Kaina Pereira, Deputy Director, Business Investment Services, International, Permits

- **Slide 1:** Thank you for joining us for our first Weekly Webinar, Navigating Federal Funding in a Time of COVID-19.

- **Slide 2:** First, thank you all for being here today. We are grateful to host this webinar in collaboration with the Office of Planning and Research and our federal partners. We realize these are unprecedented times and we would like for you to know that we are here to work together and to provide support.

- **Slide 3:** After this webinar, we encourage you to immediately tune in to the Governor’s Daily Updates, which he is providing each day at 12pm live on both Facebook and Twitter at @CAGovernor. In addition, we also encourage staying up to date on all the latest information given COVID-19 by using the covid19.ca.gov webpage. Here you can find useful links to various initiatives, resources, and real time updates given the current situation statewide. You can also find links to volunteer, contribute resources and supplies, or offer philanthropic support. This page also shares the latest statistics and data provided by our California Department of Public Health.

Staying connected is the best thing we can do in this time and once again, we thank you for your time and partnership. We look forward to the months ahead in meeting this moment.

With that, I will turn it over to Tre Bradley who will go over the agenda and some housekeeping notes for the webinar today.

Tre Bradley, Senior Business Development Specialist

- **Slide 4:** Thank you Kaina! Hi all, my name is Tre Bradley and I am a Senior Business Development Specialist here at GO-Biz. Today we will have a total of four presenting entities.

First, we will begin with providing a short overview and update from GO-Biz. Followed by Amy Miller, Federal Grants Administrator for the Governor’s Office of Planning and Research (OPR). We are then joined by Erich Yost, Management Analyst for Community Initiatives at the U.S. Department of Housing and Urban Development. We will then have a presentation from both Heather Fukunaga and Stan Saunders, Grants Republic.

We are incredibly grateful to all of our presenters today for providing their time and sharing their information and resources in navigating funding.
Slide 5: To provide background, our office in partnership with the Office of Planning and Research, has been working with a range of federal partners to share information and updates given new resources and funding during the time of COVID-19. This group, the California Federal Partners for COVID-19 consists of several federal agency staff such as USDA, EDA, EPA, HUD, and SBA. Our offices were fortunate to be able to coordinate with our federal partners given OPR’s role as the federal grants administrator and GO-Biz’s work in local economic development liaison services through the Opportunity Zone initiative.

Our collaboration has planned for a total of four webinars with this being the first. The primary goal of this webinar series is to provide our collective networks of California communities, local governments, businesses, and economic development partners, with up to date information on funding and resource opportunities.

Separately from the webinars, GO-Biz staff will be co-creating Program Impact Videos with state and federal agency program staff. These videos are shorter micro learning videos to be posted on our YouTube for viewing at any time and we are actively reaching out to our partners based on the feedback we are receiving from many local governments.

All of the above is flexible and adaptable. We realize things are changing every single day. Thus we aim to be able to change or use any of these planned recordings at any time for any need.

Slide 6: All recordings of both the Webinars and the videos will be posted on the Website and YouTube channel. We will share these links widely for viewing and aim to work with our partners to disseminate the recording. We intend to also provide transcript or captioning with respect to videos that we post.

Slide 7: For today’s webinar and future webinars, we ask that if you have any questions to please use the link provided to a ticket system. This system will allow you to be paired directly with a staff, so that we can then work to connect with the proper contact or presenter to answer your question. All videos and webinar recordings on YouTube will contain a link to the ZenDesk site. In the box below the video. We also will aggregate questions and responses into a single PDF to be posted with their coinciding video.

Slide 8: Following each live webinar, you will be directed to a survey. This survey is intended to get your feedback on both the content of the day as well the activities our offices broadly. We please ask that you fill it out. If you are unable after this time we encourage you to do so later! In every recording we will
include the survey in the bottom alongside the question intake system. We want to hear from you.

- **Slide 9:** At business.ca.gov/coronavirus-2019/ you can find our resource page for COVID-19. Here you can find up to date information from our office and many of our partners, both to support businesses and local governments. This is also the page we intend to utilize to post links to our recordings for both our webinars and our videos. PDF’s of questions and answers from the webinar will also be posted here.

  We also suggest subscribing to the GO-Biz newsletter located in the second paragraph. This newsletter is distributed every week with new updates and resources given COVID-19 and will also include updates as recordings and documents are posted.

