

ICANN

Moderator: Chantelle Doerksen
April 5, 2017
10:00 am CT

Coordinator: Recordings are now started.

Chantelle Doerksen: Good morning, good afternoon, good evening. Welcome to the DC Outreach Call on Wednesday, April 5, 2017. On today's call we have Andrew Mack, Jimson Olufuye, and Lawrence Olawale-Roberts. We have no apologies and from staff we have Riccardo Ruffolo and myself, Chantelle Doerksen. I would like to remind all participants to please state your name before speaking for transcription purposes. Thank you ever so much and over to you, Andrew.

Andrew Mack: Thank you very much, Chantelle and thank you to Jimson and Lawrence - Nigeria well-represented today. And thank you both for being here. I also know that there may be some people joining us - Gabi Szlak is going to join us later and I think Marilyn as well. Given that we have the ICANN representation and we wanted to talk about the coming potential events in South Africa, I wanted to start off with that. We've just gone through a rough thing about our budget and I think we have a good sense of that with Jimson. So how would we like to structure this? Riccardo, would you like to tell us a

little bit about what is in the pipeline right now that we're looking out for South Africa and Jimson you can add in and we can talk about where we are?

Riccardo Ruffolo: Sure. This is Riccardo. Thank you for inviting me to the call. Christopher could not make it because he's in New Orleans for the IRN meeting right now. But we - regarding ICANN 59, we are in early stages, too, of thinking about what to do. This is the state - the second meeting B that we're doing after Finland. And so last time -- considering the new format of the meeting -- we didn't end up doing the usual business engagement stuff that we do in terms of the webinars and - I mean, the webinar beforehand or having the lunch at the venue. But this time around we wanted to see what the interest was from the constituencies before taking any decisions.

So I'm glad that we're having this call, because this helps us as much as it helps you. We're here to support any activity that you're (doing) there. And based on what we hear from you and also from the IPC and the - from ISPCP we're going to decide what sort of programs to organize before and during the Johannesburg meeting.

Andrew Mack: Okay, fantastic. Can - Riccardo, can you tell us the - so what I'm hearing you say that there's nothing fixed in terms of plans as yet, is that correct?

Riccardo Ruffolo: Correct.

Andrew Mack: Okay. And do you have any kind of a notional - I know that there's been some discussion between Chris and I think Jimson you've had some conversations there. Do - can you tell us what the status of those conversations are - just what you've been noodling on or brainstorming on so we can start off as far down the road as we can?

Riccardo Ruffolo: Sure. You mean conversations with other people at the BC or conversations...

Andrew Mack: That's right. Yes - so, like - let me go back a step. As you know, outreach is a major priority of the BC. As you know, a - an attempt to try to broaden geographical footprint -- especially to include more voices from the global south and more voices from the traditionally underserved communities and frankly from Africa -- is a priority. I think it's a priority - it's definitely a priority for the BC. I think it is also a priority for ICANN in a number of different ways.

And so I think we wanted to take - those issues a -- in terms of time -- a shorter meeting. We wanted to take advantage of the fact that it's in South Africa and we expect that there will be perhaps a fair amount of African participation in it. We have had -- as I'm sure you've heard -- some real success in growing the amount of African participation and membership in the BC. We would very much like to continue that. And so it is - it's our feeling that this is a great opportunity to make some real things happen. And I would like to do that, frankly. And so that's what we're looking at.

And what we would - obviously we had some good success in the past with our lunches and other events to try to get visibility amongst the business communities. I think we'd like to do that very intentionally in this instance by reaching out together with ICANN to try to involve in more people, including people who weren't necessarily planning to attend all of the ICANN meetings. And so that's my preamble. Jimson or Lawrence, would you like to add anything as your preamble before we dive into details on this?

Jimson Olufuye: Yes, this is Jimson. So thank you, Riccardo, for coming. Yes, I will just copy and paste your preamble, Andrew. Outreach is a priority for BC and of course

we also know for ICANN. And we want to take good advantage the fact that we're having our meeting in Jo-burg and to increase the participation of African businesses as we (increase the BC) particular. Well, we are looking at June 25th -- if I may -- June 25th to have the - an outreach in the round table between 10am to 3:30 pm on June 25th at the Sandton convention center. And we're looking at working with the local Africa members that we can help to mobilize the local business people -- at least the users of the internet -- a number of them are in the (local associations and the ITF) that is the (ITF) session of South Africa. And most with the institute of (IT) of South Africa.

