

0:00:02.790,0:00:04.850
you

0:00:05.290,0:00:12.650
alright hello everybody and welcome to

0:00:09.110,0:00:15.820
this napkin webinar which is titled

0:00:12.650,0:00:18.520
using technology to inform alcohol

0:00:15.820,0:00:22.369
regulatory and enforcement practices

0:00:18.520,0:00:25.279
before I introduce our speaker Schuyler

0:00:22.369,0:00:28.130
Genest I wanted to address a few

0:00:25.279,0:00:30.169
housekeeping notes and i guess i should

0:00:28.130,0:00:32.540
also introduce myself i'm maggie marcin

0:00:30.169,0:00:35.750
IAM director of communications for nab

0:00:32.540,0:00:38.150
CA so i wanted to welcome you all again

0:00:35.750,0:00:40.700
to the webinar and to let you know that

0:00:38.150,0:00:44.000
this webinar is one of a series of

0:00:40.700,0:00:47.060
several planned through 2019 we've got

0:00:44.000,0:00:49.880
another webinar addressing u.s. alcohol

0:00:47.060,0:00:52.340
regulation in january so you can stay

0:00:49.880,0:00:53.060
tuned for details about that Pam

0:00:52.340,0:00:55.220

Erickson

0:00:53.060,0:00:56.660
a former regulator and researcher will

0:00:55.220,0:01:00.710
be the presenter for that one and

0:00:56.660,0:01:02.870
another webinar addressing the increase

0:01:00.710,0:01:04.879
in alcohol-related emergency room visits

0:01:02.870,0:01:06.979
with dr. Erin white of the National

0:01:04.879,0:01:10.249
Institute of Health is scheduled for

0:01:06.979,0:01:12.619
April so again stay tuned for details so

0:01:10.249,0:01:15.079
now back to today's webinar

0:01:12.619,0:01:18.109
this webinar will last about one hour

0:01:15.079,0:01:20.659
however if there are a lot of questions

0:01:18.109,0:01:22.759
which we hope that you do have and

0:01:20.659,0:01:24.619
attendees don't mind we can stay a

0:01:22.759,0:01:27.380
little bit longer to answer these

0:01:24.619,0:01:30.740
questions and if you do have a question

0:01:27.380,0:01:32.569
I encourage you to type it into some may

0:01:30.740,0:01:35.719
have a chat box or some may have a

0:01:32.569,0:01:39.679
question box and I'll be able to see

0:01:35.719,0:01:42.350
them and at the end I will come back on

0:01:39.679,0:01:45.380
and have Skyler answer those questions

0:01:42.350,0:01:48.139
for you let's see the presentation is

0:01:45.380,0:01:51.530
being recorded and we will it will be

0:01:48.139,0:01:54.350
available through NABC a.org our website

0:01:51.530,0:01:58.609
within seven to ten business days you

0:01:54.350,0:02:02.179
can find it under the resources tab so

0:01:58.609,0:02:05.029
now on to our presenter I'd like to just

0:02:02.179,0:02:06.979
say a few things about Skyler he joined

0:02:05.029,0:02:11.030
the University of Vermont Police

0:02:06.979,0:02:12.849
Department in 2005 by 2012 he was

0:02:11.030,0:02:15.830
promoted to Detective becoming

0:02:12.849,0:02:18.890
responsible for all major investigations

0:02:15.830,0:02:22.120
he was hired by the Vermont Department

0:02:18.890,0:02:25.069
liquor and lottery in 2013 his

0:02:22.120,0:02:27.940
responsibilities included investigations

0:02:25.069,0:02:31.310
of regulatory and criminal violations in

0:02:27.940,0:02:34.190
August 2017 Schuyler was appointed as

0:02:31.310,0:02:36.520
chief and assigned as the director of

0:02:34.190,0:02:38.990
the office of compliance and enforcement

0:02:36.520,0:02:41.060
Schuyler continues to innovate liquor

0:02:38.990,0:02:43.850
enforcement by placing emphasis on

0:02:41.060,0:02:46.720
intelligence and leveraging technology

0:02:43.850,0:02:49.270
to modernize the regulatory environment

0:02:46.720,0:02:51.920
thank you for being our presenter today

0:02:49.270,0:02:58.459
Schuyler now give me a second and I'm

0:02:51.920,0:03:02.930
going to change to handing over the the

0:02:58.459,0:03:09.100
webinar to you and let's see audience

0:03:02.930,0:03:09.100
viewing let's see where did that go

0:03:14.230,0:03:26.090
pardon me while I figure out how to hand

0:03:18.800,0:03:31.549
the file over to Schuyler sharing there

0:03:26.090,0:03:33.910
we go change presenter and Schuyler it

0:03:31.549,0:03:38.810
is now coming over to you

0:03:33.910,0:03:40.910
okay there we go

0:03:38.810,0:03:42.500

awesome Thank You Maggie appreciate the
0:03:40.910,0:03:45.079
introduction I just want to take a real
0:03:42.500,0:03:46.910
brief moment to thank Maggie for setting
0:03:45.079,0:03:49.430
this up and additionally just think NAB
0:03:46.910,0:03:52.010
CA for allowing me to spend some time
0:03:49.430,0:03:54.519
with you all today and talk about some
0:03:52.010,0:03:57.470
of the innovative stuff that we are
0:03:54.519,0:03:59.390
working on here in Vermont additionally
0:03:57.470,0:04:02.690
thank you all for taking the hour to
0:03:59.390,0:04:04.010
take a peek I like to start before I
0:04:02.690,0:04:06.680
jump in the presentation and just let
0:04:04.010,0:04:08.209
everybody know that I'm condensing a lot
0:04:06.680,0:04:10.340
of this into an hour to give you kind of
0:04:08.209,0:04:13.459
a glimpse of what we're doing and this
0:04:10.340,0:04:16.010
is kind of a high-level preview however
0:04:13.459,0:04:17.810
I caveat this entire presentation by
0:04:16.010,0:04:19.970
saying I am NOT an IT guru I'm not a
0:04:17.810,0:04:21.200
computer programmer or designer I'm a