- **Slide 10:** Last Friday, we posted our first EDC webinar during the COVID-19 time in a recorded format. You can find this on our YouTube Channel as well as our publications page, by selecting publications under the about section on business.ca.gov and looking under "California Business Investment Services". Our website also contains a PDF of the webinar with clickable links. We encourage you to also explore this recording for information and updates, including an opening from our Office of the Small Business Advocate on small business resources and funding.

- **Slide 11:** Lastly, we encourage staying connected. You can save the date for our upcoming events, including next Wednesday’s Federal Grants in 2020 webinar hosted by OPR and our future weekly webinars. Both of our office’s have twitters, YouTube Channels, and subscription lists.

  We also are posting all information online in publicly accessible places to ensure that information is readily and easily available. If you or your agency or department are having any issues accessing any of the information or using any of the links, we ask that you please reach out to us.

Once again, we thank you so much! And with that we will turn it over to Amy Miller, who is the Federal Grants Administrator and lead at the Governor’s Office of Planning and Research, who will be providing an update on Federal Grant Resources and the State Clearinghouse.
Amy Miller, Federal Grant Administrator at the Governor’s Office of Planning and Research (OPR)

- **Slide 12:** Hello, and welcome from the Governor’s Office of Planning and Research for the State of California, or OPR. My name is Amy Miller, and I am the Federal Grant Administrator at the State Clearinghouse at OPR and I’m here to talk about the Federal Grant Resources that our office has to offer.

- **Slide 13:** The State Clearinghouse is located within the Office of Planning and Research and has a number of statutory responsibilities, one of which is being the Single Point of Contact for the Intergovernmental Review of federal assistance programs. This role comes from the federal Executive Order 12372 originally signed by President Reagan in 1982, which allows for state and local review of grant applications for federal assistance. It is up to the States to develop their own processes for this review. Another statutory responsibility comes from the State Assembly Bill 1348, which established the role of the federal grant administrator to work with people from within and outside government who are interested in applying for and managing grants. This bill also requires an annual report summarizing federal grant funding awarded to the state, including the number of federal grant applications submitted.

- **Slide 14:** Because of these statutory responsibilities, the State Clearinghouse at OPR has a great deal of information and tools for Federal Assistance on our website, which you can access through the OPR home page under Clearinghouses, select “Federal Assistance.”

- **Slide 15:** The Federal Assistance section of our website has three main parts I’d like to go over: Applying for Federal Grants, Federal Grant Resources, and the Federal Grants E-List.

- **Slide 16:** The Applying for Federal Grants link is where you’ll need to go when you are applying for a federal grant, or if you are an elected official who would like to participate in the Intergovernmental Review of federal grant applications.

- **Slide 17:** Here you’ll find the Federal Assistance Application, which you’ll need to complete if you are applying for a federal grant. You’ll need to fill in the basic information about your organization and the grant you are applying for, and then you’ll attach a pdf of the Standard Form 424 cover sheet, which is part of every grant application.
Slide 18: At the bottom of the application, you’ll hit the Submit button, and then you’ll receive an automated email acknowledging that your application was received. This will serve as proof that you have complied with the Executive Order 12372 for Intergovernmental Review, and you can enter the date you submitted on your grant application.

Slide 19: After you hit submit, then the notice of your application will appear on the Submissions tab. In addition, OPR will send an automated email to the registered state, county, and local elected officials in the area where the work will be performed. This will allow the elected officials to review and provide comments to OPR, and we will combine all comments received and send to the applicant. The applicant will then submit those combined comments to the federal agency. That concludes the compliance with the Executive Order 12372 for Intergovernmental Review of Federal Assistance.

Slide 20: The Registration tab is where elected officials, or any member of the general public, can register to receive notices of grant applications submitted in their jurisdiction or area of concern.

Slide 21: Once registered, you can edit your preferences through the Login tab.

Slide 22: That covers the Applying for Federal Grants section of our website and compliance with the Executive Order 12372. Now, we’ll move on to the Federal Grant Resources link.

Slide 23: Here on the Federal Grant Resources page, we have tons of information to share for people at all levels of experience with applying for and managing federal grants. I’d like to highlight just a few of these resources.