So the (Outreach) committee is looking at the document right now (at) the concept notes. So maybe we will share this with you once the (Outreach) committee is done with it. But basically we are looking forward to ICANN will be providing logistic support for remote participation, room, facility, and then maybe we can sponsor lunch. That would be fantastic. So in the lunch, the 25th, remote participation, so that others can be connected and a discussion (which you normally do in ICANN anyway). Then reserve the room - a room for us. So we're looking at between 50 to 80 participants. It could be more than that. But that is essentially what we are looking at.

And those plans for about say three sessions or four sessions talking about diverse issues like both (the voice) of African businesses in ICANN. We will have panels with (Chris Mondini also) speaking and all that be true that the other committee will work on - finalize. (The initial) session when we get to the empowered community and why African businesses need to partake in it. So, yes, in regard to the session on compliance and abuse. The issue of enforcement and (unintelligible). These are very important to BC members and also to Africans business users. And then we'll also look at the domain industry, how in light of the DNS (Market Survey) report and then the newly delegated (dot) Africa - so we (unintelligible) to also be in that session.

So generally awareness of expected the outcomes of the outreach and so on and so forth. So that is what we are looking at that - it collaborates with you. Also Pierre, the Vice President to Africa and then it supports the event - it (unintelligible) with that June 25th the event the ICANN meeting (starts) on the 26th officially. So we're looking at 25th. So that is summary for now.

Riccardo Ruffolo: Okay, thank you so much. This is very helpful. So just to be clear, this - you said June 25th? 25?

Jimson Olufuye: Yes. Yes, two five, yes.

Riccardo Ruffolo: And so this is - this event that you're talking about would basically be a - sort of like a half day little conference specifically to recruit or make people - African businesses interested in ICANN and potentially joining the BC, correct?

Andrew Mack: Yes. And Riccardo, I would add that one of the thing that we have as an outreach committee discussed at some length in earlier years is the idea that a lot of business people don't come - they don't come well enough prepared for the ICANN meetings for 100 reasons, all of which are - many of which are very valid. And so part of our goal would be not just to get them to know that this is going on but also to have a chance to answer any questions that they might have to make some connections so that if they can attend any or all of the sessions, that they come in with some mentoring and some background and just have a better ICANN experience, if you know what I'm saying.

Riccardo Ruffolo: Absolutely. Absolutely. Well, this is a great idea. And (unintelligible) just to be clear, the general business engagement program that we put up, we can - I mean, we'll see if it's appropriate to do for this meeting or not in terms of the

lunch and other things. But we're also happy to support separately, you know, these kinds of events from the constituencies that don't necessarily need to include the whole CSG. We can do something with you and then discuss with the other constituencies what they need to do, in case that wasn't clear. So...

Andrew Mack: Well, so just to be very clear, too, Riccardo, we're - you know, we are -- as the constituency -- putting our money where our mouth is, right? We are putting in our own resources to try to do this. So all of ICANN's resources would be complimentary - you'll get leverage out of anything that we're - that ICANN is putting in, right? So - and I think what we would like very much to do is a common practice of having events for and to encourage business at every ICANN meeting, as much as we possibly can and -- frankly -- at other meetings potentially where ICANN has played a major role as we did something with IGF as well. So let's focus in on this one. Any comments based on what you've heard? And Lawrence, is there anything you'd like to add, my friend?

Riccardo Ruffolo: This is Riccardo again. Not really have any comments. It seems like - so you've already been discussing this within your outreach committee and just - I just want to determine that I have all the information right. You already have room booked for this. You've worked with the meeting team. Or is this going to be off-venue?

Jimson Olufuye: Yes, this is Jimson. We have not worked with the meeting team yet, so maybe we could take it up or recourse pick it up. But it is something you could pick up -- why not -- for the 25th for it to be - for a room to be reserved. I think 10 am to 3:30 pm want to - room to be reserved with the notes about special new facilities.

Riccardo Ruffolo: Uh-huh. Okay. And this is also going - AfICTA is going to be involved in the planning and outreach for this happening, I have it correct?

Jimson Olufuye: Yes.

Riccardo Ruffolo: Okay.

Jimson Olufuye: Yes, yes. AfICTA is going to - this is Jimson. Africa is going to help mobilize local business people to be part of this.

Riccardo Ruffolo: Okay.

