EPA 2013/2014 Urban Waters Small Grants Request for Proposals
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Slide: EPA 2013/2014 Urban Waterss Small Grants Request for Proposals

<u>Caroline Klos</u>
Welcome, everyone. Thank you for joining us for this information session on this year's Urban Waters Small Grants RFP, Request for Proposals. My name is Caroline Klos, and I'm with the EPA Urban Waters team. I'll be moderating today's webinar. We're excited to provide this opportunity again for a second time. It is one of the important ways EPA is providing support to communities who are working to protect and restore their urban waters. A copy of the RFP is available on the website as indicated on the slide you are seeing. It may be helpful for you to download that now if you have not already done so and have it on hand. We'll be referring to it throughout today's session.

Slide: Today's Webinar

In today's webinar, we plan to provide an overview of these important sections of the RFP. But please -- and you'll hear this emphasized throughout the session -- read the RFP. This webinar should not be used as a replacement for reading through the RFP and getting familiar with the requirements of this announcement. We'll pause after each of these sections to answer questions you submit via the "Questions" box in the control panel of the webinar. We encourage you to write in your questions throughout the webinar. The last 30 minutes of the webinar, we'll focus on addressing questions about contracts and subawards. Please don't think that we're ignoring your questions pertaining to that topic. We are simply holding all of those questions for the last half hour of the webinar.

Slide: Webinar Logistics

To ask a question, type it in the "Questions" box and click "Send." If your control panel is not showing, simply click on the small orange box with the white arrow to expand it. If you want to send us a message about a technical issue you're having related to this webinar, you can enter your message in the "Questions" box to the

right of your screen; then click the "Send" button. We will do our best to respond to your issue by posting an answer in that "Questions" box. Regarding the types of questions we can answer, EPA is committed to a fair and open competition. And in keeping with EPA's competition policy, there are certain types of questions that we can answer and others that we cannot. We can and will answer questions about threshold eligibility criteria, administrative issues related to the submission of proposals, and requests for clarifications about the announcement. We cannot provide feedback on draft proposals or provide advice on how to respond to the ranking criteria. We will try to get to all the questions we can. If time runs out before we can answer all your questions, we will capture all the questions submitted and post the responses on the Q and A document available at the website address listed under the second sub-bullet on this slide. Please note the posting schedule on the website. We have scheduled postings of updated Q and As every other week. We are recording this webinar so that it will be available for you to access in the next week or so after today's live presentation. The recorded webinar will be posted at the website address listed under the last bullet on this slide.

Slide: Key Dates

These are the key dates to keep in mind. The most important one is the December 16th deadline. Please note that e-mail questions will not receive an individual response. Instead, in keeping with an open and fair competition, we are posting all submitted questions and responses, both from this webinar and our mailbox, on our Q and A document on our website.

Our presenters today are Jennifer Ousley and Ji-Sun, or Sun, Yi. Jennifer is the wetlands grants competition lead at EPA Region Seven in Lenexa, Kansas. Sun is part of the Urban Waters team at EPA headquarters here in Washington DC.

Slide: Section I – Funding Opportunity Description

Also joining us today are Lauren Lovett and Liz January from EPA's Grants Competitions Advocates Office, and Lucille Liem from EPA's Office of General Counsel. I'll hand it over to Jennifer now, who will start us off with an overview of Section I of the RFP. Jennifer?

Slide: Urban Waters Small Grants Goal

Jennifer Ousley
Thanks, Caroline. Well, let's get started. First, the goal of the Urban Waters Small Grants program is to fund research, investigation, experiments, training, surveys, studies, and demonstrations that advance the restoration of urban waters through activities that also support community revitalization and other local priorities. Next slide, please.

Slide: Program Objectives

The four objectives of the grants program are address local urban water quality issues; engage, educate, and empower; support community priorities; and involve underserved communities. Please note that for this Request for Proposals, the term "underserved communities" refers to communities with environmental justice concerns and/or susceptible populations. The full description of this term can be found in Section 1.A of the RFP on page 4. Proposals will be evaluated on how well they address all four of these program objectives. Next slide, please.

Slide: Urban Waters Federal Partnership

The grant program also supports EPA's efforts in the multi-agency Urban Waters Federal Partnership, which is underway at 18 locations across the country. This RFP is geographically focused on projects for those 18 areas, referred to as Eligible Geographic Areas in the Request for Proposals. Please note that the intent of this funding opportunity is to strengthen and diversify the work taking place in these areas. Eligible applicants do not need to be current participants in the federal partnership nor currently active in or based in an Eligible Geographic Area. We encourage all who meet the eligibility requirements of this Request for Proposals to apply. Next slide, please.

Slide: 18 Eligible Geographic Areas

This is the list of the 18 Eligible Geographic Areas. Please note, project activities must take place entirely within and focus on one of these areas. Next slide, please.

Slide: Eligible Geographic Areas

Also note that projects can include participation from, and provide benefits to, communities outside of these eligible areas. For example, if a project consists of holding a community planning meeting for a specific neighborhood within an Eligible Geographic Area, and an adjacent neighborhood that's outside of the area hears about it and wants to come to the planning meeting too, that's fine. Grant funds can be used for such a project. And the resulting community plan that comes out of this meeting can and should be shared with other communities, including those outside of the eligible area. Another clarification we would like to make is that an applicant's office location doesn't have to be an eligible area, either. So let's say your project is taking place in the Green-Duwamish in Seattle, but your office, where you're doing grant management activities like writing the grant progress reports, e-mailing your project stakeholders, is actually at an office located just outside of that boundary line. That's okay. The fact that your office location is outside the eligible area and the grant management activities take place at that location will not deem you ineligible. Next slide, please.

We've developed several tools to help you determine whether or not your project area falls within an Eligible Geographic Area. I'm going to hand this part of the presentation over to Sun to provide a demo of some of these web-based tools.

