DARYL FOX: Good afternoon, everyone, and welcome to today's webinar, Responding to Transgender Victims of Crime, hosted by the Office for Victims of Crime.

At this time, it's my pleasure to introduce Dr. Stacy Phillips, Grants Management Specialist, with the Office for Victims of Crime, to begin the presentation. Stacy?

DR. STACY PHILLIPS: Thanks so much, Daryl. So, welcome everyone, to the Responding to Transgender Victims of Crime preapplication webinar.

Today, we're going to go over OVC's overview and mission. We're going to break down the solicitation, looking at the project purpose, goals, objectives, eligibility, application and award timelines, required documents. And then we're going to go over the application process and we'll finish off with some questions and answers.

So the Office for Victims of Crime administers the Crime Victims Fund. The fund is financed by fines and penalties that is paid by convicted federal offenders and not from tax dollars. So, OVC channels that money towards victim compensation and assistance throughout the United States. We also raise awareness about victims’ issues, promote compliance with victims’ rights laws, and provide training and technical assistance, as well as publications and products to victim assistance professionals. So we support victims in tribal communities, state victim compensation and assistance programs, provide training and technical assistance and information resources. We support victims of human trafficking, as well as national scope demonstration and service projects.

So, for this particular solicitation, these are the following dates and--for the timeline. So you must finish everything on Grants.gov by Wednesday, June 1st. Your JustGrants deadline is Tuesday, June 21st. We, at DOJ, expect to award grants no later than September 30th of 2022. And all project start dates should be on or after October 1st, 2022.

It's important that we state that successful applicants may not begin work until the budget has been reviewed and officially approved by OJP. And additional information and/or restrictions may be outlined in the award package.

So, in terms of eligibility, you can see the listing here. It’s City or township governments, county governments, Native American tribal organizations (other than federally recognized), Native American tribal governments that are federally recognized, nonprofits having a 501(c)(3) status at the IRS, nonprofits that don’t have a 501(c)(3) status with the IRS, private institutions of higher education, public and state-controlled institutions of higher education, public housing authorities, Indian housing authorities, special district governments, state governments, and then, other.

In terms of the program description, in June of 2021, the White House Domestic Policy Council and Gender Policy Council established the Interagency Working Group on Safety, Inclusion, and Opportunity for Transgender Americans. In response to the fact that still today, many transgender Americans, especially transgender women and girls of
The proposed project seeks to begin to address this issue by funding one entity that will create a toolkit with updated information on how to respond to transgender victims of crime, especially for transgender women and girls of color. The toolkit for the field will include information on how to better serve transgender people in a culturally responsive and trauma-informed way.

The goal of this project is to update and expand upon a previously released 2014 OVC guide, Responding to Transgender Victims of Sexual Assault. This will be accomplished through the development of a web-based toolkit that will provide guidance, resources, and referrals for those who provide services to victims of crime who identify as transgender, especially women and girls of color.

For the objectives, the requirements will be to convene a listening session with service providers and persons of color with lived experience to learn about the concerns that are most pressing for these victims, where there are gaps in service response, and what best practices already exist for addressing those gaps in victim needs. To review the current document, Responding to Transgender Victims of Sexual Assault, to determine what information needs to be updated, revised, or deleted. Identify and assess new materials and resources that can be integrated into the toolkit, to include up-to-date definitions and understandings of the issues that transgender victims face, with a special emphasis on transgender women and girls of color. Design and develop these materials as well. Broaden awareness around the victimization of transgender individuals through the development of a dissemination plan that includes using social media, publication of articles, and participation in relevant conferences, workshops, and meetings. As well as engage in advisory committee made up of a diverse pool of subject matter experts to review the Toolkit and ensure the information is relevant, culturally competent, and trauma-informed.

Deliverables include a memorandum to OVC that outlines the proposed revisions, updates, and additions for the new Toolkit based on what was learned during the document review and listening sessions. A written summary of the subject matter experts’ feedback. A multimedia, web-based toolkit for victim service providers to be housed and maintained by the grantee. And a dissemination plan that includes multiple strategies for ensuring that the toolkit is promoted to the stakeholders, communities, and service providers in most need of this resource.