0:04:19.970,0:04:23.660
knucklehead police officer with a badge

0:04:21.200,0:04:24.890
and a gun an idea and I was able to pull

0:04:23.660,0:04:27.590
this off

0:04:24.890,0:04:29.000
with relatively little resources and

0:04:27.590,0:04:31.729
we'll talk a lot more about that as we

0:04:29.000,0:04:32.840
go forward but I say all that to just

0:04:31.729,0:04:34.490
kind of sell at home that

0:04:32.840,0:04:36.889
nothing that I think we pulled off here

0:04:34.490,0:04:38.650
in Vermont is anything that you would

0:04:36.889,0:04:42.229
have a hard time exporting to your own

0:04:38.650,0:04:44.660
locations if this this approach makes

0:04:42.229,0:04:46.070
sense to you so I wonder just want to

0:04:44.660,0:04:47.540
make myself available ahead of time and

0:04:46.070,0:04:50.330
it will leave some time for questions as

0:04:47.540,0:04:52.520
we go on today but I encourage just

0:04:50.330,0:04:54.320
reaching out to me if I can help with it

0:04:52.520,0:04:58.930
all or any of this that you'd be

0:04:54.320,0:05:01.820
interested in so like Maggie said

0:04:58.930,0:05:03.470
Schuyler Genest with the Vermont

0:05:01.820,0:05:05.120
Department of liquor and lottery and I

0:05:03.470,0:05:09.380
make it a point to say the full name as

0:05:05.120,0:05:10.790
we recently were changed the department

0:05:09.380,0:05:13.610
name changed as we merged with our

0:05:10.790,0:05:16.340
division of lottery July 1st of this

0:05:13.610,0:05:18.500
year just a little about me like Maggie

0:05:16.340,0:05:20.090
said I am a full-time sworn law

0:05:18.500,0:05:22.220
enforcement police officer in Vermont I

0:05:20.090,0:05:25.430
began my police career in 2005 at the

0:05:22.220,0:05:26.930
University of Vermont I served in some

0:05:25.430,0:05:28.280
supervisory roles there before

0:05:26.930,0:05:31.400
ultimately becoming the only full-time

0:05:28.280,0:05:33.199
detective at that organization and I was

0:05:31.400,0:05:35.270
there until 2013 when I took a job with

0:05:33.199,0:05:37.940
the Vermont Department of liquor control

0:05:35.270,0:05:41.630

at the time as a liqueur investigator I

0:05:37.940,0:05:44.139
was assigned to our North Central where

0:05:41.630,0:05:46.190
I conducted liquor and tobacco

0:05:44.139,0:05:48.590
investigations for several years until I

0:05:46.190,0:05:53.300
was promoted to chief in August of last

0:05:48.590,0:05:54.979
year I mentioned that I'm not a computer

0:05:53.300,0:05:57.289
programmer although full disclosure I do

0:05:54.979,0:05:59.450
have a little bit of background with

0:05:57.289,0:06:00.950
with technology I did begin my

0:05:59.450,0:06:03.110
bachelor's degree program at the

0:06:00.950,0:06:05.960
University of Vermont in computer

0:06:03.110,0:06:09.139
science so I come from at least a pretty

0:06:05.960,0:06:11.720
strong background of IT in computer

0:06:09.139,0:06:14.419
technology however certainly law

0:06:11.720,0:06:16.669
enforcement has risen as my my focal

0:06:14.419,0:06:19.039
point in my career I want to take a

0:06:16.669,0:06:20.690
little bit of time to talk about my

0:06:19.039,0:06:23.720
department the department of liquor and

0:06:20.690,0:06:25.610
lottery what it is and that kind of will

0:06:23.720,0:06:27.620
give some context as to what project

0:06:25.610,0:06:29.240
rabbit turned in for us so the

0:06:27.620,0:06:31.400
department of liquor control or now

0:06:29.240,0:06:33.979
liquor and lottery is comprised of four

0:06:31.400,0:06:35.360
separate but related offices the first

0:06:33.979,0:06:38.000
is the office of compliance and

0:06:35.360,0:06:40.820
enforcement the second is the office of

0:06:38.000,0:06:43.849
education the office of licensing and

0:06:40.820,0:06:46.120
lastly as a control state Vermont has a

0:06:43.849,0:06:48.550
retail division where we

0:06:46.120,0:06:50.710
actly cell spirituous alcohol to our

0:06:48.550,0:06:52.660
public through agent contract stores i

0:06:50.710,0:06:54.490
am going to be focusing today on my

0:06:52.660,0:06:56.470
office the office of compliance and

0:06:54.490,0:06:58.120
enforcement and really just talk about

0:06:56.470,0:07:00.930
some of the innovations that we've made

0:06:58.120,0:07:03.970
in the realm of our compliance and our

0:07:00.930,0:07:06.520
investigative and regulatory inspection

0:07:03.970,0:07:09.610
work so what you're looking at here is

0:07:06.520,0:07:11.680
my team I like to show this picture for

0:07:09.610,0:07:14.199
a couple of reasons the first is just to

0:07:11.680,0:07:16.630
kind of give you a really quick graphic

0:07:14.199,0:07:18.490
view of the size of my office so you're

0:07:16.630,0:07:19.960
looking at everyone assigned for the

0:07:18.490,0:07:21.970
entire state of Vermont these are all of

0:07:19.960,0:07:23.260
our sworn liquor investigators the

0:07:21.970,0:07:26.050
second reason why I like to show this

0:07:23.260,0:07:27.760
image is because I always like to give

0:07:26.050,0:07:29.650
full credit to the team for any of the

0:07:27.760,0:07:33.250
successes that this program has brought

0:07:29.650,0:07:35.440
to our office in the state of Vermont

0:07:33.250,0:07:40.539
without their willingness to embrace

0:07:35.440,0:07:44.620
innovation and truly you know be willing

0:07:40.539,0:07:46.750

to upend years of past practice and ways

0:07:44.620,0:07:48.550
of doing things we would have failed

0:07:46.750,0:07:50.139
before inception so I always like to

0:07:48.550,0:07:50.710
just kind of briefly give a thanks to my

0:07:50.139,0:07:54.160
team

0:07:50.710,0:07:56.530
every time I present on this topic so

0:07:54.160,0:07:58.479
law enforcement duties as in the office

0:07:56.530,0:08:00.400
of compliance and enforcement we are

0:07:58.479,0:08:01.990
full sworn law enforcement officers with

0:08:00.400,0:08:04.690
the same authorities of state police in

0:08:01.990,0:08:06.789
Vermont which means we can effect arrest

0:08:04.690,0:08:10.300
for any and all crimes however our

0:08:06.789,0:08:12.639
office has a specific focus on our title

0:08:10.300,0:08:14.669
seven laws in the state which revolve

0:08:12.639,0:08:19.690
around the sale of spirituous alcohol

0:08:14.669,0:08:22.780
malt adventists and tobacco products we

0:08:19.690,0:08:25.180
have looming some cannabis legislation

0:08:22.780,0:08:27.849
in the state which will potentially

0:08:25.180,0:08:30.760
become an issue for us we've had no

0:08:27.849,0:08:32.589
bills officially entertained yet in the

0:08:30.760,0:08:34.839
legislature however our governor's

0:08:32.589,0:08:37.690
regulate and tax committee has suggested

0:08:34.839,0:08:40.029
that our agency who's been engaged in

0:08:37.690,0:08:42.760
this practice since 1933 has probably

0:08:40.029,0:08:43.990
got the the right skill set to engage in

0:08:42.760,0:08:47.920
the regulation and enforcement of

0:08:43.990,0:08:51.040
cannabis laws but being the first state

0:08:47.920,0:08:53.320
to do this at least our legalization as

0:08:51.040,0:08:54.640
a total legislative agenda you really

0:08:53.320,0:08:57.100
have no guarantees of what this will

0:08:54.640,0:09:00.710
quite look like so we anticipate an

0:08:57.100,0:09:03.180
interesting year in our legislature

0:09:00.710,0:09:06.390
so again my division the picture you saw

0:09:03.180,0:09:08.730
earlier is comprised of eleven field

0:09:06.390,0:09:10.140
investigators and each individual

0:09:08.730,0:09:11.940
investigator covers an area of

0:09:10.140,0:09:14.730
responsibility dispersed across the

0:09:11.940,0:09:18.240
state we take our public safety mission

0:09:14.730,0:09:20.100
very seriously and we focus on a social

0:09:18.240,0:09:23.010
responsibility piece especially being in

0:09:20.100,0:09:25.830
control state knowing that our division

0:09:23.010,0:09:27.870
engages in the retail sale of alcohol we

0:09:25.830,0:09:31.140
do that knowing that there is social

0:09:27.870,0:09:34.020
cost to the society and engaging in that

0:09:31.140,0:09:36.540
so generally we we put a lot of emphasis

0:09:34.020,0:09:38.340
on our social responsibility really

0:09:36.540,0:09:39.930
simply put we just endeavor to ensure

0:09:38.340,0:09:42.390
that responsible sale and service of

0:09:39.930,0:09:45.450
alcohol is kept in the forefront amongst

0:09:42.390,0:09:47.370
our licensees so my division as I

0:09:45.450,0:09:49.620
mentioned earlier is complemented by a

0:09:47.370,0:09:51.180
robust education division our state

0:09:49.620,0:09:54.210

mandates that all of our sellers and

0:09:51.180,0:09:55.710
servers take a training offered by the

0:09:54.210,0:09:58.800
department or a third party trainer

0:09:55.710,0:10:00.300
every two years and we've got some

0:09:58.800,0:10:03.090
metrics that show that that's has some

0:10:00.300,0:10:05.580
positive outcomes for our community we

0:10:03.090,0:10:06.990
have a dedicated licensing division and

0:10:05.580,0:10:09.750
then I didn't given time the state has

0:10:06.990,0:10:12.960
around 1,600 active alcohol licenses but

0:10:09.750,0:10:15.270
with our temporary permits we can swell

0:10:12.960,0:10:18.090
to as high as 7,000 outlets in any given

0:10:15.270,0:10:20.400
day my division the office of compliance

0:10:18.090,0:10:23.220
and enforcement we operate in three key

0:10:20.400,0:10:26.910
focused programs the first program is

0:10:23.220,0:10:28.950
our compliance program the second is an

0:10:26.910,0:10:32.430
inspection or regulatory audit program

0:10:28.950,0:10:33.750
and lastly is investigations so I'm just

0:10:32.430,0:10:36.510
going to take a couple of seconds and

0:10:33.750,0:10:37.920
break down each one I know at least some

0:10:36.510,0:10:40.230
of the attendees have similar

0:10:37.920,0:10:41.670
arrangements in their states but what

0:10:40.230,0:10:44.160
you'll find with liquor enforcement is

0:10:41.670,0:10:45.330
it varies widely across the country so I

0:10:44.160,0:10:48.240
just want to give some context for all

0:10:45.330,0:10:49.890
of this our compliance program on both

0:10:48.240,0:10:53.130
the alcohol in the tobacco front is

0:10:49.890,0:10:56.280
primarily comprised of undercover UB

0:10:53.130,0:10:59.460
buys which looks like us recruiting

0:10:56.280,0:11:00.840
minors which we employ and send in to

0:10:59.460,0:11:04.490
establishments to attempt to purchase

0:11:00.840,0:11:07.560
alcohol or tobacco products underage our

0:11:04.490,0:11:09.390
inspection program is mostly comprised

0:11:07.560,0:11:10.950
of unannounced site visits where the

0:11:09.390,0:11:13.060
liquor investigators perform a

0:11:10.950,0:11:14.950
regulatory audit in

0:11:13.060,0:11:17.880
in compliance with all of our state laws

0:11:14.950,0:11:20.970
and regulations and lastly our

0:11:17.880,0:11:22.990
investigations routinely focus around

0:11:20.970,0:11:26.080
complaints we received from the public

0:11:22.990,0:11:28.090
as well as supporting other state and

0:11:26.080,0:11:30.340
local law enforcement partners with

0:11:28.090,0:11:32.320
supplemental investigations some good

0:11:30.340,0:11:34.990
examples of that you may be familiar

0:11:32.320,0:11:36.970
with source investigations where maybe

0:11:34.990,0:11:38.890
some criminal activities such as a DUI

0:11:36.970,0:11:41.530
stems from a licensed establishment in

0:11:38.890,0:11:44.350
those scenarios my investigators support

0:11:41.530,0:11:46.570
the local law enforcement with source

0:11:44.350,0:11:48.340
investigations and and just aid that

0:11:46.570,0:11:49.810
potential DUI create case or other

0:11:48.340,0:11:54.310
criminal case with additional

0:11:49.810,0:11:57.190
investigative resources so goals for

0:11:54.310,0:11:58.480

today what I'd like to achieve for all

0:11:57.190,0:12:00.370
of the attendees today is just kind of

0:11:58.480,0:12:03.100
give you like I said that high level

0:12:00.370,0:12:05.160
overview of what project rabbit is and

0:12:03.100,0:12:07.750
how we are using it in Vermont and

0:12:05.160,0:12:11.710
direction for project rabbit in the

0:12:07.750,0:12:13.900
future and really crucial for you all

0:12:11.710,0:12:17.550
attending is how this approach can be

0:12:13.900,0:12:22.090
adopted in each of your own local areas

0:12:17.550,0:12:23.620
so given those goals let me just state

0:12:22.090,0:12:25.330
that the what I really would like to do

0:12:23.620,0:12:27.640
is just kind of detail for you all

0:12:25.330,0:12:29.980
paradigm shifts that we've instituted in

0:12:27.640,0:12:32.980
the way that we collect analyze and use

0:12:29.980,0:12:34.650
data to drive our decision-making here

0:12:32.980,0:12:37.480
at the office of compliance enforcement

0:12:34.650,0:12:40.930
at a very very operational level on

0:12:37.480,0:12:45.370
literally a daily basis and I have some

0:12:40.930,0:12:47.500
opportunity to show you our live stream

0:12:45.370,0:12:49.210
of the data and I can show you a demo

0:12:47.500,0:12:52.960
for you today exactly how we use this

0:12:49.210,0:12:55.690
data so here's where we'll start the

0:12:52.960,0:12:58.990
problem statement that I encountered

0:12:55.690,0:13:02.200
when I was promoted to chief very simply

0:12:58.990,0:13:03.580
broke down as you see here so when I

0:13:02.200,0:13:06.190
took on the roles of director the first

0:13:03.580,0:13:08.560
challenge I saw and this is not unique

0:13:06.190,0:13:10.210
to Vermont and it's a matter of fact

0:13:08.560,0:13:11.830
it's a consonant with in almost every

0:13:10.210,0:13:14.230
law-enforcement agency was that my

0:13:11.830,0:13:17.470
resources were infinite or finite and

0:13:14.230,0:13:21.840
limited at best Vermont is in the grips

0:13:17.470,0:13:25.209
of a very very complex opioid crisis and

0:13:21.840,0:13:28.209
vying for state resources and enforce