Slide: Mapping Website and Mapping Site Demonstration

<u>**Sun Yi**</u>
Okay, great. Thanks, Jennifer. Hi, everyone. So the first thing that you want to do is go to our Urban Waters Small Grants mapping website at this link here. And so it will take you to our Small Grants mapping site, and you want to -- it provides a list of those Eligible Geographic Areas that was on the slide previously, that Jennifer talked about. And then you want to scroll down a little bit, down that page to the link about the interactive mapping website. So it will take you to a map of all 18 of the Eligible Geographic Areas, and on the left side, you'll see a menu of all of those 18 areas. So let's say I'm interested -- my project area, I think, falls within number 7, Northwest Indiana area. So I can click on that, and it will zoom in into that area. And what's shaded in pink is the actual area, the Northwest Indiana area that is eligible. And it's further defined by this bright blue line on the outside of that shaded pink area. And then within each of the -- within the shaded area are the individual Hydrologic Unit Codes, 12-digit Hydrologic Unit Codes, or HUCs, that are included in that eligible area. And just as a side note, the HUCs are what we use to develop the boundaries for the Eligible Geographic Area. It's a recognized national standard system to delineate watersheds. The USGS, US Geological Survey, delineates -- uses that system to delineate watersheds. And we developed a Q and A on this, and so you can look at our Q and A document to learn more about our use of the HUCs. And it provides a link to the US Geological Survey website that gives you more information about HUCs. So -- but -- so I just wanted to explain that for folks who may be on this that are unfamiliar with the Hydrologic Unit Code system.

So they're individually delineated within the shaded area, and you can click on one and it will -- a pop-up box will appear, and you can see what the 12-digit code actually is and what the name of that HUC is, as well. So you can use that zoom-in feature to zoom in even more, and the higher resolution will show you some landmarks and major highways and roadways and intersections for you to be able to orient yourself with where your project area is in relation to the Eligible Geographic Area. Another feature on this site is the search bar. So let's say you're thinking about doing a project in a particular city, and you don't know if it's within an Eligible Geographic Area. And I'm going to pick Gary, Indiana, and I think it falls within the Northwest Indiana Eligible Geographic Area, but I don't know. So I can use the search bar to look for that, and it will go straight to that city. So it's within that shaded pink area, so my project area is eligible.

Let's say you have an address of your project area. I'm going to use, for this example, EPA Region 10's office location in Seattle, which is near the Green-Duwamish Eligible Geographic Area. So let's use that address. And it's not within a pink -- shaded pink area, so it's not within the Green-Duwamish Eligible

Geographic Area. And when I zoom out just to see where I am in relation to that area, it looks like it's just right outside of it. So those are some of the features that you can use to delineate whether your -- or to figure out whether your project area is within an Eligible Geographic Area. And then I'm going to go back to the grants mapping site to show you a couple of the other tools. So there's also a list at this link. There's a list of the HUCs that are included in each of the Eligible Geographic Areas, and this document may be helpful for you when you're putting together your required project area map. A project area map is required to be submitted as part of your proposal package. In addition to that map, you need to include a list of the HUCs that are included in your project area. So this list may be helpful for you to look at when you're putting together your project area map.

Then going back to the grants mapping site, the other tool that's there is actually a step-by-step instruction that we've put together to go through the interactive mapping website, which I just did for you in real time through the demo just now. But this one provides screen shots of how you can use the interactive mapping website to figure out where your project area is in relation to the Eligible Geographic Areas. And then on page 6, there are also step-by-step instructions on how you create your project area map. And so please take a look at this document when you're putting together your project area map. It will walk you through how to do that and what we would like you to do. Again, it is a required piece of your proposal package. And that's it for the demo, so I'm going to hand things over to Jennifer again to finish giving the overview of Section I of the RFP.

Jennifer Ousley
Thanks, Sun. Well, some of you may not have read the Request for Proposals yet and have just noticed that you would not be in one of the eligible areas and probably wondering how do you get included in the future as an eligible area?

Slide: My project area isn't within an Eligible Geographic Area. Will these geographic areas include additional locations in the future?

We haven't determined yet what areas will be included in future eligible areas for the next competition. And actually, we haven't even decided if we'll have a geographic focus for the next competition. We've incorporated geographic focus this year, but we may decide to open up to a more national scope for the next Request for Proposals. Those program decisions have not been made yet, and we're interested in seeing how this year's competition turns out with a geographic focus.

Slide: This RFP is focused on providing resources to specific Eligible Geographic Areas. Are there other funding opportunities available for urban waters efforts in areas outside of the Eligible Geographic Areas?

Another common question we've received is if there are other funding opportunities out there for urban water communities that are more national in scope. A great resource we have is grants.gov. This is a website that provides

the option to subscribe and receive e-mail notifications of new federal grant opportunities based on your chosen specific criteria. Also, one non-federal funding opportunity that just opened up on Tuesday, November 12th, that our program is a partner in is the National Fish and Wildlife Foundations Five Star and Urban Waters Restoration Program. It's national in scope and funded through a public/private partnership that includes EPA's Urban Waters Program and the US Forest Service Urban and Community Forestry Program and is in conjunction with the Urban Waters Federal Partnership. The open period for that competition ends on February 5th, 2014. You can find out more information about this grant at the URL listed on the slide. Next slide, please.

Slide: Project Types

Okay, moving back to the Request for Proposals, you will see that this year we have project types. Please note that your proposals should only focus on one project type listed. If your project type is identified on the cover page and you've chosen more than one project type, we will only evaluate your proposal against the very first one listed on the cover page. Also, please note for the Community Greening and Green Infrastructure project type, projects that construct or install stormwater infrastructure improvements, unless they are part of a demonstration, which we will talk about later, are not eligible for funding. Next slide, please.

Slide: Statutory Authority – Clean Water Act, Section 104(b)(3)

The statutory funding authority for this Request for Proposals is Section 104(b)(3) of the Clean Water Act. It describes the eligible project activities that may be funded under this RFP. As I noted earlier, construction and installation projects are not eligible unless they are part of a demonstration. There are specific requirements that a project has to meet if it is proposed as a demonstration. This can be very confusing to applicants because this particular section of the Clean Water Act has a very specific definition of what a demonstration is. That definition and the requirements are described clearly in the Request for Proposals. However, in summary, demonstrations are projects that use a new technology, method, or approach that hasn't been tested or applied before and is not widely available commercially. Also, the project should demonstrate how that technology or method can be useful. We expect the results of the project to be shared with others so they can benefit from the knowledge gained from your project. We don't consider projects that use routine or established practices as demonstrations. Please note, you are not required to propose a demonstration. It is just one type of project that is eligible for funding under this Request for Proposals. Next slide, please.

Slide: Questions?

So that's an overview of Section I. We'll take a short question break now. Caroline, can you share with some of us the questions that have come in?

Caroline Klos
Sure. Thank you, Jennifer. So the first question that I think we'll field is regarding the HUC list, and it asks: Why were these specific HUCs chosen? I think Sun covered that a little bit, so can you expand upon that, Sun?