Slide 24: Under the Learning Federal Grants tab, there are links to helpful documents, websites, and videos that offer great introductions to getting started with federal grants.

Slide 25: Here you’ll also find links to the fiscal year summary reports from OPR documenting the federal grants received by the State of California.

Slide 26: Under the Events and Trainings list you’ll find links to many upcoming workshops and webinars for federal grants, including some upcoming free webinars hosted by OPR that we encourage you to sign up for.

Slide 27: Under the Applying for Federal Grants tab, there are links to some great resources with best practices for grant writing to help you make the best proposal for your application.
• **Slide 28:** Last, under the tab for Federal Agencies with Grant Opportunities, you’ll find a complete list of links to the grants pages of each federal agency or subagency to help you find out more about the types of grants each agency has to offer.

• **Slide 29:** And now, the last thing I’d like to share with you all is the Federal Grants E-List that OPR publishes.

• **Slide 30:** Selecting the E-list link will take you to this sign-up form to subscribe to the Federal Grant Updates email newsletter.

• **Slide 31:** This free email newsletter is sent weekly to your inbox and highlights new federal grant opportunities of interest to the California governmental, tribal, higher education, and non-profit communities.

• **Slide 32:** The newsletter also includes federal assistance news and information, as well as links to a wide variety of webinars and events.

• **Slide 33:** If you have any questions about what you’ve heard today, or if you would like to ask for assistance, please feel free to reach out. We’re here to help all people and organizations in California successfully apply for, win, and manage federal grants.

Erich Yost, Office of Field Policy and Management at the U.S. Department of Housing and Urban Development

• **Slide 34:** Many thanks to the California Governor’s Office of Business and Economic Development (GO-Biz) and the Governor’s Office of Planning and Research (OPR). The US Department of Housing and Urban Development has been honored to partner with the California Governor’s Office on many initiatives important to California. Our partnership allowed us to quickly adopt and respond to the COVID-19 crisis.

HUD’s mission is to create strong, sustainable, inclusive communities and quality affordable homes for all. Our 5-Year Strategic Framework directs us to “Advance Economic Opportunity” including bolstering growth in Opportunity Zones. It is through the Opportunity Zones initiative that our relationship with GO-Biz was created. Many think of HUD as only “Housing” but HUD also has an “And” to focus on Urban Development.
The Department of Housing and Urban Development Act of 1965 and compels HUD staff to promote the growth of cities and States and the efficient and effective use of housing and community and economic development resources by stimulating private sector initiatives, public/private sector partnerships, and public entrepreneurship. It also compels our team to work with other Federal agencies and share information about other Federal agency resources.

- **Slide 35:** My name is Erich Yost and I work in HUD’s Office of Field Policy and Management in the Los Angeles Field Office. My role at HUD focuses on building and strengthening public-private partnerships for our place-based initiatives such as Promise Zones, Envision Centers, ConnectHomes, Choice Neighborhoods and Opportunity Zones. This work includes working with state and local government along with private sector partners like investors, philanthropy and businesses both large and small to assist our most vulnerable Californian’s. HUD’s.

In these initiatives I have worked with 22 Federal agencies and the White House to align and target Federal resources, both grants and programs, and strive to build capacity in state and local government and community-based organizations. Thus today I am honored to not only represent HUD but also our Federal partners that collective have resources for California to address the COVID-19 crisis.

- **Slide 36:** Following this presentation I want to ensure that you have these 5 key takeaways especially for ensuring your communities have knowledge and access to Federal grants. The key five take-aways during this COVID-19 crisis include: 1) How to Search for Federal Grants; 2) How to find COVID-19 CARES Act discretion grant funding versus formula funding; 3) Sharing how Federal grants have changed during COVID-19; 4) Helping you to Create a Federal Grants Action Plan; and 5) Understanding the Federal Grant cycle to ensure your organizations successfully secure competitive Federal funding.

- **Slide 37:** There are 26 Federal Agencies that grant funding. This includes over 1,000 Federal grants annually. Funding opportunities are subject to annual Federal Appropriations or as we have witnessed if legislation is passed such as during the COVID-19 crisis through the Families First Act or the CARES Act.

- **Slide 38:** The main source for searching and applying for Federal grants is Grants.gov. However, it should that a small percentage of Federal grants are not on Grants.gov.

