

NWX-DHHS-OS

**Moderator: William Polk
March 24, 2011
1:00 pm CT**

Coordinator: Welcome and thank you for standing by. At this time all participants are in a listen-only mode. During the question-and-answer session, please press star 1 on your touch-tone phone.

Today's conference is being recorded. If you have any objections, you may disconnect at this time and now I would like to introduce your host, Ms. (Susan Lumsden). Ma'am, you may begin.

(Susan Lumsden): Thank you very much. Good afternoon everybody. This is the third call.

Welcome to the third call for the Funding Opportunity Announcement for the Exchange establishment grant. There are several opportunities to apply for this grant through the FOA and this is the third call that we've had.

Let me just tell you the first deadline is March 30th and for those of you who would like to view and listen to the other calls, the transcripts are posted for the first call and the recording and let me just tell you and also we have some posted FAQs so let me just tell you where you can find those on our Website.

The calls are on the following Website: it's [http://cciio - that's C-C-I-I-O - .CMS.gov/resources](http://cciio.cms.gov/resources) and /other and go all the way down the page and you will find the calls there that we had previously and the transcript for the last call in which we did a deep dive through a lot of the milestones, our policy staff did that. That should be posted within the next few days.

And then the FAQs that are up are the same Website, [http://cciio.cms.gov/resources/fact sheet and frequently-asked questions](http://cciio.cms.gov/resources/fact-sheet-and-frequently-asked-questions) and you'll see some FAQs there that we've posted. I'll just tell you a couple of ones that we've posted recently.

We've had a lot of questions around the Level 2 establishment grants in terms of the eligibility so we've had a question about whether a State has the necessary legal authority to establish an Exchange and actually demonstrate that legal authority. That's an FAQ. I'm not going to go through that but it's on the Website for you to review.

The other question that we've had that we recently posted is is HHS willing to accept a State's definition of quasi-governmental entity as this definition may vary from State to State. Again we covered that Q&A last time and it's now posted on our Website.

And then the next question that we got that's on the Website is are there defined parameters around what executive, executive compensation is and that's also on the Website so we won't go through those today. They're on the Website.

I'm going to start off by going through some frequently-asked questions myself and two other staff, Katherine Bryant and (Donna Laverdiere) will also be going through some - quite a few - and we probably have about 17 to 20

frequently-asked questions that we're going to be going through and then we're going to open it up to questions that you have.

So without further ado let me go ahead and begin. I'm going to turn it over right now to Katherine Bryant who's going to start some of the FAQs.

Katherine Bryant: Thank you (Susan) and thank all of you for sending in questions. We're happy to be able to give you some answers at this time. Our first question is we are uncertain whether or not our state meets the eligibility criteria for a Level 2 establishment application. If we don't, will we automatically be considered for a Level 1 application?

No. The application will not be automatically considered for a Level 1 application. The applicant may resubmit the application as long as the final application due date in that level has not been reached.

If the applicant would like to have their documentation of Level 2 eligibility reviewed prior to submitting an application, CCHIO will perform an informal review. States should allow two to four weeks for this informal review to take place.

Our next question is whether or not a State can apply for funds in other core areas even though they have not been able to do the IT Gap analysis. Performing the IT Gap analysis is not an eligibility requirement.

The IT Gap analysis summary is part of the project narrative and therefore part of the scored review criteria. If a State receives funding without completing an IT Gap analysis, any funds related to Exchange IT systems may be restricted.

Third, we had a question about the ability to modify budget submissions as Exchange policies and design decisions are developed. Can you please acknowledge that as our budget changes as a result of such decision-making and it's explained the State, it will be accepted by HHS.

As a result of policy decisions, we do expect budget changes to occur. Per grants policy, prior approval by your grants management officer is always required in the event of significant rebudgeting. Significant rebudgeting is defined generally as 25% of the award.

The grantee should always discuss a budgeting change with the project officer. Should the budget change not exceed the threshold above, the project officer can work directly with the grantee to expedite the rebudgeting.

We had another question where one of our grantees said I'm a bit confused as to the budget requirements based on Appendices E and F in the FOA. Are we required to provide two budgets, one with justification for the entire budget for the project period and another by core area or just one with justification by core area?

I realize we will fill-out the 424A which lists all of the categories. I'm just trying to figure out how many justifications we need to get by full application and/or by core area.

As you stated, you do need to do a 424A and budget justification by object class code for the project period.

You also do need to breakout your budget by core area for which you're applying. For example, if you have spending of \$25,000 in the core area of stakeholder consultation, how did you come up with that figure?