Sun Yi
Sure, Caroline. So when we were developing the boundary lines for the Eligible Geographic Areas, the thought process that went into it was looking at where current projects were going on in each of the 18 areas and where we'd like to expand where the work is happening. And so we -- this was a -- we worked in developing those boundary lines closely with all of the EPA regional offices that -- who are doing a lot of more of the on-the-ground work in each of these eligible areas to inform and determine those boundary lines. So in short, I hope that's helpful just kind of in explaining the thought process and why specific HUCs within each Eligible Geographic Area were chosen.

Caroline Klos
I think so. Thanks, Sun. I want to just also add to her answer because a related question that came up is: Where is the HUC list, if needed? And that HUC list is on the website. So if you go to the mapping area of the website, they should be able to find the list of HUCs, as well.

Sun Yi
Yes. It's right before -- right below the link to the interactive mapping site and right above the screen shot of the interactive mapping site. So it is on that. If you go on our web page, you will get that list.

Caroline Klos
Okay. I think we'll go through one more question, and I'm going to try to summarize it because it's a little bit location-specific but also has part of the question that's general: If there is an area in any of these Eligible Geographic Locations that is more rural or has some affluent sections, how would one approach showing that a sub-watershed is actually an underserved community in the application? So this is a question specific to St. Louis, so I think I'll see if Jennifer wants to handle this first. But basically, they're asking about how to demonstrate the underserved community aspect. Do you want to tackle that, Jennifer?

Jennifer Ousley
Sure. I'll give it a try. Well, first I would say that in the RFP, it gives some really great examples of the type of information to document this type of thing. And some might be population, demographics, need for community services, and several other type of things. Sun, do you want to add anything to that?

Sun Yi

I think, Jennifer, you pointed to some really good examples that are discussed in the RFP. You know, we are asking -- in terms of describing or addressing that particular program objective, involving underserved communities, in your RFP we are asking you as to how your project is doing that. And so that's the only point that I want to make.

Caroline Klos

And I'll just remind everyone that, also, the answers we're providing today will be posted on the website, so be sure to check back there for these answers. I think we'll have one more question for this part of the session. And someone asked: If your project takes place in a designated watershed but the actual HUC is not on EPA's list, is the project ineligible? Sun, would you like to take that?

Sun Yi

Sure. So there are -- just as we showed you on the interactive mapping website, the shaded pink areas for the Eligible Geographic Areas, those are the areas that is -- that is -- the shaded part is what is eligible for your project area to take place. Outside of that, it is ineligible. And all the HUCs that are listed on that HUC list is within a shaded pink area. So if your HUC is not -- it may be delineated or designated watershed by a different definition, like a broader USGS delineation. But for this RFP, it needs to fit into the definition that we have made, the boundary lines that we have made, for the Eligible Geographic Areas.

Caroline Klos

Thank you, Sun. That's a good summary. So basically, local knowledge isn't as important as what is in the RFP and whether it's pink or not. So we're going to keep going. Remember, all the questions will be answered on the website according to the posted schedule. If we didn't get to your question, or don't throughout this session, you can look for it there.

Slide: Section II – Award Information

For now, though, let's continue to Section II and III of the RFP, which describes the amount of funding available and the eligibility requirements. Sun is going to provide an overview of those sections.

Slide: Amount of Funding

Sun Yi

Okay, great. Thanks, Caroline. So the total amount of estimated funding available for this announcement is approximately $1.6 million, and the award amount ranges will be about $40,000 to $60,000. $60,000 is the maximum amount that you can request for federal funds. The project periods will range from one to two years, and the cooperative agreements will be awarded as a result of this RFP, which means that EPA will have involvement in the performance of the project.

And there's examples in Section II.B of the RFP as to what that involvement may look like from EPA in the project. So please take a look at that.

Slide: Section III – Eligibility Information

For eligibility requirements in Section III –

Slide: Eligible Applicants

so under the first bullet on the slide, it lists who the eligible entities are that can apply to this announcement. The key takeaway here is that individuals, for-profit entities, and federal agencies are not eligible to apply. And also, similar to last year's, our 2011-2012 competition, we've retained the rule that there can only be one proposal that's submitted per applicant. We describe this in more detail in Section III.A of the RFP on page 10, and we've also developed several Q and As in our Q and A document that give more information on this, too. And in particular, I suggest you take a look at question A.20, A.21, and A.22. I did want to note, though, that even though there's only one proposal that may be submitted per applicant, applicants can list other eligible applicants as partners on their proposal even if that partner also submits a proposal to EPA.

Slide: Are we eligible to apply for the current Urban Waters grant as a past recipient?

So one common question that's come up is, from our past recipients, from the 2011-2012 competition, whether they're eligible to apply to this announcement. And the answer is yes, they are eligible to apply. We did not restrict this RFP to new applicants. And I did also want to clarify that you can -- if this fits your situation, you're a past recipient and you're interested in applying to this RFP, you may apply for funds for the same ongoing project that was awarded in the last competition or for a completely different project, as long as the project meets the eligibility requirements in this RFP.

Slide: Cost Sharing / Match Requirements

There's also a cost sharing or match requirement. The minimum amount is $4,000, and it can be provided in cash or as in-kind contributions. The match or cost share has to be used for eligible and allowable project costs, so they are restricted to be used towards Clean Water Act Section 104(b)(3) activities, as well. I did want to note also, though, that Indian tribes may request a waiver from this match or cost share requirement if it poses an undue hardship to fulfill it. Section III.B of the RFP provides more details on how that -- on how to submit that waiver.

Slide: Threshold Eligibility Criteria

So this slide provides the full list of the threshold eligibility criteria that's in Section III of the RFP. Please read Section III of the RFP to understand the requirements of the RFP. Jennifer and I so far have focused on kind of the more critical ones that you need to keep in mind as you think about applying to this announcement, but again, please do read Section III of the RFP to really understand what's required.

Slide: There are a lot of numerical limitations in this RFP – what are the really important ones I need to remember to make sure my proposal is eligible?

So I know that there's a lot of numbers being thrown at you with this RFP. There's page restrictions, and there's -- you can only have your project happen in one Eligible Geographic Area, there's one proposal per applicant. I know that there's a lot of numerical limitations to this RFP, and it's hard to keep track of all of that. So in this slide, we just kind of put together, like, a short list of these numbers, these critical numbers to keep track of to help you as you put together your proposal. But again, as I emphasized earlier, please do read all of the threshold criteria to understand what they are and what is required. One thing I did want to point out, though, is that there are no limits to the number of HUCs that can be included in your project area, in your Eligible Geographic Area, and we also did want to note -- Jennifer did emphasize this before but I wanted to reemphasize again -- that proposals should focus on only one project type. So I think we're up for another question break, Caroline. So if you want to read off another question for us.