Andrew Mack: But Riccardo -- to be clear -- we would love any assistance in mobilizing more business participants. ICANN has any connectivity and we're reaching out to the South African embassy here to try to line up some business participation from, you know, from some larger retail companies and others with a (presence) in South Africa. So we're going to try and approach this as many different ways as we possibly can. Sorry, this is Andrew.

Riccardo Ruffolo: Yes. So I'm...

Andrew Mack: We're happy to have logistic support but also substantive support, you know.

Riccardo Ruffolo: Absolutely. We're supposed - we have - I am happy to provide any sort of (help) of the logistics in terms of the outreach and, you know, with the contacts that we got there for every ICANN meeting. I work with the - at the same time (unintelligible) to the local (unintelligible). As we start doing the outreach, I'm more than - we can definitely (unintelligible) get some on publicizing the event. And I'm also happy to work with the meeting (unintelligible), you know, to get the appropriate room and so we can also

help (unintelligible) with the registrations, (unintelligible), and all that kind of stuff and following up - (unintelligible) beforehand for people who registered and following up after with the people who attended with (unintelligible).

Andrew Mack: I'm sorry, Riccardo, you're starting to break up. Am I - is it just on my line or is - are other people having a hard time hearing you?

Riccardo Ruffolo: Oh, no, I'm (unintelligible) I'm sorry. Can you hear me now?

Andrew Mack: You're sounding kind of Skype-y. A little broken up.

Riccardo Ruffolo: (Unintelligible) so what - did you not get anything of what I've just said?

Andrew Mack: Okay, hold on just one second. Chantelle, can you do me a favor real quick? Gabi's now on and trying to figure out how to get in. Could you send her the call in details?

Chantelle Doerksen: Hi Andrew, I'll go ahead and send them to her now.

Andrew Mack: I sure appreciate that. Thank you. My bad for not making sure she was on the distribution list. Sorry, now Riccardo we can hear you. That's fine.

Jimson Olufuye: Yes, this is Jimson. Riccardo, I heard that you said will call - make arrangements for the meeting room and the conference facility. So would that be (provision) for lunch? I didn't get that part.

Riccardo Ruffolo: Okay, yes, the only thing that I wanted to flag before, you know, I start working with the meeting team for the room - they had strongly advised us to not try to not schedule things outside, you know, 26th, 29th June. 26th is considered day zero, so I cannot (guarantee) this is going (unintelligible).

Andrew Mack: Riccardo, your line is still really breaking up, what I heard you say...

Riccardo Ruffolo: Oh, let me try and call - I'll log out and try to call back from another line.

Andrew Mack: That sounds great. If you don't mind - thank you very much. We'll want to hear what you're saying. Okay, guys, Lawrence, are you still on the line?
Lawrence?

Jimson Olufuye: Yes.

Andrew Mack: Are you there?

Jimson Olufuye: I gather Lawrence is on listening mode. Yes, I dialed lines on listening mode only.

Andrew Mack: I got Lawrence on your end only.

Jimson Olufuye: I gather that Lawrence is on listening mode only. Listening mode.

Andrew Mack: Oh, okay. Got it, got it, got it. Sorry, Jimson, we're dealing with a lot of different lines, that's all. Okay, so we can reach back to him about anything specific that he wants to talk about. It sounds as if this is a good gig. Jimson, I think the day of the 25th makes perfect sense, given that we want people to have an opportunity to participate in the meeting. So having it after or during the meeting would seem a little late to me, yes?

Jimson Olufuye: That was - having the meeting with (at 3:30 is) late?

Andrew Mack: Say it again?

Jimson Olufuye: Please, you come again. You said - the last bit now, I didn't catch it. I wanted to get it.

Andrew Mack: Got it. Sorry, sorry. Here, I'm going to try to go to my - see if this - can you hear me better, Jimson?

Jimson Olufuye: Oh, much louder.

Andrew Mack: Okay. My apologies. I'm - I have - I use a hands free oftentimes because I have a tendency to put my phone on mute when I hold it up to my head. Anyway, so the short answer is that I think based on what we're trying to do that it makes sense to try to do this on day zero, which is the 25th. And let's just work with meetings team to see if we can make that happen. Obviously, if we can have it at the venue, that is the best possible outcome, because then people will know where to come back to. And we wouldn't want to confuse them if we have our event in one place and the venue is another place. If we can make that work.