This does not have to be detailed but enough to let program know why it cost that certain amount for that core area. Additionally, please provide the assumptions that the state has made in determining this amount. With that, I'm going to turn it over to (Susan) to talk about some other questions we've received.

(Susan Lumsden): Thank you. Next question we got was on Page 5, Page 5 indicates that Level 1 establishment grants may reapply for another year funding in Level 1 establishment grant category. Please confirm that the State may apply for a maximum of say two years of Level 1 establishment funding, one for each year and then progress to Level 2.

And I think another way to phrase that, a lot of States are saying we'd like to apply for several Level 1s for awhile to just get our foundation developed and kind of do this in piecemeal so the answer to that is yes. A State may apply for more than one round of Level 1 funding. There's no maximum Level 1 grants.

However, the final application, couple things to keep in mind. The final application due date for Level 1 funding is December 30th, 2011 and the final application due date for Level 2 is June 29th, 2012 so States should consider this timeframe when determining which level of funding they apply for.

In addition, States really should also consider the reporting requirements for each grant and the burden that that may place on you when you have several grants with us.

Second question - is it - what's a permissible timeframe for commencing establishment grants? Please confirm that the planning and establishment of funded tasks can occur concurrently in 2011 so long as they are distinctly

different tasks and that's always important as you all know when you get several grants from the Federal government.

We always ask you to clearly distinguish your activities and the different types of funding that you get so it's really up to the State as to determine when they choose to apply and commence the establishment grant, understanding again like I said before the date for Level 1 application and the Level 2.

Another key thing to keep in mind is the certification date for the Exchanges. That's January 1st, 2013 and as you know the start of operations and the insurance coverage for enrollees begins January 2014 so again those are good dates to keep in mind as you make your decision.

And additional dates, another good example or good reference for you is to take a look at Appendix B in the funding opportunity. All those milestones are by quarter and so again as you're applying for Level 1, check out those dates and same thing as you're applying for Level 2.

And again next question on Page 56 of the FOA, under governance. Please clarify this issue of the Quarter 2, 2012 requirement to establish the governance structure. It refers to only the enactment of legislation or if the governance structure, i.e., the board members needs to be in place and operating.

For example, will passed legislation outlining the governance be sufficient in Quarter 2, 2012 or must the board be in place and operational in Quarter 2, 2012? The answer to that is the governance structure must be established.

However, the board is not required to be in place and operational in Quarter 2 of 2012. An established governance structure, i.e., enacted legislation that

provides how the Exchange will be operated in governance such as the structure and composition of the board of directors or the creation of a State agency is part of the eligibility criteria for Level 2 application.

If applying for a Level 2 cooperative agreement prior to that Quarter 2, 2012, the governance structure must be established at the time of application. Additionally, the governance structure and its progress towards full operation will be evaluated as part of the review criteria and oversight activities under this agreement for both Level 1 and Level 2 applications.

And now I'd like to turn it over to (Donna) who will be going over some more of the policy-related questions that we received.

(Donna Laverdiere): Thanks, (Susan). The next question is on Page 49 of the FOA, 18 subareas under the business operations of the Exchange are referenced and described in further detail. Appendix B of the FOA which lists milestones under these core areas includes only a selection of these 18 subareas.

The question is was this intentional and will HHS be issuing milestones in any of the subareas not addressed including risk adjustment and transitional reinsurance, seamless eligibility enrollment process with Medicaid and applicable State health subsidy programs?

The answer is HHS will be issuing additional milestones for the core areas that are not addressed specifically in the FOA. Additionally guidance on the no-wrong-door concept will be available to states in the spring and more guidance will be provided to states after release of the notice of proposed rulemaking which is targeted for June.

For milestones related to seamless eligibility and enrollment process of Medicaid and CHIP, see the milestones under program integration, eligibility determination and enrollment process.

The activities an Exchange needs to carry out to establish the seamless eligibility and enrollment process with Medicaid, CHIP and other programs overlap with activities related to eligibility determinations and enrollment for individuals purchasing coverage in the Exchange.

Therefore there is no one specific core area that is specific to coordination with Medicaid, CHIP and other programs. The next question is milestones are also omitted in Appendix B for the health insurance reforms core area. Will HHS be issuing any milestones in this core area?

The answer is yes. In addition, States may wish to review the interim final rules that have already been issued in conjunction with several of the market reforms made by amendments in the Public Health Service Act.

As regulations and guidance are issued to implement the health insurance market reform, we anticipate that States will act to incorporate those requirements into their work plans.