- **Slide 39:** Creating a “Grant Action Plan” is critical to success in searching and aligning Federal grants for your needs. During the COVID-19 Crisis, because of
the need to find Federal funding fast for your communities and residents growing needs a simple plan can reap benefits.

- **Slide 40:** Simple put the process for getting started to create your plan should be focused on six key steps: 1) Learn about Federal grant opportunities; 2) Check to make sure your organization is eligible to apply; 3) Search for funding opportunities; 4) Register to apply for funding; 5) Apply for Federal funding; and 6) Track your grant application that will hopefully lead to a successful Federal grant award.

- **Slide 41:** Here is a simple “Getting Started Checklist” to make sure you have the best opportunity for success.

- **Slide 42:** Understanding one of the key terms used in Federal grants applications is important to the process of applying for a Federal grant. The Notice of Funding Available (NOFA) is a commonly used term for the application document that includes all the information about the Federal funding opportunity. Other terms commonly used in the Federal government include the Funding Opportunity Announcement or FOA.

- **Slide 43:** Searching for open Federal grants can be daunting. However, there are some simple steps to find Federal grants and receive notices or updates. Once you become more familiar with Grants.gov’s search criteria feature you will more easily be able to find open Federal grants.

- **Slide 44:** Finding open Federal grant applications can be overwhelming. For example, as of yesterday, April 21 there were 2,800 Federal grants posted and currently open on Grants.gov. The key is to narrow your search to those you are eligible to apply for and are opportunities that meet the needs of your communities and residents. The Basic Search Criteria is the most commonly used tool used on Grants.gov. Simply using “keywords” can help to find grants of interest. However, this can many times result in hundreds of grants to review. Thus next filtering by eligibility is essential. Don’t limit your search to Federal agencies as many Federal agencies have grants that you may not realize could benefit your communities needs.

For recent COVID-19 CARES Act funding or for other funding related to addressing the coronavirus crisis a simple keyword search of “COVID-19” or “Coronavirus” will offer a list of open grants.

- **Slide 45:** California has 879 Opportunity Zones, designated low-income census tracts eligible for not just tax incentives for investors but also for Federal benefits for Federal Grants. To date 225 Federal grants form 16 Federal agencies have
offered Opportunity Zone benefits to Applicants who focus efforts in Opportunity Zones or work in collaboration with Opportunity Zone investments in the community. Currently there are 68 Federal grants open with Opportunity Zone benefits. The comprehensive list of all Federal grants and programs with Opportunity Zone benefits is posted on [www.OpportunityZones.gov](http://www.OpportunityZones.gov). However, grants are posted daily so it is important to search Grants.gov for the most current open Federal grants.

- **Slide 46:** Many Federal agencies are extending their grant deadlines. There is no simple way to be notified of grant deadline extensions. Diligently check deadline dates on Grants.gov. Many of the CARES-Act discretionary grants are have rolling deadlines, thus subject to available funding. Apply now. Some Federal grants are being released with Appropriations Authority for disaster efforts. As with existing Federal grants many agencies as directed by the CARES Act are offering waivers for uses of funds. Important to also check to see if respective agency has offered waivers for open grants similar to existing grants.

- **Slide 47:** It is important to understand the Life of a Grants.gov Application Package Cycle.

- **Slide 48:** The cycle includes activities from the perspective of the Grantor (the Federal agency providing the funding opportunity) versus you the Applicant and how these work separately and together.

- **Slide 49:** The Grantor and the Grantee have specific responsibilities. Understanding these responsibilities will ensure you better understand the Federal Grant Application Cycle.

- **Slide 50:** One the Grantor establishes the Federal grant the opportunity will likely be available on Grants.gov. These opportunities are posted daily. With the exception of only a small handful of Federal grants few are input as forecasted thus when a Federal grant is typically posted in Grants.gov it is LIVE and the grant application period is open with very short and tight deadlines. Thus it is important for you to search and find these Federal grants.

- **Slide 51:** Once you find the specific Federal grant opportunity of interest on Grants.gov you will want to review the application package posted.

- **Slide 52:** If you haven’t already registered with Grants.gov as required in order to submit a Federal grant application this is when you will want to do so immediately.
• **Slide 53:** There are some technical steps you will need to do before you are eligible to apply for a Federal grant if you haven’t done so before or partners you are working with haven’t done before. This list provides the necessary technical steps needed to be “ready” to apply for a Federal grant.