OJP is committed to advancing work that promotes civil rights and racial equity, increases access to justice, supports crime victims and individuals impacted by the justice system, strengthens community safety and protects the public from crime and evolving threats, and builds trust between law enforcement and the community. Priority consideration supporting Executive Order 13985, Advancing Racial Equity and Support for Underserved Communities Through the Federal Government. Consistent with this executive order, the term underserved community refers to a population sharing a particular characteristic, as well as a geographic community that has been systematically denied a full opportunity to participate in aspects of economic, social, and
civic life, or whose members have been historically underserved, marginalized and adversely affected by inequality. Such communities include, among others, Black people, Hispanics and Latino, Native American, and other indigenous people of North America, including Alaska Natives, Eskimos, Asian-Americans, Native Hawaiians, and Pacific Islanders.

In support of Executive Order 13985, OJP will give priority consideration to applications that include projects that will promote racial equity and the removal of barriers to access and opportunity for communities that have been historically underserved, marginalized, and adversely affected by inequality when making award decisions. To receive this consideration, the applicant must describe how the proposed projects will address potential inequities and barriers to equal opportunity and/or contribute to greater access to services for underserved and historically marginalized populations.

Give priority--for number--For B, give priority consideration to applicants that can demonstrate their capabilities and competencies for implementing their proposed projects are enhanced because the applicant, or at least one proposed subrecipient that will receive at least 30 percent of the requested award funding, as demonstrated in the Budget Worksheet and Budget Narrative, identifies as a culturally specific organization. To receive this additional priority consideration, applicants must describe how being a culturally specific organization or funding the culturally specific subrecipient organization, will enhance their ability to implement the proposed projects, and should also specify which culturally specific populations are intended or expected to be served, or to have their needs addressed under the proposed projects. Culturally specific organizations are defined for purposes of the solicitation as private, nonprofit, or tribal organizations whose primary purpose, as a whole, is to provide culturally specific services to, among others, Black people, Hispanics and Latino people, Native American, and other indigenous peoples of North America, including Alaska Natives, Eskimos, and Aluets, Asian-Americans, Native Hawaiians, and/or Pacific Islanders.

Addressing these priority areas is one of the many factors that OJP considers in making funding decisions. Receiving priority consideration for one or more priority areas is not a guarantee of an award.

So in terms of funding, this will be one award, and the maximum amount awarded will be $750,000. The period of performance start date, as stated earlier, is October 1st of 2022. And the period of performance is 36 months.

Now, OVC may, in certain cases, provide additional funding in future years to awards made under this solicitation through continuation awards. OJP will consider, among other factors, OJP's strategic priorities, recipients, overall management of the award, and the award funded works' progress, when making continuation award decisions.

This solicitation and awards, if any are made, under this solicitation are subject to the availability of appropriated funds and to any modifications or additional requirements that may be imposed by the agency or by law. In addition, nothing in this solicitation is
intended to and does not create any right or benefit, substantive or procedural, enforcible at law or inequity by any party against the United States, its departments, agencies, or entities, its officers, employees, or agents, or any other person.

This award will be made as a cooperative agreement, which means that substantial involvement is involved between the awarding agency and recipient during the performance period. The awarding agency closely participates in the performance of the program.

So now, to go over the Application and Submission Information.

Applications must include these particular elements that have to be submitted to meet what we call basic minimum requirements, in order to advance to peer review and receive consideration for funding. So that includes a Proposal Abstract, a Proposal Narrative, and then a Budget Worksheet and Budget Narrative, that are utilized in the web-based form. Remember, if you fail to submit any of these required documents, your application will not be considered for funding.

In terms of a Proposal Abstract, a Proposal Abstract should be no more than 400 words, summarizing the proposed project, including the purpose of the project, primary activities, expected outcomes, the service area, intended beneficiaries, and subrecipients, if known, will be completed in the JustGrants web-based form. This abstract should be written in the third person and will be made publicly available on the OJP website if the project is awarded.

In terms of the proposal narrative format, you must adhere to the proposal narrative formatting requirements. So it's got to be double-spaced. You must use a standard twelve-point font, no less than 1-inch margins, and it cannot exceed 20 pages. Pages should be numbered "1 of 20," "2 of 20," etc., and be submitted as an attachment in JustGrants. If the proposal narrative fails to comply with these length-related restrictions, OVC may consider such noncompliance in peer review and in final award decisions.