The next question is under which core area does HHS view activities such as one, essential benefits analysis and benefit design for Exchange plan offerings? This falls under business operations of the Exchange under certification, recertification and decertification of qualified health plans.

Second, where does collection of premiums from small employers and individuals and payments to qualified health plans fall? We consider that to fall under enrollment process and third, where does analysis on offering of

OPM multistate plans or coop plans fall and that also can fall under certification, recertification and decertification of the qualified health plan.

Okay, next question is on Page 64 of the FOA, as a 2011 milestone for the business operations of the Exchange quality ratings system core area, HHS notes you utilize the Federal quality ratings system developed by HHS in development of draft contracts for qualified health plans.

Where may this information be accessed and when does HHS anticipated making it available and the answer is that more information will be provided in the notice of proposed rulemaking to be released in June.

Katherine Bryant: The targeted release in June.

(Donna Laverdiere): Yes.

Katherine Bryant: Great, thank you, (Donna). This is Katherine. Our next question, on Page 17 or sorry, Page 17 indicates that the application is limited to 80 pages including supporting documents. We request that HHS provide flexibility in the page number so states may provide a responsive application with full supporting documentation.

We at the program understand the complexity and will exercise as much flexibility as possible; however, the program recommends that supporting documentation such as legislation, resumes, and letters of support be included at the end of the application if it exceeds 80 pages.

Our next question, is it permissible for the State to designate a non-profit to receive establishment funds directly without passing through the State? No. A non-profit may not receive establishment funds directly. The State may

choose to subcontract with a non-profit to carry out establishment grant activities. With that, I will turn it over to (Susan).

(Susan Lumsden): Thank you. The next is on Page 59 of the FOA under the program integration for 2011. The timetable lists a required deliverable which is to execute an agreement with the State Medicaid Agency or any other applicable state health subsidy program or other specific health and human service program as appropriate.

We assume that the agreement is between the Exchange organization and the State Medicaid Agency. Is this a valid assumption? If so and the governance structure is not optional until - is not operational - until the Quarter 2, 2012, shouldn't this requirement be dependent on the governance structure?

This question also applies to the agreement related to the State's Department of Insurance. The applicant organization is responsible for ensuring program integration occurs. Really through as you know, we have been highly pushing that. It's extremely important that Exchange and Medicaid are together, you know, Day 1, Hour 1.

So the agreement should be between the applicant organization - organization - State Medicaid Agency, Department of Insurance and other applicable agencies and programs and a lot more good detail is listed in the Appendix B in terms of some milestones that you can think about this.

And (Donna) is going to actually take Question 10 which is on Page 60 of the FOA under financial management.

(Donna Laverdiere): Okay, so on Page 60 of the FOA for 2011 a required deliverable is establish a financial management structure and commit to hiring experienced

accountants to support financial management activities of the Exchange which include responding to audit requests and inquiries of the Secretary and the GAO if needed.

The question is, is the intent for States to include a financial management organizational chart and supply wording that States their duties or do these staff need to be in place in 2011? Again, we note the dependency on the Exchange organization.

The answer is the State should develop a financial management structure for the Exchange and commit to hiring needed staff when necessary. The State should adhere to HHS financial monitoring activities carried out for the planning grant and under the establishment cooperative agreement.

The next question is on Page 64 of the FOA under the core area Exchange Website and calculator, a required deliverable in Quarter 3 of 2012 is to submit content for the informational Website to HHS for comment.

We assume that the intent is for states to progressively iteratively develop the Exchange Websites and the informational Website refers to an iteration that serves to notify stakeholders of the Exchange and provide them with functional information, key dates, etcetera.

Is this a valid assumption? If not, can you clarify the informational Website requirement and we just wanted to say that yes, that is a valid assumption. That is an informational Website.

The next question on Page 69 of the FOA under information reporting to IRS and enrollees for 2014, a required deliverable is to confirm that systems are prepared to generate information reports to enrollees.

Can you please clarify this requirement and/or cite the applicable ACA provision regarding enrollee reporting or was the requirement misstated and it actually represents the required reporting to IRS on Exchange enrollment?

The answer is this is a requirement and it's required by Section 36(B)(f)(3) of the Internal Revenue Code of 1986 as added by Section 1401(A) of the Affordable Care Act. This section requires the Exchange to provide information to all individuals enrolled in a qualified health plan regardless of whether an advanced premium tax credit is received.

This same information must be reported to the Secretary of the Treasury and I'm going to turn it over to Kat for the next questions.