• **Slide 54:** As shared, Grants.gov hosts the application package. In some instances the Federal grant application will be posted after the Grants.gov listing is posted.

• **Slide 55:** At this stage you the Applicant will be downloading the full Application and all required and related forms. You will then begin completing the grant application. Note that working on the Federal grant application can occur while you are still working on the technical registration. I highly recommend completing the technical registration steps now so you don’t have any technical issues preventing an application submittal.

• **Slide 56:** Once the application is completed you the Applicant then applies and submits your application in Grants.gov.

• **Slide 57:** The Federal team working with Grants.gov will then screen the application package for any technical errors (such as problems with opening attachments) and they transmit the package to the respective Federal agency offering the Federal grant opportunity.

• **Slide 58:** The respective Federal agency offering the grant will then review your Federal grant application.

• **Slide 59:** Federal staff and leaders will then select applications to award and will notify the respective Applicant of the Grant award.

• **Slide 60:** The goal of this webinar is to ensure you and your organization are successful in being awarded Federal grants.

• **Slide 61:** If you are not successful in receiving a Federal grant I highly recommend requesting a “Debrief” from the respective Federal agency shortly after you hear about not being awarded the grant. These briefs can be useful for a subsequent Federal grant application for the identical grant or for other Federal grants you may apply for as you will understand the deficiencies and areas to improve your application. I know many organizations that have done so and not only secured that identical Federal grant the next time it is offered but in other Federal grant applications. These Debriefs may be in writing sometimes with your scores for each section with comments or they be provided over the phone.
Slide 62 and 63: Thank you so much for this opportunity to share information about the Federal grant searching and application process. I look forward to additional collaborations with GO-Biz and OPR for other Federal grant webinars including information about specific HUD and other Federal agency grant applications. Here is my contact information should you have any questions about this presentation. I welcome the GO-Biz back to close-out this webinar.

Stan Saunders and Heather Fukunaga, Grants Republic

Slide 64: Thanks for that introduction, I’m Stan Saunders, and I’m here with my colleague Heather Fukunaga as part of Grants Republic to provide some tips on preparing for, writing, and submitting successful grant proposals.

Slide 65: The first step we recommend when getting ready for federal grants submission is to check your status in two federal systems - the System for Award Management (SAM) and grants.gov. If you have never submitted or received federal funding, you need to establish your accounts immediately in these systems as this process can take a couple of weeks and they are required for federal grant submission. For those whose organizations already have accounts, you should know who in your agency has these user names and passwords. For SAM, ensure that the organization account in SAM remains active. SAM requires yearly renewal, and if you are are within two months of expiration you should go in and renew it now.

For grants.gov, ensure that you know who has the user names and passwords for two separate accounts - the E-Biz Point of Contact and the Authorized Organization Representative (AOR). These are required to be separate email addresses. The E-Biz Point of Contact is generally a financial person in your organization and has grants.gov rights to assign user roles. The AOR is the person authorized to submit and electronically sign the proposal on behalf of your agency.

Now, the reason we bring this up is that in our work with agencies that have set up these accounts in SAM and grants.gov, we have found that it is quite common that people transition from the agency or go on leave, and the agency no longer has easy access to these required user names and passwords. So doing this check now before you are actually applying for a federal grant, can be very helpful.

Slide 66: This is not a comprehensive grant writing workshop, so we have put together our top tips for making your federal proposals high quality and competitive. The first is to rely and intensively focus on the instructions in the Request for Proposals - the RFP. We typically read through the entire RFP at least
twice at the beginning of the project, while highlighting key information needed. After completion of the proposal, we read through it a third time, and always pick up useful information to include in the final proposal.

Second, we recommend that you think of your proposal as a series of smaller steps and processes that clearly demonstrate that you understand how the funding should be spent, you have a well thought out program design for doing this, and clear outcomes that demonstrate this success upon completion of the project. A well-organized proposal allows reviewers to clearly understand and appreciate how your design meets the funding requirements and will receive more points in scoring.

Finally, one person should be assigned to be the Proposal Lead. While others may complete sections of the narrative, workplan or budget, the Lead ensures that the proposal has a consistent voice and is the person responsible for ensure that all required elements are included. The Proposal Lead is ultimately held accountable for meeting interim and final deadlines for submission, while ensuring that the proposal is technically accurate.

