCPA, and for the purposes of honoring consumer requests. This, I believe, is consistent with the CPREA ballot measure that's been proposed, specifically, Section 1798.105(c)(2) expressly provides that lists can be retained for suppression. Basically, the idea here is, if I have somebody in my database and they request to be deleted, I need to be able to remember that in the future. In case we

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discover their information again, we need to know not to re-add them to our database. But right now, the record keeping provision provides that the records are solely to be kept for record keeping purposes and no other purpose. We'd like that clarified; that those records can be used for compliance with CCPA more broadly.

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I think there are a couple of places where there are new obligations added in the regulations that go beyond the statute. One of those is in Section 999.312(f). It provides that a business must provide consumers with directions on how to submit requests to remedy deficiencies with their requests. I don't believe that this is contemplated by the statute, and it's very difficult as a business to know under what circumstances we would need to treat a request that is not an actual request, as a request where we are required to give more notice. The burdens on businesses to reply to requests are already substantial, and this adds an extra layer of uncertainty and cost.

I think there are several places where there are requirements to add additional disclosure that I think, again, will not help consumers exercise their rights. For example, there's a requirement that

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businesses explain how consumers can designate	
authorized agents. I don't, myself, know how they	
can, and so it would be difficult for us to include	
that. In any case, we will definitely provide	
detailed, written comments. So thank you for the	
opportunity.	

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MS. GLADSTEIN: Good morning. My name is Margaret Gladstein, G-L-A-D-S-T-E-I-N. I'm here on behalf of the American Property and Casualty Insurance Association. APCIA appreciates the opportunity to provide feedback on the proposed CCPA Regulations.

APCIA is the largest national insurance trade association, representing nearly 60 percent of the U.S. property and casualty insurance market.

APCIA members include the broadest cross-section of home, auto, and business insurers of all sizes, structures, and regions. We will submit more extensive written comments and --- comments that will be submitted by the Cal Chamber, and the general business community, but we wanted to identify a few insurer-specific issues.

The proposed regulations demonstrate a thoughtful and diligent effort to balance competing concerns. For instance, the verification procedures attempt to balance different security and fraud risks

to consumers. Also, the proposed regulations add some clarity as it relates to the tracking law expectations.

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Unfortunately, however, there are many areas of the proposed regulations that will create consumer confusion rather than clarity, and meaningful choice and transparency. For example, while well intentioned, the multitude of consumer notifications are contrary to the trend in consumer demand for shorter, yet informative, notifications. have experience in modernized privacy notice laws that focus on presenting streamlined and comparable Comparable notices. The regulations propose notices. substantial operational obligations that, at times, exceed what the CCPA requires with no appreciable consumer benefit. The additional operational concerns are heightened by the short time frame for implementation. Insurers are fully engaged in compliance efforts to meet the CCPA's January 1, 2020 effective date. Nevertheless, these regulations will influence how the statutory requirements should be implemented, and in some instances, they require businesses to redo the efforts they have already undertaken. A delayed effective date and statement of prospective rules [ph] for enforcement is essential.

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Alternatively, a tiered roll-out of the compliance obligations would benefit businesses of all sizes.

Various sections of the CCPA provide consumers with the right to delete personal information collected by a business. There are numerous exceptions to this rule. But despite these exceptions, the regulations still require a business to respond to each deletion request. The proposed regulations should exempt businesses that only collect personal information covered by a deletion exemption. Under the Right to Know rules, APCIA also believes it is important to have a clear sentence consistent with the CCPA that excludes insurers from disclosing personal information obtained for fraud fighting purposes.

Further, the regulations suggest that a company must indicate separately how each category of personal information is going to be used. This requirement is beyond statutory obligations and is unworkable. An insurer cannot realistically create a notice for each potential purpose that an individual might call an insurer. These purposes are exhaustive and include consumer initiated interactions, such as reporting a claim, requesting information, asking for a quote, changing a policy, and many more purposes.

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OSac 6-5 privacy in the California Constitution. And this legislation is particularly important because the federal government has failed to act to provide consumers with basic privacy rights. The attorney general's proposed rules to implement the CCPA are thoughtfully directed, give companies clear guidance for compliance, and will better enable consumers to take advantage of their rights under the CCPA.