Katherine Bryant: Next question, core areas in the Exchange establishment Funding Opportunity Announcement do not appear to be comprehensive. We have identified additional activities such as benefit package development. How should the budget for these activities be represented?

Benefit package development would fall under certification, recertification and decertification of qualified health plans. If there are questions regarding a specific activity, please contact us.

Our next question, we would like to confirm that we have all the correct information regarding the call. Also we'd like to make sure that we are on the list to receive the transcript of the call. Regarding the call information, this is all included in Section 3 of the Funding Opportunity Announcement.

We do not send out the transcript and as (Susan) mentioned earlier, our transcript is posted on cciiio.cms.gov. Finally, our next question is our State

submitted a Letter of Intent for a Level 2 application and may apply for Level 1 instead. Also the date that we will apply has changed from what was stated in the Letter of Intent. Is this okay?

The Letter of Intent is not binding; therefore, a State may change the levels that they choose to apply for as well as the dates of application. With that, I'm going to turn it over to (Susan).

(Susan Lumsden): Okay. On Forms 424 and 424A of the establishment 1 grant application, it asks for the total Federal funds going into the project and funds from other sources. Where do I put the funds coming from CMS to our State Medicaid Agency for their portion of the eligibility systems project?

Do I mark them as other even though they are Federal funds? If I count them as Federal funds, then I'm unclear how to separate out that money from the money that the Exchange is asking for in this application or do I not include the Medicaid portion of the eligibility system's project funding in this application at all?

The funds denoted as Federal in SF424 and 424A should be those that the State is requesting from CCIIO through this application. You should include the Medicaid portion of the eligibility system's funding in this application and you should mark those funds as other even though they are Federal funds.

And as you apply for funds for your IT systems, we will be going through a few more questions with you probably during the award phase and the budget negotiation phase in terms of your cost allocation for those systems and checking out your assumptions.

Kirk Grothe: Also looking at cost reasonableness on the application for the IT system.

(Susan Lumsden): So the next area is - the next question and probably the last question - is what is CCHIO's definition of establish a governance structure? Does this just mean that we set forth what it will look like and how it will be structured or do we actually need to appoint members?

And in addition to the FAQ that's on the Website, the bottom line is it's not necessary to appoint members at the time of application in terms of eligibility. Just for eligibility purposes, it's not necessary to appoint members at that time but do read through the FAQ as to what you need to do in terms of structure, etcetera.

Now having said that, meeting this minimal benchmark to get in the door in terms of eligibility, you will also - your application - will also go through the review criteria so obviously those who are further along with their governance structure will get more points based on the review criteria.

So and again what we would also like for you to keep in mind in terms of dates once again is the certification date and if the required governance structure is not in place by January 2013, then the Secretary could refuse to certify the Exchange and I think that's it.

(Katherine Bryant): Great. Thank you very much, (Susan). We did receive a few more questions. We won't run through those so we can open it up for questions at this time. However, on the Website that (Susan) referred to earlier, we will be posting FAQs with these answers.

I know we just went through a lot of questions and so you'll be able to find those written questions and the written responses as well. We're hoping to have those posted within the next week.

(Susan Lumsden): And operator, I think we're ready to take questions.

(Katherine Bryant): I think we are as well and our IT expert is in the room and only is available for about the next 15 to 20 minutes so if you could please if you have IT questions, go ahead and come in for questions first and then we'll hold for other questions after those have been answered.

(Susan Lumsden): Thank you, so IT questions first. Operator?

Coordinator: Thank you. We will now begin the question-and-answer session. If you would like to ask a question, please press star 1. Please unmute your phone and record your name clearly when prompted. To withdraw your request, press star 2. One moment, please, for the first question. Our first question came in under the name of (Debra). Your line is open.

(Debra): Yes, thank you.

(Susan Lumsden): And (Debra), could you just say where you're from, please?

(Debra): I'm from California.

(Susan Lumsden): Great.

(Debra): I just am curious. I was trying to follow in the beginning when you were talking about all the things that you have posted. I was trying to see online. I spent a lot of time on the OCIO Website - CCHIO, I guess it is - I'm just curious. You could say, I mean, it was quick and so I'm not - are you saying it's a different Website - than the typical Website with all of the other postings that you have there?

(Susan Lumsden): No, it's the - we used to be - under the Office of the Secretary.

(Debra): Right, right.

(Susan Lumsden): And so that's why I made those. If you were on the Website in the last couple of days, you're on the right Website.