0:13:25.209,0:13:30.429
it is difficult public opinion certainly

0:13:28.209,0:13:31.899
puts a lot of emphasis on the opioid

0:13:30.429,0:13:34.480
problem and I'm not disagreeing with

0:13:31.899,0:13:36.160
that but I think statistics can can

0:13:34.480,0:13:38.350
support certainly the the dangers of

0:13:36.160,0:13:39.670
alcohol sometimes out wÃÃ're can

0:13:38.350,0:13:43.029
overshadow some of those underlying

0:13:39.670,0:13:43.959
causes there so knowing that I certainly

0:13:43.029,0:13:46.240
wasn't going to get any additional

0:13:43.959,0:13:48.029
resources my job was simply to just

0:13:46.240,0:13:51.399
figure out how I could do more with less

0:13:48.029,0:13:54.399
so additionally another problem point

0:13:51.399,0:13:56.920
was that we covered a generally vast

0:13:54.399,0:13:59.170
geographic area as a state-level entity

0:13:56.920,0:14:01.959
so Vermont even though it's a it's a

0:13:59.170,0:14:04.929
very very small state we do have 9600

0:14:01.959,0:14:07.540
square miles and the joke for us a New

0:14:04.929,0:14:09.069
Englanders up here is whenever you try

0:14:07.540,0:14:10.779

and ask directions from a local you'll

0:14:09.069,0:14:11.829
get the the response of oh well you

0:14:10.779,0:14:14.230
can't get there from here

0:14:11.829,0:14:16.240
travel in the Green Mountain State can

0:14:14.230,0:14:18.610
be very difficult we have a number of

0:14:16.240,0:14:20.230
mountain ranges north and south travel

0:14:18.610,0:14:22.449
sometimes is easier than East and West

0:14:20.230,0:14:24.249
so figuring out a way to disperse my

0:14:22.449,0:14:26.529
investigators statewide and adequately

0:14:24.249,0:14:28.689
cover problem areas knowing the

0:14:26.529,0:14:32.470
limitations of geography was certainly a

0:14:28.689,0:14:36.790
challenge additionally you see my

0:14:32.470,0:14:38.649
problem of our large outlet universe so

0:14:36.790,0:14:40.299
with over potential 7,000 outlets

0:14:38.649,0:14:43.199
serving alcohol and tobacco in any given

0:14:40.299,0:14:46.240
day it becomes very incumbent upon

0:14:43.199,0:14:48.339
myself as a director to ensure that I'm

0:14:46.240,0:14:50.920
allocating resources to areas that need

0:14:48.339,0:14:52.779
our attention the most you may know or

0:14:50.920,0:14:54.189
you may not know that Vermont for

0:14:52.779,0:14:56.829
several years running now has been

0:14:54.189,0:14:58.179
ranked as the highest the number one

0:14:56.829,0:15:01.420
state for a number of breweries per

0:14:58.179,0:15:04.240
capita we have a very booming craft brew

0:15:01.420,0:15:07.269
industry in the state and what that

0:15:04.240,0:15:10.660
means for our our citizens of the state

0:15:07.269,0:15:14.170
is that alcohol flows just as freely as

0:15:10.660,0:15:17.259
the maple syrup in spring up here matter

0:15:14.170,0:15:19.569
of fact our economic services division

0:15:17.259,0:15:20.829
in the state has has listed our craft

0:15:19.569,0:15:23.649
brew industry as a bigger economic

0:15:20.829,0:15:26.559
driver in Vermont then

0:15:23.649,0:15:28.119
maple syrup which maybe be surprising

0:15:26.559,0:15:29.319
because Ramon is fairly well known for

0:15:28.119,0:15:30.850
its maple syrup but even more

0:15:29.319,0:15:33.100
surprisingly is it's on a five-year

0:15:30.850,0:15:35.889
trend to outpace our ski industry as far

0:15:33.100,0:15:37.600
as an economic driver so all of that is

0:15:35.889,0:15:40.779
to say that alcohol plays a huge role in

0:15:37.600,0:15:42.790
Vermont society the next biggest

0:15:40.779,0:15:45.220
challenge that I encountered as I took

0:15:42.790,0:15:48.360
the job was data collection where it

0:15:45.220,0:15:51.639
existed was inefficient at best being

0:15:48.360,0:15:54.509
and I jokingly admitted I am a

0:15:51.639,0:15:56.589
millennial being a millennial I

0:15:54.509,0:15:59.019
struggled with some of our processes

0:15:56.589,0:16:01.389
here in regards to data collection and I

0:15:59.019,0:16:03.939
am not exaggerating to say that a lot of

0:16:01.389,0:16:06.790
it was done with a pen a paper and a

0:16:03.939,0:16:08.379
clipboard and that can cause a lot of

0:16:06.790,0:16:10.029
problems is when problems when you try

0:16:08.379,0:16:12.610
and leverage data as a force multiplier

0:16:10.029,0:16:14.679

and that last out of point there kind of

0:16:12.610,0:16:16.959
speaks to that that last statement data

0:16:14.679,0:16:17.699
collected when it was collected really

0:16:16.959,0:16:19.869
went nowhere

0:16:17.699,0:16:24.339
so those were like the those were the

0:16:19.869,0:16:25.990
biggest challenges I observed so even

0:16:24.339,0:16:28.290
though data was one of those challenges

0:16:25.990,0:16:30.490
I nearly on that data was going to be

0:16:28.290,0:16:33.879
probably the best approach to kind of

0:16:30.490,0:16:35.769
overcome those challenges so I mentioned

0:16:33.879,0:16:37.600
earlier we had an incomplete or

0:16:35.769,0:16:39.639
non-existent data collection by my

0:16:37.600,0:16:41.920
investigators for all three of our key

0:16:39.639,0:16:44.050
programs and because of that we were

0:16:41.920,0:16:47.050
really unable to develop a picture of

0:16:44.050,0:16:48.759
alcohol issues statewide so I mentioned

0:16:47.050,0:16:51.459
the clipboard and the paper and the pens

0:16:48.759,0:16:53.230
we certainly did collect data at times

0:16:51.459,0:16:55.509
but the sad fact of the matter is is

0:16:53.230,0:16:57.670
those forms ended up in bankers boxes

0:16:55.509,0:17:00.670
and filing cabinets and that's kind of

0:16:57.670,0:17:03.610
where they died and I saw a really huge

0:17:00.670,0:17:05.679
opportunity lost there to use that data

0:17:03.610,0:17:08.860
to help better allocate our resources

0:17:05.679,0:17:10.270
where they were needed the most in the

0:17:08.860,0:17:12.250
last point and I'm going to illustrate

0:17:10.270,0:17:14.289
this for you some of our live data in a

0:17:12.250,0:17:15.909
little while is that investigators were

0:17:14.289,0:17:18.490
applying our compliance and inspection

0:17:15.909,0:17:20.679
models horribly and efficiently we had

0:17:18.490,0:17:22.929
an existing paradigm in the state where

0:17:20.679,0:17:26.409
there was an expectation that every one

0:17:22.929,0:17:31.029
of our licenses received a basically the

0:17:26.409,0:17:32.590
same regulatory attention regardless of

0:17:31.029,0:17:34.210
the type of license they were where they

0:17:32.590,0:17:35.919
were located and that's a it's kind of

0:17:34.210,0:17:37.580
an unfair paradigm as you can imagine

0:17:35.919,0:17:39.980
Vermont being a very rural

0:17:37.580,0:17:41.830
State we have a huge bed-and-breakfast

0:17:39.980,0:17:45.680
community a cottage industry if you will

0:17:41.830,0:17:48.620
no pun intended and to expect that those

0:17:45.680,0:17:50.510
licenses serving maybe a case of wine a

0:17:48.620,0:17:52.880
year we're gonna present the same

0:17:50.510,0:17:55.280
regulatory issues that may be a busy

0:17:52.880,0:17:57.950
college bar would or even some of the

0:17:55.280,0:18:01.610
unknown outliers may may present was a

0:17:57.950,0:18:04.070
really kind of a false paradigm so we

0:18:01.610,0:18:07.490
decided to change all that so in late

0:18:04.070,0:18:09.980
2016 we drastically redesigned our

0:18:07.490,0:18:12.020
workflows in the way we did business and

0:18:09.980,0:18:13.700
restructured everything we did with a

0:18:12.020,0:18:16.240
clear and concise goal of data

0:18:13.700,0:18:18.260

collection and more importantly

0:18:16.240,0:18:21.770
collecting data in a way that would lend

0:18:18.260,0:18:24.320
itself to rapid and easy analysis again

0:18:21.770,0:18:26.870
collecting data for the efforts of just

0:18:24.320,0:18:29.030
collecting data really does this doesn't

0:18:26.870,0:18:30.560
cut the mustard what's more important is

0:18:29.030,0:18:33.770
collecting data in a way that can be

0:18:30.560,0:18:37.310
useful so this was kind of the inception

0:18:33.770,0:18:40.400
of project rabbit and now obviously this

0:18:37.310,0:18:43.340
is an acronym people either love it or

0:18:40.400,0:18:45.530
hate it it stands for a resource

0:18:43.340,0:18:49.700
allocation based on an intelligence

0:18:45.530,0:18:52.070
toolkit and what we said a really the

0:18:49.700,0:18:53.390
concept for rabbit was for years we've

0:18:52.070,0:18:55.700
been kind of crawling around in the dark

0:18:53.390,0:18:57.710
making assumptions about where should

0:18:55.700,0:19:00.530
where should we be directing enforcement

0:18:57.710,0:19:03.620
resource is instead of letting data make

0:19:00.530,0:19:05.180
those decisions for us so the upside was

0:19:03.620,0:19:07.730
that this would lead to a more infest

0:19:05.180,0:19:09.560
efficient use of investigators time and

0:19:07.730,0:19:14.540
the decisions would certainly be

0:19:09.560,0:19:16.910
objective and defensible so knowing the

0:19:14.540,0:19:20.630
acronym let's talk about what it really

0:19:16.910,0:19:23.120
comprises of so rabbit is to individual

0:19:20.630,0:19:25.280
applications the first is a mobile app

0:19:23.120,0:19:27.170
that we configured to collect our data

0:19:25.280,0:19:29.240
for us and when I say our data I'm

0:19:27.170,0:19:31.010
talking about every single data point

0:19:29.240,0:19:34.010
that you could potentially imagine we

0:19:31.010,0:19:37.280
are collecting via a very easy to use

0:19:34.010,0:19:40.100
iOS mobile app everything from our

0:19:37.280,0:19:42.860
compliance data to literally the fuel

0:19:40.100,0:19:44.960
consumed by our cruisers we collect all

0:19:42.860,0:19:48.590
of the data from that via that app and

0:19:44.960,0:19:50.570
then the second application is

0:19:48.590,0:19:51.440
off-the-shelf software that we use to

0:19:50.570,0:19:53.870
visualize

0:19:51.440,0:19:55.909
interpret and drive decision-making and

0:19:53.870,0:19:57.860
what that allows for is data-driven

0:19:55.909,0:20:01.759
allocation of resources to areas of the

0:19:57.860,0:20:02.990
state that needs it the most so we knew

0:20:01.759,0:20:04.690
that this program was going to have two

0:20:02.990,0:20:07.070
steps to begin with so we started with

0:20:04.690,0:20:09.529
probably the hardest one right away

0:20:07.070,0:20:11.929
but we really needed to start kind of

0:20:09.529,0:20:14.720
baby steps so the first goal was to just

0:20:11.929,0:20:16.399
completely do away with paper paper only

0:20:14.720,0:20:18.620
increased our inefficiencies and

0:20:16.399,0:20:21.289
workflows it didn't lend itself to any

0:20:18.620,0:20:22.610
real data analysis and frankly just

0:20:21.289,0:20:27.139
drove this millennial mad

0:20:22.610,0:20:29.870

so I started surveying the landscape for

0:20:27.139,0:20:31.429

the development of an application that

0:20:29.870,0:20:35.690

investigators could use to collect data

0:20:31.429,0:20:38.870

and what I found was rather than putting

0:20:35.690,0:20:41.389

out an RFP for a very expensive in-house

0:20:38.870,0:20:42.559

data collection program there were some

0:20:41.389,0:20:46.159

off-the-shelf

0:20:42.559,0:20:50.500

user configurable applications on the

0:20:46.159,0:20:54.590

market that were very cost effective and

0:20:50.500,0:20:58.460

able to very easily be manipulated in

0:20:54.590,0:21:01.070

kind of counter sorry somewhat tailored

0:20:58.460,0:21:04.960

exactly to what we wanted to do so from

0:21:01.070,0:21:07.549

May first the 2017 onward my division

0:21:04.960,0:21:10.100

uses no paper at all we don't collect

0:21:07.549,0:21:18.019

any would generate any paper from our

0:21:10.100,0:21:19.340

from our work so our mobile data

0:21:18.019,0:21:20.539

solution and there's a video here but

0:21:19.340,0:21:22.759

I'm going to skip over I'm going to tell

0:21:20.539,0:21:26.090
you one of the I'm not a Salesman for

0:21:22.759,0:21:27.320
any any particular software and I and I

0:21:26.090,0:21:29.570
will be the first to tell you that there

0:21:27.320,0:21:31.789
is a whole universe of applications out

0:21:29.570,0:21:33.289
there that can achieve the same goal my

0:21:31.789,0:21:35.389
department landed on an application

0:21:33.289,0:21:38.000
called fast field which is produced by a

0:21:35.389,0:21:41.450
company called merged mobile and really

0:21:38.000,0:21:43.100
simply it is a form app that allows you

0:21:41.450,0:21:46.610
to configure forms for data collection

0:21:43.100,0:21:48.919
and this particular program had some

0:21:46.610,0:21:50.899
upsides as opposed to some others and

0:21:48.919,0:21:53.600
we'll talk about those so the first was

0:21:50.899,0:21:57.679
that fast field was cost-effective so it

0:21:53.600,0:21:59.869
was \$13 per user per month and that's

0:21:57.679,0:22:01.850
not it's a monthly billing cycle so as

0:21:59.869,0:22:04.610
my staffing levels may change that that

0:22:01.850,0:22:07.910
fee structure changes accordingly

0:22:04.610,0:22:09.590
it was a OS Android and PC functional

0:22:07.910,0:22:12.049
meaning I didn't have to add any

0:22:09.590,0:22:14.120
additional hardware or any sort of any

0:22:12.049,0:22:16.070
sort of infrastructure investment we

0:22:14.120,0:22:17.840
were able to institute this with the

0:22:16.070,0:22:21.350
equipment that my investigators already

0:22:17.840,0:22:23.390
had the application and this was a huge

0:22:21.350,0:22:24.799
sticking point for us in Vermont works

0:22:23.390,0:22:27.830
without a full-time data connection

0:22:24.799,0:22:29.150
Vermont again is very rural and it's

0:22:27.830,0:22:31.580
it's frequent that you don't have

0:22:29.150,0:22:33.770
cellular connectivity so I needed to

0:22:31.580,0:22:36.230
ensure that we had an app that was able

0:22:33.770,0:22:39.140