And in terms of the - you know, (Sandton) is definitely the place in (Jo-Burg) to do this, so there's no issue around that. What I'd like to suggest is that maybe we as an outreach team talk a little bit about the agenda, because I had some thoughts and some comments but we don't need to do that right this second. The most important thing that we can do is to try to get our - get the ball rolling with - to get the ball rolling with, you know, the ICANN meeting people and then we can adjust it - the agenda based on who can make it, etcetera. Have you spoken with any of the people that you listed as speakers outside of the BC group, Jimson?

Jimson Olufuye: No, but it's not out of our BC group. You know, (unintelligible) it came out that I sent it. It was a draft that I finished doing it an hour before this meeting.

Andrew Mack: Great, okay. No problem. I was just curious what was already in motion. So why don't -- if I can suggest -- why don't we take the - why don't we take the South Africa - the request is for \$5,000, correct?

Jimson Olufuye: Yes. And that is to bring in some more business people. Actually from (unintelligible).

Andrew Mack: So the only question that I had was a very simple one, which is is that -- is the same question I will ask on every one of these as part of our fiduciary responsibility -- which is what exactly are we spending the money on? If it's for - if it's to bring in people who were - you know, who are local, \$5,000 seems like a lot. I could bring in people who are outside of the people, that doesn't sound like a crazy amount. I think I read that there were - you had three people on your list who were South African's, correct?

Jimson Olufuye: No, three people are from my - yes, are the local organizing committee. Not the people that we will bring in to the conference. We are expecting people to come from Tanzania, (unintelligible), from southern Africa, yes. And Kenya. So - and - well, (unintelligible) be determined, but they are coming from southern Africa.

Andrew Mack: Got it. Okay. And - well, that's - let's talk about who we would like to add to our list, because I want to make sure that we are geographically, you know, geographically diverse within the continent. But aside from that, I think it sounds perfect.

Lawrence Olawale-Roberts: Hello Andrew this is Lawrence. (Can I jump in?)

Andrew Mack: Hey Lawrence. Good to hear your voice, man. Please feel free to jump in.

Lawrence Olawale-Roberts: Okay, so while we are talking about the list of people, you know, that we could be looking at in terms of our targets, I have this question for Riccardo. I recall that in Hyderabad, there was an event that the IC - the ISPCP had which was more or less also had some application from Chris Mondini's team and Riccardo. I just want to hear from Riccardo how were the - what role did your team particularly play in terms of the audience that you had at that particular event?

Riccardo Ruffolo: Yes, this is Riccardo again. Can you hear me now? Or am I still...

Lawrence Olawale-Roberts: Yes, I do.

Riccardo Ruffolo: Okay, hi Lawrence. For Hyderabad, we worked with a very small team with the ISPCP and then with our local Global Stakeholder Engagement ahead of India, Samiran, he had very good contacts. So we worked through him and various local business organizations to ISPS' associations specifically to, you know, attract people and get the speakers and all of that. And I'm happy - we can definitely arrange for some similar for this. I'll talk to Pierre who is now our VP in Africa and see through his contacts what we can do and - yes, we're (once again, we're happy to help) in everything related to outreach; if we need help, then you know (refining the speakers list) for the time also or what is it that you're thinking - how you're thinking of the session - the session and all that kind of stuff.

Lawrence Olawale-Roberts: So Riccardo, as a follow on to this, is it possible for us to have some form of (access) to businesses that are pre-registered for ICANN59 in South Africa and have some form of contact such that such that for those who

already interested in making it to South Africa we are able to reach out to them to tell them - to more or less let them know about this event and see if we have some potential within the registrants, so to say, that we can go into our fold in the BC?

Andrew Mack: Lawrence, I think that's a great idea and I would take it one step further, Riccardo, which is we can - if we get that information, we can pair people up beforehand with potential BC members who might help them, mentor them, get them onboarded if they need that. That might be a benefit for all sides.

Riccardo Ruffolo: Yes. Absolutely. We can do outreach now with the registration that's providing (directly), you know, all that kind of contact information and everything. I have to look into it, but it can definitely, you know, in the lead up to the meeting, go through us.

So I can channel this information and, you know, understand what of the people who – of the people might be interested in (the BC). And then assist you in that communication (when there), there is a clear, you know, interest in (BC).

And, you know, assist you (and then) definitely pass you along a list of those people. So does that make sense?

Andrew Mack: So Riccardo could we – could you look into that and see what would the – what the process would be around that so that we could, you know, I think Lawrence's idea is really excellent.