Also in the proposal narrative format, the following sections are part of that narrative: statement of the problem or description of the issue, project design and implementation, capabilities and competencies, as well as a plan for collecting the data required for this solicitation's performance measures.

In terms of the description of the issue, this section must describe the need for the project and provide a clear statement as to how funding will support the project's value to the victims' field.

In terms of the design--project design and implementation, this section should include your goals, objectives, and activities that are aligned with the solicitation. It must describe the project's strategy and discuss how this strategy will address the identified problems and support the goals and objectives. The applicant's strategy or design must
include a description of the project phases, tasks, activities, and staff responsibilities, as well as clear descriptions of the interim deliverables and final products. The applicant must develop a week-by-week time-task plan that identifies major activities and deliverables for the duration of the project period, and the designation of staff responsibility. Submission of financial and progress reports must be included in the time-task plan. As a separate attachment, the time-task plan is not subject to the program narrative page limitations. For guidance on OVC’s publication process, OVC’s publishing guidelines for print and web media is available online.

As for capabilities and competencies, this section must include a clear description of the applicant's management structure, and if the application is for continuation funding, must document the organization's success in implementing previous phases of the project. Include a description of the current and proposed professional staff members' unique qualifications that will enable them to fulfill their grant responsibilities. Describe how the program will be managed and include an organizational chart or information describing the roles and responsibilities of key organizational and functional components and personnel. Include a list of personnel responsible for managing and implementing the major stages of the project, including selection criteria for those to be hired, detailed information about staff, and as I said, an organizational chart. If the applicant is seeking priority consideration under Priority 1B, it should describe within this section, how being a culturally specific organization or funding a culturally specific subrecipient organization at a minimum of 30 percent of the project budget, will enhance its ability to implement the proposed project.

Now, for a Plan for Collecting Data. Performance measures are parameters against which progress toward goals can be assessed, a common language linking your plans and your performance, and consist of your programs, inputs, activities, outputs, and outcomes, otherwise, like, a logic model. While this data satifies the reporting requirement of your grant, it also provides an excellent opportunity to self-assess your program and the agencies' processes. As a first step, review your program’s performance measures, focus on the numbers, narratives, or other data you will need to collect to answer the questions posed by OVC. OJP will require each successful applicant to submit regular performance data that show the completed work’s results. The performance data directly relates to the goals, objectives, and deliverables identified in the Goals, Objectives, and Deliverables discussion. Applicants can visit OJP's Performance Measurement page at www.ojp.gov/performance for an overview of performance measurement activities at OJP.

In terms of your budget worksheet and budget narrative, you must use the JustGrants web-based form. The applicant will complete the JustGrants web-based form and breakout cost by year, reflecting 36 months' total of project activity. Applicants can see the budget--the Budget Preparation and Submission Information section of the OJP Grant Application Resource Guide for details on the budget and associated documentation, such as information on proposed subawards, proposed procurement contracts under awards, and preagreement cost. For questions pertaining to budget and

We also want you to create a smart budget. Be specific when listing all of your expenses. Just like your objective needs to be smart, so does your budget. It also needs to be specific, measurable, achievable, relevant, and time-bound. As I just said, specific, be specific when listing all of your subcategories. Measurable, if you utilize the budget template within this book, then you will be able to adhere to measuring your budget appropriately. This is under the computation column of the budget. Achievable, to ensure that your budget items are achievable, your budget needs to make sense. Is there enough work for your project director to be hired at a full-time basis? On the flip side, do you have ample resources included in your budget to meet the objectives? Is there a required training for two staff to attend a three-day training in DC, but your organization is based in California? If that were the case, would you only include $100 for the training in the budget? No, you wouldn't. Or if you really could, please give us your travel agent's name and number. And Relevant, if you put your timeline next year budget and are sure that each item is accounted for, then your budget should be relevant. If you listed hiring a project director in your timeline and discuss the project director's role and your budget design, then it would be relevant to include a project director in your budget. On the other hand, if you did not include the project director in your timeline or budget design, then it would not be completely relevant to include it in your budget. And Time-Bound, your budget is usually listed year by year, or for a certain duration, into three years, it will be confusing for the reviewer. Some grant periods are less than a year and only for a specific season. Therefore, it is important to pay attention to what the duration is. Even if you're applying for a federal grant, it is a three-year grant, they're going to want to see the budget broken down year by year. If you break down your personnel computations on an annual basis, but then clump all of your rent or supplies and when the grant will be awarded. That way, you can be more specific with scheduling the grant budget, so it makes sense.