to collect data but wouldn't lose any

0:22:36.230,0:22:40.700
data with absent flows in cellular

0:22:39.140,0:22:43.100
connectivity there'd be nothing more

0:22:40.700,0:22:45.169

frustrating for my investigators than to

0:22:43.100,0:22:48.169
have to deal with the you know the

0:22:45.169,0:22:49.760
reality of maybe lost data and the last

0:22:48.169,0:22:52.030
piece is that fast field had a

0:22:49.760,0:22:55.010
configurable API which allowed for

0:22:52.030,0:22:56.900
automated and seamless data uploading so

0:22:55.010,0:22:59.510
the upside really for fast field for us

0:22:56.900,0:23:03.919
was that it could integrate with our

0:22:59.510,0:23:06.290
in-house licensing software and that is

0:23:03.919,0:23:09.770
a feat because our in-house licensing

0:23:06.290,0:23:13.370
software was developed in the early 80s

0:23:09.770,0:23:16.190
it's a cobalt programmed kind of one-off

0:23:13.370,0:23:18.440
licensing application that up until just

0:23:16.190,0:23:20.919
two years ago ran on physical tape deck

0:23:18.440,0:23:24.440
servers in our building we have since

0:23:20.919,0:23:26.660
virtualized that server however the the

0:23:24.440,0:23:30.040
program still exists as a command-line

0:23:26.660,0:23:33.950
interface very painful to use program

0:23:30.040,0:23:37.370
but the beauty is is that even given

0:23:33.950,0:23:40.070
that reality it still can configure and

0:23:37.370,0:23:43.370
talk with fast field our mobile

0:23:40.070,0:23:46.760
application which was a huge huge win

0:23:43.370,0:23:48.650
for us prior to bringing on fast field

0:23:46.760,0:23:51.679
my investigators had no way to real time

0:23:48.650,0:23:53.990
verify licensing data in the field they

0:23:51.679,0:23:55.669
had the hope and pray that the licensee

0:23:53.990,0:23:56.990
was abiding by the regulation and

0:23:55.669,0:23:59.240
posting their license on the wall

0:23:56.990,0:24:01.850
because at 8 o'clock on a Friday night

0:23:59.240,0:24:03.770
they had no good way to verify whether

0:24:01.850,0:24:06.169
or not that license was in fact valid

0:24:03.770,0:24:12.230
but now investigators have that ability

0:24:06.169,0:24:15.470
in the field so the second step the

0:24:12.230,0:24:17.480
second application involves data

0:24:15.470,0:24:18.470
modelling and what we lightly call

0:24:17.480,0:24:20.120
pallet predictive

0:24:18.470,0:24:23.390
policing and I'm gonna dive into that a

0:24:20.120,0:24:25.250
little bit more but in late 2017 we were

0:24:23.390,0:24:27.919
collecting data in a large enough scale

0:24:25.250,0:24:29.510
to move on to that second step to start

0:24:27.919,0:24:31.630
analyzing the data and having it paint

0:24:29.510,0:24:34.520
the picture of alcohol issues for us

0:24:31.630,0:24:36.559
so again I mentioned earlier the goal

0:24:34.520,0:24:38.960
was to leverage again off-the-shelf

0:24:36.559,0:24:41.210
software particularly business

0:24:38.960,0:24:43.039
intelligence software to visualize and

0:24:41.210,0:24:45.620
interpret all of that data that we have

0:24:43.039,0:24:47.450
collecting so I mentioned it somewhat

0:24:45.620,0:24:49.400
simply earlier contemporary public

0:24:47.450,0:24:52.429
service just really demands that any

0:24:49.400,0:24:55.190
agency strive to do more with less and

0:24:52.429,0:24:56.750
we were no exception there so knowing

0:24:55.190,0:24:58.190

that it was my responsibility to ensure

0:24:56.750,0:25:01.940
that I could leverage every tool I could

0:24:58.190,0:25:03.980
so I started surveying areas of state

0:25:01.940,0:25:06.679
government that did the most work with

0:25:03.980,0:25:08.510
data and I landed with the agency of

0:25:06.679,0:25:11.510
transportation and met a couple of

0:25:08.510,0:25:14.179
programmers there in early 2018 I met

0:25:11.510,0:25:16.220
one particular one programmer in

0:25:14.179,0:25:18.470
particular who was really doing some

0:25:16.220,0:25:20.059
kind of innovative work with a ot's data

0:25:18.470,0:25:21.350
now if any of you are familiar with your

0:25:20.059,0:25:23.929
agencies of transportation in your

0:25:21.350,0:25:26.240
state's they are fans of data and they

0:25:23.929,0:25:30.200
collect heaps of data on everything from

0:25:26.240,0:25:32.600
road surface to traffic flows to bridge

0:25:30.200,0:25:35.510
infrastructure they kind of live and

0:25:32.600,0:25:37.280
breathe in the world of data um so what

0:25:35.510,0:25:39.169
I was able to do was figure out kind of

0:25:37.280,0:25:41.360
how they were leveraging technology and

0:25:39.169,0:25:43.190
one program particular explained to me

0:25:41.360,0:25:44.659
what he was doing with predictive

0:25:43.190,0:25:47.030
modeling in an application called power

0:25:44.659,0:25:50.780
bi now power bi stands for business

0:25:47.030,0:25:53.030
intelligence it's a Microsoft software

0:25:50.780,0:25:55.039
and essentially what it allowed our

0:25:53.030,0:25:58.000
agency of Transportation to do was to

0:25:55.039,0:26:00.919
develop an algorithm that could weigh

0:25:58.000,0:26:02.750
the predictive coefficients and that's a

0:26:00.919,0:26:06.080
that's a big word it could essentially

0:26:02.750,0:26:08.200
take a look at any data point and assign

0:26:06.080,0:26:11.210
a number to that data point for

0:26:08.200,0:26:12.890
predictive likelihood of failure in

0:26:11.210,0:26:15.289
particularly with Road infrastructure

0:26:12.890,0:26:18.140
they could take a look at a road surface

0:26:15.289,0:26:20.179
survey and based on all sorts of related

0:26:18.140,0:26:24.950
data sets things like weather traffic

0:26:20.179,0:26:27.260
flow substrate infrastructure all of the

0:26:24.950,0:26:29.960
kind of really nuanced datasets about

0:26:27.260,0:26:32.419
roads they could use those relationships

0:26:29.960,0:26:35.059
in the data to say given

0:26:32.419,0:26:36.350
everything we know projecting it out in

0:26:35.059,0:26:37.940
the future here's the likelihood that

0:26:36.350,0:26:41.179
we're gonna have a failure in this

0:26:37.940,0:26:43.370
particular location and I thought that

0:26:41.179,0:26:45.140
was really innovative so I asked if that

0:26:43.370,0:26:47.330
works for civil engineering can we kind

0:26:45.140,0:26:48.860
of use this for social science if I can

0:26:47.330,0:26:51.799
collect enough data on any giving

0:26:48.860,0:26:54.940
license can I do can i leverage the same

0:26:51.799,0:26:57.289
algorithm to tell me where and when a

0:26:54.940,0:26:59.840
violation of law or regulation is most

0:26:57.289,0:27:01.940
likely to occur and I expected a really

0:26:59.840,0:27:03.470

funny look and then tell me no way that

0:27:01.940,0:27:04.909
could work but they actually said oh

0:27:03.470,0:27:07.730
yeah absolutely we can we can pull that

0:27:04.909,0:27:09.110
off so I started working with them to

0:27:07.730,0:27:12.889
kind of learn my way through power bi

0:27:09.110,0:27:14.330
and how to build an algorithm and there

0:27:12.889,0:27:16.399
is a video here that I'm gonna skip for

0:27:14.330,0:27:18.799
the sake of time it's just a demo video

0:27:16.399,0:27:23.149
for power bi but I encourage you to give

0:27:18.799,0:27:25.940
power bi at Google it's a it's a really

0:27:23.149,0:27:29.690
powerful program so by mid-february of

0:27:25.940,0:27:31.549
2018 Microsoft power bi began generating

0:27:29.690,0:27:33.470
a list of licensed establishments in

0:27:31.549,0:27:36.980
Vermont with a predictive coefficient of

0:27:33.470,0:27:38.809
likelihood for future violations so I

0:27:36.980,0:27:41.240
know I'm using some some really high

0:27:38.809,0:27:42.889
tech crazy math words here but I'm gonna

0:27:41.240,0:27:44.330
do my best to explain this to the point

0:27:42.889,0:27:47.090
where I can understand it because again

0:27:44.330,0:27:48.830
I mentioned I am NOT a math guru or a

0:27:47.090,0:27:51.409
researcher I'm a knucklehead police

0:27:48.830,0:27:53.600
officer so the algorithm is is fairly

0:27:51.409,0:27:55.159
multi-dimensional and lengthy and

0:27:53.600,0:27:56.960
basically Greek to me but I'm gonna give

0:27:55.159,0:27:59.240
you a Cliff Notes version of what it

0:27:56.960,0:28:02.179
really looks like so a license is

0:27:59.240,0:28:04.399
quantified by its geographic location in

0:28:02.179,0:28:07.549
the state considering factors such as

0:28:04.399,0:28:10.820
population density DUI arrests per

0:28:07.549,0:28:12.019
capita and licensee density and the next

0:28:10.820,0:28:13.820
thing that happens is the algorithms

0:28:12.019,0:28:16.190
checks to see what the past historical

0:28:13.820,0:28:18.380
incidents of violations of law or

0:28:16.190,0:28:19.700
regulation looks like and covered during

0:28:18.380,0:28:22.429
the history of our inspection or

0:28:19.700,0:28:24.350
compliance programs if though if there

0:28:22.429,0:28:26.690
is a history the coefficient increases

0:28:24.350,0:28:28.159
and then the algorithm looks at the data

0:28:26.690,0:28:31.519
determine if the licensee has ever

0:28:28.159,0:28:33.139
received a complaint from the public or

0:28:31.519,0:28:35.120
been the target of one of our internal

0:28:33.139,0:28:38.210
investigations and again the coefficient

0:28:35.120,0:28:39.830
is weighted accordingly and lastly the

0:28:38.210,0:28:43.010
algorithm takes a look at some

0:28:39.830,0:28:45.529
associated data sets and some some time

0:28:43.010,0:28:46.130
related data sets so factors like one of

0:28:45.529,0:28:47.510
the last time

0:28:46.130,0:28:52.270
one of my investigators went into the

0:28:47.510,0:28:55.580
establishment apologize and again that

0:28:52.270,0:28:58.730
algorithm is weighted accordingly and as

0:28:55.580,0:29:00.650
the algorithm development continued we

0:28:58.730,0:29:02.090
found other related datasets that we

0:29:00.650,0:29:03.410

weren't quite aware of and we're going

0:29:02.090,0:29:06.320
to show you some of those in just a

0:29:03.410,0:29:08.120
little while but the bottom line is that

0:29:06.320,0:29:10.250
the higher the coefficient climbed the

0:29:08.120,0:29:11.720
more we believed the probability of

0:29:10.250,0:29:14.150
future incidents of violations and

0:29:11.720,0:29:16.400
therefore we strategically identified

0:29:14.150,0:29:18.320
those licenses as places where we needed

0:29:16.400,0:29:21.800
to apply educational or enforcement

0:29:18.320,0:29:24.020
resources so I'm going to show you what

0:29:21.800,0:29:26.870
that looks like in a minute but here are

0:29:24.020,0:29:28.970
the upsides of power bi again I'm not a

0:29:26.870,0:29:30.590
Salesman for Microsoft there are there

0:29:28.970,0:29:32.720
are other programs on them on the

0:29:30.590,0:29:34.910
marketplace that are very similar and do

0:29:32.720,0:29:38.030
do a lot of the same thing but the first

0:29:34.910,0:29:41.030
upside was that it was cost effective we

0:29:38.030,0:29:42.260
pay \$99 per user per month and we only

0:29:41.030,0:29:44.120
have one licensing fee and the only

0:29:42.260,0:29:45.560
reason we have a license fee with power

0:29:44.120,0:29:47.600
bi is that we can publish it to our

0:29:45.560,0:29:48.950
website if we didn't do any publishing

0:29:47.600,0:29:52.160
with it it would have been a completely

0:29:48.950,0:29:54.350
free program for us it is iOS Android

0:29:52.160,0:29:56.150
and PC functional again we had no

0:29:54.350,0:29:59.360
capital expenditure as far as upgrading

0:29:56.150,0:30:01.100
equipment the last two were the crucial

0:29:59.360,0:30:02.870
ones it allowed for a completely

0:30:01.100,0:30:06.080
automated uploading and refreshing of

0:30:02.870,0:30:09.680
data so once we were able to configure

0:30:06.080,0:30:11.930
the algorithm and set the the software

0:30:09.680,0:30:15.440
to connect to the live data sets we

0:30:11.930,0:30:17.780
didn't have to manually update anything

0:30:15.440,0:30:19.730
a data gateway through Power bi allows

0:30:17.780,0:30:22.220
it to just automatically refresh so and

0:30:19.730,0:30:25.460
in many ways it's a it's a living and

0:30:22.220,0:30:27.500
breathing organism now at this point and

0:30:25.460,0:30:29.210
the last data point is again it's

0:30:27.500,0:30:32.210
customized as new data sets are

0:30:29.210,0:30:33.680
connected to new research supports when

0:30:32.210,0:30:35.810
new research supports how we should

0:30:33.680,0:30:38.120
apply our resources so as we were

0:30:35.810,0:30:40.970
developing the algorithm and looking at

0:30:38.120,0:30:42.650
the data sets we were connecting to I've

0:30:40.970,0:30:44.660
always been very candid in Frank that it

0:30:42.650,0:30:46.760
started with some just hunches some

0:30:44.660,0:30:49.550
guesses at what we thought made made

0:30:46.760,0:30:51.260
sense but as we continued to develop it

0:30:49.550,0:30:52.940
we we started to kind of question

0:30:51.260,0:30:55.100
ourselves and said well let's let's pump

0:30:52.940,0:30:58.100
the brakes there's got to be a science

0:30:55.100,0:30:59.280
or public health based approach that can

0:30:58.100,0:31:03.840

make this a little bit

0:30:59.280,0:31:06.090
more meaningful so I was actually very

0:31:03.840,0:31:09.690
fortunate to connect with dr. penleric

0:31:06.090,0:31:11.340
John Stein at some napkin verses and as

0:31:09.690,0:31:13.890
well as well as get tied into some

0:31:11.340,0:31:15.300
resources from the NLL EA and found that

0:31:13.890,0:31:17.700
there was some great research going on

0:31:15.300,0:31:19.650
that actually could have some serious

0:31:17.700,0:31:21.780
impact on on the way this algorithm is

0:31:19.650,0:31:24.510
weighting our licensees in particular

0:31:21.780,0:31:27.420
looking at outlet type access to alcohol

0:31:24.510,0:31:29.360
and violent crime in the link that dr.