Riccardo Ruffolo: Yes.

Andrew Mack: And if we could get that information, even a few weeks beforehand. That will allow us to do our thing, you know.

Riccardo Ruffolo: Yes.

Andrew Mack: Okay great.

Riccardo Ruffolo: In case, you know, it's open for any sort of (legal) given that passing along the list would not be possible, we can work together so that we can still, you know, get that information that you want to convey to those people, even if I can't give you the list directly.

Andrew Mack: Right. So here's my thought about that. If – because I was wondering like, you know, if the idea of sharing the list would cause indigestion for whatever reason, then perhaps what we could do is you could send out a list to everybody.

You could send then on behalf of ICANN a note to everybody who is signed up as a businessperson and say to them, if you are interested, you know, we're doing this event. And, you know, if you don't object we'd like to share your information. Something along those lines, right.

So the goal is to get the information in their hand. And preferably make a warm handoff so that actually a person on the other side – much of what we've heard over the years is is that people say, "yes, there's information out there. But it's too much and I don't have enough contacts because I don't know any people." And so we're trying to address that as much as we can.

Riccardo Ruffolo: Exactly. Yes.

Andrew Mack: Okay great. So any other questions about South Africa? I know we've got some other stuff that we'd like to tackle. Okay seeing no or hearing no other thoughts about South Africa, what I'm going to suggest is that we create a little – that we'll create a little sub-committee to work on the South Africa stuff.

Jimson, yourself, myself and whoever else would like to be involved. And then we'll – we will get back to you Riccardo and Chris with what we'd like. We will try to structure it for the 25th so that people will have the knowledge prior to the meeting, if that will work with you.

And what – this has been very helpful. And thank you for your participation in the meeting.

Riccardo Ruffolo: No problem. Thank you. Yes, and just it would be – I'm happy to participate in, you know, any calls for that. Once again (if you need any logistical support or) any other interaction with the meetings in that week in South Africa. I'll be more than happy to participate in these planned for this event.

Andrew Mack: Great. Well we will be back in touch, trust me. Okay.

Riccardo Ruffolo: Perfect. Thank you so much (unintelligible) and looking forward to working on this with you.

Andrew Mack: Perfect. Terrific.

Jimson Olufuye: Yes sorry, yes. Just before you sign off, this is Jimson.

Andrew Mack: Yes.

Jimson Olufuye: When do you think you'll get some (definite) feedback (regarding this points) with this call? Maybe a prior consultation with Chris and the (meeting) team? When do you think you can get some feedback?

Riccardo Ruffolo: ICANN – right now the meeting thing is (in Abu Dhabi) doing the site visit by (the scouting) for the (venue) – not (scouting) for it – walkthrough for the venue. But I think I want to say end of this week, early next week I should have an answer if we're going.

Jimson Olufuye: Okay.

Andrew Mack: Say that again. I didn't hear the last bit. I'm sorry.

Riccardo Ruffolo: I would say the beginning of next week I should be able to have an answer regarding the room. It's just the meeting's been (a little but busy) bit because they're (on the ground) in Abu Dhabi for the (moment) so.

Andrew Mack: I understand. Okay well then let's plan to be back in touch the beginning of next week sometime, okay?

Riccardo Ruffolo: Perfect. Yes.

Andrew Mack: Fantastic. Okay yes. This should be fairly binary. We don't want – we want to make it as uncomplicated as possible. And as Jimson says – what did you say Jimson? Fifty to eighty people is your hope?

Jimson Olufuye: Yes, yes.

Andrew Mack: Okay great. So let's – so we're looking for a, you know, medium size room by ICANN standards, but not a tiny one, not the largest one.

Jimson Olufuye: Perfect. Okay.

Riccardo Ruffolo: I will let you know.

Andrew Mack: Super.

Andrew Mack: I'm going to do a quick time check. Says that it is 9:41, which means we have roughly 20 minutes. So we've got a couple of other things I'd like to go through real quick. And then open it up for other new business.

Lawrence we had our proposal on the table for the Uganda event. Do you want to talk for five seconds about that event? Have we lost Lawrence?

Chantelle Doerksen: Hi Andrew. This is Chantelle. It looks like he disconnected again. I'm having the operator dial him back.

Andrew Mack: Okay sorry about that. Is Jimson still on the line?

Jimson Olufuye: Yes sir.