(Debra): Okay, and so I wasn't able to find all of the FAQs it didn't look like to me so that's why I was just verifying the ones you mentioned so if you go under planning and establishment grants and then fact sheets and FAQs, is there some other place? You have July 29th, September 30th and March 9th FAQs.

(Susan Lumsden): The March - right - the March 9th ones are the ones that we have already posted and so you should see like at the end how does the state show that it meets Level 2 eligibility for having...

((Crosstalk))

(Debra): Right.

(Susan Lumsden): ...do you see that one so it should end. The very last question that you should see on there is are there defined parameters around executive compensation.

(Debra): Right, I see that, okay.

(Susan Lumsden): Right and so that ends - those are all the ones - that we've posted so...

((Crosstalk))

(Debra): Okay, could you...

(Susan Lumsden): The ones that we just posted today, we should - I mean, the ones that we just went through today verbally, we should hopefully be able to post within the next week.

(Debra): Okay, sorry about that. I just was trying to keep up with you and thank you.

Coordinator: Our next question comes from (Michael). Your line is open.

(Michael): Hi, this is (Michael) from Nebraska. I got a question regarding IT and eligibility. We're kind of confused between the insurance department and Medicaid in regards to how verification is going to occur.

We currently have instant enrollment but we're wondering how is eligibility going to actually be determined without the applicant bringing in paper documents for verification?

(Susan Lumsden): Just one second. We'll have an internal conversation here as well.

(Donna Laverdiere): Hi, this is (Donna). There will be much more information about the verification process in the notice of proposed rulemaking that's supposed to come out in June so hopefully that will be able to provide enough information in terms of how the verifications are going to need to take place.

(Michael): Okay, great. That's no problem at all. I just wanted to let people know that that's kind of an issue that we've been talking about here and we weren't really sure so we'll just look forward to those proposed rules.

(Donna Laverdiere): Okay.

Coordinator: Once again if you would like to ask a question, please press star 1. Our next question comes from (Maggie). Your line is open.

(Maggie): Hi, this is (Maggie) from the State of Indiana and our IT team had this question for the group. They wanted to know whether Level 1 funding could be used to pay for software and hardware prototypes?

Kirk Grothe: Possibly. They have to define what a prototype is and the context so we'd want to see that in your application...

(Maggie): Okay.

Kirk Grothe: ...and how the prototype's going to be used in the overall context of building the Exchange environment.

(Maggie): Okay, thank you.

Kirk Grothe: All right, and if they have any questions specifically or they want to bounce it around before your application comes in, you can get a hold of your grants project officer here and they'll put you in contact with people from my team to setup a conference call so we can work through any of those discussion points.

(Maggie): Okay, great. I'll pass that information along to them. Thanks.

Kirk Grothe: Sure.

Coordinator: Our next question comes from (Andrea). Your line is open.

(Andrea): Hi. This is (Andrea) from New York. I just have a question on the Level 1 application. I just want to give you an example. Say a state wants to apply for Level 1 in June 2011 for the IT and consumer assistance core areas. Would they also then be allowed to apply say in December for business operations?

(Susan Lumsden): Yes.

Katherine Bryant: Yes.

(Andrea): Okay. It would be two separate applications; that would be okay?

(Susan Lumsden): Yes.

(Andrea): Okay, thank you.

Coordinator: Once again if you would like to ask a question, please press star 1.

Kirk Grothe: And for any of the applicants that are considering putting in something soon, if you'd like before you put in your application to have a conversation with folks from my staff, especially around cost reasonableness, approach or things that you might have heard about, portability and reusability of assets and application life cycle management and all the alphabet soup stuff that please don't hesitate to speak with our project officer.

My team's happy to work with you prior to submitting your application to try to expedite that approval process once it gets in the door.

(Susan Lumsden): And we would just really encourage you and I think whenever I've seen any of the states or talked to you and your project officer's been talking to you as well, your IT Gap analyses are really important.

If you're doing them and you're in the middle and you have questions, our IT team is more than happy to help you. They're more than happy to look at those IT Gap analyses so that's a resource we really encourage you to use.

Coordinator: We have no other questions on the phone.

(Susan Lumsden): We actually have another question on risk adjustment that we'd like to go over to see if people want to tee-up any questions.

Katherine Bryant: Will the Cooperative Agreement to Support Establishment of State-Operated Health Insurance Exchanges allow for funding to develop the risk adjustment tools? To that end, would we be able to develop an All-Payer Claims Database with a Cooperative Agreement to Support Establishment of State-Operated Health Insurance Exchanges dollars?