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But there is room for improvement, and today I will focus on one area in which the AG should act now to rein in target advertising. The AG should take decisive action to signal to adtech companies that they must meaningfully comply with the CCPA, particularly because the Interactive Advertising Bureau has recently proposed quidance for compliance with the CCPA that runs counter to the text and certainly the spirit of the CCPA, including first, the commercial data transfers between publishers and adtech vendors on net sales. Again, the third-party adtech vendors may be considered businesses collecting information directly from consumers. And third, the hundreds of unknown companies that may be considered service providers of a publisher to show ads. under the quidance adtech companies do consider those transfers a sale. They can still target ads based on

OSac 7-1

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information collected prior to the opt-out or collected from other sites. And it's important to address this because if consumers aren't able to optout of target advertising, it will undermine one of the main purposes of the CCPA.

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For many consumers, behavioral advertising is a serious abuse of their privacy. only does the widespread collection of data involved in these tracking practices leave consumers vulnerable to data breaches or unintended release of this information, but much of it is very sensitive and reveals more about consumers than they might want to share with others, such as information about their health, their sexual preferences, and their political activities. And it can also perpetuate historic inequalities by facilitating differential pricing and allowing companies to target job or housing offers to members of only certain groups.

And finally, most people just don't want their personal information sold to countless strangers without their knowledge. And at the very least, consumers should be able to opt-out of this. -- attorney general should clarify that the transfer of data between unrelated companies for any commercial purpose falls under the definition of sale, so the

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OSac 7-7

consumer can opt-out. Second, the attorney general should clarify that only a company with which the consumer is intending to interact is a business collecting directly from the consumer. And third, the regulation should state that when the consumer's opted-out, data cannot be shared to target advertising on another site or service, even with a service provider.

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and one final point. The attorney general should also tighten the business purpose exemption for service providers, given that companies like Facebook have shared information with companies such as Netflix and Spotify under the guise of a service provider relationship that was much more than what was intended. The AG should clarify that sharing in spite of an opt-out instruction must be constrained and proportionate and subject to potential limitations. So thank you for the opportunity to speak today. We appreciate the work that has been done in these proposals and urge the AG to take additional steps to make sure that consumers can exercise their rights under this law.

MS. SMITH: Good morning. My name is Heather Smith, and I'm the Media and Production
Manager at 3fold Communications, a marketing and

consulting agency headquartered here in Sacramento. I also serve as the Lieutenant Governor of the American Advertising Federation, AAF, club network. The AAF is a trade association and has more than 200 local clubs across the U.S. that represents nearly 40,000 advertising professionals.

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AAF agrees with the CCPA's goals of providing consumers with transparency and choices regarding the personal information that businesses may collect. However, certain provisions of the CCPA and the current proposed regulations are unclear of those burdens. It may be impossible for businesses to overcome in their efforts to achieve compliance with the law's terms as well as undermine consumer choice. Entities such as 3fold that do business in California would benefit from measure revisions to the proposed rules that would enable them to provide consumers with privacy protections while still maintaining their ability to do business in the state, thereby supporting the economy and employment rate of California.

The proposed rules have introduced several brand-new obligations that were not contemplated by or expressed in the CCPA itself. With the law's effective date of January 1, 2020, less than

a month away, imposing an entirely novel and unprecedented requirements on companies at this time, threatens the liability of businesses of all sizes, proposes particularly harsh potential consequences for small businesses, and unintended consequences for consumers. I would like to raise once concern with the proposed regulation. I note the AAF will file more detailed comments in the near future.

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The proposed regulations could obstruct meaningful consumer choice by mandating that businesses abide by a single browser opt-out mechanism. That's something said that I quite frequently hear today. The proposed regulations introduce a new requirement for online businesses to treat user-enabled privacy controls, such as a browser plug-in or privacy setting, or other mechanism that communicate or signal the consumer's choice to opt-out of the sale of their personal information as a valid request to opt-out. This is a significant new obligation that was not included in the text of the CCPA and could undermine consumer choice. Browser opt-outs apply broadly across the entire Internet ecosystem and do not give consumers the opportunity to set granular choices about businesses that can and cannot transfer personal information. These signals

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OSac 8-2

OSac 8-3

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it works to finalize the proposed rules. Thank you

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1	for the opportunity to testify today.
2	MS. SCHESSER: I've run out of our list
3	up here of speakers. If speaker number nine would
4	like to approach the microphone.
5	MR. COOK: Good morning. My name is
6	Jarelle Cook. I represent the California
7	Manufacturers and Technology Association. CMTA will
8	be submitting more detailed comments later this week,
9	but we appreciate the opportunity to comment here
10	today. We have a few or a couple issues that we
11	wanted to highlight today related to the Internet of
12	Things and connected devices, which is a serious issue
13	for the state's manufacturing community.
14	Manufacturers generally have concerns with the way
15	that CCPA may unintentionally be affecting this
16	expansive new market for manufacturing.
17	First, we'd like to highlight that we
18	appreciate the changes that the AG has taken with
19	regards to households and pre-collection notices. We
20	believe that the rules outlined do assist with some
21	of the concerns that we initially raised in our letter
22	earlier this year. With regards to household and the
23	definition in 999.301(h), we think that many of our
24	issues could be handled with further clarification;
25	that occupy has the same general meaning we see in

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other instances in the law of non-transient, continuous residency in a household or a dwelling.