Andrew Mack: Good, Jimson. Okay. So the – and Gabi here has pinged me twice. Is she coming on the line? I wanted to – we wanted to talk about America as well. Okay.

In terms of the event in Kampala, my understanding is – or in Uganda, my understanding is that the request is for \$1,500 to participate. And the only question I had about it was that \$1,500 is for the airfare. Is that correct? Jimson you know the answer to that. Lawrence?

Jimson Olufuye: Okay, well, like normally when travel support is given, it includes – some of it includes flight tickets, it will also include accommodation. It's supposed to include local transports and maybe a little part being, you know, food and things like that.

But I don't know if (unintelligible) (is there a cap for inter-regional) activities. So I'm going to have to look for more (funds) if you need to – if the budget is more than that. We're going to have to look (for more funds). But I think this covers flight and the hotel, you know, for the (per diem), local transportation and then food and whatever you need.

Andrew Mack: Please understand, I'm very much in support of this activity. I'm just trying to create a tiny bit of discipline in our process because we've now had a bunch of, you know, really rapid requests.

And the only thing that I think we are really responsible for is making sure we're spending the money wisely. So, having a line itemed budget is very helpful. That's coming of my bank, so apologies for that.

If – that is what I've asked Lawrence if he would provide. But, you know, aside from that I'm much – I'm completely in favor of supporting that activity, especially given that we have plenty of room in the budget right now.

Jimson, you are also in favor, correct?

Jimson Olufuye: Yes. Actually I was also invited, but I cannot go.

Andrew Mack: Right, no I understand. So having the BC – and I'm familiar with your organization, so it's a good organization, a good group of people. I am – so what I'm going to do, if you are – you are comfortable with this Jimson since

right now you're the only other guy on the list on the call is is that that is I will go ahead and circulate that the two of us are in favor of this pending just a line item budget of how Lawrence proposes to spend the money, which I had asked for.

But I'll send that to the BC outreach list for any – not – for everyone's non-objection, okay? And if that will suffice, I think that will do the trick. We need to respond to that one relatively soon, correct?

Jimson Olufuye: Yes, yes.

Andrew Mack: Okay great. So let's do that. Jimson why don't you and I carve out some time and we can talk a little bit about the agenda for the event in South Africa. The budget seems very reasonable. Let's again come up with the line items that we would like. How we want to spend the money exactly because I think it's certainly within our realm.

The last piece that I had on my list was to talk a little bit about Latin America because I've been working with Gabi Szlak about that. She, as you know, has a lot of connectivity. She's a former GNSO Council for the BC.

And has agreed to join us in on the outreach committee. And it seems like she's having some trouble getting connected. So I don't know if she's on or not.

But what I was going to say is – I'm trying to connect Gabi. She's not showing in the AC. Yes I know. Anyway, she and I have been talking about this because one of the things that we are looking at Jimson and Lawrence is we're looking at trying to figure out ways both to get more people in to participate.

And also to figure out a way to reach people that is a little bit less – how am I going to say it? A little bit less time intensive so that we can give people the chance to taste the BC and to taste ICANN a little bit more. As opposed to making a full on commitment like we have made, you know, over the course of years.

And, you know, that's just because frankly it's a harder sell to make a huge time commitment. And she has good experience with this. So there are a number – we're going to – we're looking at the same kind of budget and looking at the same kind of outlay.

You know, program trying to work with an existing gathering of private sector (sic) – private sector people. And trying to come up with a market specific rationale or market specific participation thing that we can do.

It's unfortunate that we don't have a Latin America event coming up, but a Latin America ICANN event coming up. But there are regional things that are happening.

And I've also reached out to (Daniel Fink) to try to think about what's – what ICANN as an organization is trying to do to bolster participation in Latin America. And bolster business participation so that we, similar to what we're trying to do with Chris and Riccardo that we take advantage of the initiatives that are already ongoing.

So why don't we come back to you guys with – come back to the group with a couple of suggestions about things that we can get in the hamper between now and the end of our budget year. Does that make sense?

Jimson Olufuye: Yes. This is Jimson, sure. (We really need to do some work to do) there. And the advantage you have as a (Spanish) speaker or (as the case may be, maybe Portuguese as well).

Andrew Mack: That's right.

Jimson Olufuye: So I think it ought to (unintelligible). I know you are totally (right). So I'm sure the events that you (could participate in) between now and June if possible in Latin America. You know, (unintelligible) approach. It did make it across. And I think it's important to (clear down when it's going to be).