0:31:27.420,0:31:33.150
Tran John Stein is working did with

0:31:29.360,0:31:35.310
Johns Hopkins and in the paper that she

0:31:33.150,0:31:37.650
published there alcoholism clinical and

0:31:35.310,0:31:39.600
experimental research additionally there

0:31:37.650,0:31:44.160
were some National Institutes of Health

0:31:39.600,0:31:46.200
studies that had some impact and we just

0:31:44.160,0:31:47.700
decided well there's no reason to rely

0:31:46.200,0:31:49.050
on hunch let's kind of let's kind of

0:31:47.700,0:31:52.350
route this in some science-based

0:31:49.050,0:31:54.600
approaches and we've actually worked

0:31:52.350,0:31:56.790
with an epidemiologist who is on staff

0:31:54.600,0:31:58.080
at our part our Burlington police

0:31:56.790,0:31:58.620
department our biggest cities police

0:31:58.080,0:32:00.690
department

0:31:58.620,0:32:02.970
who's taking a look and evaluated our

0:32:00.690,0:32:05.790
algorithm and given us some great input

0:32:02.970,0:32:07.740
as far as how and why we should wait

0:32:05.790,0:32:12.840
some of the different disparate data

0:32:07.740,0:32:15.630
sets so without further ado let's take a

0:32:12.840,0:32:17.700
look at at rabbit live so I'm going to

0:32:15.630,0:32:19.920
transition this now to a browser window

0:32:17.700,0:32:23.160
and the first thing you see I'm glad

0:32:19.920,0:32:25.410
it's pulled up this is our our state

0:32:23.160,0:32:28.860
websites department liquor control dot

0:32:25.410,0:32:31.050
Vermont gov the important thing about

0:32:28.860,0:32:34.620
rabbit is that we've made all of this

0:32:31.050,0:32:37.350
data publicly available we did that very

0:32:34.620,0:32:39.960
purposely for a couple of reasons one

0:32:37.350,0:32:44.160
none of this was secret squirrel it

0:32:39.960,0:32:45.690
would all be available to a public

0:32:44.160,0:32:48.300
records or Freedom of Information Act

0:32:45.690,0:32:49.740
request and additionally we found that

0:32:48.300,0:32:52.470
there's a lot of utility to making this

0:32:49.740,0:32:54.030
data public publicly available and I'll

0:32:52.470,0:32:55.770
explain that as we kind of take a look

0:32:54.030,0:32:57.450
at it so I clicked on our link for

0:32:55.770,0:32:58.770
compliance and enforcement and right

0:32:57.450,0:33:01.080
down here at the bottom of this page

0:32:58.770,0:33:03.660
you're going to see project rabbit

0:33:01.080,0:33:05.940
refresh and pull live so I'm going to

0:33:03.660,0:33:07.820

full screen this so that we're not we're

0:33:05.940,0:33:11.580
not killing our eyes to take a look at

0:33:07.820,0:33:12.810
what this does here so what we're

0:33:11.580,0:33:13.210
looking at is what we call the welcome

0:33:12.810,0:33:16.809
page

0:33:13.210,0:33:19.960
this is a dashboard that every

0:33:16.809,0:33:22.600
investigator uses on a daily basis to

0:33:19.960,0:33:25.450
again formulate that picture of alcohol

0:33:22.600,0:33:27.070
issues across the state of Vermont so

0:33:25.450,0:33:29.980
the beautiful thing about power bi is

0:33:27.070,0:33:33.640
that the data becomes very pliable and

0:33:29.980,0:33:37.600
very easily easy to manipulate so as I

0:33:33.640,0:33:39.309
bring my mouse over I can filter this by

0:33:37.600,0:33:41.590
a number of different ways I can filter

0:33:39.309,0:33:43.090
it by investigator and all of the data

0:33:41.590,0:33:45.640
pertinent to that individual

0:33:43.090,0:33:47.919
investigator is filtered and presented

0:33:45.640,0:33:50.140
so what you see over here to the right

0:33:47.919,0:33:52.029
is a list of our top three licenses

0:33:50.140,0:33:53.980
based on that algorithm that I talked

0:33:52.029,0:33:56.140
about earlier so these three licenses

0:33:53.980,0:33:58.240
have a coefficient of the highest

0:33:56.140,0:34:00.549
coefficient of licenses assigned to

0:33:58.240,0:34:02.770
Sergeant Andy Tebow and we'll dive into

0:34:00.549,0:34:05.110
strategic inspections in just a minute

0:34:02.770,0:34:07.600
additionally you see a couple of pie

0:34:05.110,0:34:09.460
charts here visualizes on both our

0:34:07.600,0:34:11.980
tobacco and compliant our tobacco and

0:34:09.460,0:34:14.770
alcohol compliance rates for sergeant

0:34:11.980,0:34:17.349
t-bo's area of responsibility and this

0:34:14.770,0:34:19.540
is again real-time refresh so our last

0:34:17.349,0:34:21.070
update there's a slight delay but last

0:34:19.540,0:34:23.109
update was about 12:30 for this

0:34:21.070,0:34:24.820
afternoon so this would reflect any

0:34:23.109,0:34:26.740
compliance activity that sergeant Tebow

0:34:24.820,0:34:29.849
would have done up until a little after

0:34:26.740,0:34:32.440
noon today you see a couple of maps here

0:34:29.849,0:34:34.659
graphically representing our active

0:34:32.440,0:34:40.089
complaints in sergeant t-bo's area and

0:34:34.659,0:34:44.500
recent DUI activity as well so again

0:34:40.089,0:34:46.629
this is rapidly updated its frequently

0:34:44.500,0:34:49.089
fresh data and our investigators use

0:34:46.629,0:34:51.460
this on a daily basis so the way this

0:34:49.089,0:34:53.379
works is they log in to this welcome

0:34:51.460,0:34:55.810
page they see their top three to inspect

0:34:53.379,0:34:57.700
if sergeant Evo was to go and conduct a

0:34:55.810,0:35:00.940
regulatory inspection of any one of

0:34:57.700,0:35:02.950
these licensees right now the results of

0:35:00.940,0:35:05.530
that inspection would then play into the

0:35:02.950,0:35:08.260
algorithm and this list would refresh

0:35:05.530,0:35:08.800
and change accordingly so we're going to

0:35:08.260,0:35:11.310
jump in

0:35:08.800,0:35:13.500

we're in walk through a couple pages and

0:35:11.310,0:35:17.050

I'm gonna show you a couple of areas

0:35:13.500,0:35:19.180

where we've leveraged this data analysis

0:35:17.050,0:35:20.710

to kind of help again further deepen

0:35:19.180,0:35:22.020

that picture of alcohol and tobacco

0:35:20.710,0:35:25.230

issues in Vermont

0:35:22.020,0:35:27.680

so as I slide one page to right we get

0:35:25.230,0:35:29.970

our tobacco compliance data visualized

0:35:27.680,0:35:32.340

this is all going to be filtered at this

0:35:29.970,0:35:33.600

point for sergeant Tebow because the

0:35:32.340,0:35:36.270

filter it's remembering the filter I

0:35:33.600,0:35:39.390

applied so this isn't statewide I'm just

0:35:36.270,0:35:41.340

going to jump back one page clear that

0:35:39.390,0:35:45.690

out so we can take a look at statewide

0:35:41.340,0:35:47.850

data so again

0:35:45.690,0:35:52.200

statewide tobacco compliance data you

0:35:47.850,0:35:55.290

can see since October of 2017 we've done

0:35:52.200,0:35:57.630

you know 1246 tobacco compliance checks

0:35:55.290,0:36:00.210
we get some metrics and statistics on

0:35:57.630,0:36:03.210
our compliance rate as well as activity

0:36:00.210,0:36:05.610
by by town by jurisdiction this is

0:36:03.210,0:36:07.290
helpful not only for us we have again a

0:36:05.610,0:36:09.840
state statute that says we have to apply

0:36:07.290,0:36:11.970
a tobacco compliance check to every one

0:36:09.840,0:36:13.350
of our tobacco licenses but we also have

0:36:11.970,0:36:15.840
a ton of community stakeholders that

0:36:13.350,0:36:17.760
want to know how retailers are

0:36:15.840,0:36:20.100
responsibly selling regulated products

0:36:17.760,0:36:22.110
in their community so this this data was

0:36:20.100,0:36:23.850
really useful to our community

0:36:22.110,0:36:25.800
coalition's and local control

0:36:23.850,0:36:28.530
commissioners to kind of conceptualize

0:36:25.800,0:36:30.480
what in their individual jurisdiction

0:36:28.530,0:36:32.520
what tobacco sales looks like to minors

0:36:30.480,0:36:36.720
so if they click on any given town data

0:36:32.520,0:36:43.740
is refreshed and up to date for that

0:36:36.720,0:36:46.050
town next page is a checklist that our

0:36:43.740,0:36:48.000
investigators use again I we have a

0:36:46.050,0:36:49.260
statutory requirement to apply a

0:36:48.000,0:36:51.000
compliance check to every tobacco

0:36:49.260,0:36:52.350
license so that's used by my

0:36:51.000,0:36:54.960
investigators to ensure that we meet

0:36:52.350,0:36:57.210
that statutory requirement this page is

0:36:54.960,0:36:59.250
our alcohol compliance data very similar

0:36:57.210,0:37:01.230
to our tobacco compliance just giving us

0:36:59.250,0:37:05.510
some metrics on when and where we are

0:37:01.230,0:37:08.400
applying our alcohol compliance program

0:37:05.510,0:37:10.950
similar just like there's a checklist

0:37:08.400,0:37:13.530
for tobacco licenses this is a checklist

0:37:10.950,0:37:17.040
for our alcohol tobacco licenses so we

0:37:13.530,0:37:20.460
know when and when the last time a check

0:37:17.040,0:37:21.630
was performed at that license so we're

0:37:20.460,0:37:23.700

spent a lot of time on this page because

0:37:21.630,0:37:25.440
this has been a kind of an eye-opener

0:37:23.700,0:37:27.660
for us so this is all of the data

0:37:25.440,0:37:30.450
collected from our regulatory inspection

0:37:27.660,0:37:32.940
program first of all you can see a map

0:37:30.450,0:37:34.880
of all of the activity the app that we

0:37:32.940,0:37:37.130
use collects GPS coordinates

0:37:34.880,0:37:39.350
so each time an investigator performs an

0:37:37.130,0:37:41.960
inspection it drops a pin on the map for

0:37:39.350,0:37:44.000
us we can get some metrics based on time

0:37:41.960,0:37:46.220
and this is kind of interesting I'm glad

0:37:44.000,0:37:48.350
that filters remembered the last time I

0:37:46.220,0:37:50.720
filtered this so right now we're looking

0:37:48.350,0:37:53.360
at a time frame of May 1st of 2017 to

0:37:50.720,0:37:55.550
right around May 1st of 2018 so this is

0:37:53.360,0:37:58.250
the data set prior to our strategic

0:37:55.550,0:38:00.350
inspection model you can see we did

0:37:58.250,0:38:01.970
around almost 4,000 inspections in that

0:38:00.350,0:38:04.870
time frame we collect that on our

0:38:01.970,0:38:07.220
licensee contacts in public contacts

0:38:04.870,0:38:08.810
this this pie chart here was a big

0:38:07.220,0:38:10.280
eye-opener for us so I mentioned earlier

0:38:08.810,0:38:11.960
that there was evidence that showed that

0:38:10.280,0:38:14.150
our inspection program was being applied

0:38:11.960,0:38:15.620
pretty inefficiently and this is one of

0:38:14.150,0:38:18.260
the key performance indicators that we

0:38:15.620,0:38:20.030
use to make that determination so you

0:38:18.260,0:38:23.720
can see this is violation rate per

0:38:20.030,0:38:26.390
inspection so of 100 inspections you can

0:38:23.720,0:38:28.940
see that we only observed a violation in

0:38:26.390,0:38:31.820
about 2% so out of 100 inspections only

0:38:28.940,0:38:34.850