Slide: Questions?

Caroline Klos
Okay, absolutely. We've got a few that have come in. I'm going to start with a question that reads: Why not the typical 40 percent matching requirement? I'll give that to Sun.

Sun Yi
Sure. That's an interesting question. Well, we -- when we discussed the matching amount, we actually stayed away from percentages because calculating it can be a little bit cumbersome and confusing for applicants. So we thought just a straight dollar amount would be the easiest. And we also -- I think, in picking the $4,000 match amount, we want our applicant pool to be a diverse pool in terms of the organizations that are represented, and so we thought that a $4,000 -- it's a slight increase from our 2011-2012 RFP. I think that one was a $2,500 match requirement, so it's a slight increase. But really, we wanted to kind of -- we felt that that was a good number for our target audience.

Caroline Klos

Okay. Thank you, Sun. Jennifer, another participant is asking: Can the project period be shorter than one year, for example, a four-week summer workshop for students? Would that be eligible? Jennifer, can you take that?

Jennifer Ousley

Yes. In regards to having a project period of less than one year, that would be eligible.

Caroline Klos

Okay. Thank you. If we have time, I'll keep going. There's another question here. Someone is asking: Can partnering organizations request funding for the same project? I'm not real sure if that means two applications for the same type of work that are competing against each other. Sun, do you want to try to interpret and answer this?

Sun Yi

I -- in terms of eligibility, yes, I believe that is eligible based on our threshold criteria. I guess -- so in terms of eligibility, the answer is yes. We don't have limits on the number of -- the number of organizations that can submit proposals for the same idea.

Caroline Klos

Yeah, it seems like if it's a priority in that area, and multiple organizations know it, there might be multiple proposals. Okay, thank you, Sun. I have another question here. It's also about collaboration: Can one applicant be included in another applicant's application as a collaborator who will get a pass-through of funding for performing certain tasks? I'll read that one more time: Can one applicant be included in another applicant's application as a collaborator who will get a pass-through of funding for performing the same -- or performing certain tasks? Jennifer, would you like to take a stab at that?

Jennifer Ousley

Sure. If I understand the question correctly, applicant A submits a proposal. And then there's an applicant B, and within their proposal, applicant A is going to be doing some of the work and paid by applicant B's proposal funds. The answer would be, yes, both of those could be submitted.

Caroline Klos

Okay, thank you, Jennifer.

Sun Yi

I guess I would want to add to that -- and I'm looking at Lucille -- I think it would have to be done as a subaward.

Caroline Klos
So we're going to turn this over now to Lucille Liem to answer from our OGC office.

Lucille Liem
Yeah, what I think they're describing is that the -- I guess the applicant B would be the subawardee of applicant A. And the work that they would be -- I'm reading the question again. Yeah, it sounds like you're describing a subaward situation, and the collaborator, yeah, would be the subawardee. And they would be responsible for those funds, the sub -- or applicant A would be providing a subgrant to applicant B.

Sun Yi
Yeah, and we'll talk about this a little bit later, at the end of the session. Caroline mentioned earlier, the last 30 minutes is reserved for subawards and contracts. But if that's -- I encourage whoever submitted that question to take a look at Section IV of the RFP that talks about proper subawards and subcontracts that can be made using grant funds.

Caroline Klos
Okay. I've got one more question here we'll cover on funding: If an applicant is requesting the maximum of 60,000, should the budget submitted reflect 64,000 in expenses to account for the 4,000 match?

Sun Yi
Jennifer, correct me if I'm wrong, but I believe that's correct. So if they're looking for 60,000 of the Urban Waters Small Grant fund, but then they're providing the $4,000 match, it would be -- the project -- the budget would reflect $64,000 total, correct, Jennifer?

Jennifer Ousley
Yes, that's correct.

Caroline Klos
Okay. And we're running a little bit ahead, so I'll go ahead and ask one more question here. The question is: Is the proposal amount limit based on per year or the total amount?

Sun Yi
It's the total amount, so it would have to be -- if you're requesting $60,000, then it would be -- and your project plans to be a two-year project, it would be for that entire two years.

Caroline Klos
Okay. I'm going to go ahead and ask one more question: Is there a date at which implementation of the project must begin and a date at which it must be completed? Sun, would you like to --

Sun Yi
Sure. So that will be negotiated. If your project is selected for funding, that will be negotiated when -- those applicants who are recommended for an award, we will then ask you for a final application. And at that time, the timeline, the project schedule, that will be negotiated as to when things actually start and end. So the recipient will work closely with their EPA project officer on that schedule.

Caroline Klos
Okay. Thank you, Sun. We can go ahead and go to the next slide. Jennifer is going to provide an overview of the application and submission information.

Slide: Section IV – Application and Submission Information

Jennifer Ousley
Okay. There are two ways you can choose to submit your proposal package, electronically or sending in a hard copy.

Slide: Form of Application Submission (1)

There are different requirements that you need to keep in mind for both methods, whichever one you choose. First, we'll start with the electronic method. It must be submitted using the grants.gov website. Please note, you must register for this website, and it can take time. So we recommend that you do so immediately, maybe even after the webinar, if you decide you are going to submit a proposal. One of the steps that we'll mention within that process is you need to make sure there's an official representative, also described as the Authorized Organization Representative, in your organization. They are the person that can submit the proposal on grants.gov. This representative needs to have a current registration with grants.gov and is authorized to sign your applications for federal assistance. Another item in the process is it requires a DUNS number, that's D-U-N-S number, and current registration with the System for Award Management. And there are detailed instructions in the RFP about how to do this application process. You will need to look at Section IV.B, pages 13 through 15. Again, we'd like to recommend, please do not wait until the last minute to start your grants.gov process. The submission deadline is a firm deadline, and exceptions are rare and only when the applicant can clearly prove that the submission was late due to EPA mistakes or mishandling or because of a technical difficulty in grants.gov. If you are ever having questions on grants.gov submission issues, please call our 24-hour help line. It is listed in the RFP. There are also several questions and answers about grants.gov in our Q and A document on the web. Next slide, please.