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With regards to notice in 99.305(d), pre-collection notices, we think that this is a significant improvement in the regulations. We are looking for consistency in how data is handled with these pre-collection notices as it is handled in other parts of the regulation. We'll be submitting more detailed language as to how we believe we can address this issue.

Manufacturers have a more serious concern that I wanted to highlight today related to the valuation of data as described in 999.307. We know that the CCPA was generally geared towards addressing issues with online businesses, services, dealing with ads, and customer loyalty and rewards programs with regards to contemplating rules for value-to-customer data, consumer data. However, manufacturers have serious concerns with how this may apply to the Internet of Things, and especially with the Industrial Internet of Things. We believe that the attorney general should consider how data valuation in the context of employers using that information for generating logistics with regards to their production and improving efficiency and employee

behavior will be impacted by the rules as proposed in the current regulation. Again CMTA will be submitting language that addresses some of these concerns and thoughts that we have where the AG could improve this and ensure that the Industrial Internet of Things remains functional as well as not negatively impacting the consumer of connected devices. Thank you.

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MS. SCHESSER: If speaker ten is present? It is now 10:58 a.m. We will go off the record until there is someone present who would like to make a comment. We will continue if there is someone -- I'm sorry, we will go off the record until someone would like to make a comment.

(Off the record)

MS. SCHESSER: It is now 11:11 a.m. We are going back on the record. We do not have any additional speakers who have signed up, but we are going to give anyone the opportunity to come forward to speak at the microphone, if you would like to line up and provide an oral comment at this time.

MR. STARK: I wasn't sure if it was okay because I already spoke, but I have a couple of more points that I want to make, if that's alright.

This is Anthony Stark again on behalf of ZoomInfo.

And I'm speaker number five, just for reference. So I

1 just wanted to tick through a couple of places. think I left off -- I was mentioning that -- I think 2 3 there are a few places in the regulations where some additional disclosures are being required that I think go beyond what's required in the CCPA. The concern is not with the ability to provide it, but more in that I 6 think it sort of adds to this -- to the consumer being overwhelmed with information. Specifically, Section 8 9 999.313(a), it requires that in response to a consumer 10 request, the business is required to explain how the 11 business will process a request as well as describe 12 its verification process. I think this goes beyond 13 the CCPA. I think it's -- it seems to me that what 14 the statute requires is that we acknowledge the 15 request and that we process it in accordance with the 16 statute. It seems that providing additional 17 information about exactly how we're going to do that and to describe in any level of detail our 18 19 verification process is not going to be helpful to the 20 consumers, and simply will make the notices and the 21 response communications more burdensome. 22 In Section 999.313(d)(4) provides that a "...business shall specify the manner in which it 23 24 has deleted the personal information." I simply don't

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know what that means. If we are required to delete

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the information, we will delete it, but I don't know how to further describe the manner in which we will do so.

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Section 999.313(d)(5) provides that a business shall disclose the fact that it maintains a record of the request. Again, I think this is maybe a situation where forms would be helpful, for example, language, because I don't see the reason to provide this information in the response. And again, it seems like it will simply make it more cumbersome for the consumers.

I also have a question about the requirements that certain notices and policies be accessible to persons with disabilities. I think that there could be some clarification around exactly what disabilities are being referred to here. There are certainly many different kinds of disabilities and I'm not sure -- it says that we must provide information about how to access it in one alternative format, but there's not guidance provided us to what an acceptable alternative format is. I'm not sure if that's audio. And it's also unclear to me that if, for example, the disability being referenced is a visual impairment, how to provide the information to let the person know how to access an alternative format. As you can see,

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there's kind of the chicken and the egg problem there.

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One more point I wanted to make is with regard to service providers. It was already addressed by a gentleman earlier that the prohibition on service providers using information in certain contexts requires clarification because, as he pointed out, there may be situations where it's perfectly appropriate for somebody who is also a service provider to have the information and be entitled to use the information in other contexts. So I think that requires clarification.