This screen lists other documents to be included. As mentioned on the application checklist of the solicitation. Use the checklist in your review prior to submitting your application. The DOJ application submission checklist is another resource to aid you in developing your application.

So these are hallmarks of an outstanding application. Remember, when you are developing your application, use simple and concise language. Ensure information is presentable and organized. Add tables, graphs, staff photos, and other images, when possible, while being mindful of grant guidelines. Be realistic about how you will achieve goals. Get feedback from those who may run the project. Make sure the proposal is consistent with the solicitation. Check, recheck and check again; budget, grant requirements, read--references and other details.

These are common reasons that have been cited for a weak application; too ambitious or lacks focus. Maybe the applicant lacks appropriate expertise to carry out the proposed project. No evidence of feasibility. Never assume that reviewers are as
familiar with the project as you are. Also poor writing and a lot of errors. I highly suggest
grammar check.

Now, for the Application Process.

We have a two-step Application Process. The first is submission into Grants.gov, which
is due June 1st, 2022. The second is submission of the full application into JustGrants
and Grants.gov, which is due June 21st, 2022.

This part of the grants lifecycle involves completing and submitting web-based forms as
well as the attachments that are requested based on the requirements in the published
solicitation. The process of submitting an application in JustGrants begins in
Grants.gov. Once you have located a funding opportunity with DOJ, you will submit an
SF-424 and SF-LLL in Grants.gov. If you are applying for funding from the COPS Office,
you will also submit a supplemental to the SF-424. This is the extent of the application
requirements in Grants.gov. Aside from the SF-424 and the SF-LLL, most of your
application is entered in JustGrants. Your entity information is populated based upon
entries made in SAM.gov and used in Grants.gov. You will have two application
submission deadlines, like I have previously stated—one for Grants.gov and one for
JustGrants. Most of the application requirements will be submitted in JustGrants. Each
solicitation has an application submission deadline in Grants.gov. After this date, the
solicitation is removed from Grants.gov and no one will be able to apply any longer.

It is highly recommended that you check the due date in Grants.gov and try to submit at
least 72 hours prior to the deadline to provide you with enough time to correct any
errors and resubmit, if necessary. Once the application has been submitted and
validated in Grants.gov, it will be sent to JustGrants for completion. It may take several
days for Grants.gov to complete validations and release it to JustGrants. JustGrants has
its own submission deadline, typically two weeks longer than the Grants.gov deadline.

For example, if your due date in Grants.gov is April 1st, then you have until April 15th to
complete the application in JustGrants. Submitting early in both systems is
recommended. In our example, if the due date in Grants.gov is April 1st, and you submit
March 15th, you will still have until April 15th to submit the JustGrants application. The
JustGrants submission should include all items that are required in the solicitation. The
JustGrants application submission is final.

It is okay to enter preliminary information in Grants.gov. If you haven't fully determined
your budget or project scope, you will be able to edit and update all of your entries in
JustGrants. Some of the ways that JustGrants streamlines the process is that you are
provided with the ability to use a web-based budget detail worksheet. Not only is this
process more efficient, but it also establishes a shared structure and narrative for all of
DOJ. Streamline validation of your budgets allows the process of clearing new budgets
much faster. Your organization’s, specifically—or assigned entity administrator, has
more control over users and award assignments and does not require intervention from
DOJ to make updates to those assignments. The entity—the entity administrator defaults
to your organization’s point of contact. But as we saw earlier, that person can reassign the responsibilities to another user, as needed.

As we have stated, the Grants.gov login is separate from JustGrants. Grants.gov provides access to funding opportunities from multiple government agencies and is not managed by DOJ. We will provide a training video from the Grants.gov website in the next slide, as well as some screenshots of the site. However, if you have questions about Grants.gov, you will need to contact them for support. You will apply by selecting the option in Grants.gov to apply. You will log in using the email address you want to receive notifications. There is a workspace icon that will allow you to access to funding opportunities. Once you have determined the funding opportunity and applied, you will receive notifications from Grants.gov, confirming the receipt of the SF-424 and stating whether the SF-424 and SF-LLL are validated and submitted or were rejected with errors. The notification will include an explanation for any errors. This is why it's a good idea to submit in Grants.gov at least 48 hours prior to the deadline to give you the time you need to correct any errors. You will not be able to correct errors or continue with the application process once the deadline in Grants.gov has passed.