Slide: Form of Application Submission (2)

Okay. Next is if you submit a hard copy. To submit a hard copy, you must submit two copies of all the required documents in the proposal package as well as an electronic version on a CD. You must send the hard copy package to EPA using overnight or express delivery service only. We will not accept proposals sent using regular postal service or hand delivery. The EPA mailing address of where to send your package is in the RFP in Section IV.B, page 15. Next slide, please.

Slide: Content of Application Submission

Okay. This is the list of required documents that your proposal package needs to have in it. For the standard forms, there are instructions for filling them out provided in Section IV.C, page 16 of the RFP. Do the best you can in filling out the standard forms. If you have questions, you can always contact EPA for clarification, and there are also questions in the Q and A document regarding filling out the standard forms.

Moving on the RFP, in Section IV.C, read it very carefully. It tells you what needs to be included in the proposal narrative. Please note, there is a ten-page limit for the narrative itself, and there are formatting instructions that you need to follow. Also, supporting materials are limited to ten pages, so that's a ten-page limit on supporting materials, as well. Note that partnership letters of commitment, annotated resumes, and/or your quality assurance/quality control documentation are considered supporting materials and would not count towards the ten-page narrative limit nor the ten-page supporting materials limit. Applicants should use discretion in submitting supporting materials provided as attachments. Attachments should be relevant to the project. Also, all supporting materials should be submitted as one electronic file, such as a PDF. As we mentioned earlier, a map of the proposed project area must be part of the proposal package and should be included as a separate document. Again, the map does not count toward the ten-page limit for the proposal narrative or the ten-page limit for the supporting materials. The map should be produced using the interactive mapping website that you saw earlier. The project area should then be marked by hand. The map must demonstrate that the project proposed activities take place within an Eligible Geographic Area. A list of the 12-digit HUCs in which the project activities take place should also be attached. As you've seen earlier, please use the step-by-step instructions we've included on our website. It will make this process much more simpler. Next slide, please.

Slide: Proposal Narrative

Okay. Let's move on to the proposal narrative itself. The proposal narrative includes the cover page and the project description. Again, please read Section IV.C of the RFP. It tells you what needs to be in the project description. The project description should include all of the items on the slide. The proposal will be evaluated on how well it addresses each of these items indicated and also

shown in Section V of the RFP. Note that for program objective 1, the description should include the characteristics that make the project area and the associated water body urban. Moving on to partnerships --

Caroline Klos
Jennifer, are you still there?

Jennifer Ousley
I am. Pardon me. Moving on to environmental results and managing progress criterion, Section I.B of the RFP, it provides a great definition of environmental outputs and outcomes. It will be very helpful when you're doing that section of the proposal. We also have included a very nice appendix A which provides examples of outputs and outcomes along with project examples. Please use that, as well.

Moving on to the budget narrative, if you intend to use grant funds or part of your match towards travel expenses to the required Urban Waters National Training Workshop, which Sun will talk about later, please make sure it's noted it your budget narrative.

Moving on to programmatic capability and specialized experience, we encourage you to include annotated resumes of your project staff. Each resume shouldn't be more than two pages, and they should be included as supporting materials. As noted, they will not count within the ten-page limit for supporting materials. For past performance, if there is no relevant or available past performance information for your entity, please indicate this in your proposal, and you'll receive a neutral score for these factors when your proposal is evaluated. If you don't provide any past performance information and you don't include a statement in the proposal that there is no relevant or available past performance or reporting information, you may get a zero score for these factors. Please keep that in mind.

And lastly, let's talk about quality assurance/quality control documentation. This is needed for those planning to collect or use environmental data or information. This should be included as supporting materials and, again, will not count towards the ten-page limit for the supporting materials. Next slide, please.

Slide: Helpful Hints

All right. Now let's give you some hints. Here are some helpful hints for you as you put together your proposal package. Format your proposal consistent with Section IV of the RFP. You might even use the exact same titles or headers, which will make it easier for a reviewer to evaluate your proposal. Also, pay attention to those page limits and those allowable attachments we've mentioned previously. And finally, note how Section V criteria is connected to other sections of the RFP, such as Section I and IV. The information in those other sections will help you clearly understand what the expectation of the criteria really is. Next

slide, please. Okay. It's time for a question break. Caroline, do we have any questions?

Slide: Questions

Caroline Klos
Thanks, Jennifer. We do. I'm going to start with kind of a combined question because a couple of people asked for more information or to reread the information regarding partnerships in the project description section. So I don't believe anyone missed the information. There was a little pause while Jennifer was speaking, but that wasn't the partnership section. But since so many have asked, I'll see if Sun wants to speak to partnerships.

Sun Yi
Sure. So the partnerships, in terms of what should be included in your project description or the proposal narrative in addressing partnerships, starts on page 19 of the RFP. And we expect that proposals will include or identify the partners that are involved in their project and describe the roles and -- or the planned roles, if partnerships are still forming or have not yet formed, for each of the partners in the project. And so we -- Jennifer, Caroline is exactly right. There was just a pause when we did get to that partnership bullet. But please do look at page 19 and 20 of the RFP to look at what your description should include in addressing partnerships and how they're going to be used in your project.

Caroline Klos
Thank you, Sun. Another question we've received is: Will you provide some estimates of expenses related to the Urban Waters National Training Workshop so that these figures can be used in the proposal budget? Jennifer, would you like to take that?

Jennifer Ousley
Actually, I think Sun can probably cover that better.

Sun Yi
Sure. So -- and we'll talk about this a little bit later when we get to Section VI, but for -- we're not -- basically, for your estimates, the training workshop is expected to happen in early fall, 2014, over a period of two days. We expect the location to be Washington DC. And so as you're estimating your travel costs, the lodging, transportation, per diems, that's the information that we're providing to you, the current knowledge that we have about the training workshop so that you can provide an estimate for your budget narrative.

Slide: Section V – Application Review Information

Caroline Klos
Okay. Thank you, Sun. So we'll continue moving on. I think next step is Sun will provide an overview of the application review information and award administration information. Sun?

Sun Yi
Great. Thanks, Caroline.

Slide: Selection Criteria

So this slide provides a list of the selection criteria that Jennifer just talked about in the previous section of what should be included in your proposal narrative. And specifically in this slide, we've also -- as well as in the RFP -- but we've included the point breakdown for each of the selection criteria. I do want to note that you should look at Section V.A of the RFP, starting on page 25, to see the sub-criteria and the sub-criteria associated points for each of these selection criteria so that you understand kind of the complete point breakdown for the selection criteria.