And secondly, I think -- perhaps more importantly, there is a requirement for service providers to respond to consumers who submit requests with regard to information that the service provider is holding on behalf of another business. And I think that this is very dangerous because certain service providers may not know or may be prevented from knowing what information that they have on behalf of other businesses. You may think of Cloud based IT software; things such as Salesforce or other software, where the business has a segregated instance where they are housing personal information, but the actual business that's providing that service doesn't have the right to view the information that's being housed

there. So if Salesforce gets a request from a consumer to delete their information, Salesforce simply isn't going to know all of their customers that have that person's information in their segregated instances. And to require them to sort of -- I mean, it would be a breach of security for them to even try to figure out what information that they have, so I think that's something that should be clarified. So thank you again.

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MR. BLACKABY: Hi. Speaker number Again, Brent Blackaby, B-L-A-C-K-A-B-Y. three additional, kind of, various -- in terms of the consumer friendliness of the regulations. First, on the delete requests. This is Section 999.312(d) as well as 999.313(d)(7). In the spirit [ph] of a partial delete, we suggest clarifying that consumers have the right to ask a business to delete some but not all of their data in the very first request that they make. I think in the regulation it did then suggest that businesses may respond to a delete request with a clarification to ask that consumers might just want to delete part of it. We're saying, consumers should be able to make that request in the very initial ask. For example, we believe that consumers -- even with businesses where they do value

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that relationship and want to continue that relationship -- consumers should be able to ask that business to delete some of the most sensitive personal information that the business may have collected while retaining the rest that they think is appropriate. So social security number, credit card number, something else they feel particularly sensitive about. So we suggest there should be a standardized format for this request to be performed so a consumer doesn't need to figure it out, the business doesn't need to figure it out. This is, sort of, you know, part of the initial request.

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Agent authorization in 999.326. Again, this goes back, I think, to what some other speakers have outlined with some sort of standardized form that is knowable from the beginning. We suggest defining a standard, pre-approved document or process that will enable agents to present their authorization from an end user to improve confidence from businesses, consumers and those agents that the authorizations are valid. So it would be a standard, templatized document signed by the consumer physically or with a digital signature that authorizes that agent to make delete, access, and do not sell requests on their behalf. So they're just not shooting in the dark, but

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there's some agreed-upon format where that agency could be put forth. In the case of businesses where a consumer is not currently a customer of that business, that authorization could be sent alongside. But as I suggested in my earlier comment, the standard consumer verification documents suggested before to facilitate the receipt and processing of valid access and delete requests at one time. We don't believe that in those cases the consumer should have to reverify their identity with the business again.

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One final point. And this, again, there is some questions around the user-enabled privacy controls; 999.315(c). Again, we're developing a web application to help consumers manage their digital privacy at scale. While it will not be a browser extension per se, it will be a subscription service where consumers can clearly sign up and demonstrate their intent for us to execute dozens of do not sell, delete and access requests on their behalf. This will be a technology product. It will be accessed via the Internet, be it desktop or mobile device, to act on the consumer's behalf as if the consumer is making these requests directly to each end business. So we assume that the product that we are building would fit under that definition of

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OSac 10-2

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user-enabled privacy controls. But we'd appreciate any clarification under the regulations. Thanks again.

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MS. SCHESSER: If there are any other speakers, please approach the microphone. And if not, we will give five minutes and then likely conclude the hearing.

MS. FOSNAUGH: I'm Desiree Fosnaugh. I'm representing Merchants Bank of Commerce.

MS. SCHESSER: I'm sorry. Could you speak up a little bit?

MS. FOSNAUGH: Representing Merchants Bank of Commerce and, basically, consumer-end banking as well as myself.

There's a little bit of confusion in the banking world about how GLBA and the CalFIPA requirements that we have to follow in banking will affect consumers and their ---. Things can be deleted that really can't be because we have to comply with legal obligations, regulations, fraud, FDIC insurance, or insurance in general for deposits and things that we have to collect. And it's kind of unclear in the regulations, that section of it where it mentions GLBA, on what we do have to provide if -or, if you could make it more clear. And also, I'd

like to also I think, speaker number one from
Travis indicated forms and model language. That is
hugely important in banking so we don't confuse
consumers on something that's really sensitive and
very personal as their finances; to understand what
they can and cannot ask us to delete, especially.
Because very little of it we can delete because so
much of it is included for various different reasons
within that. So model forms are very important. I
know that, you know, GLB has a form. The CalFIPA
provides the opt-out language. It would really,
really, really help consumers. I know, as myself, you
know, I'm in the business, and I understand those
things. Someone like my husband's not going to. He's
going to look at me, like, "What is this?" So you've
got to kind of keep those things, and consumers
don't read regulations like we do. And they don't
understand it, and they're going to get confused
because we're asking them or their asking for
something that we have to tell them, "No." So to the
extent that those things can be clarified for the
consumer as well as in banking because we want to
comply. Because, great, we all think it's great that
we're protecting the information.