An APCD could be used for a number of issues beyond just risk adjustment that may be helpful for consumers in terms of providing information on cost and quality of care rendered by providers with specific payers.

The answer to that: we intend that States will not have to develop risk adjustment methodologies separately. We are consulting with State issuers and experts now and will release regulatory guidance.

We anticipate that insurers - I'm sorry - that we anticipate that issuers will have to submit encounter data to support risk adjustment. We will be looking for ways to help States so that they do not need to develop their own data systems from scratch and we are looking to develop Federal data standards.

At this time we anticipate the terms and conditions to include funding specifications for risk adjustment stating that states must seek approval to commence specific tasks associated with the risk adjustment. Are there any additional questions at this time?

Coordinator: We did have a question come in on the phone. That question comes from (Alexis). Your line is open.

(Alexis): Hi. In response to an earlier question, you talked about the additional milestones would be coming out as well as some proposed rules so I had two questions. When should we be looking for those additional milestones and how will we find them? Will they be posted on the CCIIO Website.

(Susan Lumsden): Yes. We'll post them on the Website and it'll probably be after the notice of proposed rulemaking comes out in the spring.

(Alexis): Okay.

(Susan Lumsden): That'll be kind of our milestone to get the milestones out.

(Alexis): Okay and then you also mentioned a notice of proposed rulemaking that would be out in June.

(Susan Lumsden): That's a yes.

(Alexis): Is that the one for the spring.

(Susan Lumsden): Uh-huh.

(Alexis): Okay, and what will that cover?

Donna Laverdiere: I can answer that generally. It's going to cover a lot of the various Exchange issues. It's not going to address everything. We're planning on addressing the central health benefits in a later notice of proposed rulemaking for example that's targeted for the fall but it's a fairly comprehensive proposed rule.

(Alexis): Okay, thank you.

Coordinator: If you would like to ask a question, please press star 1.

(Susan Lumsden): I just want to go over a couple of the dates everybody. Again, March 30th is the date of the first application due date and then if you don't wish to apply then, the second date is June 30th and then again September 30th and then December 30th and that kind of ends for Level 1.

And then if you wish to apply for Level 2, the continued dates there; same dates but then also March 30th and June 29th into 2012. Let's see. I think that's it. Anything else? We have one.

Shelley Bain: Hi, this is Shelley Bain. I just want to remind you all. I know that there are a lot of States that are working on legislation right now and if any of you would like us to review your legislation or you have any questions about your legislation, please feel free to give me a call or shoot me an e-mail and I'll be happy to look at your legislation.

(Susan Lumsden): If you need Shelley's contact information, feel free to link up with your project officer. Also her e-mail is shelley.bain@hhs.gov. And we'd like Vivian Smith, our grants management officer to just give you a few reminders.

Vivian Smith: Good afternoon. My name is Vivian Smith again and I am representing the grants office where most of your budget - well all of your budget - information and concerns will take place.

If you have any concerns beforehand that I can help or assist you with, I'll be free to do so. I can be contacted by e-mail, vivian.smith@hhs.gov. I will be represented and working with you throughout the entire process so feel free to contact me to see if I can assist you beforehand.

However, during the course of the budget negotiations, that will also be an opportunity for you to have any concerns or issues that we can address, we can do it at that time. Beforehand of course is always best but I will be available to assist and work with you throughout the course of this term.

(Susan Lumsden): And again it's (Susan). Just again, last minute tips. Remember this is a competitive opportunity and your application's going to be scored so as you have conversations whether it's with your project officer or some of the offices, that as you have questions and they say well, that sounds about right, they are not going to be reviewing your application.

An objective review committee is going to be reviewing your applications so be sure that you are clear, that these people do not know who you are, what wonderful progress that you may have made so please be sure that your application tells your story.

Go through those review criteria again. They will be rated so they will be scored so please take that seriously. Anything else? I think that's it. The FAQs that we talked about today should be posted over the next week.

And then we will be having an application TA call like this once a quarter to kind of align with the next application due dates so that concludes today's call. Operator, just one last call for questions. If nothing, then we can conclude.

Coordinator: Once again if you would like to ask a question, please press star 1. We have no other questions.

(Susan Lumsden): Okay, thank you, operator. Thank you know, everybody. Have a good rest of your day.

Coordinator: Thank you for joining today's conference. You may disconnect at this time.

(Susan Lumsden): Operator?

Coordinator: Yes, ma'am. Let me join you into a preconference. One moment, please.

END