- Slide 67: I’m going to cover key steps in the process that we find useful for developing a competitive application. Some federal proposals require a logic model, but we recommend using one for planning purposes even when it’s not required. Putting each component of your proposal into the logic model format will ensure your proposal has internal consistency, which is critical for a competitive grant. You don’t want a reviewer wondering why your proposed intervention doesn’t address what you listed in the need section, for example. And the logic model can serve as a high-level outline for your narrative.

- Slide 68: After the logic model, we recommend your next step in the process should be developing a budget that is based on the project design in your logic model. It’s better to complete the budget early in the process, because the narrative you write, including details like the number of new staff members or the number of residents served by your services, will all be determined (and limited) by your budget.

- Slide 69: Now that you have your basic project design in the logic model and a draft budget, you can start writing. Our first step is always a narrative outline. It should be organized using the headings in the RFP criteria so that reviewers can easily see which section you’re responding to. You should break down the sections into suggested page limits based on the number of points per section. For example, if the narrative is worth 100 points and is 10 pages long, a need section that is worth 10 points should be approximately
one page. This breakdown will help ensure the components of your narrative meet the funder’s expectations in terms of their relative importance. Lastly, make sure your narrative outline conforms to the RFP’s formatting requirements for font, font size, and spacing.

- **Slide 70:** Another key preparatory step to develop competitive federal grant proposals is to have a robust network of partners.

As you think about the types of federal funding you may pursue, you can start to identify potential partners that align with the project.

You’ll want to understand potential partners’ strengths that they bring to the project and have an idea of how you would include them in a proposal. You will want to especially consider which partners could enhance your competitiveness by filling gaps in capacity.

You may also want to touch base with your partners so they can be ready to provide any required documents if they are included in a proposal. If you don’t regularly work with these potential partners, consider convening a COVID-19 grant planning meeting to start preparing. And for proposals with numerous partners, we recommend developing a partner tracking sheet.

- **Slide 71:** Here’s an example of what we use. This tracks our outreach and communications with each partner, along with whether any needed deliverables, such as an MOU, have been received. This is extremely helpful on larger projects with many partners and moving pieces. This is one example of the mundane, but specific steps that will keep your grant on track for success.

- **Slide 72:** The final thing I want to discuss is how to address COVID-19 in grant proposals. Given the uncertainty for how long stay-at-home orders, social distancing, and wearing masks will be required or suggested by public health officials, we are providing some overall guidance on how these may affect your grant proposals.

I’m sure most of you are already on top of this, but the first thing is to be knowledgeable of state and municipal requirements and guidelines that may impact how you plan a program or service.

There is sufficient guidance in California for you to develop a few different possible scenarios for how your proposed project would operate depending on how things go. For example, for a workshop you may want to develop one plan using a video platform like Zoom for stay-at-home requirements, a second plan...
for in-person programming that modifies classroom furniture to maintain social distancing, and a “back to normal” plan for when a vaccine is developed.

Similarly, we suggest building flexibility into your budget to accommodate changes to the program design based on changing COVID-19 guidelines. This works well in the supply category, where you can budget for a less detailed line item like “program supplies.” Then you can use this line item for your usual supplies like printed handouts, but could also use it to purchase something like face masks for staff if that is what is needed to deliver programs. Overall, we think it’s important to demonstrate to funders that you have considered your options and are ready to adapt services as needed to ensure the continued implementation of programs.

- **Slide 73:** If you have any questions about what we’ve covered, you can reach us at info@grantsrepublic.com. And we offer a funding newsletter called The Portal that features the latest federal and state of CA grant opportunities. More recently we’ve added a special section about COVID-19 funding as well. You can sign up for The Portal at our website, grantsrepublic.com.

- **Slide 74 + 75:** Thank you to the Grants Republic Team. With that in closing, we want to note that if you have any questions to please use the ZenDesk system provided in the link. Following the closing of this webinar, the survey will also emerge for providing feedback and input based on this content and future content. and finally, we encourage you to share the recording, stay connected, and promote any new idea or thing learned to communities, businesses, and your partners. Information sharing relative to many of the topics shared today is critical in this time.

- **Slide 76:** Thank you for joining us for our first Weekly Webinar, Navigating Federal Funding in a Time of COVID-19 and we will see you at the next one