The reason that we keep stating this over and over and over again, is because we see it often happen that entities will wait until the last minute and then they will want to submit a waiver citing technical issues. But because you have been forewarned, it's not considered a technical issue. And after all the hard work goes in that you work on your application, it's disheartening to know that the application can't move forward. So please make sure that you do what you need to do in Grants.gov in time--on time.

So again, you will apply in JustGrants. And again, it is a separate login. You will submit your full application, including attachments in JustGrants at JustGrants.usdoj.gov.

There are certain web-based forms that must be submitted directly into the system, your proposal abstract and solicitation. For those who are returned users, you will need to submit your goals, objectives, deliverables, and timelines just like before. Make sure your budget information is included in the budget detail form. And lastly, your Disclosure of Duplication in Cost Items.

After you've submitted your application, you are probably wondering what's next. Once all the application for the solicitations have been reviewed, then the entity will be notified, which all happens before September 30th. Please remember who your Entity Administrator and Authorized Representative are, for they will be notified when the deadline for applications will be changed. The system will also notify the Application Submitter, Entity Administrator, and Authorized Representative when the application has been received in JustGrants from Grants.gov. And the Entity Administrator will receive notification on when the award notification has been sent. If you have submitted your application, the status will be submitted. You may also see a banner that indicates that it is past due. This banner indicates that the submission deadline has passed, not that your application is past due.
So JustGrants offers training resources on the DOJ website. I highly encourage you to go there and take a look at what is offered. Once you have selected a topic to explore, you will open a page with training resources dedicated to that topic. Typically, you'll find a job aid reference guide and links to step-by-step videos. These are very short videos. They are meant to be used while you are working. So don't feel like you need to set aside a lot of time to view them. They can really help you, if you are in the middle of a task in JustGrants and just want to verify next steps. The job aid reference guides provide step-by-step instructions with screenshots to help you walk through a task. You can print these or you can view them on screen, depending on how you’d like to work. They are also a great reference, if you are in the middle of a task and want to verify next steps. You will also find quick reference guides that will walk you step-by-step through specific tasks.

There are two new quick reference guides in the performance reporting topic, Navigating to a Performance Report and Completing a Question Set and Submitting a Performance Report.

These are our JustGrants office hours. As you can see, Application Mechanics: Submitting an Application Training, you can see that there is a link to register if you want to attend these sessions, which will help you preparing to apply. I have been told in the past, like, last year, we did have some hiccups with JustGrants, so things are getting streamlined and easier. But if you have time, I would highly encourage attending one of these training sessions to make your process easier for yourself.

The solicitation incorporates the OJP Grant Application Resource Guide by reference. The OJP Grant Application Resource Guide provides guidance to applicants for the preparation and submission to OJP of applications for funding. If this solicitation expressly modifies any provision in the OJP Grant Application Resource Guide, the applicant is to follow the guidelines in this solicitation as to that provision.

So, to assist potential applicants in developing strong proposals in response to our current funding opportunities, OVC hosts educational webinars for interested stakeholders to learn more about the program objectives and submission requirements. A question and answer session is held before the conclusion of every webinar. Sign up for news from OVC to stay up-to-date on webinars as they are scheduled.

This is a list of important websites referenced throughout the solicitation that may be resources for you as you prepare your application. So this is Office for Victims of Crime, DOJ Grants Financial Guide, JustGrants, Grants.gov, OJP Grant Application Resource Guide, OVC Training and Technical Assistance Center, Grant Performance Measurement Reporting, and our OJP Resource Center.

Here is a list of contact information that will be important to you as you prepare your applications. First is Grants.gov, which is available to provide technical assistance when submitting the SF-424 and SF-LLL, and they can be reached by phone at 800-518-4726 or email to support@grants.gov. Next is JustGrants, which is available to provide
technical assistance on submitting the full application. They can be reached by phone at 833-872-5175 or an email to JustGrants@usdoj.gov. And then finally, is the OJP Response Center, which is available to provide technical assistance with programmatic requirements. They can be reached by phone at 800-851-3420 or email to grants@ncjrs.gov.