two of them really resulted in an

0:38:31.820,0:38:37.970
observed violation now what this told me

0:38:34.850,0:38:40.700
is not that we were not good at

0:38:37.970,0:38:42.410
observing violations because we issued

0:38:40.700,0:38:44.480
plenty of tickets we certainly see them

0:38:42.410,0:38:46.580
what to tell what it told me most is

0:38:44.480,0:38:47.810
that it's also not reflective of the

0:38:46.580,0:38:49.580
fact that there weren't a lot of

0:38:47.810,0:38:51.140
violations out there what it was a

0:38:49.580,0:38:52.880
reflective of is that we were just

0:38:51.140,0:38:56.240
simply in the wrong place at the wrong

0:38:52.880,0:38:58.400
time so the idea with resource

0:38:56.240,0:39:00.230
allocation based on data is let's use

0:38:58.400,0:39:03.020
the data to tell us when when and where

0:39:00.230,0:39:08.600
to go so I'm just going to filter this

0:39:03.020,0:39:12.170
data to reflect the time frame and the

0:39:08.600,0:39:16.220
data is refreshing right now I'm gonna

0:39:12.170,0:39:20.780
just manipulate this over to right

0:39:16.220,0:39:28.220
around May 1st of 2018 and let the data

0:39:20.780,0:39:29.420
refresh and it's still working it's

0:39:28.220,0:39:30.740
getting late in the afternoon on the

0:39:29.420,0:39:34.070

state network so I'm sure everyone's

0:39:30.740,0:39:35.720
finishing anything up their day so that

0:39:34.070,0:39:38.990
is refreshed now and you can see in that

0:39:35.720,0:39:42.140
time frame that 2 percent jumped to 11

0:39:38.990,0:39:44.210
point to 1 percent and realistically we

0:39:42.140,0:39:47.930
didn't change anything other than

0:39:44.210,0:39:48.800
letting rabbit tell us where to where to

0:39:47.930,0:39:51.530
perform our

0:39:48.800,0:39:53.900
our inspections so a pretty significant

0:39:51.530,0:39:54.980
increase there the only other thing I

0:39:53.900,0:39:56.330
want to mention i'm going to talk a

0:39:54.980,0:39:59.900
little bit about it more in just a

0:39:56.330,0:40:01.400
minute but this doesn't mean we wrote

0:39:59.900,0:40:02.870
more tickets as a matter of fact since

0:40:01.400,0:40:04.220
the same timeframe we actually issued

0:40:02.870,0:40:06.050
more written warnings and we've issued

0:40:04.220,0:40:08.000
less tickets and I'd like to think

0:40:06.050,0:40:10.910
that's because we're using this not as a

0:40:08.000,0:40:12.530
guise to tell us where to it's not a

0:40:10.910,0:40:13.970
revenue generator it's not about where

0:40:12.530,0:40:15.380
we can write more tickets I don't

0:40:13.970,0:40:18.290
necessarily need the data to do that

0:40:15.380,0:40:20.000
what we look at that it is is it's given

0:40:18.290,0:40:22.400
us a great opportunity to educate our

0:40:20.000,0:40:25.220
licensees on issues and get to places

0:40:22.400,0:40:26.660
where they can frankly need education so

0:40:25.220,0:40:27.800
I am running a little bit short on time

0:40:26.660,0:40:29.780
I want to leave plenty of time for

0:40:27.800,0:40:31.850
questions I'm gonna go to places real

0:40:29.780,0:40:33.920
quick I'm just going to jump to DUI data

0:40:31.850,0:40:36.200
and the reason I show this is because

0:40:33.920,0:40:39.080
while this is certainly useful for our

0:40:36.200,0:40:41.720
algorithm this became incredibly useful

0:40:39.080,0:40:43.160
for our licensees so we actually take

0:40:41.720,0:40:45.380
this data in with us during our

0:40:43.160,0:40:46.640
educational programs in our inspections

0:40:45.380,0:40:48.410
and we share this data with our

0:40:46.640,0:40:51.110
licensees and what we found is that

0:40:48.410,0:40:53.480
almost universally when we ask

0:40:51.110,0:40:55.670
bartenders who gets arrested for DUI

0:40:53.480,0:40:57.380
leaving your community almost

0:40:55.670,0:40:59.000
universally they would say you know it's

0:40:57.380,0:41:01.130
the 21 year old new drinkers they don't

0:40:59.000,0:41:03.350
know how to do this responsibly they

0:41:01.130,0:41:06.110
make all bad decisions and Oh

0:41:03.350,0:41:08.360
similarly almost always the case that's

0:41:06.110,0:41:11.000
not your highest percentage of person

0:41:08.360,0:41:12.980
getting arrested for DUI so this allows

0:41:11.000,0:41:15.500
us to kind of analyze and break down our

0:41:12.980,0:41:17.510
DUI data by jurisdiction and we'll go to

0:41:15.500,0:41:20.630
into a location I'm going to pick one

0:41:17.510,0:41:23.900
that's got some fairly busy DUI activity

0:41:20.630,0:41:25.280

and we'll go to that bar and we will ask

0:41:23.900,0:41:27.860
them that question who gets arrested for

0:41:25.280,0:41:29.810
for DUI leaving your establishment and

0:41:27.860,0:41:32.600
again they'll say the 21 year old and

0:41:29.810,0:41:34.700
we'll show them the data and we'll just

0:41:32.600,0:41:36.830
the reaction on their faces is a

0:41:34.700,0:41:38.710
somewhat priceless so what we'll go in

0:41:36.830,0:41:43.220
and show them is that actually

0:41:38.710,0:41:46.640
statistically it's your 28th 24 year

0:41:43.220,0:41:49.400
olds and your 56 year olds are getting

0:41:46.640,0:41:53.120
arrested in your community and they're

0:41:49.400,0:41:56.480
getting arrested around let's see if

0:41:53.120,0:41:58.750
them right around 325 in the morning is

0:41:56.480,0:42:01.970
the high time and it looks like on

0:41:58.750,0:42:05.299
Saturdays at around

0:42:01.970,0:42:07.220
the 16th day of the month so we can

0:42:05.299,0:42:09.710
really drill down deep into the data and

0:42:07.220,0:42:11.359
what we find is that these licensees are

0:42:09.710,0:42:12.740
blown away by this you know they say

0:42:11.359,0:42:15.049
we've been cutting the wrong people off

0:42:12.740,0:42:16.490
you know so the 30 the 30 30 year olds

0:42:15.049,0:42:18.200
and the 56 year olds that will give the

0:42:16.490,0:42:20.690
extra drinks to but we're cutting the 21

0:42:18.200,0:42:23.180
year olds off so this is just a opening

0:42:20.690,0:42:25.670
data that's really powerful to share

0:42:23.180,0:42:28.010
with our licensees in a couple more

0:42:25.670,0:42:30.980
minutes I'm going to dive into our

0:42:28.010,0:42:32.569
strategic inspection dashboard just to

0:42:30.980,0:42:35.180
kind of show you what how the algorithm

0:42:32.569,0:42:37.250
plays into where we go so again if I

0:42:35.180,0:42:39.049
select an investigator Sergeant Andy

0:42:37.250,0:42:40.520
Tebow for example the data is going to

0:42:39.049,0:42:42.440
filter to those licensees that the

0:42:40.520,0:42:44.359
algorithm has strategically focused on

0:42:42.440,0:42:46.460
and this kind of gives you a snapshot of

0:42:44.359,0:42:49.940
why there they are strategically focused

0:42:46.460,0:42:51.950
so this quote-unquote points column here

0:42:49.940,0:42:54.170
that's that coefficient that we use that

0:42:51.950,0:42:55.940
the algorithm produces and if I click on

0:42:54.170,0:42:58.069
any given one licensee the data will

0:42:55.940,0:43:00.319
filter and tell me why so Mont View

0:42:58.069,0:43:02.569
vineyard in Corinth Vermont it's risen

0:43:00.319,0:43:05.030
highest on the top of our list because

0:43:02.569,0:43:07.940
we haven't been there in a long time

0:43:05.030,0:43:09.680
additionally the location and it's in is

0:43:07.940,0:43:11.900
quantified as a risky location and

0:43:09.680,0:43:15.829
that's again based on outlet density and

0:43:11.900,0:43:17.150
DUI arrests per location so let me be

0:43:15.829,0:43:26.390
really clear I'm going to jump back to

0:43:17.150,0:43:28.010
my powerpoint so rabbits got some room

0:43:26.390,0:43:30.529
to grow and it's going to go it's going

0:43:28.010,0:43:32.420
to continue to evolve as time goes on

0:43:30.529,0:43:34.220

police'll last drink is a program that's

0:43:32.420,0:43:37.779
being brought to Vermont with the help

0:43:34.220,0:43:42.380
of the NLRA and nitsa and we think that

0:43:37.779,0:43:44.599
being able to extra bling the you IRS to

0:43:42.380,0:43:49.039
licensed establishments is certainly

0:43:44.599,0:43:50.839
going to help our model additionally

0:43:49.039,0:43:52.700
we're going to use rabbit to help

0:43:50.839,0:43:54.920
quantify some data in regards to trade

0:43:52.700,0:43:56.660
practice violations and I know I throw

0:43:54.920,0:43:58.640
that word around because in liquor law

0:43:56.660,0:44:01.520
enforcement trade practice seems to be a

0:43:58.640,0:44:03.890
buzzword but we we certainly believe

0:44:01.520,0:44:06.369
that there's room for it to be assist us

0:44:03.890,0:44:08.240
in our investigations going forward

0:44:06.369,0:44:09.680
here's all the things that we're doing

0:44:08.240,0:44:11.000
with place to the last drink data on the

0:44:09.680,0:44:12.650
sake of time I'm going to skip over it

0:44:11.000,0:44:14.660
other than to say we really believe it's

0:44:12.650,0:44:15.890
going to improve our model and this is

0:44:14.660,0:44:18.950
an area where we

0:44:15.890,0:44:21.529
like our program can be developed so

0:44:18.950,0:44:24.109
we're doing a very very rudimentary

0:44:21.529,0:44:27.529
container based model as far as outlet

0:44:24.109,0:44:29.329
density across the state the CDC has a

0:44:27.529,0:44:31.730
guide for measuring alcohol density that

0:44:29.329,0:44:33.859
that really puts a lot of emphasis on

0:44:31.730,0:44:36.619
some some more quantitative measurements

0:44:33.859,0:44:38.990
in particular spatial access would be

0:44:36.619,0:44:41.839
very very useful in helping us quantify

0:44:38.990,0:44:44.500
any given location so we are actively

0:44:41.839,0:44:47.420
working with some epidemiologists and

0:44:44.500,0:44:49.819
some GIS analysts who can potentially

0:44:47.420,0:44:52.789
help us get there and we think that

0:44:49.819,0:44:55.430
that's only going to again strengthen

0:44:52.789,0:44:57.200
our model so how can this approach work

0:44:55.430,0:44:59.180
for other agencies and again I know as a

0:44:57.200,0:45:02.059
high-level discussion on what we're

0:44:59.180,0:45:05.089
doing here but I think there is utility

0:45:02.059,0:45:07.609
in just the process that we use across

0:45:05.089,0:45:09.559
across the country so first step really

0:45:07.609,0:45:11.450
evaluate your organization's ability to

0:45:09.559,0:45:13.910
collect meaningful data that really

0:45:11.450,0:45:15.230
lends itself to analysis your I think

0:45:13.910,0:45:16.700
you're missing great opportunities if

0:45:15.230,0:45:18.910
you don't take a look about how your

0:45:16.700,0:45:22.579
workflows lend itself to analysis and

0:45:18.910,0:45:24.259
then expand your association your

0:45:22.579,0:45:26.900
connections to datasets that may or may

0:45:24.259,0:45:29.240
not be your own it can often be a big

0:45:26.900,0:45:30.799
lift but once we started to see what was