Slide: Review and Selection Process

So when we receive your proposal, it will first be reviewed to see if it's met all of the eligibility criteria. And once we determine that it has met all of the requirements, then it goes on to be evaluated and scored based on the selection criteria that I just showed you on the previous slide. So in doing this, we are going to be forming review panels. They will be formed in each of the ten EPA regional offices, and those panelists will review the proposals and score the proposals. The panels will evaluate proposals for Eligible Geographic Areas within that EPA regional office. Then the regional office will give their ranking list of proposals to the selection official in EPA's Office of Water, and the selection official will review the lists and make the final award decisions. And those decisions are going to be based on the rankings as well as some other factors which include availability of funds, geographic diversity, project diversity, and program priority. Okay.

Slide: Section VI – Award Administration Information

So on to Section VI of the RFP, that talks about award administration and what happens once you've been selected for an award.

Slide: Award Notices

So first off, all applicants will be notified about their status regarding their proposal. For those who have been recommended for an award, we will, as I indicated, I think, earlier through a Q and A, we will be asking for final applications to be submitted from them, and they will -- that -- they'll be given

instructions on what should be included in that final application package and the due date for that final application package.

Slide: Reporting

There's several reporting requirements for grantees. There are semi-annual performance reports that need to be submitted throughout the project period as well as financial reports. There's a final report that's due 90 days after the project period ends, and also, within the first year of the project period, recipients are required to provide a presentation on their project to their local Urban Waters Federal Partnership in their Eligible Geographic Area. And this presentation can be given virtually or in person. If you choose to do it in person, and there's travel costs associated with that, you can use grant funds to pay for those travel costs. But if that is the plan, then that needs to be included in the proposed budget.

Slide: National Training Workshop

Another requirement is -- we talked about earlier, again, in the earlier question, the Urban Waters National Training Workshop, it will be -- again, we anticipate it happening early next fall in DC over a course of two days. And as Jennifer mentioned, if you are going to be using grant funds to pay for travel expenses to come to the training workshop, that needs to be reflected in your budget narrative. We do expect at least one representative from the recipient organization to attend the workshop.

Slide: Urban Waters Learning Network

And lastly, the Urban Waters Learning Network is something that we provide to all of our grantees. When you become an Urban Waters grantee, you have -- automatically are a member of the Learning Network. And the Learning Network is a national network of urban waters practitioners that are doing projects all across the country. It is required that grantees, within 30 days of receipt of their award, that they join Basecamp.com which is the Learning Network's virtual communications tool. Joining and opening up your account on Basecamp.com is free. There are no costs associated to that. And also, within probably the first year of your project period, there will be an orientation conference call or webinar for grantees from this announcement to join, to be introduced to the Learning Network. So I think we're up for another question break, Caroline, if you want to ask questions.

Slide: Questions?

Caroline Klos
Sure. Because you did mention in this section about the workshop, I want to follow up on a workshop question we had: Should we plan for more than one person to attend the workshop in Washington DC?

Sun Yi
The requirement is that you don't -- the requirement is that at least one representative come from the recipient organization to the workshop. If you would like to -- for more people in staff or part of the project to come to the workshop, then that's -- then that's certainly allowable.

Caroline Klos
Okay. Also, someone is asking: How long after the December 16th submission deadline will the applicant have to prepare the final submission?

Sun Yi
That's a good question. I forgot to mention earlier, when we were doing over that -- so we anticipate that all applicants will be notified of their application status in late winter or early spring, 2014. So that will be around the time that also those who have been recommended for an award will be notified about their final application package and further instructions from EPA on when that's due.

Caroline Klos
Okay. And just related to that, someone is asking: What type of information will be included in the final application that's not being requested right now as part of the submittal?

Sun Yi
I'm going to -- I think Jennifer might be the best person to answer that question. Jennifer, could you share your thoughts on that one?

Jennifer Ousley
Sure. In a final application, it will be everything that you previously submitted, plus there are some additional forms that EPA requires in regards to funding, as well as your proposal will be reviewed by a staff member here at EPA. And we'll determine if it needs further clarifications and more details to really understand the project.

Caroline Klos
Okay. And just, Jennifer, to further clarify that, there's another question that says: Can you elaborate a bit more on the final application? What we are doing right now isn't at pre-proposal, so what additional information is required? Just to clarify that pre-proposal question.

Jennifer Ousley
What we're doing now is basically a proposal which just includes the minimal forms that are required for us to review during a competition. And then if you're selected, then we ask you to fill out several other forms that are required for the funding, and the proposal narrative will be reviewed and determined if additional information, such as clarification on the budget, clarification on project tasks, basically adding all of -- more detail that you weren't able to fit into the page limit

so that EPA really knows what you're going to be doing and gets a really good understanding of what the funding is going to be used for.

Caroline Klos
Okay. And just another note on that: Can you estimate the time between the notification and the final application? Do you want to go ahead and field that, Jennifer? How much time is between the notification that you've been awarded a grant and the final application or the final submittal?

Jennifer Ousley
As Sun indicated, you will be notified at some point between late winter and early spring of next year. And then after you're selected, then we are anticipating sometime during the summer that full process would be completed. Is that correct, Sun?

Sun Yi
Yes, that's correct.

Caroline Klos
Okay. Thank you. That's all the questions I have for now.

Sun Yi
 Okay. Great.

Caroline Klos
So this is the part where we're going to -- this next section will go into the contracts and subawards. And so if anyone feels they don't need to stay on for that, you can feel free to jump off. I'm going to go ahead and turn it over now to Sun so that she can start in on that discussion.

Slide: For More Information

And remember, if you do need to jump off early, this will all be posted on the web.

Slide: Contracts and Subawards

Sun Yi
Okay, great. Thanks, Caroline. So again, if you are planning to use grant funds towards making contracts or subawards or subcontracts, please refer to Section IV.E of the RFP and read through that very carefully. But in summary, for those of you who are planning to do subgrants or subawards, it must be done in a manner that complies with the applicable requirements, including those indicated in 40 Code of Federal Regulations, or CFR, Parts 30 or 31. For those who plan to issue -- make a contract, use grant funds to make a contract for services, that also must be done in a way that meets the procurement requirements as described in 40 CFR, Parts 30 or 31. I do want to note that applicants are not required to identify subawardees or subcontractors -- I'm sorry, subawardees or subgrantees

and/or contractors in their proposal, but it's also important to note that if you do identify them and your proposal is selected for funding, the fact that it's been selected doesn't relieve you from complying with the appropriate subaward or subgrant and/or competitive procurement -- and/or contract competitive procurement requirements. So that's a quick overview of contracts and subawards as discussed in Section IV.E of the RFP, and we'll open it up to questions.