And the last thing would be, further

1	defining selling information as it relates to when we
2	have to provide information and there's a small cost
3	benefit. And maybe put some more understanding of
4	what that actually entails. And so, I mean, I think
5	from the banking, kind of my banking friends that we
6	talk about, is we're not clear on what else is left of
7	the data that we do have that we would have to attempt
8	to delete, when everything that we do kind of needs to
9	happen. I mean, right down to an IP address that
10	the law enforcement, if they're interested in that
11	customer will want to know their IP address. So
12	like I say, we can't even delete those kinds of
13	things. Maybe a little bit further clarification on
14	how GLBA and CalFIPA fits into this whole business.
15	That's it. Thank you.
16	COURT REPORTER: May I get your name,
17	please?
18	MS. FOSNAUGH: Desiree
19	Fosnaugh. F-O-S-N-A-U-G-H.
20	COURT REPORTER: Thank you.
21	MS. COLEMAN: Good morning. My name is
22	June Coleman and I'm not here on behalf of anyone.
23	But I did have a couple of questions that I had when I
24	read the regulations and the CCPA. And one of them
25	is, that the CCPA contemplates providing the consumer

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OSac 11-1

with the various information that is gained from the consumer about the consumer. That information is broadly defined and would include such things as recordings. So I think that many people in business that record telephone conversations are curious about whether the CCPA requires the actual recordings to be sent to the consumer, and the technology involved in that as well. It's more than just a letter with various information on it.

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Another question I had was about people who called in. They had no contact with the business. Maybe the information about the business arises on their credit report. And so they call in to the company who credit-reported them, and the company that credit-reported them would then capture the phone number from which they called. And yet they haven't received a pre-gathering notice of information that could be gathered, because they didn't take any active role in encouraging a communication. So I'm not sure how the CCPA addresses that with respect to the notice that must be given prior to gathering information. So that's another question I have, if that makes sense to everybody. That's all.

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MS. FOSNAUGH: Hi. This is Desiree Fosnaugh again. One other thing that, when I read the

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regulations, that I think we need to consider.
in banking, we archive everything. We do it in
reports. We do it in lists. We do it in all kinds of
different ways. And the provision to actually delete
it from those types of records when they're archived,
it's almost like one-and-done. You'd put it there,
and if you need it, you go back to it. But it stays
there for the regulation period of time that you have
to keep it. Maybe some consideration on how, exactly,
we would be expected to delete from archived data.
Literally, I mean -- it's a check, it's a, you know, a
transaction, it's just a multitude of things for
however long we're supposed to keep it. And it's
usually lists, and you can't -- it's sort of, like,
PDF'd and saved, so you can't, like, go and line them
out. So just something -- maybe some little bit of
clarification on your -- on the archiving of data and
how we're expected to delete it if we have to delete
    Because, it's just report after report after
report if you happen to meet the parameters for why a
report was actually generated. That's unclear to us
on how we would actually delete some -- delete the
information if we were found to have to. They told me
to come back here and tell you that.
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MS. SCHESSER: We're going to give

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folks present two more minutes to come up to the microphone to provide a comment, and if not, we will close this hearing early.
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MS. TASSIN: Hi. My name's Jessica

Tassin. I'm not here on behalf of anyone. But I

think in considering the CCPA, one of our main

questions was just, ostensibly, there's more rigorous

standard for de-identification than was imposed under

HIPAA. And so information that was exempt from HIPAA

for having been de-identified is now within the

purview esteem [ph] of the CCPA. So it would just be

helpful, I think, to understand more specifically what

constitutes de-identification under the CCPA, and how

that is distinct from de-identification under HIPAA.

MS. SCHESSER: It is now 11:34 a.m. and there are no more persons present to make any oral comments. I hereby close this hearing on the proposed California Consumer Privacy Act Regulations. The written comment period ends on December 6th, 2019 at 5:00 p.m. Pacific Time. Written comments may also be e-mailed to us at privacyregulations@doj.ca.gov. On behalf of the Department of Justice, thank you for participating in the rulemaking process.

(Whereupon, the meeting concluded at 11:34 a.m.)

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I, GIGI CHAVEZ LASTRA, the officer before
whom the foregoing proceedings were taken, do hereby
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best of my knowledge, skills, and ability; that I am
neither counsel for, related to, nor employed by any
of the parties to the action in which this was taken;
and, further, that I am not a relative or employee of
any counsel or attorney employed by the parties
hereto, nor financially or otherwise interested in the
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