0:45:29.240,0:45:32.569
out there in the state for data it

0:45:30.799,0:45:35.059
really strengthened our model for a

0:45:32.569,0:45:36.769

quick example the health department has

0:45:35.059,0:45:39.049
a program called counterbalance that

0:45:36.769,0:45:41.509
does a detailed inventory of our

0:45:39.049,0:45:44.180
licenses that sell risky products like

0:45:41.509,0:45:46.220
flavored tobacco products and alcopops

0:45:44.180,0:45:49.430
and connecting to their data sets also

0:45:46.220,0:45:52.009
strengthened our data the next step I

0:45:49.430,0:45:55.039
suggest looking at using intelligent

0:45:52.009,0:45:57.440
software to find relationships amongst

0:45:55.039,0:45:59.829
your data because it's it's really a

0:45:57.440,0:46:02.059
force multiplier and then lastly

0:45:59.829,0:46:04.640
incorporate this data-driven approach to

0:46:02.059,0:46:07.400
tackle a problem you might have and I

0:46:04.640,0:46:09.890
know this seems this may seem scary but

0:46:07.400,0:46:11.660
I always quantify it like this I have

0:46:09.890,0:46:13.849
about a hundred hours of programming

0:46:11.660,0:46:15.710
time into this entire program and our

0:46:13.849,0:46:18.859
capital expenditure at this point is

0:46:15.710,0:46:21.019
well under three thousand dollars so we

0:46:18.859,0:46:24.349
were able to pull this off with almost

0:46:21.019,0:46:26.120
no resources and has certainly been a

0:46:24.349,0:46:29.400
game changer for us

0:46:26.120,0:46:31.610
so with that I think we have some time

0:46:29.400,0:46:34.170
for questions and I think I think

0:46:31.610,0:46:35.730
Maggie's gonna kind of curate the

0:46:34.170,0:46:38.610
questions and and speak them out and

0:46:35.730,0:46:40.890
I'll address them as they come yes I

0:46:38.610,0:46:46.230
will and we actually have had a couple

0:46:40.890,0:46:49.800
that have come in this one is from Nina

0:46:46.230,0:46:54.300
if the data is available to the general

0:46:49.800,0:46:57.330
public do they also see the list of top

0:46:54.300,0:47:01.620
three establishments on the officers

0:46:57.330,0:47:03.090
to-do list as well if so do you want to

0:47:01.620,0:47:05.310
do them one at a time or should I read

0:47:03.090,0:47:09.360
it all and then no go ahead read it all

0:47:05.310,0:47:11.760
okay so if so does that ever give an

0:47:09.360,0:47:14.400
establishment a heads up that a

0:47:11.760,0:47:17.910
compliance check is about to occur or

0:47:14.400,0:47:22.260
are parts of the system hidden from real

0:47:17.910,0:47:24.630
time view great question so the answer

0:47:22.260,0:47:26.250
is that yes any public even the

0:47:24.630,0:47:28.710
licensees would be able to see the top

0:47:26.250,0:47:30.180
three establishments and that there we

0:47:28.710,0:47:33.090
were very calculated in doing that on

0:47:30.180,0:47:34.920
purpose we've partnered with a lot of

0:47:33.090,0:47:37.670
licensees and actually shown shown this

0:47:34.920,0:47:40.350
program to them we believe that

0:47:37.670,0:47:42.720
operating this in may be a cloak and

0:47:40.350,0:47:44.160
dagger fashion behind the scenes really

0:47:42.720,0:47:46.650
is the antithesis of what we were trying

0:47:44.160,0:47:48.630
to achieve my goal and we've been very

0:47:46.650,0:47:50.880
clear with both my investigators as well

0:47:48.630,0:47:53.100

as our licensees is that despite any

0:47:50.880,0:47:55.020
licensee being at the top of the list

0:47:53.100,0:47:56.730
our goal would be that they never have a

0:47:55.020,0:47:58.860
violation because we're able to get

0:47:56.730,0:48:00.660
there potentially ahead of time and cut

0:47:58.860,0:48:02.750
cut problems off at the pass if you

0:48:00.660,0:48:05.220
follow what I'm saying so I

0:48:02.750,0:48:07.020
realistically it doesn't say exactly

0:48:05.220,0:48:08.670
when and where we're going to an

0:48:07.020,0:48:12.000
establishment it just it just kind of

0:48:08.670,0:48:13.950
puts them on that list and that's just

0:48:12.000,0:48:15.420
for our inspection activity we don't do

0:48:13.950,0:48:17.520
any sort of for gassing of where we're

0:48:15.420,0:48:19.740
gonna apply our compliance model so they

0:48:17.520,0:48:20.850
they you know other than we're coming at

0:48:19.740,0:48:22.560
some point in time they don't know

0:48:20.850,0:48:24.960
exactly when we're getting there

0:48:22.560,0:48:26.850
and again I think a collaborative

0:48:24.960,0:48:28.380
approach I would hope that licensees

0:48:26.850,0:48:30.060
would check this list and and have the

0:48:28.380,0:48:31.590
same sentiment that I have that will

0:48:30.060,0:48:32.940
despite me being on the top of that list

0:48:31.590,0:48:35.250
I'm not going to have a violation

0:48:32.940,0:48:36.960
because I'm gonna pay attention to the

0:48:35.250,0:48:38.940
way we responsibly sell alcohol or

0:48:36.960,0:48:42.940
tobacco

0:48:38.940,0:48:45.400
okay this question may be very similar

0:48:42.940,0:48:48.280
to what you are ready ants answered but

0:48:45.400,0:48:50.650
the questions from Elizabeth and the

0:48:48.280,0:48:53.170
question is are there any savvy

0:48:50.650,0:48:55.840
licensees out there who use the public

0:48:53.170,0:48:59.590
rabbit data to predict when you might do

0:48:55.840,0:49:00.760
a check yeah I guess it's maybe a little

0:48:59.590,0:49:02.619
too early to tell

0:49:00.760,0:49:04.119
I don't I don't I don't have any

0:49:02.619,0:49:05.590
evidence that anybody has done that but

0:49:04.119,0:49:08.440
again it doesn't say exactly you know

0:49:05.590,0:49:10.420
when it doesn't say exactly when we're

0:49:08.440,0:49:12.640
coming in so even if they check the list

0:49:10.420,0:49:14.050
and saw that they were on the top it

0:49:12.640,0:49:15.880
doesn't sit you know it doesn't say that

0:49:14.050,0:49:17.890
your investigator will be arriving at

0:49:15.880,0:49:20.440
you know 6 o'clock on a Friday night it

0:49:17.890,0:49:22.390
doesn't say that that's still a little

0:49:20.440,0:49:25.900
bit of inside baseball but again I think

0:49:22.390,0:49:27.190
there's value and licensees knowing sure

0:49:25.900,0:49:30.130
the same reason there's value for us

0:49:27.190,0:49:34.470
knowing all of those predictive values

0:49:30.130,0:49:38.619
for why there could be violations okay

0:49:34.470,0:49:41.260
this one is from Derek I am providing

0:49:38.619,0:49:44.500
prevention to communities in an area

0:49:41.260,0:49:47.800
similar to yours opioid crisis versus

0:49:44.500,0:49:50.500

alcohol enforcement tips on engaging

0:49:47.800,0:49:52.720
community members parents on this issue

0:49:50.500,0:49:55.450
a question do you have any I guess I

0:49:52.720,0:49:59.560
assume do you have any tips for that it

0:49:55.450,0:50:06.880
continues not focus only on opioids but

0:49:59.560,0:50:10.810
also to focus on a Tod that's okay so

0:50:06.880,0:50:12.760
I'll start with do I have tips well you

0:50:10.810,0:50:14.320
know I guess I would also turn that bag

0:50:12.760,0:50:15.970
on you do you have any tips for me it's

0:50:14.320,0:50:18.820
a struggle for sure

0:50:15.970,0:50:20.440
I always I'm a big data fan so I like we

0:50:18.820,0:50:22.930
have a pretty robust youth risk behavior

0:50:20.440,0:50:25.240
survey in the state and consistently

0:50:22.930,0:50:27.270
over the years we see high rates of

0:50:25.240,0:50:30.820
alcohol risky alcohol experimentation

0:50:27.270,0:50:33.340
early early on in our youth long before

0:50:30.820,0:50:38.200
they engage in more risky opioid

0:50:33.340,0:50:40.119
exploration so realistically I like to

0:50:38.200,0:50:43.300
say that you know and not to be cliché

0:50:40.119,0:50:48.010
and call alcohol a gateway drug but it

0:50:43.300,0:50:51.490
focusing on risk risky behavior alcohol

0:50:48.010,0:50:52.720
seems to be an area where youth learn to

0:50:51.490,0:50:54.940
engage in risky

0:50:52.720,0:50:56.500
so if we can work in education if we can

0:50:54.940,0:50:59.680
work in prevention and certainly an

0:50:56.500,0:51:03.460
enforcement in keeping the youth access

0:50:59.680,0:51:06.460
down in regards to alcohol I I'm a firm

0:51:03.460,0:51:09.820
believer that it reaffirms and supports

0:51:06.460,0:51:11.320
risk aversion so you know I use data

0:51:09.820,0:51:12.280
quite a bit that's that's always been a

0:51:11.320,0:51:14.560
fan of mine

0:51:12.280,0:51:16.060
but it's a it's a struggle and I will

0:51:14.560,0:51:19.150
apologize I'm I'm not quite familiar

0:51:16.060,0:51:24.670
with the acronym that he used at the end

0:51:19.150,0:51:29.370
of the question a Tod if anybody wants

0:51:24.670,0:51:31.900
to clue me in hear me yeah I I know I've

0:51:29.370,0:51:34.450
heard of it before but I'll be honest on

0:51:31.900,0:51:38.620
the acronym in terms of what it means is

0:51:34.450,0:51:42.160
not coming to me so if somebody knows

0:51:38.620,0:51:45.520
that if you can please come in all right

0:51:42.160,0:51:48.190
so I've got another question from a

0:51:45.520,0:51:51.100
Cassandra H did you have trouble

0:51:48.190,0:51:55.720
transitioning your field staff to the

0:51:51.100,0:51:58.150
new model from paper to no paper did I

0:51:55.720,0:52:00.130
have trouble I would say that there it

0:51:58.150,0:52:03.150
was certainly there were certainly some

0:52:00.130,0:52:05.950
skeptics in the crowd and knowing that

0:52:03.150,0:52:07.180
frankly knowing that they were you know

0:52:05.950,0:52:09.100
following under the leadership of a

0:52:07.180,0:52:12.970
millennial chief I was going to struggle

0:52:09.100,0:52:15.490
with cultural clashes anyway I made it

0:52:12.970,0:52:16.900
very a very clear goal of mine that if

0:52:15.490,0:52:19.900

this was the solution we were going to
0:52:16.900,0:52:22.900
use that it needed to be very reliable
0:52:19.900,0:52:24.040
and very easy to use because there's
0:52:22.900,0:52:26.050
nothing more frustrating than
0:52:24.040,0:52:28.120
implementing technology for the sake of
0:52:26.050,0:52:30.310
implementing technology and having that
0:52:28.120,0:52:32.080
technology just make your job harder so
0:52:30.310,0:52:35.200
that being said I really researched out
0:52:32.080,0:52:37.120
the tools that we brought on board merge
0:52:35.200,0:52:39.280
mobile to fast filled product as well as
0:52:37.120,0:52:40.600
power bi and I just wanted to make sure
0:52:39.280,0:52:43.390
that it was paint as painless as
0:52:40.600,0:52:45.730
technology as technology could be and
0:52:43.390,0:52:47.380
you know I think that was bored out in
0:52:45.730,0:52:50.110
my presentation when I talked about you
0:52:47.380,0:52:52.840
know the offline capability we make it
0:52:50.110,0:52:55.090
very streamlined very easy to use and
0:52:52.840,0:52:59.230
that's kind of crucial but there were