Applicants should consider reviewing one of the previously recorded Application Mechanics: Submitting an Application Sessions. Submit part one, by the deadline in the solicitation. Submit part two, the full application by June 21st.

This is ways for you to sign up and stay connected. You can sign up for updates on new funding opportunities and other OVC announcements at the below listed website.

And the 2022 National Crime Victims' Rights Week Resource Guide artwork has been available online to help your organization plan its public awareness activities. We just had our NCVRW week, which was commemorated on April 24th through the 30th. And you can use that artwork in any way to help inspire your community and raise awareness of victims' rights. Our theme this year is, "Rights, access and equity for all victims." And it really underscores the importance of helping crime survivors find their justice by enforcing victim rights, expanding access to services, and ensuring equity and inclusion for all.

And please go social with us at OVC, like our Facebook page, follow us on Twitter, and watch our YouTube videos.

And now, we're ready for Q&A.

DARYL FOX: Thank you so much for that. So just a reminder to everybody on today's webinar that the PowerPoint, transcript, and recording for today will be posted to the OVC website. So you'll get a notice in your email that you registered with when those deliverables are posted. So if you need to go back and reference anything, they will be there. If you do have a question today, on the bottom right-hand side of your screen, click the three dots, hit Q&A and send to all panelists, and we'll go through those with the remaining time we have for today.

"So the solicitation does not include MOUs or letters of support with project partners, is that--is that correct that they are not required or allowed?"

DR. STACY PHILLIPS: If it's not listed in the solicitation, then they are not required for this particular solicitation. It may be possible since this is just for one entity. But obviously, I will say that in any application, I think if you are going to have partners or other stakeholders, it is always great to have letters of support and MOUs. And it could only enhance and benefit the application, even if they are not required.

DARYL FOX: "Can you clarify the 1B component with the 30 percent? The wording was a little confusing."
DR. STACY PHILLIPS: Yeah, I apologize for that. It's a little bit confusing. So basically, my understanding of it is that if you are not the actual--if--okay. So if you're a lead agency and you are going to--and you are not the agency that is culturally--If you are not the culturally representative agency, but you're going to utilize a subrecipient to an--to be able to get that priority, then you need to be providing that subrecipient with at least 30 percent or more of the full budget for the project. Because in a sense, that would mean that, you know, that's a large amount of money that would be going to that culturally represented entity. So hopefully that makes sense. So essentially, if you're not having subrecipients, you obviously, would have to be able to justify how you met that requirement. If you don't meet that requirement, but you have a subrecipient that does, you can still qualify for that priority, but only if you are providing 30 percent or more of the budget to that subrecipient. I hope that helps.

DARYL FOX: And then just following up on that MOU, Stacy. “Are they allowed as additional attachments or not in that?”

DR. STACY PHILLIPS: You could always add additional attachments. You know--you know, you have your 20 pages of, you know, your--of your narrative. But any additional attachments you can attach as many additional attachments as you want or need. They don't count in that 20 pages. So...

DARYL FOX: "Has there any--been any discussion on the term--between the term victims and survivors as far as this goes with OVC, whether stigmating the trauma that these victims or survivors may deal with?"

DR. STACY PHILLIPS: Yes. We have ongoing discussions about that. And we actually have certified definitions for each one.

DARYL FOX: Okay. It's the end of the question queue now. We'll wait a few more moments. If you do have a question, please enter that in.

Now, just to reiterate too, if you do have any questions either regarding Grants.gov, JustGrants, or for the OJP Response Center for anything programmatic related in the solicitation; I put up this slide here with their contact information, telephone number, and email addresses for each.

And then, "Is there a template for the weekly time and task portion? This particular organization has one drafted, but didn't know if there was a template to use?"

DR. STACY PHILLIPS: No, there's not a template. You know, there's a lot out there on the internet. I would probably suggest just finding one on the internet that, you know, that suits you. I--you know, I've also seen the use of Gantt charts. So, I think just anything that represents some type of time-task plan, even if it's just a simplistic chart would suffice. Whatever's, you know, makes it clear what you're doing and the dates, and so it doesn't have to be you know, anything extravagant.
DARYL FOX: Okay. That seems to be the end of the questions for today's webinars. So, we want to thank you for, on behalf of the Office for Victims of Crime and our panelist, thank you for joining today's webinar. This will end today's presentation.