There are (not normally engaged) with the (finance). So...

Andrew Mack: Jimson since Gabi has just jumped on the line, I was going to give her the microphone to toss in her thoughts and to see – I thank Chantelle by the way. Thank you very much for putting in the chat about the next year's coming events.

Our goal would be to do the outreach now so that people who are participating when we have Puerto Rico and the other Latin America events. Gabi would you – I'm just mindful of time Jimson. Sorry to cut you.

The – Gabi would you like to jump in and talk a little bit about your thoughts about how we might be able to light up the more Latin America participation? Gabi are you there? I see you in the chat.

See this is exactly the problem. We need to give Latin America more voice, right guys. Okay, we seem to be having a bit of a challenge with our phone stuff today. I see Gabi typing. I see Chantelle typing. I'm not able to talk. Gabi we are not hearing you my dear. I'm sorry.

Gabriela Szlak: Hello, can you hear me now?

Andrew Mack: Hey, fantastic.

Andrew Mack: Okay. Why don't we talk a tiny bit – for a few minutes about some – about this Latin America and essentially on some things that we might be able to do in the next, you know, few months. Okay. And we can build off those conversations that you and I have already had. So go ahead. Just reform it if you'd like. I recognize this is putting you on the spot a tiny bit.

Gabriela Szlak: Okay, just understand something Andrew, I'm not sure who is with you on this call. And at the same time, I'm not sure if you wanted to talk about the things that maybe staff, like the things that I see in Latin America (the phones) and some ideas we discussed about some static that we (think we) need to do. Is that what you wanted to talk about? Sorry.

Andrew Mack: So I think – no, no I think Gabi, I think what we're really looking to do in this particular call is to talk – to get thoughts on potential outreach events. And any thoughts that you had about structuring them, about, you know, outreach events, outreach activities, outreach materials that we might need, this kind of stuff.

The longer conversation, let's take that offline and we can, you know, we can share that when it's a little bit more baked. Do you know what I mean?

Gabriela Szlak: Okay excellent. In particular, in what's related to business in Latin America, I think that we can take advantage of some other events that I think which are taking place in the region and maybe create some panels and some ideas that we discussed in the past.

And some we did actually, like bringing some speakers to e-commerce day in different countries. That would be great as an idea. And other different events that I can make list of the different events in the region during the year.

Some of them related to commerce, some of them related more to IP issues. But usually the IGF events here in Latin America are not really going to by lots of companies. So that's why I think we should go to look for the companies and the events where the companies really participate.

So it has to be a good selection of events. Does that make any sense? Of course, we need materials. Materials that will be understandable and simple. And also, as we were talking with Andy, I think we need to kind of find a different kind of participation that would be lighter for these potential candidates because the kind of intense participation that we are used to as ICANN here – I don't know how to call us is kind of not been – we are not finding the right candidate for that right now in the region as the market is still not so much developed.

On the other hand, I've been contacted by (this) that we – if we – that ICANN created together with a Paraguayan institution. So I'm not sure if you know what I'm talking about.

And they want me to travel there and have some – I'm not sure who's going to – well I'm not sure if I'm allowed to talk about this yet. But well probably that will be (another opportunity for outreach) for us. And I will let you know more as I understand exactly what it's about. But it might be an interesting opportunity as well.

In terms of materials, I think I don't want to waste anyone's time in this call on that. Maybe we can write it down and discuss it later.

In general I think that we need more information as well to make better decisions in terms of outreach in the region because we've done some things and really haven't had all the success that we thought that we could get.

So in that sense I think it's important that we think really how we're going to use the funds and really know where that we will get what we are expecting for.

Andrew Mack: A quick question for you Gabi because we've had some good success with AfICTA with Jimson's leadership as a way of bringing together a large number of private sector participants in Africa.

I'm wondering whether there aren't some similar, if not equivalent groups in – on the – in Latin America and the Caribbean that we might be able to reach out to or target. Because that gives us a, you know, a way of reaching a lot of people simultaneously on the one hand.

And also a way that people may be able to participate more efficiently by being part of a group that participates, if you know what I'm saying. So that they – but I mean in the same way that the trade associations participate in ICANN world. Make sense?

Gabriela Szlak: Yes that makes sense. And I'm sure there are. And I'm going to do some research to find out exactly which ones will make sense for ICANN. Because the ones that I know, I don't think that – well they are relevant and important for ICANN.