0:52:55.090,0:53:01.840
some skeptics for sure okay Skylar I got

0:52:59.230,0:53:04.300
clarity on what the a Tod is alcohol

0:53:01.840,0:53:06.520
Tobacco and Other Drugs so I got it not

0:53:04.300,0:53:08.530
focus only on opioids but also

0:53:06.520,0:53:10.930
focus on Alcohol Tobacco and Other Drugs

0:53:08.530,0:53:13.810
thank you very much I appreciate that

0:53:10.930,0:53:17.650
yeah I think I think I covered I covered

0:53:13.810,0:53:19.570
that my biggest tip is use data it's I

0:53:17.650,0:53:22.060
wouldn't say that that's a panacea

0:53:19.570,0:53:23.950
either it's a hard hard element of what

0:53:22.060,0:53:25.660
we do here in prevention and then

0:53:23.950,0:53:28.510
certainly in liquor law enforcement is

0:53:25.660,0:53:31.290
vying for attention in the midst of all

0:53:28.510,0:53:34.840
of these other struggles and challenges

0:53:31.290,0:53:36.910
okay and this one is from a Cassandra G

0:53:34.840,0:53:40.990
can you talk about if there's been any

0:53:36.910,0:53:45.940
political blowback from this tool how

0:53:40.990,0:53:47.470
upset were licensees we did a couple of

0:53:45.940,0:53:48.910
focus groups where we showed some of the

0:53:47.470,0:53:50.110
status of licensees and there were

0:53:48.910,0:53:51.190
certainly again just like our

0:53:50.110,0:53:52.810
investigators were a little bit

0:53:51.190,0:53:56.620
skeptical I think some of our licenses

0:53:52.810,0:53:59.350
were skeptical too but I think what

0:53:56.620,0:54:01.360
helped in regards to somewhat winning

0:53:59.350,0:54:02.470
them over is that we did make it public

0:54:01.360,0:54:04.750
facing again this wasn't

0:54:02.470,0:54:07.390
cloak-and-dagger we didn't have private

0:54:04.750,0:54:09.250
dossiers on licenses we made this you

0:54:07.390,0:54:11.770
know this is as open and transparent as

0:54:09.250,0:54:14.200
possible and I think I said it a couple

0:54:11.770,0:54:17.080
times now I my hope is that licensees

0:54:14.200,0:54:19.060
are coming to this this this project and

0:54:17.080,0:54:21.340
taking a look at this data again it's

0:54:19.060,0:54:23.290

not about writing violations or where I

0:54:21.340,0:54:25.390
can go to write more tickets I don't

0:54:23.290,0:54:27.310
really need a program for that I need

0:54:25.390,0:54:28.570
the program for putting my resources

0:54:27.310,0:54:31.750
where they will make the biggest impact

0:54:28.570,0:54:34.990
and that's the goal if that's achieved

0:54:31.750,0:54:37.000
by you know maybe some self regulations

0:54:34.990,0:54:39.250
himself policing by licensees coming to

0:54:37.000,0:54:41.020
the data set learning about their area

0:54:39.250,0:54:42.940
learning about the risk factors present

0:54:41.020,0:54:45.550
there and then maybe adjusting their

0:54:42.940,0:54:46.930
business practices based on that that's

0:54:45.550,0:54:49.890
that's a win that's a win without

0:54:46.930,0:54:52.720
expending any resources realistically

0:54:49.890,0:54:54.970
okay we've got several more

0:54:52.720,0:54:57.490
this one's from Elizabeth any public

0:54:54.970,0:54:59.920
interest in the rabbit data and the

0:54:57.490,0:55:03.040
public wanting to frequent more

0:54:59.920,0:55:06.400
responsible establishments so do you see

0:55:03.040,0:55:09.760
an incentive for establishments to look

0:55:06.400,0:55:11.560
good on rabbits you know it's pretty

0:55:09.760,0:55:13.030
early on and we haven't and we did

0:55:11.560,0:55:16.210
certainly field some concerns about the

0:55:13.030,0:55:19.380
insurance industry again this isn't this

0:55:16.210,0:55:21.750
not nothing visualized here would

0:55:19.380,0:55:24.119
be exempt from a public information

0:55:21.750,0:55:26.130
request so if an insurance company asked

0:55:24.119,0:55:27.990
about the information or a citizen asked

0:55:26.130,0:55:30.150
you know what's the safest bar in my

0:55:27.990,0:55:32.490
community and they asked for specific

0:55:30.150,0:55:34.289
data regarding to that we were required

0:55:32.490,0:55:36.019
by law to provide that anyway so we're

0:55:34.289,0:55:39.240
just making it easily very easily

0:55:36.019,0:55:41.250
available up front I don't know of any

0:55:39.240,0:55:44.670
specific any specific cases where anyone

0:55:41.250,0:55:45.839
is using this data as a consumer but I

0:55:44.670,0:55:47.309
think there's some utility there

0:55:45.839,0:55:49.170
potentially I know our community

0:55:47.309,0:55:51.269
coalition's are interested in having the

0:55:49.170,0:55:53.490
data for recognition for Responsible

0:55:51.269,0:55:56.490
sale and service so licensees that pass

0:55:53.490,0:55:58.289
our compliance checks based on the the

0:55:56.490,0:56:00.450
alcohol compliance and tobacco

0:55:58.289,0:56:02.309
compliance page of project Gravatt they

0:56:00.450,0:56:05.089
get recognition from the community for

0:56:02.309,0:56:06.930
essentially doing doing their job well

0:56:05.089,0:56:08.759
so I don't think I answer that question

0:56:06.930,0:56:10.589
real succinctly but no I don't have any

0:56:08.759,0:56:15.569
specific information about consumers

0:56:10.589,0:56:19.559
using it okay a couple more questions

0:56:15.569,0:56:20.339
here and I know we are close to that our

0:56:19.559,0:56:23.430
signal

0:56:20.339,0:56:27.420

so it's from Sandra our county seat has

0:56:23.430,0:56:29.970
a college and we experience a lot of

0:56:27.420,0:56:32.730
underage drinking and fake IDs

0:56:29.970,0:56:36.779
do you receive data about alcohol

0:56:32.730,0:56:39.029
poisoning from EMS and hospitals so that

0:56:36.779,0:56:40.559
has been a very very tough challenge I

0:56:39.029,0:56:42.539
want nothing more than that connected to

0:56:40.559,0:56:44.579
what's called our siren data in Vermont

0:56:42.539,0:56:46.859
but our Department of Health very and

0:56:44.579,0:56:49.559
and rightfully so is very protective of

0:56:46.859,0:56:52.220
their data so finding a way that kind of

0:56:49.559,0:56:54.839
aggregate the data without releasing

0:56:52.220,0:56:57.390
potentially HIPPA related information

0:56:54.839,0:57:00.029
has been a little bit of a struggle so

0:56:57.390,0:57:03.150
right now I am not accessing EMS data

0:57:00.029,0:57:05.130
but it's on a high high priority for me

0:57:03.150,0:57:08.309
to be able to quantify locations based

0:57:05.130,0:57:10.920
on that but you did mention fake IDs and

0:57:08.309,0:57:13.440
I'm going to just just spend just a

0:57:10.920,0:57:16.650
quick second and jump back over to

0:57:13.440,0:57:19.230
rabbit and we use some technology to

0:57:16.650,0:57:22.230
help us interdict fake IDs and we

0:57:19.230,0:57:24.480
visualize that data here which is

0:57:22.230,0:57:26.970
helpful for us to kind of future plan

0:57:24.480,0:57:29.880
where we will apply our fake ID

0:57:26.970,0:57:32.700
interdiction resources so you can see a

0:57:29.880,0:57:36.900
year today we've we've we scan

0:57:32.700,0:57:39.780
939 fake IR IDs and we've detected 875

0:57:36.900,0:57:42.270
fake IDs and we can see a breakdown by

0:57:39.780,0:57:44.790
state here so we use this to visualize

0:57:42.270,0:57:48.660
that data and you can see when we seized

0:57:44.790,0:57:51.589
those fake IDs dates and times so we use

0:57:48.660,0:57:55.650
this in planning for other fake ID

0:57:51.589,0:57:57.359
details so again I don't know if I

0:57:55.650,0:57:59.849
answer that question 100% we don't have

0:57:57.359,0:58:04.520
EMS data yet but we want it and we do

0:57:59.849,0:58:08.609
quite a bit of work with fake IDs okay

0:58:04.520,0:58:11.310
another question this is from Tamara are

0:58:08.609,0:58:13.380
you integrated with the licensing

0:58:11.310,0:58:16.589
Department in Vermont or only

0:58:13.380,0:58:18.420
enforcement yes well we are separate

0:58:16.589,0:58:21.089
offices but I'm we are integrated into

0:58:18.420,0:58:23.970
their data set so our app real-time

0:58:21.089,0:58:25.829
connects to our licensing database so

0:58:23.970,0:58:27.450
our licensing division is made up of

0:58:25.829,0:58:29.579
civilians their non law enforcement

0:58:27.450,0:58:35.790
officers but we have access to all of

0:58:29.579,0:58:37.440
their same data ok let's see I apologize

0:58:35.790,0:58:44.599
if you're hearing that my computer is

0:58:37.440,0:58:54.329
chiming in with some emails let's see a

0:58:44.599,0:58:56.550
couple more ok it looks like actually

0:58:54.329,0:58:59.430
we've we've answered all of the

0:58:56.550,0:59:02.520

questions I just want to make sure I'm

0:58:59.430,0:59:06.089
scanning that question box so if you've

0:59:02.520,0:59:11.310
got a question I missed it please retype

0:59:06.089,0:59:15.210
it otherwise I'm just going to begin to

0:59:11.310,0:59:18.589
wrap up our presentation today oh here

0:59:15.210,0:59:24.230
we go is your complaint process online

0:59:18.589,0:59:25.770
and how does that feed into this tool

0:59:24.230,0:59:28.530
yes

0:59:25.770,0:59:31.140
so we we do receive online anonymous

0:59:28.530,0:59:35.160
complaints the way we handle that is we

0:59:31.140,0:59:37.260
have a we we use a cat RMS system that

0:59:35.160,0:59:39.089
is utilized statewide for all law

0:59:37.260,0:59:41.369
enforcement agencies that we actually

0:59:39.089,0:59:43.490
access that data as well for our law

0:59:41.369,0:59:45.080
enforcement specific data

0:59:43.490,0:59:48.970
a complaint comes in on an establishment

0:59:45.080,0:59:52.880
we punch a CAD case or a rms case and

0:59:48.970,0:59:55.040
that data feeds then into project rap

0:59:52.880,0:59:56.960
additionally we receive complaints from

0:59:55.040,0:59:58.750
you know people who walk into our office

0:59:56.960,1:00:03.260
we receive complaints through the mail

0:59:58.750,1:00:08.270
we're very open agency in regards to how

1:00:03.260,1:00:10.190
we receive complaints ok some more came

1:00:08.270,1:00:11.690
in so thank you guys for your interest

1:00:10.190,1:00:13.850
we're gonna continue if you're able to

1:00:11.690,1:00:15.950
stay on please do if you need to leave

1:00:13.850,1:00:18.680
thank you very much for attending the

1:00:15.950,1:00:21.380
webinar this is another one from Derek

1:00:18.680,1:00:24.230
speak to how you and the NLL ei were

1:00:21.380,1:00:28.930
able to get pol D integrated into

1:00:24.230,1:00:31.700
Vermont's DUI protocol yes so it may be

1:00:28.930,1:00:34.250
be pretty specific our RP load the

1:00:31.700,1:00:37.700
project with n ll EA is not limited to

1:00:34.250,1:00:39.500
duis it's actually all open to all law

1:00:37.700,1:00:41.090
enforcement calls for service it's in a

1:00:39.500,1:00:43.880
pilot right now we're only actually

1:00:41.090,1:00:45.890
working with one select law enforcement

1:00:43.880,1:00:49.190
agency I'm hoping that it will gain

1:00:45.890,1:00:51.410
traction and and spread so the way it

1:00:49.190,1:00:55.700
works as the NLL ei through some funding

1:00:51.410,1:00:58.460
from nitsa has a online place of last

1:00:55.700,1:01:00.440
drink database and law enforcement

1:00:58.460,1:01:01.850
officers from this pilot agency when

1:01:00.440,1:01:04.430
they encounter individuals who have been

1:01:01.850,1:01:06.650
consuming and that place of last

1:01:04.430,1:01:08.630
consumption was a licensed premise they

1:01:06.650,1:01:12.020
report through that database and that

1:01:08.630,1:01:14.420
database then dumps the information into

1:01:12.020,1:01:18.080
project rabbit and I don't know if you

1:01:14.420,1:01:20.000
saw on the Welcome page but I will I'll

1:01:18.080,1:01:23.390
actually navigate us right back to there

1:01:20.000,1:01:25.340
you can see place of last drink data

1:01:23.390,1:01:27.890

this is a little bit in beta test right

1:01:25.340,1:01:29.900
now but it arrives here so our

1:01:27.890,1:01:32.000
investigators every time a new place of

1:01:29.900,1:01:33.710
the last drink report pops up our

1:01:32.000,1:01:36.859
investigators can see that and then

1:01:33.710,1:01:38.960
follow up on that complaint as well as

1:01:36.859,1:01:41.390
far as you IRS go I'm actually working

1:01:38.960,1:01:44.480
with our state forensic lab who manages

1:01:41.390,1:01:47.060
our data our DMT data masters and we are

1:01:44.480,1:01:49.280
adding a place of last drink question to

1:01:47.060,1:01:51.980
that data master program similar to what

1:01:49.280,1:01:53.480
arching tonneaus to collect place of

1:01:51.980,1:01:57.220
last drink data at the time of DUI

1:01:53.480,1:02:02.770
arrest but that that isn't quite lie

1:01:57.220,1:02:05.050
yet in the state okay and I've got one

1:02:02.770,1:02:07.960
more question for you to answer

1:02:05.050,1:02:10.180
this one's from Michael how closely do

1:02:07.960,1:02:13.390
you work with community collaboratives

1:02:10.180,1:02:16.630
and if so what can they do to make your

1:02:13.390,1:02:19.329
efforts more effective how closely do

1:02:16.630,1:02:20.740
you work oh sit where repeat of the same

1:02:19.329,1:02:22.390
question okay so yeah that was one

1:02:20.740,1:02:26.440
question it just was repeated twice

1:02:22.390,1:02:29.619
sure we are always increasing our

1:02:26.440,1:02:33.310
relationships with our local coalition's

1:02:29.619,1:02:36.609
and our local prevention organizations

1:02:33.310,1:02:37.960
as far as you know I think those

1:02:36.609,1:02:39.730
relationships are getting better as time

1:02:37.960,1:02:41.950
goes on and we're finding synergies and

1:02:39.730,1:02:43.390
ways that we help each other out as far

1:02:41.950,1:02:45.940
as I think the question asked how can

1:02:43.390,1:02:49.480
they help us do our job better

1:02:45.940,1:02:51.819
I you know specifically Vermont I think

1:02:49.480,1:02:54.040
education is an area where we could

1:02:51.819,1:02:55.900
certainly use a lot of help we're very

1:02:54.040,1:02:59.020
limited in our education resources I

1:02:55.900,1:03:02.560
have two people we have two people in

1:02:59.020,1:03:04.329
our office of education so given you

1:03:02.560,1:03:05.710
know it it's very easy for us to use

1:03:04.329,1:03:07.450
this data and because it's publicly

1:03:05.710,1:03:09.579
available I you know I believe that this

1:03:07.450,1:03:14.319
data could be used by anyone so

1:03:09.579,1:03:16.210
prevention groups could do focus groups

1:03:14.319,1:03:17.650
with their licenses in their community

1:03:16.210,1:03:20.500
and they could do a deep dive into this

1:03:17.650,1:03:23.250
data and maybe even go further than we

1:03:20.500,1:03:25.810
could ever really go instead of asking

1:03:23.250,1:03:28.000
you know you know getting to the root

1:03:25.810,1:03:30.339
cause issues potentially you know we

1:03:28.000,1:03:32.020
wanna we kind of our triage I guess if

1:03:30.339,1:03:34.240
you look at it in some ways we want to

1:03:32.020,1:03:35.710
stop the bleeding where it occurs but

1:03:34.240,1:03:38.050

potentially I think that prevention

1:03:35.710,1:03:40.030
organizations have the have the unique

1:03:38.050,1:03:41.650
ability to to really address maybe root

1:03:40.030,1:03:43.480
issues and kind of suss out what's a

1:03:41.650,1:03:46.599
deep deep deep deeper than even what I'm

1:03:43.480,1:03:49.240
visualizing here in the data and address

1:03:46.599,1:03:53.140
that so certainly education I think is

1:03:49.240,1:03:57.819
is an area where we could use some

1:03:53.140,1:03:59.470
plussing up okay awesome all right thank

1:03:57.819,1:04:01.660
you guys so much for hanging in there

1:03:59.470,1:04:03.609
for all of your questions and thank you

1:04:01.660,1:04:06.520
Skyler for your time and for sharing

1:04:03.609,1:04:09.369
your valuable knowledge with us on this

1:04:06.520,1:04:11.020
namco webinar if we if you have

1:04:09.369,1:04:14.050
questions if anyone still has

1:04:11.020,1:04:15.880
questions and we did not address them or

1:04:14.050,1:04:18.100
if you think of something afterwards you

1:04:15.880,1:04:22.000
guys have Skylar's contact information

1:04:18.100,1:04:24.340
and you have a my email address so feel

1:04:22.000,1:04:25.390
free to send it to either one of us and

1:04:24.340,1:04:28.870
I will make sure

1:04:25.390,1:04:33.420
Skylar gets it also please visit the NAB

1:04:28.870,1:04:36.520
Co website at WWF

1:04:33.420,1:04:38.950
white papers previous webinars and other

1:04:36.520,1:04:40.720
materials and just a reminder this

1:04:38.950,1:04:43.210
webinar is being recorded and will be

1:04:40.720,1:04:45.580
available on the website same place on

1:04:43.210,1:04:47.920
the resources under namco website in

1:04:45.580,1:04:50.050
seven to ten days and again teaser we've

1:04:47.920,1:04:52.840
got two more webinars coming up one in

1:04:50.050,1:04:55.710
January and one in April so if you

1:04:52.840,1:04:59.830
interested in receiving that invitation

1:04:55.710,1:05:02.140
please send me a note as well thank you

1:04:59.830,1:05:05.850
guys so much the webinar is now going to

1:05:02.140,1:05:05.850
conclude so have an awesome evening