Slide: Questions?

Caroline Klos
Okay. So we're looking initially for questions related to contracts and subawards, and later we'll open it up to all additional questions? So let me take a minute here and scroll through and see if we have relevant questions under this topic. I have one that's related to contracts: Is paying an intern through grant funds considered a contract? Should we give that to OGC, or Sun, would you like to field that.

Sun Yi
I actually -- I think we have -- Lucille, I think we have a Q and A on our Q and A document referring to this, and I think, actually, you can use grant funds to pay for salary costs, in general, and for an intern that's working for the organization. So that -- you wouldn't need to issue or do it through a contractor subaward to pay your intern to work on the project. Is that right, Lucille?

Lucille Liem
Right. It would be part of their performing work on the contract -- I mean, not the contract, the grant itself. Is it like an employee, I guess, kind of?

Sun Yi
I think for the -- yeah, the way that our Q and A on this refers to it is that the intern would be an employee. I mean, if they have an intern, I guess -- recognized as an intern status but considered an employee of the recipient organization.

Lucille Liem
Yeah, so then it wouldn't need to be -- it wouldn't be a contractor. You wouldn't have to go through that process.

Sun Yi
Okay.

Caroline Klos
Okay, thank you Lucille and Sun. Another question related to this section is: What if subawardees are collaborators on the proposal and help to write it? If a subawardee collaborated on the proposal and helped to write it -- I'm not sure if the question is about funding or subcontracting --

Lucille Liem

I think it would be fine. As previously asked about a collaborator, we consider that a subawardee if they have a substantive -- they're carrying out a substantive portion of the project. You couldn't -- you couldn't hire a consultant to -- what did they say -- help write the proposal. That would be a contractor. That would have to be -- you would have to follow the procurement requirements for that. But if it was someone who, you know, where it's not for a commercial good or service, then it would be a subawardee. And if the entity that's helping you, if it's part of their organization's submission as well, and they're carrying a substantive portion of the project, not something that would be available, you know, off the shelf, you know, then they would be a subawardee.

Caroline Klos

Okay. Can you, Lucille, also answer -- this seems a little bit related. They're just asking for you to make a distinction between a subawardee and a subcontract. Is there a distinction you can make?

Lucille Liem

Well, in the OMB circular A133, Section 210 provides a basis for distinguishing between subawards and subcontracts. It might be best to go to that if you can. I'll repeat again, that's OMB circular A133, Section 210. But in general, contractors would be -- most for-profit would be contractors. It would be very rare that a for-profit entity would be a subawardee. It's very hard to consider situations where a for-profit would be a subawardee. With contracts, it would be for something where it's a commercial good or service that you're obtaining. With a subawardee, it's not a commercial good or service, and it's carrying out a substantive portion of the project. And when I talk about a substantive portion of a project, that's not referring to accounting or document review or logistical management or information technology services. Those are services that are commercially available. So I don't know if that helps.

Caroline Klos

Yeah, that helps me, even. That's very helpful.

Lucille Liem

But once again, if you need further help with that, looking at OMB circular A133, Section 210 should be helpful.

Sun Yi

Also, just following up on that, my understanding, Lucille, too, with subawards is that there isn't -- it's strictly a transactional mechanism. There isn't any gain, like additional gain --

Lucille Liem

Right, for-profit would not be -- profit would not be an allowable cost, so subawardees, they're just being reimbursed for any costs that they incur. They're

not getting any profit from this. So that would not be a cost that they would have that the grantor would be paying for. If profit is involved, then that would be a contractor.

Sun Yi
Right. That's my understanding, as well, of the distinction between the two.

Caroline Klos
Okay. Another question here, probably also for OGC: Is there a mechanism to sole source a contractor that has provided long-term support to the programs over the years -- to the program's other pieces over the years?

Lucille Liem
Yeah, they would have to -- if you -- they should follow the procurement requirements in our regulations that Sun mentioned, 40 CFR, Part 30 or 31, depending on who the grantee is. And they would have to make a sole source justification if they're claiming that the contractor is a sole source entity contractor.

Caroline Klos
Okay. Thank you for that. The next question is: If a graduate student is a major part of carrying out the project goal, can their tuition and stipend come out of the awarded funds? I'm going to give this question to OGC. I'll give Lucille a minute to think about it. This may be one of those questions we answer online, just to be clear.

Lucille Liem
Yeah, you know, I'd like to check back to our allowability of costs before answering this. Yeah, I'd like to get back to you on that just to make sure I'm giving the appropriate advice.

Caroline Klos
Sure. So again, I just want to remind all the participants that the questions will be answered online. They will be posted in accordance with the Q and A schedule. So look for follow-up to these answers there. So we'll keep going with questions. I think we have time. Should I open it up to all questions?

Sun Yi
Sure, we can open it up.

Caroline Klos
Okay, so here we're going to open it up to all questions. There are some that I'm going to -- are not directly relevant to this section, but they've been coming in. Some of them that came in earlier were about different sections of the RFP I wanted to get back to. I'm sorry. Give me a minute here. I can't find that one. Okay. This one is: If a grant is awarded after this proposal phase and second round of details, when will successful applicants be notified? I'm going to give that

question to Sun. I think they're just asking when they will be notified after the awards are made of the need for that second round of details.

Sun Yi
Oh, they must be talking about the final application package that we mentioned earlier, and Jennifer was fielding some questions about that, too. So again, just referring back to what Jennifer was sharing earlier, so we expect all notifications to happen late winter, early spring of next year and then the awards to actually be made final and issued in the summer, next summer. So that's the timeframe that we're looking at.

Caroline Klos
Okay. Thank you, Sun. I have another question that was asked a couple of different ways: If funding were requested to educate community members about green infrastructure and low-impact development, could installation of such practices by volunteers be considered match?

Sun Yi
No, that would not be eligible. You can't use grant funds towards that because the match requirement or the cost share funds, they need to also comply with Section 104(b)(3) of the Clean Water Act. So what you're describing there for the installation of these green infrastructure or LID practices, that's ineligible under 104(b)(3), so you would not be able to fund a project like that -- or match funds would not be able to be used towards that.