Like all the – like for instance e-commerce institute is built with e-commerce chambers all over the region. And these e-commerce chambers, some of them are very, very important and influential. And some of them are smaller.

But these are the groups where all the companies and they all participate. And I think they are very active. But it's very hard to – it has been hard for us to actually bring them in into ICANN. But I think we should try again.

I think now it's a different time. And time has passed. And there are different situations and (unintelligible) over there. And maybe that also will help make a difference. I'm not sure. I'm going to make some research and give you my advice on that.

Andrew Mack: Okay. So Gabi that – first of all, thank you very much for your willingness to do that. We're happy on our side and global, because we also work with Latin America to be helpful in that endeavor as well.

And why don't we take a sidebar and try to schedule a time for maybe later this week or next where we can talk a little bit more about an approach that would be compacting us to get it done in the times we have.

And could share some – show some results. I can see us in the run up to two Latin America events coming up in the next, you know, year and a half. I can see it being worth trying to put some push on in Latin America in the near-term.

Gabriela Szlak: Excellent.

Andrew Mack: So then now, ladies and gentlemen it is now 9:58. I have only one other thing that I'd want to share with you, but I wanted to know if there's anybody else who has any other business that they'd like to mention?

I was hoping that we might get a little read out on Afghanistan, but perhaps we'll do it next time around. Jimson are you still here?

Jimson Olufuye: Yes I'm back.

Andrew Mack: Okay great. Good, good. Okay well then my only other piece of business is is that I was contacted by – to give us a sense that we are being successful with our outreach and we are being successful with the kinds of outreach activities that we're doing.

I was contacted a couple of days ago by one of the new BC members that joined after sitting with us, I think it was actually at my table in Hyderabad, or maybe at your table. I don't know, Jimson – Samit Madan. Do you remember him? The gentleman with a wonderful mustache.

And he joined the BC. He is very interested at some point in doing an event in India. And would very much like to get – to send a speaker and called me up on the phone. And said hey, you know, this is some of the special.

I gave him a little bit of advice on how we might go about doing that. And, you know, basically a little bit of coaching on how to get him more into the BC and get him more known by the BC and understand what we can do together – that kind of thing. So it strikes me that we have still some good work that we can be doing to try to onboard our people more effectively.

The other piece of it that I would like to just throw out to everybody for us to think about going forward is is that especially for some of our global south, our new global south members, they're making the business cases really important.

And I think one of the things that we can do as members of the outreach committee is to try to pair them and think about what they do for work. And potentially to try to pair them with people in the BC who could be helpful to them.

Maybe not necessarily as clients but as, you know, network partners or as people who then help them reward their participation as volunteers in the BC. And I know that this is an economic decision to come to these meetings. They're expensive.

And so we – given that we are the BC we should, you know, I want to make sure that we think about the business part of it too. And so would be very, very open to your ideas about how we can help partner and pair and help companies in the global south make the business case for their participation.

Now for what that's worth. And if there's no other – if there's no other business, Chantelle we're at 10 o'clock. I'm okay with closing our call. We – Gabi, you and I will get back in touch. Jimson you're going to work on the program and reach out with Riccardo.

If there's anything – if there's no other – anybody else have anything else that they'd like to add?

Jimson Olufuye: Yes Jimson.

Andrew Mack: Please.

Jimson Olufuye: You know, I think the idea of (intervening) in India (for an event) is good. So the more we get the world the data, especially now that we have an (empowered) community, I think the BC depends on how much we're able to get membership around the world really a part of what we do. And how much we are aware of what we do.

So that is good. So please be looking to do great and provide propositions. Then what normally happens is that we have a website, and Chantelle normally gives new members the link to policy group positions, the vision and mission, and other things.

So members will be directed to (what they need to know). As you said, (mentoring is another aspect) that we explore so that if you ask questions you can always get clarity. So I think Chantelle will note that – so that we can take that forward. Thank you. And Gabi thank you so much. I hope the (unintelligible) will be warming up to join the BC very soon. All right, that is good with me.

Andrew Mack: Jimson thank you very much. And thank you everyone for participating in the call. Thank you Gabi for working so hard to get on and Lawrence for trying to stay on. And we'll be back in touch soon. Okay.

Chantelle Doerksen: Okay thanks everyone. Princess, we may now stop the recording Please remember to disconnect all remaining lines and enjoy the rest of your day.

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