Caroline Klos
Okay. Thank you, Sun. Another question about the funding limit: Is the $60,000 federal limit for this request only for the entire project? For example, can another federal grant be used with this grant for the project as long as there's enough non-federal match for both? It's kind of related to a question we had earlier, but sounds like, if they're getting funds from other sources but they're not counting those funds as match, can this project be part of that larger project?

Sun Yi
Jennifer, correct me if I'm wrong, but I do believe that would be okay. For the proposal that's being submitted, it would need to focus on what that project is going to do with the requested $60,000 Urban Waters funds and the match funds for that. Whatever supplementary funding that you're bringing in, in addition to like a bigger project, I think is okay. But what you're going to be evaluated on and scored on and what's going to be looked at by EPA in terms of eligibility is going to be focused on what that $60,000 is going to be doing. Jennifer, did you want to add any thoughts to that?

Jennifer Ousley
I would just generally say that we recognize that the 60,000 may be used as a small portion of a larger project, and we're always encouraging leveraging of our

funds and the use of our funds as foundation or a portion of a larger project. But Sun is correct that for the 60,000, that's what you'll be evaluated on only. But if you are going to use it in a larger project and our portion for the 60,000 is key, or another part of a large project is key for our project to work, that needs to be clear in the proposal itself so that we understand if the larger project has a difficulty, it may affect the project you're proposing for the 60,000.

Sun Yi
Yeah, and just to add on to that -- I mean, one of the selection criteria that proposals are evaluated on is the success potential feasibility of the project. So just to reemphasize Jennifer's point on that, that, you know, if you're coming in with kind of multiple -- your proposal is like, well, we're going to use Urban Waters money for this part of the project, but then a whole other part of this project we're really relying on this foundations money, we're going to -- we're going to look at -- it will be -- I mean, I guess that information will be considered when we evaluate your project. And it would particularly come out in that success potential feasibility piece of the selection criteria.

Caroline Klos
Thank you. Another question we have -- this is back on eligibility: Would a project to create a city-wide water quality plan, when part of the city is outside of the eligible area, exclude the project from eligibility? I'll give this to Jennifer. A city-wide plan, would that be eligible?

Jennifer Ousley
I would say, according to the three project types that are listed, that that could potentially fall under one of those project types, as well as I believe planning is definitely, in many circumstances, eligible under Section 104(b)(3) funding.

Caroline Klos
So -- and the participant is asking, though, if it's a city-wide plan, for example, the entire Kansas City area versus just the blue -- Middle Blue River, is that eligible, or would that become ineligible because it's city-wide?

Sun Yi
I think -- if I can jump in, Jennifer, I think that would be ineligible. It needs to focus -- your project needs to focus entirely within and focus on one of the Eligible Geographic Areas. So even if it's partially, in that example, partial -- part of it is -- includes -- is outside of an eligible area, that wouldn't be eligible. The project overall would not be eligible.

Caroline Klos
Okay. Thank you. I have a question here, and we're jumping around in different sections now, I realize: Can volunteers be used as a match, and what would be the appropriate wage per hour figure that can be used for match?

<u>Sun Yi</u>
I'll start it off, Jennifer, but then I'm going to hand it over to you. So volunteers can be used for match, but in terms of a proper wage, I don't know -- Jennifer, do you have suggestions on how this person may be able to benchmark that?

<u>Jennifer Ousley</u>
I would actually pass it over to OGC. I think we do have some information in one of our circulars.

<u>Lucille Liem</u>
I was going to say maybe the fair market value of their work, you know, like what you would value whatever they're doing, that wage rate.

<u>Sun Yi</u>
Okay. That makes sense.

<u>Caroline Klos</u>
Okay. Thank you. I think this was a follow-up to that. Someone just is asking if the volunteers are eligible for per diem. It just says volunteer per diem, but I'm assuming you're asking if they are eligible for per diem. Sun, do you want to try to handle that?

<u>Sun Yi</u>
Volunteer per diem?

<u>Caroline Klos</u>
Let's see if Lucille has --

<u>Lucille Liem</u>
I'm not sure I quite understand it, but I don't know why -- why we would provide a volunteer per diem. I can't think -- it would have to be reasonable, necessary, and allocable to the project, and I wouldn't necessarily say that that would be a necessary cost.

<u>Caroline Klos</u>
So there's a follow-up from the same person -- there's a follow-up from the same person on this question, and they're saying that there's a volunteer per diem set by the IRS, and they wanted to know if that would be an appropriate figure to use.

<u>Lucille Liem</u>
Yes, but would that -- I'm just trying to think. Would the volunteer person be traveling to perform this work? Yeah, I think we'll have to get back to you on that because, you know, there's more -- it's all fact-based. It depends on the specific situation.

Caroline Klos

Sounds like a multi-faceted answer, so we're going to do our best to answer that one in writing. And I see there's more follow-up clarification in the questions, but we'll take all of that into consideration and give you a comprehensive response that we'll put up on the web. So thanks for those questions. The next question: Could a rain garden, when used as part of training and teaching, be considered a demonstration project and so be eligible for use of grant funds? I'll give that to Sun.

Sun Yi

Yes, so I think Jennifer may have gone over this. I'm not -- may have gone over this when she was -- earlier on in the webinar presentation regarding demonstration projects. But the standard of what is considered a demonstration project under 104(b)(3) of the Clean Water Act is -- the bar for it is set pretty high. So what you're describing here, a rain garden being used as a demonstration project, that would not be considered a demonstration project because rain gardens are pretty well known green infrastructure -- is a pretty well-known green infrastructure practice, so -- so proposing that as a demonstration project would not meet that standard of -- of what is described in 104(b)(3) as a demonstration project.

Caroline Klos

Okay. Thank you, Sun. So there are only a few questions we didn't get to, and some of them are location-specific, and some of them are not quite clear enough. So we're going to follow up and get all of those answered on the web in writing. As I mentioned earlier, just go to the website for more information, both on the announcement and on the Q and As. Also, please remember that December 9th is the last day to submit questions, and December 16th is the deadline for submitting proposals.

Slide: For More Information

With that said, before we close, I'd like to thank Jennifer and Sun for their presentations, and I'd also like to thank Lucille for being here and helping us field the hard ones. And, you know, we're 30 minutes early, so as these questions continue to come in, we'll answer them online. But I think we will go ahead and close because we're caught up. So that's all we have. Sun, any final thoughts before I close it out?

Sun Yi

No, I just wish everyone the best of luck.